

# **Used Up Your Grant Funds?** ODE's Competitive Reimbursement Grant for Oregon Grown & Processed Food

Oregon Farm to School & School Garden Conference, February 16, 2022

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Amy: My name is Amy Williams. I have been on the Farm to CNP team for three years. I have a degree in Community Health Promotion from OHSU-PSU's School of Public Health, and I have recently applied to their Community Health Promotion graduate program.

I am joined by my teammate, Emily Griffith. Emily... (intro/bio)

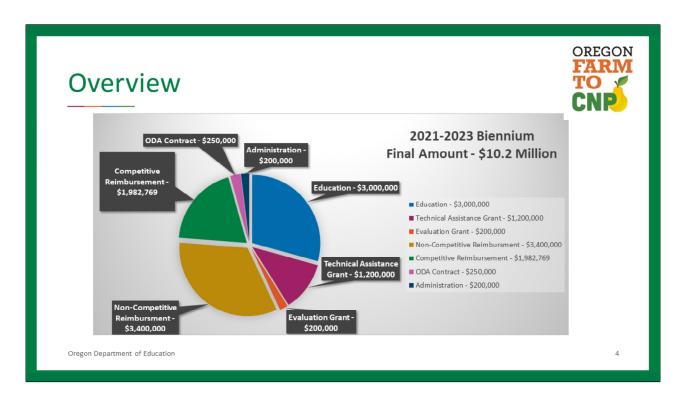
Amy: Rick Sherman, who cannot join us today, has been ODE's Farm to School point person for \_\_\_\_ years and currently works as the Grant's Program Analyst.

Amy: We've shared our individual contact information here, as well as our team inbox and the link to the ODE Farm to CNP webpage, which we will give you a tour of in a bit.

Amy: The Bitly link you see here will take you to the ODE Farm to CNP Grant webpage.



Today we'll go over the Farm to CNP Grant Program, the purpose of the farm to cnp competitive reimbursement grant, the application process, including eligibility requirements, the RFA, examples of successful applications, and points and scoring. We will provide you with resources to run a successful Farm to CNP grant program, and we'll have some time for questions.



For the 2021-2023 biennium, 10.2 million dollars were allocated for the Farm to CNP Grant Program.

The Grant Program as a whole is made up of seven parts – five being ODE-administered Farm to CNP Grants

- The Education Grant
- · The Technical Assistance Grant
- The Evaluation Grant
- The Non-Competitive Reimbursement Grant
- And, what we are here to talk about, the Competitive Reimbursement Grant

The Competitive Reimbursement Grant is the process ODE uses to distribute extra or unspent funds to Grantees who have exhausted their initial awards. For this biennium, out of the 10.2 million, we budgeted about 2 million dollars for the Competitive Reimbursement Grant.

There are a couple ways the amount available can increase –

One way is that Non-competitive reimbursement grant grantees may choose to forfeit all or part of their initial awards if they don't project they'll be able to spend the total amount of

funds by the end of the biennium.

The other is, some non competitive reimbursement grant grantees may have their funds liquidated due to inactivity.

In both of these cases the funds are moved to the competitive reimbursement grant pot.

#### **Local Food**



The purpose of the **Oregon Farm to School Competitive Reimbursement Grant** is to encourage and sustain successful efforts to purchase or promote foods that are:

- · Produced in the State of Oregon
- More than minimally processed in the State of Oregon or
- · Both produced and processed in the State of Oregon



Through this grant program, eligible entities will be reimbursed for food purchases that meet the required criteria.

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The intention of the Farm to CNP Reimbursement Grant is to empower Grantees to increase their purchasing capacity of Oregon grown, produced and processed foods, as well as to benefit the local economy, job market and environment by cycling State dollars back into communities around Oregon. The purpose of the **Competitive Reimbursement Grant** is to encourage and sustain these efforts.

We encourage Grantees to seek out products that they may not have had the resources to purchase before, and to cultivate new relationships with Oregon producers and processors. The competitive reimbursement grant application awards preference points for efforts that go above and beyond typical purchasing. We'll talk more about this in a bit.

The Competitive Reimbursement Grant functions exactly like the Noncompetitive Reimbursement Grant. It has the same rules, guidelines and claims procedure. The only difference is that it's competitive and there's an application process.

To be eligible for reimbursement products must still be

Produced in the state of Oregon

- More than minimally processed in the state of Oregon OR
- Both produced and processed in the state of Oregon.





What Does a Successful Application Look Like?

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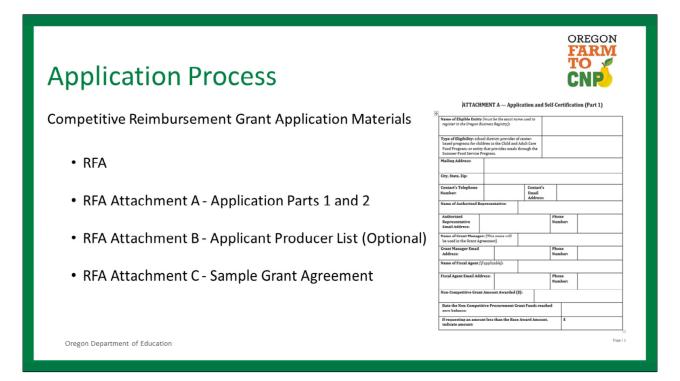
# Eligibility: Who is eligible?



- Must have been awarded a Non-Competitive Reimbursement Grant for Oregon grown or processed food
- Must be in good standing across all ODE child nutrition programs
- Must have a zero balance
  - ➤ Spent all your Reimbursement Grant funds
  - > Reimbursement Grant funds were liquidated due to inactivity



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There are four items that will be posted when the RFA is released. The only required item is Part 1 of the application. It will look very similar to the image I have posted here. It is quite simple and just requires filling out some basic information. Just doing this much will guarantee you a base award, which I will discuss in more detail in just a moment. There is also the option of filling out the application Part 2 which will be scored and gives an applicant additional preference points. Along with that there is an option of submitting a producer list to strengthen and support your application.

# **Application Process**



All entities that submit Part 1 of the Application by the applicable deadline will be awarded a Base Award Amount as listed below.

Original Non-Competitive	Competitive Procurement Grant Award					
Procurement Grant Award Amount	Base Award Amount	OPTIONAL: Additional Amount Awarded via Preference Point Calculation	Maximum Award Amount			
Tier A: \$500 - \$9,999	\$500	\$2,000	\$2,500			
Tier B: \$10,000 - \$49,999	\$2,000	\$8,000	\$10,000			
Tier C: \$50,000 - \$99,999	\$10,000	\$50,000	\$60,000			
Tier D: \$100,000 - \$360,000	\$50,000	\$100,000	\$150,000			

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Like I mentioned, any eligible entity that fills out part one of the application will receive a base award. If your initial non-competitive reimbursement grant award was \$15,000 that would put you in Tier B and you would automatically be granted a base award amount of \$2,000.

# **Application Process**



To get the maximum amount of money, fill out optional Part 2 for Preference Points.

PREFENCE POINTS	POINTS POSSIBLE
Item 1: Purchase from Oregon producers or processors	25
Item 2: Implementation Plan	25
Item 3: Purchase a variety of Oregon food products	25
<b>Item 4:</b> Purchase new Oregon products and develop new commercial relationships	25
TOTAL POINTS POSSIBLE	100

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To get the maximum amount of money, you will need to fill out the optional Part 2 of the application to receive preference points. There are four main areas in which preference points are possible as laid out here, and each is worth a total of 25 points. We will go over each item in detail as it appears on the application.

#### Question 1



Describe how Applicant will use Grant Funds to purchase from Oregon producers or processors that identify as:

woman-owned businesses. (5 pts)

minority-owned businesses. (5 pts)

service disabled veteran-owned businesses. (5 pts)

emerging small businesses. (5 pts)

a federally recognized Tribe or Native American businesses. (5 pts)

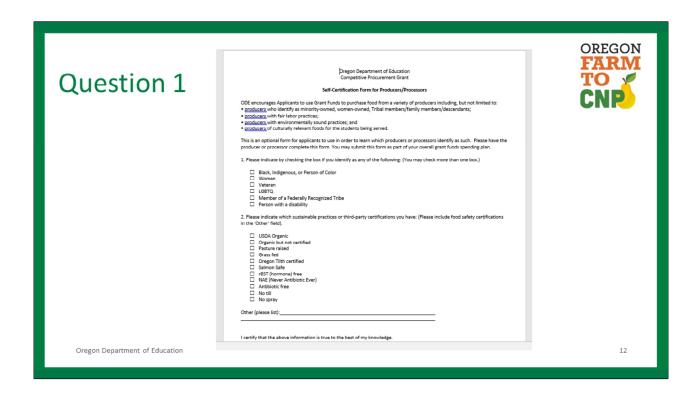
ORS 200.005 Definitions - https://oregon.public.law/statutes/ors\_200.005

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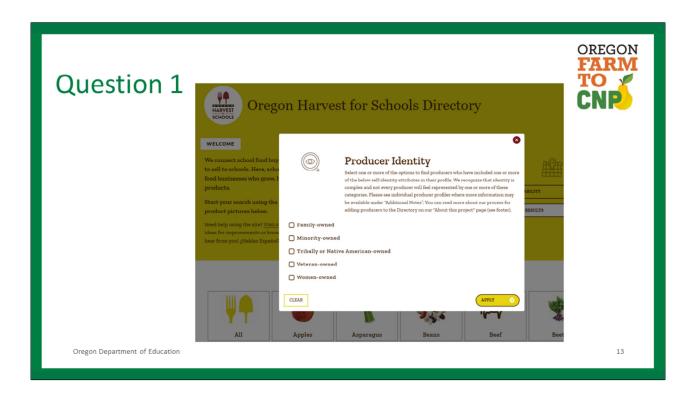
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This is the language for question 1 from last biennium's RFA: this does a good job of describing exactly HOW you can get the points. The question reads.... Those who can provide the most detail addressing each of these sections will receive the most points. If you do purchase from a woman-owned business but fail to mention it here you would be missing out on points that could go toward your total. If anyone wants more detail on the definitions of these points as defined in Oregon Revised Statute 200.005 I can send that along.

https://oregon.public.law/statutes/ors 200.005



If you are unsure about how certain producers identify and are interested in finding out more, we do have an optional form that can be used to help gather that information if you don't already have a close relationship with the producer. This form can be submitted as a supporting document for your application.



Amy will talk about resources for finding products and producers a little bit later towards the end of the presentation, but one tool that she will mention is the Oregon Harvest for Schools Directory. It is great for searching for producers by region by product and it now also has a search feature where you can search by producer identity. Submitting additional information about the producers you work with will not only strengthen your application but help us improve tools like the Oregon Harvest for Schools Directory as well.

#### Question 1 – Example Answers

1.) Describe how Applicant will use Grant Funds to purchase from Oregon producers or processors that identify as: minority-owned businesses, woman-owned businesses, businesses owned by a service disabled veteran, or emerging small businesses as described in ORS 200.005; from a member of a federally recognized Tribe; or someone who identifies as Native American. (25 points).

**Response**: \*\*\*\*\* SD has made a considerable effort in prioritizing purchases from local family, women and minority owned businesses. We currently purchase from local orchards, ranches, fruit stands and greenhouses. Mt. Valley foods, Polehn Farms, Columbia Food Service and Azure Farms are all family-owned businesses within Wasco County. Polehn Farms is woman-owned and provides us with fresh cherries and table grapes. From Celilo Village we purchase fresh salmon, which is minority-owned as well as being a federally recognized Tribe. Albrecht-Foster Farms, where we can purchase vegetables, is a new emerging small business.

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We did want to provide some examples of applicants that answered these questions successfully as well as to highlight how answers can vary. I will just read them quickly to give you an idea.

This first reason that this answer is successful is that it directly names producers they work with and how those producers identify specifically mentioning womanowned, family owned and emerging small businesses they work with as well as a federally recognized tribe they purchase from. The second reason is that it is succinct and to the point. On the application we are really looking for applicants to answer the question asked. Specific detail is good and really important, but there is no need to write a long exhaustive answer if it is not needed.

Another option for strengthening answers to question one if you didn't want to write out how each producer identifies in text would be submitting the optional producer list.

Attachment	B RFA 0001-0DE-2								nt Grant		OREGO FARI TO CNP
List current, pre minority owned (N woman owned (W) use fair labor practi	4)	ATTACHMENT B: Applicant Producer List  planned use of producers that identify with following (select all that apply):								)	
		Type of Producer Producer Relationship							onship		
Producer Name		M	W	SD	T	FLP	ES/SP			Proposed	
Example 1: Mary's Org	anic Produce		X	X					X	X	
Example 2: Jo's Fresh F	Produce				X	X		X		х	
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This is a little snippet of what that optional producer list looks like. It gives you space to list the producers you purchase from, as well as a chart on which you can check off how those producers identify. You can also list whether the relationship with the producer is current, previous or proposed. We may do some slight editing so that the identifiers more closely match with those lists in question one, but it will look very similar. Again this is an optional form, but it is quite helpful for reviewers and strengthens and supports an application in terms of scoring question 1.

# Question 2



Describe Applicant's implementation plan that includes activities to incorporate and promote culturally sensitive foods into school menus. (25 points)

Applicant's implementation plan describes how:

culturally sensitive meal items will be purchased with Grant Funds. (10 pts)

culturally sensitive foods will be promoted or education materials will be provided. (5 pts)

school meals will include a celebration of culinary traditions of students with diverse backgrounds. (5 pts)

students and families from diverse cultures are involved in leading cultural events. (5 pts)

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Question 2 on part 2 of the application is as follows....

#### Question 2 – Example Answer



2.) Describe Applicant's implementation plan that includes activities to incorporate and promote culturally sensitive foods into school meals.

Response: We have established a "Cultural Cuisine Club" in which parents, grandparents and other family members of our students and staff come in and share their heritage through foods that represent their culture. Our goal is to have at least one "Cultural Cuisine Club" lunch each week throughout the school year. For example, we have a Hispanic family who has volunteered to come in and teach the students how to make tortillas. We will then use the tortillas to prepare a traditional Latin lunch.

#### Response (edited for length):

Over the last few years, our department has executed a number of cultural celebrations within the schools. Through it, we have found foods, recipes and menus that our students connect and relate to – they can see themselves and their culture represented within the school. The most notable cultural event has been our work to develop, procure and serve local yakisoba noodles from Umi Organic. We have also expanded to serve local tamales in a variety of flavors.....

.....A value of the district and goal within our department is also "resources that support instruction and reflect the cultures within our community." We seek to communicate at least monthly to families about meal services using a variety of communication mediums. We will find opportunities to incorporate culturally relevant foods into menus when possible; actively seek feedback and input from the community, customers and schools, then collaborate with partners to continue to develop and promote new or culturally relevant foods; collaborate with partners such as OSU Extension, SUN, Garden Educators, and others to distribute enrichment activities that support student learning, engagement and instruction. We share this to demonstrate the importance of this value in our work.

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So again we have just a few example answers to this question to share.

This first response does good job of highlighting how it will include a celebration of culinary traditions of students and how families and students will be involved in leading these events. This answer provides examples of a few cultural events as well as some larger context for the values that drive inclusive instruction and communication and how that will remain a part of their planning.

So you can see there are a variety of ways this question can be answered.

## Question 3



- 3. Describe Applicant's plan to use Grant Funds to purchase a variety of Oregon food products. (25 points)
- > Applicant describes how Healthy foods (fruits, vegetables, whole grains, minimally processed beans and legumes) will be incorporated into school meal offerings. (5 pts)
- > Applicant describes how it will purchase food directly from farmers, ranchers, fishers, producers and/or processors rather than using Grant Funds to purchase foods from distributors. (5 pts)
- Applicant describes how it will purchase Oregon food products that historically have had low sales in school meals (i.e. pork, poultry, beef, seafood, and eggs). (5 pts)
- > Applicant describes how it will purchase food from Oregon producers or processors that carry certification for fair trade, sustainability, animal welfare, or other management practice from a third party certification. (5 pts)
- > Applicant is able to provide at least 50% matching funds (not reimbursable) for the purchase of Oregon grown or processed products. (5pts)

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#### Question 3 – Example Answer



3.) Describe Applicant's plan to use Grant Funds to purchase a variety of Oregon food products. (25 points).

**Response**: \*\*\*\*\* Nutrition Services is always seeking to expand our local purchasing, especially if it means expanding menu options for our students and community. Some of the entrees we have been proud to add to our menu have been local foods that add to the culturally relevant foods and diversity of our menu. We also have worked to further our expansion by pairing local foods with USDA Foods and diverted foods.

- Examples of this include: Salsa Locas tamales (both cheese and green chile and bean and cheese flavors) and tortilla chips.
- Yakisoba noodles from Umi Organic
- Champoeg turkey breast (first time using raw turkey!)
- Fresh Elements dried cranberries served alone on our salad bars and mixed into our Harvest of the Month baked butternut squash recipe (cinnamon, orange juice, seasonings) - made the cafeteria smell wonderful and inviting.
- Oregon Rockfish, locally frozen chickpeas in vegan Indian style vegetable curry over steamed brown rice, and Eleni's Ethiopian Simmer Sauce with lentils and served over steamed brown rice with flatbread.

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This answer provides specifics about how legumes, fruits and vegies will be part of school meals as well as how specific foods will be purchased directly from producers. It mentions local pork and fish which are two of those with historically low sales in school meals.

#### Question 3 – Example Answer



3.) Describe Applicant's plan to use Grant Funds to purchase a variety of Oregon food products. (25 points).

Response: We use these grant funds to purchase Oregon cherries, blueberries, sugar snap peas, rainbow carrots, fresh table grapes and a large quantity of organic fruits and vegetables. We purchase fresh fruit as well as beans, legumes and whole grain products from Azure Foods. The majority of our purchases are made directly from the producer, such as purchasing cherries and grapes directly from Polehn Farms, purchasing beef directly from Mt. Shadow Foods and Emerson Dell Farms, and purchasing honey directly from Morgan Orchards. Polehn Farms carries the fair-trade certification and practices daily sustainability in their orchards and vineyards, as do Emerson Dell Farms and Mt. Shadow Foods. Azure Food products are all USDA organic and Oregon Tilth certified. Mt. Shadow Foods deals in locally raised pork products which we are adding to our menu and \*\*\*\*SD will provide a 50% match for purchasing Oregon grown and processed products that are not reimbursed.

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This answer mentions a lot of specific fresh fruits and veggies that are purchased locally and mentions specific producers. The also call out producers that carry organic certification. Purchase of pork products are that mentioned in the historically low sales category and mention that the district will provide a match as well.

#### Question 4



- 4. Describe how Applicant will use Grant Funds to purchase new Oregon products and will develop new commercial relationships. (25 points)
- Applicant describes how it will increase its purchases of Oregon food products not previously or currently purchased. Mention specific <u>products or product categories</u> that are grown or produced in Oregon you plan to purchase that you haven't purchased before. (12.5 pts)
- Applicant describes how it will develop new commercial relationships. Mention relationships with <u>Oregon producers and companies</u> that you haven't had a relationship with before, and specifically what is your future plans for purchasing from them. (12.5 pts)

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We are still working on the wording for this last question since last biennium it wasn't clear to applicants that they needed to distinguish both what new products they plan to purchase and which new producers or companies they plan to work with. It will be similar to the following.

#### Question 4 – Example Answer



4. Describe how Applicant will use Grant Funds to purchase new Oregon products and will develop new commercial relationships. (25 points)

**Response**: Prior to the pandemic, the department leadership had been in conversations with new local, Oregon producers about opportunities to partner and purchase new foods for school meals. These new conversations included:

- Ota Tofu
- Rallenti Pasta using Azure grains/flour
- Liepold Farms

The department is committed to expanding our partnerships that both expand the school food offerings and support Oregon farms and businesses. These funds allow us to test our supply chains, improve our processes for getting Oregon foods onto school lunch plates, and educate our students about what foods are grown and made in Oregon.

**Response**: Many new local producers have emerged in the last couple of years. We will use these funds to purchase from several of the new emerging farms in our local area. Carlton Farms Pork, which we can purchase through Oregon based distributor Mt. Shadow Foods will also be a new pork provider. This new commercial relationship will be used in the future for many different Oregon items.

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PREFENCE POINTS	POINTS POSSIBLE
Item 1: Purchase from Oregon producers or processors	25
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TOTAL POINTS POSSIBLE	100

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#### OREGON **Determining Final Awards OPTIONAL: Preference Points in Dollar Amounts** Preference Points (Tier C) \$ 50,000 (Tier B) Competitive Procurement Grant Award 400 \$ 2,500 5,000 Original Non-Competitive Procurement Grant Award Amount 10 200 800 \$ 5,000 \$ 10,000 Amount Awarded via Preference Point Calculati 15 300 1,200 \$ 7,500 \$ 15,000 20 500 2,000 \$ 12,500 \$ 25,000 \$2.000 Tier A: \$500 - \$9.999 \$500 500 2,000 \$ 12,500 \$ 25,000 \$8,000 \$10,000 30 600 2,400 \$ 15,000 \$ 30,000 Tier B: \$10,000 - \$49,999 \$2,000 35 700 2,800 \$ 17,500 \$ 35,000 Tier C: \$50,000 - \$99,999 \$10,000 \$50,000 \$60,000 \$ 20,000 40 800 3,200 \$ 40,000 Γier D: \$100,000 - \$360,000 \$50,000 \$150,000 45 900 3,600 \$ 22,500 \$ 45,000 50 1,000 4,000 \$ 25,000 \$ 50,000 For example, if an Applicant received a Non-Competitive 55 1,100 4,400 \$ 27,500 \$ 55,000 60 1,200 4,800 \$ 30,000 \$ 60,000 Reimbursement Grant in the amount of \$15,000, and the 1,300 \$ 32.500 \$ 65,000 Competitive Reimbursement Grant Application was awarded 70 1,400 5,600 \$ 35,000 \$ 70,000 40 preference points, the Applicant will receive a new Grant 75 1,500 6.000 \$ 37,500 \$ 75,000 Agreement in the amount of \$5,200 for the Competitive 80 1,600 6,400 \$ 40,000 \$ 80,000 Reimbursement Grant. 85 1,700 6,800 \$ 42,500 \$ 85,000 90 1,800 7,200 \$ 45,000 \$ 90,000 95 1,710 6,840 \$ 42,750 \$ 85,500 [Base Award Amount (\$2,000) + Preference Points in Dollars 100 2,000 8,000 \$ 50,000 \$ 100,000 (\$3,200) = \$5,200 Award Amount Oregon Department of Education 24

And finally, this is how those preference points match up with the base award amount.

#### **Competitive Reimbursement Funds**



There will be multiple rounds of RFAs. If you have a zero balance you may apply again.

2019-2021 Biennium

- Round 1 22 applications, 22 awards totaling \$348,406.67
- Round 2 3 applications, 3 awards totaling \$2,253.33
- Round 3 10 applications, 10 awards totaling \$131,663.34
- Round 4 24 applications, 24 awards totaling \$378,138.00

2021-2023 Biennium

\$1,982,769 allocated to Competitive Reimbursement Grant so far.

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There will be multiple rounds of the competitive procurement grant. So, if you apply in round on, receive an award and use that up, you can apply for the next open round. All that is required to apply is that you again have a zero balance. Last biennium we were able to open 4 rounds of competitive reimbursement grants and anticipate being able to do at least that if not more this biennium.

## **Takeaways**



- · Take the time now to make a plan.
- Explore the available Farm to CNP resources if you need ideas for new products or producers to connect with.
- Sign up for our listserv so you know when the RFA is released.
- Fill out at least Part 1 of the application to get a base award amount.
- Fill out Part 2 of the application to receive preference points and a larger award amount.
  - · Fill out as many of the sections on each question as you can.
  - No answer means no points. Some kind of answer usually means more points.
  - Answer the question asked, be succinct and to the point.
- · Apply for another round if you have used up your funds!

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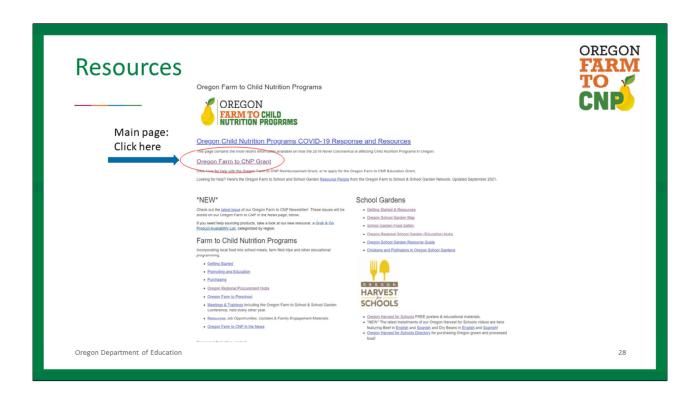
## Resources

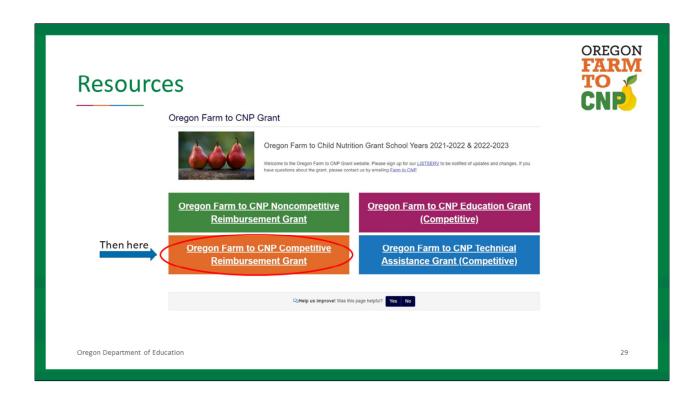


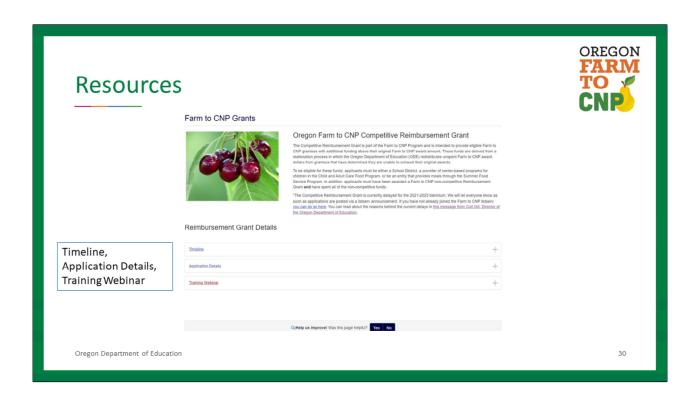
- Contact the distribution company you currently use
   Ask for a list of Oregon products
- Oregon Farm to School and School Garden Network
  - www.oregonfarmtoschool.org
- · Regional procurement hubs
  - www.oregonfarmtoschool.org/regional-hubs/
- Oregon Harvest for Schools Directory
  - https://www.oregonharvestforschools.com/
- Farm to CNP Combined Claims File
- ODE Farm to CNP webpage
  - www.bit.ly/f2sor

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# Oregon Department of Education Our "Why"



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#### **Equity and Excellence for Every Learner**

- The Oregon Department of Education works in partnership with school districts, education service districts and community partners;
- Together, we serve over 580,000 K-12 students;
- We believe every student should have access to a high-quality, wellrounded learning experience;
- We work to achieve the Governor's vision that every student in Oregon graduates with a plan for their future.

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**Education Equity Stance** 



Education equity is the equitable implementation of policy, practices, procedures, and legislation that translates into resource allocation, education rigor, and opportunities for historically and currently marginalized youth, students, and families including civil rights protected classes. This means the restructuring and dismantling of systems and institutions that create the dichotomy of beneficiaries and the oppressed and marginalized.

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