

# HANDOUT: Sample Geographic Preference Language

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## Example One: State Grown Definition of Local, Price Preference:

\_\_\_\_\_ School District seeks to serve \_\_\_\_\_ state-grown products to its students. We are currently seeking quotes for the following items for our [Fresh Fruit and Vegetables Program or other special event or project] for the months of \_\_\_\_\_ and \_\_\_\_\_

We hope to purchase produce items that are grown and packed or processed in \_\_\_\_\_ state, and will apply a 10% price preference to such products as we review the quotes.

## Example Two: Two-tiered, Price Preference:

The Public Schools Food Service Program desires to serve fresh, locally grown products to its students. To this end, the Food Services Department is seeking to develop a list of vendors that meet all procurement requirements from which quotes may be requested.

This district defines “locally grown products” eligible for this geographic preference at two levels. These levels are:

1. Grown in the counties of \_\_\_\_\_, \_\_\_\_\_ or \_\_\_\_\_
2. Grown in \_\_\_\_\_ state.

As allowed under federal law, the \_\_\_\_\_ Public Schools will provide a price percentage preference during evaluation of quotes to “locally grown products” purchased for school food procurement as defined under this geographic preference.

The price percentage is as follows:

1. Grown in \_\_\_\_\_, \_\_\_\_\_ or \_\_\_\_\_ counties: 5%.
2. Grown in \_\_\_\_\_ state: 3%.

The price percentage preference means that for the purposes of comparison, prices for product grown in one of the three counties will be adjusted to a price 5% lower than the price quoted for the product by the vendor or 3% for product grown outside these counties and still within the state. The price percentage preference affects the quoted price only for awarding of the quote, not the actual price paid to the vendor.



### Example Three: One Point = One Penny

School District seeks to serve products from \_\_\_\_\_ county to its students. We are currently seeking quotes for our [Fresh Fruit and Vegetables Program or other special event or project] for the months of \_\_\_\_\_ and \_\_\_\_\_.

We hope to purchase produce items that are grown and packed or processed in \_\_\_\_\_ county, and will apply ten preference points to any bidder able to supply product from \_\_\_\_\_ county. For this solicitation, ten preference points are equivalent to a 10 cent reduction in price for the purposes of evaluating the lowest bidder.

### Example Four: Percentage Preference for a Minimum Percentage Local

School District seeks to serve regionally grown produce from within 400 miles of county. We are currently seeking quotes for a variety of fruit and vegetable products. For the purposes of evaluating bids, respondents who can supply at least 60% of the requested items from within 400 miles of county will receive a 20% price reduction.



Adapted from the *A School's Guide to Purchasing Washington-Grown Food*, developed by the Washington State Department of Agriculture. Accessed April 2013. <http://www.wafarmtoschool.org/Content/Documents/SchoolGuideFlowResGuideNoResources-1.pdf>