

HAWAII FARM TO SCHOOL PROGRAM



STATE OF HAWAII DEPARTMENT OF AGRICULTURE

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Hawaii Farm to School Program

Act 218 (SLH 2015); HRS § 141-

11



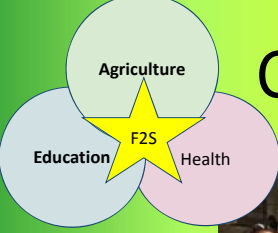
PURPOSE: The purpose of the Statewide Farm to School Program is to:

- 1) Improve student health;
- 2) Develop an educated agricultural workforce;
- 3) **Enrich the local food system through the support and increase of local food procurement for the State's public schools and other institutions;**
- 4) Accelerate garden and farm-based education for the State's public school students; &
- 5) Expand the relationships between public schools and agricultural communities.

DIRECTIVE: The Hawaii farm to school coordinator shall work in *collaboration* with the *appropriate stakeholders* to address the issues of *supply, demand, procurement, and consumption* of Hawaii-grown foods in *state facilities*, primarily education facilities, and take *reasonable steps* to *incorporate more agriculture and nutrition education in schools*.



F2S



CONNECTIONS




EDUCATION

1. Hawaii F2S & School Garden Hui Resources
2. School Garden Curriculum Map
3. Hawaiian Harvest Resources
4. P-20 Ag-Edu Working Group



PROCUREMENT

1. LG Pilot Project
2. Hawaii Island Charter School Foodservice Purchasing Hui
3. Hawaii-Grown Purchasing Plan
4. Hawaiian Harvest of the Month (+ Recipes)
5. Solicitation/Contract Assistance



SCHOOL GARDENS

1. Hawaii F2S & School Garden Resources "How Does your School Garden Grow"
2. UH-CTAHR Food Safety & GAP Outreach
3. HDOA School Food Farm GAP Certification

BENEFITS OF FARM TO SCHOOL

- ✓ Increasing nutritional benefits
- ✓ Enriching local economies\$
- ✓ Increasing keiki relationships with food & 'āina
- ✓ Increasing farmer-government relationships
- ✓ Increasing markets for farmers
- ✓ Effectuating State policy to increase purchasing of locally grown food and support local agriculture



REASONS TO PURCHASE LOCALLY GROWN FOOD

1. **To increase student nutrition** by providing high quality, healthy meals for growing children and to increase their consumption of fresh fruits and vegetables.
2. **To support public health and help prevent diet related diseases** by educating Hawaii consumers on the benefits of locally grown fresh food as healthy choices and developing relationships with the local farms and farmers producing their food.
3. **To expand education of the students** who can gain environmental and nutritional education through local sourcing.
4. **To support Hawaii agriculture** by directing taxpayer money to local farmers.
5. **To increase school lunch participation** by offering fresh, flavorful foods that students want to eat.
6. **To decrease the environmental impact** of schools by reducing the distance a product travels, decreasing the “food miles” of student meals requiring travel fuel and other transportation costs.
7. **To provide high quality product.** Less travel distance from farm to cafeteria means fresher products with longer shelf life.





*ACT 55 (SLH 2013), codified policy in Objectives and policies for the economy — agriculture in the **Hawaii State Planning Act**:*

HRS§226-7(b)(13) “Promote economically competitive activities that increase Hawaii’s agricultural self-sufficiency, including the increased purchase and use of Hawaii-grown food and food products by residents, businesses, and governmental bodies as defined under section 103D-104.”



DOE BOE POLICY

- **POLICY 103-6 SCHOOL FOOD SERVICES** Every public school shall provide food services to students, with emphasis upon locally grown foods that meet the students' nutritional needs at a minimum charge. Snacks provided by public schools shall also comply with federal nutritional standards and the Department's Health and Wellness guidelines.
- [Approved: 11/17/2015 (as Board Policy 103.6); amended: 06/21/2016 (renumbered as Board Policy 103-6)]
Former policy 6800 history: approved: 01/1971; amended: 12/2007



DOE'S BUDGET & FUNDING SOURCES

- **\$108 Million** annual budget for SFSB (2015-2016)
 - **\$59 Million FEDERAL** (based on student participation)
 - \$54 Million Federal USDA meal reimbursements (NSLP lunches, SBP breakfast, NSLP snacks, & other USDA)
 - \$5 Million USDA Donated Commodities
 - **\$27 Million STATE**
 - **\$22 Million NET SALES**
 - \$18 Million Student & Adult Meals
 - \$1 Million Ala-Carte Sales
 - \$3 Million Vending (providing meals for other programs)

HAWAII PRODUCTS PREFERENCE

HAWAIIAN PREFERENCES “shall apply, when applicable, to procurements made pursuant to [formal bids] §103D-302, or [formal proposals [§103D-303]”. *HRS §103D-1001.5*

MANDATORY CONSIDERATION Hawaii products. A purchasing agency shall review all specifications in a bid or proposal for purchase of Hawaii products where these products are available. *HRS §103D-1002*

Class II - Hawaii-grown agricultural products [any agricultural, aquacultural, or livestock product is raised, grown, or harvested in the State]

➤ **15% price preference** when compared to non-Hawaii products.



- SELF-CERTIFICATION
- INSPECTION
- COST EVALUATION
- DEBARMENT



USDA GEOGRAPHICAL PREFERENCE

The USDA encourages applying a geographic preference in Farm to School efforts to connect schools with local farmers when procuring “unprocessed locally grown or locally raised agricultural products.”

APPLICATION:

- **ONLY MINIMALLY PROCESSED FOODS** (i.e. fresh or frozen fruits, vegetables, meats without additives or fillers, unflavored fluid milk, eggs.);
- **NOT ONLY LOCAL** - may not solicit for only locally grown products or locally incorporated vendor (overly restrictive); **Cannot only accept locally grown products** from a State, excluding all non-locally grown agriculture products (overly restrictive);
- **COMPETITION** - Must be conducted in a manner that maximizes full and open competition and not unreasonably limit competition.

7 CFR Part 210.21 (g)(2).






FARM TO SCHOOL SUCCESS

BASIC PROCESS

1. **DEVELOP MENU** that students want to eat and kitchen wants to cook that includes locally grown foods
2. **FIND OUT WHAT'S GROWING**
3. **REVISE MENUS FOR COMPLIANCE**
4. **INGREDIENT PROJECTIONS**
5. **COMMUNICATE WITH FARMERS**
6. **DEFINE "LOCAL"**
7. **CONTRACT!**
8. **PROMOTE**



FACTORS TO CONSIDER

- **YOUR GOAL**
- **STUDENT TASTES**
- **PRICING**
- **"QUALITY" REQUIRED**
- **COMMUNITY CONNECTIONS**
- **COMMUNICATION STRATEGY**
- **HOW TO INCORPORATE**



Hawaii Farm to School Initiative - Request for Information

- April 2016
- 37 responses from 47 respondents
- Individuals interested in policy – larger specialty producers and smaller island distributors
- Interest in contracting with the state
- Gap between willingness to work with the State & the current capacity to become a viable vendor for the state

State of Hawaii Department of Agriculture – Farm To School Program

Executive Summary: Farm to School Locally Grown Survey

A. OVERVIEW

In April 2016, the Hawaii Department of Agriculture (HDOA) conducted a Request for Information (RFI) to gather local food production and distribution information for anticipated upcoming Farm to School (F2S) initiatives. The RFI was released with instructions to share it with farmers, distributors, wholesalers, brokers, processors, and aggregators of locally grown food (food grown within the State of Hawai'i). The purpose of the RFI was:

- To gather direct local food supply information from farmers and distributors to develop a more specialized understanding of local food supply;
- To better inform local food buying strategies for our schools and other institutions;
- To better inform State entities on local food purchasing and community networking opportunities;
- To access F2S proposal ideas from across the state.

The information gathered from the RFI will be considered in upcoming F2S program solicitations, assist the State with future F2S initiatives such as increasing locally grown food in school food programs, and support the growth of community connections with local farms.

The RFI was conducted by HDOA and promoted by:

- Lieutenant Governor of the State of Hawai'i;
- Lieutenant Governor's Farm to School Information Session and Farmer Mixer Event;
- Direct press release announcements;
- Announcements to stakeholders at Hawaii Farm Bureau's 2016 Ag Awareness Day;
- Discussions with elected leaders of the Hawaii Farmers Union United;
- Numerous listservs of agricultural programs and organizations; and
- Numerous direct email announcements with requests for responses.

B. RESULTS

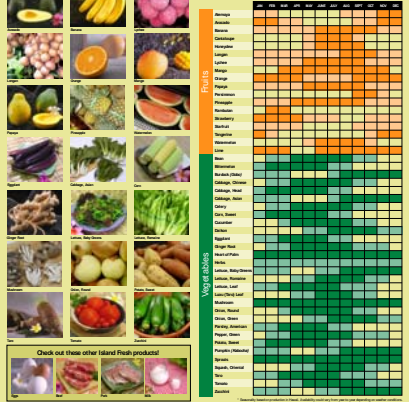
The RFI contained 33 questions, and garnered a total of 37 responses from 46 respondents (not more than 37 answered any one question). Responses varied from individuals interested in policy and very small production to larger specialty producers and smaller island distributors. Generally, there appears to be great interest in contracting with the State amongst smaller producers. However, there is a gap between the willingness to work with the State and the current capacity to become a viable vendor for the state. Specifically, compliance and basic understanding of government contracting requirements such as food safety and Good Agricultural Practices (GAP) certification, insurance requirements, and registration with the State's Hawaii Compliance Express (HCE) are sporadic.

HAWAIIAN HARVESTS

Island Fresh
Buy Fresh Buy Local
It's as easy as counting to three

1. Enjoy exceptional Taste and Experience. Premium taste. Maximum freshness. Produce picked and eaten close to its height of ripeness has exceptional flavor and, when handled properly, is packed with nutrients.
2. Strengthen your local economy and community. Buying local food keeps your dollars circulating in your community. Building relationships with the farmers who grow your food strengthens your ties to the community and the land.
3. Help preserve open space. By supporting local farmers, buying local food helps preserve green, open space in your community.

Island Fresh
Hawaii Seasonality Chart*



Check out these other Island Fresh products!

Made & Grown with Aloha
Hawaii Agriculture & Food Products Database

SEARCH VENDORS SEARCH PRODUCTS CONTACT US

Want to Become a Registered Vendor?

Want to Search Hawaii Vendors?

Want to Search Hawaii Products?

LOGIN

SEARCH VENDORS SEARCH PRODUCTS CONTACT US

Hawaii Agriculture & Food Products Vendor Search

Please note that to select multiple items AND remove selected options, you need to hold CTRL, and click your selection. Your results will be displayed below.

Business Name:

Type of business: ☐ Bulk Ingredient Provider ☐ Direct Sales to Consumer ☐ Farmers Market Vendor ☐ Food Service Supplier

Certifications: ☐ Certified HACCP ☐ Certified Kosher ☐ Certified Made in Hawaii ☐ Certified Seal of Quality

Markets: ☐ ASIAN ☐ AUSTRALIA ☐ CANADA ☐ CHINA

Export: ☐

AINA in Schools
A Division of the Hawaii Department of Agriculture

WHICH HAWAII GROWN FRUITS AND VEGETABLES ARE YOUR FAVORITES?

Asparagus

Avocado

Cantaloupe

Cucumber


Dragon Fruit

Green Beans

Guava

FRESH CHOICE HAWAIIAN HARVEST

Celebrate the Bounty of Hawai'i!



Buy Local

Plant an Orchard

Connect with Culture

Try a New Snack

Grow Your Own Food

Nourish the Soil

Visit a Farm

Watermelon

Watercress

Yuzu

Yuzu Fruit

Tomato

Tangerine

Strawberry

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Island Fresh
Hawaii Seasonality Chart*

Check out these other Island Fresh products!

• SUPPLY

- QUALITY
- QUANTITY
- RELIABILITY

• PRICE

- SEASONALITY
- ELASTICITY

• CONSIDER

- ALL OR NOTHING
- BACKFILL
- PLANNING

DEFINING LOCAL

DEFINE LOCAL- Defining local in a way that will work for a school district's particular needs and goals, in tiers:

- Within a school District (Honolulu, Central, Leeward, Windward,
- Hawaii, Maui, Kauai);
- Within the Island (Kauai, Oahu, Molokai, Lanai, Maui, Hawaii);
- Within the State.

SEASONAL:

- **Fall/Winter Hawaii produce** (*atemoya, mushroom, pumpkin/kabocha, rambutan, tangerine*)
- **Spring Hawaii produce** (*corn, cucumbers, mango, orange, pineapple*)
- **Summer Hawaii produce** (*banana, lychee, taro, tomato, watermelon*)

EVENTS – May Day, Harvest Day, Growing Appreciation Day, etc.

TYPES OF CONTRACTING

LOWEST COST

- Small Purchase
- Competitive Bid (IFB)

BEST VALUE

- Proposals (RFP)
- Small Purchase

THRESHOLDS

FED + YOUR AUTHORITY

- Formal (IFB/RFP)
 - \$150,000 - Federal
 - \$100,000 - State
 - \$ 25,000 - HIDEOE
- Informal
 - Micropurchase \$3,500
 - Small Purchase
- Parceling

TYPES OF CONTRACTS

- **Fixe- Price** (*firm, price adjustments*)
- **Cost-Reimbursement** (*cost-plus-fixed, cost-plus-% of cost*)
- **Forward Contracting**
- **Requirement Contracts/ (IDIQ) Indefinite Quantity Indefinite Demand**
- **Cost Plus**
- **Multi-term contract**
- **Multiple Awards**
- **Incremental Awards**

FAIR PRICING

- ✓ Cost & Pricing
- ✓ “LOWEST PRICE” v.s. “BEST VALUE”
- ✓ Competitive
- ✓ TAXPAYERS are receiving prices that are “fair and reasonable”
- ✓ Pricing is realistic to the school’s budget
- ✓ Price adjustment process



PROCUREMENT COMPLIANCE



- ✓ Threshold met for solicitation method
- ✓ Micropurchases divided equitably among all qualified sources?
- ✓ Cost/pricing analysis
- ✓ Requirements not overly restrictive
- ✓ Followed procedures for procurement method
- ✓ Documentation

SPECIFICATIONS SET EXPECTATIONS

1. **PRODUCT** (*type, grade, quantity, quality, location*)
2. **DELIVERY** (*locations, timing, storage, failure to deliver*)
3. **SUBSTITUTIONS** (*allowances, timeframe, protocol*)
4. **INVOICING** (*specifications, metrics, submittal*)
5. **PAYMENT** (*prompt payment*)

BUYER DEFINES REQUIREMENTS

RESPONSIBLE & RESPONSIVE OFFERORS

BASIC BUSINESS REQUIREMENTS

1. ACCESS SOLICITATION
2. BUSINESS COMPLIANCE
3. INSURANCE

CERTIFICATIONS

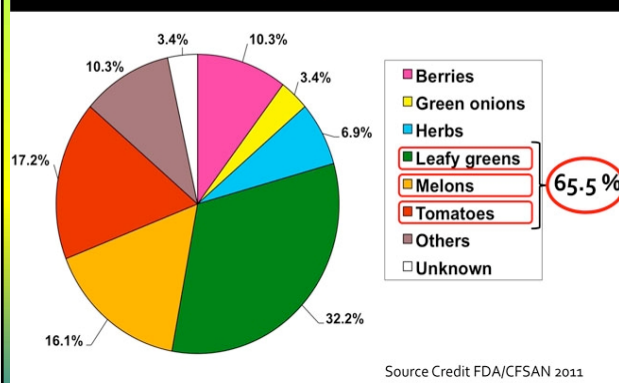
- HCE
- GAP
- HACCP
- GMP

FOOD SAFETY

- SFA
- DOH
- HDOA
- FSMA

Why?




Types of produce Associated with Outbreaks,
1996-2009 (N=87)



- 46% of all foodborne illnesses that led to hospitalization or death between 1998-2008 attributable to fresh produce

Source: U.S. Center of Disease Control and Prevention, March 2013



FARM TO SCHOOL - GOVERNMENT CONTRACTING

Requirements for Selling to the Department of Education

TYPE OF VENDOR	HePS Registration (all contracts > \$25,000)	HCE COMPLIANCE (all payments > \$2,500)	INSURANCE	GAP Third Party Certification	HACCP Plan	DOH Food Safety (Food Establishment Permit)
DISTRIBUTOR/ AGGREGATOR	✓	✓	✓		✓	
DIRECT SUPPLIER (Farmer/Rancher)	✓	✓	✓	✓		
Handling Potentially Hazardous Foods ¹	✓	✓	✓		✓	✓
Processing ² & Ready to Eat	✓	✓	✓		✓	✓

A. **HePS** – All DOE communications for contracts valuing > \$25,000 will be on HePS website and only those who are registered with HePS then will receive updates. Potential Vendors must register online at: <https://basec.sicomm.net/HIDOE/>

B. **HCE** – Required for payments > \$2,500. Registration online (costs \$12/yr) with with Hawaii Compliance Express (HCE), an efficient method for providing documentation of compliance with laws (DCCA, DOTAX, IRS, DLIR). <https://vendors.ehawaii.gov/hce/splash/welcome.html>

C. **INSURANCE** – Commercial General Liability Insurance - \$1 Million each occurrence, \$2 Million aggregate covering all operations by or behalf of the contractor; and Automobile Liability Insurance - \$1 Million per accident.

D. **GAP** – Good Agricultural Practices (GAP) Certification by (any) third party auditor is required by ay producer who directly sells their produce as a vendor. Assistance is available through UH-CTAHR's GO GAPS Program: <http://manoa.hawaii.edu/ctahr/farmfoodsafety/>
 ➤ Note, although distributors are not currently required to source from GAP certified producers, consideration of growing practices must be considered within your risk-management strategy in compliance with your own insurance policies.

E. **HACCP** – Hazardous Analysis Critical Control Point (HACCP) plan must be in place to show evidence of compliance with State of Hawaii Department of Health (DOH) food safety standards. HACCP Plans are written documents that delineates the formal procedures for following the hazard analysis and critical control point principles. <http://health.hawaii.gov/san/food-information/>

F. **DOH Food Establishment Permit** – (HAR Ch.11-50) Any place where storing, preparing, manufacturing, packaging, transporting, or otherwise handling food at the retail or wholesale level must have a Food Establishment Permit by the Department of Health (DOH). <http://health.hawaii.gov/san/permit-applications/food-establishment-permit-applications/>
 ➤ Farms cutting crops out of the field and delivering non-potentially hazardous foods in boxes do NOT require a permit.

¹ HAR§11-50-2: food that requires time/temperature control for food safety - Animal or plant food that is heat treated (i.e. Meat, Dairy, Cooked Meals, raw seed sprouts, cut melon, cut leafy greens, cut tomatoes)

² Processing considered when there is more than one cut to get the crop out of the field, mixing different crops in packages, bagging, etc.

Rev. 3/26/13

SCHOOL GARDEN PRODUCE

- **CLASSROOM TASTINGS**
- **DONATE**
 - Students/community
 - School Kitchen
- **FUNDRAISERS [SELLING]**
 - CSA
 - School Farm Stands
 - Restaurants
 - School Kitchens



Wumbo >> By Wulff & Morganthaler



"When are they gonna finish that bridge, Daddy?"

MAHALO

for your time & interest in
BUYING LOCAL



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