



# NY GovBuy

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Office of  
General Services



# Buy NY Food



May 2 & 3, 2017

#2018NYGovBuy  @NYSPro  @nysprocurement



# Agenda

- Introduction
- Office of General Services
  - Overview of the law
  - Guidelines for purchasing
  - Reporting Requirements
- Agriculture & Markets
  - How do we help?
  - Examples
  - Additional resources

# Office of General Services

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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 include:
  - 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 OGS Procurement Services website:



<https://nyspro.ogs.ny.gov/content/food-guidelines>

# Agriculture & Markets

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# What is geographic preference?

- Federal
- State
- Local



# Other methods

- Direct purchasing/bids
- Cooperative purchasing
- Piggybacking
- Federal purchasing options (USDA Commodities, DOD Fresh)





# How do we help?

- Quarterly interagency procurement calls to facilitate best practice sharing to enhance local purchasing
- Assist agencies in finding NYS products and producers
- Build producer capacity through NYS Grown & Certified
- Technical assistance and troubleshooting



# 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 more than \$8 million to purchase New York State food and beverages



# 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





# Example: Farm-to-School

- **Goal:** Increase fresh, local foods served in schools; connect New York's farmers to new markets
- **Sample products:** Hamburgers, potatoes, milk, apples, broccoli, greens and squash





# Example: Farm-to-School (continued)

- **Methods:** Direct purchases/bids, cooperative bids, technical assistance
- **Impact:**
  - NY Thursdays, including NY beef patty pilot, potato pilot, etc.
  - USDA unprocessed fruits & vegetables pilot
  - **\$1.85M** committed in Farm-to-School grants since 2015; **\$1.5M** budgeted for this year
  - Hosted Governor's Farm-to-School summit for **100+**
  - Trained approx. **1,000** professionals in partnership with State Education Department & School Nutrition Association



# Additional Resources

- [NY Harvest Chart](#) | What's in season when?
- [Finding producers](#)
- [School food local procurement toolkit](#)
- Additional resources

From A(pples) to Z(ucchini),  
your guide to New York's produce

Fruits	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Apples												
Blackberries												
Blueberries												
Cantaloupes												
Cherries, Sweet												
Cherries, Tart												
Currants												
Grapes												
Peaches												
Pears												
Plums												
Prunes												
Raspberries												
Strawberries												
Watermelon												

Department of  
Agriculture and Markets  
New York's Farms and Food

Welcome to the New York Department of Agriculture and Markets' Farms and Food website.

1000 locally grown farms, over 4,000 food manufacturers and 700 farmers markets across the state. New York grows produces some of the best agricultural products in the world. Use this database as a resource to quickly and easily connect to New York's pick-your-own farms, restaurants, food manufacturers, vendors, growers and wholesalers. Farmers markets, sign-up for subscriptions and report the paper you'd like to see and explore all the great opportunities available to visit and support your favorite New York farm location.

The database is always being updated, so check back often!  
To be featured on this website, go to: [helpNY.gov](#)

Pick Your Own Farms | Farms & Fresh Produce | Wineries | Nurseries & Greenhouses

Getting  
*Local Food*  
into  
New York State Schools

*A compilation of useful resources for starting*

NEW YORK STATE Agriculture and Markets

# Questions?

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# Contact Us

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