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
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)
## What do we buy?

<table>
<thead>
<tr>
<th>Domestic Nutrition Programs</th>
<th>International Nutrition Programs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples, Oranges, Grapes, Pears, etc.—Fresh and Processed</td>
<td>Dry Beans, Peas and Lentils</td>
</tr>
<tr>
<td>Vegetables—Fresh and Processed</td>
<td>Oil Products</td>
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<tr>
<td>Dairy</td>
<td>Wheat</td>
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<tr>
<td>Livestock</td>
<td>Peanut Products</td>
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<td>Poultry</td>
<td>Grain Products</td>
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<tr>
<td>Fish</td>
<td>Rice</td>
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<tr>
<td>Dry Beans, Peas and Lentils</td>
<td>Bulgarian</td>
</tr>
<tr>
<td>Peanut Products</td>
<td>Corn Products</td>
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<tr>
<td>Rice</td>
<td></td>
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</tbody>
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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
c christopher.purdy@usda.gov