



# USDA DoD Fresh Fruit and Vegetable Program

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# Overview

- New Contracts
- Pricing of USDA DoD Fresh Produce
- Tracking CCC (GOVT) Funds
- Entitlement Allocation Changes
- Adding New Site in FFAVORS
- Deliveries to Food Service Organization (FSO)
- Past Due Receipts
- Local Produce
- Summer Food Service Program (SFSP)
- Who to Contact Information



# USDA DoD Fresh

- National School Lunch Program (NSLP)
- Summer Food Service Program (SFSP)



# New Contracts

When a new contract is awarded, we will send an email to SDA with :

- Vendor Contact Information
- DLA Representative Contact Information
- Reminder on who to report issues with produce quality, condition, availability or delivery
- Schedule a call with vendor, DLA, SDA and USDA



# USDA DoD Fresh Contract Requirements



- Delivery period  
6:00 a.m. – 2:30 p.m.
- Delivery order minimum  
\$150.00
- U.S. grown produce
- U.S. No. 1 or better



# Produce Pricing



# Produce Pricing continued...

## Delivered Price

- Price vendor pays for produce delivered to its door
- Can be adjusted on weekly or bi-weekly basis, based on last invoice price paid by vendor
- DLA Contracting Officer reviews and determines if price is *fair and reasonable*
- May be a lag of up to 4 weeks from time of adjustment to time of delivery

# Produce Pricing cont.

## Distribution Price

- Firm fixed, determined at time of contract award
- Vendor's costs of doing business (personnel, insurance, transportation...) and profit
- Accounts for logistics to service all schools in a state
- Price is fixed for defined period(s) of contract:

**Example:** \$3.00 first 12 months

\$3.25 next 18 months

\$3.35 next 18 months



# Produce Pricing continued

## Contract Unit Price

- Delivered Price + Distribution Price
- Price charged to government
- Price the day order placed



# CCC Funds Allocated USDA DoD Fresh

- 29 States allocated over \$88M of CCC funds to USDA DoD Fresh
- As of Sept 7<sup>th</sup>, over \$54M has been spent (61%)
- CCC (GOVT) funds must be spent by September 30
- Last date to place orders **week of Sept 19<sup>th</sup>**
- Deliveries **by Sept 30<sup>th</sup>**



# FFAVORS Usage Report

## State NSLP Budget Screen:

### State Account Representative - NSLP District Entitlements

State:  State Cust Cd:

Effective Dates: 7/1/2022 - 6/30/2023

Fed Entitlement for State: \$ 38,648,665    Controlled by State: No

<b>TOTAL (ALL DISTRICTS)</b>	Fed Entitlement \$ 24,535,265	Fed Balance: \$ 24,535,265.00
	GOVT Value \$ 8,746,615	GOVT Balance: \$ 8,720,949.09



# FFAVORS Usage Report continued

## Usage Report

Fill out criteria and Select 'View Report' to run report.  
The 'Report Help' button will display a help document to further explain how to run, export and print your report.

Report Type:

- Detail
- Summary - by Customer
- Summary - by RDD

District Code:

All Districts 

\* RDD Start Date:

7/1/2022



Select or enter a date in mm/dd/yyyy format (order data is available for 4 years)

\* RDD End Date:

7/15/2022



Select or enter a date in mm/dd/yyyy format

Local-only:

If checked, report will include LOCAL items only

\* Denotes a Required Field

View Report

Report Help



# FFAVORS Usage Report cont.

FFAVS904A - DETAIL USAGE 7/1/2022 - 7/15/2022

<u>State name</u>	<u>District code</u>	<u>District name</u>	<u>Fund code</u>	<u>Fund type</u>	<u>Program</u>	<u>Customer code</u>	<u>Customer name</u>
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI
VA	OVA002	ALEXANDRIA CITY, VA	FED	GOVT	NSLP	YVA021	ALEXANDRIA CI



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# Entitlement Allocations SY 2022-2023

SDA can request changes to USDA DoD Fresh allocations:

- **September 16**
- **December 16**
- **March 16**
- **April 15**



# Past Due Receipts

- *Schools are required to receipt in FFAVORS within 5 business days to ensure vendors receive payment*
- On Monday's we will email to SDAs who have schools with past due receipts



# FFAVORS Past Due Receipts

Customer Name	Requested Delivery Date (RDD)	Calendar Days Past RDD	Point of Contact	E-mail
CLINTON CO MIDDLE	2022/04/12	34	TERRI SWOPES	<a href="mailto:tswopes@opaafood.com">tswopes@opaafood.com</a>
EUGENE ELEMENTARY	2022/04/18	28	JESSIE DIEDERICH	<a href="mailto:jdiedrich@opaafood.com">jdiedrich@opaafood.com</a>
EUGENE HIGH	2022/04/18	28	JESSIE DIEDERICH	<a href="mailto:jdiedrich@opaafood.com">jdiedrich@opaafood.com</a>



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# FFAVORS – Adding Sites

- FFAVORS requires each school must be assigned to a County/District.



# FFAVORS – Adding Sites cont.

## Check for Duplicates

Show All    Show Active Only    Show Inactive Only    Show Pending Only    Show addresses in results

<u>CUST CODE</u>	<u>CUST TYPE</u>	<u>CUSTOMER</u>	<u>STATE</u>	<u>DELIVERY DAY</u>	<u>COUNTY/DIST CODE</u>	<u>BUDGET PROGRAM</u>	<u>STATUS</u>
OME085	County/District	Regional School Unit 13 28 Lincoln Street Rockland, ME 04841	ME		OME085	NSLP	Active

Cust Code    Cust Type    Customer    Zip        



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# Food Service Organization

**Location**

\* State:

\* Customer Type:

\* County/District:

**Customer**

\* Customer Name:

**Address** must be a physical location. Do not enter PO Box in any address field.

\* Street:

Street:  (optional)

\* City:

\* State:  \* Zip Code:

**Budget/Funding**

\* Program:

**Point of Contact** (optional)

Contact Name:

E-mail Address:

Phone Number:

Fax Number:  (optional)

**User** (optional) Information entered here will create a user profile for this person to log in and place orders for the organization. If new county/district and school(s) are being requested and you want this user to have access to all school(s) within a county/district, only enter this section for the county/district. If a new school is being requested for an existing county/district, only enter this section if the user does not already have access to the county/district.

First Name:

Last Name:

E-mail Address:

Phone Number:

DLA Approved:



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# Adding Sites



- Changes to a school address or school name and sites that need to be reactivated still need to be submitted to us on the template.



# Local Produce

- Local is defined as within that state and bordering states
- Vendors are *encouraged*, when seasonally available, to source local products
- FFAVORS usage report provide state of origin information



# FFAVORS - State of Origin

<u>ITEM CD</u>	<u>STOCK NUMBER</u>	<u>DESCRIPTION</u>	<u>UNIT OF ISSUE</u>	<u>UNITS PER CASE</u>	<u>PRODUCT PRICE \$</u>	<u>COST PRICE \$</u>	<u>SOURCE OF SUPPLY</u>	<u>STATE OF ORIGIN</u>
14F08	891501E050209	ORANGES FR 113-125 CT 40 LB CS	LB	40	40.00	42.35	DOMESTIC	CA
14F14	891501E050215	APPLES FR G/D 125-138 CT 40 LB CS	LB	40	33.50	35.85	DOMESTIC	MI, WA
14J41	891501E050384	WATERMELON FR SDLS 2 CT 20-22 LB CS	LB	21	20.00	22.35	DOMESTIC	FL
14M10	891501E050354	APPLES FR R/D 125-138 CT 40 LB CS	LB	40	33.50	35.85	DOMESTIC	MI, WA
14P12	891501E050012	PEARS FR ANY US#1 100-150 CT 44 LB CS	LB	44	36.50	38.85	DOMESTIC	OR, WA
14P36	891501E050123	GRAPES RED SDLS US#1 1/18 LB CS	LB	18	36.50	38.85	DOMESTIC	CA
15A20	891501E050900	CELERY FR 3 CT 5 LB BG	LB	5	5.50	7.85	DOMESTIC	CA
15A62	891501E050932	ONIONS YEL CHL DICE 5 LB BG	LB	5	10.50	12.85	DOMESTIC	ID
15D41	891501E051025	SALAD MIX CHL ROMAINE BLEND 4/5 LB BG	LB	20	20.85	23.20	DOMESTIC	CA
15D44	891501E051028	LETTUCE CHL ROMAINE CHOP 6/2 LB BG	LB	12	21.85	24.20	DOMESTIC	CA
15N54	891501E051101	CARROTS CHL STICK 5 LB BG	LB	5	14.80	17.15	DOMESTIC	CA
15O14	891501E052164	CARROTS CHL BABY WHL 30/1 LB BG	LB	30	28.00	30.35	DOMESTIC	CA
15P31	891501E051165	CARROTS CHL COIN 5 LB BG	LB	5	11.50	13.85	DOMESTIC	CA
15P35	891501E051169	PEPPERS GRN FR SWT BELL LG 25 LB CS	LB	25	30.00	32.35	DOMESTIC	FL
15P55	891501E051188	CELERY CHL STICKS 5 LB CS	LB	5	12.74	15.09	DOMESTIC	CA
15P71	891501E051204	TOMATO GRAPE 12/1 PT CO 10 LB CS	LB	10	12.35	14.70	DOMESTIC	FL
15PO9	891501E050499	APPLES FR FUJI 125 CT 40 LB CS	LB	40	33.50	35.85	DOMESTIC	MI
15Q10	891501E051227	BROCCOLI FLORETS CHL 2/3 LB BG	LB	6	25.50	27.85	DOMESTIC	CA
15R29	891501E051302	STRAWBERRY CLAMSHELL 8/1 LB CO	CS	1	22.00	24.35	DOMESTIC	CA, FL
15W83	891501E051424	APPLES FR GALA 113-125 CT 40 LB CS	LB	40	33.50	35.85	DOMESTIC	MI, WA



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# Summer Food Service Program (SFSP)

- Check FFAVORS balances for SFSP
- Funds must be spent by September 30
- Last date to place orders **week of Sept 19<sup>th</sup>**
- Deliveries **by Sept 30<sup>th</sup>**



# Who to Contact

Program Activity	Contact
<b>USDA DoD Fresh Allocation Requests can be requested on September 16, December 16, March 16, and April 15</b> SFA submit requests to SDA, SDA submits request to FNS	<a href="mailto:USDADoDFresh@usda.gov"><u>USDADoDFresh@usda.gov</u></a>
<b>Report issues:</b> (Produce quality, availability, and delivery issues)	Vendor, DLA Representative, and State Distributing Agency
<b>Request to add new produce item</b>	Vendor, DLA Representative, and State Distributing Agency
SFA submit request to add site to FFAVORS to SDA, SDA enters site in FFAVORS	For assistance: <a href="mailto:USDADoDFresh@usda.gov"><u>USDADoDFresh@usda.gov</u></a>
<b>Add FFAVORS user or update FFAVORS user point of contact information</b>	DLA Representative
<b>FFAVORS Log-In Issues, eAuthentication Process</b>	<a href="mailto:FFAVORS@usda.gov"><u>FFAVORS@usda.gov</u></a>
<b>Recurring USDA DoD Fresh Issues</b>	<a href="mailto:USDADoDFresh@usda.gov"><u>USDADoDFresh@usda.gov</u></a>



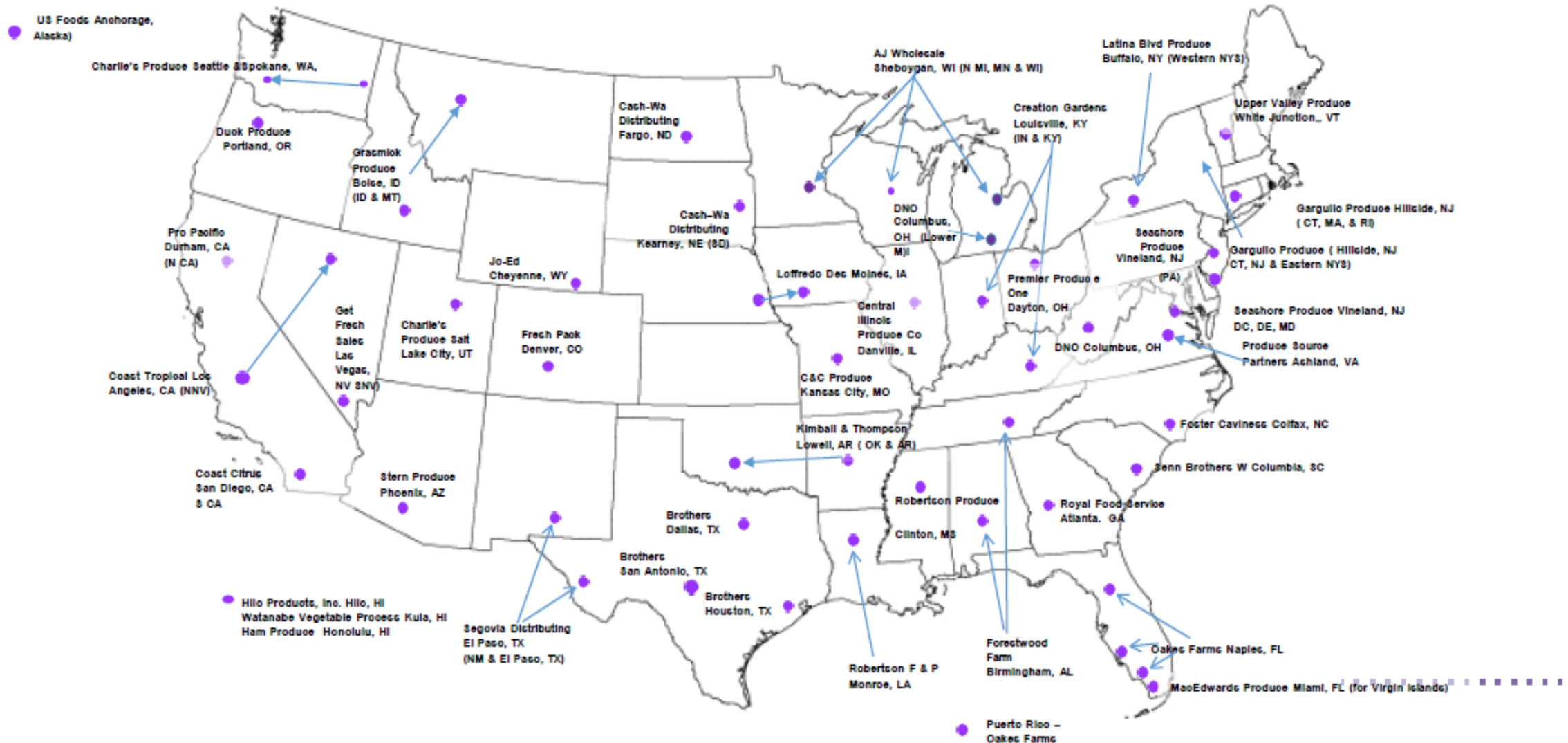
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# USDA DoD Fresh DLA Service Representatives

<b>Northwest</b> <b>Sartre Woltjen</b> Branch Chief Sartre.woltjen@dla.mil 215-737-3678	<b>North Central</b> Karen Klein Branch Chief karen.klein@dla.mil 215-737-5306	<b>Northeast</b> Chris Ludwig Branch Chief Christopher.Ludwig@dla.mil 215-737-5896	<b>Southwest</b> Wanda Kinsey Branch Chief wanda.kinsey@dla.mil 215-737-8766	<b>South Central</b> Lisa Perry Harley Branch Chief lisa.perry@dla.mil 610-517-4957	<b>Southeast</b> Jermaine Alexander Branch Chief jermaine.alexander@dla.mil 215-737-4249	<b>Pacific</b> Nicholas P. Boninfante Branch Chief nicholas.boninfante@dla.mil 215-737-0484
<b>ID/MT/OR/WA</b>  Tessie Vez <a href="mailto:tessie.vez@dla.mil">tessie.vez@dla.mil</a> 253-261-7171	<b>IL/MI - Ryan Doyle</b> <a href="mailto:ryan.p.doyle@dla.mil">ryan.p.doyle@dla.mil</a> 215-737-8716  <b>IA/MN - Chris Powell</b> <a href="mailto:christopher.powell@dla.mil">christopher.powell@dla.mil</a> 215-737-2540  <b>KS/MO</b> Vickie Lewis <a href="mailto:Vickie.lewis@dla.mil">Vickie.lewis@dla.mil</a> 757-537-5573	<b>DE/DC/IN/KY/ MD/NY/NJ/OH/PA/WVA</b>  Vera Strilchuk <a href="mailto:vera.strilchuk@dla.mil">vera.strilchuk@dla.mil</a> 410-977-0003	<b>Northern CA/                      NV/NM/El Paso, TX</b>  Genaro Cordova <a href="mailto:genaro.cordova@dla.mil">genaro.cordova@dla.mil</a> 559-267-3993	<b>OK/TX</b>  Sylvia Muniz <a href="mailto:sylvia.muniz@dla.mil">sylvia.muniz@dla.mil</a> 817-538-1546	<b>NC/SC/TN</b>  Tom Hall <a href="mailto:thomas.hall@dla.mil">thomas.hall@dla.mil</a> 267-283-6425	<b>Alaska</b>  Sharon Pollard <a href="mailto:Sharon.pollard@dla.mil">Sharon.pollard@dla.mil</a> 215-737-5486
<b>CO/UT/WY</b>  Karen Kenton <a href="mailto:karen.kenton@dla.mil">karen.kenton@dla.mil</a> 303-961-1235	<b>WI</b>  Caudis Tennyson <a href="mailto:caudis.tennyson@dla.mil">caudis.tennyson@dla.mil</a> 210-849-8149	<b>CT/MA/ME/NH/                      RI/VT</b>  David Lucht <a href="mailto:david.lucht@dla.mil">david.lucht@dla.mil</a> 508-829-9164	<b>AZ/Southern CA</b>  Mike Espinoza <a href="mailto:michael.espinoza@dla.mil">michael.espinoza@dla.mil</a> 619-666-1728	<b>San Antonio, TX</b>  Hermila Duran <a href="mailto:hermila.duran@dla.mil">hermila.duran@dla.mil</a> 210-332-3610	<b>AL/FL/PR/VI</b>  Todd Baxley <a href="mailto:todd.baxley@dla.mil">todd.baxley@dla.mil</a> 904-483-6239	<b>Hawaii</b>  Richard Holm <a href="mailto:Richard.holm@dla.mil">Richard.holm@dla.mil</a> 808-786-2190
-	<b>ND/SD</b> Jodi Deckter <a href="mailto:Jodi.deckter@dla.mil">Jodi.deckter@dla.mil</a> 805-873-2218  <b>NE</b> Jannatul Hasan <a href="mailto:Jannatul.m.hasan@dla.mil">Jannatul.m.hasan@dla.mil</a> 610-638-8024	<b>VA</b> <b>Keston Stephens</b> <a href="mailto:keston.stephens@dla.mil">keston.stephens@dla.mil</a> 862-273-1617  <b>Antonio Cambria</b> <a href="mailto:antonio.cambria@dla.mil">antonio.cambria@dla.mil</a> 267-971-7124  <b>Vera Strilchuk</b> <a href="mailto:Vera.Strilchuk@dla.mil">Vera.Strilchuk@dla.mil</a> 410-977-0003	-	<b>AR</b> Colleen Lang <a href="mailto:Colleen.lang@dla.mil">Colleen.lang@dla.mil</a> 267-853-7560  <b>LA/MS</b> Sinclair Taylor <a href="mailto:Sinclair.Taylor@dla.mil">Sinclair.Taylor@dla.mil</a> 215-737-0611	<b>AL/GA</b> Dave Edmonson <a href="mailto:david.edmonson@dla.mil">david.edmonson@dla.mil</a> 253-261-7170	<b>Guam</b> Jack Miklas <a href="mailto:jack.miklas@dla.mil">jack.miklas@dla.mil</a> 215-737-2892

# USDA DoD Fresh Produce Vendors



## ***FFAVORS: Fresh Fruits and Vegetables Order Receipt System***



## ***Customer Ordering Manual***

Updated 4/7/2019

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# Resources

- **FFAVORS Customer Ordering Manual**

[https://ffavors.fns.usda.gov/ffavors\\_web/usdaproduce/Customer%20User%20Manual.pdf](https://ffavors.fns.usda.gov/ffavors_web/usdaproduce/Customer%20User%20Manual.pdf)

- **USDA DoD Fresh Fruit & Vegetable Program website:**

<https://www.fns.usda.gov/fdd/dod-fresh-fruit-and-vegetable-program>



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# Questions

# Questions?

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