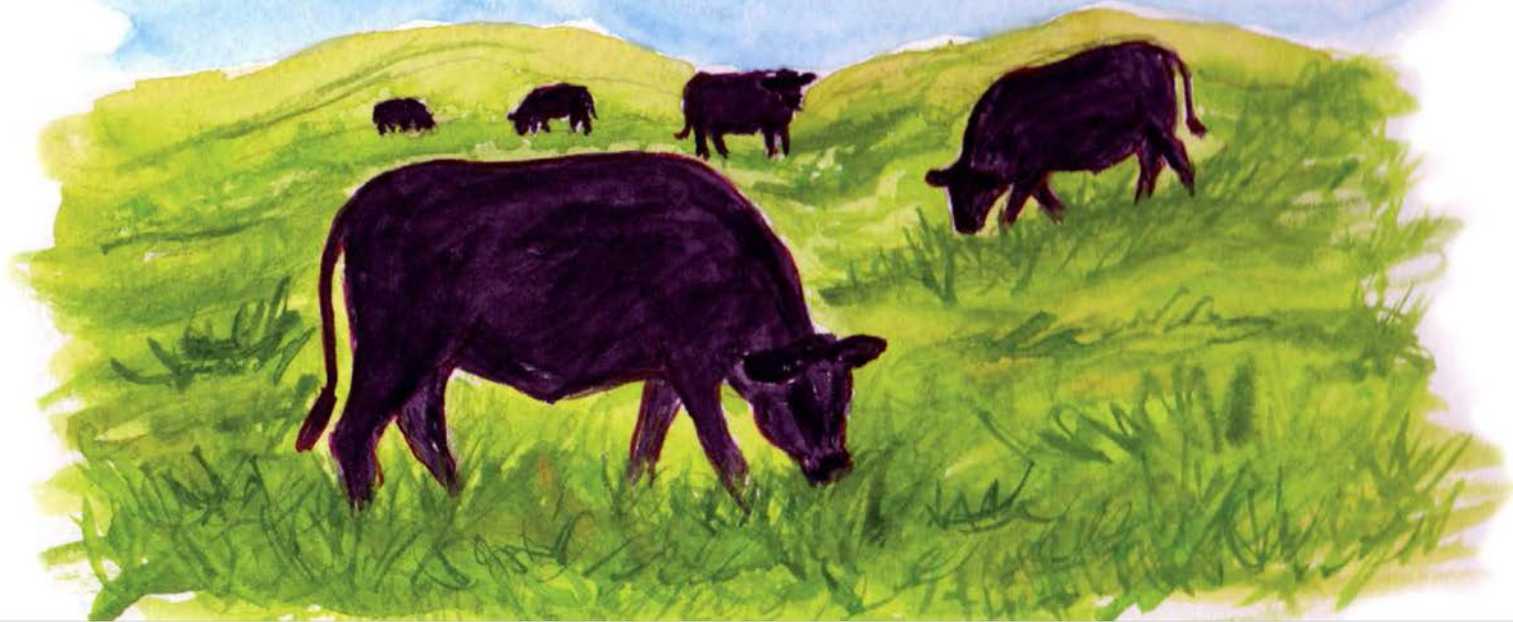




MOOOOIVING FORWARD TOGETHER

Strategies for Montana Beef to School



Presented by Aubree Roth & Jay Stagg

On behalf of the Montana Beef to School Project

Principal Investigator & Lead Author: Carmen Byker Shanks



Aubree Roth

Montana Team Nutrition Program
Montana State University
Office of Public Instruction

Jay Stagg

Whitefish Public Schools

CORE ELEMENTS OF **FARM** *to* **SCHOOL**





40% OF MONTANA SCHOOL DISTRICTS
surveyed by USDA say they participate in farm to school activities.



THAT'S
76
DISTRICTS



WITH
63
SCHOOLS



AND
9,453
STUDENTS

Another **14%** of districts surveyed plan to start farm to school activities in the future.
(Note: of the 258 school districts in Montana, 73% completed the USDA Farm to School Census.)



\$1,616,180
INVESTED IN LOCAL FOOD
IN MONTANA

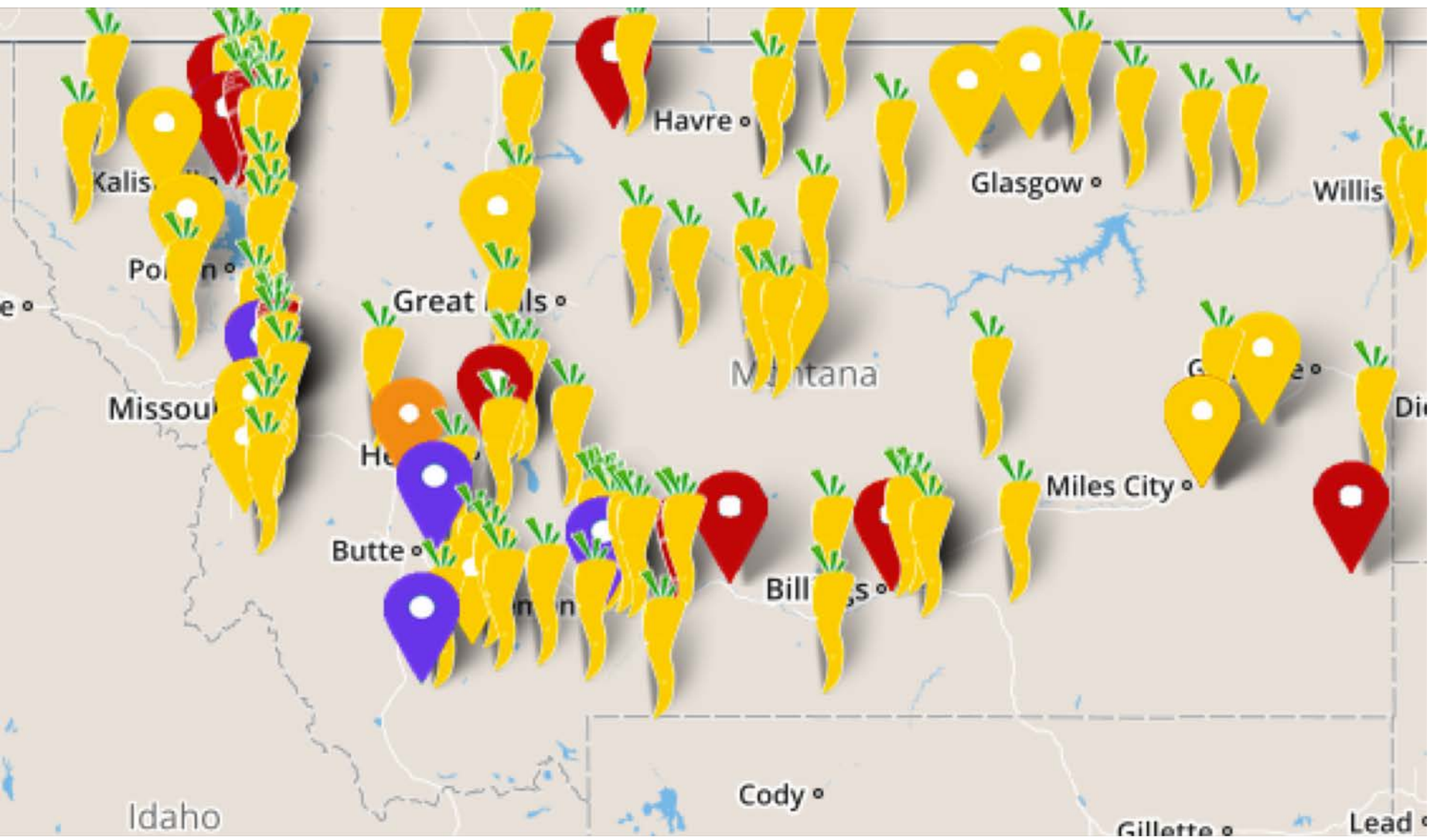
WITH THE AVERAGE SCHOOL DISTRICT SPENDING
23% OF THEIR BUDGET ON LOCAL PRODUCTS.

AT LEAST

55

SCHOOL GARDENS ARE
GROWING IN MONTANA

TEND AND WATER THOSE GARDENS;
THEIR BENEFITS ARE WELL
DOCUMENTED!





The Montana Beef to School Project

Together we find strategies to encourage the use of local beef in **every** Montana school



Montana Producers + Processors



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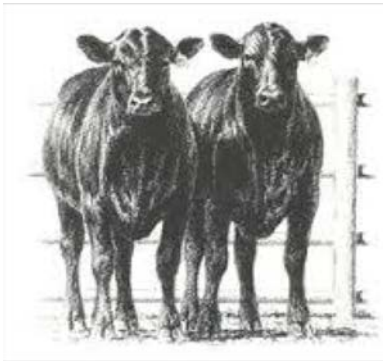
Why Beef to School in Montana?

- Montana's population is just over 1 million people and 145,000 students
- 2.5 million cattle are raised in Montana annually
- Livestock production is two-thirds of Montana's agriculture industry
- 40% of Montana schools participate in farm to school activities, 47% of these schools sourced meat in 2013-14.



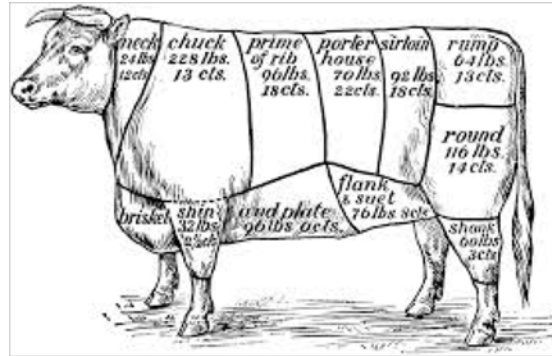


The Beef to School Equation



Beef Producer

+



Beef Processor

+



School
Foodservice



The Montana Beef to School Project conducted comprehensive case study research with schools, producers, and processors across Montana to identify the benefits, challenges, best practices, and gaps that exist for beef to school procurement models in Montana.





BEEF TO SCHOOL

Schools, producers, and processors can enter into several business partnerships to make a beef to school program successful. The procurement models that you will see in this case study are illustrated below.

COMMON CASE STUDY PARTNERSHIP MODELS IN MONTANA

PROCESSOR CONTRACT

The processor buys local cull cattle from producers, processes the beef, and sells the beef to school. The processor delivers beef frozen or fresh to the school as specified by the foodservice.

PRODUCER DONATION

The producer raises cattle through finishing stage and contracts with a meat processor for a fee. The meat processor returns the beef product to the producer. The producer donates the beef to the school. The producer delivers beef frozen or fresh to the school as specified by the foodservice.

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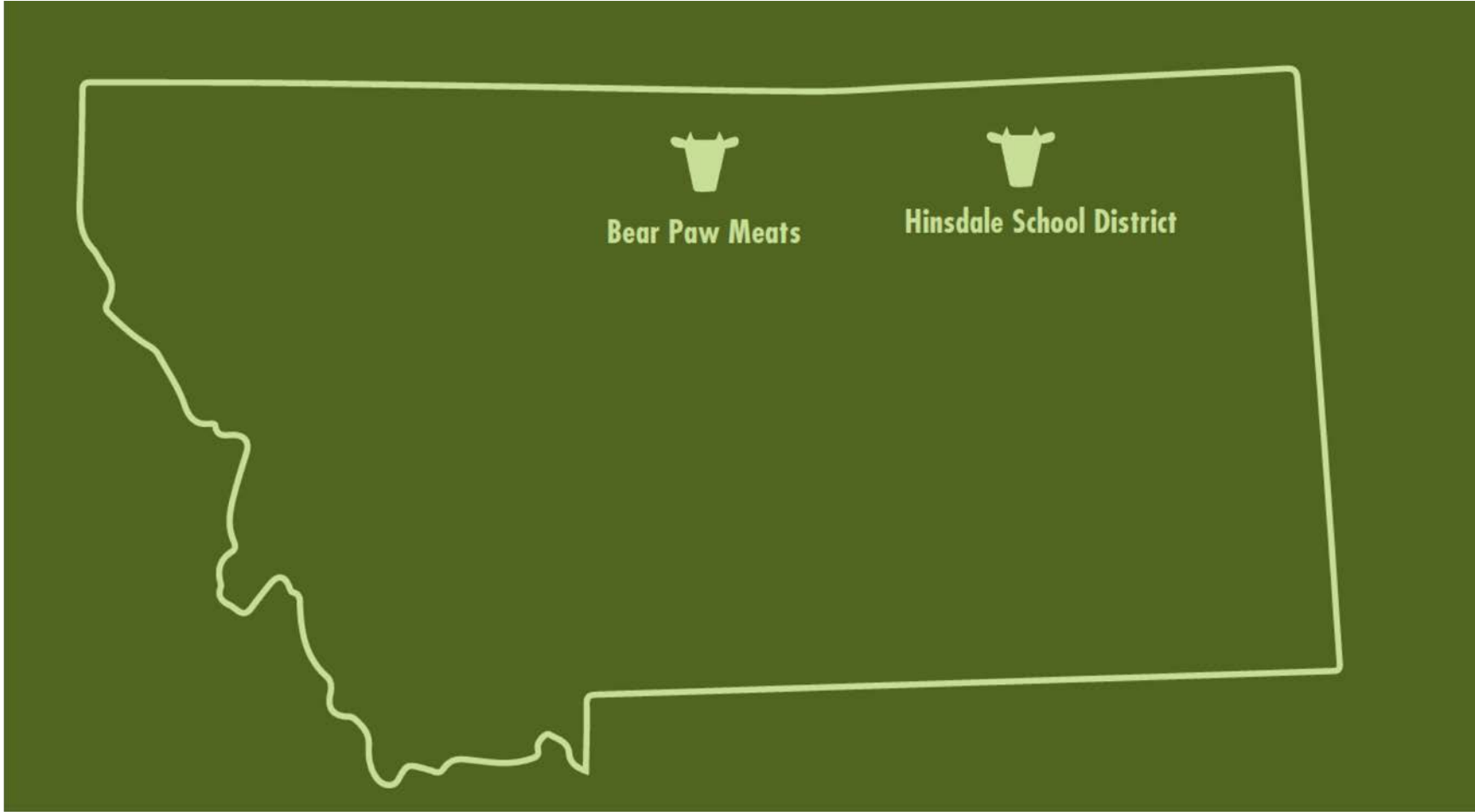
VERTICALLY INTEGRATED

Cattle are raised, finished, and processed by a business that is both a producer and processor (referred to as vertically integrated). The producer and processor business sells and delivers fresh or frozen beef as specified by the foodservice directly to school.

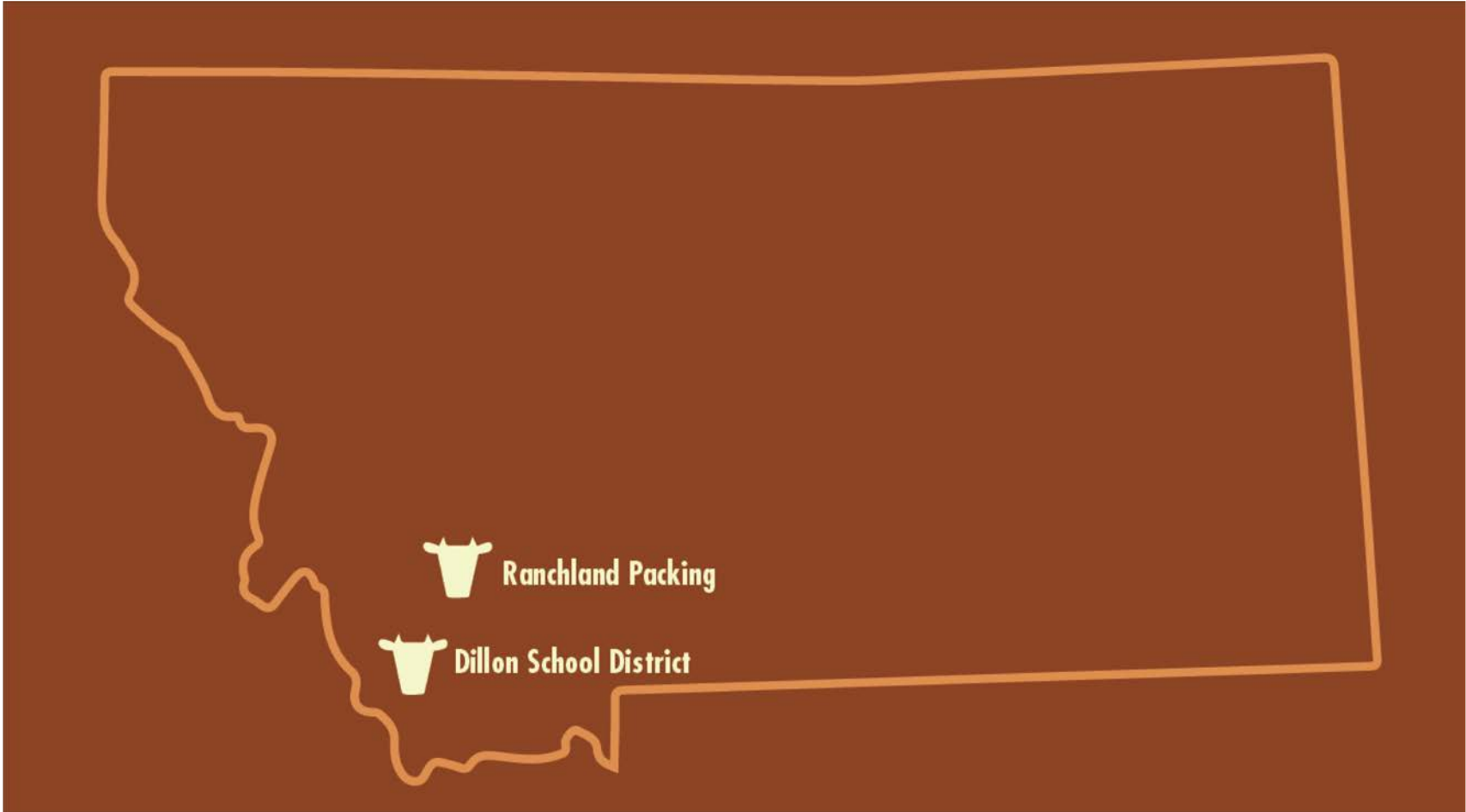
COMMUNITY MEMBERS

A 4-H producer raises cattle through the finishing stage. Community members and businesses purchase 4-H cattle from annual fair. The school, community member, or business contracts with processor and donates cattle to the school. The processor delivers beef frozen or fresh to the school as specified by the foodservice.









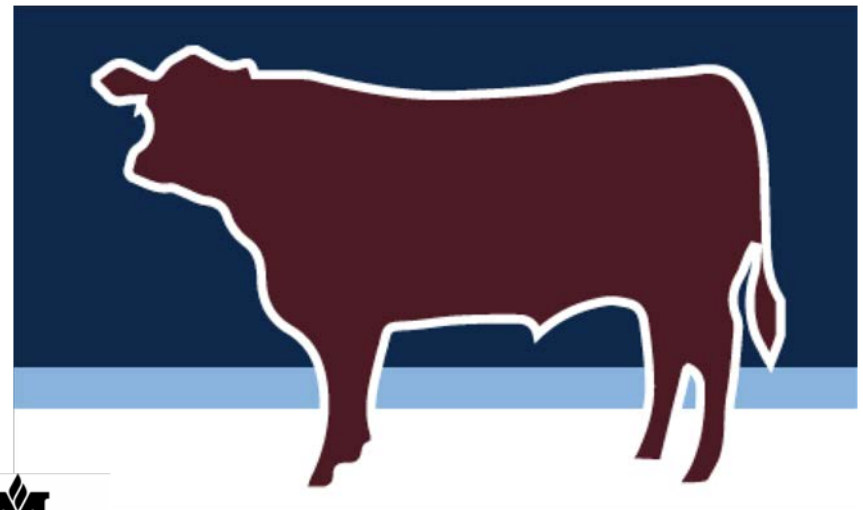




Key Case Study Findings

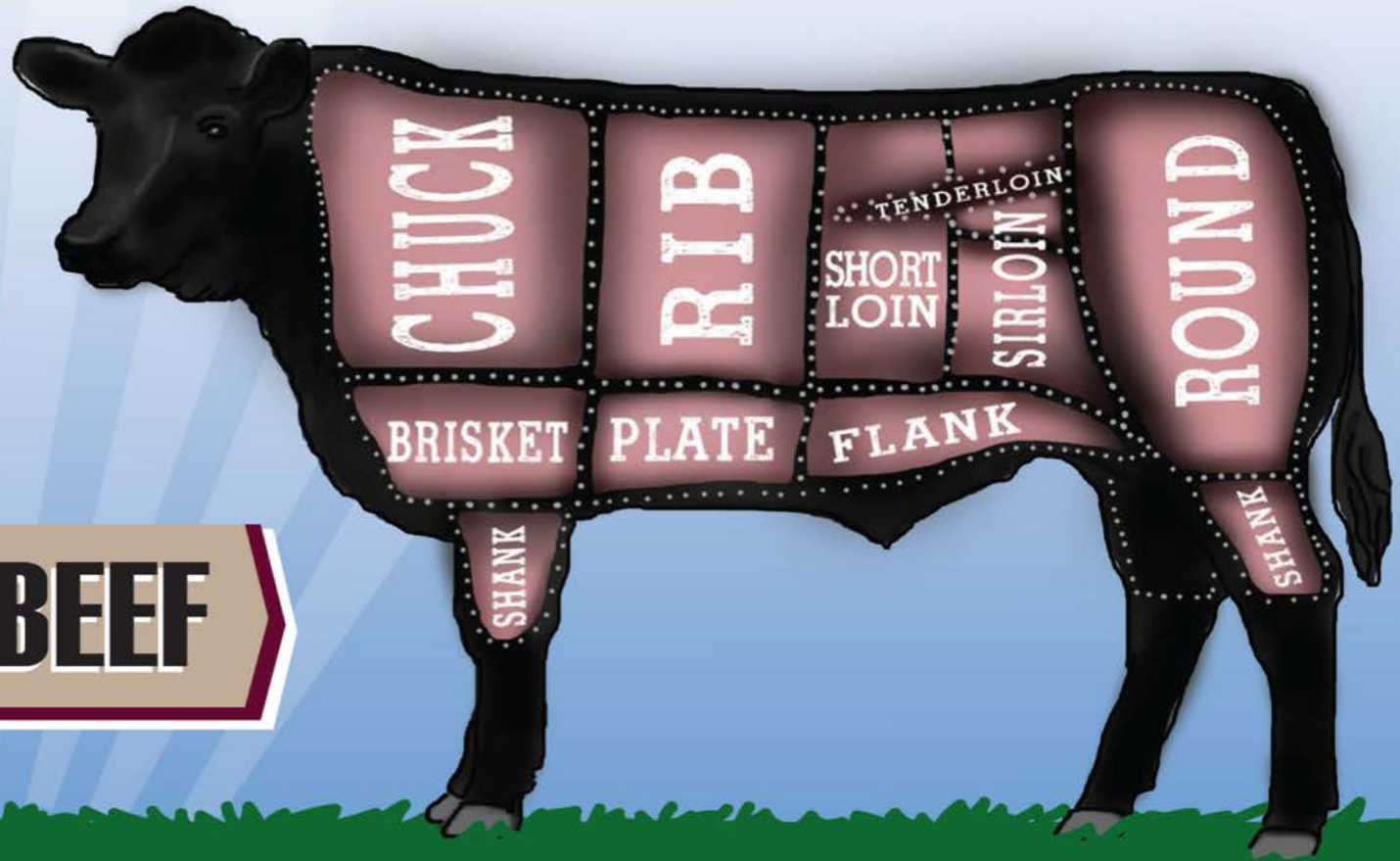
MOTIVATIONS

- Quality
- Community
- Literacy
- Nutrition





Key Case Study Findings



CUTS of BEEF



Key Case Study Findings

COMMUNITY INVOLVEMENT

- Relationship Building
- Donations
- Parent & Student Support
- Economics
- Education





Key Case Study Findings

KEY RECOMMENDATIONS

- Start Small
- Meet Basic Needs
- Capacity
- Policy

BEEF LIFECYCLE



Case Study: Whitefish School District









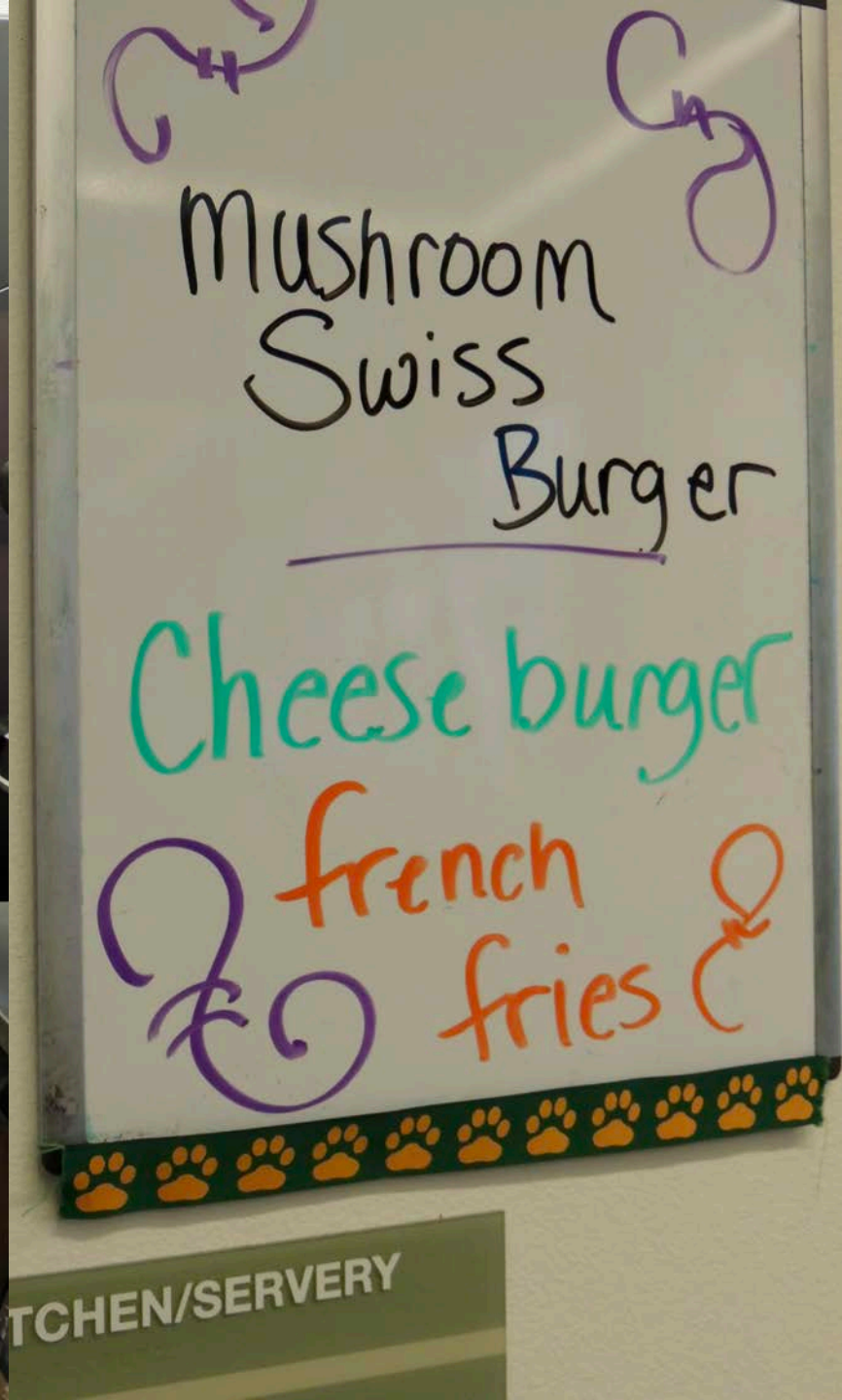
⚠ DANGER
CUT AND CRUSH HAZARD
Keep hands clear of
moving parts. NO foot
and hand.
Unplug power cord
before cleaning or
adjusting.

⚠ WARNING
CUT AND CRUSH HAZARD
A hot patty can be 250°F.
A hot patty can be 250°F.
A hot patty can be 250°F.

Patty-O-Matic
BY THE WORLD'S FINEST FOOD MACHINES

SAFETY INSTRUCTIONS
1. Read the instructions carefully before using the machine.
2. Unplug the power cord before cleaning or adjusting the machine.
3. Do not touch the hot patty when it is being pressed.
4. Do not touch the hot patty when it is being pressed.
5. Do not touch the hot patty when it is being pressed.





ITCHEN/SERVERY





TO OPEN

Chocolate Fat Free Milk

TruMoo
Chocolate
Fat Free Milk

Meadow Gold

Nutritious & Delicious

TruMoo
Chocolate
Fat Free Milk

100% FAT FREE MILK



Resources



Procurement Templates

BEEF TO SCHOOL DECISION TREE

This decision tree will help you decide which procurement method to use for purchasing local beef for your school. It will direct you to the Beef to School Procurement Template – either an Informal Request for Quotes (RFQ) or Formal Request for Proposals (RFP).

Will your beef purchase total value be:

< \$3,500

\$3,500 - \$150,000*

> \$150,000*

1) Less than the micro-purchase threshold of \$3,500? The federal micro-purchase threshold is \$3,500. States or localities may set more restrictive thresholds.

2) Between the micro-purchase threshold of \$3,500 and the small purchase threshold for your state?

3) Above the small purchase threshold for your state?

You may make a direct purchase of local beef without conducting an informal or formal procurement. Be sure to document your micro-purchase and distribute your school's micro-purchases equitably among qualified vendors.

You may conduct an informal procurement and use the Informal Request for Quotes (RFQ) Beef to School Template.

You must conduct a formal procurement and may use the Formal Request for Proposals (RFP) Beef to School Template.

Tip: Schools may not arbitrarily split purchases in order to fall below the small purchase or micro-purchase thresholds.

*The federal small purchase threshold is \$150,000. States or localities may set more restrictive thresholds. For example, Montana's small purchase threshold is \$80,000 as of 2017.

Both Formal Requests for Proposals and Informal Requests for Quotes may incorporate geographic preference to give a comparative advantage to vendors that can provide local beef!

Tip: When conducting an informal procurement, be sure to document specifications and record quotes.

Any meat served in Child Nutrition Programs must be processed in a USDA-inspected facility or a state-inspected facility if it is one of the 27 states that operates a Meat & Poultry Inspection (MPI) Program. This requirement is included in the Beef to School Procurement Template language. For more information about buying local meats, check out the Local Meat in Child Nutrition Programs fact sheet.

For more information, about buying local, contact your state farm to school contact, check out the Procuring Local Foods for Child Nutrition Programs Guide, or visit www.usda.gov/farmtoschool

- Ready to use
- Fill in your information and edit
- Informal - RFQ
- Formal - RFP



Beef to School Moving Forward

WHAT'S NEXT IN BEEF TO SCHOOL

The long-term goal of the Montana Beef to School Project is improving Montana beef producers' and meat processors' business viability and sustainability, while increasing the availability and consumption of local beef in Montana's schools and communities. The case studies that follow begin to explore the feasibility of growing beef to school programs across Montana by featuring school, producer, and processor stories from the field. With this information, Montana communities and others around the United States can begin to find strategies to work together with producers and processors to use local beef in area schools.

PROJECT ACTIVITIES

- Producer Survey
- Processor Survey
- School Foodservice Observations
- Student Observations
- Technical Assistance
- Outreach



MONTANA
Harvest
of the *Month*

CULTIVATING
CONNECTIONS
Montana Farm to School
SUMMIT 2018







Learn More

Contact Us at beef2school@gmail.com

Facebook: facebook.com/beef2school
@Beef to School Project

Twitter: twitter.com/mtbeeftoschool @MTBeeftoSchool

Web: www.montana.edu/mtfarmtoschool/beeftoschool.html

Download the case study report goo.gl/hr7cOA