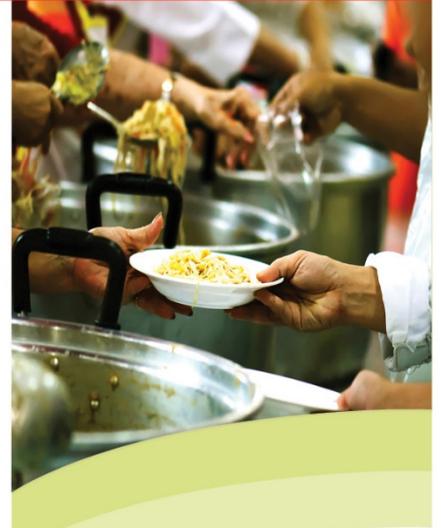
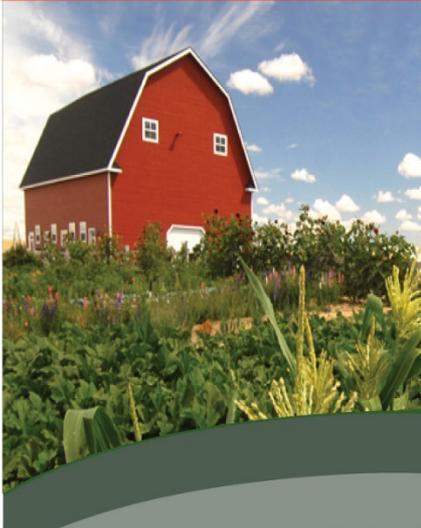
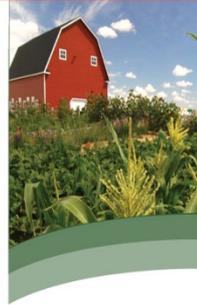




United States Department of Agriculture

Agricultural Marketing Service Commodity Procurement Program





Opportunities to Sell Fruits and Vegetables to the USDA

Christopher Purdy

Associate Deputy Administrator

Commodity Procurement Program

Agricultural Marketing Service

COMMODITY PROCUREMENT PROGRAM



AMS Commodity Procurement facilitates the marketing of 100% domestic agricultural products through the purchase of food for International and Domestic nutrition assistance programs...feeding the hungry in the U.S. and around the world.

Federal Procurement Program

Competitive bidding process using...



- Federal Acquisition Regulations (FAR)
- Agriculture Acquisition Regulations (AGAR)



COMMODITY PROCUREMENT PROGRAM

What do we buy?

Domestic Nutrition Programs	International Nutrition Programs
Apples, Oranges, Grapes, Pears, etc.—Fresh and Processed	Dry Beans, Peas and Lentils
Vegetables—Fresh and Processed	Oil Products
Dairy	Wheat
Livestock	Peanut Products
Poultry	Grain Products
Fish	Rice
Dry Beans, Peas and Lentils	Bulgur
Peanut Products	Corn Products
Rice	

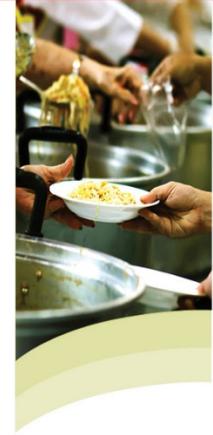
More Fresh Produce than Ever

Who Do We Buy from?



- Vendors registered to do business with USDA
 - About 100 new fruit and vegetable suppliers for Trade Mitigation and other purchases
- Roughly half of our contracts are awarded to small businesses:
 - 500 employees or less
 - Socially disadvantaged
 - Women-owned
 - Service-disabled veteran-owned
 - HUB zones

How Can You Become A Registered Vendor?



Small and New Business Coordinators
Domestic
Andrea Lang
(202) 720-4237 or NewVendor@ams.usda.gov

International
Linda Steigerwald
(816) 926-6168
Linda.Steigerwald@usda.gov

Visit Our Website:
www.ams.usda.gov/selling-food

Ongoing Purchases



- Entitlement/Meal Package/Program Purchases
 - Largely based on nutrition program recipient demand
 - Procurement agent for USDA's Food and Nutrition Service, U.S. Agency for International Development, USDA's Foreign Agricultural Service and the Nutrition and Food Aid Programs they administer
 - Volume relatively consistent year-to-year

Special Purchases Domestic



Section 32—Ongoing—\$740 million in FY20

- Clause 2 of Section 32 of the Act of August 24, 1935: “encourage the domestic consumption”
- AMS analyzes market conditions and recipient needs – “good product at a good price”
- Typically distributed to Food Banks

Trade Mitigation—Complete—Approx. \$2.4 billion in FY19 & FY20

Coronavirus Relief/USDA Farmers to Families Food Box

Farmers to Families Food Box Program



- Addressed an urgent need created by the pandemic
 - Surplus of products typically consumed in restaurants, schools, and other foodservice outlets
 - Market support focus
- Developed and implemented very quickly
 - Available products – fresh produce, dairy, chicken, pork, fluid milk (few constraints)
 - Commercial distribution
 - Any non-profit organization

USDA Farmers to Families Food Box Program



- Planned for roughly \$300 m per month, response was overwhelming
- Over 150,000 million boxes delivered (product impacted by market disruptions)
 - * Produce * Meat * Dairy * Combination
- Rapid Development and Ramp-up—One-month design to start-up
- Through a number of contract phases, \$4 billion awarded to about 250 companies and non-profits
 - Truck to trunk model

Farmers to Families Food Box Program



Shift in Focus

- As program progressed focus shifted from market support to food insecure population needs
- Individual boxes to combination boxes
- Shift to lowest cost bids
- Some areas underserved

Food Box Future

- 12 hours of listening sessions and written recommendations
- Feedback being compiled now
- Announcements pending



Thank you! Questions?

Christopher Purdy
Associate Deputy Administrator
(202) 720-3209
christopher.purdy@usda.gov