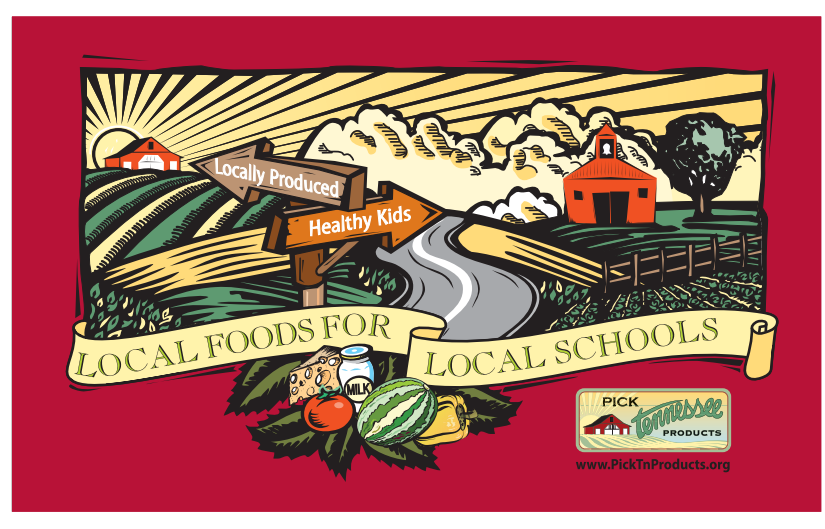


LOCAL FOODS FOR LOCAL SCHOOLS



Contributors

Judi Adkins, Administrative Assistant, Montgomery County Schools School Nutrition Program

Jennifer Burleson, Director, Kingsport City Schools School Nutrition Program

Jane Crawford, Tennessee Department of Education

Faith Critzer, Assistant Professor, University of Tennessee Food Microbiology and Food Safety Extension

Tony Geraci, Director, Memphis Public Schools School Nutrition Program

Phyllis Hodges, Tennessee Department of Education

Alison Hoffmann, Science Teacher, Ivy Academy

Susan Johnson, Director, Jackson-Madison County Schools School Nutrition Program

Angie Markum, Executive Director, Ivy Academy

Brenda Short, Supervisor, Hancock County School Nutrition Program

TABLE OF CONTENTS

INTRODUCTION

| | |
|---|-----------|
| WHERE TO START..... | Page 1 |
| Ten Reasons to Buy Local..... | Page 2 |
| Picking Chart | Page 3 |
| Explore and Engage - How to get started | Pages 4-6 |

| | |
|---|---------------|
| SUCCESS STORIES..... | Page 7 |
| South Cumberland Food Hub | Page 8 |
| Ivy Academy..... | Page 8 |
| Liberty Technology Magnet High School | Page 9 |
| Memphis City Schools..... | Page 10 |
| Clarksville-Montgomery County..... | Pages 11 & 12 |
| Kingsport..... | Page 13 |
| Knox County | Page 14 |

| | |
|--------------|---------------|
| SAFETY | Page 15 |
| Safety..... | Pages 16 - 18 |

| | |
|-----------------------|---------|
| MENU DEVELOPMENT..... | Page 19 |
| Sample Menu..... | Page 20 |
| To-Do List..... | Page 21 |

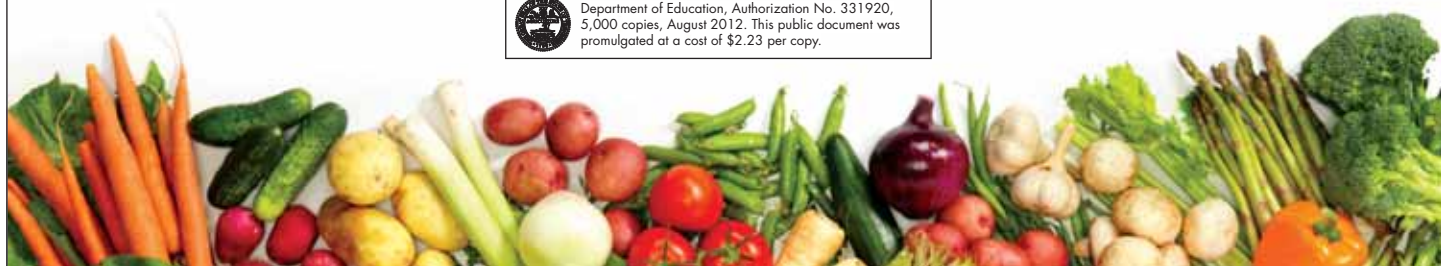
| | |
|------------------------------------|---------------|
| PROCUREMENT..... | Page 23 |
| How to Procure Local Products..... | Page 24 |
| Checklist..... | Pages 25 & 26 |
| Agreement..... | Pages 27 |
| Home Delivery Table..... | Page 28 |

| | |
|----------------------|---------|
| PROMOTION | Page 29 |
| How to Promote | Page 30 |
| Fun Facts | Page 31 |
| Sample Letters..... | Page 32 |

| | |
|------------------------------------|---------|
| RESOURCES | Page 33 |
| Educational Resources | Page 34 |
| Grower/Distributor Resources | Page 35 |



Department of Education, Authorization No. 331920,
5,000 copies, August 2012. This public document was
promulgated at a cost of \$2.23 per copy.



INTRODUCTION

Local Food for Local Schools is the focus of the Farm to School Program in Tennessee. The program strives to create partnerships that help the school community understand and connect with local food producers. This manual is designed for School Nutrition Program staff, growers, distributors, and school and community partners who are interested in serving locally grown foods in Tennessee's schools. It contains resources that will assist in connecting our farms with our schools:

- School staff can find suggestions for menus, recipes, and educational tools.
- Growers can find ways to connect with the school market.
- Distributors can learn how to access both the growers and the school buyers.
- School and Community partners can learn how they can support bringing healthier food into the schools.

Tennessee schools serve over 109 million lunches, 49 million breakfasts and 3.75 million afterschool snacks during a school year. They spend tens of millions of dollars on food purchases. These dollars can be channeled back into the local communities by helping growers access new school markets. In 2010, the number of production farms in Tennessee was 78,300. The total production of vegetables, melons, potatoes and sweet potatoes was valued at \$71,870,000. Currently only a small proportion of this production is reaching the school lunch program menus. Initiatives such as Local Food for Local Schools and the Farm to School Program in Tennessee will drive these purchase dollars back into the local economy.

The number of Tennessee's schools purchasing local products for their menus is already growing.

As we continue to learn how to connect the growers to the buyers we will see those numbers expand.

This guide will support those efforts.



WHERE TO START



TEN REASONS TO BUY LOCAL FOOD

1. Eat Fresher, better tasting, healthier foods.
2. Enjoy seasonal produce and regional varieties.
3. Support your farming neighbors.
4. Sustain rural heritage and lifestyles.
5. Protect natural beauty and open spaces preserved by farmland.
6. Encourage sustainable farming practices, benefiting human, animal and environment health.
7. Strengthen local economies and keep your food dollars close to home.
8. Maintain and build local food systems so we can feed ourselves in the future.
9. Keep farming skills alive and farmland available.
10. Get to know who grew your food and where, so you reconnect with it, and your community.

10 Reasons to Buy Local: Appalachian Sustainable Agriculture Project
www.buyappalachian.org

In accordance with Federal Law and U.S. Department of Agriculture policy, this institution is prohibited from discriminating on the basis of race, color, national origin, sex, age, or disability. To file a complaint of discrimination, write USDA, Director, Office of Adjudication, 1400 Independence Avenue, SW, Washington, D.C. 20250 9410 or call toll free (866) 632-9992 (Voice). Individuals who are hearing impaired or have speech disabilities may contact USDA through the Federal Relay Service at (800) 877-8339; or (800) 845-6136 (Spanish). USDA is an equal opportunity provider and employer.



PICKING CHART

| | JAN | FEB | MAR | APRIL | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
|-------------------|-----|-----|-----|--------------------|----------------------------------|---------------------------------------|---------------------------------------|-------------------------------------|------------------|------------------|-----|-----|
| Apples | | | | | | | | June 15 – Nov 10 | | | | |
| Asparagus | | | | April 15 – June 15 | | | | | | | | |
| Bok Choy | | | | | | | | | | Oct 1 – Nov 15 | | |
| Beets | | | | | | | | | | | | |
| Bell Peppers | | | | | | | July 1 – Oct 15 | | | | | |
| Blackberries | | | | | | June 15 – July 30 (summer bearing) | | | | | | |
| | | | | | | | | Aug 1 – Sept 15 (primocane bearing) | | | | |
| Blueberries | | | | | | June 1 – July 10 (highbush varieties) | | | | | | |
| | | | | | | | July 1 – Sept 1 (rabbiteye varieties) | | | | | |
| Bok Choy | | | | April 15 – June 15 | | | & | | | Oct 1 – Nov 15 | | |
| Boysenberries | | | | | | June 21 – Aug 21 | | | | | | |
| Broccoli | | | | April 15 – June 15 | | | & | | | Oct 1 – Nov 15 | | |
| Cabbage | | | | | | | | May 1 – Nov 15 | | | | |
| Cantaloupes | | | | | | | | July 1 – Sept 30 | | | | |
| Cauliflower | | | | | May 10 – June 10 | | | | | | | |
| Chinese Cabbage | | | | April 15 – June 15 | | | | & | | Oct 1 – Nov 15 | | |
| Cherries | | | | | | June 15 – July 31 | | | | | | |
| Carrots | | | | | May 1 – July 1 | | | & | | Oct 1 – Dec 1 | | |
| Cherry Tomatoes | | | | | | | | June 15 – Nov 15 | | | | |
| Collard Greens | | | | April 1 – June 1 | | | | | | | | |
| Cucumbers | | | | | | | June 15 – Sept 30 | | | | | |
| Eggplant | | | | | | | | July 10 – Sept 30 | | | | |
| English Peas | | | | | | | | July 1 – Oct 15 | | | | |
| Field Peas | | | | | | | | July 1 – Oct 15 | | | | |
| Garlic | | | | | | | | June 15 – Aug 31 | | | | |
| Gooseberries | | | | | | | | June 15 – July 31 | | | | |
| Grapes | | | | | | | | July 25 – Sept 30 | | | | |
| Greens | | | | April 15 – June 21 | | | | & | | Sept 21 – Nov 20 | | |
| Herbs | | | | | | | | Year-round | | | | |
| Honeydew | | | | | | | | July 1 – Sept 30 | | | | |
| Hot Peppers | | | | | | | | July 1 – Oct 31 | | | | |
| Kale | | | | | May 1 – June 21 | | | & | | Sept 25 – Nov 20 | | |
| Leeks | | | | | | June 1 – July 31 | | | | | | |
| Lettuce | | | | April 1 – June 30 | | | | & | | Oct 15 – Dec 1 | | |
| Lima Beans | | | | | | | | July 10 – Oct 15 | | | | |
| Melons, Specialty | | | | | | | | July 1 – Sept 30 | | | | |
| Muscadine Grapes | | | | | | | | | Sept 15 – Oct 31 | | | |
| Mushrooms | | | | | | | | Year-round | | | | |
| Mustard Greens | | | | | May 1 – June 30 | | | & | | Sept 21 – Nov 20 | | |
| Nectarines | | | | | | | July 1 – July 20 | | | | | |
| October Beans | | | | | | | | July 15 – Oct 15 | | | | |
| Okra | | | | | | | | July 15 – Oct 10 | | | | |
| Onions | | | | | May 1 – Aug 31 | | | | | | | |
| Peaches | | | | | | June 1 – Sept 15 | | | | | | |
| Pears | | | | | | | | Sept 1 – Oct 10 | | | | |
| Pimiento Peppers | | | | | | | | July 1 – Oct 15 | | | | |
| Plums | | | | | | June 1 – Sept 30 | | | | | | |
| Polebeans | | | | | | June 20 – Sept 20 | | | | | | |
| Popcorn | | | | | | | | | | Oct 1 – Nov 31 | | |
| Potatoes | | | | | | | July 1 – Oct 1 | | | | | |
| Pumpkins | | | | | | | | | | Sept 1 – Nov 30 | | |
| Raspberries | | | | | May 20 – July 1 (summer bearing) | | | | | | | |
| | | | | | | | | Aug 1 – Sept 15 (fall bearing) | | | | |
| Rhubarb | | | | May 1 – June 30 | | | | | | | | |
| Shelly Beans | | | | | | | June 10 – Oct 1 | | | | | |
| Snapbeans | | | | | | | June 1 – Oct 1 | | | | | |
| Snow Peas | | | | | May 15 – June 30 | | | & | | Oct 15 – Nov 15 | | |
| Spinach | | | | | May 1 – June 30 | | | | | | | |
| Sugar Peas | | | | | May 15 – July 15 | | | & | | Oct 15 – Nov 15 | | |
| Sweet Potatoes | | | | | | | | July 15 – Oct 1 | | | | |
| Squash | | | | | | June 1 – Oct 15 (summer varieties) | | | | | | |
| | | | | | | | | July 1 – Nov 30 (winter varieties) | | | | |
| Strawberries | | | | | May 1 – June 10 | | | | | | | |
| Sweet Corn | | | | | | | June 1 – Sept 30 | | | | | |
| Tomatoes | | | | | | | | June 15 – Nov 1 | | | | |
| Turnips | | | | | | | | May 1 – Nov 20 | | | | |
| Watermelons | | | | | | | | July 1 – Sept 30 | | | | |
| Wax Beans | | | | | | | June 20 – Sept 20 | | | | | |

EXPLORE AND ENGAGE

HOW DO SCHOOL NUTRITION DIRECTORS GET STARTED?

- **Start Small.** Check the Pick Tennessee chart for seasonal vegetables and fruits and compare that to your menu cycle. Can you find one item that is common on both? IF SO, you have a great place to start.
- **Start Talking.** Communicate with anyone who can help you find connections to local produce. Does your extension agent have a directory of farmers who are currently growing crops for road-side stands or farmers' markets? That is a great resource. Also consider visiting local farmers' markets and talking to growers. Talk to community members who might have connections. Just TALK.
- **Explore your options with local distributors.** Have you asked your produce distributors if they source local products? You may find that you are already receiving local products at certain times of the year. The distributors we have worked with have been eager to help schools make those connections. Check the distributor resource list for possible connections.
- **Think outside the box.** You can utilize local products in your program outside of the lunch meal. What about breakfast, afterschool snacks, the fresh fruit and vegetable program? All of these are great opportunities to get started in a small way. You could even connect the farmer to the food in a more informal setting by inviting them to visit during the afterschool snack program or ask them to help distribute fresh fruits and vegetables at the snack service.
- **Invite everyone to the table.** This includes your community partners, school board members, parents, students, director of schools, teachers and media. You will be surprised at the many different ways they can help your efforts succeed.
- **Engage students in your program.** The Farm to School Program offers abundant opportunities for learning. The cafeteria can be a great extension of the classroom. Your art classes, music classes, English classes, and math classes can all get involved. Let the math class help you determine how many pounds of lettuce you need to serve one meal at your school. Work with your English class to write a news article or develop a promotional flyer. Let your art students decorate the cafeteria and draw posters to connect the menu with the farmer.
- **Showcase your successes.** This guide provides a great overview of successful Farm to School efforts in Tennessee. As we continue to grow and find better ways to connect, we will be able to offer exciting new ideas that everyone can utilize. The success showcase will give you a wealth of inspiration.



EXPLORE AND ENGAGE

HOW DO GROWERS GET STARTED?

- **Start Small.** Consider the crops you are currently producing. How much of those crops might you have available to sell to schools? Remember, it may be possible to sell to one school and not the entire school system.
- **Start Talking.** Contact your closest school system to see if they are interested in purchasing local crops that you are currently growing or that you have the capacity to grow. Talk to the school nutrition director about your operation and his/her menu needs. Consider your production capacity and see if you can provide all or part of the school system's needs.
- **Explore your options.** Have you contacted a local produce distributor or food hub (where available) to see if they are seeking sources for local produce?
- **Think outside the box.** There are many different ways to approach the school nutrition program market. For some grower/buyer partnerships a direct delivery will be required. For other partnerships it is possible that the school can pick up the products. Delivery and logistical models will vary widely, so don't be constrained by perceived obstacles.
- **Invite everyone to the table.** Schedule a meeting. Call other growers in your area to see if combined levels of production would increase your market opportunities. Do not forget to include school nutrition program operators and local vendors and distributors in your discussion groups.
- **Engage students in your farm operation.** Farm field trips, visits to the school, getting involved in the planning and development of school gardens are all great opportunities to engage the students in your farm operation. Students also get the family involved when they return home and share interesting experiences.
- **Share your successes.** The emerging school meal market will grow with each success. When one grower has a successful outcome, more growers will want to learn how to join the movement. So, it is very important to showcase successes – even small ones – to let others in the community know how we are providing healthier meals to Tennessee's children.

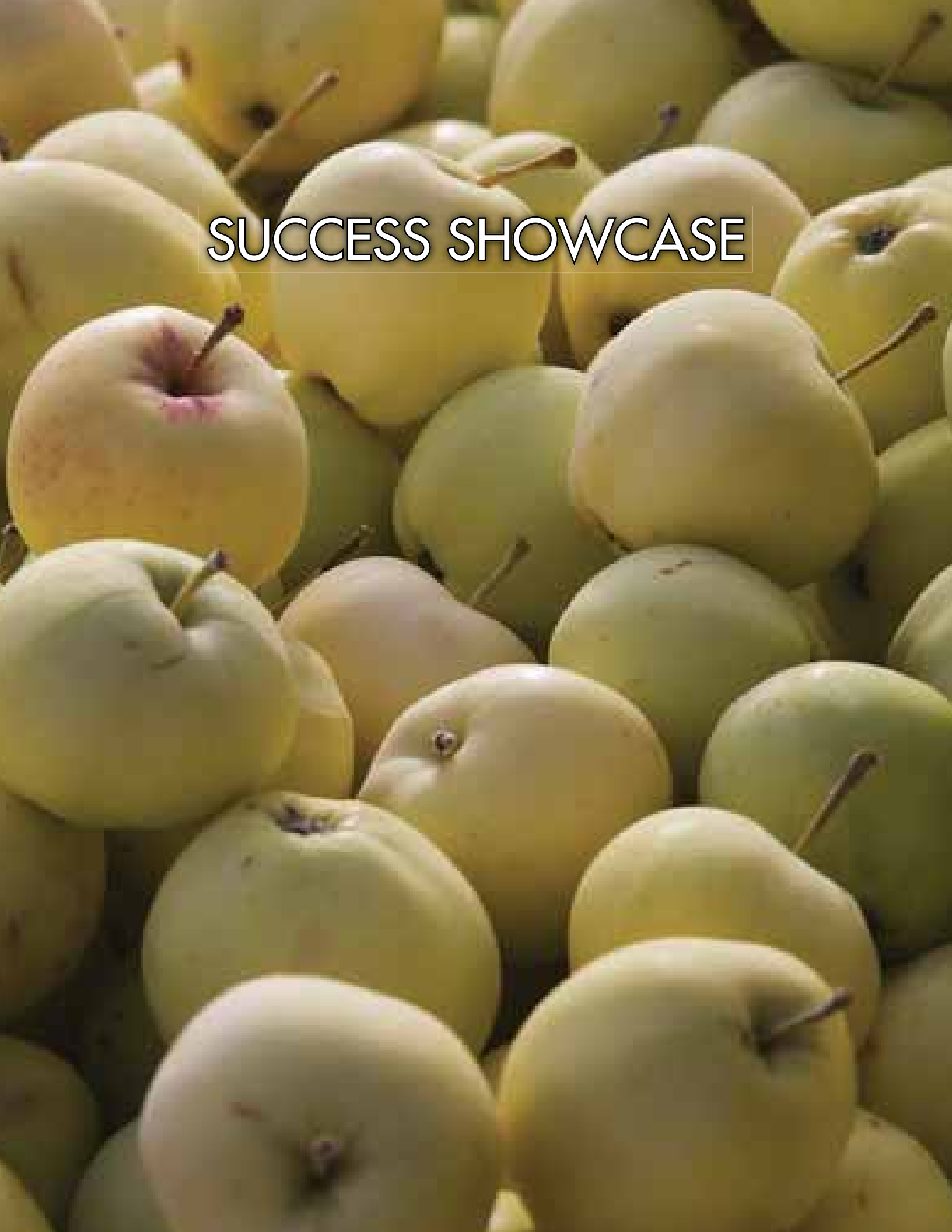


EXPLORE AND ENGAGE

HOW DOES THE **COMMUNITY** GET INVOLVED?

- **Start Small.** The easiest way to get started is to research existing programs in your area.
- **Start Talking.** Contact local farmers, extension agents, farm bureau representatives, and farmers' markets to see what is available in your area. Learn about the existing rules and policies that govern selling food products to the public.
- **Explore all options.** Who are the stakeholders in your area? Are there any potential funding sources that can be brought into the discussion? Volunteer to serve on a planning or implementation coalition or volunteer to help build school gardens.
- **Think outside the box.** There is no perfect Farm to School model for Tennessee, but here is a wonderful opportunity to create a sustainable infrastructure that will support Farm to School in Tennessee for years to come. No ideas are off the table. Engage!
- **Invite everyone to the table.** Schedule a meeting. Invite EVERYONE who has any interest in the Farm to School movement in your area. Advertise widely using social media and other readily available resources.
- **Engage students.** The Farm to School program is ultimately about getting local food to students in Tennessee's schools. They can play a major role in making this work. Talk to them about their ideas and obtain their buy-in.
- **Share your successes.** The emerging local food movement will grow with each success. When one group has a successful outcome, more groups will want to learn how to join the movement. So, it is important to showcase successes – even small ones – to let others in the community know how we are providing healthier meals to Tennessee's children.





SUCCESS SHOWCASE

SUCCESS SHOWCASE

SEVENTEEN LOCAL FARMS JOIN SOUTH CUMBERLAND FOOD HUB



The South Cumberland Food Hub is a brand new distributor of local food that began operation on July 1st of 2012. The food hub serves wholesale customers around Sewanee, Tennessee, including restaurants, a retail health food store, and the University of the South: Sewanee. It is still early to judge the hub's success at this point, but we are

off to a great start with 17 local farms currently participating. As demand and supply grow, the food hub intends to expand to meet the market, utilizing a USDA grant to help build the infrastructure over the next three years. To learn more or get involved please visit the food hub website: rootedhere.locallygrown.net.

STUDENTS HARVEST FIRST CROP OF FRESH VEGETABLES AT IVY ACADEMY IN CHATTANOOGA

In February of 2012, a group of Ivy Academy students, their parents, faculty members and others from the community constructed garden beds at the school. Joel Tippens, co-director of the Fair Share Urban Agriculture Project coordinated the community effort, which was funded with a mini grant from the Junior League of Chattanooga. In early March, we planted seeds for different types of cool season crops. This ensured we would be able to harvest before the end of the school year. Each grade was responsible for three raised beds. All students shared in the experience of planting. We then developed a watering and weeding schedule for the students.

The first vegetable we harvested was arugula, something most students had never heard of or tasted. After sampling, several students became huge fans of this unusual tasting leaf! Next to mature were our sugar snap peas. The students were able to observe the process of flower to fruit on the pea plants. They learned how to choose a ripe pea, pick it from the vine and eat it right then, something most had never done.

We used our vegetables to make a huge

salad that was served from a large bowl on the lunch counter to supplement student lunches. Our students were very excited that their first attempt to grow fresh vegetables was such a success.



SUCCESS SHOWCASE

STUDENTS OPERATE HYDROPONIC GREENHOUSE AT LIBERTY TECHNOLOGY MAGNET HIGH SCHOOL IN JACKSON, TENNESSEE

Agriculture science teacher Teresa Crouse is growing more than vegetables and plants in the Liberty Technology Magnet High's greenhouse.

She has transformed one student from a shy freshman into a senior confident with public speaking and influenced the career path of another student who wants to follow in her footsteps.

Crouse also encouraged her students to become business leaders with their latest venture in supplying five schools, including their own, with hydroponic lettuce from their green house, "It is a win , win, win situation," said Susan Johnson, supervisor of food service. "The students developed a business plan, and they run it like a business."

Johnson has asked the students to draft a plan to grow vegetables to supply eight elementary schools that have been awarded a fruit and vegetable snack grant.

Crouse's students are learning to grow fruits and vegetables using the hydroponic method, which means using water and nutrients to sustain plant life.

"It has been around since the '50's, and it's starting to take off," Crouse said.

Junior Jordan Edwards is specializing in hydroponic-growing technology.

"I want to be an instructor like Mrs. Crouse," Edwards said.

She plans to attend the University of Tennessee at Martin.

Senior Ethan Newman said the class brought him out of his shell.

"My freshman year, I was deathly afraid to talk to people," he said. "But now it comes naturally."

Newman plans to attend the University of Tennessee at Knoxville to major in agricultural engineering.

Sophomore Aerial Bell also plans to attend UT Knoxville and major in plant science and veterinary medicine.

Bell says the closeness with Crouse and her classmates will be hard to leave behind.

"We work as a team." She said.

Presently Liberty green house provides five schools with a business plan to include occasional snacks at the participating Fresh Fruit and Vegetable Schools in the Jackson/Madison County system.



SUCCESS SHOWCASE

SCHOOL BASED GARDENS HIGHLIGHT MEMPHIS CITY SCHOOLS FARM TO SCHOOL SUCCESS

With the largest school district in Tennessee, Memphis City Schools (MCS) serves more than 105,000 students – over 85% of which qualify for free and reduced price lunches. Memphis has quickly moved to the forefront of Farm to School initiatives due to the passion of its new nutrition services director, Anthony Geraci, and the support of community organizations. Geraci, a national leader in school nutrition and member of First Lady Michelle Obama's "Let's Move" initiative, joined MCS in October 2011. Almost immediately, industry-leading corporations, regional non-profit organizations and influential local individuals began lending their support.

Local foods are a valuable and important resource – they are fresh, healthy and appetizing, and people tend to eat more produce when tasty, seasonal products are available. Having a strong local food system supports local farmers and sustains the working landscape, improving the local economy. These food systems can also improve landscapes, strengthen community relationships, and help us reconnect to the land.

MCS Nutrition Services is partnering with local, state, regional and national groups to plan, implement and expand Farm to School opportunities in Memphis and Shelby County. The program encompasses a multi-faceted approach, including:

- Seven school-based demonstration gardens, interconnected by walking paths (Greenhouses, raised beds, bee boxes and other items in these gardens serve as inspiration for other schools and community groups, and provide art viewing and exercise opportunities for local residents.)
- A teaching garden, small scale farm, and student fellowship activities at Shelby Farms Park (the largest urban park in the United States)
- The first school-based teaching gardens throughout the district (sponsored by Cigna and the American Heart Association)

Current ventures include:

- **Greenline Gardens and the Shelby Farms Farm-to-Fork Fellowship.**

The Shelby Farms Park Farm-to-Fork Fellowship connects Memphis youth to their food and cultivates Memphis' next generation of urban food system specialists, equipped with the knowledge and tools to positively impact the health of entire neighborhoods and communities. The vocational tracks presented in the Farm-to-Fork Fellowship represent two foundational industries of Memphis and Shelby County – agriculture and logistics.

Fellowship activities are based at Greenline Gardens, a teaching garden within Shelby Farms Park that includes a 40-acre production garden and small scale farm.

• **School-Based Demonstration Gardens**

The demonstration gardens serve to enthuse and engage students, their families, and the community – and will serve as a “menu,” offering design examples and ideas that schools, families and others can use for creating their own gardens. The first of these gardens is located at Grahamwood Elementary School.

• **School-Based Teaching and Learning Gardens**

Teaching and Learning Gardens are real-life learning laboratories for students to learn where their food comes from, how it's produced, and how eating fresh produce improves health. Children plant seeds, nurture growing plants, harvest produce and ultimately understand the value of good eating habits. Garden-themed lessons teach elements of nutrition, math, science, and other subjects, all while having fun in the fresh air! Schools with gardens include:

- Balmoral-Ridgeway Elementary • Carnes Elementary
- Craigmont High • Cummings Elementary
- Double Tree Elementary • Douglass High
- Germanshire Elementary • Grahamwood Elementary
- Keystone Elementary • Kirby High
- Klondike Elementary • Peabody Elementary
- Southwest Career/Tech Ed Center

Beginning with the first harvests in May 2012, student-grown produce are being incorporated into the school menus. Students are learning practical life skills that will help them find employment when they graduate from high school.

SUCCESS SHOWCASE

FARM TO SCHOOL IS A WIN-WIN PROGRAM FOR THE CLARKSVILLE-MONTGOMERY COUNTY SCHOOL SYSTEM

Broadly defined, the Farm to School movement seeks to connect schools, kindergarten through 12th grade, with local farms. The goal is to serve healthy school meals while introducing health and nutrition educational opportunities.

Why are we doing this?

In Montgomery County, our hope is that by learning where their food comes from and why healthy food is important, children will make smarter nutrition choices. While farm life is intimately known to small producers such as Devin and J'Anna Markin, most children these days do not know where their food comes from. We are striving for a symbiotic relationship with local farms which will allow students to visit farms on field trips. While we have high hopes of success, we know that not all food going into the schools can be provided from local growers. But, when we tap into that audience, we create a win-win situation for both growers and the school system! And, the students benefit through the availability of fresh, locally grown produce.

Who are our key players?

Judi Adkins, an administrative assistant with the Clarksville-Montgomery County School System, is one of the key players behind the local Farm to School program. She is joined by Debbie Mobley, the schools' child nutrition director, and Karla Kean, Horticulture & Small Farms Extension Agent with the Tennessee State University-Montgomery County Extension. The small producers in our area play a major role of course!

How did we get started?

First, it was decided that for this pilot program only a portion of the 36 schools in the system, 14 schools, would

participate. CMCSS would purchase food from a 250 mile radius, giving preference to Montgomery County producers. Then, via contacts from the Extension office, a letter was sent to over 50 producers in Montgomery County and the surrounding area inviting them to an informational meeting. After this initial meeting, we met again in late November and December and created our informal planning committee of about 10 producers. Devin & J'Anna Markin agreed to be spokespersons for the producers and assist in researching information such as insurance costs, costs of containers and much more. It was decided not to form an "official" co-op of growers until we make it through the first couple of years and see how things are going to work. We do not want

to get so caught up in making rules that we forget our initial goals.

This small group, including representatives from the State Department of Education, CMCSS, the Extension office and local producers, met monthly and bi-monthly. First, we looked at how much produce is currently used by

the school system. One of the hardest things for the farmers to do was decide which crops to grow and how much. We tried to simplify this process by sticking to produce such as lettuce, tomatoes, peppers, squash, white potatoes, sweet potatoes, turnip greens and possibly strawberries and blueberries.

Then we created a Montgomery County Produce Calendar to see who was producing what and when.

Karla Kean assisted, and continues to assist, individual producers with farm site assessments and completing forms for the Farm Food Safety Assessment and Plan. Annette Wszelaki, UT Vegetable



Continued on next page

SUCCESS SHOWCASE

Continued from previous page

Extension Specialist, provided much needed advice, curriculum and training for both Extension and local producers. Most of our curriculum came from Cornell University <http://www.gaps.cornell.edu>. Judi Adkins, along with Debbie Mobley and the folks from Department of Education (DOE), developed a bid list for Farm to School products.

So, what does CMCSS require of growers right now?

Growers/bidders must submit the following to CMCSS:

- A completed bid.
- A Farm Food Safety Assessment and Plan (This must be approved by the Montgomery County Extension Agency).
- A checklist for production practices, product handling and transportation.
- A minimum \$1 million dollar insurance policy.

In addition:

- All bidders should be working towards becoming GAP certified, as this will be required in the 2013-2014 school year. This statement most likely will be amended as we need more time for the producers to meet this requirement; however, the Farm Food Safety Plan Assessment must be completed and records kept. Next year, we will look closely at their plans and records from this growing season.
- The CMCSS District has established a 250 mile radius as the local area for the purpose of allowing a geographic preference in procurement.
- Deliveries are to be made to the Central Warehouse, 621 Gracey Avenue, Clarksville, TN 37040.
- For tracking purposes, the following information shall be written on a tag attached to the recyclable containers or written on the boxes:

Farm/Producer Name: _____

Product name: (tomatoes, peppers etc.) _____

Packing Location: • Field or • Packing House _____

Date Picked: _____ Date Packed: _____

Field Harvested From: (field number or location for traceability purposes) _____

CHALLENGES:

- Affordable insurance has been a big challenge, but it is critical that the children are protected. I spoke to several different insurance providers and learned

that the rates are based on both the person's credit rating and how much they insure through that company. We are still working on the insurance issue.

- Reusable containers-vs-cardboard boxes was a big conversation piece, since there were costs involved. We decided to use both (either/or) this year. Kudos go out to Judi's supportive supervisor who agreed to let her purchase half of the containers to help offset costs for producers.
- Pricing was also a challenge. To avoid starting a bidding war between farming neighbors, we encouraged them to set prices using the USDA Fruit and Vegetable Marketing News: <http://www.marketnews.usda.gov/portal/fv>

OPPORTUNITIES/STRENGTHS:

- Bringing together and getting to know the producers and school system folks through face-to-face meetings was extremely important. Even though it can be frustrating at times for all involved, communication is essential.
- The Farm Safety Assessment itself was a challenge for both the producers and the agent. Judi Adkins states, "Extension has done a wonderful job preparing them for this. I'm not sure all the other counties have the support we have with you."
- Resources on the internet have been very helpful. According to Phyllis Hodges, we were the first county to take the RFP that she gave us and rework it for our county and our preferences.

So, where are we now? Here's what some of the key players have to say:

"The school system has been good with helping write the rules to not make it out of reach for farmers like Devin and J'Anna." - Karla Keen

"Because the school system's nutrition program is financially sound, it can afford to take a chance with such a new program as Farm to School. It will cost a bit more, but fresh, local produce is important. We cut corners where we have to, with quality as the guiding principle." - Debbie Mobley

"A small, local farm's food might cost 5 to 10 percent more than that of a large farm." - Devin Markin

"It's going to be a little bit more, but the money is coming back into Montgomery County." - Judi Adkins

SUCCESS SHOWCASE

PRODUCE VENDOR HELPS SUCCESSFULLY LAUNCH FARM TO SCHOOL PROGRAM IN KINGSPORT

Jennifer Burleson, School Nutrition Director, Kingsport City Schools

Our experiences with efforts to increase local produce in our schools began in 2007, when there was a lot of local push to support the Farm to School initiative. As the School Nutrition Program Director, I met with the local school group about ordering from local farmers. I had concerns about the procurement process for local purchases outside of a bid contract and about delivery options. Several of the farms involved were at least 15 minutes away and we needed 10 deliveries to 10 different school sites. I discussed my concerns with both the local grower/farmer group and my produce vendor and encouraged them to communicate with each other to work out a delivery system. This was the most difficult aspect of making Farm to School work for us.

In late summer of 2009, I again spoke to my produce vendor about the ability to get local produce. I was informed that we could get local (within 30 miles and in Tennessee!) cucumbers, watermelon, cantaloupe, green peppers, tomatoes, and cherry tomatoes until October. I then talked with my school managers about ways that we could highlight these items in our cafeterias. We made simple laminated signs to place on the serving lines to denote which produce was local. We focused on menuing these items as often as possible until supply was affected in October. We received many positive comments about the ability to provide local produce, including media attention. Working closely with the produce distributor seemed to be the easiest way for our system to procure and highlight the local items.



SUCCESS SHOWCASE

MEET OUR FAMILIES... KNOX COUNTY SCHOOLS FARM TO SCHOOL



GUNN FAMILY FARM

Springfield, TN
Grass-fed beef
Hormone & antibiotic-free



Knox County Schools
Child Nutrition Program
is committed to working
with area farmers and
growers to bring
locally-sourced foods
into our system.

Why?

It's the right thing to do!

It stimulates the local
economy.

It provides an outlet for
our local farmer.

It brings the freshest of
vegetables and fruits
for our children and
families - straight from the
farm to our dining tables!



Foods purchased according to season, cost and availability.



SHELTON FARMS

New Market, TN
Just down the road...
Berries, Cauliflower, Corn



SHANNON MEADOW FARM

Anderson County
Certified Organic
Sweet Potatoes



POPE'S GREENHOUSE

Maryville & Knoxville
Grape Tomatoes



MAYFIELD FARM

Athens, TN
Milk



DELVIN FARM

College Grove, TN
Berries, Broccoli, Cabbages

SAFETY



SAFETY

Food safety is always a concern when serving food to the public. Safety is especially important when serving raw fruits and vegetables in the school café because there are no steps in the preparation process that kill contaminants that might have found their way into the food.

That's why it is necessary to verify safety practices when purchasing from local growers. The gold standard of food safety for handling fresh fruits and vegetables that will be sold to any consumer is Good Agricultural Practices (GAP) certification. GAP certification is a review from a third party auditor on how potential routes of contamination are addressed during planting, growing, harvesting, and post harvest periods. Although GAP certification is not required by the State of Tennessee Department of Agriculture or any regulatory agency in Tennessee, it demonstrates that the grower follows appropriate food safety practices on their farm. Some local school systems do require GAP certification for direct purchases from the grower.

The first step for growers wishing to adhere to GAPs is to conduct a risk assessment to evaluate their current farm practices. Some school systems require growers to provide a complete self assessment before their product will be considered for purchase. An example of a complete risk assessment can be found on the Cornell University web site: <http://www.gaps.cornell.edu/farmassessmentws.html>

The Cornell review document includes multiple areas with GAPs and checklists for operations. By completing the self-assessment, growers can develop a safety plan for their products. Examples of topic areas included in this assessment are: water, pesticides, manure and compost use, harvest sanitation, post harvest handling, worker hygiene, and record keeping. Within each topic, the risks of various practices are explained, so that growers can review their current practices and consider what the associated risks might be. The benefit of completing this risk assessment is two-fold: **1) it educates growers on best practices and 2) it highlights areas that need improvement.**

After a risk assessment is completed, growers should develop a food safety plan that describes what the practices are on their farm and documents their standard operating procedures (SOPs). These practices and farm policies should accurately reflect what the grower is currently doing in cultivating crops on their farm and describe operating procedures and accompanying records. Some food safety plan templates can be found at the following sites:

<http://safety.cfans.umn.edu/FSP4Utemplates.html>

<http://extension.psu.edu/food-safety/farm/how-do-i-write-a-food-safety-plan>

<http://onfarmfoodsafety.org/>

As with any safety plan, documentation is required. Proper record keeping must be established and maintained. Examples of records for a food safety program may be found at the following websites:

<http://www.okfarmtoschool.com/resources/fts-distro-foodsafetymanual/index.htm#foodsafetylog>

<http://www.gaps.cornell.edu/rks.html>

In addition to the food safety plan, some school systems require liability insurance on products they plan to purchase. The amount of liability insurance should be determined by the school system and communicated to all growers. Local insurance carriers can be a great resource for possible coverage.

Food safety does not end with the delivery of produce to your School Nutrition Program. You will need to continue to check and update your SOPs for receiving, storing, preparing and serving fresh fruits and vegetables. An excellent resource for SOPs can be found here: http://sop.nfsmi.org/sop_list.php



WASHING FRUITS AND VEGETABLES (Sample SOP)

This Sample SOP explains how to prevent or reduce risk of foodborne illness or injury by contaminated fruits and vegetables. This procedure applies to foodservice employees who prepare or serve food.

INSTRUCTIONS:

1. Train foodservice employees on using the procedures in this SOP.
2. Follow State or local health department requirements.
3. Wash hands using the proper procedure.
4. Wash, rinse, sanitize, and air-dry all food-contact surfaces, equipment, and utensils that will be in contact with produce, such as cutting boards, knives, and sinks.
5. Follow manufacturer's instructions for proper use of chemicals.
6. Wash all raw fruits and vegetables thoroughly before combining with other ingredients, including:
 - Unpeeled fresh fruit and vegetables that are served whole or cut into pieces.
 - Fruits and vegetables that are peeled and cut to use in cooking or served ready-to-eat.
7. Wash fresh produce vigorously under cold running water or by using chemicals that comply with the 2001 FDA Food Code. Packaged fruits and vegetables labeled as being previously washed and ready-to-eat are not required to be washed.
8. Scrub the surface of firm fruits or vegetables such as apples or potatoes using a clean and sanitized brush designated for this purpose.
9. Remove any damaged or bruised areas.
10. Label, date, and refrigerate fresh-cut items.
11. Serve cut melons within 7 days if held at 41 °F or below. Refer to the Date Marking Ready-to-Eat, Potentially Hazardous Food SOP.
12. Do not serve raw seed sprouts to highly susceptible populations such as preschool-age children.

MONITORING:

1. The foodservice manager will visually monitor that fruits and vegetables are being properly washed, labeled, and dated during all hours of operation.
2. Foodservice employees will check daily the quality of fruits and vegetables in cold storage.



CORRECTIVE ACTION:

1. Retrain any foodservice employee found not following the procedures in this SOP.
2. Remove unwashed fruits and vegetables service and washed immediately before being served.
3. Label and date fresh cut fruits and vegetables.
4. Discard cut melons held after 7 days.

VERIFICATION AND RECORD KEEPING:

The foodservice manager will complete the Food Safety Checklist daily to indicate that monitoring is being conducted as specified in this SOP. The Food Safety Checklist is to be kept on file for a minimum of 1 year.

DATE IMPLEMENTED: _____ BY: _____

DATE REVIEWED: _____ BY: _____

DATE REVISED: _____ BY: _____



SAFETY ISSUES

HANDLING FRESH PRODUCE ON SALAD BARS*

Follow these recommendations to reduce the risk of foodborne illness from salad bars or self-service lines. Follow your school district's food safety plan for appropriate actions when temperature standards are not met.

PREPARATION AND SET UP

- Use equipment with food shields or sneeze guards. In elementary schools, equipment with a solid barrier between the students and the food is recommended.**
- Consider offering pre-packaged or pre-portioned items for students in all grades. In elementary schools, pre-packaged or pre-portioned items are recommended for all self-service items.**
- Place a clean and sanitized utensil in each container on the salad bar. Replace utensils at the beginning of each meal period.
- Label containers to identify foods and condiments.
- Use dispensers or single-use packages for salad dressings and other condiments.
- Set up the salad bar just prior to serving time.
- Select container size so that food is used within one meal period.
- Provide individually wrapped eating utensils, or keep unwrapped utensils in containers with the handles up.
- Touch food with bare hands.
- Touch food with clothing or jewelry.
- Cough, spit, or sneeze on food.
- Use utensils in multiple containers.
- Place foreign objects in food.
- Place dropped food or utensils back into containers.
- Use the same plate or tray on subsequent trips.
- Assist students with utensils, if needed.
- Avoid adding or layering freshly prepared food on top of food already on salad bars and self-service lines. Check with your state or local health department for regulations on replenishing food.
- Use a clean cloth or towel dipped in sanitizing solution to wipe surfaces during and between meal periods. Store sanitizing solution away from salad bar.

TEMPERATURE CONTROL

- Verify that the temperature of equipment is at 41 °F or below before use.
- Check to be sure the bottom of the pan comes into contact with the ice or ice pack, when using them for temperature control.
- Chill foods to an internal temperature of 41 °F or below before placing on the salad bar.
- Check and record internal temperatures of each food item with a clean, sanitized, and calibrated thermometer before placing it on the salad bar. Check at least every two hours to verify that it remains at or below 41 °F.
- Remove food immediately after the last meal period.
- Cover, label, date, and refrigerate food remaining at the end of service if it will be served the following day.
- Discard food that may have been contaminated, either unintentionally or intentionally.
- Use chemical sprays only after all food has been removed.

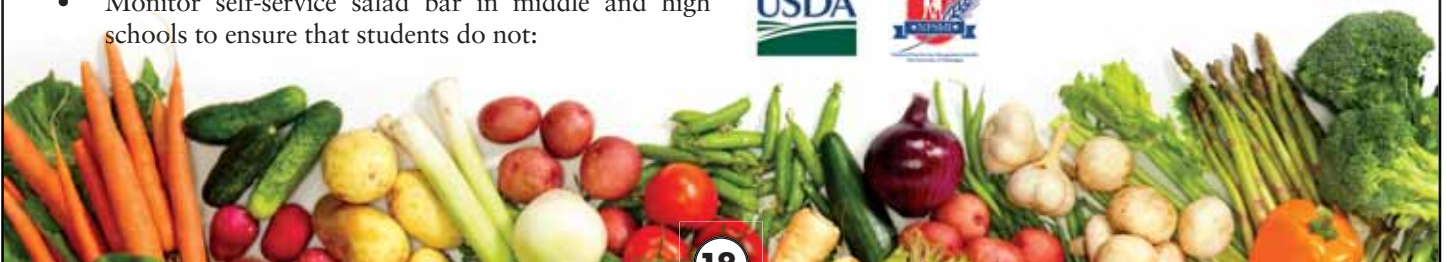
SUPERVISION

- Consider using a serving line with a solid food shield in elementary schools, allowing students to select items for assisted service rather than self-service. Employees place selected items on a plate or tray, then pass it over the food shield to students.**
- Monitor self-service salad bar in middle and high schools to ensure that students do not:

*These best practices are based on the 2009 FDA Food Code. Follow the food code for your local or state jurisdiction. Consult with your local health department if you have any questions. www.fda.gov/Food/FoodSafety/RetailFoodProtection/FoodCode/FoodCode2009/default.htm

**Recommendations based on 2010 NSF International/American National Standard Institute (ANSI) Standard 2 for Food Equipment. www.nsf.org

These best practices are consistent with NFSMI's Standard Operating Procedures for Holding Hot and Cold Potentially Hazardous Foods and Preventing Contamination at Food Bars. <http://nfsmi.org/documentlibraryfiles/PDF/20080213010741.pdf> <http://nfsmi.org/documentlibraryfiles/PDF/20080213011044.pdf>



MENU DEVELOPMENT



MENU DEVELOPMENT



SAMPLE MENU

| Monday | Tuesday | Wednesday | Thursday | Friday |
|---|--|--|---|---|
| Baked Chicken Tenders with Whole Grain Roll | BBQ Pork or Whole Wheat Bun | Beef Nachos Supreme | Whole Grain Deli Sandwich with Turkey and Swiss | Whole Grain Pizza with Local Sweet Peppers |
| Hummus with Warm Pita Bread | Grilled Chicken Patty on Whole Grain Bread | Fish Tacos | Hamburger on a Whole Wheat Bun | Fiesta Chicken Salad |
| Farm Fresh Tomato, Zucchini and Corn Salad | Baked Beans with Local Peppers and Onions | Black Bean Salad made with Local Ingredients | Fresh Picked Tomato Slices, Roamine Lettuce, Onions and Pickles | Dark Green Tossed Salad with Local Tomatoes |
| Tabouleh | Marinated Fresh Crisp Cucumbers | Fiesta Corn | Oven Fried Sweet Potato Wedges | Locally Harvested Carrots with Homemade Dip |
| Broccoli Salad | Creamy Coleslaw | Vine Riped Chopped Tomato and Shredded Lettuce | Potato Salad | Fresh Broccoli with Homemade Dip |
| Fresh Canteloupe Wedge Orange Slices | Ice Cold Watermelon Banana | Sweet Juicy Pears Melon Cup | Crisp Farm Fresh Apple Pineapple | Grapes Kiwi |
| 1% Milk and Fat Free Milk Choices | 1% Milk and Fat Free Milk Choices | 1% Milk and Fat Free Milk Choices | 1% Milk and Fat Free Milk Choices | 1% Milk and Fat Free Milk Choices |

In accordance with Federal Law and U.S. Department of Agriculture policy, this institution is prohibited from discriminating on the basis of race, color, national origin, sex, age, or disability. To file a complaint of discrimination, write USDA, Director, Office of Adjudication, 1400 Independence Avenue, SW, Washington, D.C. 20250- 9410 or call toll free (866) 632-9992 (Voice). Individuals who are hearing impaired or have speech disabilities may contact USDA through the Federal Relay Service at (800) 877-8339; or (800) 845-6136 (Spanish). USDA is an equal opportunity provider and employer.



MENU DEVELOPMENT

Menu Development To-Do List

- Utilize the Picking Chart
- Determine what will be in season
- Assess you staff
 - Skill levels
 - Labor requirements
- Provide training as needed
- Assess your food service operation
 - Equipment needs
 - Safety issues
 - Recipe development
- Select what items may be included
- Explore menu options
- Prepare procurement
- Have a back up plan for those “what if’s”



PROCUREMENT

The background of the slide is a close-up photograph of three ears of yellow corn. The corn cobs are arranged diagonally from the top-left towards the bottom-right. The yellow kernels are plump and glossy. The green husks are partially peeled back, revealing the cobs. The lighting is bright, creating a fresh and vibrant appearance.

PROCUREMENT

HOW TO PROCURE LOCAL PRODUCTS

The aim of any School Food Authority's (SFA) procurement practices is to get the best product at the best price in a competitive environment. All procurement for the National School Lunch Program and School Breakfast Program is governed by federal regulations to ensure open and free competition. Schools participating in the federal feeding programs must provide all qualified vendors an opportunity to sell products to school nutrition programs. For local products, geographical preference can be applied to bid and small purchase awards.

School Nutrition Programs can procure local products in a variety of ways:

- Purchase directly from a contracted distributor on the basis of an established Invitation for Bid (IFB) or Request for Proposal (RFP). Initial purchasing requests can specify that local products be sourced and delivered when available.
- Purchase from a speciality distributor if they seek competitive prices for smaller quantities outside of the main produce bid.
- Select local products on the Department of Defense (DOD) commodity purchasing allocations list for delivery by the contracted DOD distributor.
- Initiate small purchase buys for one time purchases that are under \$10,000 or the locally established threshold (if less than \$10,000). These small purchases must be documented and competitive in nature.
- Develop working agreements (Memoranda of Understanding) with school greenhouses and school gardens to provide local products to the school nutrition program.
- Shop local farmers' markets and food hubs for seasonal local products when available. These purchases must always be documented with competitive quotes.
- Purchase directly from growers or grower cooperatives as the season develops OR by pre-contracting before planting. All such purchases must be documented with a formal or informal procurement instrument.

Local Geographic Preference.

School Nutrition Programs have the opportunity to give local producers a preference when making procurement awards. This option allows the local school system to determine their definition of "local" and award either preference points or a preference percentage when calculating the bids to determine the lowest bidder. This option is designed to allow schools to procure food closer to their location even if they have to pay a slightly higher price.

Prototype Procurement Documents are illustrated in this resource and provided on the companion CD and web references.



PROCUREMENT

Checklist for Purchasing of Local Produce from School Greenhouses

School Name _____

Telephone _____ E mail _____

Available products _____

Liability insurance coverage _____

| Production Practices | YES | NO | N/A |
|---|-----|----|-----|
| Are wells protected from contamination? | | | |
| If irrigation is used, what is its source? (circle) Well Municipal Other _____ | | | |
| Is the water tested for bacteria or other contaminants? | | | |
| Is soil use history available to determine risk of product contamination (e.g., runoff from upstream, flooding, chemical spills, or excessive agricultural crop application)? | | | |
| Are portable toilets used in a way that prevents field contamination from waste water? | | | |

| Product Handling | YES | NO | N/A |
|--|-----|----|-----|
| Are storage and packaging facilities located away from growing areas? | | | |
| Is there risk of contamination with manure? | | | |
| Are harvesting baskets, totes, or other containers kept covered and cleaned (with potable water) and sanitized before use? | | | |
| Are product and non-product containers available and clearly marked? | | | |
| Is dirt, mud, or other debris removed from product before packaging? | | | |
| Are food grade packaging materials clean and stored in areas protected from pets, livestock, wild animals, and other contaminants? | | | |

| Transportation | YES | NO | N/A |
|---|-----|----|-----|
| Is product loaded and stored to minimize physical damage and risk of contamination? | | | |
| Is transport vehicle well maintained and sanitized? | | | |
| Are there designated areas in transport vehicle for food products and non-food items? | | | |
| Are products kept cool during transit? | | | |
| Are products delivered within a reasonable length of time (No more than 48 hours post harvest)? | | | |

| Facilities | YES | NO | N/A |
|---|-----|----|-----|
| Is potable water/well tested at least once per year and results kept on file? | | | |
| Is product protected as it travels from field to packing facility? | | | |
| Is a product packing area in use with space for culling and storage? | | | |

PROCUREMENT

| | | | |
|--|--|--|--|
| Are packing areas kept enclosed? | | | |
| Are food contact surfaces regularly washed and rinsed with potable water and then sanitized? | | | |
| Are food grade packaging materials used? | | | |
| Do workers have access to toilets and hand washing stations with proper supplies? | | | |
| Are toilets and hand washing stations clean and regularly serviced? | | | |
| Is a pest control program in place? | | | |

| | | | |
|--|--|--|--|
| Worker (Student) Health and Hygiene | | | |
| Is a worker food safety training program in place? | | | |
| Are workers trained about hygiene practices and sanitation with signs posted to reinforce messages? | | | |
| Are workers and visitors following good hygiene and sanitation practices? | | | |
| Are workers instructed not to work if they exhibit signs of infection (e.g., fever, diarrhea, sneezing, runny nose, etc.)? | | | |
| Do workers practice good hygiene by: | | | |
| wearing clean clothing and shoes? | | | |
| changing aprons and gloves as needed? | | | |
| keeping hair covered or restrained? | | | |
| washing hands as required? | | | |
| limiting bare hand contact with fresh products? | | | |
| covering open wounds with clean bandages? | | | |

I confirm that the information provided above is accurate to the best of my knowledge.

Signature of seller: _____ Date: _____

Print name: _____ Phone Number: _____

Information for check list adapted from Iowa State University, University Extension, form PM2046a



PROCUREMENT

PROCUREMENT AGREEMENT

Agreement between _____ School Nutrition Program
and _____ school organization/department

The term of the agreement is (date) _____ to (date) _____.

The _____ School Nutrition Program (SNP) agrees to purchase (estimated quantity or general amount) \$ _____ of (list items on next page) during the term of this agreement. These items are to be used for breakfast meals, lunch meals, afterschool snacks or the Fresh Fruit and Vegetable program meals served to students. In addition, if the _____ School Nutrition Program provides catering services, the items may be used for those meals as long as the cost is paid back to the SNP in the catering contract.

The _____ (department/organization) agrees to handle all food items using Good Agricultural Practices (GAP) and Good Handling Practices (GHP) and practice safe food handling procedures.

Guidelines for those practices are available at

<http://www.ams.usda.gov/AMSv1.0/getfile?dDocName=STELPRDC5091326>.

The School Greenhouse checklist provided by the _____ SNP will be completed and kept on file in the _____ (department) as well as attached to this agreement. The School Nutrition Program SOPs that outline their procedures for handling fresh produce will also be attached to this agreement and filed with the Hazard Analysis and Critical Control Points (HACCP) plan in the School Nutrition Program. Additional safety procedures will be adopted if mandated by state or federal regulations. The SNP will provide food safety resources as they are made available to them.

The _____ (department/organization) agrees to grow and deliver the items in the table on the following page to the school cafeteria (once a week/twice a week/daily or other). All packaging materials will be clean and sanitized between deliveries. Food items will be delivered at the proper temperature.

Costs must be equal to or lower than established market prices. Comparison prices can be found at <http://marketnews.usda.gov/portal/fv>. The price established at the time of agreement will be firm for the agreement term. (Example: For the week of 4/8 – 4/13 the price for 12 1 pint containers (1 flat) of California strawberries at the Atlanta terminal was \$28.00. If the agreement was being drawn up near that date, the price paid to the organization could not exceed that price). Prices can also be established by referencing a produce distributor's price documented with weekly price quotes. The comparison price should be attached to this agreement.



PROCUREMENT

Item Delivery Table

| Item | Description | Pack | Cost |
|------|-------------|------|------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

Signed:

School Nutrition Representative

Date

School Organization Representative

Date



A close-up photograph of a large pile of bright green apples. The apples are densely packed, filling the entire frame. In the center of the image, a single red apple stands out prominently, contrasting with the surrounding green ones. The lighting is bright, highlighting the smooth texture and natural sheen of the apple skins. The stems of the apples are visible, adding to the detail of the composition.

PROMOTION

PROMOTION

How can you promote Local Foods for Local Schools?

- Utilize letter to the school Principal
- Send letters home to parents
- Attend PTA/PTO meetings to introduce the week
- Post the information on your website
- Announce the event on school public address system
- Develop posters for the hallways
- Create signage for the Café
- Mark the tray line for items sourced locally
- Provide giveaways like book marks with the Local Food For Local Schools logo
- Have local growers visit the school to introduce their produce
- Plan field trips to a local farm or garden
- Plan and plant a school garden



PROMOTION

Fun Facts

SWEET POTATOES

- Sweet potatoes contain 327% of your daily needs for vitamin A, more than any other vegetable provides.
- Sweet potatoes come in a wide variety of colors including white, yellow, orange, pink and purple.
- Sweet potatoes are an excellent source of fiber.
- George Washington grew sweet potatoes on his Virginia farm, Mount Vernon.



<http://healthydaes.org/2011/04/09/fun-food-facts-sweet-potatoes/>
<http://www.healthdiaries.com/eatthis/20-facts-about-sweet-potatoes.html>

WATERMELON

- Watermelon is 92% water. Early explorers used them as canteens.
- In other countries they eat the whole watermelon!
In Asia they roast the seeds and eat them.
In Russia they turn the green rinds into pickles!
- The biggest watermelon ever was grown in Tennessee and weighed 262 pounds!!!
- Watermelon is a perfect health food! It will keep you feeling full, but is low in calories and fat free. Plus, it tastes delicious!



Fun Facts. (2008).
Retrieved June 18, 2009, from Sundia:
www.sundiafruit.com/AboutFunFacts.php.



PROMOTION

Dear Parents and Caregivers,

We are excited to announce that [Our School] will be participating in the first Tennessee Local Foods to Local Schools week August 27-31, 2012. During the week we will be serving up some delicious seasonal foods from local farms. Our menus will highlight fresh locally grown fruits and vegetables as a way to provide healthier, well balanced meals for our children. These will include [list local items to be used]. The full menu is available on our website:

[insert website address]

We invite your family to join in the celebration of local foods at home by including one of the following in your activities:

- Learn what is in season and introduce a new item at home. It's easy to check out seasonal items on the web.
- Visit a nearby farm to see how food is grown.
- Locate where you can purchase local foods near your home, perhaps at a local farmers' market, and shop together.
- Support your community by eating more seasonal items grown in your area.
- Ask what your child[ren] learned about local foods during the Local Foods for Local Schools week [day].

Please join us in providing community support for Local Foods for Local Schools by including local foods for healthier meals at home.

Sincerely,

Dear Principal,

The week of August 27, through August 31, 2012 is the first Tennessee Local Foods for Local Schools week [or select the day the school will participate]. Schools throughout the State will serve fresh, locally-grown fruits and vegetables as the centerpiece of healthy, well-balanced school meals. The week [day] will be a great way to start off the school year and an important part of complying with the Healthy Hunger Free Kids Act.

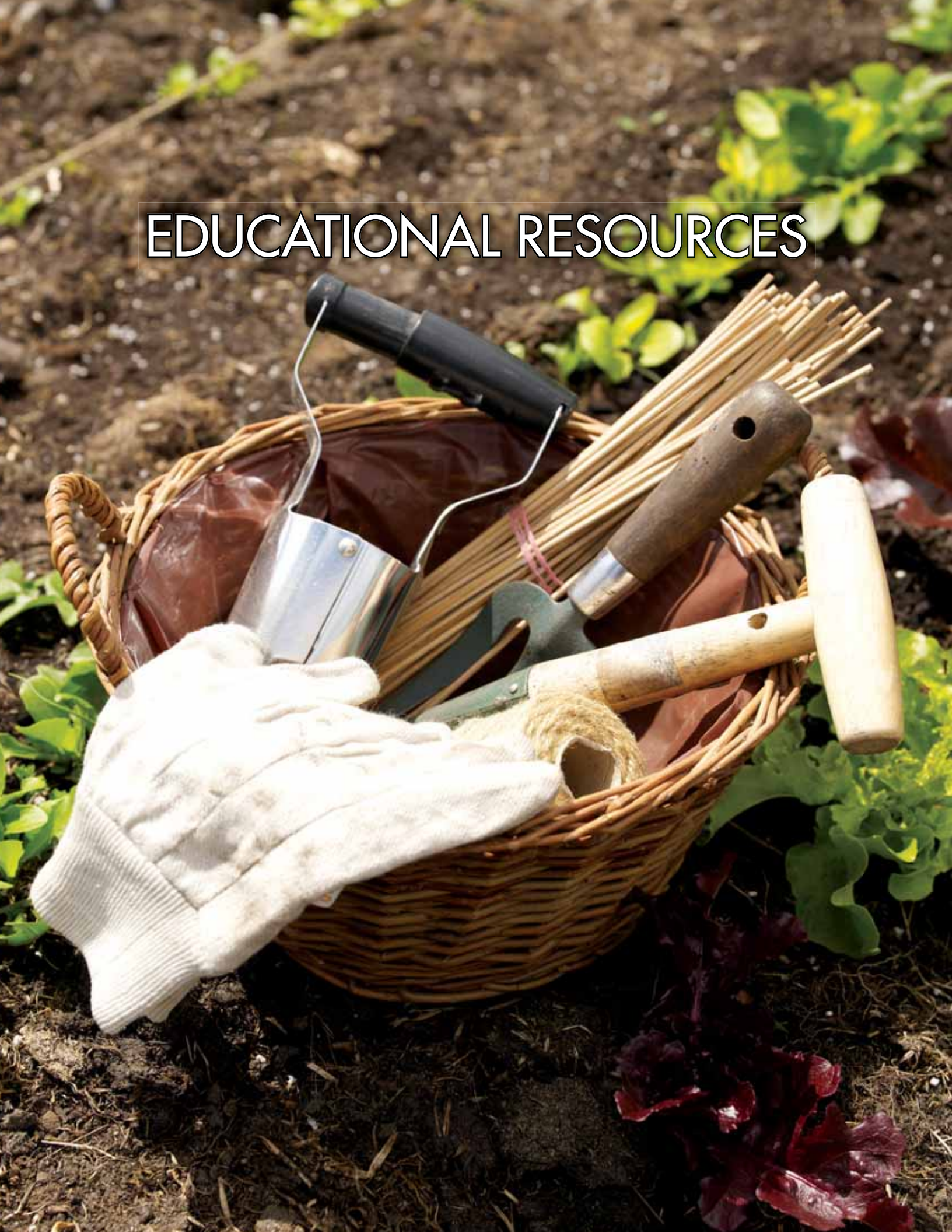
Your school can also participate by coordinating hands-on food and farm education during the week or during the month. For example, your school can host a chef demonstration, take a field trip to a nearby farm or garden, or have a farmer visit your school.

Please spread the word about Local Foods for Local Schools Week to students, staff and parents/caregivers. It's as simple as writing a "blurb" in the school newsletter, reading a creative public address announcement, hanging a few signs or sending a letter home to parents.

We hope you'll make Tennessee Local Foods for Local Schools week special at your school!

Sincerely,

EDUCATIONAL RESOURCES



EDUCATIONAL RESOURCES

Listed below are a few of the numerous websites for educational resources available in downloadable format.

Local county extension agents may be located and contacted through this website - https://ag.tennessee.edu/tncep/Pages/NFS_TNCEP_Resources.aspx

Grades 3-5

Guide from Florida for teachers to help plan, finance and develop a school garden for teaching. Downloadable resources at -<http://www.flagintheclassroom.org/index.html>

Grades 4-5

Curriculum developed by the University of Missouri Extension on nutrition and gardening - <http://extension.missouri.edu/p/N755>

Grades Pre-K-12

Choose from a variety of resources for multiple grade ranges for introduction of agriculture in the classroom - <http://www.agclassroom.org/>

Grades K-12

Vermont Farm to School Food, Farm and Nutrition Curriculum Units developed by Vermont educators. Available in a downloadable form at the following link - <http://www.vtfeed.org/materials/vermont-farm-school-food-farm-and-nutrition-curriculum-units>

Grades 9-12

Kentucky Farm to School Curriculum through the Cooperative Extension Service teaching food sources, using locally produced foods to improve food quality and nutritional content. Available from the following website - <http://www.kyagr.com/consumer/food/documents/FarmtoSchoolCurriculum.pdf>

High School and College Level

Johns Hopkins Center for a Livable Future has developed a curriculum on Food Systems. This is an advanced study with complete downloadable curriculum. Available from the following website - <http://www.jhsph.edu/research/centers-and-institutes/teaching-the-food-system/curriculum/>

University of Wisconsin has a new curriculum Got Veggies located at the following - <http://www.dhs.wisconsin.gov/health/physicalactivity/gotveggies.htm>

Complete downloadable lessons covering various activities and areas of study including math and science skills. Wisconsin also has a link to Got Dirt, a guide for nutrition and physical activities through the initiation of community and/or school gardens. This is also a downloadable resource available at the following - <http://www.dhs.wisconsin.gov/health/physicalactivity/gotdirt.htm>

Website link to multiple gardening pages helpful with all sorts of gardens - <http://www.gardening.org>

USDA website link for Know Your Farmer Know Your Food - providing information on how to support local and regional agriculture - http://www.usda.gov/wps/portal/usda/usdahome?navid=KYF_COMPASS



GROWER/DISTRIBUTOR RESOURCES

LINKS TO GROWER DATA BASES

Tennessee Department of Agriculture
searchable data base:

<http://www.picktnproducts.org/food/index.html>

Tennessee Farm Bureau:

<http://www.tnfarmfresh.com/>

Local Table:

<http://localtable.net/>

FARM TO SCHOOL DISTRIBUTOR DIRECTORY

| | | | |
|--------------------------------|---------------------------------|-------------------|----------------------------------|
| Chattanooga, TN 37401 | Kenny Pendergrass | 423-265-4614..... | kenny@dixieproduceinc.com |
| Chattanooga, TN 37421 | Tony Buchanan | 706-866-5955..... | producebuck@tandtproduce.com |
| Cookeville, TN 38506..... | Tom Cropper | 931-537-4267..... | tcropper@goiwc.com |
| Jackson, TN 38301 | Alan Patterson | 731-424-6622..... | jojo80@charter.net |
| Knoxville, TN 37921 | James Gnoth | 865-545-5522..... | gnoth.james@knox.sysco.com |
| Memphis, TN 38118..... | Eddie Tubbs..... | 800-347-1237..... | tubbs.eddie@mem.sysco.com |
| Nashville, TN 37211 | Grover G. Whittington, Jr. | 615-350-2234..... | whittington.grover@orr.sysco.com |
| Shepherdsville, KY 40165 | James Mitchell..... | 502-215-1019..... | james.mitchell@gfs.com |





Tennessee Department of Education
Andrew Johnson Tower, 9th Floor
710 James Robertson Parkway
Nashville, TN 37243
(615) 741-2731
Education.Comments@tn.gov