

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 SitesDual Language Montessori



Integrity • Equity • Joy • Growth • Relationships

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



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.



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

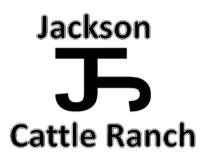
• Spread the wealth



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









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.





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







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

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



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.

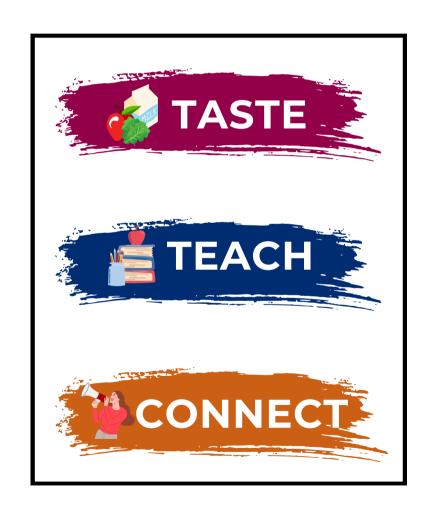
Challenge Criteria will be announced soon!

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



One-in-a-Melon



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

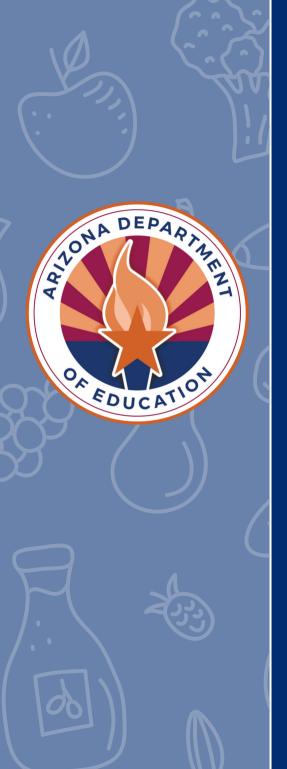
Please click on the link below to complete a brief survey about this webinar. Once the survey is complete, you will be able to print your certificate of completion from Survey Monkey.

*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



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