



United States Department of Agriculture

Agricultural Marketing Service Commodity Procurement Program



Agricultural Marketing Service

COMMODITY PROCUREMENT PROGRAM



Farmers to Families Food Box Program and Other Opportunities to Sell to USDA

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Commodity Procurement Program
Agricultural Marketing Service



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COMMODITY PROCUREMENT PROGRAM



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 around the world.



Agricultural Marketing Service

COMMODITY PROCUREMENT PROGRAM

Federal Procurement Program

Competitive bidding process using...



- ***Federal Acquisition Regulations (FAR)***
- ***Agriculture Acquisition Regulations (AGAR)***





What do we buy?

Domestic Nutrition Programs	International Nutrition Programs
Peas/Lentils	Peas/Lentils
Oil Products	Oil Products
Dry Beans	Dry Beans
Peanut Products	Peanut Products
Grain Products	Grain Products
Rice	Rice
Fruit	Bulgur
Vegetables	Corn Products
Livestock	Wheat
Poultry	
Fish	
Dairy	



Who Do We Buy from?



- **Vendors registered to do business with USDA**
- **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—\$1.2 billion in 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 105,000 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



- Round 3
 - Shift focus from market support to food insecure population needs
 - Address feedback received throughout Round 1 & 2
 - Access to program across the country
 - Access to all types of products
 - Variety of products in the box
 - Value of the box

Farmers to Families Food Box Program



- Requirements
 - Identify non-profits, including zip codes
 - Combination boxes preferred
 - More constraints on the contents of the box
 - Price most important factor
- Round 3A – extended current contracts through Sep 18, providing more time to review proposals

Farmers to Families Food Box Program



- Round 3B - Contracts Awarded (Sept. 22-Oct. 31)
 - 50 contracts were awarded
 - Lowest box price awarded in each State
 - Determined the counties within the state that the low-price vendor could service based on their proposal
 - Awarded other counties to next lowest bidder until all counties were served in a state
 - Contracts
 - Total number of boxes vendor is to deliver
 - State and county that must be serviced

Farmers to Families Food Box Program



- Gaps
 - A couple of vendors, once contacted, realized they couldn't serve certain areas, creating gaps in service
 - Followed the same process, determining the next lowest bid for those locations, either added to current contracts or awarded additional contracts
- Program scheduled to end October 31



Thank you! Questions?

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