



Webinar Series

Procuring Local Beef - A Success Story with Osborn School District

March 18, 2025

1:30 PM - 2:00 PM

**Professional Standards Learning Codes: 1130,
2430, 2520**



Meet Your Host



Ashley Kennedy, SNS

HEALTH AND NUTRITION SERVICES SPECIALIST

Welcome!



upLIFT was designed specifically for child nutrition professionals like you. It offers resources to help you LEARN about nutrition, get INSPIRED on meal choices for your participants, FEED students healthy meals, and TEACH others in your community about your programs.

You can look forward to materials and monthly webinars featuring unique upLIFT content showcasing Arizona child nutrition professionals, and providing ongoing inspiration throughout the year. This will empower you to upLIFT your programs in your own unique way!

Special Guest:

Cory Alexander

Osborn School District

Osborn School District

**Cory Alexander, SNS
Director of Child Nutrition**

**BS in Dietetics 2006
5 Years in Healthcare SNF
Osborn since 2018**

- **Coordinator to Director**



School Profile

CEP District Wide - 96%

2600 Students
ADP - 84% L, 44% B

6 School Sites
• Dual Language Montessori



Integrity • Equity • Joy • Growth • Relationships

Procuring Local Meat

Why Procure Local Ground Beef?

- Ground beef unavailable through commodity
- Scratch Cook
- Local Food for Schools option
- Better quality for our students
- Support local ranchers



Procuring Local Meat

Initial Questions

- What are the food safety requirements?
- What are the Federal regulations?
- Who do I contact at the AZ Dept. of Ag.?
- Has anyone else done this?
- What resources can I tap into?
- Instagram and word of mouth.



Procuring Local Meat

Considerations

AZ Dept. of Agriculture

- How to vet certifications and compliance

Ranchers via Instagram

- Business with a school district
- Procurement rules

Processors

- USDA vs non

Logistics

- Delivery, timing

Packaging

- Chub size, USDA logo

Procurement

- Spread the wealth



Procuring Local Meat

Ranches

Jackson Ranch - Southern Arizona, Huachuca City, AZ

- Small family owned ranch
- Grandfather started ranch in 1950s
- \$7.50/lb. picked up from Tucson Frozen Storage

Jackson
J
Cattle Ranch



Procuring Local Meat

Ranches

KB Farm and Pantry - Northern Arizona, Springerville, AZ



- Small family owned ranch
- Christensen family moved from central Phoenix to Springerville and started the ranch
- \$9.50/lb. Processed at Little Colorado Meats and delivered to us.



Procuring Local Meat

Ranches

K4 Ranches - Central Arizona, Walnut Creek/Prescott, AZ

- 7-generation ranch
- Original ranch purchased in 1941, currently 120,000 acres, and employs 10 cowboys who tend cattle on horseback
- \$6.50/lb. Picked up from AZ Cold Storage
- Ability to do ground beef, hot dogs, diced beef strips, and beef sticks



Procuring Local Meat

Benefits of Local Beef

Federal dollars

- Stay in our state

Support local ranchers and farmers

- 4 main processors are internationally owned

Quality of the end product

- Taste the difference

Staff satisfaction

- Cooks appreciate working with it

Procuring Local Meat

Challenges

Cost per Pound

Potential Challenge - Onsite storage for delivery

Delivery or Pickup - Can you pick up if they cannot deliver

- Local Food Movers
- Work with other districts

Timing of Product Delivery - Not only rancher but also processor to consider timing



Note: Each ranch operates differently!

Procurement Methods

Tips for Procuring Local



Tip #1

Be flexible



Tip #2

Communication is key



Tip #3

Make sure to vet the processor



Tip #4

You don't need to recreate the wheel. You have a friend who has done this and can help you procure local beef!

Osborn School District

Contact Info



Cory Alexander, SNS

Child Nutrition Director

calexander@osbornsd.org

Office: (602) 707-2020

www.osbornschools.org

Coming Soon!

Program Year 2025 Farm Fresh Challenge! **April 1-30, 2025**

The Program Year 2025 **Farm Fresh Challenge** is an HNS initiative designed to empower CNP operators to cultivate excitement around fresh and locally sourced foods.

Participating operators must complete a series of challenges within the month of **April** that promote participants' tasting, teaching, and connection to foods local to Arizona.

Challenge Criteria will be announced soon!

Prepare for the PY 24-25 Farm Fresh Challenge!

Take note!

HNS is here to help **prepare** you for the PY 24-25 Farm Fresh Challenge. The challenge will be held in **April** this year so you are well prepared for success!

Keep an eye out for our Farm Fresh Challenge **icons** peppered throughout our upLIFT resources to notate potential **Taste**, **Teach**, and **Connect** components!



Resources

MOOOOVE Over Local Produce, March is All About Local GROUND BEEF

Connect with Local Producers! SCHOOL INTEREST FORM

FIND BEEF IN ARIZONA

- American Arrow Beef Company, Saint Johns, AZ
- Arizona Grass Raised Beef Co. Camp Verde, AZ
- Heartquilt Hollow Farm, Winkelman, AZ
- Jackson Ranch, Huachuca City, AZ
- K4 Copper State Reserve, Prescott, AZ
- KB Farm and Pantry, Springville, AZ
- The Meat Shop, Phoenix, AZ

ARIZONA BEEF FACTS

- Cattle are raised in every county in Arizona.
- There are 970,000 cattle and calves in Arizona and is ranked 31st in the Nation.
- Arizona cattle ranches produce enough beef to feed more than 8 million Americans every year.
- There are at least 50 breeds of beef cattle, but fewer than 10 make up most cattle produced. Some major breeds are Angus, Hereford, and Brahman.
- Beef is a complete, high-quality protein source, providing all the essential amino acids that the body requires to build, maintain, and repair its tissues.
- Grass-Fed: This label means that the cattle were raised on a grass diet for at least part of their life.

LOCAL RECIPE: Fiesta Beef Breakfast Nachos

Celebrate National School Breakfast Week (NSBW) during the first week in March by adding a new item on your breakfast menu. Crunchy tortilla chips covered in seasoned, ground beef, scrambled eggs, and fresh salsa.

- 10 pounds Locally sourced, fresh ground beef, 1 1/2 cups Onion and herb seasoning blend (no salt added), 1/2 cup Garlic, granulated, 2 cups Water
- 1 1/2 pounds Eggs, scrambled (1 pound 14 ounces)
- 7 1/2 pounds Corn tortilla chips
- 1 1/2 cups Fresh salsa (made from locally harvested produce)

QUICK MATH: BEEF

1 POUND (1#) FRESH, GROUND BEEF

10% fat 12, 1 oz cooked, lean meat	15% fat 12, 1 oz cooked, lean meat	20% fat 11, 1 oz cooked, lean meat
---	---	---

2025 March | One in a Melon | Local Food for Schools

This institution is an equal opportunity provider.

One-in-a-Melon

Preservation Methods

Techniques such as drying and fermenting preserve flavors and promote eco-friendliness. They enhance taste and extend the shelf life of ingredients, allowing for longer enjoyment of food.

Canning

Preserves foods for 1-5 years by sealing and heating in airtight containers to destroy microorganisms, followed by forming a vacuum seal to prevent spoilage!

Canned foods are convenient, portable, quick to prepare, and have a long shelf life!

Pickling

Preserves food for up to 4 weeks using pickling agents such as vinegar, salt, water, and/or sugar to lower pH. Food is packed into jars and processed with boiling water or steam canning.

One dill pickle spear counts as 1/4 cup toward the vegetable component of a school meal!

Salting

An ancient preservation method where salt is used to draw moisture out of food, creating an inhospitable environment for bacteria and other microorganisms, thus extending shelf life and preventing spoilage.

Although bacon is not creditable in your programs, it is the most popular salt-preserved food item!

Freezing

Preservation method that lowers food temperatures below their freezing point, stopping or slowing down microorganism growth and preventing spoilage and foodborne illnesses. Extends shelf life to 3 to 12 months!

Freezing is the most widely used method for preserving food in school meals!

Drying

Drying food preservation, or dehydration, is an ancient food preservation technique that involves removing moisture from food to prevent spoilage by inhibiting microbial growth. Extends shelf life to 6-12 months!

Whole dried fruits and whole dried fruit pieces credit at double the volume served in school meals!

Fermentation

Fermentation is a process where microorganisms like bacteria and yeast break down carbohydrates into alcohol or acids, naturally preserving food and enhancing flavors and textures.

Yogurt, or fermented milk, is an excellent source of calcium, protein, and probiotics!

UPLIFT

USDA is an equal opportunity provider, employer, and lender.

Nutrition Knowledge Fact Sheet

<https://www.azed.gov/hns/nslp/uplift/>

Reminder!

Fresh Futures

ADE is eager to showcase your hard work procuring and serving local products on your menus this year! Reach out to Ashley.Kennedy@azed.gov with your stories, photos, examples, or anything that excites you!



Looking Ahead

Join us next month!

upLIFT Webinar - Rural Procurement

April 15, 2025

1:30 PM to 2:00 PM

Join us on April 15 for an exciting webinar focused on innovative strategies for sourcing local, nutritious ingredients to enhance school meal programs in rural areas. You will discover the significance of rural procurement and learn techniques to overcome unique challenges faced in these areas. Additionally, find out how to elevate the nutritional quality of school meals while adhering to distribution constraints. Whether you are looking to streamline your procurement processes or explore new partnerships with local farmers, this webinar promises to provide the tools and inspiration you need. **Register today!**



Thank you!

**Any questions?
Please type them into the Q&A now.**

If you are attending the live webinar, you will receive an email once attendance has been completed. Once you have received this email, your training certificate will be available in Arizona Professional Learning Development (APLD).

If you are watching the recorded webinar, you can access the survey link and certificate of completion at the end of the webinar slides.



Congratulations!

You have completed the [Procuring Local Beef - A Success Story with Osborn School District](#)

To request a certificate, please go to the next slide.

In order to count this training toward your Professional Standards training hours, the training content must align with your job duties.

Information to include when documenting this training for Professional Standards:

- Training Title: [Recorded Webinar: Procuring Local Beef - A Success Story with Osborn School District](#)
- Length: [0.5 hour](#)
- Learning Codes: [1130](#), [2430](#), [2520](#)

Please Note:

- Attendees must document the amount of training hours indicated regardless of the amount of time it takes to complete it.

Congratulations!

Requesting a Training Certificate

Please click on the link below to complete a brief survey about this webinar. Once the survey is complete, you will be able to print your certificate of completion from Survey Monkey.

*This will not appear in your Event Management System (EMS) Account.

<https://www.surveymonkey.com/r/upliftrecordedwebinar>

The information below is for your reference when completing the survey:

- Training Title: [Recorded Webinar: Procuring Local Beef - A Success Story with Osborn School District](#)



In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.