



# NY GovBuy

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# Buy NY Food

April 30 & May 1, 2019

#2019NYGovBuy  @NYSPRO  @nysprocurement

# Office of General Services

#2019NYGovBuy  @NYSPRO  @nysprocurement



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# New York State Finance Law

## Section 165(4)

- Empowers agencies to require some or all products to be:
  - Grown,
  - Harvested,
  - Produced, or
  - Processed in New York State

# Guidelines for Purchasing NYS Food

- Established jointly by Office of General Services and Department of Agriculture and Markets and includes:
  - Definition of New York State Food Products
  - Requiring that some or all products are New York State Food Products
  - Sample Solicitation Language
  - Vendor Certification Requirements and Sample Language
  - Reporting Requirements

# Reporting Requirements

- State agencies are required to report food purchases to OGS annually if a determination has been made that all or some of the food must be New York State Food Product
  - OGS centralized contracts (indicate NYS products)
  - Agency-specific food contracts
- Template to be used for reporting



# Guidelines and Reporting Requirements

Guidelines and reporting template can be accessed on the OGS website:

<https://ogs.ny.gov/procurement/buyny-guidelines>



# Department of Agriculture & Markets

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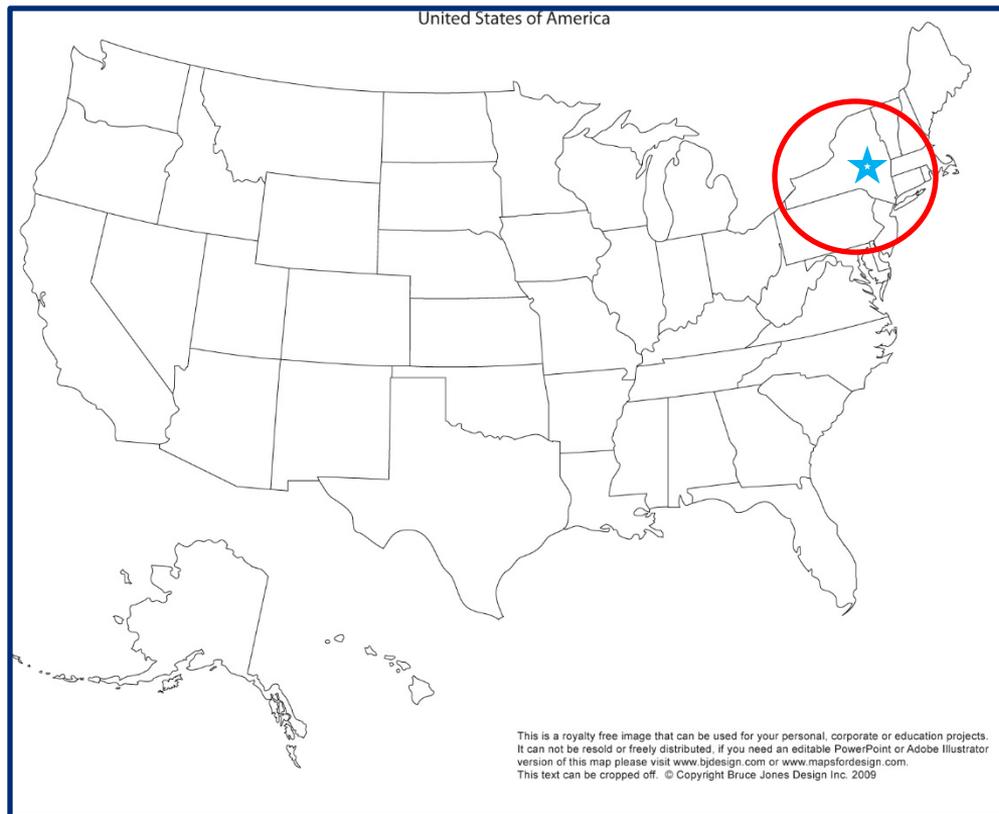


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# What is local?

## Geographic Preference

- Federal
- State
- Local



# Identifying & Procuring Local Products

- Direct purchasing/bids
- Cooperative purchasing
- Piggybacking
- Federal purchasing options (DOD Fresh, Fresh Fruits & Vegetables Pilot)



# How do we help?



# Example: Department of Corrections and Community Supervision

- **Goal:** Increase % of food budget going to local producers
- **Sample products:** Apples, potatoes, beans, yogurt, ice cream, milk, Jamaican beef patties, etc.





## Example: Department of Corrections and Community Supervision (continued)

- **Methods:** Direct bids/purchases, central contracts
- **Impact:** Significantly increased its purchase of New York State products, replacing several out-of-state products on its menu and spending over \$18 million in 2018 on New York State food and beverage purchases





# Example: Office of Mental Health

- **Goal:** Provide adults and children with healthier, fresher foods to help promote recovery and positive mental health
- **Sample products:** Beef, frozen & sliced onions, potatoes, apples, etc.
- **Methods:** Central contracts, direct bids/purchases (through cook chill facility)
- **Impact:** Continued to expand NYS grown/processed purchases through both central contracts and direct purchases, exceeding \$2.3M in 2018



# Example: 30% School Lunch Initiative

- **Goal:** Empower schools to purchase more local fresh food
- **Approach:** Increase reimbursement to \$0.25 per meal for schools purchasing at least 30% of foods for school lunch program from NYS producers
- **Sample products:** Hamburgers, potatoes, milk, apples, broccoli, greens and squash
- **Methods:** Direct purchases/bids, cooperative bids, etc.
- **Impact:** 2019 is baseline year



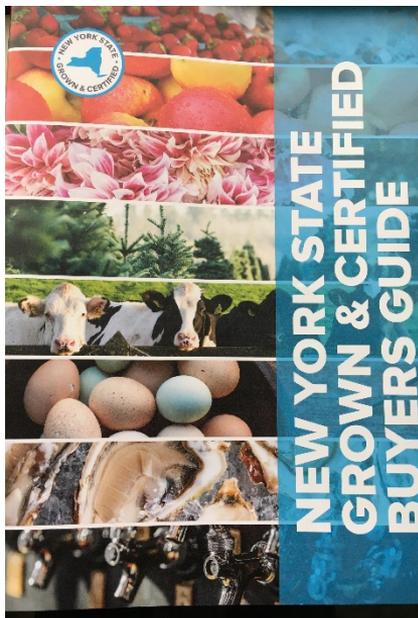
# New York State Grown & Certified

- **Goal:** Launched by Governor Andrew Cuomo in August 2016 to help consumers easily identify foods that are locally grown and adhere to a higher level of food safety and environmental stewardship
- **Impact:** Over 2,400 farms participating, representing over 525,000 acres and 15 commodities



CERTIFIED FOR FARM SAFE  
FOOD HANDLING AND  
ENVIRONMENTALLY  
RESPONSIBLE PRACTICES

# New York State Grown & Certified | Tools



Coming Soon:  
Buyer's Guide

Available Now:  
<https://certified.ny.gov/wheretobuy>

The screenshot shows the 'Where to Buy' tool on the website. At the top, there is a navigation bar with icons for 'ABOUT', 'WHERE TO BUY', 'GET CERTIFIED', 'FUNDING OPPORTUNITIES', 'RETAILERS AND RESTAURANTS', 'MARKETING MATERIALS', and 'CONTACT'. Below the navigation bar is a search bar with the placeholder text 'Name of the business (if you know it)' and a 'SEE RESULTS' button. The main content area displays a map of New York State with numerous blue location pins. To the right of the map, there are two business listings: 'Story Farms LLC' and 'Kleins Kill Fruit Farm'. The 'Story Farms LLC' listing includes the address '4640 Rt 32, Catskill, NY 12414', phone number '518-678-9716', and a link to '4640 Rt 32, Catskill, NY 12414'. The 'Kleins Kill Fruit Farm' listing includes the address '469 Rte 10, Germantown, NY 12526', phone number '518-828-6116', and a link to 'kleinskillfruit.com'. Below the map, there are social media links for 'facebook', 'twitter', 'instagram', and 'youtube'. At the bottom, there is a 'Terms of Service' link and a footer with 'NEW YORK STATE' logo and links for 'Agencies Services', 'App Directory', 'Counties', 'Events', and 'Programs'.



# Additional Resources

- [NY Harvest Chart](#) | What's in season when?
- [School food local procurement toolkit](#)
- Coming soon | Local procurement toolkit

