



**Other Federal Agency and Department of
Defense Opportunities
August 28, 2025**

Hosted by:

NC Military Business Center
NC Department of Agriculture &
Consumer Services



Speakers:

- **Captain Tim Griffin, Director, Defense Logistics Agency Troop Support, Subsistence Supply Chain**
- **Lauren Austin, Division Chief, Produce & Market Fresh Division, Defense Logistics Agency Troop Support, Subsistence Supply Chain**
- **Jim Hellings, Division Chief, CONUS Garrison Feeding Customer Operations Division, Defense Logistics Agency Troop Support, Subsistence Supply Chain**
- **Chris Alger, Marine Corps Community Services, Marine Corps Base Camp Lejeune**



DEFENSE LOGISTICS AGENCY

Established 1961

North Carolina Military Business Center

Other Federal Agency and Department of
Defense Opportunities

USDA DoD Fresh Fruit and Vegetable Program

Thursday, August 28th from 0900-1000

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



- Purpose
- Partnership between DLA and USDA
- USDA DoD Fresh Program History
- Contract
- Summary



Purpose

- States and schools **may choose** to spend a portion of their USDA Foods entitlement for weekly deliveries of fresh fruits and vegetable to serve in the National School Lunch Program (NSLP) or Summer Food Service Program (SFSP) meals for children
 - Support American agriculture by providing U.S. grown and produced foods for use in school meals
 - Provide school program and Indian Tribe Organization (ITOs) access to healthy food



USDA administers National School Lunch (NSLP), Summer Food Service Program (SFSP) and Food Distribution Program on Indian Reservations (FDPIR)

- Maintain Fresh Fruit and Vegetable Order and Receipt System (FFAVORS)
- Pay DLA for produce
- Provide DLA with list of schools, Indian Tribal Organizations & entitlement allocations
- Monitor entitlement utilization
- Work with DLA to resolve complaints



DLA - Procurement agent

- Solicit and administer contracts with produce vendors
- Ensure produce vendors comply with contract requirements
- Support vendors to offer local produce
- Pay produce vendors for produce based on customer receipt within FFAVORS
- Work with vendor & USDA to resolve complaints



DoD Fresh Program began 30 years ago when Defense Supply Center Philadelphia (DSCP) and USDA Food and Nutrition Service (FNS) agreed to work together leveraging DLA's FF&V contracts to provide support to schools

- 1994 – 1995: 8 states received a total of \$3.6M in School produce deliveries
- 2024 – 2025: 50 states totaling \$503.7M produce deliveries



- **Type of Contract:** Indefinite Quantity Contract (IQC), Fixed Price with Economic Price Adjustment
- Far Part 12 – Acquisition of Commercial Products
- Solicited Zones typically by State and include groupings by customer / region
- Period of Performance typically 5 years
- Lowest Price Technically Acceptable (LPTA)
- Pricing
 - Delivered Price
 - Distribution Price
- Technical Evaluation Factors
 - Perishable Agricultural Commodities Act (PACA) License
 - Harmonized Gap Plus+



Contracts

- Buy American Act – US federal law that prioritizes the purchase of domestically produced goods by the US government
- Berry Amendment – US Law that restricts the Department of Defense (DoD) from using appropriated funds to purchase items unless they are produced in the United States
- Provide full-line of U.S. grown, U.S. No. 1 or better produce
- Produce Quality Audits



- Weekly Deliveries for USDA / Skip day delivery
- Flexible – adding customers and items
- Direct delivery to customer locations
- Support the use of local purchases to the maximum extent practicable taking into consideration price, availability, quality, and other factors.
- DLA does not dictate FF&V items or sources of supply



- Acquisitions posted to DLA Internet Bid Board System (DIBBS)
- DLA Troop Support (<https://www.dla.mil/Troop-Support/>)
- DLA Subsistence (<https://www.dla.mil/Troop-Support/Subsistence/>)
 - Regional Contracts:
<https://www.dla.mil/Troop-Support/Subsistence/Food-Services/>
- USDA
 - USDA DoD FF&V Program
<https://www.fns.usda.gov/usda-foods/usda-dod-fresh-fruit-and-vegetable-program>
 - Perishable Agricultural Commodities Act (PACA)
<https://www.ams.usda.gov/rules-regulations/paca>
 - USDA Harmonized GAP Plus+
<https://www.ams.usda.gov/services/auditing/gap-ghp/harmonized>



Summary / Impact



- Strategic Interagency Partnership
 - DoD Fresh Program is a USDA-DLA collaboration that leverages DLA's logistics infrastructure to deliver fresh produce to over 22,000 schools and 130 Indian Tribal Organizations (ITOs), including through the Food Distribution Program on Indian Reservations (FDPIR)
- Unified Program Structure with Cost Benefits
 - The USDA DoD Fresh Program is NOT independently managed; instead, it integrates USDA and DoD customers under a single solicitation/contract
 - Through combined buying power DLA achieves greater economies of scale — resulting in more competitive pricing for all customers
- Substantial Reach and Value
 - In FY24, the total USDA DoD Fresh business volume was second only to U.S. Army support within DLA Troop Support's Subsistence Supply Chain





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Marine Corps Installations East (MCI East)

Marine Corps Community Services



ABOUT MCCA

- Designated community support service provider for USMC.
- Staff section under the Installation Commander and governed via HQMC (M&RA).
- Unique and independent from Navy Exchange Command and Army/Air Force Exchange Services, however, opportunities for partnership exist within procurement modules.

NONAPPROPRIATED FUND FOOD OPPORTUNITIES

Important Notes

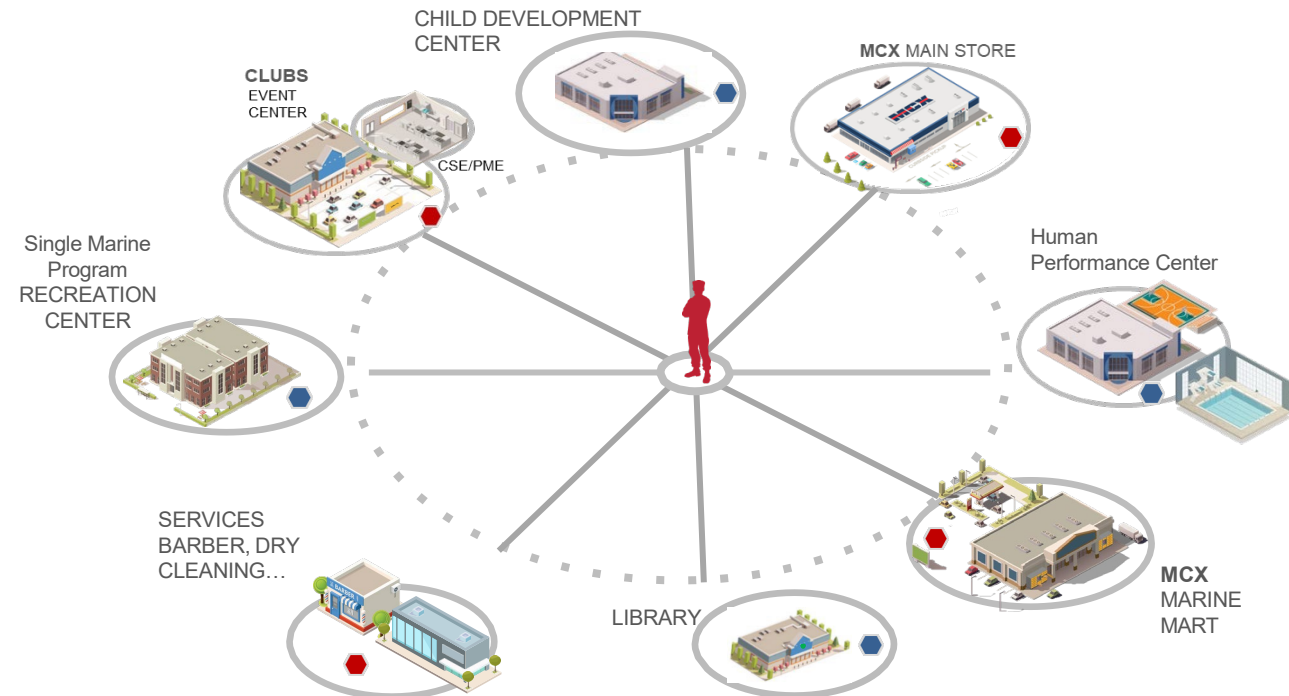
- No centralized repository or location for NAF contract opportunities. Solicitations are announced and packages sent to known vendors.
- Separate rules and regulations for NAF procurement.
- Contracts issues at the local, regional, and enterprise-wide levels.
- Independent and separate from military dining facilities.

Examples of MCCA Procurement Opportunities

- Business storefronts (i.e., Subway, Taco Bell, Panera, Jersey Mikes, Dominos Pizza, Dunkin', etc.).
- Items to be sold inside the Marine Corps Exchange.
- Direct run dining opportunities (i.e. Clubs, Snack Bars, Rec Centers, Catering, etc.).
- Food Trucks.

MISSION

The MCCA mission is to make significant lasting contributions to combat readiness through the personal and family readiness of our Marines and their families. MCCA maintains mission readiness and productivity through programs that promote the physical and mental well being of all members of the Marine Corps, including active duty, reserve, retired, and civilian.



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