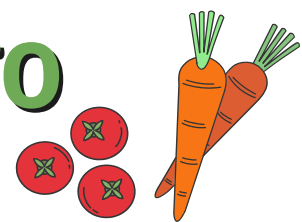
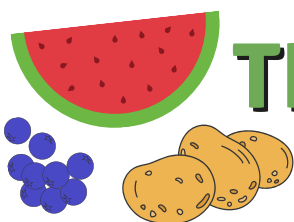


THE BASICS OF SELLING TO SCHOOL DISTRICTS



GEOGRAPHIC PREFERENCE BID

Local procurement is coordinated through an annual bid where local food providers bid on products requested by school districts. Geographic preference is a credit system designed to help local providers by awarding the bidder with the highest "geographic preference percentage." All products considered must originate **51% or more from NYS**. Geographic preference is based on **price, location, and delivery capabilities**. Bids are sent out each winter and awarded in the spring for purchases to begin the following school year.

Bid Source	Bidder 1	Bidder 2	Bidder 3
Price	\$10.25	\$11.00	\$10.50
Geographic Preference % Points	60%	90%	50%
Price with Geographic Preference Credit	\$10.25	\$9.90	\$10.50

**Bidder 2 is considered the lowest bidder and awarded, due to geographic preference percentage points*

PRODUCTS OF INTEREST

- peas
- carrots
- corn (frozen & on cob)
- onions
- cauliflower
- green beans
- cucumbers
- potatoes

- apples
- blueberries
- watermelon
- pears
- grape/cherry tomatoes
- marinara sauce
- rolled oats
- maple syrup

- kale
- romaine lettuce
- mixed greens
- kidney, black, and pinto beans
- ground beef
- diced chicken
- beef patties

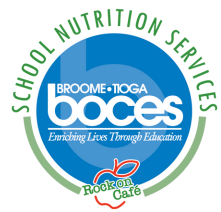
**Schools are always looking for and open to using new products outside of this list*

BASIC REQUIREMENTS

1. Documented food safety plan
2. Proof of liability
3. Current water test results (only needed upon request)
4. Invoice including farm name, product, date of harvest, and supplier
 - Must be able to show that the item is a NY product
5. Products must arrive in clean, new boxes, bags or totes
6. If selling meat, the product must be processed in a USDA approved facility



If you are interested in selling your products to schools and would like to learn more, please contact Hannah Rion at hrion@rhnscny.org



Cornell Cooperative Extension
Broome County