# SCNP (Dir.) Memo #2024-2025-35

[](http://www.doe.virginia.gov/administrators/index.shtml)  
**COMMONWEALTH of VIRGINIA   
Department of Education**

DATE: October 10, 2024

TO: Directors, Supervisors, and Contact Persons Addressed

FROM: Sandra C. Curwood, PhD, RDN, ***Sandy***

## SUBJECT: Statewide Dairy and Juice Contracts – Optional Use – Effective September 6, 2024

The Department of General Services awarded the new optional use dairy contracts to cover fresh dairy products and juices. The solicitation and contracts have been reviewed by the Virginia Department of Education, Office of School and Community Nutrition Programs (VDOE-SCNP), and are compliant with state regulations and 2 CFR 300.318–326.

School food authorities (SFAs) may use these contracts at their discretion with no need for additional procurement activities.

### Recommended Actions

* Review the optional use dairy contracts to cover fresh dairy products and juices by visiting the [eVA website](https://eva.virginia.gov/index.html). Hover over the Transparency tab, select “Search Orders, Suppliers & Contracts”, and type in the contract numbers below.
* Reach out to the vendor for ordering and delivery information by using the contact information below.

### Contract Information

The awarded vendors are PET Dairy and Marva Maid. Current dairy pricing will be updated monthly on the [Virginia Distribution Center website](https://vdc.dgs.virginia.gov/vdc-news.html).

**Marva Maid – Contract #** **CTR030138-2**

* Susan Gricks, Regional Sales Manager, via phone at (757) 615-5068 or via email at [sgricks@mdvamilk.com](mailto:sgricks@mdvamilk.com).
* Patricia Koeppel, Administrative Sales, via phone at (757) 374-0104 or via email at [pkoeppel@mdvamilk.com](mailto:pkoeppel@mdvamilk.com).

**PET Dairy – Contract #** **CTR030137-2**

* Sheldon Wood, Area Sales Representative at (540) 578-2194 or via email at [sheldon.wood@dfamilk.com](mailto:sheldon.wood@dfamilk.com).
* Customer Service at (888) 215-7774 or via email at [PET\_Customerservice@dfamilk.com](mailto:PET_Customerservice@dfamilk.com).
* Web Ordering Support via email at [PETCRP@dfamilk.com](mailto:PETCRP@dfamilk.com).

### Using State and Third-Party Contracts

USDA Memo SP 05-2017 states that SFAs cannot purchase off of third-party contracts directly, even if they meet statewide procurement regulations. There is no guarantee that the original procurement and contract meet federal governmentwide and program procurement requirements. In these cases, SFAs must conduct their own procurements, but may use the third-party’s products and prices as one source, if appropriate for the SFA’s needs.

However, in some cases, state contracts could be used to purchase off of directly if due diligence is used to ensure that the state procuring agency’s solicitation and contract meet all federal procurement requirements. The VDOE-SCNP has deemed the fresh dairy and juice contracts discussed above as compliant with state regulations and 2 CFR 300.318–326. Therefore, SFAs may use these contracts at their discretion with no need for additional quotes or procurement activities.

### For More Information

For more information, please contact your assigned School and Community Nutrition Programs (SCNP) regional specialist or send questions to the SNP policy mailbox via email at [SNPPolicy@doe.virginia.gov](mailto:SNPPolicy@doe.virginia.gov).

SCC/TP/ST/cc