

Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses

Welcome and Remarks

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PROGRAM OVERVIEW





What Products?

- **Commercially-available, 100% domestic agricultural foods, produced to USDA Specifications or Requirements**
 - Fruits, Vegetables, and Nuts
 - Meat, Poultry, Fish, Eggs
 - Dairy
 - Grain and Oilseed Products





For Whom?

- **Federal Food and Nutrition Assistance Programs**

- Child Nutrition Programs (National School Lunch Program, Child and Adult Care Food Program, and Summer Food Service Program)
- Nutrition Services Incentive Program (NSIP)
- The Emergency Food Assistance Program
- Commodity Supplemental Food Program
- Food Distribution Programs on Indian Reservations
- Disaster Feeding





Types of Purchases

- **Entitlement/Meal Package Purchases**
 - *FNS Recipient demand* → Market conditions → AMS purchase
- **Surplus Removal (aka Bonus) Purchases**
 - *Market conditions* → FNS Recipient demand → AMS purchase





Mission of the Domestic Food Program



AMS Commodity Procurement facilitates the marketing of American agricultural products through the purchase and delivery of 100% domestic foods to Federal food and nutrition program recipients.



The FNS Food Distribution Programs' mission is to strengthen the Nation's nutrition safety net by providing food and nutrition assistance to school children and families; and support American agriculture by distributing high quality, 100% American-grown USDA Foods.

Working together to support American Agriculture and feed hungry people



AMS Organizations

- Commodity Procurement Staff
- Livestock, Poultry, and Seed Program
- Specialty Crops Program
- Dairy Program
- Transportation and Marketing Program
- Science and Technology Program





FNS Organizations

- Food Distribution Division
- Child Nutrition Program





Roles and Responsibilities

AMS

- Bonus Program Administration
- Economic Analysis/Market Conditions
- Federal Contracting
- Contract Administration
- Inspection/Grading
- Complaint Management
- New Product/Specification Development

FNS

- Nutrition Programs Administration
- Processing Program Administration
- Order Management
- Entitlement Management
- Complaint Management
- New Product/Specification Development





USDA Foods or Commodity Program

Support American Agriculture

Provide safe, nutritious, quality food to children,
families, and the elderly





Challenges

- Federal Contracting Guidelines
- Complicated Process
- Administratively Burdensome
- SAP-based WBSCM
- Delivery issues, recipient warehouse codes, inspection/grading snafus, seal issues, changes to purchase orders, etc.





But at the end of the day....

Support American Agriculture

Provide safe, nutritious, quality food to children,
families, and the elderly





Introductions

- Agricultural Marketing Service (AMS)
- Food and Nutrition Service (FNS)
- General Services Administration (GSA)
- Capgemini
- CACI





WHY ARE WE HERE?

- Interactive Session to Make Our Program Better
- Start of Our Planning Phase for Next Year
- What's Coming, Harp a Little, Propose Changes, Solicit Feedback





WHY ARE WE HERE?

All of that and more...

Larger and Longer-Term Changes Resulting
from the Business Management
Improvement Initiative (BMI)





Today's Agenda

- Accomplishments
- Recipient Agency Perspective
- Change, Change, Change
- Look to the Future





Most Important.....

Feedback Encouraged

