



Learning an Easier Way to Make the School Connection *for Nebraska Farmers and Ranchers*





CENTER *for* RURAL AFFAIRS

NEBRASKA FARM TO SCHOOL



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NATIONAL
FARM *to* SCHOOL
NETWORK

NEBRASKA



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NEBRASKA FARM TO SCHOOL



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Tini Van-Oehlertz, R.D.
Food Service Director
Pius X High School,
Lincoln, NE



Dawne Price
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Price Farms in Lyons, NE



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October is Nebraska Farm to School Month



Learn more at www.farmentoschool.org/our-work/farm-to-school-month

or www.cfra.org/f2s



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Take Action for Farm to School!

#moreF2SinCNR #farmtoschool



Farm to School is a WIN for **KIDS,**
FARMERS, & **COMMUNITIES**



FARM TO SCHOOL ACT
OF 2015

#moreF2SinCNR

Join the Big Day
of Action **Oct 22!**

photo credit: Cattle Joseph and USDA



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2015 USDA Farm to School Census

Schools may review or complete their district information by November 20th at <https://farmtoschoolcensus.fns.usda.gov/>

“Farm to school partnerships have a proven track record of encouraging kids to try, like and eat more healthy foods and creating new market opportunities for the farmers that grow them. Congress should act quickly to reauthorize the Healthy, Hunger-Free Kids Act to build on the success of farm to school and the healthier school meals and continue our momentum towards a healthier next generation of Americans.”

--Secretary of Agriculture Tom Vilsack



FARM *to* **SCHOOL**
PROGRAM



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THE
FARM *to* SCHOOL
CENSUS

Seventy-five percent of respondents with farm to school programs reported at least one of the following positive benefits as a result of participating in farm to school:

- ✓ Reduced plate waste (17%)
- ✓ Improved acceptance of the healthier school meals (28%)
- ✓ Increased participation in school meals programs (17%)
- ✓ Lower school meal program costs (21%)
- ✓ Increased support from parents and community members for the healthier school meals (39%).



#ThanksLunchLady
#FarmToSchool

Tag @cfra



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CORE ELEMENTS OF **FARM** *to* **SCHOOL**

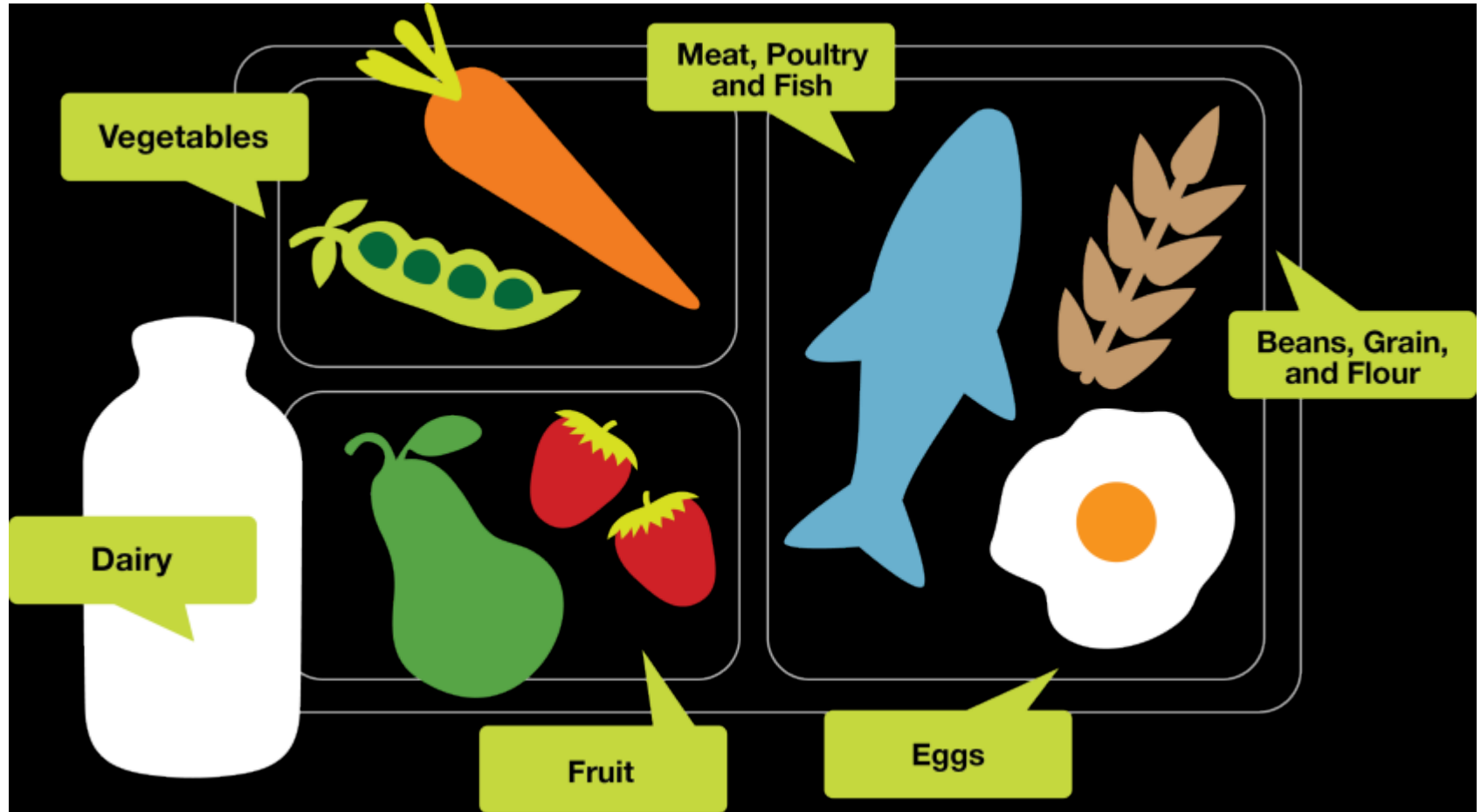


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What Types of Products?

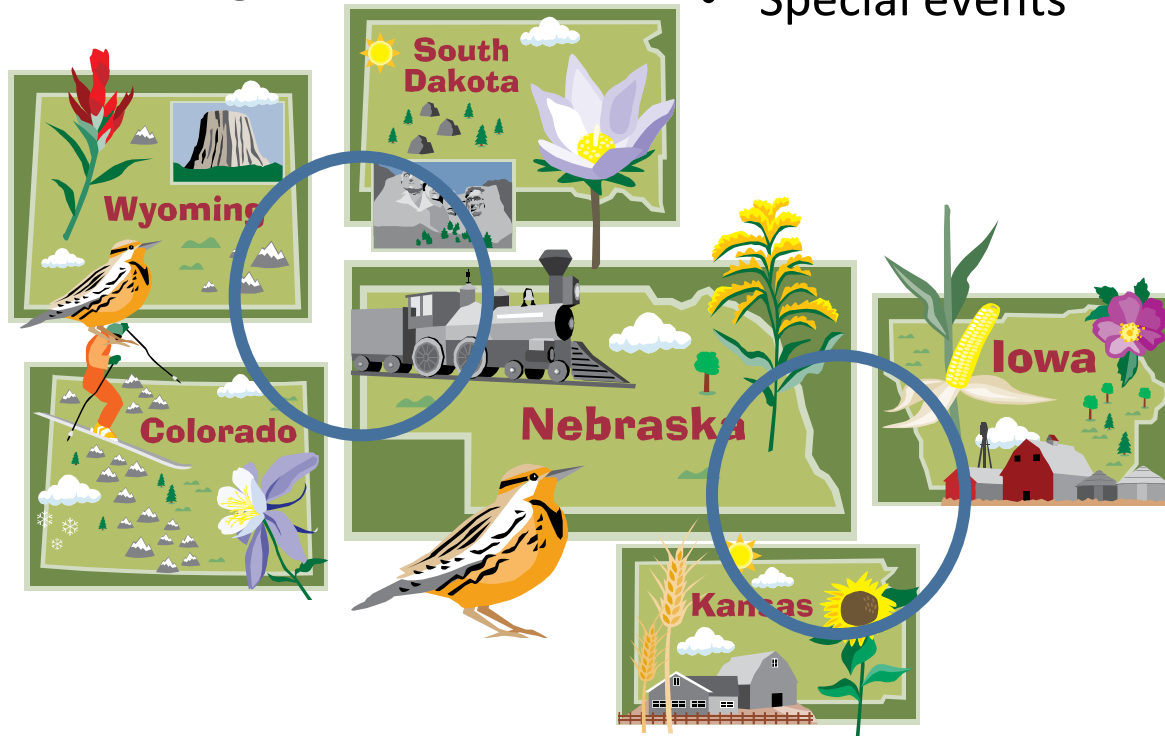


Defining Local

- Within a radius
- Within a county
- Within a state
- Within a region

A district's definition of local may change depending on the:

- Season
- Product
- Special events



Benefits for Farmers

1. Expand market opportunity, income potential
2. Sell 'surplus' product
3. Diversify market, help manage risk
4. Develop audiences for agritourism and on-farm opportunities
5. Generate awareness and marketing opportunity for farm and products
6. Increase demand and awareness for local foods
7. Identify community members interested in gleaning



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Where To Get Local Foods

- Direct from food producers
- Your distributor
- Farmers' Markets
- Local grocers
- Food processors
- Producer co-ops/food hubs
- School gardens, greenhouses

Talk to other food service folks in your area about what they purchase locally. Collaborate!



Finding Farmers in Nebraska

- cfra.org/f2s , Find a Nebraska Farmer Map
- www.buylocalnebraska.org,
UNL's Buy Fresh Buy Local
- www.ourbesttoyou.nebraska.gov,
Nebraska Department of Agriculture
- Local food distributors, like Lone Tree Foods,
www.lonetreefoods.com, or Nebraska Food
Cooperative, www.nebraskafood.org



Resources

- Center for Rural Affairs, Farm to School
 - www.cfra.org/f2s
- USDA Farm to School
 - <http://www.fns.usda.gov/farmentoschool/>
- National Farm to School Network
 - www.farmentoschool.org
- Nebraska Dept of Agriculture, Ag Promotion
 - <http://www.nda.nebraska.gov/promotion/>



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FARM TO SCHOOL FACTOID :



Source: Upstream-Oregon HIA 2011 - Upstream Public Health. Health impact assessment HB 2800: Oregon farm to school and school garden policy, 2011.

NATIONAL
FARM to
SCHOOL
MONTH



Each dollar
invested into
Farm to School
stimulates an
additional \$2.16 of
**local economic
activity.**

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Farm to School – making the connection

- Justin Jones, President, Lone Tree Foods



Our mission is to connect local farmers and food producers with wholesale buyers in Nebraska and Iowa.

About Lone Tree Foods

- Our mission is to connect local farmers and food producers with wholesale buyers in Nebraska and Iowa.
 - Lone Tree Foods is majority producer-owned and operated.
- Incorporated in 2014 after being created by a group of small growers in southwest Iowa in 2012.
 - We now work with 32 (and counting) small and medium sized producers in Nebraska and Iowa.
 - We publish a weekly price list of local farm products and offer convenient online shopping on our website.
 - We handle marketing, sales, ordering, delivery, invoicing, and payments.
- Our customers include grocery stores, restaurants, food service, schools, and individual buyers in the Omaha, Lincoln, and Council Bluffs areas.

Our experience with Farm to School

- University of Nebraska Dining and Student-Athlete Dining
- Omaha Westside Schools
- Council Bluffs Community Schools
summer lunch program
- Norris School District (Firth, NE)
- Prairie Hill Montessori School
(Roca, NE)



Tawnya at Prairie Hill Learning Center receiving a Lone Tree Foods delivery.

What we offer schools

- Access
- Professionalism
- Variety
- Quantity
- Convenience
- Promotional support



Local kale from Abie Vegetable People, sold through Lone Tree Foods.

How can schools use local products?

- Spot purchases – events, catering, special programs
 - Featured specialty item for a day or week
 - Main menu item for a day or week
 - Main menu item for a semester or year



Kids at Norris Schools in Firth, NE enjoying their local apples.

Moving Forward

Producers need to develop:

- professionalism
- product specialization
- competitive pricing (efficient production methods)

Moving Forward

Schools need to develop:

- Institutional support from leadership
- Special funding (grants, for profit ventures, etc)
 - Flexibility
 - Student involvement

Moving Forward

To create a win-win relationship,
all parties need:

- commitment
 - creativity
 - patience

Thanks for listening!

Contact us for more info.

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Farm to School

Tini Van-Oehlertz, R.D.

Food Service Director

Pius X High School, Lincoln Ne

My background

- Registered Dietitian
- Internship, New Orleans, Masters, UNL
- Work experience: 2 years Touro Infirmary, New Orleans, 25 years Lincoln General Hospital, 2 years Norris Public Schools, 8th year at Pius X High School, Lincoln

Why does Farm to school mean so much to me...

- My dad operated grain elevators for living
- My first job was working in his office at the elevator
- My mom grew up on farm and did the milking
- My mom always had a huge garden
- My parents always preached “buy local” and support your local business

Farm to School – Buying Local

- It is essential that we all do our part to support the local economy
- There is no better produce than what comes right out of the field
- Anything product where you do not have to go through a middle man seems to have a great quality



USDA – Farm to School program initiated

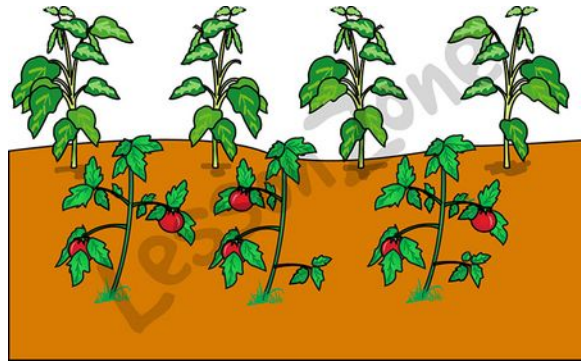
- When I first had heard about the program I had no idea how I would make contact with anyone or get a commitment for them to produce the amount needed

Attended the Farm to School summit in October 2014

- Food service professionals and local farmers/producers were at 1 place
- Purchasing strategies were discussed
- Local producers explained their procedures for processing their products
- Food safety standards that were followed were impressive

Farm to school summit 2014

- The best part was the World Café session
- Farmers and food service directors had an opportunity to interact with each other
- I connected with Gary Fehr, an edible farmer who just starting his vegetable farm



Connections important

- Gary and I met and discussed the possibilities of what products could be provided.
- We currently have 1,200 students in our school and our feeding around 800 each day for lunch
- We knew that he could not provide everything and only for a limited time

Nebraska Food Coop

- Producers and consumers are brought together who share an interest in the land, share an enjoyment of simple food and seek equitable relationships.
- Gary put my school information into the Nebraska food coop website for me
- The ordering process began....

Farm to School Tidbits

- Gary and I visited about my produce needs for school and the realization that the season is shorter in Nebraska
- I don't have a cycle menu so it is constantly changing
- 3 large Fruit and Vegetable Bars (6 ft each) for every lunch period



Why it is a good fit for Pius X

- In this food service, quality is the number one goal for all food, frequently a higher priced product takes precedence
- In this foodservice we do a lot of scratch cooking
- The fruit and vegetables and other products I have purchased are so exceptional it is unbelievable
- When the order comes I bring people in to see the beautiful produce

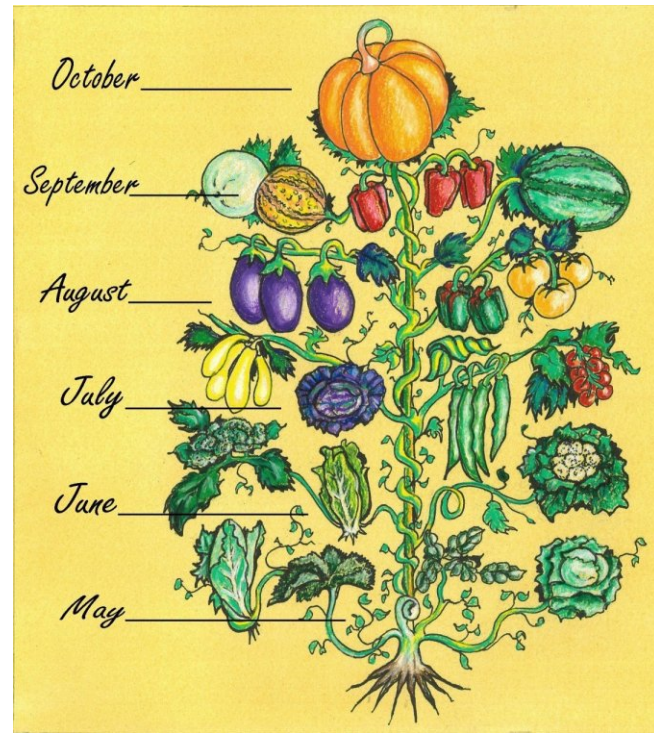


Good fit continued

- You know the season is limited so buying fresh beautiful produce is a no-brainer for me
- Gary and I knew there was no way he could provide everything we needed and it is giving us a starting point for next year.
- Weather is always a factor and was certainly an influence on this years crop

Support of Farm to School

- I talk about it wherever I go and ask other food service directors if they are buying from farm to school?
- I am sold !!



Price Farm by Bill and Dawne

Kindergarten comes to school at the
farm.



First Contact with LDNE

Set a meeting

Bill and I met with the School's head cook and took a basket of items that we thought we would have in excess.

Emailed items for sale on Thursday and delivered on Monday morning.



Idea of the garden day

* USDA Local Foods for Local Tables – August 14th.

What makes plants grow?



One pea seed.



The girls planted a seed each and then,



The boys.

Really the boys were more interested in the toad they had found in the garden 😊.





What other words start with
“p”?

Growing to the need



WORKING WITH LYONS DECATUR NORTHEAST SCHOOLS

We value working with the school because it aligns with our values – eat what you raise.



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2015 Webinars



Farm to School Case Studies for Nebraska Food Service Staff

<http://www.cfra.org/news/151026/webinar-food-service-staff-explain-how-they-do-farm-school>

<https://www.youtube.com/watch?v=KFESwWNIPIM>

Farmers and Ranchers: Reach a New Market with Sales to Schools

<http://www.cfra.org/node/5952>

<https://www.youtube.com/watch?v=pGuoMB0mN-s>





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