

Agricultural Marketing Service



Unprocessed Fruit & Vegetable Pilot Program

USDA PILOT MAILBOX

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Unprocessed Fruit & Vegetable Pilot Program

- ▶ Part of the 2014 Farm Bill
- ▶ Created as a way for schools to have more options for unprocessed fruits and vegetables
- ▶ The Pilot project allows participating states to
 - ▶ Use multiple suppliers and products established and qualified by the Secretary
 - ▶ Designate a geographic preference
- ▶ Uses schools' existing commercial channels and relationships with growers and suppliers
- ▶ Additionally supports use of locally-grown foods in school programs





Participating states



Began in School Year 2014-2015





Vendors



- 93 Eligible Vendors participate in the program
- Suppliers and distributors
- 2/3 of participating vendors are considered small businesses





Products

- ▶ Approximately \$11 million of entitlement spending is designated to the Pilot Program

Top 5 produce items purchased:

- ▶ Apples
- ▶ Romaine lettuce
- ▶ Oranges
- ▶ Pears
- ▶ Salad mixes





Becoming a Participating Vendor

- ▶ Vendor Eligibility Requirements can be found on <https://www.ams.usda.gov/selling-food/pilot-project>
- ▶ To become a participating vendor
 - ▶ Fill out the Vendor Application Forms (Attachment A-D)
 - ▶ Have GHP/GAP certificates for suppliers and products planning to deliver
 - ▶ Food safety plan, segregation plan (if handling non-domestic product)

United States Department of Agriculture
ATTACHMENT A
Pilot Project for Procurement of Unprocessed Fruits and Vegetables
Applications Form (August 2015)

Company Name: _____ Date: _____
Contact: _____ Phone: _____
Title: _____ Email: _____
Address: _____
City: _____ State: _____ Zip: _____
Website (Optional): _____
Sales Point of Contact (who should States contact for orders or quotes):
Name: _____ Title: _____
Phone: _____ Email: _____

Identify the company's business types. Check all that apply:

<input type="checkbox"/> Distributor – Packs Product	<input type="checkbox"/> Distributor – Does Not Handle
<input type="checkbox"/> Processor (cut, freeze, dry)	<input type="checkbox"/> Packing House
<input type="checkbox"/> Grower	<input type="checkbox"/> Broker
<input type="checkbox"/> Other (Explain): _____	

Provide a list of domestic fruits and vegetables to be supplied (e.g., apples, apple slices, cabbage, carrot, chopped lettuce, oranges, salad mix, squash, etc.):

By signing below, I agree to participate in the Pilot Project for the Procurement of Unprocessed Fruits and Vegetables, in accordance with the requirements listed and with the information provided in my application.

Signature of Company Representative responsible for the Pilot Project
Signature: _____ Date: _____

Agricultural Marketing Service, Community Procurement Staff
1400 Independence Ave., 3rd Floor 3522-5, STOP 5239
Washington, DC 20256-0239
Voice 202 726 4817 Fax 202 726 8871
All State Opportunity Provider and Employer

For questions or assistance regarding your pilot application please contact Mr. Sean Martin 503-586-6473





Adding products/suppliers for participating vendors

- ▶ Vendors can add new products and suppliers at anytime
- ▶ Fill out the Vendor Application Form (only Attachments A & D) and submit to FVPilotProject@ams.usda.gov.
- ▶ Attachments A/D are approved/rejected in full, no partial, item-by-item approval
- ▶ Remember to updated your GHP/GAP certificates as they expire.





Invoicing

- ▶ All invoices must be submitted through WBSCM
- ▶ Need to attach:
 - ▶ Excel template
 - ▶ BOL/proof of delivery
 - ▶ School approval documents
- ▶ Total of all attached excel templates should match with invoiced quantity
- ▶ Step-by-step instructions can be found on our webpage under Current Participating Vendor <https://www.ams.usda.gov/selling-food/pilot-project>
- ▶ Webinar/documents available on webpage to assist, or please contact us with any questions





Quality and Improvement of Pilot Program

- ▶ 2018 Farm Bill
- ▶ Fresh product micro-end testing requirements
- ▶ Invoicing Verification
- ▶ SY 17-18 Vendor Audits
- ▶ Survey
- ▶ Roundtable discussion 11:45-12:30
 - ▶ Tips on faster invoicing
- ▶ Newsletter





Contact Information

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