



Sales Opportunities with Local Government Agencies

Selling to School Lunch Programs – Department of Public Instruction

November 16 | 10:30 am – Noon





WPI is Wisconsin's APEX ACCLERATOR

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

WPI provides services to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops
- Conferences including one on one buyer meetings – Marketplace, The Contracting Academy, Small Business Academy, Wisconsin Federal Contractor Forum, Acquisition Hour, Cyber Fridays, DOD Roadmap series, Government Opportunities Business Conference, End of Year Federal Contractor Update, Annual DOD Contract Management Update, Evening FAR sessions and more.....

www.wispro.org

WPI OFFICE LOCATIONS

- **MILWAUKEE**

- *Technology Innovation Center*

- **MADISON**

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

- **ASHLAND**

- *Ashland Area Development Corporation*

- **CAMP DOUGLAS**

- *Juneau County Economic Development Corporation (JCEDC)*

- **EAU CLAIRE**

- *Western Dairyland*

- **FOND DU LAC**

- *Envision Greater Fond du Lac*

- **GREEN BAY**

- *NWTC Startup Hub*

- **LACROSSE**

- *Veterans in Professions*

- **MANITOWOC**

- *Progress Lakeshore*

- **OSHKOSH**

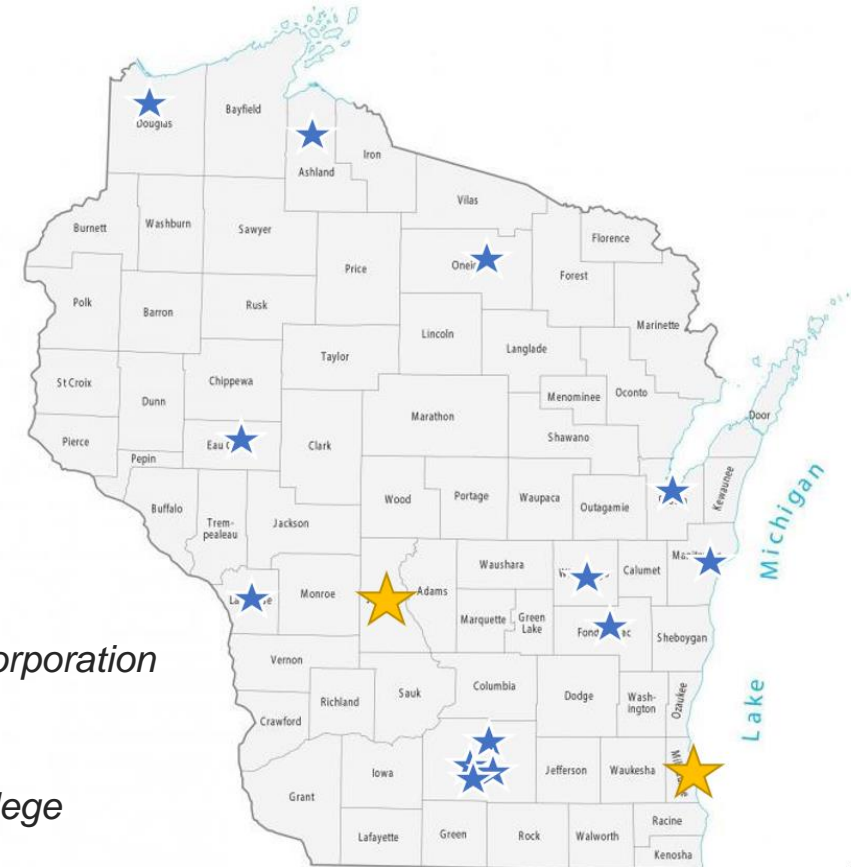
- *Greater Oshkosh Economic Development Corporation*

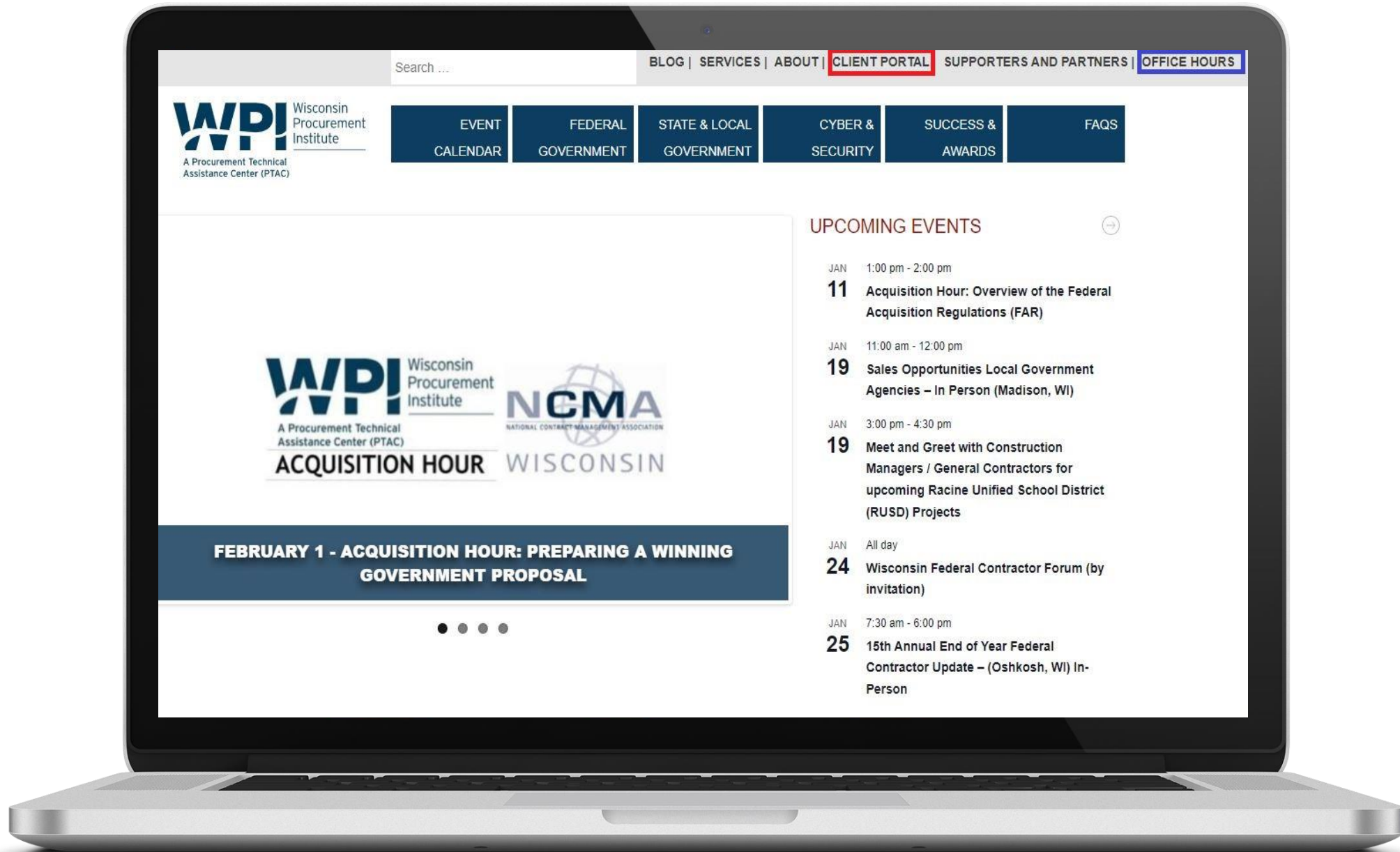
- **RHINELANDER**

- *Nicolet Area Technical College*

- **SUPERIOR**

- *Small Business Dev Center;*
UW Superior





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- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- CYBER & SECURITY
- SUCCESS & AWARDS
- FAQS



FEBRUARY 1 - ACQUISITION HOUR: PREPARING A WINNING GOVERNMENT PROPOSAL



UPCOMING EVENTS

- JAN 1:00 pm - 2:00 pm
11 Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)
- JAN 11:00 am - 12:00 pm
19 Sales Opportunities Local Government Agencies – In Person (Madison, WI)
- JAN 3:00 pm - 4:30 pm
19 Meet and Greet with Construction Managers / General Contractors for upcoming Racine Unified School District (RUSD) Projects
- JAN All day
24 Wisconsin Federal Contractor Forum (by invitation)
- JAN 7:30 am - 6:00 pm
25 15th Annual End of Year Federal Contractor Update – (Oshkosh, WI) In-Person

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- ~~November 15~~
~~Preparing a Winning Government Proposal~~
- November 29
Service Contracts with Federal Agencies
- December 12
The HUBZone Program – Certification Benefits and Regulations
- December 13
Analyzing and Responding to Federal Construction Solicitations
- January 10
Mastering Federal Construction Contract Performance

...More information and registrations at wispro.org/events

GOVERNMENT CERTIFICATION WORKSHOPS

- ~~October 12~~
~~Federal Certifications~~
- ~~October 26~~
~~Local Certifications~~
- November 30
State Certifications



MADISON
AREA | TECHNICAL
COLLEGE

MATC Goodman-South Campus
2429 Perry Street, Madison, WI 53713

...More information and registrations at wispro.org/events

Registration Now Open



**The
Contracting
Academy**

Developing and Growing Government Contractors



December 5-7, 2023

MarketplaceWisconsin.com

Registration Now Open



Announcing 2024 Evening FAR Sessions

January 30 – March 19

[Wispro.org/Events](https://wispro.org/events)

FOR ASSISTANCE

Wisconsin Procurement Institute (WPI)

www.wispro.org

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Wisconsin Procurement Institute (WPI)

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10437 Innovation Drive, Suite 320
Milwaukee, WI 53226

Child Nutrition Programs (CNP) Procurement

Presenter: Randy Jones, Assistant Director USDA Foods and Procurement

Email: Randall.Jones@dpi.wi.gov

DPI SNT Website: <https://dpi.wi.gov/nutrition>



WISCONSIN DEPARTMENT OF
Public Instruction
Jill K. Underly, PhD, State Superintendent

Agenda

- **Overview of Child Nutrition Programs (CNP)**
- **Child Nutrition Program (CNP) Stakeholders**
- **Procurement and Contract Requirements**
- **Allowable Procurement Methods**
- **Wisconsin Local Food for Schools (WI LFS) Program**
- **Questions for Us?**

Child Nutrition Programs

Child Nutrition Program (CNP)

- National School Lunch Program (NSLP)
- School Breakfast Program (SBP)
- Afterschool Snack Program (SNP)
- Summer Food Service Program (SFSP)
- Child and Adult Care Food Program (CACFP)
- Special Milk Programs & WI School Day Milk Program
- Fresh Fruit and Vegetable Program (FFVP)
- Farm to School Program (F2S) and Grant
- AmeriCorps Farm to School Program
- School Garden Program
- Elderly Nutrition Program

USDA Foods Program (*Entitlement Funding Sources*)

- WI USDA Foods - Food Distribution System (FDP)
- State Warehousing & Delivery
- Commercial Delivery – school contracts for delivery/warehouse
- Direct Delivery (aka brown-box) – ships to state warehouse
- Direct Ship – ships to school's warehouse (MPS only)
- Direct Diversion – School Procures the Processing
- State Processing – State Procures the Processing
- DoD Fresh Fruit and Vegetable Program

Other CNP Grant

- Equipment Grant
- Supply Chain Assistance Grant (SCA)
- WI Local Foods for Schools (LFS) Program

Child Nutrition Program (CNP) Stakeholders

- **USDA – Food and Nutrition Services (FNS)**
- **USDA – Agricultural Marketing Services (AMS)**
- **Department of Defense (DoD) Fresh Fruits and Vegetables**
- **Wisconsin Department of Administration (DOA)**
- **Wisconsin Department of Public Instruction (WI DPI)**
- **State Contracted Warehousing & Distribution**
- **School Cooperatives**
- **School Buying Groups**
- **Cooperative Educational Service Agency (CESA)**
- **School Food Authorities (SFAs)**
- **Commercial Distributors/Prime Vendors**
- **Milk, Bread, Produce Distributors/Vendors**
- **Equipment and IT services**
- **Various local vendors/retailers**

Types of School Nutrition Food Service Operations

- **Self-Op**
- **Food Service Management Companies (FSMC)**
- **Vended Meal Companies**
- **Joint Agreements**
- **Alternative Joint Agreement**

Procurement & Contract Requirements

One of the roles of DPI-SNT (as a CNP Sponsor) is to ensure compliance with CNP regulations

Code of Federal Regulation (CFR) – All CNP regulations are codified.

To codify something means to arrange laws, rules, or regulations into a systematic code.

For example:

- 7 CFR 250: USDA Foods
- 7 CFR 210: NSLP
- 7 CFR 220: SBP
- 7 CFR 225: SFSP
- 7 CFR 226: CACFP

2 CFR 200 – Basically describes how we use Federal Grant Funds

- Allowable Procurement Methods
- Contractual Procedures
- Termination Clause
- Equal Employment Opportunity
- Debarment and Suspension Certification
- Lobbying Certification
- Environmental Protection
- Buy American

Allowable Procurement Methods

- Micro Purchase: Purchases up to \$10,000 – (threshold *can be higher*)
- Small Purchase method (aka 3 bids and a buy): Purchases up to \$250,000
- Formal Method :Purchases over \$250,000
 - Bids (Request for Bids- RFB or Invitation for Bid- IFB)
 - Proposal (Request for Proposals)
- Non-Competitive Procurement Methods
 - Limited Competition
 - Sole Source
 - Emergency Procurement
 - USDA/State Approved



Wisconsin Local Food for Schools (WI LFS) Program



WISCONSIN DEPARTMENT OF
Public Instruction
Jill K. Underly, PhD, State Superintendent

WI Local Foods for Schools (LFS) Program

- Wisconsin DPI received \$3,447,772 from the USDA
- Funds are to be used for purchasing domestic, local, unprocessed, or minimally processed foods for distribution to eligible SFAs participating in the National School Lunch Program (NSLP) or School Breakfast Program (SBP/SBSEVERE).
- The goal of the WI LFS Program is to build a more resilient local food supply chain
- Purchases will target small business and/or socially disadvantaged farmers/producers

LFS Program Updates

- Subawards made in mid-January 2023; reallocation planned for mid-January 2024
- 11 WI Non-SFAs subawards (farmers/producers, aggregators, co-op, distributors, non-profit organizations)
 - Total amount of awards: \$2,437,000.00
- 118 SFA subawards
 - Total amount of awards: \$1,010,772
- Link to WI LFS Program: <https://dpi.wi.gov/school-nutrition/program-requirements/procurement/local-procurement>

LFS Program – Non-SFAs

Non-SFA Subawardees	City	State
A.J. Wholesale Produce, Inc.	Sheboygan	WI
Bosben Rd Beef Co	Deerfield	WI
Cattail Organics LLC	Athens	WI
Chippewa Valley Produce LLC	Elk Mound	WI
Creamery Creek Farms	Bangor	WI
Fresh & Safe, Inc.	Milwaukee	WI
Hundred Acre LLC	Milwaukee	WI
Milwaukee Center for Independence	Milwaukee	WI
Seasonal Harvest, LLC	Green Bay	WI
Spring Creeks Cattle Company	Boscobel	WI
Wisconsin Food Hub Cooperative	Waupaca	WI

Questions for us?



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To file a program discrimination complaint, a Complainant should complete a Form AD-3027, USDA Program Discrimination Complaint Form which can be obtained online at: <https://www.usda.gov/sites/default/files/documents/USDA-OASCR%20P-Complaint-Form-0508-0002-508-11-28-17Fax2Mail.pdf>, from any USDA office, by calling (866) 632-9992, or by writing a letter addressed to USDA. The letter must contain the complainant's name, address, telephone number, and a written description of the alleged discriminatory action in sufficient detail to inform the Assistant Secretary for Civil Rights (ASCR) about the nature and date of an alleged civil rights violation. The completed AD-3027 form or letter must be submitted to USDA by:

1. mail:
U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW
Washington, D.C. 20250-9410; or
2. fax: (833) 256-1665 or (202) 690-7442; or
3. email: program.intake@usda.gov

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