OVERVIEW OF THE GOOD FOOD PURCHASING PROGRAM
TRANSFORMING THE WAY PUBLIC INSTITUTIONS PURCHASE FOOD

By creating a transparent and equitable food system built on five core values: local economies, health, a valued workforce, animal welfare and environmental sustainability
VALUES SHAPE POLICY
THE GOOD FOOD PURCHASING PROGRAM IS A COMMITMENT TO:

NUTRITION
Promote health and well-being by offering seasonal fruits and vegetables, using whole grains, reducing salt and added sugars, and eliminating the use of deep frying.

ENVIRONMENTAL SUSTAINABILITY
Source from producers that employ sustainable production systems that reduce or eliminate synthetic pesticides and fertilizers; avoid the use of hormones, antibiotics, and genetic engineering; conserve soil and water; protect and enhance wildlife habitat and biodiversity; and reduce on-farm energy consumption and greenhouse gas emissions.

LOCAL ECONOMIES
Support small and mid-sized agricultural and food process operations within the local area or region.

VALUED WORKFORCE
Provide safe and healthy working conditions and fair compensation for all food chain workers and producers from production to consumption.

ANIMAL WELFARE
Provide healthy and humane care for livestock.
OUR PARTICIPANTS

Austin Convention Center, City of Austin
Department of Housing and Food Services, University of Texas, Austin
Austin Independent School District
Baltimore City Public Schools
Chicago Public Schools
Cincinnati Public Schools
Boulder Valley School District
Greek Theatre, City of LA
Department of Aging, City of LA
Los Angeles Unified School District
Minneapolis Public Schools
New York City Department of Education's Office of Food and Nutrition Services
New York City Health & Hospitals Corporation
New York City Department of Corrections
New York City Administration for Children's Services (Juvenile Detention Centers)

New York City Human Resources Administration (Homeless Shelters)
Juvenile Justice Center, City of Philadelphia
Parks & Recreation Department, City of Philadelphia
Prison Department, City of Philadelphia
Office of Homeless Services, City of Philadelphia
Zuckerberg San Francisco General Hospital
Laguna Honda Hospital
West Contra Costa Unified School District
Oakland Unified School District
San Francisco Unified School District
District of Columbia Public Schools
UNC Pembroke

$1 BILLION DOLLARS
GOOD FOOD PURCHASING STANDARDS

- Baseline Standard
  An institution must meet at least the baseline in each of five categories.

- Certification Based
  Standards are based on third party certifications that have been ranked by national experts.

- Flexible, Tiered Scoring System
  More points are awarded for higher levels of achievement.

- Aggregation of Points & Star Rating
  Points earned in each category are added together and a star rating is awarded.
THE PROCESS
THE GOOD FOOD PURCHASING PROGRAM

- Assess
- Set Goals + Make Shifts
- Track Progress
- Celebrate Success
- Award Good Food Provider Seal
PARTICIPANT’S COMMITMENTS

1. Make best faith effort to meet the Standard’s benchmarks

2. To the extent possible establish supply chain traceability and accountability with suppliers to verify sourcing commitments

3. Incorporate Good Food Purchasing Standards and reporting requirements into the contracting process and solicitations and

4. Commit to annual verification of foods purchased
VALUE CATEGORIES & SCORING

CENTER
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MEASURING INVESTMENT IN GOOD FOOD

**LEVEL 1**
Least restrictive standards but requires a greater proportion of investment to gain credit

15% = 1 point

**LEVEL 2**
Modestly restrictive standards with modest proportion of investment to gain credit

15% = 2 points

**LEVEL 3**
Most restrictive standards but requires least amount of investment to gain credit

5% = 1 point
10% = 2 points
15% = 3 points
Baseline Requirement: An institution purchases at least 15% of products that meet Level 1 Local Economies standards or 5% of products that meet the Level 3 Local Economies standard.

Local Economies is defined based on the following characteristics:

1. Distance of the farm, processor or manufacturer from institution
   - Within 250 miles

2. Size of source farm or business (based on revenue)
   - Level 1 (Medium)
   - Level 2 (Large)
   - Level 3 (Very Large)

3. Farm ownership
   - Family farm, cooperative-member or family owned
Baseline Requirement can be achieved through one of two options:

1. Purchasing 15% of total food spend at Level 1 or 5% at Level 3

2. Reducing carbon and water footprint of meat, poultry, and cheese purchases by 4% from the first year of participation AND audit food waste streams to implement food waste reduction strategies

PLUS

- No seafood listed “Avoid” in Monterey Bay Aquarium Seafood Watch Guide
- At least 25% of animal products are raised without the routine use of antibiotics
Baseline Requirement: 5% spend on level 1, 2 or 3 products.

An institution takes requested follow up steps with suppliers with labor law violations in the last five years, to understand steps that have been taken to mitigate past violations and prevent future ones.

Valued Workforce is defined as vendor and supplier compliance with domestic labor laws, as well as based on the following third party certifications:
Baseline Requirement can be achieved through one of two options:

1. Purchasing 15% of egg, meat and dairy spend at Level 1 or 5% of egg, meat and dairy spend at Level 3
   - Level 1: USDA Organic, global animal Partnership Step 1, 2, CERTIFIED HUMANE RAISED & HANDLED Cage free
   - Level 2: American Humane, Pasture Raised
   - Level 3: global animal Partnership Step 3, CERTIFIED HUMANE RAISED & HANDLED Free Range

2. Replacing a 15% of total volume or animal protein purchased with plant-based protein
   - Level 4: global animal Partnership Step 4, 5, 5+, CERTIFIED HUMANE RAISED & HANDLED Pasture Raised
   - Level 5: global animal Partnership approved, CERTIFIED GRASSFED by AGW
Nutrition is defined based on a checklist of practices that include items related to:

- Healthy Food Procurement
- Healthy Food Preparation
- Healthy Food Service Environment
- Health Equity

Baseline requirement: Complete at least 51% of the checklist items.

**Level 1** — meets 15 - 18.5 out of 29 (or between 51-64.5% of all applicable checks)

**Level 2** — meets 19 - 23.5 out of 29 (or between 65%-79.9% of all applicable checks)

**Level 3** — meets 24 - 29 out of 29 (or between 80%-100% of all applicable checks)
SCORING EXAMPLE: GRASSFED BEEF
FULLY-LOADED HAMBURGER

LOCAL ECONOMIES
- Beef Patty | $2.5M Locally Raised
- Bun | $500K Manufactured Locally
- Tomatoes | $75K Locally Grown

ENVIRONMENTAL SUSTAINABILITY
- Beef Patty | $2.5M Grass-Fed Certified
- Tomatoes | $75K Certified Organic

VALUED WORKFORCE
- Mayonnaise | $150K Made by a Worker Owned Co-op

ANIMAL WELFARE
- Beef Patty | $2.5M Grass-Fed Certified

CREDIT CONTRIBUTION PER INGREDIENT
- Total Food Spend: $150 Million
- Total Meat, Dairy, and Egg Spend: $25 Million

- Beef Patty: 2.43% Credit
- Bun: 1.65% Credit
- Tomatoes: 0.1% Credit
- Mayonnaise: 1% Credit
MENU ITEM: FULLY LOADED HAMBURGER
AGA GRASS FED IQF BEEF PATTY

ANIMAL WELFARE CREDIT CALCULATION

1. QUALIFYING CRITERIA

   SOURCING
   PRODUCT MEETS:
   - LEVEL 1 CRITERIA
   - LEVEL 2 CRITERIA
   - LEVEL 3 CRITERIA

   AGA Grassfed Beef

2. DETERMINES HOW MUCH OF TOTAL SPEND IS WEIGHTED

   Product that meets Level 1 Animal Welfare criteria is weighted at 100%
   
   \[ \frac{2.5M \times 100\%}{25M} = \frac{2.5M}{25M} \]

3. CALCULATE

   \[ \frac{2.5M}{25M} \] (WEIGHTED % OF ITEM)

4. TOTAL CREDIT

   1% TOTAL CREDIT TOWARDS ANIMAL WELFARE

Credit contribution for beef patty: $2.5 Million
Total Food Spend: $150 Million
Total Meat, Dairy, and Egg Spend: $25 Million
## Mean Participant Scoring for Baselines: School Districts

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Economies</td>
<td>17.6%</td>
</tr>
<tr>
<td>Environmental Sustainability</td>
<td>2.4%</td>
</tr>
<tr>
<td>Valued Workforce</td>
<td>5.94%</td>
</tr>
<tr>
<td>Animal Welfare</td>
<td>2.67%</td>
</tr>
<tr>
<td>Nutrition</td>
<td>80%</td>
</tr>
</tbody>
</table>
DCPS ASSESSMENT RESULTS

CENTER
FOR
GOOD FOOD PURCHASING
## Good Food Purchasing Executive Summary
District of Columbia Public Schools School Year 2017-2018
Baseline Assessment

<table>
<thead>
<tr>
<th>$14,451,726 in Total Food Spend</th>
<th>Baseline Met: Local Economies, Nutrition</th>
<th>Baseline Not Yet Met: Environmental Sustainability, Valued Workforce, Animal Welfare</th>
<th>Total Points Earned</th>
</tr>
</thead>
</table>

### Progress Toward Baseline Goal and Qualifying Purchases by Value Category

<table>
<thead>
<tr>
<th>Category</th>
<th>Baseline Goal</th>
<th>Standard Points</th>
<th>Extra Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Economies</td>
<td>15% or $2.1m</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Environmental Sustainability</td>
<td>0.13% or $18k</td>
<td>5% ($723k)</td>
<td>1</td>
</tr>
<tr>
<td>Valued Workforce</td>
<td>6.8% or $981k</td>
<td>5% ($723k)</td>
<td>1</td>
</tr>
<tr>
<td>Animal Welfare</td>
<td>0%</td>
<td>15% ($684k)</td>
<td>0</td>
</tr>
<tr>
<td>Nutrition</td>
<td>86% of items met</td>
<td>51% met</td>
<td>4</td>
</tr>
</tbody>
</table>
PURCHASING SUMMARY

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produce</td>
<td>$3,943,475.29</td>
</tr>
<tr>
<td>Milk &amp; Dairy</td>
<td>$2,449,052.62</td>
</tr>
<tr>
<td>Meat</td>
<td>$3,444,116.46</td>
</tr>
<tr>
<td>Seafood</td>
<td>$99,003.35</td>
</tr>
<tr>
<td>Bread, Grains &amp; Legumes</td>
<td>$1,815,271.39</td>
</tr>
<tr>
<td>Beverages</td>
<td>$263,743.61</td>
</tr>
<tr>
<td>Entrees</td>
<td>$907,632.40</td>
</tr>
<tr>
<td>Condiments &amp; Snacks</td>
<td>$1,529,332.49</td>
</tr>
<tr>
<td><strong>Sub-Total: Food Items</strong></td>
<td><strong>$14,451,627.61</strong></td>
</tr>
</tbody>
</table>
Baseline achieved

• 15% spend on local

• $2,130,583 dollars invested in local economies

• 1 point earned

• Over 200 local SKUs
KEY SUPPLIERS (over $1,000 spent)

Level 3 – Medium, within 250 miles (500 miles for meat):
- All Round Foods Inc. ($4,868)
- Bay Water Greens, LLC ($1,742)
- CARDILE MUSHROOMS C&M LLC ($1,737)
- Chicone Farms ($1,581)
- Chocolate and Tomatoes Farm ($2,984)
DCPS 3 EXTRA POINTS

1 point
At least 1% spend on small scale local farms

1 Point
At least 1% spend directly from farmer owned businesses

1 Point
Investment in value chain innovation
Baseline not met

- 0.13% spend on sustainable
- $18,143 invested
- 1 extra point earned
- 0.78% spend on proteins not raised w routine use of antibiotics ($46,049)
- Over 10 Sustainable SKUs
What Percentage of Each Product Category is Sustainable?

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Conventional</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produce</td>
<td>0.4%</td>
<td>0.0%</td>
<td>2.0%</td>
<td>99.6%</td>
</tr>
<tr>
<td>Milk &amp; Dairy</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Seafood</td>
<td>0.2%</td>
<td>0.0%</td>
<td>2.0%</td>
<td>98.0%</td>
</tr>
<tr>
<td>Meat</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Grains</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

0.78% of total animal products is third-party verified antibiotic-free ($46,049)

KEY SUPPLIERS (over $1,000 spent)

- **Level 3 – USDA Organic**
  - Channel Fish Processing Co Inc ($16,715)
  - Chocolate and Tomatoes Farm ($2,984)
  - Grimmway ($2,048)
  - High Liner Foods ($1,957)
  - Mother Earth Llc ($1,554)
  - Ocean Spray Cranberries ($1,893)
  - Slade Gorton & Co Inc ($3,190)
No bottled water is served and bulk filtered water is available
Baseline not met
Baseline to be achieved

- 6.79% spend on fair foods
- $980,985 invested
- 4 points
  - 3 standard points and
  - 1 extra point
- Over 45 valued workforce SKUs
VALUED WORKFORCE – Provide safe and healthy working conditions and fair compensation to all food chain workers and producers, from production to consumption

KEY SUPPLIERS (over $1,000 spent)

Level 3 – Union contract:
- Foster Poultry Farms – Turlock CA ($26,765)
- General Mills – Buffalo NY ($282,046)
- H&S Bakery – Baltimore MD ($363,385)
- Hanover Foods – Hanover PA ($5,806)
- Heinz North America – Fremont OH ($3,600)
- J&J Snack Foods – Pennsauken NJ ($18,600)
- J.R. Simplot – Grand Forks ND ($3,365)
- JTM – Baltimore MD, Cincinnati OH ($74,056)
DCPS adheres to DC’s living wage policy
NUTRITION CHECKLIST

1. HEALTHY PROCUREMENT
2. HEALTHY PREPARATION
3. HEALTHY FOOD SERVICE ENVIRONMENT
4. HEALTH EQUITY
Baseline achieved

- At level 3
- 86% applicable check marks met
- 7 points total
  - 3 standard points and
  - 4 extra points

**Nutrition Scoring**

<table>
<thead>
<tr>
<th>Level</th>
<th>Points Range</th>
<th>Percentage Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level 1 Healthy</td>
<td>15 - 18.5 out of 29</td>
<td>51%-64.5%</td>
</tr>
<tr>
<td>Level 2 Healthy</td>
<td>19 - 23.5 out of 29</td>
<td>65%-79.9%</td>
</tr>
<tr>
<td>Level 3 Healthy</td>
<td>24 - 29 out of 29</td>
<td>80%-100%</td>
</tr>
</tbody>
</table>
DCPS EXTRAS POINTS

1 point
DCPS follows federal menu label requirements

1 Point
DCPS adopts portion control strategies

1 Point
DCPS offers nutrition education programming

1 Point
DCPS offers culturally appropriate menu items
THANK YOU