Buyer Workgroup Meeting

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History of Buyer Workgroup Engagement

• Began with a few conference calls in 2017
• Articulated a need for a buyer panel in 2018
• Workgroup meeting in 2019
  • Questionnaire was distributed ahead of 2019 meeting to frame and form the discussion to ensure that it was output oriented
Review of 2019 Discussion

1.) Reviewed questionnaire responses
   • What’s going on at the retail level?
   • There is confusion between audits and inspections
   • We have state specific audits
   • Buyers are adjusting to multiple audits
   • Buyer perspective on inspections vs audit.
State Walkthrough
Buyer Walkthrough
What did we learn?

• Did not know the crazy state variations that exist in inspection and auditing.

• We need to access more buyer opinions.

• Growers have audit fatigue.
Next Steps

• We need to work on outreach to buyers?
  • The community level is the most effective way to do this

• Make a working document for states to update with the regulations on inspection and auditing.

• If state’s are not doing an annual certification what are they doing to help growers meet their market access requirements?
Thank You!
FSOP Buyer Handbook Funding

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Buyer Handbook Proposal

• Buyers perspective on audit versus inspection

• Audit fatigue for producers

• Education to buyers is paramount
Long-term Goal of Project

• The *long-term goal* of this project is to provide a sustainable, comprehensive produce safety online handbook that will assistance produce buyers in navigating the range of FSMA audit and inspection schemes that may apply to their supplying producers.

• Intended for buyers but certainly a resource growers can use

• Should help to facilitate communication between buyers and growers
Project’s Objectives

• Articulate all relevant state and federal specific produce safety standards and cross-calibrate as needed

• Online Buyer Handbook is developed based on specific produce safety

• Extend the project results through education and outreach

• Evaluate and assess progress and impact
Project’s Objectives and Activities

• Articulate all relevant state and federal specific produce safety standards and cross-calibrate as needed
  • Summarize individual state accreditation schemes, FSMA implementation process for states within the Northeast and Federal audit programs and cross-calibrate
  • Summarize existing buyer relevant educational efforts

• Online Buyer Handbook is developed based on specific produce safety
  • Crowd sources with limited fields for account holders to update
  • Prompt annually to confirm accuracy of information
Project’s Objectives and Activities

• *Extend the project results through education and outreach*
  • Educational materials will be created to share at local buyer education events
  • Shared through NECAFS channels and on the Clearinghouse

• *Evaluate and assess progress and impact*