

# Ohio Farm to School Newsletter

August 2018

## The Crunch Returns!

### \* Registration Now Open \*

The fifth annual [Great Lakes Great Apple Crunch](#) is in October, and the registration is now OPEN! Click the link below to register your school or organization for the Crunch on October 11!

**Why register?** When you register you will receive an updated copy of the Crunch Guide and your event will be counted to help us meet the goal of 1.7 MILLION CRUNCHES regionally this year.

### What is the Great Lakes Great Apple Crunch?

Join the Great Lakes states of Minnesota, Wisconsin, Illinois, Indiana, Michigan and Ohio in celebrating **National Farm to School Month** by crunching into locally and regionally grown apples at NOON on **Thursday, October 11, 2018**. Participants of all ages are invited to crunch!

The Great Lakes Great Apple Crunch encourages healthy eating and supports farm to school and other local food purchasing initiatives throughout the region. It's also a fun way to connect food and agriculture to all kinds

of classroom curricula – from science to art! Of course, if you are unable to participate on October 11<sup>th</sup> or exactly at noon, we still encourage you to plan an Apple Crunch event anytime during October's National Farm to School Month festivities.

### Free apple crunch stickers are available!

Ohioans that register before September 1<sup>st</sup> will receive stickers for their crunch site.

We have a friendly competition with the other states. Help us to out crunch them by registering today. Share this registration information with all of your friends!

([www.cias.wisc.edu/applecrunch](http://www.cias.wisc.edu/applecrunch)). Like and follow our Facebook page.



## Farm Fare Makes Purchasing Local Food Easy for Schools



*Left- Produce raised at MorningSide Farm is displayed at a local school.*

*Right- Laura West, Assistant Farm Manager at MorningSide Farm of Hinckley, OH attends a school taste test.*

Farm Fare was created when the three co-founders approached the same problem, but through three different lenses. Laura Adiletta, a former chef and food writer, aimed to improve ability for restaurants and food service kitchens to order superior quality product from local growers. Cullen Naumoff, wanted to get off the road and move freight more efficiently. And, Dan Conway, co-founder of Great Lakes Brewing Company, knew there was a better way to be stewards of the land.

These lenses revealed a need for a new way of doing business and utilizing existing and often underutilized resources in the regional food system. Farm Fare reimagines the local food supply chain by equipping economies of collaboration to compete with the economies of scale of industrial foods. They believe business is better together, with family-owned farms, decentralized hubs and sustainability-minded buyers working as a region. The region they serve is the 17 counties in Northeast Ohio, which have small warehouses, or food hubs, to manage the distribution to their customers.

“We started to sell to schools in the fall of 2017. I must give kudos to Alison Patrick at Cuyahoga County Board of Health who played a phenomenal role in encouraging the Ohio Schools Council (a government agency created and governed by school districts for the specific purpose of saving dollars through volume purchasing) to allow Farm Fare to participate in their fruit and vegetable bid,” Cullen said.

Farm Fare is a fresh produce vendor for the Ohio Schools Council (OSC). OSC manages vendors by curating a product catalog of offerings with locked in pricing for the whole school year.

The varieties of local produce offered includes: tomatoes, cucumbers, green beans, spinach, hydroponic lettuce, asparagus, fresh herbs, apples, pears, nectarines, and watermelons – ALL OHIO GROWN!!!

Many schools are encouraging others to join them in working with Farm Fare. Another advantage to buying the local produce is that generally it is picked and delivered the same day. This provides a much longer shelf life than non-local produce. School cafeterias are thrilled with the quality of their produce. For example, Shannon Fitzgerald, school dietitian at Avon Lake City Schools said that Farm Fare quality is superior. “The (school) kitchens love to use it, especially the hydroponic lettuce, which is clean and very good,” she explained. Some lettuces can last in the cooler for up to 21 days.

“Currently school sales represent about 20% of our total revenue the rest of our customers are restaurants. The big advantage of selling to schools for the farmers is that they can count on the order,” Cullen says, “Working with schools represents a the triple bottom line win, improving social, environmental and financial outcomes.”

One of the challenges for Farm Fare is to have coordinated production planning among their network of growers to match the supply with the demand. Another challenge is that schools want semi-processed products. Processing is a long-term goal of theirs.

“Our business is growing! We sold about \$35,000 worth of local products to about 15 schools last school year. We have a very specific relationship with all of the growers. If a school would want a farmer to come to their school we know who would be a good fit. There is a farmer from Wellington that has a developed a mobile aquaponics unit and has taken that to the schools. The kids are fascinated by it as offers a direct application to what they’re learning in their science and math courses,” Cullen said.

One of the farmers in the network commented that he was inspired at a local food event at a high school he attended, where the students were gobbling up his carrots like it was candy bars.

## 2018 Ohio Food Policy Summit - Save the Date

Monday, September 24, 2018 10 a.m. to 5 p.m.

Cost: \$20 Scholarships are available. Parking and lunch are included.

(sponsored reception to follow) Nationwide & Ohio Farm Bureau 4-H Center 2201 Fred Taylor Drive Columbus, OH 43210

### Grants & Funding

#### GreenWorks! Grants

Project Learning Tree offers GreenWorks! grants of up to \$1,000 to schools and youth organizations for environmental service-learning projects that link classroom learning to the real world. Students implement an action project they help design to green their school or to improve an aspect of their neighborhood's environment. Applications are due Sept. 30th <https://www.plt.org/resources/greenworks-grants/>

#### Samull Classroom Herb Garden Grant

The Herb Society of America will select ten (10) schools/classrooms serving grades 3 through 6 to receive \$200 "Seed Money" to establish an indoor or outdoor herb garden. The funds may be used for supplies such as soil, plant trays, containers, child or youth sized tools, etc. The application deadline is October 1, 2018. <http://www.herbsociety.org/support/grants-scholarships/grant-details.html#donaldsamullgrant>

### Webinars offered: Value Chain Coordination Learning Series

The National Good Food Network (NGFN) is offering four monthly webinars on value chain coordination. The link to the July webinar on "getting started" is here.

<http://www.ngfn.org/resources/ngfn-cluster-calls/value-chain-coordination-getting-started>

There are three sessions remaining in the series.

- How one can begin coordinating value chains in a new community *Aug 30 @ 3:30pm ET*  
**Bringing People Together**
- Exploring the role of "convening" *Sept 20 @ 3:30pm ET*, **Making Matches**  
Exploring successful value chain weaving through "market matchmaking".
- *Date TBD* **Creating Partnership Through Policy**  
Exploring "policy thought leadership", both in government and in inter-business partnerships. Go to <http://www.ngfn.org/resources/ngfn-cluster-calls> to register at no fee.



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,  
AND ENVIRONMENTAL SCIENCES



NATIONAL  
FARM to SCHOOL  
NETWORK

OHIO

Our Website:  
[farmtoschool.osu.edu](http://farmtoschool.osu.edu)

Carol Smathers  
Ohio Farm to School Director  
[Smathers.14@osu.edu](mailto:Smathers.14@osu.edu)

Amy Fovargue, Ohio Farm to  
School Program Coordinator  
[Fovargue.1@osu.edu](mailto:Fovargue.1@osu.edu)