In the Weeds: From Farmer/Food Hub Owner to Food Service Director

Ellen Walsh-Rosmann
Rosmann Family Farms,
FarmTable Procurement & Delivery,
Milk & Honey
Harlan Community School- Director of Wellness, Food Service and Nutrition
Wants and Needs of a Food Hub/Producer

- Fair Pricing - Shouldn’t go out of business to produce for you
- Ordering works with their harvest/delivery schedule
- Be paid on time
- Source identification
- Treated like any other vendor
- Trust our food safety practices
- Give Grace when something happens
Wants and Needs of a School Food Authority

- Quality Product that fits specs → Easy processing
- Timely Deliveries, paper invoices
- Samples! ;)
- Heads up– 2 weeks heads up with items becoming available
- Treated with respect and like a chef
- Emails not phone calls
Local Food too expensive- What about procurement?

<table>
<thead>
<tr>
<th>Item</th>
<th>Martin Bros</th>
<th>Local Iowa Farmer</th>
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<tbody>
<tr>
<td>4 ounce yogurt</td>
<td>$.38/unit</td>
<td>$.40/unit</td>
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<tr>
<td>Cantaloupe 32 lb case</td>
<td>$21.50/case</td>
<td>$18.00/case</td>
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<tr>
<td>Red Delicious Apples, 140 ct</td>
<td>$31.92/case</td>
<td>$32/case</td>
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</tbody>
</table>
Local Yogurt
Local Burger Patties
Black bean burger made with local beans
Cherry/Grape Tomatoes
Lunch Box Peppers
Sweet Potatoes
Cucumbers
School Made bun with local flour
Brekkie with local flour and aronia berries
Corn Muffin with Local Corn Meal
Whole Apple Melons
Aronia Berries mixed with commodity fruit
Local Yogurt
Local Burger Patties
Black bean burger made with local beans
## 5 easy ways to integrate local foods!

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<tbody>
<tr>
<td><strong>1</strong></td>
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<td><strong>4</strong></td>
<td><strong>5</strong></td>
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<tr>
<td><strong>Identify what is local on the current menu</strong></td>
<td><strong>Substitute ingredients</strong></td>
<td><strong>Serve local products on the salad bar</strong></td>
<td><strong>Start a “harvest of the month” program</strong></td>
<td><strong>Develop new recipes</strong></td>
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<tr>
<td>Conduct a menu audit and find out what products the school is already purchasing locally.</td>
<td>Explore what products are available locally and substitute a non-local item with one available locally.</td>
<td>The salad bar offers the perfect opportunity to serve fruits and vegetables. The offerings can easily be modified as seasons change.</td>
<td>Consider showcasing one local ingredient every month or each season. Schools may serve the item just once or may prepare the food in several different ways throughout the month to highlight how it can be used.</td>
<td>Create brand new menu items to highlight local foods.</td>
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The Solon Community School District (SCSD) is now accepting price quotes for selected produce delivery from local vendors for the 2015-2016 school year beginning fall term that will start approximately Aug. 23.

If awarded a contract by SCSD, vendors may be asked to host a farm visit and/or engage in educational programming at SCSD schools. All vendors must submit a completed Product Availability form and Checklist for Farms Selling Produce to K-12 Schools. The SCSD reserves the right to award contracts to multiple vendors. Vendors may collaborate to fulfill requirements, however all farms of origin must be clearly noted on packaging.

SCSD welcomes price and availability information for apples, pears, raspberries, green beans, sugar snap peas, lettuce, watermelon, cantaloupe, cabbage, sweet potatoes, baking potatoes, broccoli, carrots, cucumbers as these items have been well-received in the past by SCSD students and are purchased regularly.

Please note that packaging may vary from these specifications. However, all cases should be no larger than 50lbs and product must be well protected.

For full consideration, please return completed Product Availability Form and Checklist for Selling Produce to K-12 Schools by May 8, 2015 to the following email:

<table>
<thead>
<tr>
<th>Delivery/ordering preference</th>
<th>DOD Fresh Produce</th>
<th>Local Farmers</th>
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<tbody>
<tr>
<td>Order a week in advance to delivery</td>
<td>Order at least 3 days before delivery</td>
<td></td>
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Questions?