

NOURISHING STUDENTS, SCHOOLS AND COMMUNITIES

THE IDAHO FARM TO SCHOOL MANUAL



Idaho State Department of Education
Child Nutrition Programs



Idaho State Department of Agriculture
Idaho Preferred® Program



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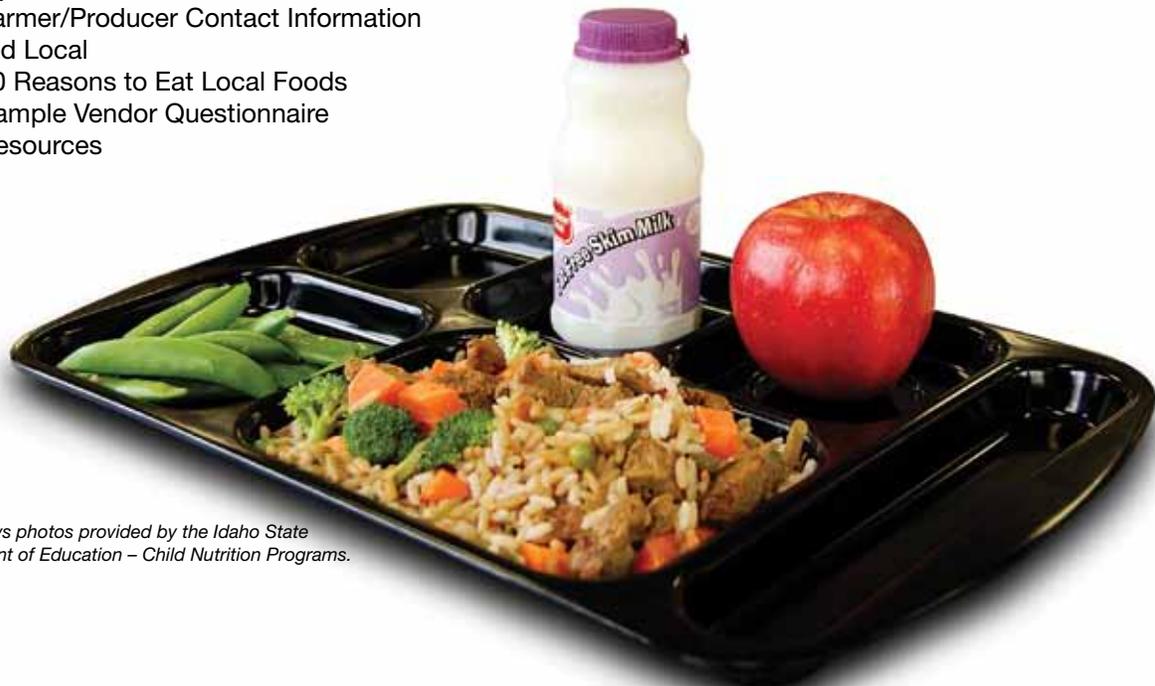
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Lunch trays photos provided by the Idaho State Department of Education – Child Nutrition Programs.



What is Farm to School?

Farm to school is a broad term that is used to describe efforts to connect healthy local food and agriculture with schools and students.

The goal of the Idaho Farm to School Program is to support healthy children, healthy schools, healthy farms, and healthy communities.

Farm to school programs are based on the premise that students will choose healthier foods, including more fruits and vegetables, if products are fresh, locally grown, and picked at the peak of their flavor and if those choices are reinforced with educational activities.

Farm to school projects provide benefits to the entire community: children, farmers, food service staff, parents, and teachers.

All Child Nutrition Programs can participate in the Farm to School Program including:

- The National School Breakfast and Lunch Program
- The Fresh Fruit and Vegetable Program
- The Summer Food Program
- The Child and Adult Care Food Program

Farm to school can play an important role in improving the economic stability of local farmers and the nutritional well-being of school-aged children.



Key Components of the Idaho Farm to School Program:

Fresh, locally grown and produced products served in school meals and snacks

Educating students about nutrition and agriculture

Teaching nutrition and other curriculum through school gardens

Idaho Healthy Foods Fundraiser

Farmer visits/farm tours

Ag in the Classroom teacher trainings

Healthy Harvest celebrations

The Benefits of a Farm to School Program

Why Implement Farm to School?

The Farm to School Program benefits both students and the local economy. Farm to school enhances students' educational experience and cultivates long-term healthy eating habits.

Whether you buy locally grown food directly from a farmer or through a distributor, you're

Schools provide children fresh, tasty, nutritious produce, while local farmers acquire new markets.

helping to support Idaho farmers. Because food doesn't have to travel as far, you might find that locally grown also means a

fresher and higher quality product. Decreasing the distance your food travels from farm to cafeteria helps minimize transportation costs and fossil fuel use creating a smaller "carbon footprint."

Offering locally grown foods in your cafeteria also gives you a chance to use food as a teaching tool. It can help students understand where their food comes from and opens doors to great marketing opportunities for your foodservice program.

The Research:

Existing research shows that Farm to School Programs influence students on many levels; increasing their knowledge and awareness about food sources, nutrition, and eating behaviors and lifestyles. Farm to School Program studies have shown the following benefits:

Meal Participation Increases

- A 3%-16% increase in school meal participation has been seen in schools implementing the program^{1,2}.
- Teacher and administration participation in school meals also usually increase¹.

Encourages Healthy Choices

- Farm to School Programs have shown a 25%-84% increase in student fruit and vegetable consumption¹.
- Farm to School may lead to positive family food choices, including purchasing fresh, healthy, local foods².
- Demonstrated willingness to try out new foods and healthier options. In one school in Ventura, CA, on days in which there was a choice between a farmers' market salad bar and a hot lunch, students and adults chose the salad bar by a 14 to 1 ratio².

Provides Educational Opportunities

- Increased knowledge of nutrition, healthy eating, local foods, agriculture, and the environment².

Supports the Local Community

- Creates new markets for local farmers¹.



Developing a Successful Farm to School Program

Build Support for Farm to School:

Implementing a Farm to School program, as with any new program, takes time and effort. So, before you begin, make sure you have the help and support of others affected by the program. You need to involve parents, school teachers and administrators, and parent-teacher organizations, and invite local farmers, farm organizations, and others in the community that might be interested in assisting with the program.

Start building consensus by consulting your own staff to make sure you have their support first. Make sure you address their concerns before moving forward with a larger group. Identify interested parties (see list below for some ideas) and agencies/organizations that can assist you and invite them to a meeting to discuss Farm to School opportunities. Many of the issues you may want to discuss are detailed in this manual and may help you better answer questions and concerns.

Develop a Plan and Start Small!!

Once you have built school and community support, develop a plan for your Farm to School Program. This does not have to be a detailed, lengthy document. It does need to lay out your plans and include what you are going to do, how it will be implemented and who is going to help. It may be limited to just foods in the cafeteria, or may include educational components, plans for a school garden or other activities.

Regardless of how big or small your plans are, start simply with one or two easy changes to your menu. You don't have to rewrite all of your school menus to start or be involved in a Farm to School program. Small steps count! Buy a couple of different Idaho products and start implementing new foods slowly. Choose one or two ideas from the list on the next page – or create your own great program – one “fresh” idea at a time.

Consider Including:

At School

- School Foodservice Staff
- Students
- Teachers
- School Administrators
- Nurse
- Janitorial Staff
- Parent-Teacher Association
- School Board Trustees

In the Community

- Farmers
- Farmers' Market Vendors
- Cooperative Extension
- Local/County Farm Bureau
- Local/Sustainable Groups
- City Council Members
- State Congressional Representatives

State Organizations and Agencies

- Idaho State Department of Agriculture's Idaho Preferred® Program
- Idaho State Department of Education Child Nutrition Programs
- Commodity Boards and Commissions



Simple Tips for Including Local Food on Your Menu:

Fruits and Vegetables: Substitute a locally grown fruit for an imported one. For example, in September serve Idaho apples, pears or grapes instead of bananas, oranges or kiwi.
Make it a goal to have at least one local fruit or vegetable available in your cafeteria during the spring and fall.

Whole Grains Find a local whole grain product to add to your menu once a week. Idaho companies offer whole grain breads, tortillas and soups.

Low-Fat Milk All of the milk served in schools comes from local dairy farms – make sure your students and staff realize your milk is local. Contact United Dairymen of Idaho for great milk promotion ideas in your school.

Food Bars Have a local food bar once a week during the local harvest season. Include a variety of colorful fresh fruits and vegetables daily.

Special Days and Events Plan special days to include local foods like Healthy Harvest in September or Farm Fresh Friday. Be creative and use local foods to market your program using signage, stickers, banners and other promotional materials available through the Idaho Preferred® program.

Other Programs Serve local fruits and vegetables in the Fresh Fruit and Vegetable Program.
Take advantage of the summer growing season in the Summer Food Program.

Attention Fresh Fruit and Vegetable Program Schools

You have an advantage in purchasing local, fresh produce because you are receiving additional funding to buy fresh!

Use this opportunity to develop some new relationships with local food producers and provide your students with the best, fresh produce by buying local.

It's easy for everyone to support a Farm to School Program. Here's what YOU can do...

Parents and Community Members

Communicate your support of Farm to School programs with school administrators, school board members, teachers and foodservice personnel. Offer suggestions, solutions, and opportunities to volunteer in the cafeteria and classrooms.

School Foodservice Personnel

Work with your current distributors to identify and source locally produced foods. Contact the Idaho State Department of Agriculture's Idaho Preferred® program at www.idahopreferred.com for help in finding local farmers, growers and processors interested in working with school cafeterias. Let everyone know about your Farm to School efforts to provide healthy, nutritious foods to students and support the local economy.

Teachers

Support the Farm to School effort by incorporating food and agriculture concepts into your curriculum. Materials are available through Idaho State Department of Agriculture Idaho Preferred® program, Idaho State Department of Education Child Nutrition programs, and through Idaho Agriculture in the Classroom at www.idahoaitc.org

Farmers and Food Producers

Consider growing products that children will eat and are easy for school cafeteria staff to serve. Contact schools in your area to see what they might be interested in purchasing locally. Contact the Idaho State Department of Agriculture's Idaho Preferred® program to find out which schools are seeking local products for their cafeteria.

Foodservice Distributors

Talk to your school foodservice customers about local products already available. Find out what schools would like to purchase and seek out local producers. Regularly communicate seasonal availability of local products.

Strategies to Incorporate Farm to Cafeteria Programs

- **Start Small:** During the growing season, replace foods that you already serve with the same product from local farmers. If you are already serving the food, why not make sure it is grown in Idaho?
- **Work through your existing distributors:** Ask if they offer any local products and encourage them to do so or to do more. Many food distributors already offer a variety of locally grown foods; you may just have to ask for them.
- **Salad Bars:** Showcase local foods in a salad bar as an alternative entrée choice or in combination with other entrees. One advantage of a salad bar is that local foods can be incorporated when available. Use colorful signs to market the local foods.
- **Teacher Nutrition Education:** Serve local foods in the cafeteria that are featured in nutrition education curriculum in the classroom or school garden.
- **Main Dish Items:** Incorporate local foods in your favorite lunch entrees. For example, add color and crunch to pizza using green peppers, zucchini, etc., or use a locally produced whole wheat tortilla for your wraps.
- **Side Fruit/Vegetables:** Serve locally produced fruits or vegetables as a side dish for lunch or in your Fresh Fruit and Vegetable Program as a snack.
- **Breakfast:** Locally produced fruits, such as apples, pears, berries or melons, can be served with hot and cold cereal or as a topping on pancakes and waffles.
- **Advertise:** Let your customers know what you are doing by labeling foods that come from local farms both in the cafeteria and on menus.
- **Special Events:**
 - Host a Healthy Harvest event in the cafeteria, showcasing many different locally produced foods at one event, or showcase one locally grown product each month.
 - Introduce different foods to students and educate them about what foods are produced locally. Partner with teachers, healthcare or agriculture groups which can provide resources and assist with marketing the event.
 - Make the cafeteria the fun place to have lunch! Invite a farmer to participate in the taste test and ask him or her to talk with your students about how the food is grown. Highlight a locally grown product on your menus once a month or celebrate Idaho foods with a one week menu in the spring or fall that takes advantage of the harvest.



Planning Ahead to Assure a Successful Farm to School Program

In order to ensure your program is successful, you must plan ahead and recognize possible barriers that you may be facing. Implementing a Farm to School Program throughout the school year requires some extra planning, but the benefits outweigh the barriers.

Some Things to Consider When Starting a Farm To School Program:

- Product availability: Use foods in season, at the peak of flavor and lowest cost. Offer fresh whenever possible. Realize that many foods are not available year-round.
- Staffing and equipment: Is there adequate refrigeration/freezer space? Do you have sufficient counter space, sinks and preparation equipment? Can employees prepare in the time available? Schedule employees' time so their particular skills can be used to the best advantage.
- Use the Food Buying Guide to plan adequate portion sizes – remember that the “as purchased” weight or volume is greater than the “as consumed” volume.
- Know your customers: Be sure to get input from students and staff when designing cycle menus.
- Build flexibility into your menu so that you can take advantage of local, seasonal foods and be able to adapt if substitutions are necessary due to weather, crop failure, oversupply or other circumstance.



Before you embark on your Farm to School program, consider the following. **These issues do not preclude you from having a program, but must be addressed prior to program implementation to ensure long-term success of your Farm to School efforts.**

- Availability of local foods
- Kitchen facilities and equipment
- Staff cooking skills
- Labor costs and availability
- Storage facilities
- Minimum orders required from produce firms
- Institutional quality controls or food safety standards
- Price points
- Food contracts
- Managing multiple farm accounts
- Rapid payment collection cycles



Can you only get local foods in the spring and fall?

No. While an abundance of fresh fruits and vegetables are available in Idaho in the summer and fall, there are many local foods available all year long.

Following are just a few examples of foods you might include in your year-round farm to school menu.

January

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Onions
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Apples*

February

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Onions
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Apples*

March

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Onions
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Apples*

April

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Apples*
- Asparagus

May

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Asparagus
- Early Greens
- Radishes

June

- Whole grain bread products
- Whole grain tortillas
- Processed meats (hot dogs, ham, etc)
- Trout
- Potatoes
- Dairy products (milk, cheese, yogurt)
- Frozen Green Garbanzo Beans
- Dried Beans
- Greens

Spinach
Strawberries
Lettuce
Radishes
Cherries (late in the month)
Green peas/snow/sugar snap
Rhubarb

July

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout
Potatoes
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Tomatoes
Fresh Herbs
Lettuce
Radishes
Green Beans
Cucumbers
Green/snow/sugar snap peas
Zucchini squash
Cherries
Rhubarb
Apricots
Raspberries
Strawberries

August

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout
Potatoes
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Onions
Fresh Herbs
Radishes
Green Beans
Cucumbers
Carrots

Green/snow/sugar snap peas
Sweet Corn
Tomatoes
Zucchini squash
Rhubarb
Apricots
Apples
Blueberries
Nectarines
Peaches
Plums/Pluots
Raspberries

September

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout
Potatoes
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Onions
Fresh Herbs
Green Beans
Cucumbers
Carrots
Sweet Corn
Squash
Tomatoes
Zucchini squash
Apples
Blueberries
Grapes
Melons
Nectarines
Peaches
Pears
Plums/Pluots
Raspberries

October

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout

Potatoes
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Onions
Fresh Herbs
Carrots
Squash
Apples
Grapes
Melons
Peaches
Pears
Pumpkins

November

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout
Potatoes
Carrots
Onions
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Apples
Pears
Pumpkins
Winter Squash

December

Whole grain bread products
Whole grain tortillas
Processed meats (hot dogs, ham, etc)
Trout
Potatoes
Onions
Dairy products (milk, cheese, yogurt)
Frozen Green Garbanzo Beans
Dried Beans
Apples*
Winter Squash*

*Depending on crop size/storage



Distribution

What is Local? Local food is food that is produced and/or processed in close proximity to where it is consumed. There is no legal definition of local. While some define it in terms of a set number of miles, others look at it in terms of a county, state, region, “foodshed” or other geographical area of production.

Perhaps the most daunting aspect of implementing a Farm to School program is sourcing local foods. There are many ways to find and take delivery of local products. Your geographical location, local agricultural profile, school size, kitchen facilities and equipment, and staff time will all affect your choice of distribution method(s). Whichever method or methods are chosen, they should meet the needs of both your school foodservice and the local farmers involved in order to be sustainable over the long term.

This section describes some of the options for distribution methods to follow. Schools can choose to follow one or a combination of these methods depending on the individual need.



A. Buying Direct from Local Farmers

The most basic distribution system for a Farm to School program is for schools to buy directly from farmers. Buying directly from a farmer or several farmers has many unique advantages and disadvantages:

Advantages:

- Direct contact with grower
- Can request specific products be grown
- Assurance that products are local
- No middle man which may result in lower cost
- May be exempt from bidding due to small dollar amount of contract
- Least time spent between harvest and consumption assuring optimal flavor and quality

Disadvantages:

- May need to contract with many growers to get variety of products
- Multiple farmers require multiple contracts, deliveries and paperwork
- Need to make multiple calls for orders, delivery scheduling, etc.
- May be difficult to find enough farmers to supply variety of products or to supply enough of any one product depending on size of school.

Idaho Example: Gooding School District

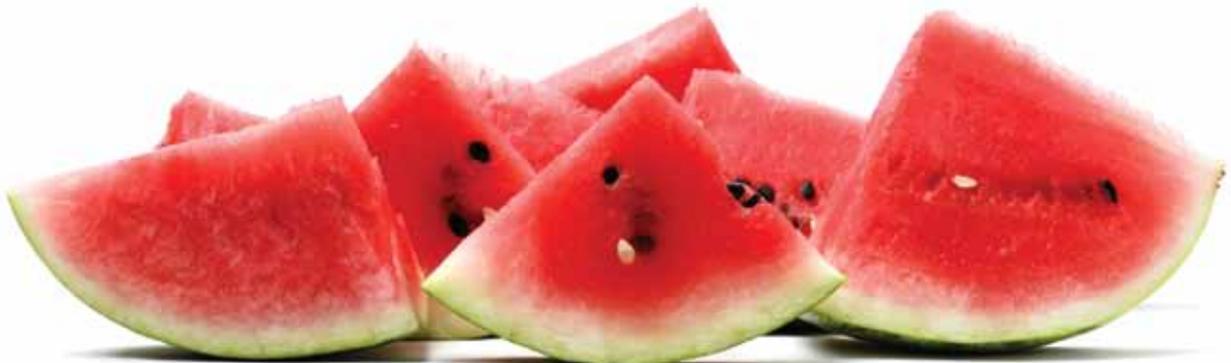
We are fortunate enough to live in a small agricultural community, and the relationship with a local farmer is very simple. Our children are friends and they play the same sports so establishing the relationship (with a farmer) was no big deal.

A few years ago, there was some discussion about watermelon. The idea was to simply plant a few in a corner of a field and see what happened. The watermelon was a success. It was sweet, juicy, looked beautiful, and smelled wonderful; it was simply delicious. So we purchased some for school and THAT was the beginning of a great relationship!

The following year, more watermelons were planted and cantaloupe was added to the mix. Once again, we purchased the produce for school. Now, each spring, our favorite farmer calls to see what we are interested in for the following year. The local produce is so successful, he has opened a small highway stand where you can find green beans, purple string beans, zucchini, yellow squash, tomatoes, cucumbers, corn, cantaloupe, red potatoes, watermelon, and pumpkins. Next year, plans are being made to purchase corn on the cob (shucked – of course.)

By purchasing local produce, costs were significantly reduced. A standing order each week has eased the ordering process, and I can always depend on watermelon in the walk-in waiting for us when we need it.

*Anji Baumann, Foodservice Director,
Gooding School District*



B. Buying from a Farmer Cooperative

A cooperative is a group of farmers who work together to market their products. Cooperative members work together either formally or informally to find buyers and deliver their products.

Advantages:

- More variety and usually larger and more consistent supply of products
- Reduced number of vendors and deliveries for school foodservice
- Benefits more than one farmer

Disadvantages:

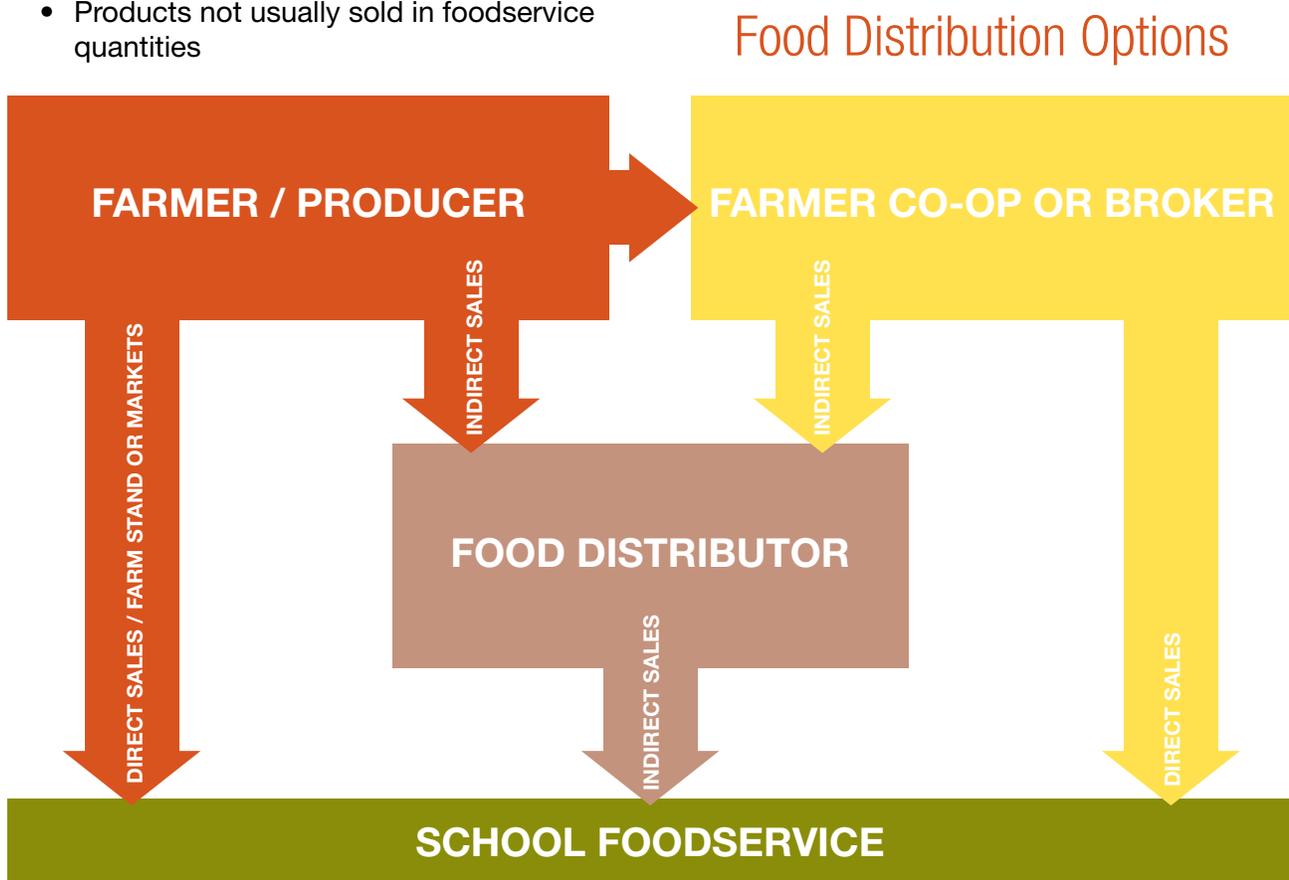
- Very few fresh product cooperatives in Idaho
- Less direct contact with individual farmers
- Limited distribution/delivery options
- Products not usually sold in foodservice quantities

Idaho Example: Idaho's Bounty

Idaho's Bounty is a cooperative of local growers and producers of fruits, vegetables, meats, dairy, breads and many other specialty products. Currently, the co-op only delivers to the Treasure Valley and Sun Valley areas.

Here is how it works. In order to buy from Idaho's Bounty Co-op, you must first become a member. Members go online once a week and place their order. Delivery is made once a week to a common site where buyers pick up their orders. Payment is made via Paypal or with a check at pick-up.

For more information go to:
www.idahosbounty.org



C. Purchasing at a Local Farmers' Market/Farm Stands

Farmers' Markets are growing rapidly in popularity and can be found in almost every community. In Idaho, there are over 50 Farmers' Markets from Bonners Ferry to Bear Lake. Each market has a unique variety of local products depending on geographical location and agricultural community. Schools who want to buy from Farmers' Markets generally start by attending a market to assess the availability of products and make contact with farmers. Then, foodservice personnel will usually develop a relationship with one or more vendors at the market. Vendors who agree to sell product to schools will generally contact the school prior to market day and get an advance order. Then, the farmer will bring the school order, along with their general market supply, on market day. The farmer will then deliver to the school or the school will pick up at the market, depending on the agreed upon distribution method. On-farm stands may also provide options for schools seeking local fresh fruits and vegetables. This option requires school personnel to drive to the stand, purchase products, and transport, load and unload product.

Advantages

- Direct contact with farmers
- Ability to assess product quality and quantity in advance
- Farmer able to make two deliveries at one time saving time and money
- Prices competitive due to competition at the market
- No middle man so prices are often reasonable

Disadvantages:

- Farmers' markets are seasonal and may not coincide with school year
- Often time markets are in the evening or weekends presenting staffing issues for pick-up or taking delivery
- More time consuming – may have to shop weekly
- Supplies may be inconsistent
- May need to work with more than one vendor to gather adequate supply of products
- Farm stands require customers to come to them and most often do not offer delivery services

Idaho Example: Caldwell School District

Rae Karpauskas is the Foodservice Director for Caldwell School District. In 2009, she began actively sourcing local products for school lunch and Fresh Fruit and Vegetable programs. She regularly works with her foodservice distributor to order local produce during the early fall. She insists that local peaches, pears, apples and plums be delivered when they are available during the growing season. However, when what she needs is not available conventionally, she goes directly to the orchard for fresh fruits. On-farm fruit stands at Symms Fruit Ranch and Williamson Orchards, both in Caldwell, offer a great variety of local fruits – picked at the peak of flavor - at a reasonable price. She reports that students look forward to local fruit season!



D. Purchasing Through a Traditional Distributor

Perhaps the easiest way to implement a Farm to School program is to work with your regular distributor to source and deliver local products. Most foodservice distributors in Idaho are currently working with producers and customers to facilitate the availability of local products. Fresh Idaho fruits and vegetables, as well as non-perishable products such as breads, tortillas, dairy products and meats are available through several distribution companies. Due to increased interest in local products, wholesalers are aggressively seeking local producers and working with them to help make their products available to schools and other foodservice establishments statewide.

Advantages:

- Already have established contract and relationship with the distributor
- One order, one bill, one delivery for all products
- Distributor can help do the work of finding local products
- Wider distribution area for regionally grown products
- More consistent supply due to storage capabilities
- Can now write state/regional preference into bid to encourage sourcing of local products by distributors

Disadvantages:

- No direct contact with farmers – but can request local connection
- Distributors not always diligent in assuring local product delivery when ordered
- Non-local substitutions common

Idaho Example: Sysco, Food Services of America, Grasmick Produce and Sheppard Produce all offer local products

Due in part to increased demand from their school customers, most major distributors are now aggressively seeking local growers and local products. Fresh fruits and vegetables are available in season from most distributors – but schools must be diligent in demanding local products when available. In addition to fresh produce, distributors may have many other locally produced items available including breads, tortillas, dairy products, trout products, beans, lentils and other non-seasonal products. Again – talk to your sales representative about what they currently carry and request additional Idaho product options.

In 2008-2009 FSA sold an additional \$125,000 of Idaho apples, stone fruit, grapes, potatoes and onions to schools and SYSCO reports selling an additional \$50,000 of Idaho products to schools.





Does it cost more to use local food?

There is no simple answer to the question. Local food is sometimes less expensive due to reduced transportation costs. Farm to School programs naturally force buying produce during the growing season. Foods that are in season will most likely be available at prices that are competitive with conventional sources or may even be less expensive.

- Local produce is fresher and tastier than its conventional counterpart, adding more value to your meals.
- Local produce may be fresher so it lasts longer. You can use a higher percentage of the product than something that has been shipped and stored for an unknown period of time, thus reducing waste and loss from spoilage.

Farm to School programs typically increase the participation rates in school meal programs enhancing the overall financial viability of school foodservice departments. Overall, schools report a 3 percent to 16 percent increase in participation in school meals when local, fresh food is served. Increased participation can cover the additional labor costs often associated with food preparation of farm-fresh products².

Purchasing

Regardless of whom you decide to purchase from and how it will be delivered, there are some things you need to consider before beginning to buy and take delivery.

A. Determine your ability to purchase locally grown products for your school meal program:

Questions to Consider:

- What are your procurement procedures?
- Does the school/district have contracted food distributors?
- What percentage of food is required to be purchased through contracts?
- Do you also use independent produce distributors?
- To how many locations do you have produce delivered?
- How many deliveries are made per week per location and at what times?
- How do you prefer to place orders? Phone, fax, e-mail?
- How often do you place orders? Monthly, weekly, specific day of the week?
- What are your payment procedures? For instance, how long will it take for your payment to be received?
- What is district policy on insurance and liability policies?



B. If you plan to purchase direct from a producer, discuss the following with the producer PRIOR to purchasing.

1. Ordering procedures:

- a. How far in advance will producer be able to inform you of available product?
- b. How can orders be placed? (By phone, FAX, online?)
- c. What is the communication process if producer is unable to complete order (amount or quality) and what is the timeframe for this notice?
- d. What is the price and unit of costing?

2. Delivery procedures:

- a. When is the best time for orders to be received?
- b. What is the frequency of deliveries?
- c. How many locations is the producer willing to deliver to?
- d. What type of delivery vehicle does the producer have – climate controlled?

3. Payment procedures:

- a. What is the lead time required by school district accounting office to add vendors?
- b. What is the number of additional vendors that can be added?
- c. What is the timing for the payment of invoices?

4. Specifications:

- a. What is the desired quality, size, package unit and other specific information about the product that the producer needs to know?
- b. What substitutes are acceptable?
- c. What type of packaging can you expect? Note that package must protect integrity of food items.

C. You may want to prepare a vendor information questionnaire. This questionnaire will help you identify if and how closely a farmer meets your criteria for selecting vendors. See sample questionnaire in appendix.

D. Talk with local farmers to identify a mutually beneficial timeline for the bid process. Some farmers would like to begin this process early in the spring so they can plan their crops and plantings accordingly, but others may not want to submit bids until the summer when they are more certain of market prices and product availability.

E. Mail bid documents to interested farmers. Include your letter or notice of intent, vendor information questionnaire, and product availability and pricing forms as well as instructions for farmers on completing the forms and returning them to you for evaluation. Check the Idaho Preferred® website at www.idahopreferred.com for a list of possible vendors.



Procurement Regulation

While a geographic preference may be used to encourage the purchase of locally grown and locally raised products, this provision does not eliminate the requirement for procurements to be conducted in a manner that allows for free and open competition.

As of October 1, 2008, Child Nutrition Programs can apply a geographic preference (state, county and/or region) when procuring unprocessed locally grown and locally raised agricultural products, that have not been cooked, seasoned, frozen, canned, or combined with any other products.

The new Farm Bill allows institutions receiving funds from the Child Nutrition Programs to apply a geographic preference when procuring unprocessed locally grown or locally raised agricultural products.

Schools are still required to allow free and open competition when procuring local foods. Good procurement is competitive and allows for free and open competition. An institution must still get quotes from several farmers when procuring unprocessed locally grown or locally raised agricultural products, so that competitors have an opportunity to compete for the bid.

Procurement Options:

Informal Procurement Method:

If the purchases fall below the district's (or state's if it is more restrictive) small purchase threshold, the school food authority (SFA) may simply want to approach approximately 3-4 local producers and obtain price quotes.

If the procurement exceeds the small purchase threshold, a formal procurement method is required.

Formal Procurement Method:

Methods must be used which would involve a sealed bidding process or the competitive negotiation process.



This would entail public notification of the solicitation; however, when procuring locally unprocessed agricultural products the notification may be focused on the area in which the school is situated as a criteria of the solicitation.

In a situation where the solicitation for locally unprocessed agricultural products is in fact open to offers beyond the local area, a way in which to apply a geographic preference is to grant preference points to the local farmers who respond to the solicitation.

Geographic preference can only be applied to the procurement of unprocessed agricultural products which are locally grown and locally raised, and that have not been cooked,

It is also important to note that all milk served in the Child Nutrition Programs must be pasteurized and meet state and local standards. Pasteurized milk is the only dairy product for which geographic preference may be applied.

components and retain their inherent character (are still recognizable).

seasoned, frozen, canned, or combined with any other products.

What does unprocessed mean in the rule above?

Unprocessed products are defined as not having significant value added

Per the USDA, the following *do meet* the meaning of the term “unprocessed”:

- Products that have been chopped, cut, sliced, diced or shucked
- Handling and preservation techniques such as cooling, refrigerating, freezing; size adjustment through size reduction made by peeling, slicing, dicing, cutting, chopping, shucking, and grinding; drying/dehydration; washing; the application of high water pressure or “cold pasteurization”; packaging (such as placing eggs in cartons) and vacuum packing and bagging (such as placing vegetables in bags); butchering livestock, fish and poultry; and the pasteurization of milk.

Additionally, using a minimal amount of preservatives on locally grown produce may be needed for the purpose of preventing spoilage and would be acceptable.

What is Considered Local?

How is “local” defined in the Farm Bill?

Due to the geographic diversity in each state, the institution responsible for the procurement may define the area for any geographic preference (e.g., state, county, region, etc.). However, it is important to keep in mind that local preference should not be defined in a way that unnecessarily limits competition.



Procurement Q/A

Can an SFA purchase food directly from a farmer?

Yes, as long as the SFA observes the procurement rules that apply when purchasing food with the school foodservice account money.

What are the available procurement methods?

Several procurement methods are available to purchase food products. All are designed to provide open and free competition. SFAs should identify which method best meets the needs of the Farm to School project that is in place. The three most frequently used procurement methods are:

Competitive Sealed Bids – A method of procurement whereby sealed bids are publicly solicited and a fixed-price contract is awarded to the responsible bidder whose bid, conforming with all the material terms and conditions of the invitation for bid, is lowest in price.

Competitive Proposals – A method of procurement whereby proposals are requested from a number of sources and the request for proposal is publicized, negotiations are conducted with more than one of the sources submitting offers, and either a fixed-price or cost-reimbursable type contract is awarded, as appropriate. Competitive negotiation may be used if conditions are not appropriate for the use of competitive sealed bids.

Small Purchase – A relatively simple and informal procurement method that is appropriate for a procurement of food, services or supplies costing not more than \$100,000 (the current federal small purchase threshold), or a lesser amount specified by state law or local requirements. SFAs must check with their administering state agency and local officials to determine whether the state/local small purchase threshold is less than the federal threshold and the state or local small purchase procedures that must be followed.

If the SFAs anticipated annual purchase of a particular product will be less than the applicable small purchase threshold, the SFA can use these simplified procedures and contact a number of local farmers. While the state small purchase threshold is currently set at \$25,000, SFA's must always check with their local officials since many districts have lower small purchase thresholds.

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PLUM AND PLUOT FACTS:
 A cross between a plum and an apricot
 and 25% Apricot to be exact.
 Sometimes called "Dinosaur Eggs" due
 to their speckled coloring.
 Idaho is the largest producer of
 plums in the nation in plum production
 and plums are harvested in
 September.

NUTRITION IN
 Plums and Pluots
 protect against can
 Plums and Pluots
 and anti-oxidants
 Plums are high in
 you energy!



PUMPKIN/SQUASH FACTS:
 Common winter squash varieties grown in Idaho
 include pumpkin, acorn, butternut, and spaghetti.
 Idaho squash is available generally September
 through November, making this nutritious food a
 popular side dish for many holiday meals.

NUTRITION
 Squash and
 Vitamin A.
 Squash and
 Vitamin C.
 Squash a
 fat and p
 Idaho pum
 decorative
 inore die

INCREDIBLE EDIBLE IDAHO



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NUTRITION FACTS:
 Honey is made up of several sugars (fructose,
 glucose, sucrose and others) formed from nectar
 by bees.
 The calories in honey and white sugar are nearly the
 same (1 tsp of honey has 21 calories, one tsp of table
 sugar has 15 calories).
 Honey is sweeter than table sugar, so you need less
 to sweeten foods.
 Honey contains antioxidants.
 Honey does not spoil, it has a very long shelf life.

IDAHO FACTS:
 Idaho honey bees produce approximately 3.5
 pounds of honey each year.
 An average Idaho worker honey bee only makes
 about 1/12 of a teaspoon of honey in her entire
 lifetime.
 With approximately 90,000 colonies (groups
 of bees that live together in a hive) in the state,
 Idaho ranks 11th in the nation for honey production.
 A hive of honey bees fly over 55,000 miles to
 produce one pound of honey.
 The color and flavor of honey differ depending
 on the bees' nectar source (flower blossoms)—Idaho
 produces mostly clover honey, in which bees feed
 on the nectar of clover plants that are grown for
 honey. The bees create for a mild, floral flavored honey.



IDAHO APRICOT FACTS:
 Idaho grows the popular Gold Rich variety
 of apricots, typically a much larger and sweeter
 than apricots from other states.
 Idaho apricots are generally available from
 late August through October.

Top Producing

Education

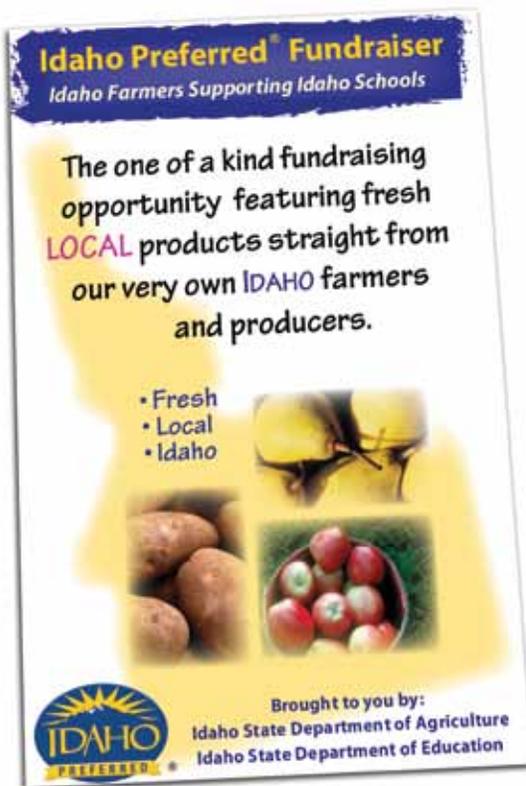
Implementing a nutrition and agriculture education program in the classroom can greatly expand and improve your Farm to School program. Work with your school administration, teachers, and parents to encourage incorporation of nutrition and agriculture lessons within current curriculum guidelines. Listed below are some resources you might consider when developing the education component of your Farm to School program.

Incredible Edible Idaho Food of the Month Posters:

This popular “Food of the Month” poster series features a different Idaho agriculture product each month. The front side features a picture of the product, both in the field and harvested, and includes nutritional facts, interesting statistics, and the top growing counties for the product. On the back of the poster, reproducible games, trivia, educational activities, recipes and more are available to provide additional teaching resources. The posters are the result of a partnership between the Idaho State Department of Education’s Child Nutrition Programs and Idaho State Department of Agriculture’s Idaho Preferred® Program. Posters are provided to all school cafeterias and to teachers who complete the Idaho Agriculture in the Classroom Teacher Training workshop. To view and print the posters and activities, go to <http://www.sde.idaho.gov/site/cnp/nutritionResources/fom.htm>

Idaho Farmers Supporting Idaho Schools – A Healthy Fundraiser:

To help schools meet Wellness Policy guidelines, Idaho Preferred® and the State Department of Education, Child Nutrition Programs created a healthy fundraiser for schools to participate in. Featuring unique, quality Idaho products, the fundraiser offers a great selection of delicious products from Idaho’s very own ranchers and farmers. Fundraiser supporters can enjoy the crisp taste of fresh Idaho apples and pears, bake homemade pancakes or bread, with whole grains harvested right from Idaho fields, and serve them with sweet



Idaho honey. Other featured fundraiser items include: award-winning mustard, flaxseed muffin mix, famous Idaho potatoes, hearty barley soup and gourmet heirloom beans. A great alternative to traditional fundraising programs, the Idaho Preferred® fundraiser offers nutritious products all grown and processed right here in the Gem state.

The Idaho Preferred® Fundraiser is a valuable program for children of all ages, giving Idaho's schoolchildren the opportunity to experience Idaho agriculture first-hand. With every item priced at an easy \$10.00, organizations have the opportunity to net \$4.25 for each item sold. For more information on the Idaho Fundraiser contact Kim Peterson at (208) 332-8532 or kpeterson@agri.idaho.gov. or go to <http://www.idahopreferred.com/educational-resources/fundraising-opportunity.htm>

Idaho Agriculture in the Classroom Teacher Training Workshops:

Agriculture in the Classroom is a program to help students increase their knowledge of the food and fiber system in their state, thus enabling them to make intelligent decisions as consumers, voters, and eventually, as public leaders. The program is a cooperative effort between the USDA, Idaho State Department of Agriculture, University of Idaho, agribusiness, commodity groups, farm organizations, farmers, ranchers, and educators across the state. Teacher training workshops are offered across the state each summer with University of Idaho continuing education credits available to teachers who enroll. The two-day workshops include farm tours for a first hand look at production agriculture and the people who work everyday to provide our food and fiber. In addition, classroom presentations provide in-depth insight into current events affecting agriculture and offer educational resources, curriculum and lesson plans. For more information, visit www.idahoaitc.org.

School Gardens

An excellent way to educate students on nutrition and a variety of other curricular topics is to implement a school garden. A school garden can become an integral part of your classroom and may ultimately improve student learning. Teachers throughout the country are finding that learning in such a way is enjoyable to both the students and themselves. A vegetable garden gives your school all the benefits mentioned above, with the added reward of valuable nutrition lessons on the importance and joys of eating fresh foods. Children are much more likely to taste a vegetable they have grown, and vegetables just taste better straight from the garden. The USDA allows schools to serve food grown in a school garden in the School Meal Programs. School gardens can take variety of forms, from the simplest containers outside a classroom to a multi-plot, in-ground garden featuring seating areas and a greenhouse. But the size of your garden should not limit its potential to contribute to the learning environment. In 2009, the State Department of Education Child Nutrition Programs funded ten School Garden sites to serve as pilot sites for other schools across the state. For information and to learn how these schools implemented their gardens visit www.sde.idaho.gov/site/cnp/schoolgarden/.



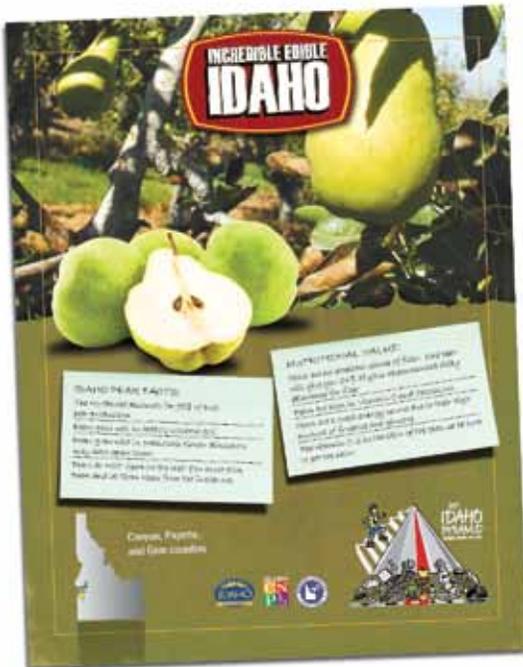
Market Your Program!

Once you have your Farm to School program in place, it is critical to let EVERYONE know! In order to experience the benefits shown in the Farm to School Program, schools must market the fresh, local foods they are serving to students, parents, and school staff.

Implementing a Farm to School program and serving local foods has become very popular. Marketing the fact that you are using local foods in your Child Nutrition Programs benefits your school and your bottom line. It also helps improve the perception of the quality within your program amongst students, teachers, school administrators, parents and community members.

Here are some easy marketing ideas:

1. Identify the sources of local foods on your menus – both printed and online. For example – instead of just listing peaches, or even local peaches, list “Idaho Peaches from XXXX Orchards.”
2. Communicate with classroom teachers about local foods you will be serving. If possible, make those foods available for classroom lessons and provide resources and fact sheets on the foods you are serving. (Fact sheets can be found at: www.sde.idaho.gov/site/cnp/nutritionResources/farmSchool.htm).
3. Host a poster or essay contest about local foods/ agriculture/nutrition and post all entries in the cafeteria for students to view as they wait in line.
4. Use the posters from the State Department of Education and the Idaho Department of Agriculture to market your local foods. Or, make your own table tents, signs, and posters. Contact state commodity commissions and request free marketing materials. For a list of commodity commissions go to http://www.agri.idaho.gov/Categories/AboutISDA/Documents/directory/AgDirectory_Boards.pdf



5. With assistance of teachers, invite students to research the local foods you are serving and provide fact sheets or posters about the food.
6. Host special events in your cafeteria such as Farm to School week or month and, incorporate local foods into each day's menu. Highlight local foods on daily school announcements.
7. Report to the local school board your efforts in working with local food producers.
8. Present information about the use of local food products to the PTA or PTO.
9. Contact your local newspaper and let them know about your program and local growers that are working with your school.
10. Invite your local state legislators to have lunch at your school to observe first-hand your Farm to School efforts.

Farm to School is a very positive program that is well supported by the community. Take every opportunity to spread the word that you are offering fresh, local foods. If done right, the Farm to School Program will help increase student and teacher participation in your program.



Appendix

Producers/Vendors of Local Foods

Below is a list of farmers, ranchers, processors, bakers and other food producers who are participants in the Idaho Department of Agriculture's Idaho Preferred® program and may be interested in working with schools to make local products available. This list is not all-inclusive and there may well be many more companies in Idaho who have products that meet school foodservice needs.

Some of these companies are large and distribute through traditional foodservice or produce distributors, while others are small and may self-distribute or partner with other smaller producers on distribution. An attempt has been made to identify distribution methods, but this information may change frequently. It is recommended that schools interested in these products contact the company directly to discuss availability and distribution options.

Breads and Tortillas:

Alpicella Bakery

Dan Perata
2903 W. Idaho
Boise, ID 83702
208-387-0020

djperata@alpicellabakery.com
www.alpicellabakery.com

IdahoPreferred® Products:
Authentic sourdough family style
white, and whole wheat sliced
breads

Distribution: Self delivered,
delivered by Oroweat,
sold at many retail grocers and
Costco

Casa Valdez, Inc.

Linda or Joe Romero
502 E. Chicago St.
Caldwell, ID 83605
208-459-6461

Linda@casavaldez.com
www.casavaldez.com

Idaho Preferred® Products: Variety
of tortilla products including corn,
flour, whole wheat tortillas and
chips

Distribution: Sold at most retail
grocery stores throughout southern
Idaho

Fresca Mexican Foods LLC

Richard A. Kay
11193 Emerald
Boise, ID 83713

frescamexfoods@qwest.net

Idaho Preferred® Products: Whole
Wheat and other flavored flour and
corn tortillas and chips

Distribution: Food Services of
America; Sysco Idaho

Harvest Classic Bakery

Steve or Mary Ann Adamson
914 Park Centre Lane
Nampa, ID 83521
208-467-9900

sadamson@classicbread.com

Idaho Preferred® Products: Whole
wheat hamburger and hot dog
buns, whole wheat breads and
many varieties of gourmet breads
and rolls

Distribution: Direct delivery in
southern Idaho and available at
select local retail grocery stores

Zeppole Baking Co.

Charles Alpers
983 E. Parkcenter Blvd.
Boise, ID 83706
208-338-1499

charles@zeppolebakery.com;
www.zeppolebakingco.com

Idaho Preferred® Products:
Pumpkin bread, banana bread, 983
coffee cake, specialty breads

Distribution: Sysco Idaho, Direct
delivery in limited southwestern
Idaho

Powers, Inc.

ra Powers
810 Ball Ave.
Parma, ID 83660
208-722-7472

powers@widaho.com

Idaho Preferred® Products:
Homemade bread and honey

Distribution: Sold at Farmers'
Markets

Dairy Products:

Ballard Family Dairy & Cheese

Stacie or Steve Ballard
1764 South 2100
Gooding, ID 83330
208-934-4972

ballardcheese4u@yahoo.com
www.ballardcheese.com

Idaho Preferred® Products: Cheese curds, cheddar cheese varieties

Distribution: Call for details

Cloverleaf Creamery

Donna or Bill Stoltzfus
205 Broadway S.
Buhl, ID 83316
208-543-4272

Idaho Preferred® Products: 2% and skim glass bottled milk, ice cream

Distribution: Call for details

Meadow Gold Dairies

Craig Lund
1301 W. Bannock St
Boise, ID 83702
208-343-3671

clund@meadowgold.com
www.meadowgold.com

Idaho Preferred® Products: Milk, chocolate milk, ice cream mix, sour/whipping cream, cottage cheese

Distribution: Direct delivery – call for details

Organic Acres

Don or Renae Halverson
25 W. 325 Ln. N
Rupert, ID 83350
208-436-3496

donandrenae@gmail.com

Idaho Preferred® Products: Organic milk (whole, 2%, 1%, and skim)

Distribution: Call for details

Reed's Dairy

Alan Reed
2660 West Broadway
Idaho Falls, ID 83402
208-522-0123

www.reedsdairy.com
areed@ida.net

Idaho Preferred® Products: Milk, chocolate milk, ice cream, cheese curds

Distribution: Call for details

Stoker Wholesale

Kelly Stoker
P.O. Box 1076
Burley, ID 83318
208-654-9831

stokersmilk@hotmail.com
www.stokersmilk.com

Idaho Preferred® Products: Dairy Products

Distribution: Call for details

Fresh Fruits and Vegetables:

BeeHaven Farm

Paula Rice
2431 Moon Shadow Rd.
Bonners Ferry, ID 83805
208-267-3579

beehavenflowers@gmail.com
www.behavenflowers.com

Idaho Preferred® Products: Specialty cut flowers, various vegetables

Distribution: On farm and select farmers' markets

Cabalo's Orchard and Gardens

Chan or Cathy Cabalo
2087 W. King Rd.
Kuna, ID 83634
208-922-2083

Nahc49@yahoo.com
www.cabalosorchard.com

Idaho Preferred® Products: Apples, pears, prunes, peaches, lettuces, and other fresh produce available

Distribution: U-Pick and farm stand at location

Cherrystone Orchard

Allan Dimmick
1411 W. South Slope Rd
Emmett, ID 83617
208-376-2344

cherrystone@fmfc.com
www.applesandcherries.com

Idaho Preferred® Products: Bing, Queen Ann and Lambert Cherries

Distribution: On-Farm, select farmers' markets and limited retail grocers

Clearwater Country Foods

Douglas & Judy Moser
1020 Berger Road
Genesee, ID 83832
208-285-1692

tdm@idahovandals.com

Idaho Preferred® Products: Fresh frozen garbanzo beans

Distribution: Direct shipment, Costco

Fort Boise Produce

Tiffany Cruickshank
28519 Hwy 20-26
Parma, ID 83660
208-674-3200

tiffany@fortboise.com
www.fortboise.com

Idaho Preferred® Products: Medium and jumbo yellow onions

Distribution: Retail Grocery, call for more details/options

Garrett Ranches Packing

Gary Garrett
23935 Homedale Rd.
Wilder, ID 83676
208-337-3133

garrettranches@heritagewifi.com
www.applestogo.com

Idaho Preferred® Products: Apples, cherries, apricots, peaches, plums

Distribution: Grasmick Produce, limited direct delivery

H & H Farms

Timm and Janell Hathaway
4995 Brookside Ln
Boise, ID 83714
208-939-8397

hhfarm@uswest.net

Idaho Preferred® Products:
Greenhouse tomatoes, cucumbers
and peppers

Distribution: Select retail grocers
and direct delivery in limited area –
call for details

Henggeler Packing Company

Kelly Henggeler
6730 Elmore Rd.
Fruitland, ID 83619
208-452-4212

Idaho Preferred® Products: Apples,
peaches, apricots, cherries

Distribution: Grasmick Produce,
some direct delivery – call for
details

J.C. Watson Company

Nancy Carter
PO Box 300
Parma, ID 83660
208-722-5141

nancyc@soobrand.com
www.soobrand.com

Idaho Preferred® Products: Yellow,
white and red onions

Distribution: Call for details

Kauffman Farm

Clark Kauffman
3791 N 2100 E
Filer, ID 83328
208-326-4131

www.kauffmanfarm.com

Idaho Preferred® Products: Sweet
Corn, squash, tomatoes, pumpkins,
barley, barley soup

Distribution: Direct, Sheppard
Produce

Kelley Orchard

1903 River Road
Filer, ID 83328
208-734-8518

canyonorchards@gmail.com

Idaho Preferred® Products:
Cherries, pears, plums, peaches,
apples, melons

Distribution: Farmers' Market, Farm
Stand, Sheppard Produce

Lakeview Vineyard LLC

Dave & Lesley Crawford
14377 Lewis Lane
Nampa, ID 83686
208-463-8352

Idaho Preferred® Products: Red
and green seedless table grapes.

Distribution: Call for details

Legacy Farms

Karen Forsythe
315 Saint Clair
Sandpoint, ID 83864
208-263-5145

legacy.farm@hotmail.com

Idaho Preferred® Products:
Blackberries, squash, beans,
melons, chutneys, pepper jellies.

Distribution: Call for details

Leon & Sally Overton

706 Northview Dr.
Twin Falls, ID 83301
208-734-4082

Idaho Preferred® Products:
Sweet corn, cucumbers, zucchini,
summer squash, tomatoes, green
beans, peppers, potatoes, carrots,
beets, lettuce. Vegetables grown
chemical-free.

Distribution: Farmers' Market, Farm
Stand - call for details

Liberty Tomato Company

Karen & Randy Reed
1462 West 200 South
Pingree, ID 83262
208-684-3702

libertytomato@gmail.com

Idaho Preferred® Products:
Tomatoes, fresh herbs

Distribution: Select retail – call for
details

M & M Heath Farms

Mike Heath
1008 E. 4100 N.
Buhl, ID 83316
208-543-4107

mmheath@organic.myrf.net

Idaho Preferred® Products:
Organic potatoes, organic winter
squash, organic dry beans

Distribution: Idaho's Bounty, select
retailers – call for details

Morning Owl Farm

7020 Pet Haven Ln.
Boise, ID 83716
208-850-6798

morningowl@cableone.net
www.morningowlfarm.com

Idaho Preferred® Products: Free
range duck eggs, produce, turkeys

Distribution: CSA, Farm Stand,
Farmers' Market

Moyle Farms

480 N. Plummer Rd.
Star, ID 83669
208-286-7842

Mmoyle10@msn.com

Idaho Preferred® Products: Sweet
corn, table grapes

Distribution: Grasmick Produce

Ontario Produce Company

Bob Komoto
PO Box 880
Ontario, OR 97914
541-889-6485

onions@fmtc.com

Idaho Preferred® Products: Yellow,
white and red onions

Distribution: Call for details

Pierce Produce

5201 Stinger
Boise, ID 83703
208-367-1081

Idaho Preferred® Products:
Summer squash, winter squash,
melons, pumpkins

Distribution: Call for details

Preston Berry Farms

Annette Carpenter
660 South State St.
Preston, ID 83263
801-372-6878

prestonberryfarms@live.com
www.prestonberryfarms.com

Idaho Preferred® Products:
Raspberries

Distribution: On farm -call for details

Purple Sage Farms

Tim Sommer
11741 Bullock Lane
Middleton, ID 83644
208-585-6140

tsommer@mindspring.com

Idaho Preferred® Products: Fresh herbs, edible flowers, specialty produce

Distribution: Direct to limited area, Foodservices of America

Rice Family Farms

Lee Rice
8830 South Meridian Rd.
Meridian, ID 83642
208-887-5685

masonck@msn.com
www.ricefamilyfarms.com

Idaho Preferred® Products: Onions, tomatoes, squash, melons, sweet corn, lettuces, greens, potatoes, green beans, eggplant, peppers, cucumbers

Distribution: On-farm stand, Idaho's Bounty

Riley Creek Blueberry Farm

PO Box 162
Laclede, ID 83841
208-682-2258

urmann@wildblue.net
www.rileycreekblueberryfarm.com

Idaho Preferred® Products: Fresh and frozen blueberries

Distribution: Call for details

Rocky Fence Vineyard, Inc.

Mike Medes
3770 Fuller Road
Emmett, ID 83617
208-365-1617

mmedes@rockyfence.com
www.rockyfence.com

Idaho Preferred® Products:
Organic seedless, red and green table grapes

Distribution: Limited direct delivery, call for details

Scott's Berry Farm

12750 Walker Lake Rd.
Caldwell, ID 83607
208- 278-3330

jdavis@heritagewifi.com
www.scottsberrymfarm.com

Idaho Preferred® Products:
Strawberries, raspberries, table grapes

Distribution: Call for details

Snake River Table Grape Association

John Davis
P.O. Box 190566
Boise, ID 83719
208-250-1336

jdavis@srtgga.org
www.srtgga.org

Idaho Preferred® Products: Many varieties of Idaho grown table grapes

Distribution: Call for details – may be available through Food Services of America

Star Vineyard

Bill or Annie Sargent
10287 West State Street
Star, ID 83669
208-286-7827

Idaho Preferred® Products: Red and green table grapes

Distribution: Call for details

Symms Fruit Ranch

Jim Mertz
14068 Sunny Slope Rd
Caldwell, ID 83607
208-459-4821

sfr@symmsfruit.com
www.symmsfruit.com

Idaho Preferred® Products:
Asparagus, Cherries, Apricots, Peaches, Nectarines, Plums, Pluots, Prunes, Pears, Grapes, Apples and Onions

Distribution: Grasmick Produce, Sheppard Produce, Sysco Idaho, Food Services of America

The Berry Ranch

7998 Highway 20-26
Nampa, ID 83687
208-365-6160

berries@theberryranch.com
www.theberryranch.com

Idaho Preferred® Products: Wide variety of vegetables and berries, pumpkins

Distribution: On-Farm stand, limited direct delivery, Food Services of America

Vogel Farms

Debi Engelhardt-Vogel
9501 Robinson
Kuna, ID 83634
208-466-6928

vogelhogfarms@msn.com
www.vogelfarmscountrymarket.com

Idaho Preferred® Products: Grass and grain fed pork, beef, chicken, turkey, eggs, seasonal veggies, bedding plants

Distribution: On-Farm stand - call for details

Wada Farms

Kevin Stanger
2155 Providence Way
Idaho Falls, ID 83404
208-542-2898

kevins@wadafarms.com
www.wadafarms.com

Idaho Preferred® Products: Idaho Russet potatoes

Distribution: Grasmick Produce, retail outlets, call for additional options

Webster Ranch Natural Farms

Jennifer Swenson
50 Webster Ln.
Horseshoe Bend, ID 83629
208-793-3770

tjswenson@hughes.net

Idaho Preferred Products: Naturally grown vegetable starts and perennial bedding crops, poultry, salad greens, vegetables

Distribution: Call for details

Wissel Farms Inc.

Matthew Wissel
11085 Lake Lowell Ave
Nampa, ID 83686
208-467-1880

mawissel@msn.com

Idaho Preferred® Products: Sweet corn, green beans, watermelon, pumpkins, winter squash

Distribution: FoodServices of America, direct delivery, on-farm stand

Meats:**A+ Ranch**

Mitch Lucero
1231 E. 1420 N.
Richfield, ID 83349
208-721-8034

mitchlucero@hotmail.com

Idaho Preferred® Products: Certified organic farm-raised turkeys

Distribution: Call for details

Big Lost River Meats

410 Pine Street
Mackay, ID 83251
208-588-3085

Linhintze8@cs.com
www.blrmsausage.com

Idaho Preferred® Products: Pork sausage, chicken sausage, beef dogs and salami, buffalo salami, bratwurst sausage

Distribution: Call for details

Black Canyon Elk Ranch

8611 Dewey Rd.
Emmett, ID 83617
208-365-5432

blackcanyonelk@msn.com
blackcanyonelk.com

Idaho Preferred® Products: Elk sausage, burger, jerky, smoked roast

Distribution: Call for details

Blue Sage Farm

796 W. 520 N.
Shoshone, ID 83352
208-481-0590

sales@bluesagefarm.com
www.bluesagefarm.com

Idaho Preferred® Products: Various cuts of lamb meat

Distribution: Call for details

CA Bull Elk Ranch

L. Gail Ansley
577 S. 2100 E.
Hazelton, ID 83335
208-404-9632

cabullelkranch.com

Idaho Preferred® Products: Elk meat, pheasant meat

Distribution: Call for details

Clear Springs Foods

1500 East 4424 North
Buhl, ID 83316
800-635-8211

driffle@clearsprings.com
www.clearsprings.com

Idaho Preferred® Products: Fresh dressed and boneless trout filets, breaded trout products

Distribution: Sysco of Idaho, limited direct deliver - call for more options

Fish Processors, Inc.

Leo Ray or Betty Clemmons
18374 Hwy. 30
Hagerman, ID 83332
208-837-6114

fpi@qwestoffice.net

Idaho Preferred® Products: Farm raised alligator, catfish, tilapia, caviar, and rainbow trout

Distribution: Call for details

Gem Meat Packing Company

Tyler Compton
515 East 45th St.
Boise, ID 83714
208-375-9424

@qwestoffice.net

Idaho Preferred® Products: Pork Tenders, Boneless Pork Loins, Gem Basque Brand Chorizo, Gem Old Fashioned Franks, Gem Salami, Gem Bologna, Boneless Hams, Basque Salami

Distribution: Limited direct delivery, Sysco of Idaho, retail grocers

Hardball Farms

PO Box 3093
Nampa, ID 83653
208-249-6439

Tom.goodwin@hardballfarms.com
www.hardballfarms.com

Idaho Preferred® Products: pork products including ribs, hams, country bacon

Distribution: Call for details

Homegrown Poultry

9904 Southside
Nampa, ID 83686
208-356-7676

homegrownpoultry@sitestar.net
www.homegrownpoultry.net

Idaho Preferred® Products: Poultry

Distribution: Call for details

Idaho Trout Company

Kay Hardy
1301 Vista Ave.
Boise, ID 83705
208-342-0090

gkaslo@rmci.net www.idahotrout.com

Idaho Preferred® Products: Fresh and frozen Idaho farm raised Rainbow Trout

Distribution: Call for details

Independent Meat Co.

Dane Bourquin
 P.O. Box EE
 Twin Falls, ID 83303
 208-629-8604

daneb@fallsbrand.com
 www.fallsbrand.com
 www.salmoncreekfarms.com

Idaho Preferred® Products: Fresh pork products, bacon, ham, sausages, smoked sausage, hot dogs

Distribution: Food Services of America, limited direct delivery, most retail grocers, Costco

Lava Lake & Livestock, LLC

215 N. Main St. Suite 204
 Hailey, ID 83333
 888-528-5253

Cheryl@lavalake.net
 www.lavalakelamb.com

Idaho Preferred® Products: Gourmet and organic lamb, organic sausage

Distribution: Call for details

Meadowlark Farm

9904 Southside Blvd.
 Nampa, ID 83686
 208-376-2610

meadowlrk@velocity.net
 www.meadowgold.com

Idaho Preferred® Products: Natural lamb

Distribution: Call for details

Morning Owl Farm

7020 Pet Haven Ln.
 Boise, ID 83716
 208-850-6798

morningowl@cableone.net
 www.morningowlfarm.com

Idaho Preferred® Products: Free range duck eggs, turkeys

Distribution: On-Farm stand, Farmers' Market, CSA

SeaPac of Idaho, Inc.

PO Box 546
 Buhl, ID 83316
 seapac@seapacofidaho.com
 208-456-0154

Idaho Preferred® Products: Trout jerky, salmon jerky, gift boxes, canned salmon and trout, fresh Cryovac

Distribution: Call for details

Simon Boers Chevron, LLC

Evelyn Simon
 882 East 2830 South
 Hagerman, ID 83332
 208-837-6523

simon_boers@q.com
 www.idahoboergoats.com

Idaho Preferred® Products: goat meat, USDA inspected; fresh or frozen, various cuts

Distribution: Call for details

Snake River Farms (AB Foods)

1555 Shoreline Dr.
 Boise, ID 83702
 208-338-2500

Terry.Reynolds@abfoodsusa.com
 www.snakeriverfarms.com

Idaho Preferred® Products: American Kobe beef, conventional beef, hot dogs, sausage

Distribution: Sysco of Idaho, some direct shipment – call for details

Vogel Farms

Debi Engelhardt-Vogel
 9501 Robinson
 Kuna, ID 83634
 208-466-6928

vogelhogfarms@msn.com
 www.vogelfarmscountrymarket.com

Idaho Preferred® Products: Grass and grain fed pork, beef, chicken, turkey, eggs

Distribution: On-Farm stand - call for details

Webster Ranch Natural Farms

Jennifer Swenson
 50 Webster Ln.
 Horseshoe Bend, ID 83629
 208-793-3770

Idaho Preferred® Products: Poultry, salad greens, vegetables

Distribution: Call for details

Weiser River Signature Beef, LLC

Victor Ward
 P.O. Box 77
 Indian Valley, ID 83632
 208-256-4496

vlward@ctcweb.net

Idaho Preferred® Products: Fresh and frozen beef

Distribution: Direct Delivery – call for details

Winchester Land & Cattle Co, Inc.

29900 Hexon Rd.
 Parma, ID 83660
 208-462-3846

jack@winchesterbeef.com
 winchesterbeef.com

Idaho Preferred® Products: Natural beef, all cuts

Distribution: Call for details

Wood River Natural Foods, LLC

Melinda Springs
 121 Punkin Center Rd.
 Bellevue, ID 83313
 208-788-8508

wrnfn@earthlink.net
 wrnaturalfoods.com

Idaho Preferred® Products: Pork, lamb, beef, chicken, chicken eggs

Distribution: Idaho's Bounty, call for details

Miscellaneous Products:

Gorder Honey Company

Edward Gorder Jr.
7 North 580 West
Blackfoot, ID 83221
208-684-3896

gorderhoney@aol.com

Idaho Preferred® Products: Honey
(clover, alfalfa, wildflower varieties)

Distribution: Retail store in
Blackfoot – call for details

Great American Appetizers

Kala Thompson
216 8th Street North
Nampa, ID 83687
208-465-5111

kala@appetizer.com
www.appetizer.com

Idaho Preferred® Products:
Quesadillas, breaded and battered
vegetables

Distribution: Call for details

LiteHouse, Inc.

Paul Kusche
1109 NO. Ella
Sandpoint, ID 83864
208-263-7469

pkusche@lighthouseinc.com
www.lighthousefoods.com

Idaho Preferred® Products: Salad
dressings and dip products

Distribution: Sysco of Idaho, most
major retail grocery stores

Pepper Fusion Products

Anna Baumhoff
5200 Sorrento Dr.
Boise, ID 83704
208-375-3720

www.peppersoyfusion.com
annabaumhoff@cableone.net

Idaho Preferred® Products: Red
Pepper Soy Sauce; Wasabi Ginger
Pepper Soy Sauce, Sweet-n-Sour
Pepper Soy Sauce

Distribution: Call for details

Rock's Natural Idaho Spring Water

Scott and Angie West
2608 Hwy. 21
Boise, ID 83716
208-343-3801

west@rockslodge.com
www.rockswater.net

Idaho Preferred® Products: 1 L,
.5 L, 1 gallon and 5 gallon jugs of
natural Idaho spring water bottled
at source

Distribution: Limited direct delivery,
Tri-City Meats

Snake River Seed, Inc.

PO Box 101
Rupert, ID 83350
208-245-2422

snakeriverseed@pmt.org

Idaho Preferred® Products: Golden
Flaxseed whole and ground

Distribution: Call for details

The Honey Store

Shilo Noyes
2330 Hwy 30 West
Fruitland, ID 83619
208-452-7035

honeystore@fmtc.com
www.thehoneystore.net

Idaho Preferred® Products: Honey

Distribution: On-Farm store

Zursun Idaho Heirloom Beans

James Soran
163 S. Park Ave. West
Twin Falls, ID 83301
208-877-2626

jimsoran@soranco.com
www.zursunbeans.com

Idaho Preferred® Products:
Heirloom beans and legumes

Distribution: Call for details

For the most recent information
on these companies and other
farmers and food producers who
may be interested in providing
local products to schools, go to
the Idaho State Department of
Agriculture's Idaho Preferred®
website at www.idahopreferred.com
and click on the "Find local
products" icon.



Idaho Product Ideas

- Tortillas (Fresca)
- Trout (Clear Springs)
- Potatoes
- Onions
- Milk
- Apples
- Fresh Fruit in season
- Breads (Harvest Classic)
- Beans
- Hot Dogs (Falls Brand or Gem Pack)

Distributors of Local Products

Southwest Idaho and Magic Valley Areas:

Grasmick Produce

Ray Dean Mount
Boise, ID
208-376-3981

FSA/Food Services of America

Les Jenkins and Kim Coey
Boise, ID
884-8438

S&G Produce

Keith DePew
Twin Falls, ID
208-733-3405

Sysco of Idaho

Keith Hahn
Boise, ID
345-9500

Central and Eastern Idaho

Sheppard Produce

Keith DePew
Twin Falls, ID
208-733-3405

FSA/Food Services of America - Idaho

Les Jenkins and Kim Coey
Boise, ID
884-8438

Sysco of Idaho

Keith Hahn
Boise, ID
345-9500

North Idaho*

Charlie's Produce

Larrie Gilbert
Spokane, WA
509-232-7129

Wenig Foods - Spokane

FSA Spokane

Sysco Spokane

*Limited offering



BID LOCAL

Local Farm Products Allowed in School Bids

Background

Since the 2002 Farm Bill, the Secretary of Agriculture has been required to encourage schools to purchase from local farmers. However, while schools could purchase from local producers, they could not specify "local", or a geographic preference, in their bid. For example, the bid could not specify "apples grown in New York."

With the passage of the 2008 Farm Bill, schools can now use a local preference in the bid language.

Specifically, "The Secretary shall allow schools to use a geographic preference for the procurement of unprocessed agricultural products, both locally grown and locally raised."

The 2008 Farm Bill also requires the Secretary to encourage schools to purchase unprocessed agricultural products "to the maximum extent practicable and appropriate."

What are the "unprocessed agricultural products"?

In the conference report, where legislators write the explanation of the bill, it states: "unprocessed" items **include:** items requiring some handling and preparation, such as, washed vegetables, bagged greens, butchered livestock and poultry, pasteurized milk, and eggs. **These items may be included in the bid.** Items that are sliced or chopped may be included at the discretion of the food service director.

What legislators intend to **exclude** are agricultural products that include additional non-local items. Only preservatives may be added to the local product. The Farm Bill language also allows for states to pass legislation encouraging the purchase of local products. States cannot mandate local purchasing.

The National Farm to School Network is a collaborative program of Center for Food & Justice (CFJ), a division of the Urban & Environmental Policy Institute at Occidental College and the Community Food Security Coalition (CFSC).

www.farmtoschool.org

For more information, or a copy of bill language, please contact Marion Kalb at marion@foodsecurity.org, or 505-474-5782.



10 Reasons to Eat Local Food

- 1 Eating local means more for the local economy.** According to a study by the New Economics Foundation in London, a dollar spent locally generates twice as much income for the local economy. When businesses are not owned locally, money leaves the community at every transaction.
- 2 Locally grown produce is fresher.** While produce that is purchased in a traditional supermarket or a big-box store has been in transit or cold-stored for days or weeks, produce that you purchase at your farmer's market or local grocery store has often been picked within 24 hours of your purchase. This freshness not only affects the taste of your food, but maximizes the nutritional value which declines with time.
- 3 Local food just plain tastes better.** Ever tried a red ripe tomato or fresh juicy peach that was picked within 24 hours? Enough said.
- 4 Locally grown fruits and vegetables have longer to ripen.** Because the produce will be handled less, locally grown fruit does not have to be harvested early to stand up to the rigors of shipping. This means that you will get peaches so ripe that they fall off the pit as you eat them and melons that are allowed to ripen on the vine until the last possible minute.
- 5 Eating local is better for air quality and pollution than eating organic.** In a March 2005 study by the journal Food Policy, it was found that the miles that organic food often travels to our plate uses more fossil fuel and creates a larger carbon footprint, outweighing the benefit of buying organic.
- 6 Buying local food keeps us in touch with the seasons.** By eating seasonal foods, we are enjoying foods when they are at their peak of flavor, are the most abundant, and often the least expensive.
- 7 Buying locally grown food is a wonderful story in your life.** Whether it's the farmer who brings local apples to market or the baker who makes local bread, knowing part of the story about your food is a powerful part of enjoying a meal.
- 8 Eating local minimizes bio-terrorism threats.** Food with less distance to travel from farm to plate has less susceptibility to harmful contamination.
- 9 Local food translates to more variety.** When a farmer is producing food that will not travel a long distance, will have a shorter shelf life, and does not have a high-yield demand, the farmer is free to try small crops of various fruits and vegetables that would probably never make it to a large supermarket. Supermarkets most often sell well-know varieties of fruits and vegetables such as: romaine lettuce, red delicious apples, russet potatoes. Local producers can experiment with new varieties, trying out Little Gem Lettuce, heirloom tomatoes, Senshu Apples, or Chieftain Potatoes.
- 10 Supporting local providers supports responsible land development.** When you buy local, you give those with local open space - farms and pastures - an economic reason to stay open and undeveloped.

Adapted from: www.eatlocalchallenge.com

Sample

Farm to School Farmer/Vendor Questionnaire and Agreement

Farmer/Vendor Name _____

Physical Address _____

Mailing Address _____

Phone _____ Email _____

Delivery:

Are you willing to deliver to more than one location? Yes No.

If so, please describe the delivery area and locations you are willing to deliver to.

How often are you willing to deliver?

once per week twice per week as needed other (please explain)

Payment Terms:

Please describe payment terms and expectations _____

Do you offer discounts for volume, early payment, etc: Yes No. If so, please describe:

What is your credit/return policy for unacceptable quality?

Liability Policy:

Please list liability insurance policy company name and coverage amount. Attach copy of policy.

Production Practices/Inspections:

Please list all inspections your operation currently undergoes from local, state or federal agencies and the frequency of those inspections:

Do you have a HACCP or GAP Plan? Yes No. If yes, please attach a copy of the plan.

Please describe your pest/disease/weed management practices:

References:

Please list three current customers and their contact information:

Farm to School Education:

Would you be willing to visit school(s) to talk about farming, food production, agriculture etc?
If so, please briefly describe your message and when (time of year) you would be available.

Would you be willing to allow student field trips to your farm/facility? If so, briefly describe what students would see and what time of the year would be most educational.

Other Comments:

Vendor Signature

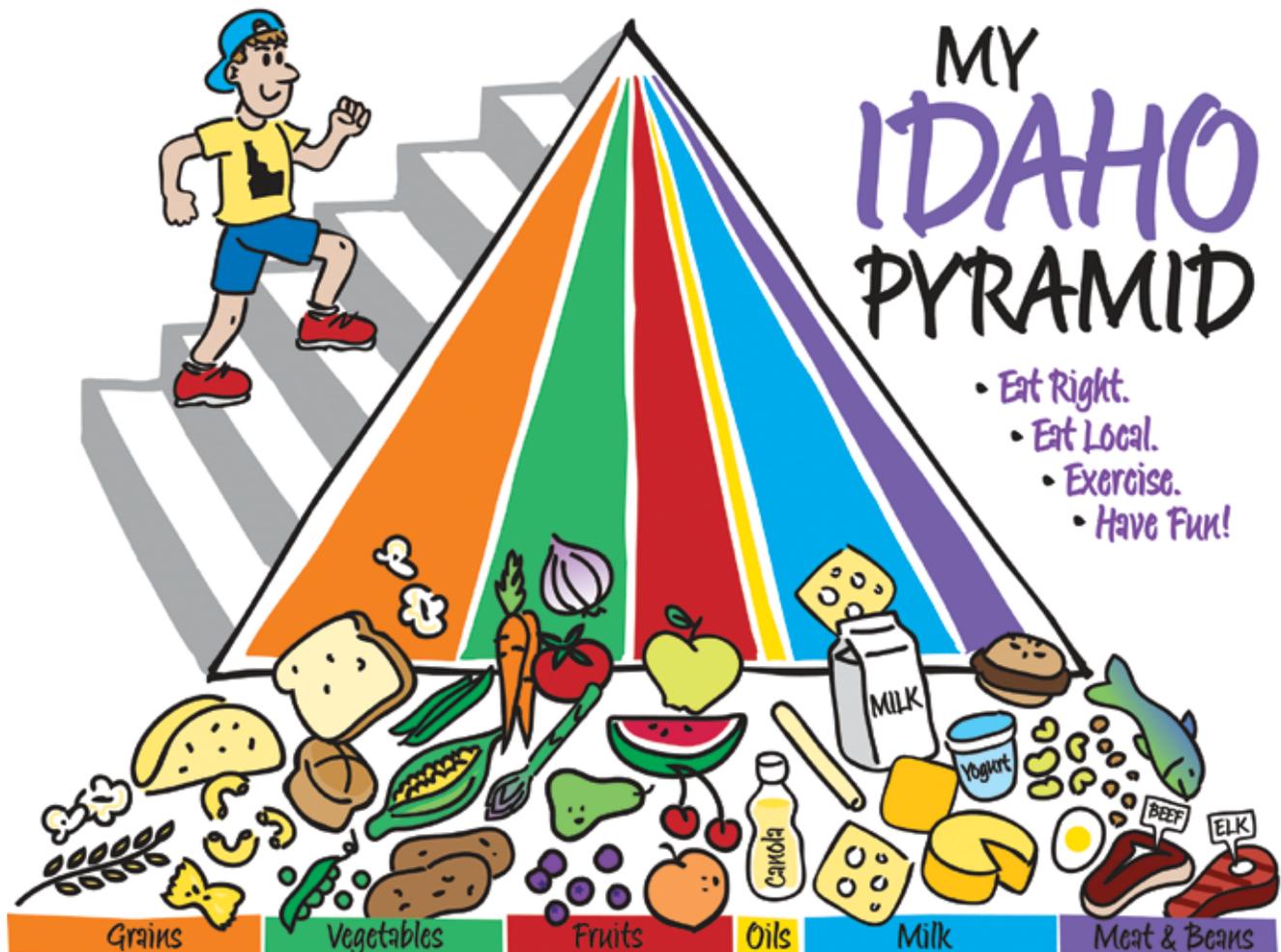
Date

School Foodservice Authority Signature

Date

Resources Used in the Development of this Manual :

1. The Farm to School Network, Western Region Meeting, Center for Food and Justice, 2007
2. "Bearing Fruit: Farm to School Program Evaluation Resources and Recommendations" by Joshi A and Azuma A M, National Farm to School Network, Center for Food & Justice, Occidental College, 2008.
3. The Food Trust, School Market Program End of the Year Evaluation Report 2003-04. Joshi A, Kalb M, Beery M, Going Local: Paths to success for farm to school programs. Case study "Oregon: Getting Farm to School Programs Started", December 2006.
4. USDA Memo: SP 28-2009 : Procurement Questions
5. Policy Memo SP-30-2008: Applying Geographic Preferences in Procurements for the Child Nutrition Programs
6. Policy Memo SP-08-2010: Geographic Preference for the Procurement of Unprocessed Agricultural Products in the Child Nutrition Programs
7. Eat Smart—Farm Fresh. A Guide to Buying and Serving Locally Grown Produce in School Meals. USDA Food and Nutrition Service December 2005
8. Nourishing the Nation One Tray at a Time. Farm to School Initiatives in the Child Nutrition Reauthorization. National Farm to School Network. Community Food Security Coalition.
9. Michigan Farm to School A Step By Step Guide. Michigan State University. SC Mott Group for Sustainable Food Systems. www.mifarmtoschool.msu.edu





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2270 Old Penitentiary Road
Boise, ID 83712-8266
www.agri.idaho.gov
www.idahopreferred.com



Idaho State Department of Education
PO Box 83720
Boise, ID 83720-0027
www.sde.idaho.gov/site/cnp/