



MONTANA FOOD FOR MONTANA SCHOOLS

A LOCAL PROCUREMENT TRAINING AND ABUNDANT CONNECTIONS PRODUCER + SCHOOL MEETUP

Agenda

- Introductions
- F2S Foundations
- Harvest of the Month
- Procurement Basics
- Product Regulations
- Local Procurement Strategies
- Resources
- Discussion



MONTANA FOOD FOR MONTANA SCHOOLS

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CONNECTIONS PRODUCER + SCHOOL MEETUP

Introductions



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Farm to School Foundations

**School
Gardens**



Procurement

Education



Procurement



MANHATTAN-CHRISTIAN



MISSOULA

Photo Credit: ABC FOX Montana

Post-it 2 in 1

TRY IT!

Roasted Carrot Hummus



| Tried it | Liked It | LOVED IT! |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



LIVINGSTON



Sources



School Gardens



Farmers + Ranchers



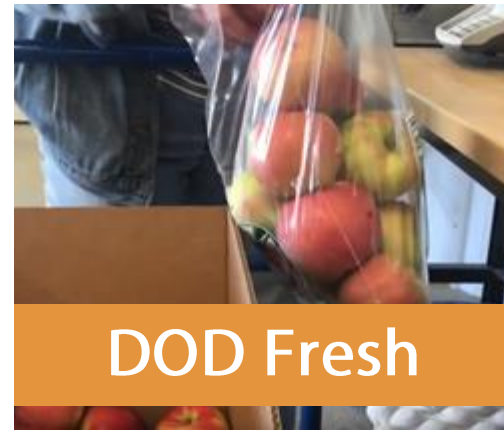
Co-Ops



Processors



Distributors



DOD Fresh

**School
Gardens**





HINSDALE



BOZEMAN

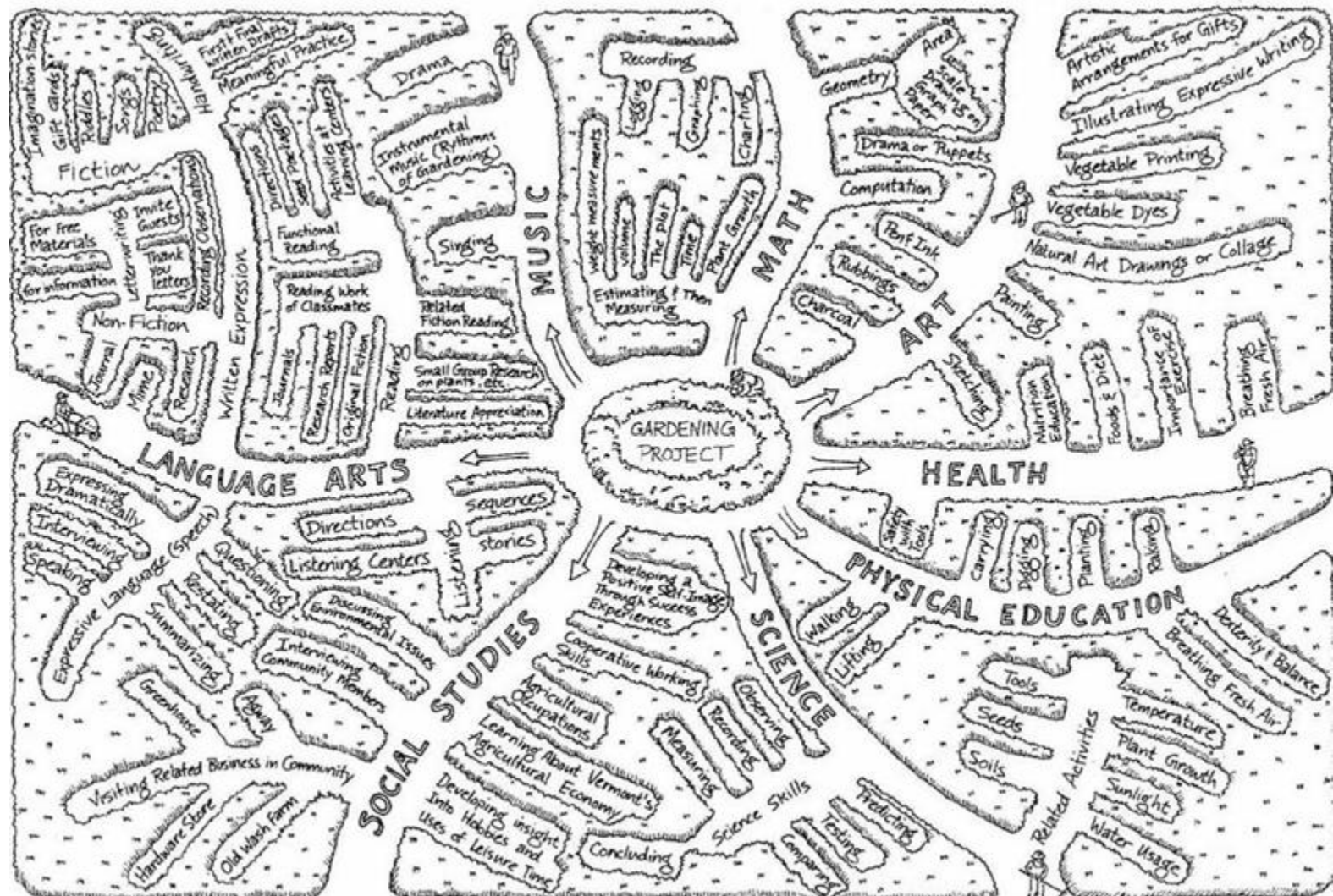
Photo Credit: Gallatin Valley Farm to School



HINSDALE



Education





POLSON

<https://www.facebook.com/watch/?v=791055875180385>



ENNIS

Photo Credit: GROWW Program Facebook

Calendar 2023-2024



August – Cherries



September – Herbs



October – Brassicas



November – Apples



December – Carrots



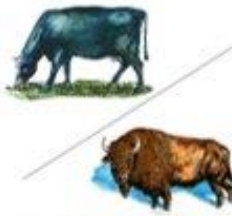
January – Lentils



February – Beets



March – Grains



April – Beef + Bison



May – Chickpeas



June – Leafy Greens

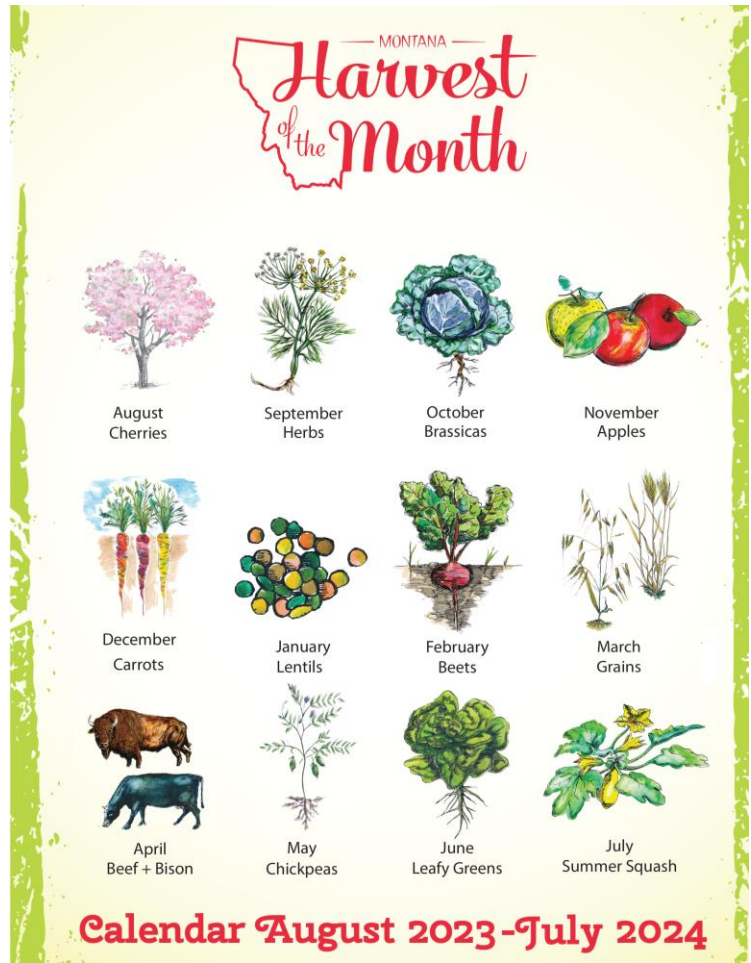


July – Summer Squash

Montana Harvest of the Month

Each month participants showcase the Montana grown or raised food by:

- Administering a taste test
- Serving it in a meal
- Hosting an educational activity
- Distributing and displaying materials: recipe cards, handouts, stickers, posters, shop tags



Brassicas

Harvest of the Month

Did You Know

Brassica is a genus of woody related plants in the mustard family. There are 700+ species of Brassica, or Brassicaceae family, ranging from cauliflower to kohlrabi. There are several subcategories of Brassica grown to eat the same or similar parts: leafy greens (kale, collard greens, and chard), stems (celery root), flowers (broccoli, cauliflower, Brussels sprouts, and others), and other parts (rutabaga). Many of the Brassicas that we enjoy at food fairs either originated as wild ancestors of the Brassica that we enjoy at food fairs or were domesticated on the same continent as the Brassica that we enjoy at food fairs.

Wild Ancestors of Brassica

- Broccoli**
- Cauliflower**
- Brussels sprouts**
- Chard**
- Kale**
- Collard greens**
- Turnip**
- Rutabaga**
- Broccoli**
- Cauliflower**
- Brussels sprouts**
- Chard**
- Kale**
- Collard greens**
- Turnip**
- Rutabaga**

Brassica is a popular vegetable in many cuisines. It is also a good source of Vitamin A, Vitamin C, and fiber. Brassicas are also rich in antioxidants and phytochemicals that may help reduce the risk of heart disease and cancer. Brassicas are also a good source of calcium, potassium, and iron.

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Brassicas

Harvest of the Month

Nutrition Information

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Cooking

Brassicas can be enjoyed raw, such as in a salad, or cooked, such as in a soup. They are also a good source of calcium, potassium, and iron. Brassicas are also a good source of antioxidants and phytochemicals that may help reduce the risk of heart disease and cancer.

Buying Tips

When buying Brassicas, it is important to make sure the vegetable is dense and firm. Avoid Brassicas that are limp, discolored, or bruised.

Winter Squash

Harvest of the Month

Winter squash is a delicious and nutritious vegetable. It is a good source of Vitamin A, Vitamin C, and fiber. Winter squash is also rich in antioxidants and phytochemicals that may help reduce the risk of heart disease and cancer.

Winter Squash and Kale Quesadillas

Harvest of the Month

These are a delicious meal, easy for lunch or dinner, and can contain ground beef or shredded chicken for additional protein.

Ingredients

- 1/2 whole winter squash, peeled, seeded, and diced
- 2 1/2 Tbsp canola oil
- 1/4 tsp kosher salt
- Black pepper to taste
- 1/4 tsp chili powder
- 3/4 bunch of kale, leaves torn, discard stalks
- 6 flour or corn tortillas, small fajita sized, flour tortillas are sturdier
- 1 1/2 cups Monterey jack or cheddar cheese, grated
- 1 Tbsp butter for pan
- Salsa, avocado, hot sauce, or other toppings for servings

Preparation

- Heat oil in a large skillet over high heat.
- Add squash and sprinkle with salt, pepper, and chili powder. Cook for several minutes, turning gently with a spatula, until squash is deep golden brown and tender (but not falling apart). Move to a plate and set aside.
- In the same skillet, heat butter or oil over medium-high heat and add in the kale. Toss it around with tongs and cook it for 3-4 minutes. Add in the cooked squash and gently toss together. Set aside.
- In a separate skillet, heat oil or butter and lightly brown both sides of the 8 tortillas. Build the quesadillas one by one by adding a layer of cheese topped with a layer of squash/kale mixture on half of the tortilla and then folding it over. When the cheese is melted, flip to the other side for 1-2 minutes, remove from skillet, and cut in half or thirds. Serve with salsa, avocado, or any sides you'd like!

Harvest of the Month at Home

Bison

Did You Know

Bison are the largest land mammals in North America. Male bison (called bulls) weigh up to 2,000 pounds and stand 6 feet tall, while females (called cows) weigh up to 1,000 pounds and reach a height of 4-5 feet. Bison calves weigh 30-70 pounds at birth.

Bison calves tend to be born from late March through May and are orange-red in color. After a few months, their hair starts to change to dark brown and their characteristic shoulder hump and horns begin to grow.

Though large, bison can run up to 35 miles per hour. They can spin around quickly, jump high fences, and are strong swimmers. Due to their powerful head and horns, bison are incredibly dangerous to anyone they consider to be a threat.

Harvest of the Month

Bison

Recipe

Butternut Bison Lasagna

Adapted from IndagKitchen

Servings: 6

Ingredients:

- 1 lb Ground bison
- 1 1/2 oz can Tomato sauce, low sodium
- 1 Small Onion or wild onion, minced
- 1 tsp Garlic powder
- 1 tsp Dried basil
- 1 tsp Dried oregano
- 1 tsp Salt
- 1/2 tsp Ground black pepper
- 1 tsp Olive oil
- 3 Large Butternut squash, peeled and cut into 1/2 in slices
- 3/4 cup Mozzarella cheese, shredded (optional)

Preparation:

- Preheat oven to 400°F.
- Add bison to pan. Cook on med-high heat until browned, about 6 minutes.
- Add the tomato sauce, onion, garlic, basil, oregano, salt, and pepper. Turn heat down to low and let simmer for about 10 minutes, with a lid.
- Assemble the lasagna in a 7x11 inch baking dish, or another medium sized dish. Add oil to the bottom of a baking dish, alternate layers of butternut squash slices with the meat sauce. Keep making layers until all the ingredients are used. Finish with meat sauce on top.
- Optional: top with mozzarella.
- Bake for about 30 minutes with foil on top, or until squash is soft. Remove foil and cook for another 5-10 minutes until cheese is golden.

Herbs

Harvest of the Month

Herbs are a great addition to any meal. They add flavor and aroma to dishes. Some herbs are also known for their health benefits. Basil, cilantro, dill, sage, oregano, and chives are all popular herbs used in cooking.

Dig Deeper

Harvest of the Month

For information recipes, lessons, resources, guides, and more, visit: mtharvest.com

Harvest of the Month at Home

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What's in a name?

The American bison goes by many names, including the colloquial term buffalo. These materials use bison and buffalo interchangeably. The scientific name is *Bison bison*. Indigenous people from this area have used other names for their massive creatures long before any of these scientific terms were used:

- Blackfeet (Wistatigi) – **imni**
- Assiniboin (Blaakoo) – **tatanga**
- Sioux (Dakota) – **tatanka**
- Salish (Salish) – **iywiyay**
- Crow (Lipanah) – **biakie**
- Ojibwa (Tatsheshtishas) – **hotoo'a**
- Gros Ventre (Katinin) – **eneeCee**
- Ojibwa (Anishinabew) – **bizhiki**
- Kootenai (Btanaas) – **Kamquku'uyam**

Watch the Montana Harvest of the Month bison video to hear pronunciations of buffalo in several of these languages.

Hide

- Moccasins, Caddis, Winter Robes, Shirts, Leggings, Beds, Headbands, Beanie Hats, Duffs, Boots, Saddles, Straps, Armbands, Quirts, Whips, Amulets, Bull Roaches

Rainhide

- Moccasins, Shields, Baskets, Moccasins, Sides, Beds, Headbands, Beanie Hats, Duffs, Boots, Saddles, Straps, Armbands, Quirts, Whips, Amulets, Bull Roaches

Brain

- Brain (Wistatigi) – **imni**

Horns

- Corn Spikes, Jades, Headbands

Tongue

- Best Part of the Heart for tenderness and flavor

Beard

- Ornaments for Weypons

Hair

- Headbands, Saddle Pads, Pillows, Ropes, Hatters

Bones

- Arrows, Arrowsheads, Shovels, Spears, Hammer Heads, Saddle Horns, War Clubs, Game Dice

Stomach

- Baskets, Caps, Dishes, Cooking Pots

Fat

- Soup, Cooking Oil

Harvest of the Month

Bison

Montana Harvest of the Month is a program that promotes the sale and use of Montana bison products. It is a great way to support local agriculture and enjoy fresh, high-quality bison products.

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Harvest of the Month

Bison

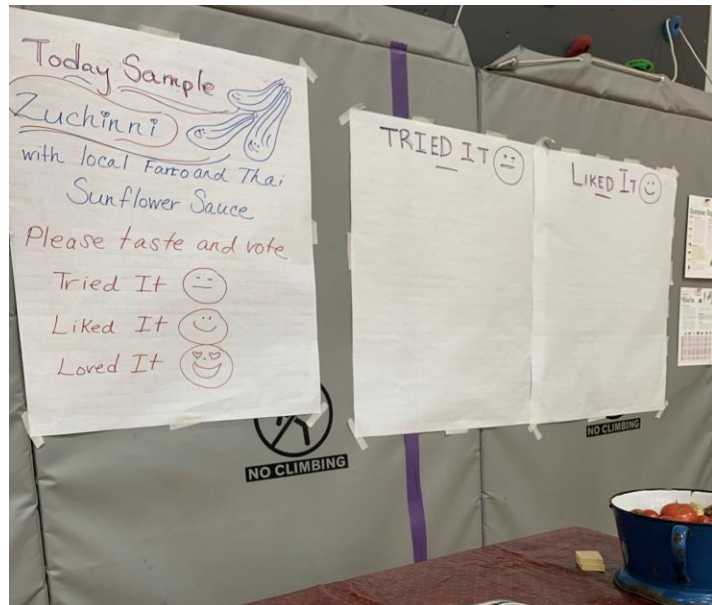
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I TRIED CARROTS!

Harvest of the Month

Carrots are a delicious and nutritious vegetable. They are a good source of Vitamin A, Vitamin C, and fiber. Carrots are also rich in antioxidants and phytochemicals that may help reduce the risk of heart disease and cancer.



Learn More about Montana Harvest of the Month

Resources

- mtharvestofthemonth.org
- [How it works short video](#)

Contacts

- Molly Kirkham, mollyk@ncat.org
- Jay Stagg, jay.stagg@montana.edu

Registration
Open!

Farm to School
Workshop: Harvest
of the Month in the
Flathead



October 28, 2023

9 AM - 4 PM

Glacier Gateway
Elementary School

Columbia Falls

mtharvestofthemonth.org/FlatheadHOM/

Farm to School Benefits

Public
Health

Support
Local
Economy

Education

Environment

Community
Engagement



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Procurement Basics

What Part of the Dollar?



Cash Reimbursement

DoD Fresh USDA Foods

Why are Procurement Rules Important?

To ensure that program benefits (and taxpayer dollars!):

- Are received by eligible schools and children
- Are used effectively and efficiently

BUT don't let the rules scare you! you can:

- purchase local
- support your community
- increase student meal participation

The 3 Procurement Thresholds

Micro

- <\$10,000
- No quotes needed
- Equitable Distribution
- Document*

Informal/Small

- \$10,000 - \$80,000 (MT)
- Quotes needed:
can use price list, email, phone
- Documentation

Formal

- >\$80,000 (MT)
- Full bid process
- Documentation

Procurement Processes

Micro

- <\$10,000
- No quotes needed
- Equitable Distribution
- Document*

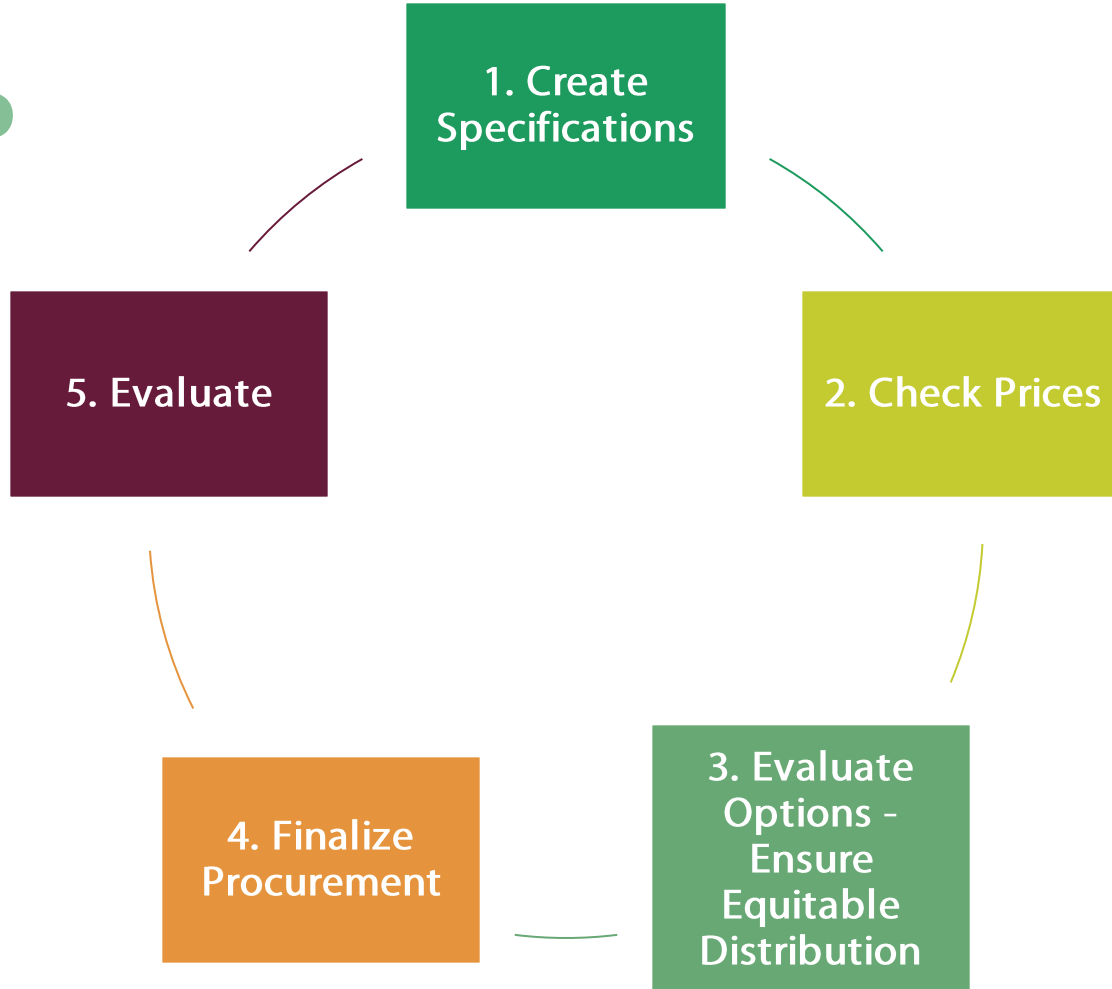
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Procurement Processes

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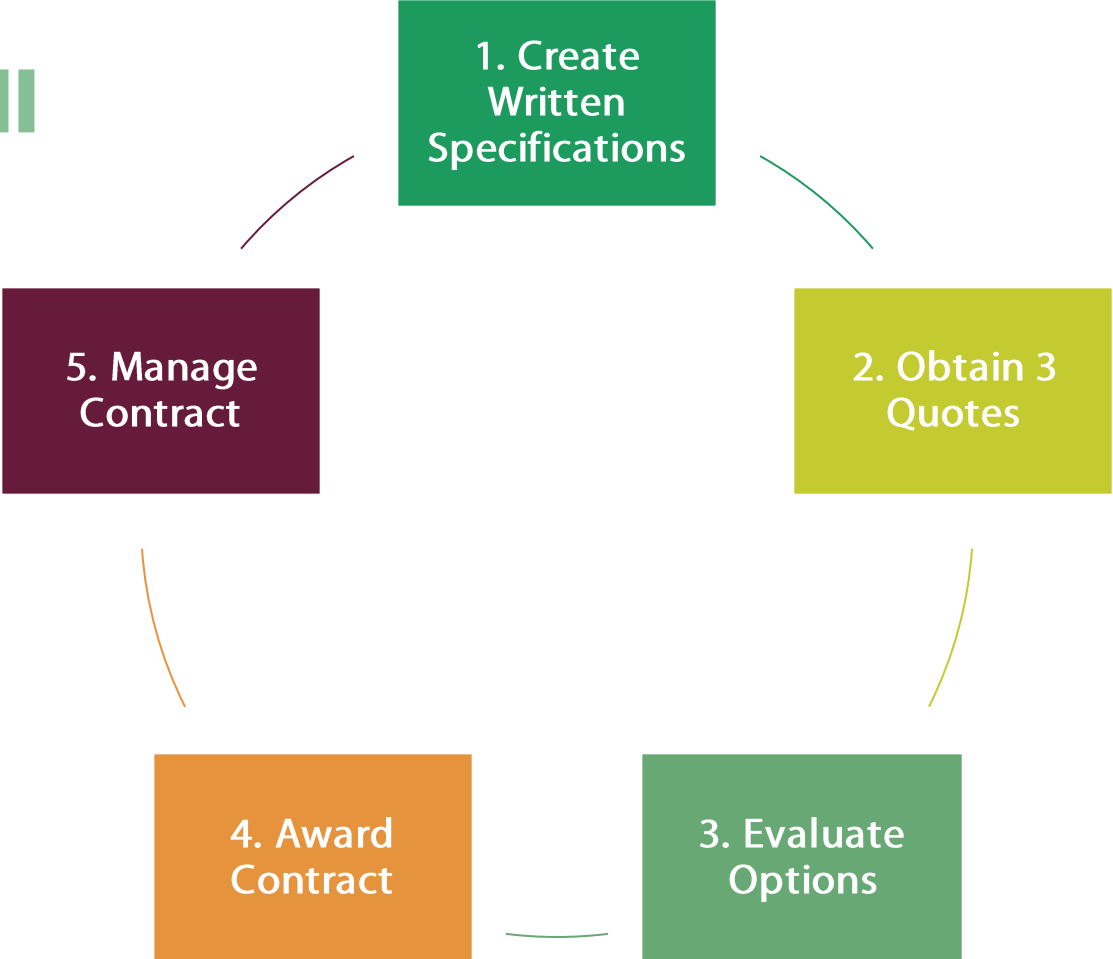
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Procurement Processes

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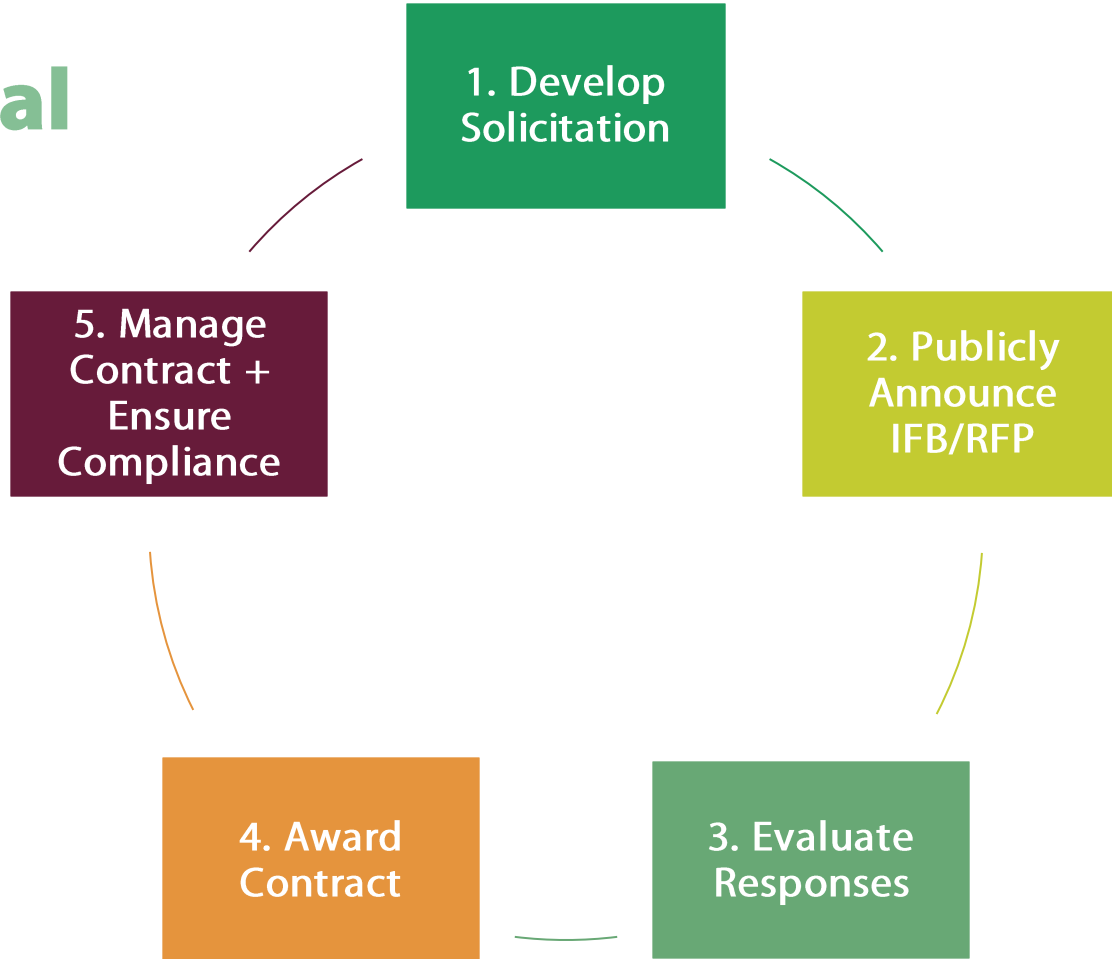
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Formal



Splitting Procurements

- SFAs cannot arbitrarily divide purchases to fall below the small purchase threshold.
- In some instances, however, characteristics of a product or market justify the need to separate it from the overall food procurement.
 - Such as Harvest of the Month programs, taste tests, products for a Farm to School Month promotion. (But you still can't use local as a specification!)

Be Clear: Writing Specifications

- Product Name
- Variety
- Grade
- Size
- Quantity
- Quality
- Cleanliness
- Packaging
- Delivery
- Food Safety
- Farm Practices and Characteristics
- Other requirements based on product or service
- Local **cannot** be used as a specification

Be Clear: Writing Specifications

- Be flexible
- Don't include unnecessary requirements
- Consider what a vendor new to the school food market might not know
 - Condition upon receipt of product
 - Food safety needs
 - Size uniformity

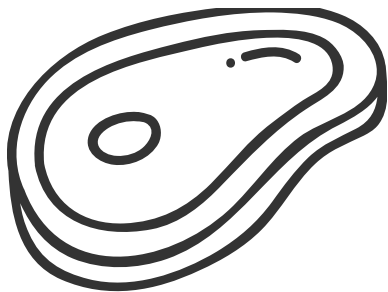


MONTANA FOOD FOR MONTANA SCHOOLS

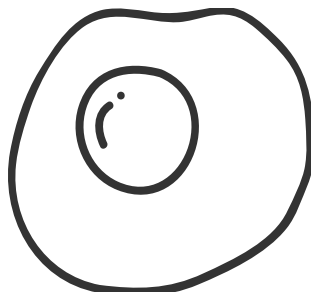
A LOCAL PROCUREMENT TRAINING AND ABUNDANT
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Food Regulations

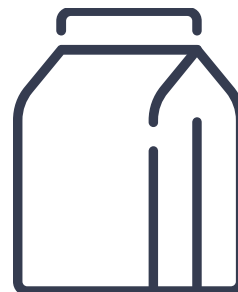
Regulations



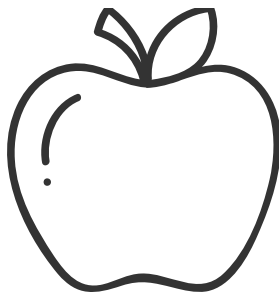
Meat



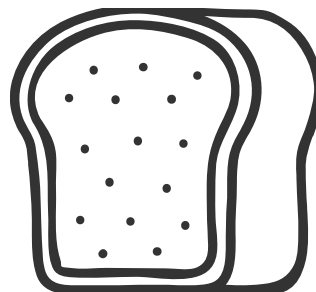
Eggs



Dairy



Produce

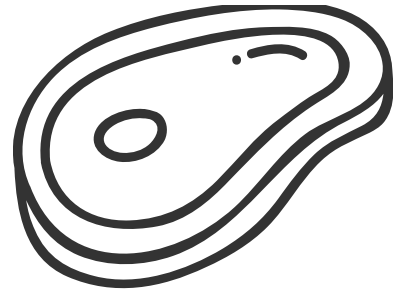


Processed

Meat

Meat that is processed in Montana and sold or donated to an SFA in Montana must be:

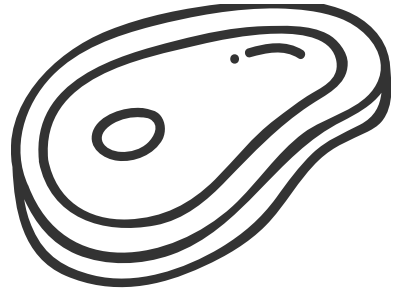
- A. State Inspected
- B. Federally Inspected
- C. Either



Meat

Meat that is processed in Montana and sold or donated to an SFA in Montana must be:

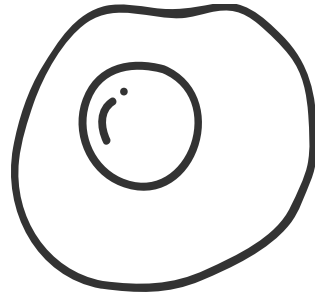
- A. State Inspected
- B. Federally (USDA) Inspected
- C. **Either**



Eggs

Eggs must be:

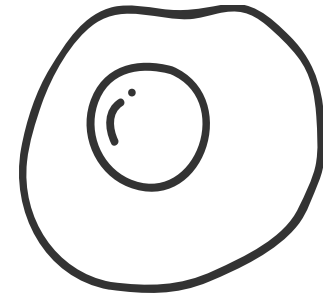
- A. Grade B or higher
- B. Certified Free Range
- C. No licensing or requirements



Eggs

Eggs must be:

- A. Grade B or higher
- B. Certified Free Range
- C. No licensing or requirements



Dairy

Milk must be:

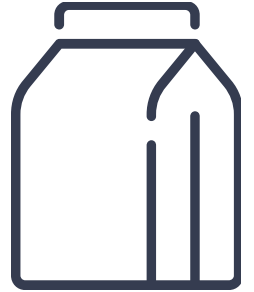
- A. Certified Organic
- B. Pasteurized in a licensed facility
- C. No licensing or requirements



Dairy

Milk must be:

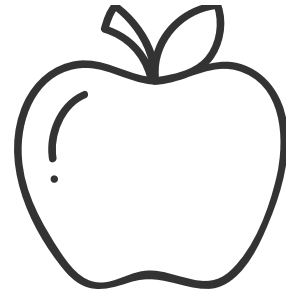
- A. ~~Certified Organic~~
- B. **Pasteurized in a licensed facility**
- C. No licensing or requirements



Produce

To sell raw, unprocessed vegetables to a school, a farmer must have the following:

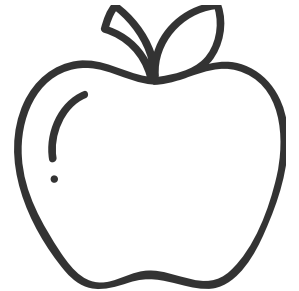
- A. GAP certification
- B. Fruit and Vegetable License
- C. It depends



Produce

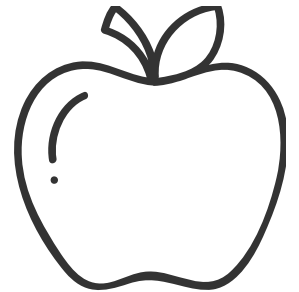
To sell raw, unprocessed vegetables to a school, a farmer must have the following:

- A. GAP certification
- B. Fruit and Vegetable License
- C. **It depends**



Produce

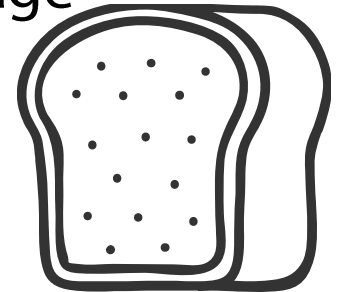
- Contact county sanitarian
- Follow best practices for food safety and agricultural practices
- Produce Dealers License from MT Dept of Ag
- Producer should contact MT Dept of Agriculture to determine what rules to follow from FSMA (many may be exempt).



Processed

To sell processed products including baked goods, jam, squash puree, etc. to a school, a Montana business must have:

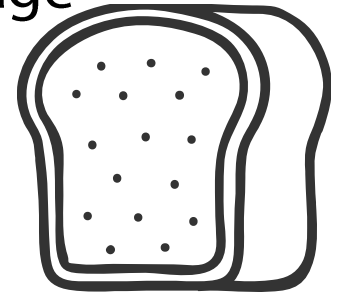
- A. Wholesale Food Establishment License
- B. GAP certification
- C. Liability insurance with \$10 million in coverage



Processed

To sell processed products including baked goods, jam, squash puree, etc. to a school, a Montana business must have:

- A. Wholesale Food Establishment License
- B. GAP certification
- C. Liability insurance with \$10 million in coverage





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Local Procurement Strategies

Use Resources

Montana Farm to Cafeteria Guide

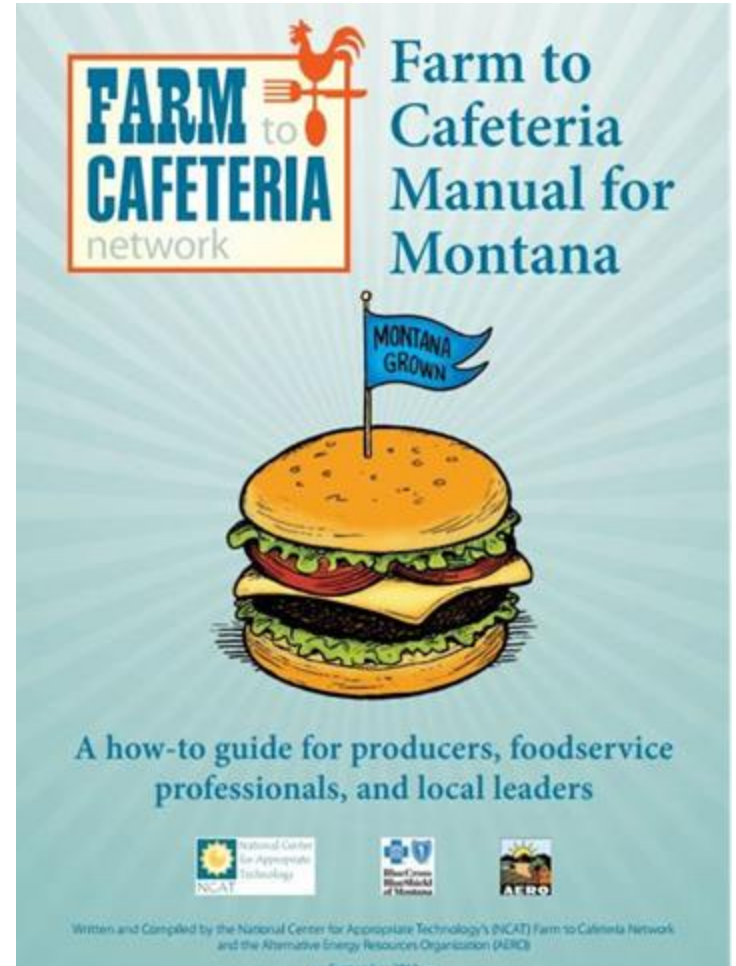
www.montana.edu/mtfarmtoschool

USDA Local Procurement Guide

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

Beef to School Procurement
Templates

www.montana.edu/mtfarmtoschool/beeftoschool.html





Puget Sound Food Hub Cooperative

Mount Vernon, WA



Local Inland Northwest Cooperative Foods

Spokane, WA



Western Montana Growers Cooperative

Missoula, MT



Kitchen Sync Strategies: Sales Broker for the NW Food Hub Network

- I'm here to help you set up an account to access Montana foods
- We'll identify which local products are a good fit for your menu
- Plan recurring deliveries, or one-off orders



3 quick steps to get started

- 1) Set up intro call w/ me!
- 2) Quick onboarding process
- 3) **Place your order using LFS funds!**



Ready to Dig In?

Montana Harvest of the Month

mtharvestofthemonth.org

Montana Farm to School

www.montana.edu/mtfarmtoschool

Facebook

<https://www.facebook.com/montanafarmtoschool>

Instagram

<https://www.instagram.com/mtfarmtoschool/>

Contact

Jay Stagg

(406) 994-5996 | jay.stagg@montana.edu



Ready to Dig In?

PROCUREMENT GUIDE

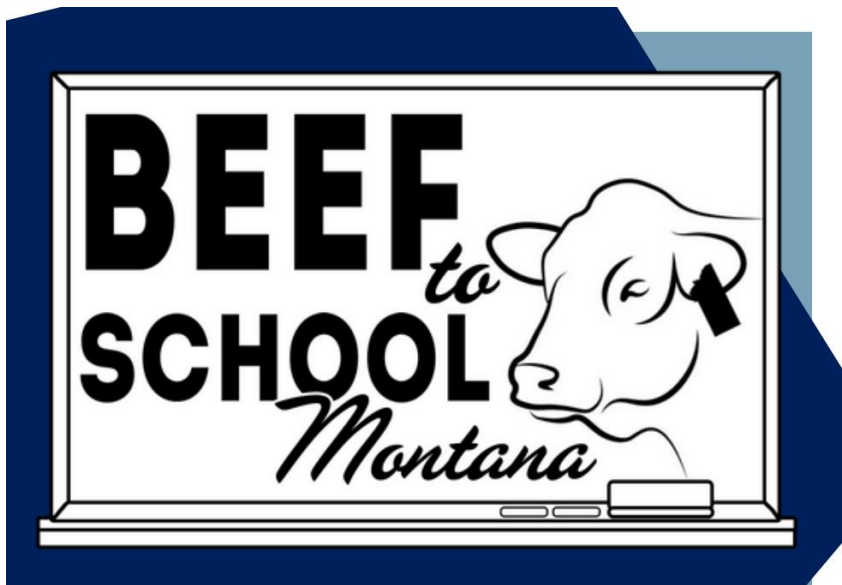
Montana Office of Public Instruction
School Nutrition Programs



Ready to Dig In?



Ready to Dig In?



Ready to Dig In?

MONTANA APPLES¹



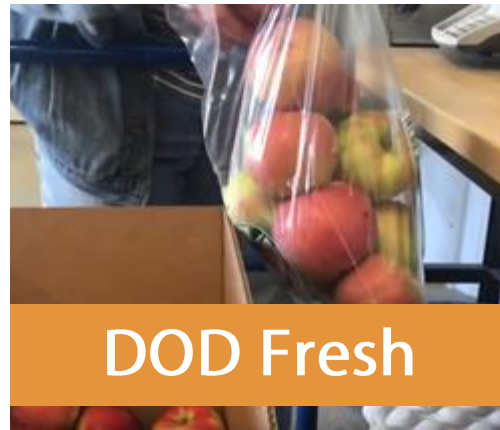
MTAPPLES.ORG



Top School Nutrition and Producer Questions

- 1. What produce will you have?**
- 2. When will you have it?**
- 3. How will you notify me?**
- 4. How much notice do you need for an order?**
- 5. How will it arrive?**
- 6. What's the back-up plan for poor harvests?**
- 7. When can you visit the school?**
- 8. How would you like to be invoiced?**
- 9. 30/60/90- day payments**

Sources







Jay, Haley, Erin, Dave, Michelle, Amber, Emily

