



IDFA

**International
Dairy Foods Association**

**Briefing on USDA's New
Food Box Distribution Program**

Wednesday, April 29, 2020



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**International
Dairy Foods Association**

Briefing Introduction



Tom Wojno – SVP, Innovation & Member Advancement

- All lines are placed on mute during this briefing.
- Questions can be submitted via Chat throughout the briefing. Any unanswered questions will be addressed individually after the briefing.
- Only IDFA staff can view Chat questions and will answer questions without revealing their source.
- For technical difficulties during the briefing, send a message through the Chat box or e-mail membership@idfa.org.



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Welcome and Overview



Michael Dykes, President & CEO

Coronavirus Food Assistance Program (CFAP)



\$19 billion Total Assistance

Direct Support to Farmers and Ranchers

\$16 billion in direct payments

USDA Purchase and Distribution

\$3 billion in fresh produce, dairy, and meat.

- \$100 million per month in fresh fruits and vegetables
- \$100 million per month in a variety of dairy products
- \$100 million per month in meat products

Three Programs for USDA Food Purchases



\$3 billion – USDA Purchase and Distribution

NEW program and developed in Phase 3 CARES Act where the Sec of Ag was granted authority to spend money as deemed necessary for food assistance. Administered by AMS without all the normal rules of approved vendor etc.



\$873.3 million – existing/left over Section 32 money in USDA budget



\$850 Million

- \$400 million from Phase 2 FFCRA funding for food banks. Administered by FNS and all the FNS rules of approved vendor etc.
- \$450 million from Phase 3 CARES Act for food banks. Administered by FNS and all the FNS rules. \$200 million is for food and \$250 million is administrative money.

USDA's New Food Box Distribution Program



- New program
- Creative approach
- Open to food producers, processors, and distributors that will supply food commodities including milk and a variety of dairy products to food banks, schools and non-profit organizations.
- Encourage all to explore and find creative ways to make it as successful as possible





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Farm to Families Food Box Program



Cary Frye, SVP, Regulatory Affairs



Farm to Families Food Box Program



- Connect farmers and processors/food distributors with food *in boxes* to food banks and non-profit entities that will provide food directly to families in need
- USDA wants to buy a **wide variety** of dairy products, milk, fresh produce and cooked chicken and pork

ITEM NO.	NAICS Code - SCHEDULE OF SUPPLIES/SERVICES	Examples of products that may be included*
0001	311991 - Fresh Fruit/Fresh Vegetable Box	Mixed bags of vegetables (potatoes, onions, carrots), mixed bags of fruit (apples, pears, oranges), blueberries, strawberries, tomatoes, sweet potatoes
0002	311513 - Dairy Products Box	Natural and processed cheeses, instant or UHT milk, yogurt, butter, fluid milk
0003	311612 and 311615 - Precooked Meat Box (Pork and Chicken)	Pre-cooked chicken nuggets, pre-cooked bacon, pre-cooked pork patties, pork or chicken taco filling
0004	311999 - Combination Box (containing a combination of 1-3,5)	
0005	311513 Fluid Milk (priced by unit)	Gallons, Half Gallons

these are examples only and not intended to be all-inclusive.

Please note that fluid milk may be provided in clin 2 as part of the “dairy box” or independently in clin 5.

IDFA Suggested Dairy Product List



Product	Size (range)	Type
Milk, fluid (plain)	½ pt. - gallon	Whole, 2%, 1%, nonfat
Milk, fluid, lactose reduced,	½ pt. - gallon	Lactose free, lactose reduced, any fat level
Milk, fluid, flavored	½ pt.- gallon	Flavored milk, any fat level
Milk, aseptic/UHT, plain and flavored	½ pt. – quart	Whole, 2%, 1%, nonfat, plain and flavored
Dairy, Nutritional Drinks	8 -32 oz.	Plain and flavored, high protein, low sugar, with or without vitamin fortification
Milk, instant, dried	All sizes	Any fat level
Cream, pasteurized and ultra-pasteurized	½ pt. – ½ gallon, and 1 oz.	Half and half, light cream, whipping cream, heavy cream, flavored coffee creamer, coffee creamers
Cheese, chunks, loaves, balls, logs, wedges	1 oz bars, 8 oz - 5 lbs. and random weight	All varieties, e.g., mozzarella, cheddar, Colby jack, pepper jack, Blue, Swiss, Asiago, Parmesan, etc. including, cow, goat and sheep’s milk cheese and non-standard types such as Feta or pizza cheese
Cheese, slices	8 oz - 2 lbs.	All varieties, cheddar Colby jack, Swiss, etc.
Cheese, snacks	Individual units and bulk wrapped pieces, in bags and boxes (size varies)	All varieties e.g.; part skim, whole milk mozzarella, cheddar, Colby, semi-soft cheese, string cheese, pasteurized process cheese, etc.
Cheese, shredded	8 oz - 5 lb.	All varieties, e.g. mozzarella, cheddar, Parmesan, Colby jack, and blends e.g. Mexican cheese blend, Italian cheese blend
Cheese, grated, crumbled	8 oz – 2 lb.	All varieties, e.g. Parmesan, Asiago, Blue, Feta, blends of cheese
Ricotta and Mascarpone cheese	8 oz – 2 lb.	All fat levels
Cream cheese, cream cheese spread and cheese spreads	8 oz – 2 lb. tubs and packages	Plain, flavored, regular, reduced fat and whipped
Cottage Cheese	4 oz – 5lb. tubs	Plain, flavored, low fat, regular
Pasteurized process cheese, pasteurized prepared cheese product, process cheese foods and spreads	Chunks, loaves, slices, tub 6 oz – 3 lb.	Regular and flavored, American Singles
Sour cream and sour cream dips	8 oz – 5 lb.	Regular, light, and flavored
Yogurt	3 oz – 5 lb.	Regular, Greek-style, all fat levels and flavors
Yogurt, and cultured milk drinks	4 oz – ½ gallon	All fat levels and flavors
Butter	1 lb. – 5 lb.	Salted and unsalted, all varieties, sticks, spreadable, and whipped
Ice cream and frozen desserts, packaged	12 fl. oz – 3 gal	Ice cream, frozen yogurt, sorbet, sherbet, regular, low fat, light, no sugar added, all flavors
Ice cream and frozen dessert, novelties	Individual wrapped pieces in boxes (size varies)	Bars, sticks, sandwiches, cones, cups, all flavors all

How the FFFB Program works



- A dairy processor as well as food distributors are eligible
 - USDA Approved Vendor status is NOT required
 - You must establish the non-profit entity who will receive food box
 - Food banks, food pantries, churches, schools, community groups that provide free food, or meals to those families in need, are your customers and USDA is paying you for the products
- Reach agreement with non-profit on types of product(s), package size, quantity per box, number of boxes and location and frequency of deliveries
 - Offer and bid price will include:
 - Sourcing and cost of food products in box (may buy products from subcontractors)
 - Preparation of boxes
 - Transportation to non-profits
 - Dairy processors may also be subcontractors selling products to distributors – not requiring bids on solicitation

Opportunities for Dairy



Dairy Processors



Food Distributors



Subcontractor

Contractor

Subcontractor

Contractor

Contractor

Food Banks



Soup Kitchens



Farm to Families Food Box Program

- RFP issued April 24
- Bids due May 1st 1:00 pm ET
- Awards made May 8
- Performance Periods
 - Base May 15 – June 30, 2020
 - Option 1: July 1 – August 31, 2020
 - Option 2: September 1 – October 31, 2020
 - Option 3: November 1 – December 31, 2020
- Funds for this program are only available during the Federal public health state of emergency
- Unknown if there will be future solicitations... **sign up now!**



FFFB Program Bid Requirements

- Companies interested in bidding must review all forms on USDA website
- <https://www.ams.usda.gov/selling-food-to-usda/farmers-to-families-food-box>
- **Request for Proposal and Applicable Attachments**
- Details of proposal submission requirements and form [RFP - ERAcquisition \(pdf\)](#)
- Mater Solicitation (details and contract aspects) [RFP Attachment 1 Emergency Aquisition MSCP \(pdf\)](#)
- List of food banks and sites that receive USDA emergency food by state [RFP Attachment 2 Compilation of TEFAP sites for AMS \(xls\)](#)



- Details of proposal submission requirements and form [RFP - ERAcquisition \(pdf\)](#)
 - Form SF1449 Solicitation Contract/Order for Commercial Items
 - Proposal Information (4 Elements)
- 1. Technical Information – narrative about:**
- Supporting American Agriculture – your role in agriculture engaging with farmers, producers and serving markets
 - Distribution Plan – scope of operations, existing non-profit relationships and distribution channels
 - Compliance and Delivery Confirmation Plan – to ensures
 - payments to subcontractors

- Details of proposal submission requirements and form [RFP - ERAcquisition \(pdf\)](#) (Continued)

2. **Offeror/Vendor Capability** – checklist and required information

- FDA Food Facility Registration Number
- Small business designation (if applicable)
- Historical experiences
- Financial Responsibility – audited financial statement, bank letter of reference, or D&B comprehensive report

3. **Past Performance Information:** Three references about contacts and subcontracts with Federal, State, local governments or private firms

FFFB Program Bid Requirements



- Details of proposal submission requirements and form [RFP - ERAcquisition \(pdf\)](#)

4. Product Description and Pricing Form (can be done in Excel)

Item No. (from table above)	Applicable Period of Performance (eg. Base period, option1 etc)	NAICS Code/Description	Proposed Products (including pack size)	Proposed Box Weight in lbs	Region*	Boxes Per Region	Unit Price (price per box)	Name and Complete Address of Shipping Location

*If offering pricing to only portion of a region, please indicate the geographical scope of the region to be serviced.

For Region(s):	Copy and paste (EXACTLY) the following in the body of your message:
Mid-Atlantic	*MID-ATLANTIC*
Mid-West	*MID-WEST*
Mountain Plains	*MOUNTAINPLAINS*
Multi-Region/National	*MULTI-REGION*
North-East	*NORTH-EAST*
South-East	*SOUTH-EAST*
South-West	*SOUTH-WEST*
Western	*WESTERN*

States are indicated for each region. Bids may be for one region, part of region or state or multiple regions.

- **Special Requirements for Dairy Products**
 - Milk and dairy ingredients must be produced in the U.S. and not previously owned by the government
 - **100% domestic origin products** – grown, processed and prepared for sale in U.S. and territories - except for minor ingredients. (4A52.225-1)
 - Ingredients not produced and commercially available in the U.S. at fair and reasonable prices:
 - Examples: Vanilla, Cocoa (verify price and availability)
 - U.S. Origin Ingredient Waiver - The article must be manufactured in the United States; and the cost of domestic components must exceed 50 percent of the cost of all the components.
 - Examples: Vitamin A; Vitamin D; Carageenan; Sorbic Acid; Potassium Sorbate; Rennet
 - Special form
 - Segregation plan for foreign products and ingredients in plant
 - Milk Box may be be pasteurized (fresh) or UHT (USDA's name for aseptic shelf stable milk) does not need to be in a box, could be in a milk crate. Milk bid is priced per unit.

- Award contract based on what is most advantageous to the government, price and other factors
 - Technical rating based on recipient needs and a geographic area
 - Capability
 - Past performance, quality, timeliness and business relations
 - Price: will be compared to other submissions and historical prices to determine reasonableness
 - Offeror's initial offer should contain their best pricing
- A written email notice of award will be made May 8th
- Contractors must register for System for Award Management (SAM), an official website of the U.S. government, SAM.gov
- Web-Based Supply Chain Management (WBSCM) ordering and procurement system



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Questions?

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