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# 2015 Farm to Food Pantry Purchasing Report



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Washington State Department of Agriculture in partnership with Rotary First Harvest  
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# Background

## 1 in 6 Washingtonians used the services of their local food pantry in 2015.

From July 1, 2014 to June 30, 2015, Washington State food pantries provided roughly 8.5 million clients services; distributing nearly 140 million pounds of food. In support of Results Washington goals for ensuring all Washingtonians are healthy, safe, and supported, as well as Governor Jay Inslee’s Goal #4, there has been an added focus on increasing the amount of healthier foods that are being distributed by food pantries and meal programs, the Washington State Department of Agriculture (WSDA), through its Food Assistance Program, established funding to create a direct farm to food pantry purchasing program.

The resulting Farm to Food Pantry pilot program was funded with existing state funds used to support WSDA’s administrative costs for Food Assistance Program. Thanks to one-time administrative cost savings and temporary federal funding increases, the agency was able to divert a small portion of normal administrative costs back into the program’s core function of food purchases for clients. WSDA’s Food Assistance Program chose to make these additional food purchases in a way that was also beneficial for local farmers and supported key agricultural conservation goals. The agency may not be able to sustain this Farm to Food Pantry pilot program in future years without additional state investment.

WSDA appointed Rotary First Harvest (RFH) to manage the allocation of the funds and to coordinate the project. RFH distributed the grants to food pantries in several counties throughout the state. The recipient food pantries used the grant money to purchase produce directly from local growers.

The Farm to Food Pantry purchasing program was established in 2014 as a pilot model coordinated by Harvest Against Hunger, a Rotary First Harvest program that places AmeriCorps VISTA (Harvest VISTA) at food pantries to build sustainable connections with local growers.

The purchasing program is unique in its multifaceted goals; it seeks to support local growers as well as bring fresh, nutritious produce into the hunger relief system. In 2015, there were six food pantries that participated in the purchasing program, each receiving a portion of the funds from the WSDA grant, as well as some additional matching funds from other private sources. In some instances, these community-matched grants doubled the amount available to purchase local produce. The sites either currently host or had previously partnered to host a Harvest VISTA. Once the growers who would participate in the purchasing program were identified, contracts were established with each site stipulating the quantity and purchase price of produce to be provided.

This pilot program enabled food pantries to diversify the fresh produce they made available based on client demographics and feedback. The program also expanded support for farmers, which served to strengthen the local food system through symbiotic relationships between food pantries and growers. The resulting relationship structure allowed participating growers to donate additional produce without impacting their existing business model.



# Connecting & Collaborating Rotary First Harvest



One of the most challenging aspects of both farming and hunger relief is finding effective and efficient ways to deliver healthy, fresh produce to those in need.

At Rotary First Harvest (RFH), we are constantly exploring sustainable and effective ways to engage food sources (e.g. farmers, processors, packing houses) with hunger relief programs that serve thousands of men, women and children across Washington State.

Now in its second year, the Farm to Food Pantry model has helped RFH to develop effective models that have grown into mutually beneficial partnerships that are changing the dynamic in getting produce into the hands of our community's most vulnerable people.

We'd like to thank our partners at the Washington Department of Agriculture for providing the seed funding that was matched by numerous funders in our pilot locations to expand this year's program. We are also grateful for the resource that our Harvest VISTAs provided in exploring and developing relationships with growers that were specific to the resources and needs in each community.

Finally, we thank the many farmers who have helped us to grow and develop the Farm to Food Pantry program. Their enthusiastic support for this new way to connect local food to local need has been inspiring. We are grateful for their support and guidance, and look forward to continuing to work with them to expand and improve this important program.

# Engaging Additional Funding Sources

One of the key new components of the 2015 Farm to Food Pantry pilot model was the incorporation and inclusion of additional funds from private funding sources and community foundations. Those funds were used to provide a match for both the broader project as well as site-specific participation.

Funders expressed interest in three primary areas:

1. Connecting hunger relief and the broader food system: Farm to Food Pantry is one of few programs that was designed to provide benefit for both local producers (i.e. additional revenue), and consumers needing better access to healthy food (i.e. food pantry clients).
2. The involvement of WSDA was important to funders, who viewed the initial investment as an effective leverage point to expand the impact and effect of their own funding.
3. The statewide approach provides a way to engage a number of community foundations across the state which are becoming interested in local food system activities and development. Farm to Food Pantry enables community foundations to direct resources specifically to their own community or service area, while helping to expand interest and impact for the broader Washington State food system.



# WSDA Food Assistance Program Project Summary and Next Steps



WSDA Food Assistance Program is proud to be continuing a strong partnership with Rotary First Harvest and its Harvest Against Hunger program to provide avenues and opportunities to support our agricultural community as well as food pantries throughout Washington State with access to local - healthy produce.

We'd like to thank the farms and food pantries who chose to participate in the Farm to Food Pantry Pilot Program. It is their dedication to seeing a more robust and healthful emergency food system for our clients with the added benefit of supporting their local communities, which have made this venture such a success.

Whether this produce comes from an urban or rural farm setting, both build strong, mutually beneficial community relationships that are key to building a dynamic emergency food system. Regardless of cultural, generational, nutritional or socioeconomic status, Washington residents can receive diverse, fresh foods such as plums, kale, blueberries, and radishes, etc. while supporting their local farmers and neighbors. This is an ideal method to supplement the various commodities and donated goods that food pantries already receive from WSDA's federal and state funded food programs.

As our Farm to Food Pantry Pilot Program gains further success, it is important for WSDA Food Assistance Program to help support and engage a brand-new wave of farmers with innovative and exciting ideas to engage agricultural pursuits. This includes the new and upcoming generation of individuals trying to find their career calling and people who have switched careers such as military veterans who have found healing and a passion in the agricultural setting. It also helps promote and create further viable farming and employment opportunities in urban and rural settings statewide.



# In-Depth Analysis of Participating Sites

The following overviews of the participating sites will provide background and analysis of the models used at each site, as well as contractual information, best practices and statistical data of the purchasing models used.

Conversations with food pantry purchasing coordinators are also included, and provide specific examples of how the relationships with growers were developed, as well as advice on best practices for the following key elements:

- Establishing communication with growers;
- Logistics and distribution models for purchased produce;
- Initiate appropriate contracts between growers and food pantries;
- Effective contract management throughout the project cycle, and;
- Helpful advice for how to develop flexibility in grower relationships to maximize outcomes for both the farm and the food pantry.

All of the food pantries involved expressed a positive overall experience with the program, and many received produce donations well beyond the contracted amount. Participating food pantries also indicated a desire to sustain and expand their purchasing models in the future.





## **Overall Recommendations: Strategies and Opportunities**

Small and medium-scale farmers who participated in the program want their food to go to people who really need and appreciate it. However, continuously donating produce does increase costs, and the purchasing program allows farmers to support food insecure families and individuals in a way that doesn't create a negative financial impact on the growers' overall operation.

The Farm to Food Pantry program helped to form and strengthen relationships between the food pantries and the growers, highlighted by the following examples:

- An increased amount of local produce was delivered into the emergency food system;
- Local growers were supported by creating new distribution and purchasing relationships through additional funding sources;

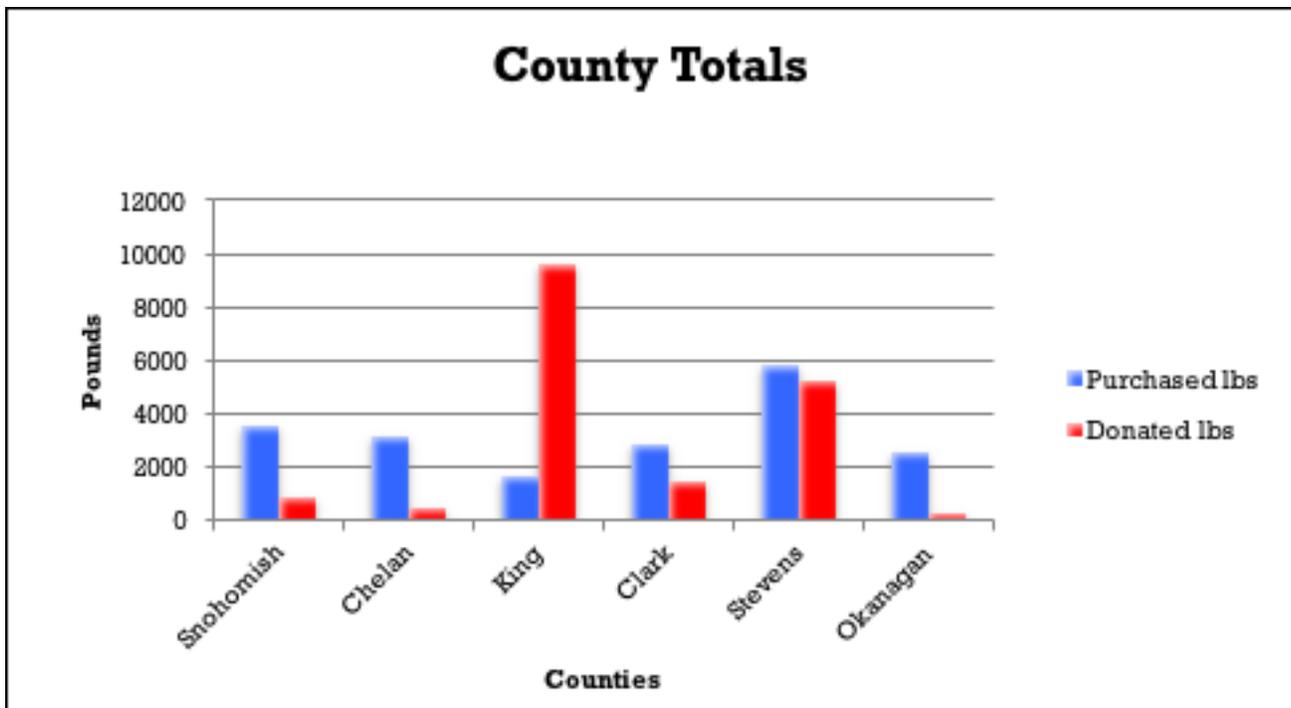
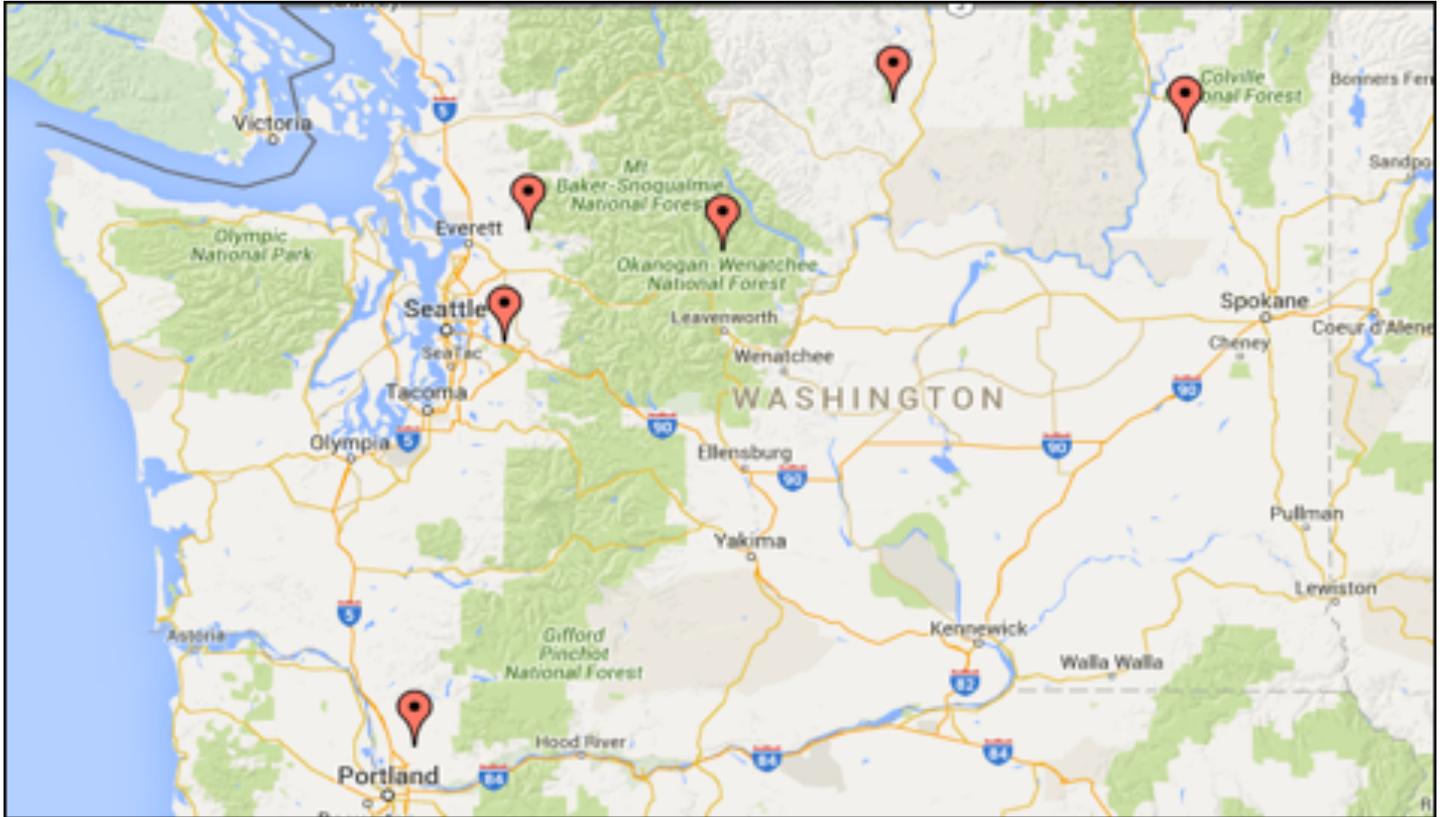
- Mechanisms to encourage future donations of fresh produce were established. Of particular importance was better access to nutrient-dense produce items that are not typically available through other hunger relief distribution channels, and;
- Even a small amount of cash in hand at the beginning of the growing season can help new growers to improve and expand their operation. This provides critical security for those who may be interested in farming at a smaller scale.

There is considerable room for expansion with this program; to more counties, more farms, and increased funding sources. This second season of the purchasing program further proved the success and worthiness of the program. However, there is still room for improvement. One key adjustment that would significantly increase the effectiveness of the program is approaching the farms earlier in the season. This would allow greater flexibility to provide the types of produce the food banks desire and facilitate planning the crop planting.

The Farm to Food Pantry purchasing program has been a great success and should expand its relationships and collaborations to other food programs, community-based organizations, statewide organizations, and agencies. There is the capacity to expand the purchasing program to other counties and include more food pantries and more farms with the goals of providing fresh nutritious produce to as many food insecure Washingtonians as possible.

# Area of Activity

Six food pantries were involved in the purchasing program this year. The counties in which they are located are; Snohomish, Chelan, King, Okanogan, Clark, and Stevens. It was important for Rotary First Harvest to create a broad geographical mix to test the project's validity in disparate communities.



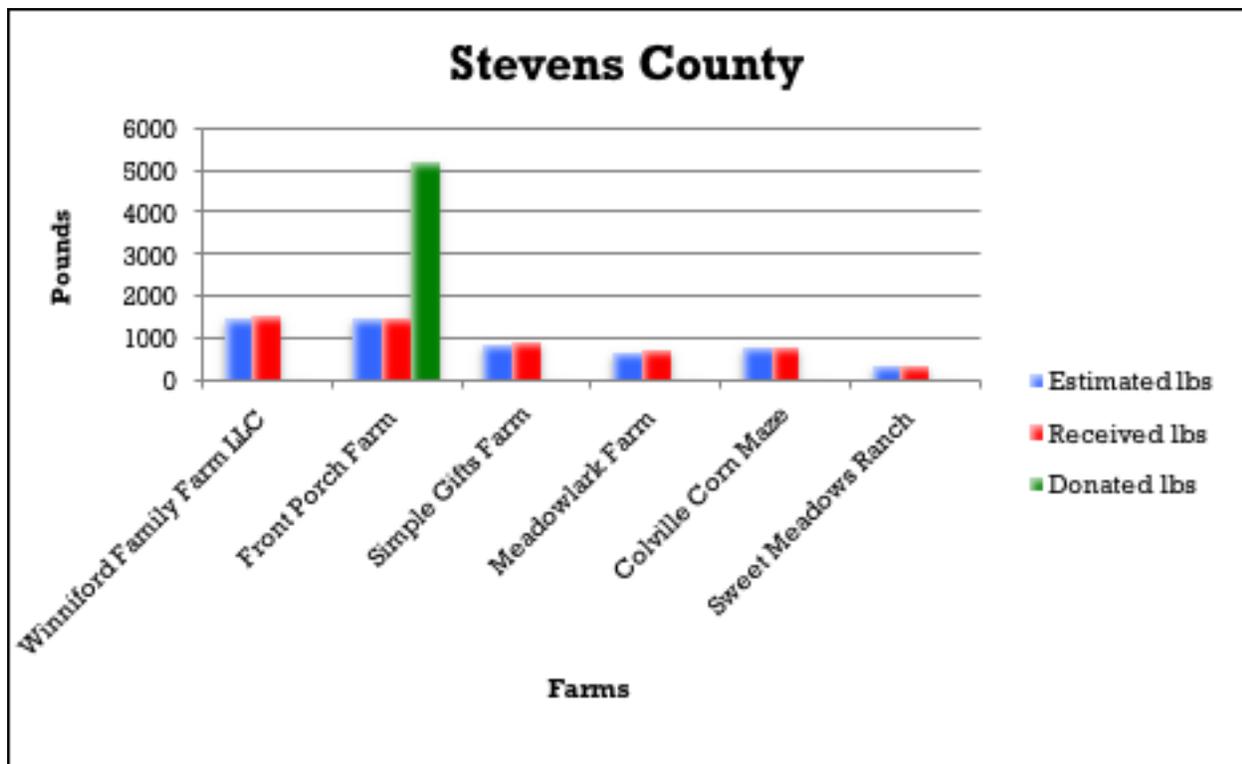
# Providence NEW Hunger Coalition

Colville, WA - Stevens County



The Hunger Coalition, “Serves as a collaborative forum for all the individuals and groups working to meet the hunger relief demands of Stevens County.” There are 13 food pantries under Hunger Coalition, the WSDA grant was awarded to the Colville Food Bank. Stevens County food pantries distributed 1.8 million pounds of food and served 30,270 households. The Colville Food Bank was awarded a \$4,000 grant and received \$2,300 in community matching funds.

[www.newhungercoalition.org](http://www.newhungercoalition.org)  
EFAP Food Pantry Demographics (July 1, 14- June 30, 2015)



# **Providence NEW Hunger Coalition**

Colville, WA  
Stevens County  
**Contracted Farms**

## **Winniford Family Farm LLC**

Winniford Family Farm is located in Rice, and specializes in producing hard-neck garlic and heritage-breed pasture-raised pork. Winniford was paid \$2,000 for 1,529 pounds of produce, which included green beans, beets, broccoli, cauliflower, cabbage, carrots, cucumbers, kale, chard, lettuce, melons, summer squash, potatoes, peppers, and radishes.

## **Front Porch Farm**

Front Porch Farm is a family owned and operated farm that specializes in produce, grass-fed beef, and quality hay. Front Porch was paid \$1,000 for 1,513 pounds of produce, which included cucumbers, potatoes onions, and summer squash. They donated 1,488 pounds of produce and 3,702 pounds of onions were gleaned after the purchasing contract ended.

## **Colville Corn Maze**

Colville Corn Maze has large fields of pumpkins and a large intricately designed corn maze each year. They were paid \$600 for 800 pounds of sweet corn. They donated 13 pounds of produce after the purchasing contract was completed.

## **Simple Gifts Farm**

Simple Gift Farm is a certified organic family owned and operated farm. Simple Gifts was paid \$1,000 for 800 pounds of produce, which included Apples, green beans, beets, bok choy, broccoli, cabbage, carrots, chard, collard greens, cucumber, garlic, kale, leek, lettuce, onions, pears, summer squash, winter squash. They donated 13 pounds of produce after the purchasing contract was completed.

## **Meadowlark Farm**

Meadowlark Farm is a 5-acre certified organic farm located in Rice. Meadowlark Farm was paid \$900 for 712 pounds of produce, which included beets, cabbage, chard, kale, cucumbers, kohlrabi, green onions, tomatoes, turnips, and summer squash. They donated 16 pounds of produce after the purchasing contract was completed.

## **Sweet Meadows Ranch**

Sweet Meadows Ranch is a family-run operation located on 80 acres just outside Chewelah. The farm was paid \$500 for 354 pounds of produce, which included blueberries, broccoli, cabbage, carrots, cauliflower, chard, cucumbers, eggplant, kale, lettuce, onions, potatoes, plums, radishes, summer squash, and winter squash. They donated 36 pounds of produce after the purchasing contract was completed.

## **Conversation with Nils Johnson at WSU Extension Stevens County**

Nils Johnson is the Washington State Extension Agriculture Coordinator for Stevens County. He collaborated with Matt Morse of the Colville Food Bank to expand healthy food access to pantries along the US 395 highway, the North Spokane Corridor. The plan involves adding a number of facilities and programs, namely a food processing facility, a farmer training and incubator program, and a food storage facility.

Produce that is bought from local farms through the purchasing program will be able to be moved efficiently along this corridor to supply the people in need. Through this process there are a number of key relationships, which must be maintained in order for the system to work; first and foremost there is the farmer, then the, food pantries, volunteers, and other donors. Nils' plan is still in the early stages, but is an incredible example of the impact that the Farm to Food Pantry Purchasing Program stands to make.

# Providence NEW Hunger Coalition

Colville, WA

Stevens County

## Q&A with Matt Morse, Harvest VISTA

### **Q. What were the goals of the purchasing program?**

- A. 1) Strengthen ties between food pantries and growers;  
2) Develop a scalable platform for growing the program;  
3) Bring more fresh fruit and vegetables to food pantry clients, especially nutrient-dense dark green vegetables;  
4) Provide more variety of produce;  
5) Strengthen local producers by providing early-season funding that can be put towards capital improvement projects (e.g. fencing, refrigeration, etc.); and,  
6) Reduce food waste.

### **Q. Was the community- matching fund helpful in creating a sustainable relationship?**

A. The matching funds are an excellent idea for the sustainability of the program and at this site may attract the interest of an additional funding organization for the coming season.

### **Q. What was the response of farmers when reaching out about the purchasing program?**

A. It was difficult initially since most growers in this area have no set model for wholesale pricing. Growers initially wanted something they could actually take and look over rather than trying to negotiate wholesale values for specific items. Once a set price sheet was developed, things became far easier and growers were able to take on larger contracts than they would have if given only a set amount and type of produce to supply.

Nevertheless, many of the orchardists were unwilling to set up contracts in the early summer and would have preferred to make a sale once they had a bumper crop of fruit rather than before. Another issue is that the population of orchard growers in this area seems to be on a trend toward downsizing and retirement.

### **Q. How did you chose produce types and determine the prices with your farmers?**

A. The contracts with Front Porch, Simple Gifts, and Colville Corn Maze were all arranged before my term began, but I can still see the logic behind them. Front Porch established their own prices based on wholesale marketing to local stores. The produce they provided was all relatively easy to harvest and prone to over-production. In every instance, it was either seconds or something they didn't have a market for. They simply offered items to contract that they knew would be produced in excess.

Simple Gifts also set their prices and offered lower prices on green beans to be harvested by volunteers. The items offered basically covered everything that the farm provided to its regular customers. Ultimately, gleaning was not cost-effective because the production rate was too slow and the farm too far from population centers.

Colville Corn Maze only produces sweet corn and decorative pumpkins. They also set their own price.

Sweet Meadows, Meadowlark, and the Winnifords all provided a wide variety of produce and the prices were determined by me with input from these growers and terminal organic wholesale market values from Seattle organized by the Rodale Institute. These growers were also given suggestions on what produce was most needed by food pantries.

# **Providence NEW Hunger Coalition**

Colville, WA  
Stevens County

## **Q. How did you purchase the produce?**

A. Money was paid up front to all contracted growers. The produce was delivered to food pantries on a season-long basis as excess became available.

## **Q. What feedback have you gotten from the growers about the purchasing program?**

A. By and large, local growers are quite satisfied with the program but they would like for the contracts to be set up earlier in the year so they can plan for the season. It would also work better if a portion of the funds were set aside in case a bumper crop is available.

## **Q. Do you have any other suggestions for improvement going forth or general comments?**

A. First and foremost, funds need to be available at the beginning of the year. This would increase the value to growers and, in turn, command better prices which would lead to more produce received. Growers would also be better able to put these funds towards improvements such as fencing, soil amendments, better equipment, etc. that could produce higher yields and, very likely, more donated produce.

It would also be advantageous to leave a certain amount of funding (e.g. one-third) out of the early contracts to be put towards purchasing items that food pantries are short on through the season or for crops that have been overproduced and can be acquired at a lower price as a result. If not used, these funds could be allowed to roll over into the next season.

## **Q. What was the greatest success from the purchasing project?**

A. Being reimbursed makes it easier for growers to donate their excess produce to food pantries. This season that meant over 11,000 pounds of extra produce went to those who need it.

## **Q. What was the biggest surprise (or potential area of improvement) about partnering with growers for the purchasing project?**

A. Having not spent much time in food pantries previously, it was disconcerting to see the low quality of much of the food that is donated. Unfortunately, this goes for home garden vegetables as well. There was a drastic difference in the quality of produce supplied and donated by commercial growers versus that of gardeners. Still, it was not always easy to get food pantry clients excited about more exotic farmers market produce--no matter how good the quality--because it was not something they would normally use or be able to afford.

## **Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. Given that there are a good deal more farms in Northeast Washington than were contracted with by this program, yes. Current growers are also interested in receiving larger contracts to provide more produce in the coming season.

# Providence NEW Hunger Coalition

Colville, WA  
Stevens County

## **Q. Were the goals of the purchasing program achieved? Why/why not?**

A. 1) Food pantry managers and volunteers certainly appreciated the higher level of quality that they received from local growers. Much of what is donated by home gardeners is of poor condition. Most often it is something that the gardeners wouldn't want to eat themselves because it is overripe. Commercial growers are accustomed to marketing produce to please the public and their donated fruits and vegetables reflect this.

From the growers' perspective, the program gave them an opportunity to learn about what produce is typically available at a food pantry and how they can help. In many cases, they were prompted to deliver produce to food pantries and speak with managers and volunteers.

2) Efforts toward building a scalable platform for the program are ongoing, but some achievements include developing a set pricing model, collaborating with other organizations to plan a regional produce distribution network, and pursuing funding for a dedicated storage unit for gleaned and purchased produce.

3) Given the lateness of fund dispensation, it proved difficult to influence the planting strategies of participating growers. The ensuing practice of only purchasing surplus produce, while theoretically more cost-effective, made for a limited and unpredictable model.

4) In the cases where growers were offered flexible contracts, a far greater variety of produce was delivered. Obviously, it is inherently easier to fulfill a contract when you are not locked into one or two crop quotas whose performance depends on a variety of factors. Ultimately, it was easier for growers to deliver produce that they had in surplus under this model.

5) Despite the funds being released later than would have been preferable,

*Simple Gifts Farm was able to put the money received from their contract towards establishing walk-in refrigeration for storing produce on their property.*

Winniford Family Farm had planned to use the money towards the purchase of a larger delivery vehicle before their operation ran into issues with water rights and had to downsize. Had the money been available earlier in the year, Sweet Meadows Ranch would have put the funds towards fencing to expand the number acres they have in vegetable production.

6) The success of the sixth goal is somewhat more complicated and harder to appreciably measure. For instance, Front Porch Farm, Sweet Meadows Ranch, and Winniford Family Farm all had an established practice of feeding excess produce to livestock. Simple Gifts Farm and Meadowlark Farm both donated to food pantries before the purchasing program but they also composted and used the product as a soil amendment. In the case of Colville Corn Maze, the owner is also engaged with a local gleaning group that takes whatever is left after he has harvested the main crop. Ultimately, though, more fresh produce is making its way to food pantry clients because this program helps to facilitate donations from growers who are otherwise limited by time and resources.

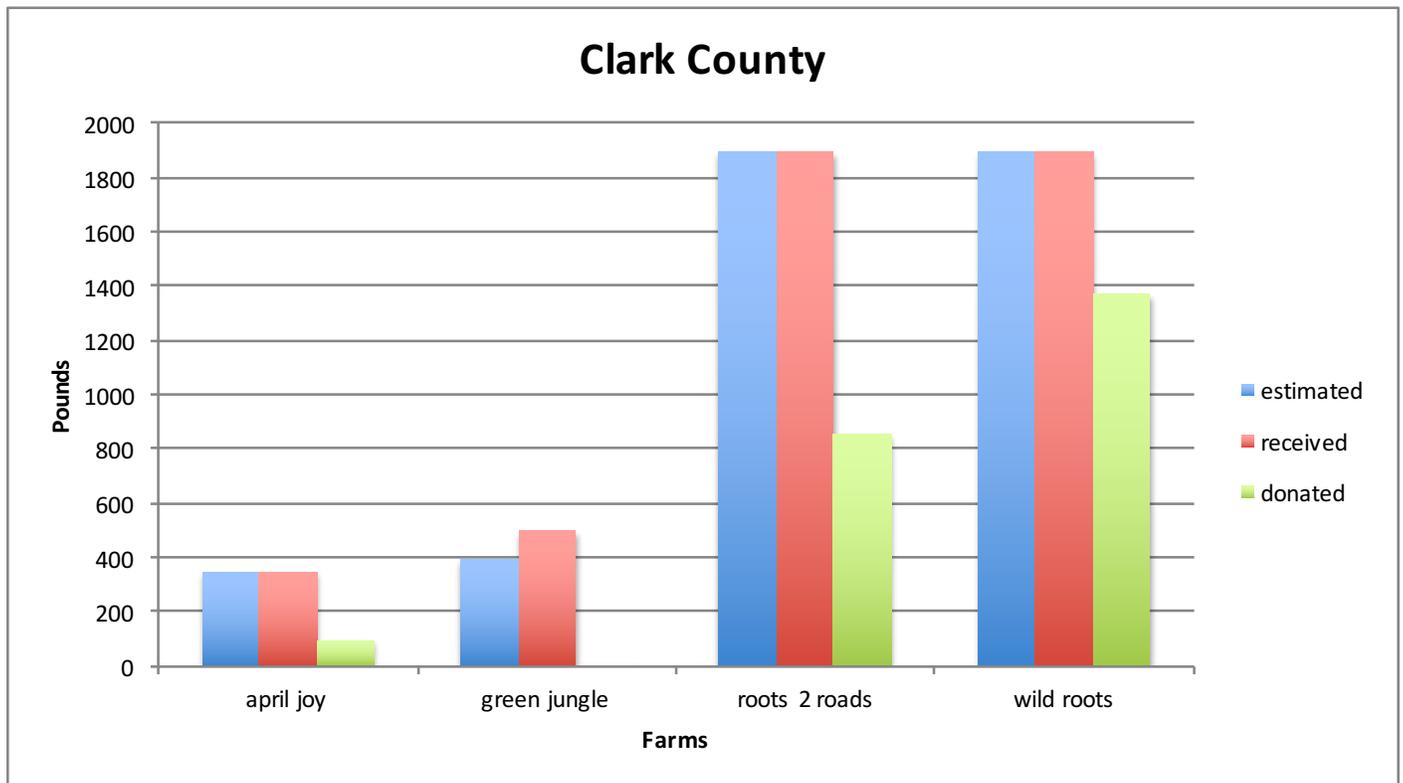
# Clark County Food Bank

Vancouver, WA - Clark County



The Clark County Food Bank (CCFB) is a regional food bank which serves 6 million meals annually. From July 1, 2014 to June 30, 2015, CCFB distributed roughly 5.4 million pounds of food to 117,000 households. They were awarded \$2,000 from the WSDA grant and received \$200 in community matching funds.

EFPA Food Pantry Demographics (July 1, 2014 - June 30, 2015)



# Clark County Food Bank

Vancouver, WA  
Clark County

## Contracted Farms

### April Joy Farm

April Joy Farm is located on 24 acres near Ridgefield where they grow a variety of annuals and perennials as well as raising a heritage livestock. April Joy Farm was paid \$700 for 382 pounds of produce, which included cauliflower, cucumbers, kohlrabi, melons, peppers, and tomatoes.

### Green Jungle Farm

Green jungle farm is a small farm in Vancouver. The farm was paid \$800 for 216 pounds of produce, which included Potatoes, cucumbers, peppers, garlic, tomatoes, zucchini, peas, corn, beans, herbs, eggplant, kale and some other greens, and onions as well as 32 dozens eggs at \$6/dozen.

### Partners in Careers: Roots to Roads Garden

Roots to Roads is a garden managed by the nonprofit, Partners in Careers which provides job training and employment services. The majority of participants in the program are veterans. Roots to Roads was paid \$475 for 1,900 pounds of produce, which included squash, peppers, corn, eggplant, tomatoes, green beans, peas, greens (kale, chard, collards, romaine), root vegetables (carrots, parsnips, turnips, beets, radishes, onions). The program donated 852 pounds of produce after the purchasing contract was completed.

### Wild Roots Farm

Wild Roots Farm is a small farm in Battle Ground that produces a variety of organically grown produce in addition to managing a herd of dairy goats. They were paid \$475 for 3,268 pounds of produce, which included squash, cucumbers, green onions, tomatillos, green beans, and tomatoes. They donated 1,368 pounds of produce after the purchasing contract was completed.



# Clark County Food Bank Vancouver, WA Clark County

## Q&A with Mia Logg, Harvest VISTA

### **Q. What were the goals of the purchasing program?**

A. Our goals were to provide a reliable stream of fresh, locally-grown produce to our client base throughout the summer, to provide money to support local food producers, and to establish relationships between Clark County Food Bank and food producers that may help increase the amount of local produce we receive in the future.

### **Q. Was the community- matching fund helpful in creating a sustainable relationship?**

A. It was helpful in allowing us to access new members of the community that might not otherwise have expressed interest in working with us.

### **Q. What was the response of farmers when reaching out about the purchasing program?**

A. They responded very positively to the program.

*One farmer told us that he gets calls from a lot of food pantries asking for produce donations, and that it was nice to be able to establish a different type of relationship with us.*

He also plans to donate pork to us later this year, so this has been a great way to establish new relationships.

### **Q. How did you chose produce types and determine the prices with your farmers?**

A. We took whatever produce the farmers chose to give to us, and asked for a price per pound from them to determine what they thought was fair. In the future we think it would be beneficial to try to get lower prices from some farmers if possible.

### **Q. How did you purchase the produce?**

A. We paid farms the contracted amount up front, then they dropped off produce throughout the growing season depending on what they had.

### **Q. What feedback have you gotten from the growers about the purchasing program?**

A. All of the farmers responded positively to the program and have expressed interest in participating again in the future. One farmer said it was a creative new way to get food into the food pantries and help our local community food system.

### **Q. Do you have any other suggestions for improvement going forth or general comments?**

A. As previously mentioned, we think it would be better for us to start the program sometime between December and early March, rather than the start of the growing season. Otherwise, this program has been very beneficial for us in establishing new community relationships. One partner from the pilot program last year has donated frequently to us at our farmers market donation station, and we think our partners from this year will continue to have a relationship with us in the future.

# Clark County Food Bank Vancouver, WA Clark County

## **Q. What was the greatest success from the purchasing project?**

A. We think our most successful relationship is with the Partners in Careers Roots to Roads garden.

*Roots to Roads are extremely generous in the produce that they provide us, as their garden is more focused on skill development than profit.*

They give us a great variety of produce as well. Another, less conventional, success is a farmer who, while unable to provide us with the full amount of produce that we agreed upon, supplemented his produce with fresh eggs, and also plans to drop off pork from his farm.

## **Q. What was the biggest surprise (or potential area of improvement) about partnering with growers for the purchasing project?**

A. We think one area of improvement for us to make next time would be trying to negotiate better prices with growers. Since all of our partners were very small farms, we think it may have been difficult for some of them to offer us prices any lower than they did. However, we think \$2 a pound is a lot to pay for some of the produce. For next year I think it would be good for us to think of alternative options for purchasing prices. Perhaps we can decide on certain varieties of produce that we would like to receive and determine prices for those specifically, rather than paying a base

price for all varieties of produce. We also think growers would offer us better prices if we started the program in December through early March when they are still planning for the year, rather than once they've already started growing.

## **Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. Yes! Other farmers expressed interest in joining when they heard about the program. Our current partners have also expressed a desire to begin the program in winter when they can better plan for getting produce to us.

## **Q. Were those goals achieved? Why/why not?**

A. We believe the goals were achieved, particularly in the final few months of the program. Each farm dropped off produce with us or one of our partner agencies at least twice a month. This was good because it allowed for a consistent supply of produce. It also added a lot of variety to the produce that we were already receiving or growing at our own food bank farm. Additionally, we were able to provide some monetary support to local small farmers which, while not a huge portion of their profit, helped to open doors to farmers that might otherwise not be able to give food to a food bank. Having opened these doors, the majority of our farmers ended up donating more than the original agreed-upon amount of produce.

# Hopelink

Carnation, WA  
North and East King County



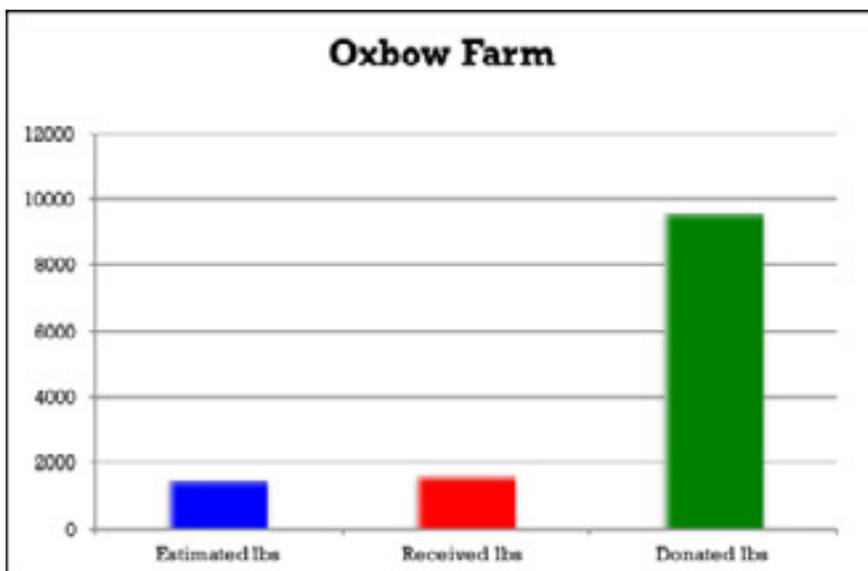
Hopelink is a “Community action agency that has served homeless and low-income families, children, seniors, and people with disabilities since 1971.” Hopelink has five service centers spread throughout North and East King County. Each center houses a food pantry along with some additional emergency services. From July 1, 2014 to June 30, 2015 Hopelink distributed nearly 16 million pounds of food, which served 73,323 households in King County. Hopelink moves an incredible amount of food and is a vitally important part of the community. Farm to Food Pantry enabled Hopelink to access and distribute crops that they otherwise would not have received through their usual means of acquiring produce. From the WSDA grant, Hopelink was awarded \$2,000.

www.Hopelink.org  
EFPA Food Pantry Demographics (July 1, 2014- June 30,2015)

## Contracted Farm

### Oxbow Organic Farm and Education Center

Oxbow Organic Farm and Education Center (Oxbow) is a non-profit 25-acre mixed vegetable farm located in Carnation. Oxbow was paid \$2,000 for 1,640 pounds of produce, which included carrots, lettuce, beets, arugula, and cabbage. The farm, which was one of the original partners of RFH’s Harvest Against Hunger program and played a significant role in testing and developing various farm to food pantry models, donated 9,607 pounds of produce after the purchasing contract.



# Hopelink

Carnation, WA

North and East King County

## **Q&A with Scott Milne, Hopelink Director of Hunger Relief**

### **Q. What was the goal of the purchasing program?**

A. To get a wide variety of uncommon nutritious produce in the food bank for our clients.

### **Q. Was the community -matching fund helpful in creating a sustainable relationship?**

A. It did help to create a stronger relationship with the farm that we have been developing over the years.

### **Q. What was the response of farmers when reaching out about the purchasing program?**

A. Very positive. Oxbow had worked with this concept in the past so they already knew what to expect.

### **Q. How did you chose produce types and determine the prices with your farmers?**

A. We tried to purchase produce that wasn't normally available in food pantries on a regular basis. We also tried to not purchase the same items that were being gleaned that same week.

### **Q. How did you purchase the produce?**

A. Farm fresh sheet and direct email with farm indicating their recommendations as well as notifications of some overages they had available.

### **Q. What feedback have you gotten from the growers about the purchasing program?**

A. Nothing specific at this point but the partnership has been very positive on both sides.

### **Q. Do you have any other suggestions for improvement going forth or general comments?**

A. I recommend programs create a list of all the required/desired measurements that will be tracked over the course of the contract and share that with the farm(s) from the beginning. It will give them a before the contract and after the completion of the contract picture. Also makes it easier to capture any missing information throughout the harvest season.

### **Q. What was the greatest success from the purchasing project?**

A. Providing the variety of produce at the weekly food pantries, both purchased and gleaned.

### **Q. What was the biggest surprise (or potential area of improvement) about partnering with growers for the purchasing project?**

A. No big surprises or additional notes for improvement.

### **Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. Yes, however this year was a tough year for many of the smaller farms in the Snoqualmie Valley due to a drought and challenging access to water.

### **Q. Were the goals of the purchasing program achieved? Why/why not?**

A. Yes. We were able to meet the goal thanks to the variety of produce that Oxbow grows and which we purchased as well as all the gleaning opportunities.

# Volunteers of America Western Washington

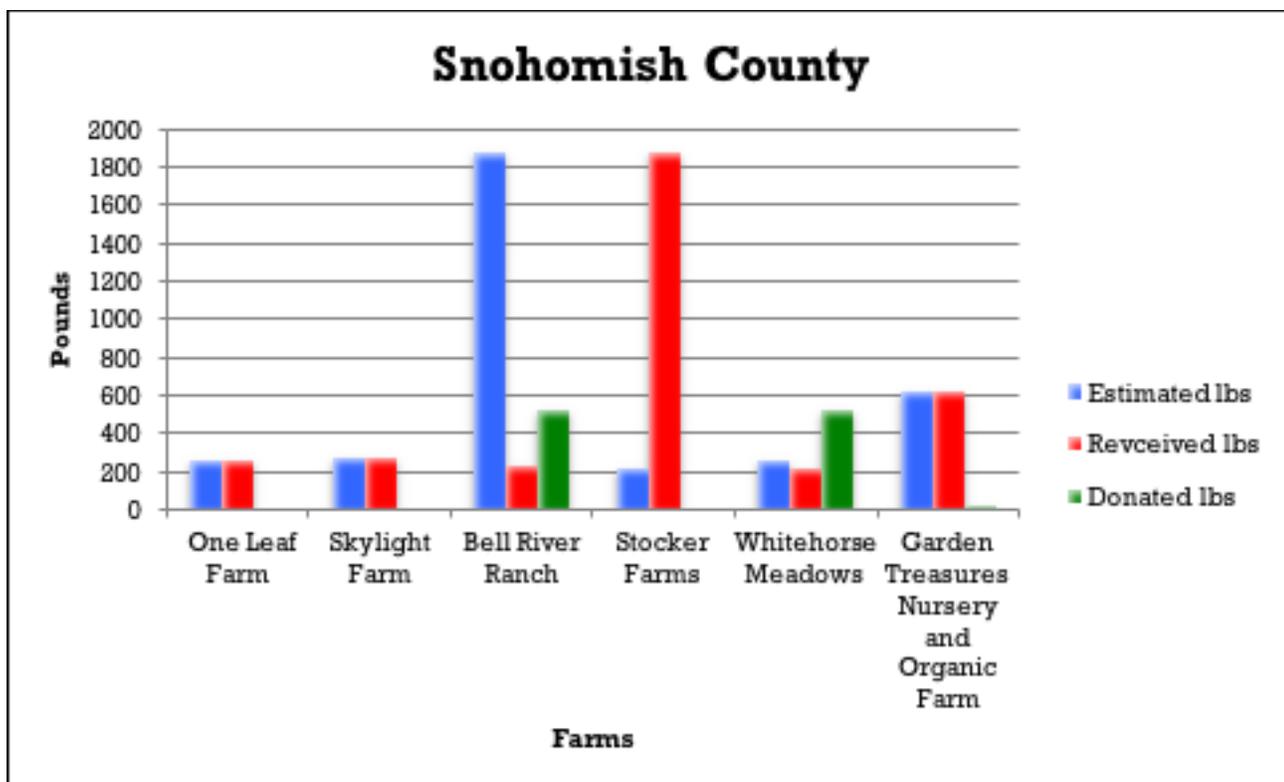
Everett, WA  
Snohomish County



The mission of Volunteers of America (VOA) is “To serve people and communities in need and create opportunities for people to experience the joy of serving others.” The VOA food warehouse center in Everett distributed roughly 2.5 million pounds of product to food pantries from July 1, 2014 to June 30, 2015. Those pantries served 150,000 households throughout Snohomish County.

Participating in the Farm to Food Pantry program enabled VOA to support local farms and build relationships for future purchasing, gleaning and donation opportunities. VOA received \$2,000 from the WSDA grant and acquired an equal amount through community matching funds. This resulted in a total of \$4,000 with which to purchase produce.

www.Voaww.org  
EFAP Food Pantry Demographics (July 1,2014 - June 30, 2015)



# **Volunteers of America Western Washington**

Everett, WA

Snohomish County

## **Contracted Farms**

### **One Leaf Farm**

One Leaf Farm is an eight-acre vegetable farm that recently relocated from Carnation to their current Snohomish location. 2015 is their fifth year in operation. One Leaf was paid \$667 for 256 pounds of produce, which comprised of: \$120 of lacinato kale 48 pounds (\$2.50/pounds), \$120 of red beets 48 pounds (\$2.50/bunch), \$427 of radishes 172 bunches or 160 pounds (\$2.50/bunch).

### **Skylight Farm**

Skylight Farm is a five-acre family owned and operated produce farm with a small animal husbandry operation located in Snohomish. Skylight Farm was paid \$667 for 2,745 pounds of produce, which comprised of \$250 of broccoli 126 pounds (\$1.98/pounds), \$417 of Tomatoes 149 pounds (\$2.80/pounds). They donated 330 pounds of various produce after the purchase contract.

### **Bell River Ranch**

Bell River Ranch is an organic, U-pick farm in Snohomish. Bell River Ranch was paid \$667 for 256 pounds of produce, which comprised of: \$375 of apples- 150 pounds (\$2.50/pounds), \$106 of plums 53 pounds (\$2.00/lb), \$185 of grapes- 53 pounds (\$3.50/pounds). They donated 13 pounds of fruit after the purchase contract.

### **Stocker Farms**

Stocker Farms is a family owned farm located in Snohomish which provides local produce, pumpkins, a 10-acre corn maze, and U-cut Christmas Trees. Stocker Farms was paid \$667 for 1,882 pounds of sweet corn which is 37 cases at \$18 a case and 48 ears per case. They contacted the food bank to coordinate end of season market cull.

### **Whitehorse Meadows**

Whitehorse Meadows is a 5-acre certified organic blueberry farm in Arlington. Whitehorse Meadows was paid \$667 for 222 pounds of blueberries at \$3.00 pound. They donated 523 pounds after purchase contract.

### **Garden Treasures Nursery and Organic Farm**

Golden Treasures is a 20-acre family farm in Arlington that includes a nursery, a farm store, and U-pick. Golden Treasures was paid \$667 for 621 pounds of beets at \$26 per 25 pounds bag (\$20 delivery fee). They donated 21 pounds of Japanese radishes after the purchasing contract.

*One Leaf Farm is excited to get their produce into local food banks and is very appreciative that we can adjust what type of produce is purchased based on their farm yields.*

# **Volunteers of America**

## **Western Washington**

Everett, WA  
Snohomish County

### **Q+A with Harvest VISTA Sarah Gordon**

#### **Q. What are the goals of the purchasing program?**

A. Connect with farms in the community to build relationships between farms and local hunger relief programs. We also intended to support local agriculture and help growers keep gleaning in mind for their farm when they have surplus produce.

#### **Q. Was the community-matching fund helpful in creating a sustainable relationship?**

A. Yes, this really helped insert our programs into their business. When we become a client, growers needed to stay in touch with us to make the exchange/process happen. This allowed us to get to know each other and help them remember we are here.

#### **Q. What was the response of farmers when they were approached regarding the purchasing program?**

A. All farms that were approached with the purchasing program expressed interest in donating/hosting gleans in early stage of program outreach (at that time, the only gleaning opportunities were with Project Harvest). The farms that expressed interest in gleaning were the farms I reached out to about the produce purchasing program. They were very willing to work with the program, and only one farm did not participate -- most likely due to their farm plan.

#### **Q. How did you choose produce types and determine the prices with your farmers?**

A. I allowed the farms to name their own price, they generally gave me a range of wholesale prices and gave us the better rate. I thought within the first year it was

optimal to offer to buy at market/wholesale price, and express we would be flexible based on farm yield if we needed to change produce type.

#### **Q. How did you purchase the produce?**

A. We purchased most of the produce in bulk wholesale orders. Most produce was delivered to the VOA distribution center. Two farms allowed us to harvest the produce ourselves, this was achieved through multiple volunteer harvests at these farms.

#### **Q. What feedback have you received from the growers about the purchasing program?**

A. Bell River Ranch is a new orchard and did not have experience with volume to estimate how many apples they could provide for our program [to stipulate in the contract]. They regretted not offering 1,000 pounds at a really great rate in order to ensure the apples did not go to waste before the u-pick could fully harvest them. Bell River seems very willing to participate and donate more in the future.

Skylight Farms also appreciated the fact that our program was flexible. The farm had an unexpected abundance of cherry tomatoes, so offered those to our program instead of carrots.

#### **Q. Do you have any other suggestions for improvement going forth or general comments?**

A. Building flexibility into the program allowed the farms to change what produce they provided to our program when they had a higher or lower yield of one crop. This is helpful for the farm and the farm-food pantry relationship, but it can quickly replace the purpose/opportunity to glean. Initially, it can be challenging to navigate when having these conversations with farmers, but the experience we gained this year will help to improve the process in future years. I recommend being flexible based on type of produce, but discuss the new price per pound thoroughly -- possibly over the phone -- to be sure that the new arrangement doesn't result in a lower yield. (Note: This is a tricky concept because not all produce is equal in nutritious value!).

# Volunteers of America

## Western Washington

Everett, WA  
Snohomish County

### **Q. What was the most successful aspect of the purchasing program?**

A. The most successful donation was from Whitehorse Meadows farm. The farm dropped off an additional 520 pounds of unsold blueberries to our distribution center following a farmers market.

The greatest success in terms of building a relationship was working with Skylight Farms on a regular basis to harvest and glean produce on their commercial farm. They are very supportive of our program and this serves as a great example of the relationship that can develop.

### **Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. The Port of Everett Farmers Market growers donated over 6,000 pounds of produce. Every week they willingly donated hundreds of pounds that they did not sell. It would be fantastic to purchase the surplus from these farms to help sustain local agriculture and fill the gaps of the market.

### **Q. Were the goals of the purchasing program achieved? Why/why not?**

A. Yes, all farms were very willing to donate surplus if there was an opportunity to do so.

### **Additional Comments**

Once a week Sarah Gordon led a team of volunteers in gleaning leftover produce from the Everett Farmers Market. This market is unique because it is “the last in the circuit” of the week’s farmers markets in this part of the state. The volunteers experienced great success, collecting about 4,500 pounds of produce from this market throughout the season.

There is also a unique opportunity for the purchasing program to help the vendors by purchasing some of the produce left over at the end of the market day. This potentially could also encourage gleaning opportunities. All unsold produce could be taken directly to the food pantry.

Lee’s produce is a 40-acre farm run by a six-member family located in Kent. They are the biggest contributor each week to the market gleaning that Sarah led. Christy Mua of Lee’s produce said, “We really don’t know what to do with all the unsold produce.” Market gleaning is a great method for getting fresh, nutritious produce into the food pantries and by expanding the purchasing program into this arena, it can benefit both the growers and the food pantries.



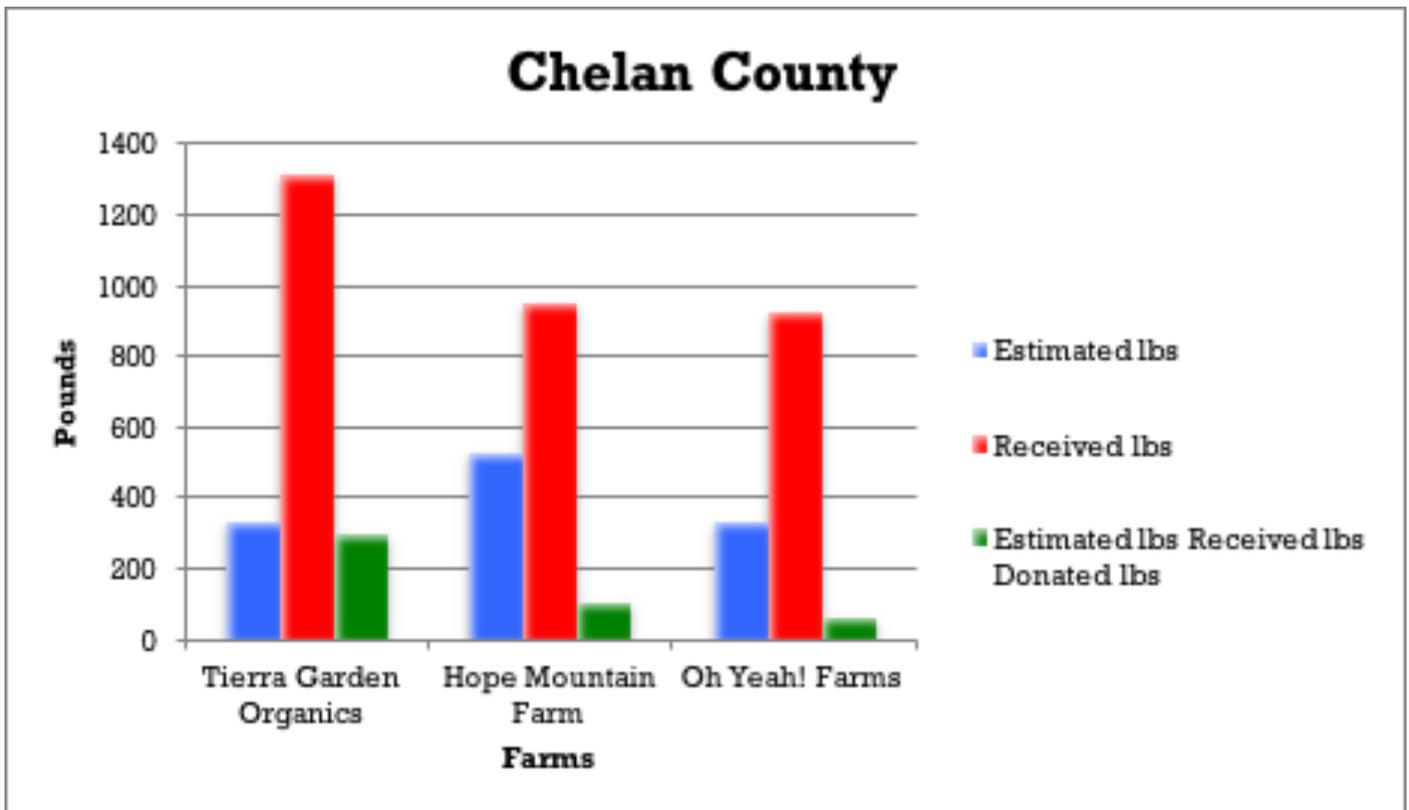
# Upper Valley MEND

Leavenworth, WA  
Chelan County



Community Cupboard is a program of Upper Valley MEND, which was formed as a food pantry by area churches in 1983. The program includes a food pantry, thrift store and emergency family assistance. Community Cupboard is one of twelve food pantries operated by the Chelan-Douglas Community Action Council. In Chelan county, roughly 829,000 pounds of food was distributed through food pantries serving 51,068 households from July 1, 2014 through June 30, 2015. They received \$2,000 from the WSDA grant and \$2,458 through community matching funds in the form of “Veggie Vouchers”. They used the purchased produce to stock their monthly food boxes with fresh produce and the Veggie Vouchers can be used as money at local farmer’s markets.

[www.uvmend.org/community-cupboard](http://www.uvmend.org/community-cupboard)  
EFAP Food Pantry Demographics (July 1, 2014 - June 30, 2015)



# Community Cupboard

Leavenworth, WA

Chelan County

## Contracted Farms

### Tierra Garden Organics

Tierra Garden Organics is a certified organic family farm in Leavenworth. The farm grows mixed vegetables on approximately four acres in addition to 15-acres of grain. They were paid \$1,900 for 1,317 pounds of produce, which included carrots, spinach, peppers, beans, squash, potatoes, onion, and tomatillos. They donated 293 pounds of produce and 50 additional pounds were gleaned after the purchasing contract was completed.

### Hope Mountain Farm

Hope Mountain Farm is a three-acre family farm in Leavenworth that grows a variety of vegetables and berries. The farm was paid \$1,458 for 951 pounds of produce, which included beans, cabbage, greens, and winter squash. They also donated 63 pounds after the purchase contract was completed.

### Oh Yeah! Farms

Oh Yeah! Farms is a five-acre farm in Leavenworth that grows a variety of vegetables. The farm was paid \$1,100 for 926 pounds of winter squash and potatoes. They also donated 293 pound of produce after the purchase contract was completed.

## Q&A With Beth Macinko

### Q. What were the goals of the purchasing program?

A. The goals were to purchase produce varieties that we don't usually have donated/glean and to have a consistent supply for the monthly food boxes distributed by the Community Cupboard Food Bank in Leavenworth. We aimed to have at minimum of two fresh food items in each food box from July to September.

### Q. Was the community- matching fund helpful in creating a sustainable relationship?

A. Yes, our community-matching fund was in the form of Veggie Vouchers. Donations from community members and fundraising events go into a special account and then we print vouchers worth \$2 each that are then distributed to food bank families. The quantity of vouchers distributed depends on family size. Vouchers are used like cash at the local farmers market for any fruits or vegetables. It's like the State WIC voucher and Senior Farmers Market voucher programs, but just for our local food pantry clients and at our farmers market.

While the purchased produce allows us to put local produce in every box, the Veggie Vouchers give clients the opportunity to select the crops they prefer, and builds relationships between the clients and the farmers. Farmers have positive feedback about the Veggie Voucher program and would like to see it grow in the future with more funds allocated. Veggie Vouchers are redeemable at any farm, not just the ones from which we purchased. This year \$5,000 worth of vouchers were printed and \$2,400 were spent at farms from which we purchased.

*Many of the farmers in our area have a vision for good food being accessible for all, so they are happy to partner with us on projects like the purchasing.*

# Community Cupboard

Leavenworth, WA

Chelan County

## **Q. What was the response of farmers when reaching out about the purchasing program?**

A. Most farmers we approached were happy to work with us. Since we reached out in May, they had already done their planning and initial plantings so having us order from their wholesale price sheets, rather than grow something specifically for us, was best for them. We approached four local farms and ended up working with three. Two farms were very engaged with the purchasing project and the third farm sells primarily to the West Side, but were good to work with as long as I kept in touch with them.

## **Q. How did you chose produce types and determine the prices with your farmers?**

A. At the beginning of the season two farms gave us their expected crop availability timelines which helped us get a sense of what would be available throughout the summer and make a loose plan of what crops we could afford to buy in what quantities. We wanted to buy crops that we don't typically have donated, and crops that are pretty universally popular. We also knew we wanted to save some funds to use at the end of the season for winter crops. We received the weekly wholesale fresh sheets by email from two farms, and ordered the produce we wanted at their established wholesale price. The third farm we would ask what was currently harvesting (either in person at farmers market, or by phone or email) and he also has predetermined wholesale prices. We also communicated directly with the farms about the crops we especially wanted, and throughout the season they would offer occasional discounts to us.

## **Q. How did you purchase the produce?**

A. Initially, we purchased from farms weekly fresh sheets, and at the end of the season we arranged to bulk purchase storage crops with the remaining funds.

The farmers we worked with would also offer deals on crops they knew we wanted if they had some they didn't feel were high enough quality for their markets. For instance, if they had excess left over after weekly markets, farmers gave us the option to purchase it at a discounted rate. This worked out well for both the farmers to sell leftover, but still good quality, produce and for the food bank to stretch our budget.

## **Q. What feedback have you gotten from the growers about the purchasing program?**

A. Growers have been excited about the program overall. Some feedback we heard from multiple farmers was to start planning with them in the winter so they can grow crops specifically for us. This would not only ensure that we have a consistent supply (weather permitting) of the crops we want, but we could also negotiate a price below their standard wholesale, since it would be a standing order paid for up front.

## **Q. Do you have any other suggestions for improvement going forth or general comments?**

A. I really liked how open the purchasing pilot was as communities and relationships vary so much. I definitely looked at materials from different sites last year to get a sense of how purchasing programs were set up, so the end of year summary is useful. Starting the project earlier would be helpful, as by May the farms are already well into their planting. Being able to talk to farmers and set up contracts in January or February would be great! But starting out buying wholesale, allowed us to buy different crops and see what went over the best at the food bank.

# Community Cupboard

Leavenworth, WA

Chelan County

**Q. What was the greatest success from the purchasing project?**

A. The greatest success was being able to purchase popular foods and hearing positive feedback from food pantry clients about the diversity, quantity, and quality of produce offered. We were able to put multiple fresh produce items into food boxes, whereas in the past we have either had limited fresh produce items, or an abundance of one or two crops like apples and zucchini. Having fresh carrots, beans, and salad mix, was a great improvement – both in terms of variety and in nutrient density.

**Q. What was the biggest surprise (or potential area of improvement) about partnering with growers for the purchasing project?**

A. One interesting thing we ran into was that sometimes farmers didn't want to sell us some crops if they got requests from a store or restaurant. Although we were buying at the same price, they prioritized fulfilling the commercial needs to maintain and grow those relationships. This was a drawback to the wholesale purchasing model and could be mitigated by contracting the farm to grow certain crops for us.

**Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. Doing contract growing is a possibility in which we are interested, and depending on the crops we want, we could expand to other farms, but staying small and strengthening the relationships with the farmers we worked with this year is probably our plan for next year.

**Q. Were the goals of the purchasing program achieved? Why/why not?**

A. Yes, we were able to purchase crops that are in higher demand at the food pantry but donated less frequently, like carrots, spinach, cabbage, peppers. We also spent a portion of the funds on storage crops like winter squash so that we'll have produce items available into the winter months.



# Okanogan County Community Action

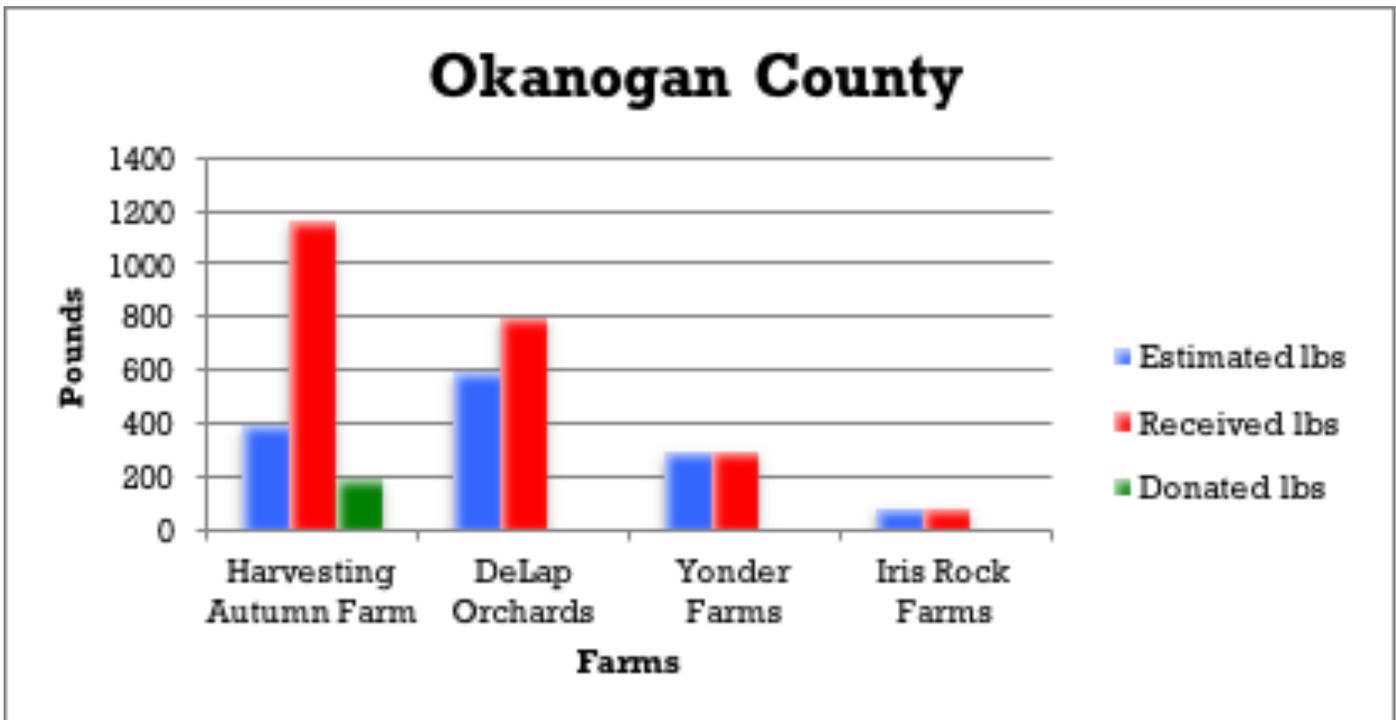
Okanogan, WA  
Okanogan County



Okanogan County Community Action Council (OCCAC), “Is a cornerstone of the community effort to end poverty through education and employment.” From July 1, 2014 - June 30, 2015 the OCCAC distributed about 900,000 pounds of produce through its food pantries, serving 52,792 households in Okanogan County. They received \$2,000 from the WSDA grant for purchasing produce.

[www.occac.com](http://www.occac.com)

EFAP Food Pantry Demographics (July 1, 14- June 30, 2015)



# Okanogan County Community Action

Okanogan, WA

Okanogan County

## Contract Farms

### DeLap Orchards

DeLap Orchards is a family owned orchard and fruit stand in Malott. Delap Orchards was paid \$500 for 800 pounds of produce, which included Golden and Granny Smith Apples.

### Iris Rock Farm

Iris Rock Farm was paid \$77 for 77 pounds of butter-nut squash.

### Yonder Farms

Yonder Farms was paid \$367 for 294 pounds of winter squash and pumpkins.

## Q&A with Lael Duncan, OCCAC Executive Director

### Q. What were the goals of the purchasing program?

A. To increase produce from local farms distrusted at local food pantries.

### Q. What was the response of farmers when reaching out about the purchasing program?

A. The response was quite positive, but would have been better if we could have worked with the farmers earlier in the growing season (January for planning).

### Q. How did you chose produce types and determine the prices with your farmers?

A. We attempted to provide fresh food in the fall and winter months when such produce is not as readily accessible.



# **Okanogan County Community Action**

Okanogan, WA  
Okanogan County

**Q. How did you purchase the produce?**

A. We used primarily bulk purchasing, since that fit within the growers' business model more easily than purchasing from a fresh sheet or other wholesale arrangement.

**Q. What feedback have you gotten from the growers about the purchasing program?**

A. Since we worked with orchardists who operate on a fairly large scale, these purchases in general are a small part of their business.

**Q. Do you have any other suggestions for improvement going forth or general comments?**

A. As indicated previously, working with growers earlier in their planning season would likely make the program more effective.

**Q. What was the greatest success from the purchasing project?**

A. Purchasing the pluots enabled our farmer to move this crop in a timely manner and get fresh food to our clients.

Purchasing the Golden Delicious apples and having them delivered to our emergency distribution center allowed clients who were also fire survivors to access fresh produce.

**Q. What was the biggest surprise (or potential area of improvement) about partnering with growers for the purchasing project?**

A. Not as much response from all the farmers I contacted as I had hoped for.

**Q. Are there interests in expanding the purchasing program to other farms and/or markets?**

A. Yes. Every bit helps

**Q. Were the goals of the purchasing program achieved? Why/why not?**

A. This was a strange growing year, and we had hoped for bigger harvests. The lack of a VISTA volunteer and mid-summer wildfires that devastated the region slowed our progress. Additionally, the area experienced a diminished harvest and the size of fruit was much smaller than normal due to early months of extreme heat and limited water for crop irrigation.

*Summer draught and wildfires  
created unique challenges for  
farmers in Okanogan this past year.*

# Addendum:

## Creating Effective Farm to Food Pantry Models

### Additional Notes and Best Practice Ideas

Using results and findings from previous Farm to Food Pantry pilot program models, Northwest Harvest, Rotary First Harvest, WA Food Coalition and other emergency food stakeholders identified the following key points for developing successful models. While it is not necessary for all of these components to be in place, they will help to increase the likelihood of developing a successful Farm to Food Pantry program:

- \* Healthy gleaning program
- \* Good connections with many farmers expanded
- \* Adequate food pantry resources
- \* Distribution times/days that work well with food bank schedules
- \* Large quantities of fresh produce
- \* Strong neighborhood connections
- \* Good coordination with food banks, distribution center, individuals and farmers
- \* Greater awareness of fresh produce offered at food bank – to recipients and community
- \* Solutions of preserving produce with short shelf life
- \* Samples of recipes
- \* Food banks sharing their varieties of produce
- \* Connections between growers and food banks
- \* Transportation networks
- \* Communication between food banks about excess produce
- \* Farmers compensated
- \* Quality produce ending up in food banks
- \* Hybrid donation and purchasing
- \* Efficient and functional transportation

# Site Contract Example

Rand Rasheed  
 One Leaf Farm  
 P.O. Box 2564  
 Woodenville, WA 98072

June 19<sup>th</sup>, 2015

Dear Rand Rasheed,

Please accept this letter as a contract to participate in Snohomish County Food Bank Coalition/Volunteers of America Western Washington's Local Produce Purchasing Program. We will commit to purchase \$666.70 of cabbage, radishes, beets, carrots, leeks, and celery from One Leaf Farm. Below the rates and volume are listed per produce item. If this contract is acceptable, please sign and return it. You will receive your contract payment by June 30<sup>th</sup>, 2015.

Item	unit price	date available	Purchase	Total Volume
Cabbage	\$1.25/lb	July-November	\$111.11	88.9 lbs
Radish	\$2.50/bunch	July-November	\$111.11	44.4 bunches
Beets	\$2.50/bunch \$1.75/lb	August-December	\$111.11	63.5 lbs
Carrots	\$2.50/bunch \$1.75/lb	August-December	\$111.11	63.5 lbs
Leeks	\$2.50/lb	September-January	\$111.11	44.4 lbs
Celery	\$2.50/lb	September-December	\$111.15	44.5 lbs
<b>TOTAL:</b>			<b>\$666.70</b>	

The VOAWW Snohomish County Food Bank Distribution Center will be the logistical agent and receiver of your produce. Please direct any inquiry or correspondence to Sarah Gordon, Project Harvest Gleaning Coordinator, at sgordon@voaww.org or 207-653-9498. The Distribution Center is located at 1230 Broadway, Everett, WA 98201.

The VOAWW Snohomish County Food Bank Distribution Center would like One Leaf Farm to deliver the harvested product on a Friday between 10am and 2pm. Please call ahead to coordinate drop off time. If the time slot for deliveries proves to be problematic, please coordinate with Project Harvest Gleaning Coordinator to schedule another time. Fridays are preferred to ensure produce is distributed to all food banks, as fresh as possible.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Please sign and return one copy of this contract to:

Sarah Gordon  
 Volunteers of America Western Washington  
 1230 Broadway  
 Everett, WA 98201

Sincerely,  
 Sarah Gordon

\_\_\_\_\_  
 (Basic Needs Services Director Name, Signature)

\_\_\_\_\_  
 (Farmer Name, Signature)



# Site Contract Example

6/17/2015

**Winniford Family Farm LLC**  
3514 Daisy Mine Rd  
Rice, WA 99167

Dear Andrew and Kristine Winniford,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Harvest Against Hunger Purchasing Project. We will commit to purchase \$2,000 dollars of produce from Winniford Family Farm. All prices and estimates of pounds to be purchased have been agreed upon and are specified below. If this contract is acceptable, please sign and return it.

<i>Product</i>	<i>Price</i>	<i>Amount</i>	<i>Total Price</i>
Production overages*	See price sheet	TBD	\$2000

\* Production overages shall include any vegetable or fruit that may be unmarketable due to slight cosmetic damage but otherwise fresh, nutritious, and fit for human consumption as agreed upon by the producer and the food bank recipient.

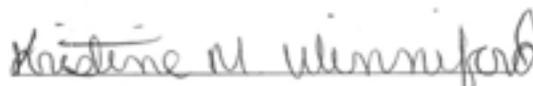
### **Pick-up Information**

Providence N.E.W. Hunger Coalition will pick-up the harvested product from Winniford Family Farm on Monday mornings between 9am-11am during the 2015 growing season. The Providence N.E.W. Hunger Coalition will supply Winniford Family Farm with boxes for storing the produce before pick-up. The logistical agent and receiver of your produce will be the gleaning coordinator, Matt Morse. Please direct any inquiry or correspondence to him at 509-690-2687 or by email at [gleaning@newhungercoalition.org](mailto:gleaning@newhungercoalition.org).

We are very excited to be able to continue the Harvest Against Hunger Purchasing Project this year. Our partnership with Winniford Family Farm is greatly valued and appreciated. Thank you for being willing to participate in this project and do not hesitate to contact me with any questions.

Sincerely,

  
Board President

  
Grower(s)

# Site Contract Example



June 11, 2015

Chris Petry  
Oh Yeah! Farms  
Leavenworth, WA 98826

Dear Chris,

Thanks for participating in the Community Cupboard's Local Produce Purchasing Program. We plan to purchase around \$500 of produce from Oh Yeah! Farms this season.

We'll order a variety of produce throughout the season at wholesale prices from the weekly fresh sheets. We are interested in a variety of popular greens and row crops. We'll pay by check at the time of the delivery.

Delivery times will be coordinated in advance. If you deliver to the Community Cupboard at 219 14th Street, you can pull into the alley and park in the back of the building. I can also pick up produce at an arranged time if that works out better.

We are very excited about this local purchasing project and to be able to support farms that have been so generous, while increasing our supply of fresh produce for our clients.

If this contract is acceptable, please sign and return it. Thank you for being a partner in our Farm to Food Pantry project this year and please don't hesitate to get in touch with any questions, (509) 387-5372.

Sincerely,

A handwritten signature in black ink, appearing to read 'Beth Macinko', written over a horizontal line.

Beth Macinko

A large, stylized handwritten signature in black ink, appearing to read 'Chris Petry', written over a horizontal line.

Chris Petry

# Acknowledgements:

We gratefully acknowledge the following people for their efforts to make the Farm to Food Pantry program successful. Their guidance and active participation was instrumental in helping to continue to build and refine this important project.

## **Washington State Department of Agriculture**

Kim Eads – Program Manager, WSDA Food Assistance Programs

Megan Harlan – Regional Representative, WSDA Food Assistance Programs

Candace Jacobs – Assistant Director, WSDA Food Safety and Consumer Services

Kirk Robinson – Deputy Director, WSDA

## **Rotary First Harvest**

David Bobanick – Executive Director

Benjamin Rasmus – Program Director, Harvest Against Hunger

Katy Boehm – Operations and Program Director

Sarah Gordon - Harvest VISTA at Volunteers of America Western Washington

Mia Logg – Harvest VISTA at Clark County Food Bank

Matt Morse – Harvest VISTA at Providence NEW Hunger Coalition

## **Community Partners**

Scott Milne – Food Program Manager, Hopelink

Nils Johnson – Agriculture Program Coordinator, WSU Extension Stevens County

Beth Macinko – Community Harvest Gleaning Coordinator, Community Cupboard, Upper Valley MEND

Lael Duncan – Executive Director, Okanogan Community Action Council

Tim Crosby – Director, Thread Fund

Cyrena Kalypso Thibodeau – University of Washington

