



MI Farm to ECE Webinar Series:

Purchasing Local Food from a Broadline Distributor

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MICHIGAN STATE
UNIVERSITY

Center for
Regional Food Systems

CACFP RULES AND REGULATIONS

If you're using Child and Adult Care Food Program dollars, you must follow USDA guidelines.

Micropurchase	Informal Purchasing	Formal Purchasing
Less than \$3,500	Less than \$150,000	Greater than \$150,000
<ul style="list-style-type: none">• Unplanned purchases (like seasonal surpluses, special events, etc).• Good for single purchases	<ul style="list-style-type: none">• Must secure minimum three quotes• Evaluate vendors that meet your criteria based on cost	<ul style="list-style-type: none">• Large contracts (broadline distributor, etc)• Must conduct a formal request for bids• Opportunities to give local preference

WHAT IS A BROADLINE (FULL SERVICE) DISTRIBUTOR?

A business that carries a high volume, full-line of products and manages logistics for ordering and delivery

Examples in Michigan:

- US Foods
- Sysco
- Gordons
- Van Eerden

WHY BROADLINE DISTRIBUTORS?

Benefits:

- Streamlined, one-stop shop
- Limits administrative burden by working with one vendor
- Large, consistent, and dependable quantities
- Provide some level of stored products year round



HOW TO FIND LOCAL?

- 1) Using your current broadline distributor to find local
- 2) Finding a broadline distributor with a local focus

FINDING LOCAL THROUGH YOUR CURRENT BROADLINE DISTRIBUTOR

Meet with your representative

- Ask about any local purchasing initiatives of the distributor
- Request a list of available products that are grown locally
- Include them in your Farm to ECE team

Set up a regular communication schedule:

- How often will you communicate local product availability?
- What plans are there for expanding local product availability?

USING CULTIVATE MICHIGAN TO FIND LOCAL

Sourcing Michigan Kale

Product Sourcing Information

On the following pages, you will find item descriptions, pack sizes, seasonal availability and item codes for several varieties of fresh Michigan kale.

This information is categorized by the size of the supplier/distributor. Contact information is listed for each supplier to help make it easier to find and buy Michigan kale when in season.



Full Service (Broadline) Distributors

Several broadline distributors provide Michigan institutions with Michigan-produced kale. Listed below are distributor names and contact information and the products offered by each.

Gordon Food Service

Please call 800.968.4164 and provide an item/produce number to receive pricing and purchasing information. You may also visit www.gfs.com for more details.

Sysco (Grand Rapids)

Be sure to contact your Sysco representative for all Michigan Produce Items (MIPRO). You may also visit www.syscogr.com for more information.

Item	Pack	Item Code	Availability
Kale	12-Count	6672523	June – November
Kale	24-Count	6672517	June – November

Van Eerden Foodservice

Call 800.833.7374 for pricing/purchasing information or visit www.vaneerden.com for more details.

Item	Pack	Item Code	Availability
Kale	24-Count	005005	May (Seasonal)

US Foods

Contact your sales representative or visit www.usfoods.com for more information.

Item	Pack	Item Code	Availability
Kale	24-Count	8010597	June – November



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Sourcing Michigan Carrots

Product Sourcing Information

On the following pages, you will find item descriptions, pack sizes, seasonal availability and item codes for several varieties of fresh Michigan carrots. This information is categorized by the size of the supplier/distributor. Contact information is listed for each supplier to help make it easier to find and buy Michigan carrots when in season.

Full Service (Broadline) Distributors

Several broadline distributors provide Michigan institutions with Michigan-produced carrots. Listed below are distributor names and contact information and the products offered by each.

Gordon Food Service

Please call 800.968.4164 and provide an item/produce number to receive pricing and purchasing information. You may also visit www.gfs.com for more details.

Item	Pack	Item Code	Availability
Carrot Coins	100/2-ounce portions	601300	September–December
Carrot Coins	50/2-ounce portions	TBD	September–December
Carrot Coins	2/5 pound	TBD	September–December
Carrot Sticks	2/5 pound	601362	September–December
Carrots, Diced, 1/2-inch	2/5 pound	601310	September–December
Carrots, Jumbo	10 pound	601371	September–December
Carrots, Jumbo	50 pound	602472	September–December

Sysco (Grand Rapids)

Contact your Sysco representative for all Michigan Produce Items (MIPROD). You may also visit www.syscogr.com for more information.

Item	Pack	Item Code	Availability	Farm	Location
Carrot, Large	1/50 pound	6672010		Timmer Farms	Imlay City, MI

US Foods

Contact your sales representative or visit www.usfoods.com for more information.

Van Eerden Foodservice

Please call 800.833.7374 for pricing/purchasing information or visit www.vaneerden.com for more details.

Item	Pack	Item Code	Availability
Carrots, Jumbo, Bulk	50 pound	004535	August



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FINDING A NEW DISTRIBUTOR WITH A LOCAL FOCUS

Informal and Formal Procurement

- CANNOT use “local” as a specification in your request for bids
- CAN use local *characteristics* as specifications in your request for bids
 - Particular varieties unique to the region
 - Product be delivered within certain time period of harvest
 - Provide information on where products were produced (state of origin)
 - Level of customer service to discuss local food availability

FINDING A NEW DISTRIBUTOR WITH A LOCAL FOCUS

Geographic Preference

- Applies to unprocessed or minimally processed products
- Awards a “preference” to distributors that meet local definition
- Does not limit scope of who can submit a bid
- Need to evaluate based on lowest cost

Ex: “Program will award a 5% price preference to vendors that are able to provide 50% of produce from within our definition of local – within the state of Michigan”

<https://www.fns.usda.gov/farmtoschool/procuring-local-foods>



LOCAL PURCHASING FROM A BROADLINE DISTRIBUTOR IN ACTION

Salt Lake Community Action Program – Salt Lake City, UT

- Regular meetings with sales representative to discuss local products
- Agreement that sales representative will purchase locally available versions whenever they are available within a certain price range

A to Z Building Blocks – American Fort, UT

- Representative provides regular lists of locally grown fruits and vegetables
- Meets every six months to go over new lists of local vendors



QUESTIONS?

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