



SFUSD SAN FRANCISCO
PUBLIC SCHOOLS

Student Nutrition Services



GFPP Progress

SFUSD

- 50,307 students (Prek-12)
- 130+ schools
- Demographics
 - 35% Asian
 - 27% Latino
 - 15% White
 - 7% African American
- 50% Free/Reduced Students



SNS Meal Programs

- 7-8 million meals per year
 - Breakfast 7-8,000 daily
 - Lunch 20-23,000 daily
 - Snack 3-11,000 daily
 - Supper 6-7,000 daily
- CACFP & NSLP Meal Programs
- 200+ Employees
- 130+ School Sites
 - EED
 - Refresh **refresh**
 - Heat and Serve



VALUES SHAPE POLICY & PRACTICE

The Good Food Purchasing Program is a Commitment to:





PURCHASING
PROGRAM

San Francisco Unified School District

Good Food Purchasing Annual Findings

School Year 2019 – 2020

June 11, 2021



PURCHASING
PROGRAM

SFUSD Annual Summary

\$7,668,270

in Total Food Spend

4 out of **5**

baseline goals met

19

Total Points Earned

Progress toward baseline & total qualifying purchases		Baseline Goal ¹	Standard Points	Extra Points	Baseline Met
Local Economies	20.8% or \$1.6m	15%	1	3	✓
Environmental Sustainability	2.3% or \$179k	5%*	0	0	-
Valued Workforce	12.3% or \$940k	5%*	6	1	✓
Animal Welfare		5%*	1	0	✓
Nutrition	68% of applicable items met	51% met	2	5	✓
Total			10	9	

Key Take-aways

- SFUSD meets four out of five baseline standards in the Good Food Purchasing Program.
- SFUSD invests \$1.6m in the local food economy, including \$313k in mid-sized family and cooperatively owned businesses.
- 29% or \$685k of SFUSD's animal products are verified raised without routine antibiotic use.
- SFUSD made significant investments in USDA Organic foods and high animal welfare purchases (Global Animal Partnership certified products).
- SFUSD continues to outreach suppliers with significant labor violations.






¹ The Environmental Sustainability and Valued Workforce categories have additional baseline requirements

* 5% qualifying at Level 3

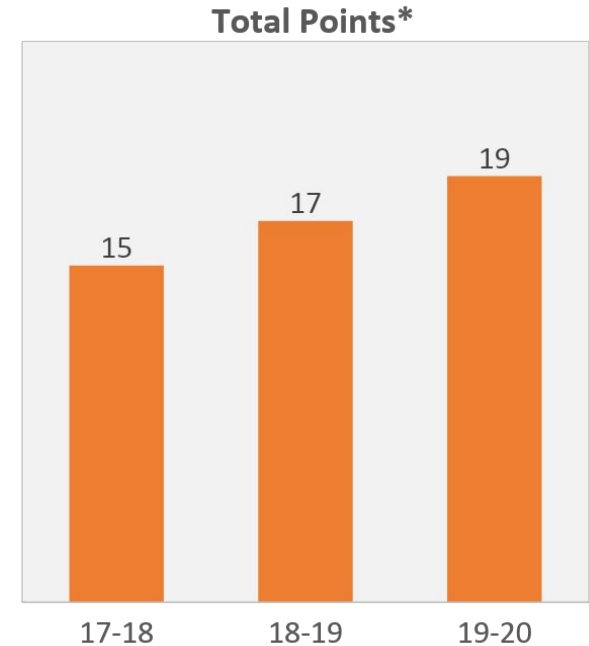


PURCHASING
PROGRAM

SFUSD Trend Summary

School Year						Total Baselines Met
2017 – 2018	✓				✓	2 out of 5
2018 – 2019	✓		✓		✓	3 out of 5
2019 – 2020	✓		✓	✓	✓	4 out of 5

Getting Closer to Good Food Provider Status – San Francisco Unified School District has consistently improved in every assessment in the past three years and is one baseline standard away from achieving the Good Food Provider status at the four-star rating!



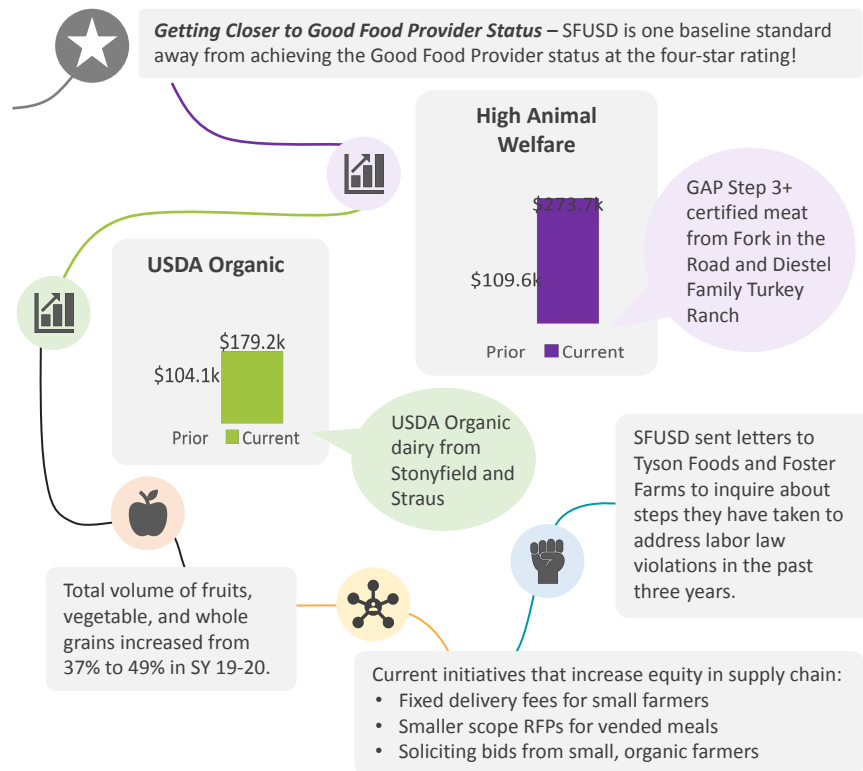
**total points are based on updated methodology*



SFUSD Trend Highlights

Key Trends for School Year 2019 - 2020

- 1 SFUSD increased investments in foods that qualify across multiple values categories, doubling purchases of high animal welfare and USDA Organic products. The District achieved the baseline in Animal Welfare in SY 19-20.
- 2 SFUSD's purchases of animal products verified raised without routine antibiotics increased from 23% to 29% of total spend on animal products.
- 3 The District increased purchases of whole fruits, vegetables, and whole grains.
- 4 SFUSD continues to work with distributors to expand its supply chain to small suppliers and invest in infrastructures that facilitate working with small growers and processors.
- 5 The District continues to outreach suppliers with supply chain labor law violations to maintain the Valued Workforce baseline requirement.





Local Economies

Progress Toward Baseline & Qualifying Purchases

20.8% of total food spend is locally sourced (\$1,597,260)

Baseline Goal	Total Points	Baseline Met
15%	3	✓

1 STANDARD POINT

3 EXTRA POINTS

- 2 points - SFUSD develops supply chain infrastructure that facilitates working with small suppliers
- 1 point - SFUSD partners with Career and Technical Ed program to promote careers in the food industry.

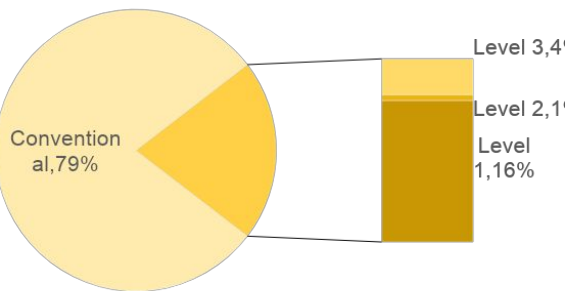
KEY SUPPLIERS (over \$40k spent)**

Level 3 – Medium, within 250 miles (500 for meat):

- Athens Baking Company (\$148,598)
- Fork in The Road Foods (\$126,507)
- Michael B's Food Products (\$95,382)
- Straus Family Creamery (\$46,251)

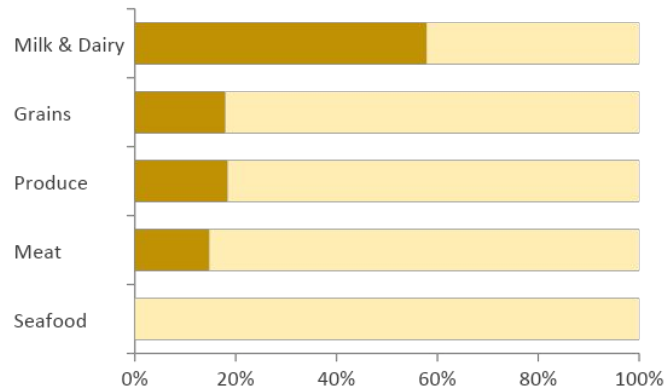
Level 1 – Very Large, within 250 miles (500 for meat):

- Crystal Creamery (\$729,960)
- Bee Sweet Citrus (\$133,978)
- Foster Poultry Farms (\$80,450)



- Custom Produce Sales (\$56,882)
- Family Tree Farms (\$51,180)

What Percentage of Each Product Category is Local?



The dollar amounts under Key Suppliers is the **unweighted dollar amount spent on each supplier.



Valued Workforce

Progress Toward Baseline & Qualifying Purchases

12.3% of total food spend is fair (\$939,822)

Baseline
Goal

5%

Total
Points

7

Baseline
Met



Additional baseline requirement:

Take requested steps to outreach vendors with labor law violations



What Percentage of Each Product Category is Fair?

6 STANDARD POINTS

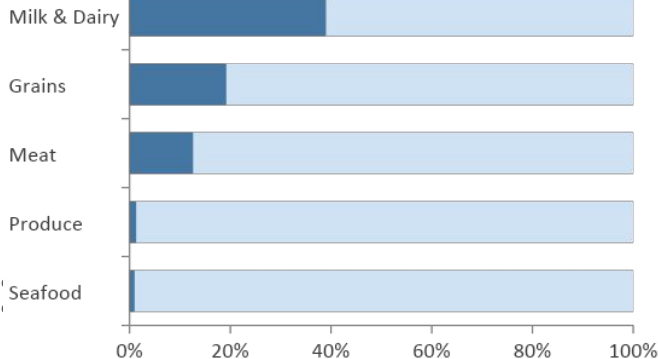
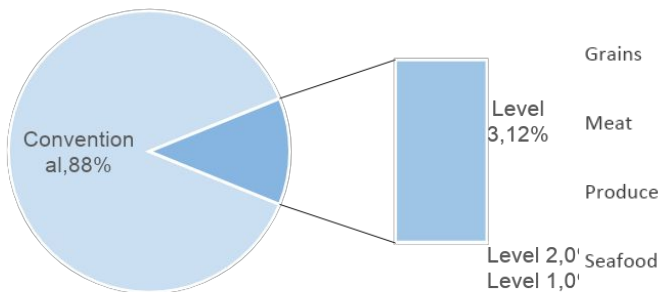
1 EXTRA POINT

- SFUSD adopts a living wage policy

KEY SUPPLIERS (over \$40k spent)*

Level 3 – Union contracts:

- Sysco San Francisco - Fremont, CA (\$946,284)
- Crystal Creamery - Modesto, CA (\$729,960)
- Athens Baking Company - Fresno, CA (\$148,598)
- Foster Poultry Farms - Livingston, CA (\$80,450)



*The dollar amounts under Key Suppliers is the **unweighted** dollar amount spent on each supplier. The listed companies have multiple locations. Only products that come from unionized manufacturing/processing plants count as Level 3 Valued Workforce.



Nutrition

Progress Toward Baseline & Qualifying Purchases

Baseline
Goal

Total
Points

Baseline
Met

68% of all applicable checklist items met

51%

7



2 STANDARD POINTS

- 19 of 28 applicable checklist items met (68%)

5 EXTRA POINTS

- SFUSD earns 5 extra points by 1) implementing portion control strategies, 2) offering culturally appropriate menu items, 3) implementing a healthy vending machine policy, 4) partnering with Health & Wellness, Health Advocates, and FoodCorps to create and provide nutrition education programming, 5) having a worksite wellness program

Nutrition Goals	Points Earned	Applicable Points
High Priority (Worth Two Points Per Item Met)		
Healthy Procurement	4	10
Healthy Food Service Environment	5	6
Health Equity	2	2
Priority (Worth One Point Per Item Met)		
Healthy Procurement	3	5
Healthy Food Preparation	2	2
Healthy Food Service Environment	3	3
Total	19	28



Animal Welfare

Progress Toward Baseline & Qualifying Purchases

11.6% of total food spend is high animal welfare (\$273,712)

Baseline
Goal

15%

Total
Points

1

Baseline
Met



1 STANDARD POINT

0 EXTRA POINTS

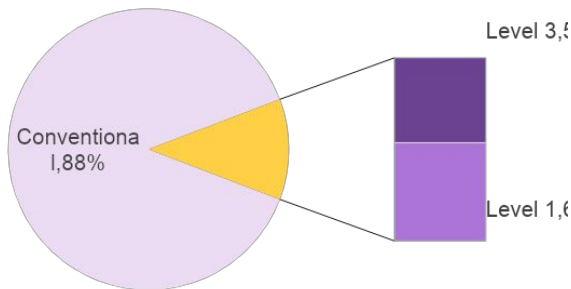
KEY SUPPLIERS (over \$40k spent)

Level 3 – Animal Welfare Approved, GAP Step 4+:

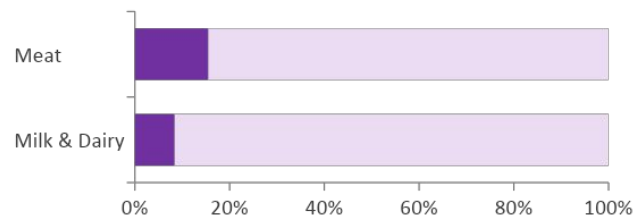
- Fork in The Road Foods (\$126,507)

Level 1 – USDA Organic, GAP Step 3:

- Stonyfield Farm Inc. (\$63,755)
- Straus Family Creamery (\$46,251)



What Percentage of Each Product Category is High Animal Welfare?



*5% at Level 3. AISD sources a \$5,787 (or 0.1%) in total high animal welfare purchases across levels 1 through 3.



Environmental Sustainability

Progress Toward Baseline & Qualifying Purchases

2.3% of total food spend is sustainably sourced (\$179,174)

Baseline
Goal

Total
Points

Baseline
Met

5%*

0

-

Additional baseline requirements:

1 25% of animal products are raised without routine antibiotic use



2 No seafood purchases is rated "Avoid" by Seafood Watch Guide

-

0 STANDARD POINTS

0 EXTRA POINTS

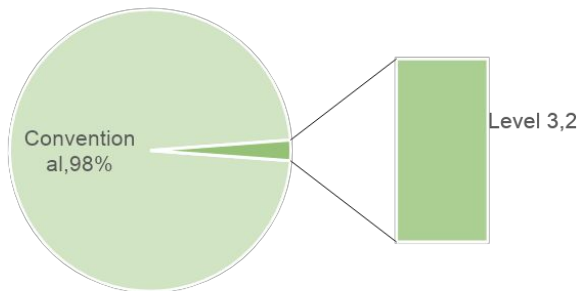
KEY SUPPLIERS (over \$40k spent)

Level 3 – USDA Organic:

- Stonyfield Farm Inc. (\$63,755)
- Straus Family Creamery (\$46,251)

Raised without Routine Antibiotic Use:

- BrucePac (\$156,946)
- Fork In The Road Foods (\$126,507)
- Tyson Foods (\$85,811)
- Deen Meat & Cooked Foods (\$72,804)
- Stonyfield Farm Inc. (\$63,755)
- Lower Foods Inc (\$50,776)



Meat

Grains

Produce

Seafood

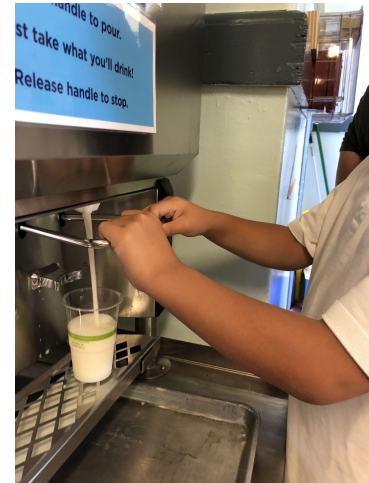
0% 20% 40% 60% 80% 100%

is

* 5% at Level 3.

Bulk Organic Milk

- Pre-pandemic - in 5 Elementary Schools and 2 High Schools
- Expanding to 31 schools next year thanks to funding from the SF Sugar Sweetened Beverage Tax
- Expecting to meet baseline in the Environmental Sustainability category as a result of this investment!



Joint Purchasing Opportunities

- Aggregating volume can help Districts and vendors
 - Example - Bulk Milk - Straus moved facilities during the pandemic and needed volume commitments to operate the 5 gallon bib machinery (based on run rates)
 - Minimum pallet quantities at the same Distributor
- Cooperating on Bids/RFPs and borrowing language

Joint Purchasing Challenges

- Unique District needs - eg. SFUSD does not have a central kitchen or warehouse so relies on vendors for site by site delivery (130+ schools)
 - Often volume discounts are only available if taking a single delivery
- Agreeing on product specifications
 - Based on facilities - some of our schools need all individually wrapped items, some can take bulk, etc.
- Schools have a variety regulatory requirements unique to our industry
 - Example: whole grains, reduced sodium, crediting, etc.