Working with School Districts: Opportunities and Challenges for Food Hubs

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Where do we go from here?

Procurement rules

What do districts want?

Food hub opportunities

Working with districts

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Food hub opportunities
Working with districts
Procurement rules: full and open competition
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Procurement rules:
lowest responsible bidder

$0.95  $1.00  $1.05
Procurement rules:
lowest responsible bidder
Procurement rules: geographic preference

Local

As defined by the School District

Minimally processed

Frozen Sliced Washed Packaged Dried Pasteurized

NOT

Cooked Heated Pickled Canned

Products

NOT

People - Vendors Farmers Producers
Example:
within 5% of the lowest responsible bid

Within 5% of the LRB = $0.99
Defining Local:

- Mileage Radius
- Political Boundary
- Tiered
Where do we go from here?

Opportunities for working together
  • Aggregation
  • Local sourcing
  • Quality products
  • Connection to farming and farmers

Challenges
  • Legal framework and competitive bidding
  • Traceability and transparency
  • Distribution

These challenges are not insurmountable!
Let’s start the conversation.