

**Local Food for School Cooperative Agreements Responder Q and A Session**  
**May 10, 2022**  
**Office of Superintendent of Public Instruction Request for Information 2022-43**

- [https://www.k12.wa.us/sites/default/files/public/rfp/pubdocs/RFI\\_2022-42\\_Local\\_Food\\_for\\_Schools\\_Cooperative\\_Agreements.pdf](https://www.k12.wa.us/sites/default/files/public/rfp/pubdocs/RFI_2022-42_Local_Food_for_Schools_Cooperative_Agreements.pdf)
- <https://www.ams.usda.gov/selling-food-to-usda/lfs>

**Q:** How does OSPI envision partnering (potentially) with food hubs on distribution?

**A:** OSPI Child Nutrition Services envisions partnering with food hubs on distribution as a potential option. Food hubs are very familiar with foods that are grown in the region and a go between with farmers. A food hub could help us expand the types of products we purchase. Food hubs are great for storing fresh fruits and vegetables for delivery. Could also ensure a bigger supply is available.

**Q:** What is the timeline for putting out an RFQ/solicitation, and awarding purchases? And what sort of timeframes there might be between awarding a purchase, and then actually delivering the product?

**A:** Shortly after we are approved for the cooperative agreements and receive our funding. Anticipating the fall of 2022. We would want to get up and running with purchase and delivery shortly after identifying our successful vendors, delivering product around December or the first of the year.

**Q:** How much of the Local Food Schools funds does OSPI anticipate spending on frozen/dry products versus fresh produce? (As you suggested, food hubs often carry far more produce than processed/dry goods, curious how much LFS funding will be interesting to food hubs across WA)

**A:** We have not yet worked through dividing up funding. We will have a much better idea after the RFI and after we learn what foods are available and the quantities available. We have a lot of capacity and good infrastructure for frozen and dry food products within our Food Distribution Program. Food hubs cannot deliver across the state or may be limited in their distribution circumference. What our respondents come back with from the RFI and after some more brainstorming we will have a better idea of what we want to target.

**Q:** Food Hubs - Regarding logistics - Would you also be interested in a combined dry/fresh/frozen delivery to schools in this program or would the fresh produce be a separate delivery?

One challenge food hubs face is keeping trucks full - and sometimes school orders are a little small

**A:** Through the RFI process we would be interested in knowing how you would operate combined dry/fresh/frozen delivery.

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**Q:** Could OSPI envision using any of the LFS funds going to support socially disadvantaged producers getting their products processed and frozen (i.e., paying for the cost of processing)? (I believe the majority of LFS funds need to go to food, but given the importance of leveraging frozen infrastructure from OSPI, this could be strategic for all)

**A:** We can investigate this. Respondents should note in their response, a processed product and the per unit cost should be inclusive of processing. Take away for OSPI is to consider holding a processing contract if that fits within the grant terms and conditions.

**Q:** How do you determine which companies you'll be buying from?

**A:** This RFI process will inform our application. We are required to use federal procurement standards for purchasing the foods. It could be an RFP process or an invitation to bid, or a quote gathering process.

**Q:** All products must be local? We farm but we also distribute organic produce from Oregon and California

**A:** In the RFI we outline the definitions of what qualifies as local and minimally processed, etc. The RFI has definitions straight from the Local Food for Schools Cooperative Agreement and we will utilize those definitions throughout the process.

**Q:** How will the schools receive this money and interact with it? It is like the Farm 2 School Purchasing grant?

**A:** Our initial plan - OSPI would purchase the foods directly and bring them into our warehouse. Through our Food Distribution Program system schools can order them as bonus foods. Bonus foods do not use a school's entitlement dollar. The schools would receive the foods with their next order. We wouldn't distribute the funds directly to schools but manage it within our own food distribution processes.

**Q:** Chris Iberle: is there a window/timeline on logistics for processing on demand? How can we make use of the frozen opportunity? How much frozen product is available and how much space is in the freezer at OSPI? What if we delivered them over the course of a year?

**A:** We would love to hear these types of questions and ideas on our template. Please feel free to expand your response beyond what is on the template.