



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 24

**Agenda Date:** September 15, 2022

**In Control:** City Council A Session

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**DEPARTMENT:** Health Department

**DEPARTMENT HEAD:** Claude Jacob

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Approving agreements with Big State Produce, corner stores, and local food pantries to increase access to healthy foods.

**SUMMARY:**

This Ordinance approves the execution of an agreement with Big State Produce to supply healthy foods, including fresh fruits and vegetables, to corner stores in an amount up to \$80,000.00, for a term ending September 30, 2023, with the option to renew for four, one-year terms for a cumulative amount up to \$400,000.00, inclusive of renewals, funded by the FY2023 General Fund, subject to adoption by City Council.

This Ordinance also approves agreements with corner stores located in San Antonio, for Metro Health's Healthy Neighborhoods Program to subsidize produce at a reduced cost in connection with improving community health outcomes by increasing access to healthy foods, including fresh fruits and vegetables for a term ending September 30, 2023, with options to renew for two, one-year terms, funded by the FY2023 General Fund, subject to adoption by City Council

This Ordinance approves agreements with local food pantries (South San Antonio Independent School District (SSAISD), St. Margaret Mary Catholic Church, and The Promised Land Church) for the San Antonio Metropolitan Health District's (Metro Health) Healthy Neighborhoods

Program to provide commercial refrigeration units to support the increased intake of healthy foods. The agreements are funded by the Centers for Disease Control and Prevention's (CDC) Racial and Ethnic Approaches to Community Health (REACH) grant for a term ending September 29, 2023. Approval of the agreements will improve community health outcomes by increasing access to healthy foods, including fresh fruits and vegetables.

## **BACKGROUND INFORMATION:**

The Healthy Neighborhoods Program was established in 2012 to implement childhood obesity prevention initiatives within target neighborhoods. The program's efforts have been aimed at improving the health of communities of color and reducing health disparities. The program works with community leaders and organizations to improve the health of the community through environmental and policy changes that will help families lead happier and healthier lives.

In 2019, over 270,950 people faced food insecurity in Bexar County; 131,500 of these individuals were children. Food pantries have been shown to address food insecurity and that access to fresh, healthy foods increases consumption of healthy foods in food pantry clients. According to Feeding America, across its 63,000 agencies, 66% of food pantries have no paid staff, are staffed by volunteers, and rely heavily on donations. The SSAISD's CARE Zone, St. Margaret Mary Catholic Church, and The Promised Land Church food pantries serve as a resource and education hubs for the community and have long standing relationships with residents and partner organizations. Through agreements with SSAISD, St. Margaret Mary Catholic Church, and The Promised Land Church, Metro Health will provide a commercial fridge to enhance the established food pantries, increase access to fresh produce, and ultimately, help to address food insecurities in the community.

Through Ordinance 2020-09-17-0641, City Council authorized the execution of agreements with local corner stores and Big State Produce to establish the Healthy Corner Stores program. Healthy Corner Stores provides healthy and affordable foods and produce to corner stores across San Antonio to increase community access to healthy foods. The program also provides participating businesses with display options like shelving and refrigerators, reduces the cost of produce from wholesale distributors, and markets the program to potential customers. Through these strategies, a sustainable sales model for affordable produce has emerged in long-standing food deserts. Since 2020, the Healthy Corner Stores program has grown to maintain several existing stores from prior years. In FY2023, the Healthy Corner Stores program will execute agreements with the following existing stores: AM Stop, Amanda Food Mart, ANC Express, Isi-Kat, Maxi Food Mart, Om Food Mart, Popular Food Mart, Texas Meat Market No.3, Malik Food Market, Lucky Corner Store, M&I Meat Market & Grocery, El Paso Food Mart, EZ Shop Store, Shell Food Mart, J&J Food Mart, Trinity Food Mart, ABC Food Mart, Big Star Food Mart, Best Mart, and Quick Stop. In FY2023 the Healthy Corner Stores program will expand to include new stores, executing agreements with MS Express, and Pik Nik Foods 3. New stores selected for participation in the Healthy Corner Stores program will be required to execute a Memorandum of Agreement as part of their participation for terms ending September 30, 2023. By 2026, Metro Health plans to increase access to healthy foods in prioritized neighborhoods by expanding the Healthy Corner Stores program to 50 locations. Metro Health seeks to continue the Healthy Corner Stores program in order to continue providing access to healthy foods across San Antonio.

On May 9, 2022, Metro Health issued a Request for Qualifications for a produce vendor for the Healthy Corner Stores program. The estimated total aggregated contract value is \$400,000 for an initial contract term of 1 year with 4, 1-year options.

The RFQ was advertised in the San Antonio Express-News, TVSA channel, the City's Bidding & Contracting Opportunities website, the San Antonio e-Procurement System (SAEPS) and an email notification was released to a list of potential Respondents. Responses were due on June 24, 2022. A total of one (1) firm responded to the RFQ and was deemed eligible for review. On July 22, 2022, the submittal was reviewed by the evaluation committee members which included representatives from Metro Health and San Antonio Food Policy Council. The evaluation of proposal response was based on a total of 100 points; 35 points for Background, Experience and Qualifications, 25 points allotted for proposed plan; 15 points allotted for price, 5 points allotted for SBE Prime Contract Program, and 5 points for M/WBE Prime Contract Program, 10 points for Local Preference Ordinance.

The evaluation committee recommends the response for contract award.

The contract includes a total aggregate value up to \$400,000.00.  
Contract is anticipated to commence on September 29, 2022.

#### **ISSUE:**

Metro Health is requesting approval of agreements related to Metro Health's Healthy Neighborhoods Program to include an agreement with Big State Produce in connection to continuing the Healthy Corner Stores program, in an amount up to \$80,000.00, for a term ending September 30, 2023, with the option to renew for four, one-year terms for a cumulative amount up to \$400,000.00, inclusive of renewals. This ordinance approves Memoranda of Agreements with corner stores in San Antonio to subsidize produce at a reduced cost in connection with improving community health outcomes, for terms ending September 30, 2023, with options to renew for two, one-year terms. This ordinance also approves Memoranda of Agreements with local pantries (SSAISD, St. Margaret Mary Catholic Church, The Promised Land Church), to provide commercial refrigeration equipment to enhance food pantries for terms ending September 29, 2023.

This contract with Big State Produce will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program, which requires contracts be reviewed by a Goal Setting Committee to establish a requirement and/or incentive unique to the particular contract in an effort to maximize the amount of small, minority, and women-owned business participation on the contract. The Goal Setting Committee applied the Small and Minority/Women-Owned Business Enterprise Prime Contract Program with ten (10) evaluation preference points awarded to Big State Produce as they are a certified SBE and MBE firm located within the San Antonio Metropolitan Statistical Area.

#### **ALTERNATIVES:**

Should these agreements not be approved, Metro Health will not be able to increase community access to fresh, healthy foods and move forward in meeting deliverables required by the REACH grant.

#### **FISCAL IMPACT:**

This Ordinance authorizes the execution of an agreement with Big State Produce to supply produce related to the Healthy Corner Stores program, in an amount up to \$80,000.00, for a term ending September 30, 2023, with the option to renew for four, one-year terms for a cumulative amount up to \$400,000.00, inclusive of renewals. Funding is provided through the FY 2023 General Fund, subject to adoption by City Council. Funding for the renewal terms is subject to future budget appropriations.

This Ordinance authorizes the execution of agreements with local corner stores in San Antonio for Metro Health to subsidize produce at a reduced cost in connection with improving community health outcomes by increasing access to healthy foods and produce for terms ending September 30, 2023 with options to renew for two, one-year terms. Funding is provided through the FY 2023 General Fund, subject to adoption by City Council. Funding for the renewal terms is subject to future budget appropriations.

This Ordinance authorizes the execution of agreements with the following local pantries: South San Antonio Independent School District, St. Margaret Mary Catholic Church, and The Promised Land Church, for Metro Health to provide commercial refrigeration equipment to enhance food pantries for terms ending September 29, 2023. Funding is provided through the CDC's REACH grant budget.

#### **RECOMMENDATION:**

Staff recommends City Council approve the agreements with South San Antonio Independent School District, St. Margaret Mary Catholic Church, The Promised Land Church, local corner stores and Big State Produce to increase access to healthy foods.

The agreement with Big State Produce was procured by means of a Request for Qualifications and the Contracts Disclosure Form is attached.