

Local Procurement Barriers and Practical Solutions for Progress

This table highlights key challenges limiting local sourcing and outlines practical, collaborative solutions to improve access, strengthen supplier relationships, and streamline purchasing processes. Many of these solutions will be implemented in collaboration with Sysco.

Barrier	Description	Solutions
<i>Contractual Barriers</i>		
Limited Local and Organic Produce Options in Sysco Catalog	Sysco's catalog offers limited fresh and organic options for County facilities.	Amended contract to allow direct purchasing from FreshPoint; expanded organic options; ongoing menu reviews; work with FreshPoint to increase availability and accurate labeling.
Logistical Challenges in Direct Contracting	Multiple deliveries and limited storage create inefficiencies.	Centralize purchasing through San Diego Food Hub; provide technical assistance; address certification and insurance needs.
<i>Organizational Barriers</i>		
County Demand Exceeds Local Farm Capacity	Large facilities require more volume and variety than local farms can supply.	Support growth of local food hubs; set local sourcing goals; assist Sysco in onboarding local producers; provide technical assistance to farmers.
Complex Business Requirements for Small Farms	Sysco requires USDA Good Agricultural Practices (GAP) certification, which is complex and costly for small farms.	Explore partnerships with local agriculture experts such as the University of California Cooperative Extension (UCCE) to provide training, resources and cost-reduction strategies. Sysco will reduce insurance limit requirements for local and small providers.
Packaging Requirements for Sheriff's Detentions	Safety standards initially raised concerns about supplier flexibility.	Confirmed all items are re-packaged in-house by Sheriff's staff; suppliers can ship in original packaging without changes.
<i>Regional Agricultural Landscape Barriers</i>		
Higher Cost of Local Products Than Large Scaled Alternatives	Local products cost more due to higher operating costs and smaller scale.	Allocate budgets for local sourcing; support Sysco onboarding of local producers; provide technical assistance to improve efficiency and competitiveness.
Uncertainty of Purchase Commitments	Local producers hesitate without guaranteed demand.	Communicate sourcing plans early; establish clear commitments; explore multi-year agreements for stability.