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# *2016 Farm to Food Pantry Program Evaluation*

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Washington  
State Department of  
Agriculture

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## Farm to Food Pantry Pilot Program Overview

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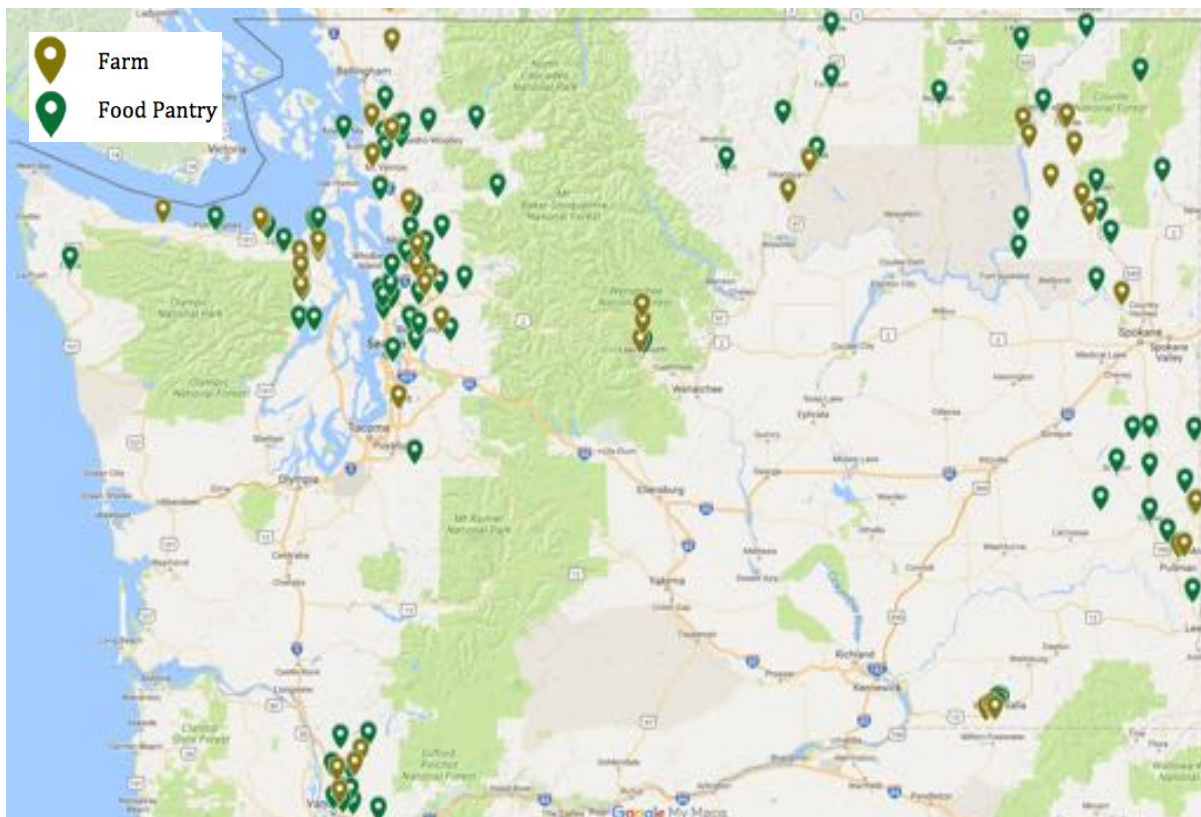
### The Vision

The Farm to Food Pantry (F2FP) program leverages targeted WSDA grants (matched in part by local funding sources) to facilitate collaboration between local growers and emergency food providers (EFPs) that increases the quality and quantity of fresh fruits and vegetables available to clients and supports the economic viability of local farming operations.

Food pantries play a vital role in promoting food security among vulnerable populations but face challenges in providing fresh, nutrient-rich produce. F2FP allows EFPs to purchase fruits and vegetables directly from local farms, to both improve the availability of healthy foods at food pantries and strengthen local food economies. This program ultimately benefits the health of our communities at large, since the resulting purchasing contracts help participating growers to benefit from the guaranteed payment and wholesale experience.

### Program Reach

Now in its third year as a pilot program, F2FP collaborated with 54 growers and 12 F2FP lead agencies (comprising a mix of State of WA contractors, sub-contractors and sub-sites) that distribute food to 112 food pantries and meal sites, spanning across 15 counties.



## Purpose and Approach of Evaluation

The evaluation was conducted with the following goals:

1. To assess the program's impact on grower sales, produce acquisition, grower economic viability, and produce availability
  2. To assess whether the produce at participating food pantries is accessible to clients
  3. To understand factors associated with program success (contract type, size of farm and EFP)
  4. To provide recommendations for F2FP best practices and for program improvement
- Interviews were conducted with all EFP purchasing managers involved in the program as well as roughly half of participating growers, 25 food pantry clients, and three key informants. Qualitative and quantitative data were collected and analyzed from these interviews.

## Key Findings

- WSDA grants and matched funds raised by participating emergency food providers produced a total of \$54,590 in grower sales. Figure 1 shows the pounds of produce purchased and donated through the program.
- Eighty-one percent of growers reported that the program had a positive impact on their financial security and 86% of growers reported that they are now more willing to collaborate with food pantries in the future because of the F2FP program.
- Nearly 60% of smaller-scale growers and 40% of all growers reported that F2FP made a positive impact on their ability to enter new markets in the future such as wholesale.
- Seventy-six percent of clients reported being able to consume all or most of the produce available at participating food pantries.
- Most food pantry clients reported that the quality and variety of produce available was the same or comparable to produce they get elsewhere.
- Participating growers reported the following benefits associated with the program:

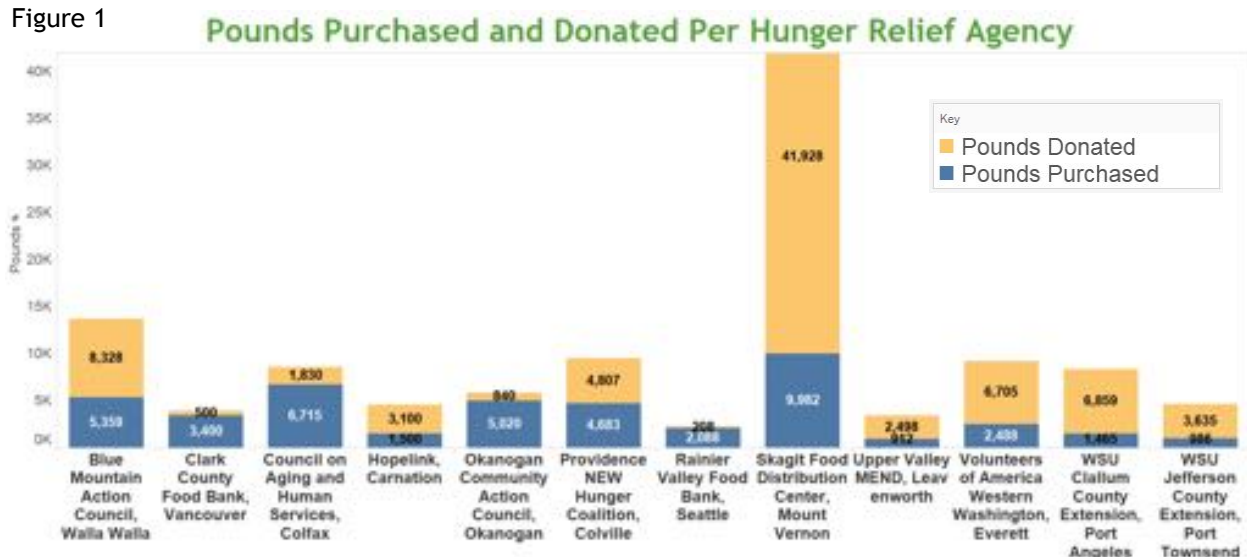
*Up-front payment through purchasing contract*

*Reducing crop waste*

*Flexibility in delivery days, produce type, and transportation*

*Receiving the security of a guaranteed timely payment*

Figure 1





## Background: Rationale for the Farm to Food Pantry Program

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### Public health impacts of food insecurity

At every stage of life, food insecurity is a strong predictor of poor nutrition, poor physical and behavioral health outcomes, and diminished quality of life. These conditions are exacerbated by the experience of poverty and stress that typically accompany food insecurity. By kindergarten, children from food-insecure households are often cognitively, emotionally, and physically behind their food-secure peers.<sup>1</sup> This developmental deficit translates into poor academic and ultimately economic outcomes. The continuation of skipping meals and inadequate nutritional intake in adulthood has a lasting negative impact on metabolic processes and increases the likelihood of weight gain and the development of chronic diseases, sleep disorders, and mental health problems.<sup>2,3</sup> Seniors who bear the burden of food insecurity are more likely to experience depression, poor or fair health, and limitations in activities of daily living.

### Food insecurity in Washington State

One in six Washingtonians are food insecure. Washington State food pantries served over one million people in 2015 based on WSDA Emergency Food Assistance Program (EFAP) data. The



primary beneficiaries of food pantries are senior citizens, parents of young children, people working multiple jobs, individuals with disabilities, and other residents of our communities.<sup>4</sup> A large proportion of food pantry clients are children - about 43% of those served in Washington in 2015 were younger than 19 years old. Although millions of people are food insecure in urban areas, the highest rates of food insecurity are in rural counties.<sup>5</sup> Whitman County has

the highest food insecurity rate (20%) and the highest poverty rate (28.4%) in the state<sup>6</sup> despite having the largest percentage of land devoted to farming (including crops requiring secondary processing such as wheat and barley).<sup>7</sup>

### Challenges faced by emergency food providers

To effectively combat the negative health consequences associated with a lack of access to healthy foods, emergency food providers face the challenge of not only providing as much food as possible, but providing the right kind of foods at a minimal cost. Although food pantries are vital resources for families and individuals experiencing food insecurity, both conventional wisdom and academic studies tell us that they are historically unable to provide an adequate supply of fresh fruits, vegetables, and other nutrient-rich foods required for good health.<sup>8,9,10</sup> Even when food pantries increase their availability of fruits and vegetables, this does not guarantee increased accessibility of these healthy options. Barriers that prevent food pantry clients from taking home and making use of fruits and vegetables include challenges in storing and distributing perishable items such as dairy, meat and produce, poor

understanding of food preparation, cultural preferences, medical limitations, and a lack of resources to prepare fresh produce, as would be the case for many homeless clients.

### Challenges faced by local growers

Washington state is a national leader in agricultural production because of its rich soil, rain shadow, and temperate climate. In addition to the numerous large-scale farming operations successfully operating in Washington, there are thousands of small-scale operations that help to comprise the broader farming industry. According to “A Profile of Small Farms in Washington State Agriculture, 53% of Washington State farms in 2007 had sales of \$2,500 or more.”<sup>11</sup> While there are numerous challenges growers face regardless of the size of their operation, financial insecurity, lack of start-up cash, and swings in global commodity prices are some of the challenges faced more often by small growers.<sup>12,13</sup>



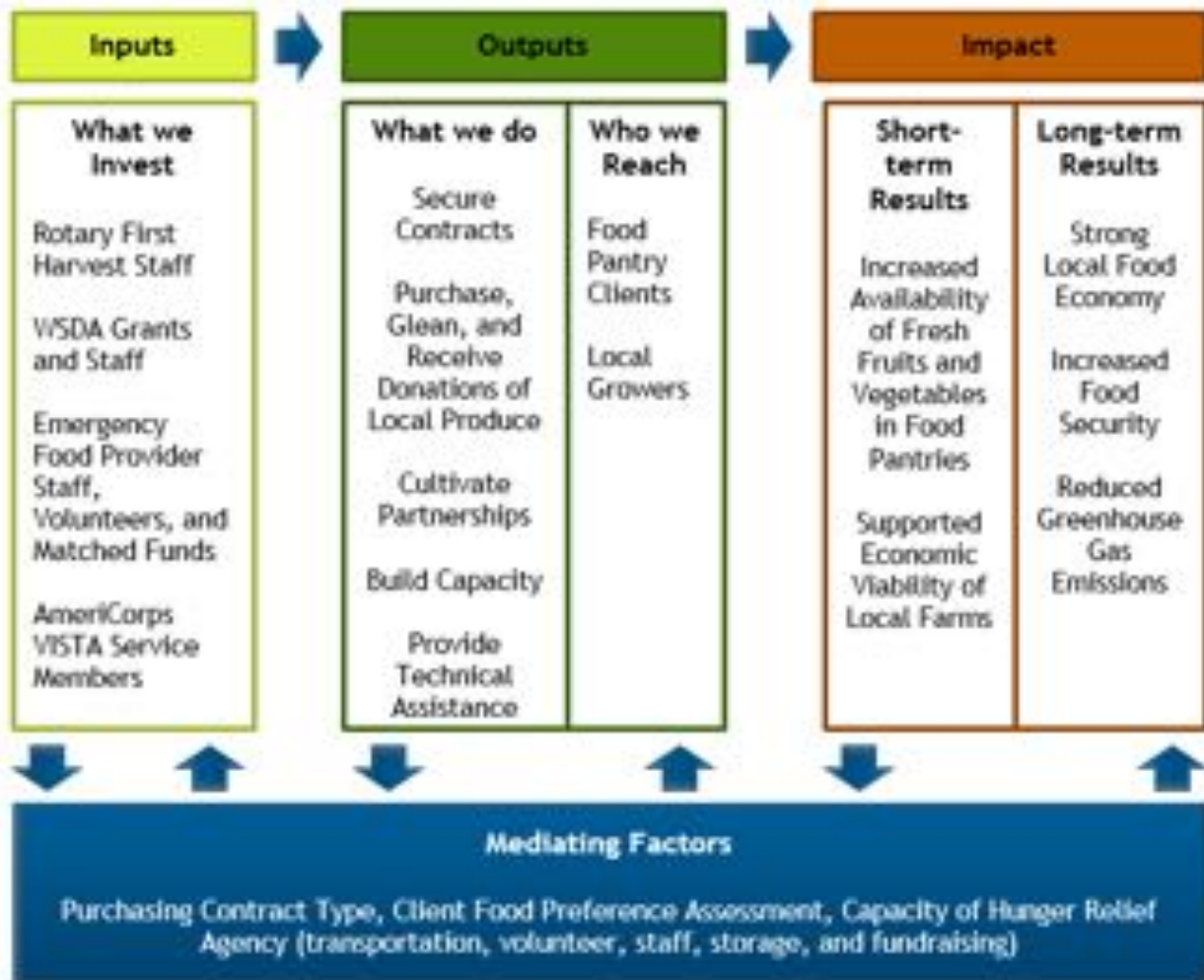
### How the Farm to Food Pantry Program Works

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The F2FP program strives to increase fresh produce within the emergency food system and support local farms throughout Washington State by coordinating grant funds and promoting strategic partnerships between food pantries and local farmers and producers. As shown in the logic model below, Rotary First Harvest distributes WSDA grants to emergency food providers (EFPs) so that those agencies can purchase food directly from local growers. EFP volunteers and staff match these funds and work with growers to arrange purchasing contracts and gain additional produce from contracted growers through donation and gleans (gathering from the field after profitable harvest).



## Farm to Food Pantry Logic Model



Through its Harvest Against Hunger Program, Rotary First Harvest places a full-time AmeriCorps\*VISTA service member at many EFPs during its initial year of participation in the program. Rotary First Harvest supports these AmeriCorps\*VISTAs to cultivate relationships between the EFP and local growers, strengthen the EFP volunteer base, and to lay the groundwork to sustain all aspects of the F2FP program. Rotary First Harvest staff are also available to EFP purchasing managers to provide technical assistance, especially in regards to working with growers to develop purchasing contracts. Purchasing managers are the individuals working within emergency food providers who are most responsible for arranging the purchasing contract with the grower and ensuring this contract is fulfilled as well as overseeing donations.

F2FP increases the availability of fresh fruits and vegetables in food pantries and supports the economic viability of local farming operations, benefiting both food pantry clients and local growers. Establishing the program in rural areas, including Whitman and Stevens Counties allows Rotary First Harvest to reach vulnerable populations who may be in most need of fresh food assistance. For participating growers, the program provides a new source of income, a flexible purchasing contract, secure payment at the beginning of the season, and the ability to enter wholesale markets. Secure contracts between growers and EFPs that include flexibility for crop type and delivery schedule also allow growers to experiment with new

crops and cultivation methods in adaptation to a changing climate. Long-term consequences of the expansion of this program include a strengthened local food economy, improved food security, and reduced transport distances and related emissions.

The achievement of these outcomes is influenced by the type of purchasing contact between the grower and the EFP, assessment of food pantry patron food preferences, and overall EFP capacity (fundraising, volunteer and staff base, storage, transportation). Purchasing contracts tend to fall under one of three main categories:

- 1) Pre-harvest - funds are provided before crops are harvested;
  - 2) Fresh Sheets - funds are provided intermittently throughout the season after growers and purchasing managers communicate what's in season and what's needed in the food pantries; and
  - 3) Post-harvest - funds are distributed after produce has been harvested.
- Samples of these contracts can be found in Appendix C.

## Key Partners

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The growers and emergency food providers involved span across 15 counties and represent a rich variety of localities, expertise, and community collaboration.

## Emergency Food Providers

The EFPs involved range from a single food pantry that provides food directly to clients to regional food banks that distribute to as many as 29 food pantries. Considering the number of recipient food pantries per EFP as an indicator of size, the median and most common size of EFP is 8 food pantries. Several EFPs support underserved communities by providing food assistance as well as a wealth of other programs such as nutrition education, energy assistance, employment services, and free medical care. The F2FP program reached food pantry clients in 105 food pantries. In counties that serve over 670,000 food pantry clients annually, participating EFPs include:

- *Blue Mountain Action Council, Walla Walla*
- *Clark County Food Bank, Vancouver*
- *Council on Aging and Human Services, Colfax*
- *Hopelink, Carnation*
- *Okanogan Community Action Council, Okanogan*
- *Providence NEW Hunger Coalition, Colville*
- *Rainier Valley Food Bank, Seattle*
- *Skagit Food Distribution Center, Mount Vernon*
- *Upper Valley MEND, Leavenworth*
- *Volunteers of America Western Washington, Everett*
- *WSU Clallam County Extension, Port Angeles*
- *WSU Jefferson County Extension, Port Townsend*



## Growers

Most participating growers are small, with 62% of those surveyed receiving an annual gross income of between \$1,000 and \$50,000. Only two reported receiving over \$250,000 and one reported making less than \$1,000 annually from agricultural sales alone. Most reported farmer's markets and CSA as their primary means of selling produce although some sell through farm stands and u-picks on their property. At least two currently sell to institutions such as schools, hospitals, and senior centers. Two growers reported being veterans. The 54 participating growers include:

*Agnew Alder Family Farm*  
*Barb Kinzer*  
*Be Well Farm, Lake Stevens*  
*Bell River Ranch, Snohomish*  
*Betteridge Farm, Valley*  
*Blueberry Haven, Port Angeles*  
*Caruso Farms, Snohomish*  
*Chi's Farm, Sequim*  
*Chubby Bunny Farm, Everson*  
*Colville Corn Maze, Colville*  
*Compass Rose, Port Townsend*  
*Delap Orchard and Fruit Stand,*  
*Malott*  
*Dharma Ridge Organic Farm,*  
*Quilcene*  
*Frog Hollow Farm, Walla Walla*  
*Front Porch Farm, Addy*  
*Garden of Eaton, Colville*  
*Garden Treasures, Arlington*  
*Halvorson Farms, Yacolt*  
*Harvesting Autumn, Omak*  
*Hayshaker Farm, College Place*  
*Highland Farm West, Burlington*  
*Hope Mountain Farm, Leavenworth*  
*Kowitz Family Farm, Kettle Falls*  
*Midori Farm, Quilcene*  
*Meadow Lark, Rice*  
*Oh Yeah! Farms, Leavenworth*  
*Omake Farm, Pullman*

*One Leaf Farm*  
*Oxbow Farm and Conservation*  
*Center, Carnation*  
*Pioneer Produce, Kamiak Butte*  
*Quackenbush Farm, Ridgefield*  
*R&R Produce, Kent*  
*Red Dog Farm, Chimacum*  
*River Run Farm, Sequim*  
*Rollo Riordan, Nine Mile Falls*  
*Roots to Roads, Vancouver*  
*Runner Bean Ranch, Palouse*  
*Serendipity Farm, Quilcene*  
*Shorts Family Farm, Chimacum*  
*Simple Gifts Farms, Addy*  
*Skylight Farms, Snohomish*  
*Spring Rain Farm and Orchards,*  
*Chimacum*  
*Suzy McNeily*  
*Sweet Meadows Ranch, Chewelah*  
*The Farm*  
*Tierra Garden Organics, Leavenworth*  
*Treehouse Produce, Mt. Vernon*  
*Weaver Farm*  
*Welcome Table, Walla Walla*  
*Well Fed Farms, Bow*  
*Whitehorse Meadows*  
*Wild Roots Farm, Battle Ground*  
*Willo Street and Jon Booker*  
*WSU Organic Farm, Pullman*

Types of produce attained through donation and purchase (size corresponds to amount):



## F2FP Lead Agency Service Area Details and Statistics

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### *F2FP Lead Agency: Upper Valley M.E.N.D.*

- **Counties Impacted:** Chelan
- **Participating EFP:** Upper Valley MEND, Leavenworth
- **Distributed F2FP-acquired produce** through its own food pantry
- **Contracted with 3 farms in Chelan County:**
  - Hope Mountain, Leavenworth
  - Tierra Garden Organics, Leavenworth
  - Oh Yeah! Farms, Leavenworth
- **Type of contract:** Fresh Sheets
- **Food types donated and purchased:** turnips, green beans, raspberries, mixed veggies, cucumbers, peppers, eggplant, summer squash, potatoes, tomatoes, radishes, peppers, onions, green beans

### *F2FP Lead Agency: WSU Clallam County Extension*

- **Counties Impacted:** Clallam
- **Participating EFP:** WSU Clallam County Extension, Port Angeles
- **Distributed F2FP-acquired produce** to 8 food pantries in Clallam County
- **Contracted with 6 farms in Clallam County:**
  - Agnew Alder Family Farm
  - Blueberry Haven, Port Angeles
  - Chi's Farm, Sequim
  - River Run Farm, Sequim
  - The Farm
  - Weaver Farm
- **Type of contract:** Pre-harvest
- **Food types donated and purchased:** blueberries, raspberries, pears, plums, blueberries, spinach

#### *F2FP Lead Agency: Clark County Food Bank*

- **Counties Impacted:** Clark
- **Participating EFP:** Clark County Food Bank, Vancouver
- **Distributed F2FP-acquired produce** to 29 food pantries in Clark County
- **Contracted with 4 farms in Clark County:**
  - Quackenbush, Ridgefield
  - Wild Roots, Battle Ground
  - Halverson, Yacolt
  - Roots to Roads, Vancouver
- **Type of contract:** Pre-harvest
- **Food types donated and purchased:** kale, zucchini, summer squash, radishes, beets, carrots, turnips, herbs, zucchini, corn, herbs, tomatoes, potatoes, beets, spinach, tomatoes, strawberries

#### *F2FP Lead Agency: WSU Extension Jefferson County*

- **Counties Impacted:** Jefferson
- **Participating EFP:** WSU Jefferson County Extension
- **Distributed F2FP-acquired produce** to 8 food pantries in Jefferson County
- **Contracted with 7 farms in Jefferson County:**
  - Shorts Family Farm, Chimacum
  - Midori Farm, Quilcene
  - Red Dog Farm, Chimacum
  - Serendipity Farm, Quilcene
  - Compass Rose Farm, Port Townsend
  - Dharma Ridge Farm, Quilcene
  - Spring Rain Farm, Chimacum
- **Type of contract:** Fresh Sheets
- **Food types donated and purchased:** stewing chickens, ground beef, beets, Swiss chard, sweet onions, carrots, sugar snap peas, snow peas, strawberries, raspberries, Delicata squash, acorn squash, leeks, cabbage, green beans, beets

#### *F2FP Lead Agency: Hopelink*

- **Counties Impacted:** King
- **Participating EFP:** Hopelink, Carnation
- **Distributed F2FP-acquired produce** to 5 food pantries in King County
- **Contracted with 1 farm in King County:**
  - Oxbow Farm and Conservation Center, Carnation
- **Type of contract:** Post-harvest
- **Food types donated and purchased:** carrots, beets, kale, green beans, Swiss chard

#### *F2FP Lead Agency: Rainier Valley Food Bank*

- **Counties Impacted:** King, Whatcom
- **Participating EFP:** Rainier Valley Food Bank, Seattle
- **Distributed F2FP-acquired produce** through its own food pantry in King County
- **Contracted with 2 farms in King and Whatcom Counties:**
  - Oxbow Farm and Conservation Center, Carnation
  - Chubby Bunny Farm, Everson

- **Type of contract:** Fresh Sheets
- **Food types donated and purchased:** strawberries, carrots, lettuce, Swiss chard, kale, lettuce, mustard greens

*F2FP Lead Agency: Okanogan Community Action Council*

- **Counties Impacted:** Okanogan
- **Participating EFP:** Okanogan Community Action Council
- **Distributed F2FP-acquired produce** to 8 food pantries in Okanogan County
- **Contracted with 1 farm in Okanogan County:**
  - Delap Orchard and Fruit Stand, Malott
  - Harvesting Autumn, Omak
- No contract
- **Food types donated and purchased:** peaches, nectarines, plums, prunes, pluots, apples (Rome, Cameo)

*F2FP Lead Agency: Skagit Food Distribution Center*

- **Counties Impacted:** Skagit
- **Participating EFP:** Skagit Food Distribution Center, Mount Vernon
- **Distributed F2FP-acquired produce** to 13 food pantries in Skagit County
- **Contracted with 3 farms in Skagit County:**
  - Treehouse Produce, Mt. Vernon
  - Highland Farm West, Burlington
  - Well Fed Farms, Bow
- **Type of contract:** Post-harvest
- **Food types donated and purchased:** Sweet corn, winter squash, production overages

*F2FP Lead Agency: Volunteers of America Western WA*

- **Counties Impacted:** Snohomish
- **Participating EFP:** Volunteers of America Western Washington
- **Distributed F2FP-acquired produce** to 20 food pantries in Snohomish County
- **Contracted with 7 farms in Snohomish County:**
  - Bell River Ranch, Snohomish
  - Garden Treasures, Arlington
  - One Leaf Farm
  - Skylight Farms, Snohomish
  - Whitehorse Meadows Farm
  - Caruso Farms
  - Be Well Farm, Lake Stevens
- **Type of contract:** Pre-harvest
- **Food types donated and purchased:** turnips, radishes, kale, radishes, carrots, lettuce, salad greens, broccoli, cabbage, asparagus, beets, cucumbers, apples, blueberries, beets

*F2FP Lead Agency: Providence NEW Hunger Coalition*

- **Counties Impacted:** Stevens, Ferry, Pend Orielle, Spokane and Okanogan
- **Participating EFP:** Providence NEW Hunger Coalition, Colville



- **Distributed F2FP-acquired produce** to 14 food pantries in Stevens, Ferry, and Pend Oreille Counties
- **Contracted with farms in Stevens, Ferry, Spokane and Okanogan Counties**
  - Harvesting Autumn, Omak
  - Colville Corn Maze, Colville
  - Kowitz Family Farm, Kettle Falls
  - Simple Gifts Farm, Addy
  - Betteridge Farm, Valley
  - Front Porch Farm, Addy
  - Garden of Eaton, Colville
  - Meadow Lark Farm, Rice
  - Rollo Riordan, Nine Mile Falls
  - Sweet Meadows, Chewelah
  - Dave Bare (donated produce)
  - Lehman's Market (donated produce)
- **Type of contract:** Pre-harvest
- **Food types donated and purchased:** sweet corn, winter squash, production overages, pluots

*F2FP Lead Agency: Blue Mountain Action Council*

- **County:** Walla Walla
- **Participating EFP:** Blue Mountain Action Council, Walla Walla
- **Distributed F2FP-acquired produce** to 4 food pantries in Walla Walla County
- **Contracted with 4 farms in Walla Walla County:**
  - Frog Hollow Farm, Walla Walla
  - Hayshaker Farm, College Place
  - R & R Produce, Kent
  - Welcome Table, Walla Walla
- **Type of contract:** Post-harvest
- **Food types donated and purchased:** cherries, apricots, peaches, lettuce, chard, radish, beans, mixed veggies, garlic, corn, potatoes, cabbage, beets, carrots, rutabaga, zucchini, cucumber

*F2FP Lead Agency: Council on Aging and Human Services*

- **County:** Whitman
- **Participating EFP:** Council on Aging and Human Services, Colfax
- **Distributed F2FP-acquired produce** to 12 food pantries in Whitman County
- **Contracted with 7 farms in Whitman County:**
  - Barb Kinzer
  - Pioneer Produce / Peggy Welsh
  - Runner Bean Ranch
  - Suzy McNeilly
  - Omache Farm, Pullman
  - Willo Street and Jon Booker
  - WSU Organic Farm
- **Type of contract:** Post-harvest
- **Food types donated and purchased:** cherries, pears, apples, lettuce, spinach, carrots, potatoes, zucchini, pumpkins, green beans, rhubarb, chives, onions

## Evaluation Methods

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Data used in this report included WSDA data, prior F2FP reports, and interviews with program participants and selected key informants. WSDA data indicated the proportion of fruits and vegetables out of all foods offered at four participating food pantries before and after their involvement in F2FP. Interviews were conducted with a total of 25 food pantry clients at 5 food pantries, 22 growers (46% of total growers participating), and purchasing managers from all 12 emergency food providers. Purchasing managers were the primary individuals coordinating the F2FP program at their sites.

Interviews were completed in person for food pantry clients, via online survey for purchasing managers, and both online and over the phone for growers. Food pantry clients were screened prior to being interviewed to ensure that they had been visiting the food pantry regularly for at least one full year. A “regular client” was defined as someone who normally visited the food pantry in accordance with the maximum number of visits allowed by the food pantry, which was 3 times per month on average.

Key informant interviews were with two food pantry general managers and a representative from the Bellingham Food Bank Fresh program, from which the RFH F2FP program was based upon. These informants provided insights on best practices for F2FP programs.

Interview notes were evaluated qualitatively by surfacing major themes; descriptive statistics were computed for categorical or quantitative data. For a full list of questions asked to all interviewees, please refer to Appendix A.

The results that follow (sans questions 1 and 2) should be interpreted and generalized with caution because they are based on self-report and reflect feedback from a small sample of participating food pantry clients and growers (about half of participating growers were surveyed).

## Investigative Questions

1. How much food (in pounds) was donated and purchased through F2FP?  
(*Quantitative*)
2. What were the total sales made to participating growers through F2FP, including grant and matched funds? (*Quantitative*)
3. Did the program increase availability of fruits and vegetables within participating food pantries? (Or was there a substitution effect?) (*Qualitative*)
4. Do participating food pantries provide fresh produce that is accessible to food pantry patrons? (Can the clients consume the food available?) (*Qualitative*)
5. Did F2FP improve the economic viability of local farming operations or provide other non-monetary benefits to local growers? (*Qualitative*)
6. Did the program work best for a specific contractual agreement or size of farm or emergency food provider? (*Qualitative*)
7. What are best practice recommendations for F2FP programs broadly?  
(*Qualitative*)
8. What are recommendations for F2FP program improvement? (*Qualitative*)

## Results to Investigative Questions

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How much food was donated and purchased through F2FP? What were the total sales made to participating growers through F2FP?

Throughout 2016, participating EFPs received a total of 125,836 pounds of produce through purchase and donation, including gleaning events. 44,598 pounds were purchased and 81,238 pounds were donated. A total of \$29,000 in grant funds were provided by WSDA and the EFPs raised \$25,590 in matching funds to purchase from local growers. Altogether, participating growers were paid \$54,590 through F2FP using WSDA grants and matched funds. Figures 2 and 3 show pounds received and sales rendered to growers per food pantry, respectively.

| <b>Farm to Food Pantry Pilot Program</b>   | <b>2014</b>  | <b>2015</b>  | <b>2016</b>         |
|--|--------------|--------------|---------------------|
| # of Participating Farms                   | 11           | 23           | <b>54</b>           |
| # of Counties (Sites)                      | 3            | 6            | <b>15</b>           |
| # of Counties w/Matching Funds             | 0            | 4            | <b>14</b>           |
| \$ Pilot Funding                           | \$ 12,000.00 | \$ 14,000.00 | <b>\$ 29,000.00</b> |
| \$ Cash Match                              | \$ -         | \$ 4,500.00  | <b>\$ 25,590.00</b> |
| *\$ In Kind Match (not incl. in \$ per lb) | \$ -         | \$ 2,458.00  |                     |
| Pounds Purchased                           | 14,423       | 23,503       | <b>44,598</b>       |
| Pounds Donated /Gleaned                    | 15,878       | 18,681       | <b>81,238</b>       |
| \$ Per Pound Purchased                     | \$ 0.83      | \$ 0.79      | <b>\$ 0.82</b>      |
| \$ Per Pound Purchased/Donated/Gleaned     | \$ 0.40      | \$ 0.44      | <b>\$ 0.43</b>      |

This approach highlighted not just a food donation effort but a real effort to engage farmers and the emergency food providers in a new relationship based on purchasing food from farmers and encouraging donations which would benefit the food system as a whole. WSDA funds provided the farmers with opportunity to receive a market rate \$.82/lb. for initial purchases from participating food pantries. The community match by each F2FP lead agency coupled with donated and gleaned produce from those participating farms reduced the price per lb. almost in half for the food pantries. This reduced their cost of produce to \$.43/lb. This is a much more budget friendly and affordable method for the emergency food system and a new market for local growers.

Figure 2

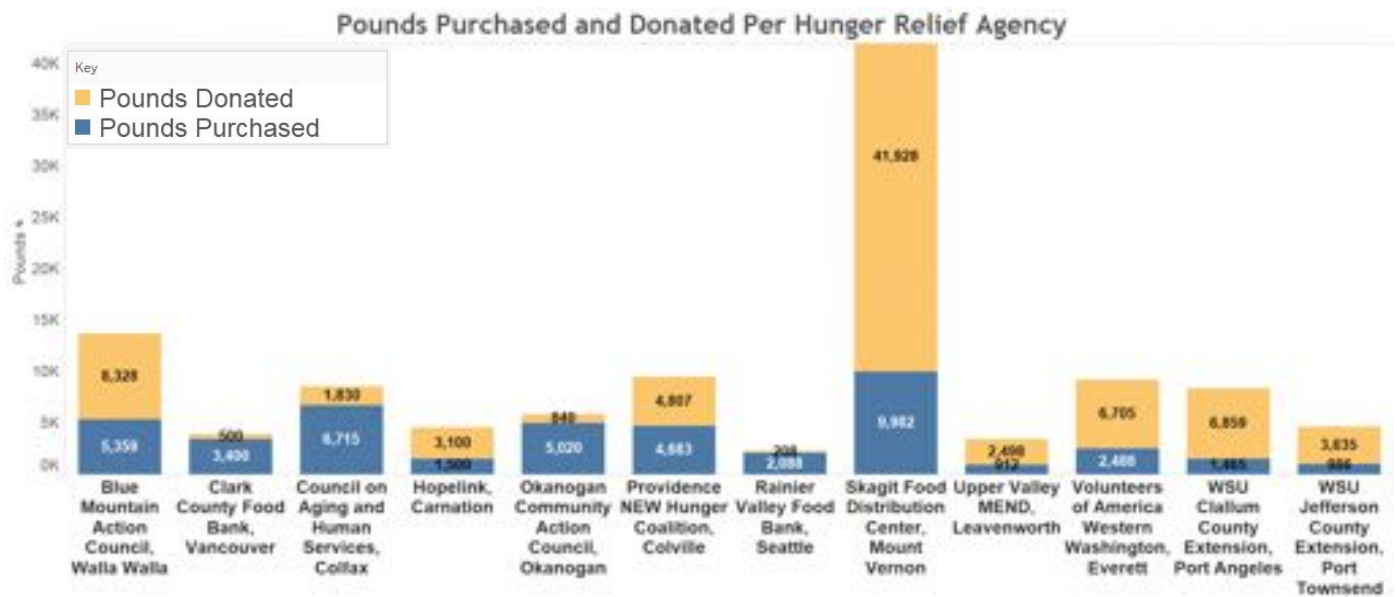
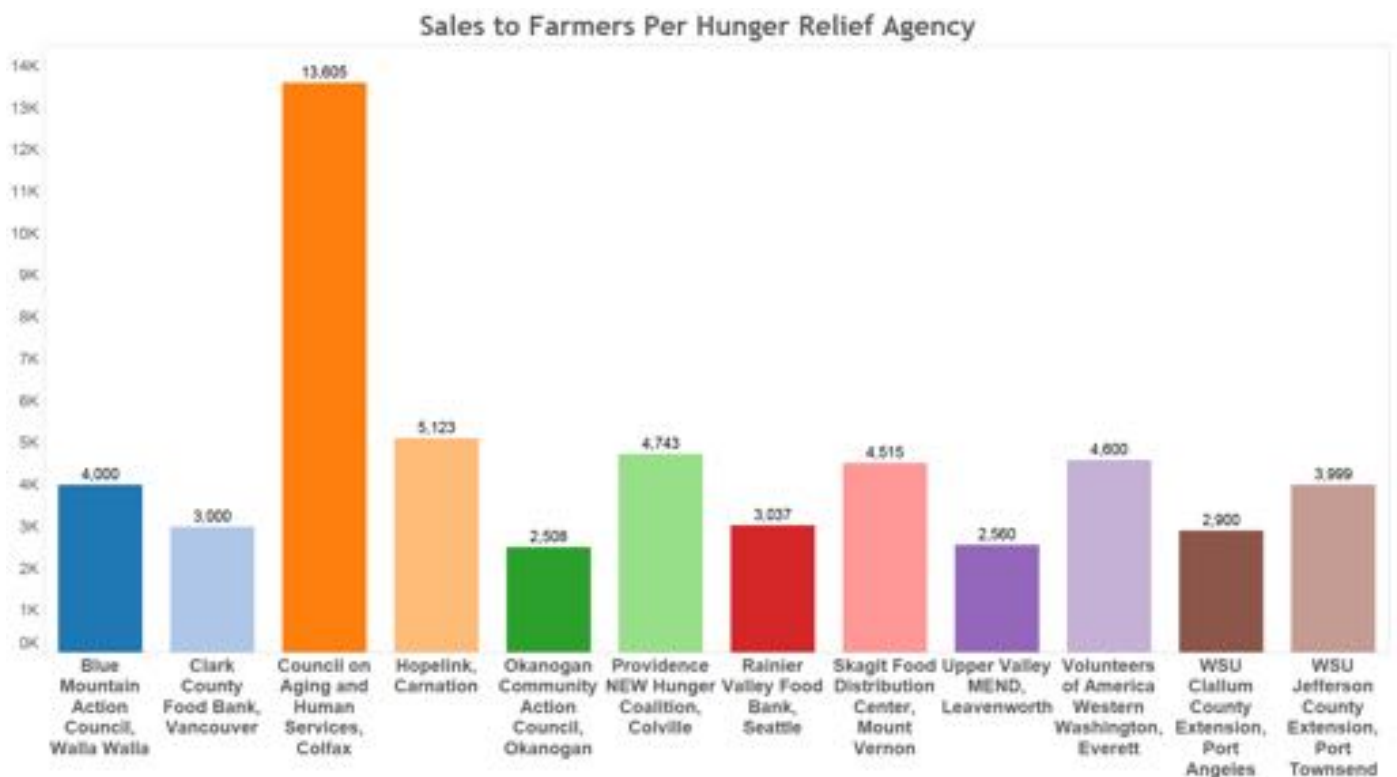


Figure 3





## Did the program increase availability of fruits and vegetables within participating food pantries?

Both WSDA reports and self-reports from food pantry clients and purchasing managers show an increase in the availability of fruits and vegetables within food pantries during participation in the F2FP program compared with other times during the year. Data from the WSDA's Healthier Food Options Reporting on five participating food pantries showed an increase in the proportion of fruits and vegetables offered in four out of five pantries, with increases ranging from 35% to 100%; the remaining food pantry showed a 3% decrease. Only 40% of food pantry clients and 25% of purchasing managers reported no increase and none reported a decrease during the timeframe of program participation.

*"The fact that we've had this program in our area for the last three years has fundamentally changed my approach to my food systems work, trying to increase agricultural production as well as increase access and consumption of local produce. As a pilot project we've gotten enough data about how a sustained program could work to spot some patterns and trends and I feel like I have a much clearer path forward than I had before the program."*

*-Nils Johnson, Providence NEW Hunger Coalition*

## Do participating food pantries provide fresh produce that is accessible to food pantry patrons?

The fruits and vegetables provided at participating food pantries were mostly described as accessible by food pantry clients and of favorable quality. As shown in Figure 4, 76% of clients reported being able to consume all or most of the produce available. Eighty-three percent of purchasing managers reported taking client preferences into account when selecting produce.



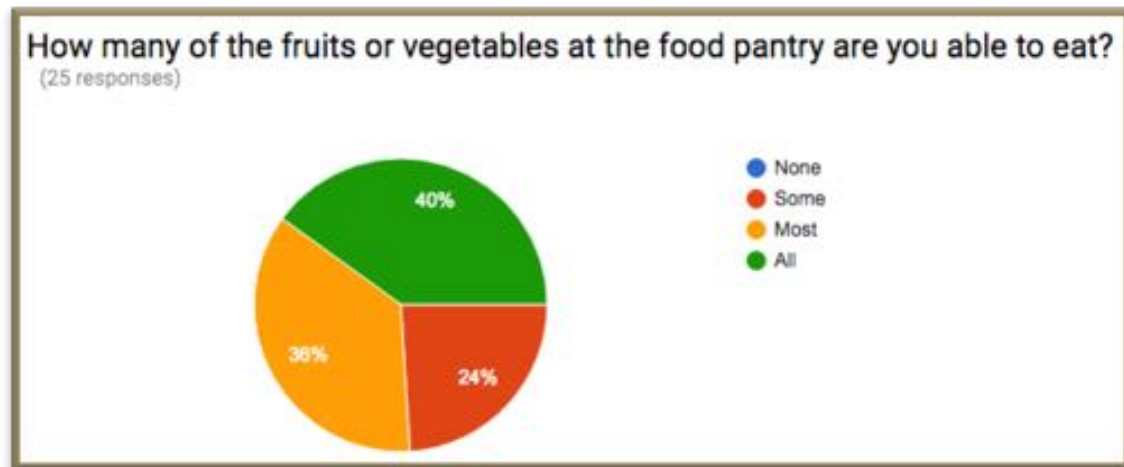
This was most often done informally by identifying the types of produce most taken up by clients, but also through client surveys. Some clients reported not being able to take home produce due to medical constraints (food allergies, inability to prepare foods), mismatch of food available and cultural or personal preference, and lack of knowledge on how to prepare fresh produce. Only three out of the 25 clients surveyed reported not taking home produce because of spoilage. See Appendix B for

detailed client survey results, including preferred produce types per food pantry.

Most clients reported that the quality and variety of produce available was the same or comparable to produce they get elsewhere. Twenty percent of clients reported that quality of produce was less than produce they get elsewhere. One person commented that the food

pantry was his only source of fruits and vegetables. All purchasing managers reported that the food purchased from F2FP contracted growers was of good (23%) or excellent (77%) quality.

Figure 4



Did the F2FP program improve the economic viability of local farming operations or provide other non-monetary benefits to local growers?

Participating growers reported both financial and non-financial benefits from participating in the program. Eighty-one percent reported that the program had a positive impact on their financial security and 40% reported a positive impact on their ability to enter new markets in the future such as wholesale. The remainder reported no impact. A grower in Stevens County noted that the program allowed her to learn that she's capable of selling wholesale and described this as easier than selling at farmer's markets.

*"This program has done as much for us as it has for the people we are serving. It has made us feel better about what we do, it has helped us smooth out our harvesting schedule. It's also helped economically, the least romantic part of farming that financial bottom line. This program has made our farm more financially sustainable."*

*-Guy Spencer, Running Bean Ranch*

Eighty-six percent of surveyed growers reported that they are more willing to collaborate with food pantries in the future because of this program. None reported being less willing. Several growers indicated that the program benefited them by providing an opportunity to sell and move produce in bulk rapidly as soon as it becomes available. Several also spoke to the personal value of supporting their communities. Other benefits cited by growers included:

- ✚ *Providing the security of a guaranteed, timely payment*
- ✚ *Allowing for flexibility in delivery dates, produce type, and transportation responsibilities*
- ✚ *Developing a positive community reputation at farmer's markets*
- ✚ *Selling food in storage in slower months*
- ✚ *Reducing crop waste*

- ✚ *More exposure and confidence*
- ✚ *Financial sustainability*

### Did the program work best for a specific contractual agreement or size of farm or emergency food provider?

*Although some patterns emerged related to contract type and farm/EFP size, conclusions are tentative because of the small number of growers interviewed and the variation of these three domains across all participants.*

#### Contractual Agreement

Purchasing contracts were divided among three categories (the number of contracts per category is listed as N): 1) pre-harvest - funds provided before crops are harvested (N=4), 2) fresh sheets - funds provided intermittently throughout the season after growers and purchasing managers communicate what's in season and what's needed in the food pantries (N=3), 3) post-harvest - funds distributed after produce has been harvested (N=5). Refer to Appendix C for sample contracts of these three types. The pre-harvest or "up front" contract was supported by many growers and most EFPs that have been participating in the program since it began; it was also associated with greater median donations. Four growers preferred the pre-harvest contract to have the security of a guaranteed sale and the resources to prepare crops and specialize their market. One described up-front payments as beneficial because they tend to need money in the spring more than in the fall; another said up-front payment offers the same early season cash flow as a CSA system. Most of the newly participating EFPs used post-harvest contracts. Although produce donations were not detailed in the contracts, they were leveraged from contracted growers and tended to be greater for EFPs that used pre-harvest contracts.



## Farm Size

Farm size was defined in terms of grower's annual gross income and is split into relatively small (N=14) and large farms (N=7), with an annual gross income below and above \$50,000. Smaller farms experienced greater gains in some areas of economic viability as a result of the program. For example, nearly 60% of small farms reported a positive impact on ability to enter new markets in the future such as

*"As a start-up farm with organic produce, it is difficult to build a market against some larger suppliers and those in business for decades. The F2FP program gave us some helpful cash, more exposure, and confidence to help being successful in the future."*

*-The Farm*

wholesale as opposed to 16% of large farms. Small farms were also three times more likely to report experiencing positive gains in terms of produce transportation and attaining necessary resources to plant and harvest crops as a result of the program. Transportation was considered because in most cases EFP staff and volunteers transported all the produce to benefit the grower. These findings shouldn't be interpreted as stating that only small-scale growers are fit for the program. According to one key informant, incorporating some large-scale growers can benefit F2FP programs by providing a more reliable crop source.

## Emergency Food Provider Size

Small EFPs are defined here as distributing to eight or fewer pantries (N=7, vs. N=5 large EFPs). Responses from clients and purchasing managers from small EFPs indicated better quality of produce and greater gains in produce availability during program participation than interviewees from large EFPs. Food pantry clients also reported being able to access a greater amount of produce available at small EFPs. However, large EFPs received 7,807 pounds more in donated produce compared with small EFPs. This could be due to the large EFPs having more storage capacity and a greater volunteer base to attend gleaning events and transport donations from contracted growers. A purchasing manager from a small EFPs and a food pantry manager from a large EFP with the highest donations voiced this perspective. According to one participating grower, large EFPs like Clark County Food Bank benefit rural growers by having multiple distribution sites that are willing to accept delivery of produce.

## What are best practice recommendations for F2FP programs broadly?

*Best practices for F2FP programs were gathered from surveys and interviews with growers, purchasing managers, and other informants familiar with local growers and the hunger relief system.*

### Set clear expectations between growers and emergency food providers

- ✚ List total poundage and several crops preferred by the food pantry and its clients in the purchasing contract.
- ✚ Agree on a wholesale price for each crop.
- ✚ Be specific early on about the best days, times, and locations to glean, pick-up, and deliver produce that work for both parties. Some purchasing managers picked up food from growers at the farmer's market where they were centrally located.



- ✚ **Clearly identify when funds will be distributed** to the grower in the contract. This was not the case for at least one grower, who reported delayed payment after the growing season had ended.
- ✚ **Consider setting a quality standard** for purchased and donated produce. Transitioning from receiving donated to purchased food from a grower can result in an abundance of produce with low shelf-stability.

### Allow for flexibility in the purchasing contract and in sharing roles and resources between the EFP and the grower

- ✚ **Establish a contingency plan** in the purchasing contract in the event of a crop failure. This is especially important for farms that are experimenting with new crops or trying to grow popular crops during a time of year that is different for them. An example of a contingency plan would be allowing for crop substitution if ample notice is given and food bank approval is acquired. This may allow food pantries to access fresh produce during months when it's typically not available.
- ✚ **Negotiate with the grower** to determine whether the EFP or the farm will be responsible for packaging and transporting purchased and donated produce based on each other's capacity. Although some growers packaged and transported all purchased and donated items, in most cases growers packaged the purchased produce, and food pantry volunteers and staff transported all produce and packaged donated produce. Some food pantry staff provided re-used packaging materials for small farms to save costs and lower produce prices.
- ✚ Once mutually trusted relationships are established, **be flexible with delivery dates as well as the type and volume of produce accepted** throughout the growing season without compromising food pantry produce variety or storage capacity. This flexibility allowed growers to have a market for overproduction rather than having food spoilage and taking crop abundance as a loss. However, this flexibility should be monitored because giving the grower full control to determine the produce they provide can also create an overabundance of a certain type of produce within the food pantry.

### Establish continual relationships with growers

- ✚ **Consider providing year-round volunteers** to cultivate crops and increase gleaning opportunities.
- ✚ **Host a Growers Round Table meeting** to build relationships with growers and facilitate the contract process. A grower and a purchasing manager expressed interest in having more conversation between the EFP and the grower regarding the contracts. On his third year of participating in the program, another purchasing manager from the NEW Hunger Coalition presented sample contracts at a Growers Round Table meeting where growers learned the basics of the program and were able to sign up easily. These events can also be used to surface ideas on fundraising and to discuss the grower's role and motivation to participate in the hunger relief system. For more information on hosting a Grower Round Table meeting, visit [firstharvest.org/harvest-against-hunger/grower-round-table/](http://firstharvest.org/harvest-against-hunger/grower-round-table/)

## What are recommendations for program improvement?

*The following recommendations for Farm to Food Pantry are based on feedback gathered from participating purchasing managers and growers during this year's program and also recommendations outlined in prior year's purchasing reports.*

### Advocate for earlier contracts

- ✚ **Determine a strategy to allow purchasing managers to begin establishing contracts with growers well before the growing season (December-February).** Four growers and five purchasing managers requested that funding (or notice of funding) be secured earlier so contracts may be arranged with enough time for growers to make appropriate planting decisions. Meadow Johnson from Sweet Meadows Farm mentioned that this would be a way for the contracts to curb some of the risk and insecurity associated with farming. This sentiment was echoed in prior reports as well.

### Provide more guidance to purchasing managers

- ✚ **Offer guidance for developing purchasing contracts, the number of farms to work with given limited funds, overall expectations for the purchasing manager role, and developing and maintaining relationships with growers (best practices for communication).** This could be led and maintained by an AmeriCorps VISTA service member and should reflect evolving best practices according to purchasing managers throughout the program. Other specific topics that could be addressed are the benefits and drawbacks to each contract type. Purchasing managers requested that an “educational packet” or “playbook” be provided or made available online.
- ✚ **Provide information or collaborative opportunities among purchasing managers regarding wholesale pricing.** Although most produce was sold at wholesale rate as determined by the grower, some purchasing managers adjusted prices based on client preferences, typical supply of certain items at the food pantry, acceptability of “seconds” quality, and the cost of labor for packaging and transporting produce. Several purchasing managers expressed confusion regarding pricing from prior bulk donors and considering volunteers take on roles outside of a traditional purchasing arrangement such as harvesting, washing, and transporting the produce. A participating grower and purchasing manager also mentioned that they would have preferred “common guidelines that reflect the needs of small farms but also keeps the program viable” and “a pricelist rather than conceding to the farmer’s set price.”
- ✚ **Provide information or collaborative opportunities among purchasing managers regarding fundraising.** Several growers and purchasing managers considered the grant funding to be limited. However, some purchasing managers have developed creative solutions for raising matching funds or fundraising in general that should be shared with other participants. Reported fund-raising strategies involved seeking donations from CSA silent supporters, local charitable and philanthropic organizations, the Hunger Coalition Gala, Walmart, and a local credit union. Five out of the twelve purchasing managers diverted funds from their existing budget

for food purchases to match funds. Jeff Mathias from Blue Mountain Action Council spoke to local growers about reaching out to restaurants that buy their produce to raise awareness about F2FP and seeking donations from them and their client base.

## Report Conclusion

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This evaluation found that WSDA funding coordinated by Rotary First Harvest, combined with the efforts of emergency food provider staff and AmeriCorps VISTA service members, are successfully increasing the availability of fresh fruits and vegetables in food pantries and supporting financial security for local growers. Clients of participating food pantries consider the types of produce made available to be mostly accessible and of similar quality as produce they get elsewhere. The program provides participating growers, especially those of smaller-scale, with appreciated wholesale experience and confidence to enter new markets. Other benefits provided to growers include upfront payment through the pre-harvest purchasing contract model and flexibility in selling unanticipated crops after experiencing crop failure or experimenting with new varieties and timing of crops. Increased funding and earlier contract dates were identified as clear areas for program improvement.



This program has advanced conversations and ways of thinking about how a community can provide the right types of foods to our neighbors in need while supporting a local food system that supports our local economy and is environmentally sustainable. It expands the role of the farm to include increasing access and consumption of local produce and cultivates relationships between two systems that can lean on and benefit greatly from each other in unique ways. Continued and increased funding for this program would be a beneficial investment in the health and vitality of our communities, especially those young and old who are experiencing food insecurity and lack of access to nutrient-rich foods.

## WSDA: Final Thoughts

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As the Farm to Food Pantry Pilot Program gains further success, it is important for WSDA Food Assistance 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. Our F2FP program also helps promote and create further viable farming and employment opportunities in urban and rural settings statewide.

We are promoting this vision of a continued symbiotic relationship between farmers and the emergency food system in Washington State through our Farm to Food Pantry Program in several ways.

1. **Funding Sources:** Currently the funding we are able to dedicate to our F2FP program is not guaranteed. It is carved out of existing funding sources that our program has; which means that year to year the amount of funds we are able to dedicate to the program can fluctuate widely. We are committed to making additional partnerships that will help our F2FP program not only continue, but thrive. One way we have been able to do this is through our DOH SNAP-Ed grant. We have been awarded funds to help with farmer labor and seed costs in Whitman County for the 2017 growing season.
2. **Data Analysis:** With the growth of our F2FP program, the tools used to collect data to support achieved outcomes becomes more crucial. Qualitative and Quantitative data are the best means we have to share with our external partners, non-profits, legislature and other state agencies the effectiveness of our program and help garner additional support. This will become a more prevalent focus each year.
3. **Outreach and Communications:** Both internal and external communications are vital for the success of this program. This year we will be hosting a F2FP participant wrap up meeting for the 2016 growing season. This will help garner feedback on all aspects of the program from F2FP lead agencies, food pantries, farmers and other program staff. Suggestions for streamlining, efficiency and practical application will be main points of conversation. We will also be hosting a kick off meeting for 2017 season to share improvements for this year's program. We have also added a dedicated Farm to Food Pantry Program page on our WSDA FARM website. This site will provide partners and the public with all publications released concerning our F2FP program.  
<http://agr.wa.gov/foodprog/F2FP.aspx>



## Thank You

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WSDA Food Assistance and Regional Markets (FARM) 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, F2FP lead agencies, and food pantries who chose to participate in the Farm to Food Pantry Program this year. 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.

We like to give a special thanks to the following F2FP Program Supporters:

Count Me in for Quilcene (CMIQ)  
Providence NEW Hunger Coalition  
Walmart Foundation

Many regional funding sources supported Farm to Food Pantry and other related healthy nutrition initiatives.

## In the Press

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Below are the 2016 articles published that featured the F2FP program:

*"Getting Ugly Produce onto Hungry People's Plates,"* Civil Eats

<https://www.firstharvest.org/wp-content/uploads/2017/01/Getting-Ugly-Produce-onto-Hungry-People's-Plates--Civil-Eats.pdf>

*"Farm to Food Pantry Takes Root Through State Program,"* Union Bulletin

<https://www.firstharvest.org/wp-content/uploads/2017/01/Farm-to-pantry-takes-root-through-state-program--Health-Fitness--union-bulletin.pdf>

## Appendix A - Survey Questions

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### **Growers**

First, a few general questions about you and your farming operation:

1. Please share your name and the name of your farm:
2. How do you mainly sell your product?
  - a. Wholesale
  - b. Community-Supported Agriculture (CSA)
  - c. Retail at farmers' markets
  - d. Other (please indicate)
3. To give us a sense of your farm size, please share your annual gross farm income:
  - a. Less than \$1,000
  - b. \$1,000 - \$49,999
  - c. \$50,000 - \$99,999
  - d. \$100,000 - \$249,000
  - e. More than \$250,000
4. At the request of our sponsor (WSDA), have you served our country through active service in any branch of the US Military (Army, Air Force, Navy, Marines, Coast Guard)?
  - a. Yes
  - b. No

These next questions are about the influence of the program on the economic viability of your operation and your partnership with the food bank:

5. How did your contract and participation in the F2FP program impact the following aspects of your business?
  - a. Financial security (negative impact, no impact, positive impact)
  - b. Crop predictability (negative impact, no impact, positive impact)
  - c. Ability to attain necessary resources to plant and harvest crops (negative impact, no impact, positive impact)
  - d. Produce transportation (negative impact, no impact, positive impact)
  - e. Ability to enter new markets in the future such as wholesale (negative impact, no impact, positive impact)
6. Did the contract offer you any flexibility or other value not typically provided by other sales? If yes, please explain.
7. Did you ever have exchanges with the purchasing manager on needing to improve any aspect of the program? If so, were your concerns addressed?
8. How did participating in this program impact your willingness to collaborate with food banks in the future?
  - a. I am now less willing to collaborate with food banks in the future
  - b. No impact
  - c. I am now more willing to collaborate with food banks in the future

Just a few last questions on best practices:

9. How often were you in communication with the purchasing manager (or point of contact at the food bank) throughout the growing season?
  - a. Less than once a month
  - b. 1 - 2 times per month
  - c. 3 - 4 times per month
  - d. More than once per week
10. Did you find this frequency to be sufficient?
11. What are some things that went well with the program in general? (please consider timing, reliability, transportation, distribution, etc.)

12. What were some things that you think could be improved with the program in general? (please consider labor, reliability, community relationships, up-front payments, etc.)
13. What motivates you to be involved with this program?
14. Is there anything else that you'd like to share on how this program has affected your farming operation?

### **Purchasing Managers**

Thank you for participating in the 2016 Farm to Food Pantry (F2FP) program! Your feedback is essential for evaluating what about this program is working well and what could be improved. Please take a few moments to complete the following survey. Your time is very much appreciated.

First, a few specific questions about how the funds from Rotary First Harvest were used and matched:

1. How much was each contracted grower paid?
2. How did you decide on the price per pound to pay growers?
3. Please provide the type and quantity (in pounds and estimated retail value if known) of produce purchased from each participating grower through the F2FP program.
4. Please provide the type and quantity (in pounds and estimated retail value if known) of produce donated and gleaned from each participating grower through the F2FP program. (have separate fields for donated and gleaned)
5. What was the total amount of funds that your agency raised to match the grant provided by the WSDA through Rotary First Harvest?

These next questions are about the impact of the program on the availability of fresh, local produce in your food bank and your partnerships with growers.

6. Were all of your contracts fulfilled the way they were intended? If not, please explain what change occurred.
7. How did the availability of fresh produce in your food bank change in July-September of this year compared with other months on average? (decreased, stayed the same, slightly increased, considerably increased)
8. How would you rate the quality of the produce your food bank purchased from contracted growers?
9. How easy was it for you to get in touch with the contracted growers? (very difficult, somewhat difficult, fairly simple, or very easy)
10. Did you ever have exchanges with a grower on needing to improve any aspect of the program?
  1. If so, were your concerns addressed?
11. How did participating in this program impact your willingness to collaborate with local growers in the future? (no impact, I am now less willing, I am now more willing)

Lastly, please share your feedback on best practices:

12. How often were you in communication with the growers throughout the growing season? (less than once a month, 1 - 2 times per month, 3 - 4 times per month, more than 4 times per month)?
13. Is there anything that would have made the contracts with growers more effective or efficient?
14. How were you able to match the F2FP funds? Please share what worked best to raise matching funds.
15. Were client preferences considered when ordering food for purchase or gleaning? If so, how were these preferences known?

16. What features of this program worked really well and what needs to be tweaked to make it more effective in the future?
17. Please describe who carried out for the following components of the program:
  1. Packaging the purchased produce (the grower, myself, food bank volunteers, myself and food bank volunteers)
  2. Packaging the donated produce (the grower, myself, food bank volunteers, myself and food bank volunteers)
  3. Transporting the purchased produce from the farm to the food bank (the grower, myself, food bank volunteers, myself and food bank volunteers)
  4. Transporting the purchased produce from the farm to the food bank (the grower, myself, food bank volunteers, myself and food bank volunteers)
  5. Packaging and transporting the gleaned produce (the grower, myself, food bank volunteers, myself and food bank volunteers)
18. Is there anything else that you'd like to share on how this program has affected you or food bank?

### **Regular Clients**

1. If you have been to this food pantry for multiple seasons, was there a noticeable change this summer in terms of the fresh fruits and vegetables offered compared with other seasons?
2. How many of the fruits or vegetables at the food pantry are you able to eat? (none, some, most, all)
3. Which types of fresh fruits or vegetables do you normally like to eat from the food pantry?
4. Is there anything that kept you from taking home fresh produce offered at the food pantry (a food allergy, lacking the resources to prepare fresh foods, etc.)?
5. How does produce that you get from the food pantry compare with other produce that you might get elsewhere? For example, is there anything that stands out about the quality or variety about the foods here?

## Appendix B - Food Pantry Client Responses

| Timestamp          | What food bank are you visiting?                    | If you have been to this food pantry for multiple seasons, was there a noticeable change this summer in terms of the fresh fruits and vegetables offered compared with other seasons? | How many of the fruits or vegetables at the food pantry are you able to eat? | Which types of fresh fruits or vegetables do you normally like to eat from the food pantry?                    | Is there anything that kept you from taking home fresh produce offered at the food pantry (a food allergy, lacking the resources to prepare fresh foods, etc.)?  | How does produce that you get from the food pantry compare with other produce that you might get elsewhere? For example, is there anything that stands out about the quality or variety about the foods here? |
|--------------------|---|---|--|--|--|---|
| 10/6/2016 15:25:01 | Rainier Valley Food Bank                            | no  | Most   | orange, apples, gai lan, bok choy, Chinese veggies, oranges, apples, bananas, broccoli, napa cabbage, bok choy | not to taste (cultural preference)   | good variety and quality  |
| 10/6/2016 15:29:29 | Rainier Valley Food Bank                            | No  | Most   | potato, carrot, squash, corn, anything fresh (everything - tomatoes, potatoes, corn, anything fresh)           | taste (canned)   | good quality and variety  |
| 10/6/2016 15:33:26 | Volunteers of America Western Washington in Everett | Yes, more   | All  | tomato, potato, all  | food allergy   | same  |
| 10/6/2016 15:37:03 | Volunteers of America Western Washington in Everett | Yes, less   | Most   | anything fresh   | sometimes food is rotten   | less quality and variety  |
| 10/6/2016 15:38:18 | Volunteers of America Western Washington in Everett | No  | Most   | citrus, bananas, vegetables, broccoli (canned or fresh)  | taste  | same  |
| 10/6/2016 15:39:28 | Volunteers of America Western Washington in Everett | No  | Some   | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | sometimes the food doesn't look so good  | less quality and variety  |
| 10/6/2016 15:42:04 | Volunteers of America Western Washington in Everett | no  | Some   | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | no   | same  |
| 10/6/2016 15:46:35 | Hopelink Carnation                                  | No- they're usually consistent  | Most   | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | no   | better quality and variety  |
| 10/6/2016 15:49:12 | Hopelink Carnation                                  | Yes, increased  | Most   | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | sometimes it's rotten but it's been a while  | good quality but it's less fresh than at the grocery store  |
| 10/6/2016 15:51:23 | Hopelink Carnation                                  | yes, more   | All  | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | no but her daughter's diabetic   | a little less quality (doesn't last as long)  |
| 10/6/2016 15:52:41 | Hopelink Carnation                                  | Yes, increase   | All  | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | no   | the same quality and variety  |
| 10/6/2016 15:54:40 | Hopelink Carnation                                  | yes, increase   | All  | potatoes, nectarines, pears, peaches, most everything, mushrooms, greens                                       | Learning to like them, getting used to the greens  | this is the only place that I get fruits and vegetables   |
| 10/6/2016 15:55:53 | Community Cupboard of Leavenworth                   | no  | All  | all  | no   | same  |
| 10/6/2016 15:56:20 | Community Cupboard of Leavenworth                   | yes, more   | All  | all  | no   | same  |
| 10/6/2016 15:56:59 | Community Cupboard of Leavenworth                   | yes, more   | All  | all  | not able to sit and prepare food after surgery   | varies  |
| 10/6/2016 15:57:56 | Community Cupboard of Leavenworth                   | it almost always varies in the summer (no)  | Most   | strawberries, plums, greens, apples, squash  | energy level   | not as fresh  |
| 10/6/2016 15:58:01 | Community Cupboard of Leavenworth                   | no  | Some   | everything fresh, apples, potatoes   | taste  | more fresh, less variety  |
| 10/6/2016 16:07:44 | Rainier Valley Food Bank                            | Yes, more   | Some   | potatoes, canned peaches, tomatoes, green onion, spinach   | I had a stroke and that makes it hard to swallow; I don't know how to cook squash and some of the other things. Sometimes volunteers will come to cook but I don't remember the recipe. I need recipe cards. I don't like iceberg lettuce. | There's more variety, they try and make sure they put fresh produce out   |
| 10/6/2016 16:08:33 | Rainier Valley Food Bank                            | no  | Some   | grapes, apples, oranges, bananas, potatoes, tomatoes   | no   | same quality and variety  |
| 10/6/2016 16:09:29 | Rainier Valley Food Bank                            | yes, more fresh   | All  | greens, bananas, corn on the cob, carrots  | no   | quality is good   |
| 10/6/2016 16:10:57 | Sequm Food Bank                                     | no  | All  | squash, everything   | some allergies (can't have mushrooms)  | sometimes better quality and variety because it's coming from the farm  |
| 10/6/2016 16:12:04 | Sequm Food Bank                                     | more abundance  | All  | onion, potato, green pepper, anything for stir fry, prepared onion   | no   | better quality and variety  |
| 10/6/2016 16:17:06 | Sequm Food Bank                                     | more, there's usually more in the summer  | Most   | all vegetables   | diabetes - no fruit  | less quality than grocery store   |
| 10/6/2016 16:21:50 | Sequm Food Bank                                     | yes, more, more fresh   | Some   | bananas, apples, lettuce, cucumber, kiwi   | aesthetics - weird shape, dent, spider   | more fresh, pretty good   |
| 10/6/2016 16:22:45 | Sequm Food Bank                                     | yes, more   | Most   | carrots, tomatoes, lettuce, others   | sometimes they have less available   | very comparable   |



## Appendix C - Sample Contracts

### Pre-Harvest Contract

SJ WORKS LLC  
2802 Woodcock Road  
Sequim, WA 98382

6/8/2016

Dear James Burtie,

Please accept this letter as a contract to participate in WSU Clallam County Extension's Farm to Food Bank Purchasing Project. We will commit to purchase \$1000 dollars of produce from River Run Farm. All purchase obligations will be completed by Sept. 1<sup>st</sup> 2016. Produce to be purchased will be based on grower's seasonal availability, weather conditions and production overages\*. Please keep in mind that Food Bank recipients have stated that leafy greens, berries, carrots, tomatoes and green beans are preferred produce. If this contract is acceptable, please sign and return it.


\*Production overages shall include and vegetable or fruit that may be unmarketable due to slight cosmetic damage but otherwise fresh, nutritious, and fit for human consumption.

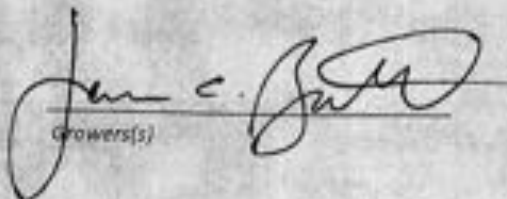
**Pick-up Information**

WSU Clallam County Extension and/or Port Angeles Food Bank will pick-up the harvested product from River Run Farm. The logistical agent and receiver of your produce will be the Food Recovery Coordinator, Daniel Littlefield. Please direct inquiry or correspondence to him at 360-417-2279 or by email at daniel.littlefield@wsu.edu.

We are very excited to start the Farm to Food Bank Purchasing Project this year. Our partnership with River Run Farm is greatly valued and appreciated. This project will not only support economic development of our agricultural sector, it will help provide fresh, nutritious, locally produced food to food-insecure families across Clallam County.

Sincerely,

  
Daniel Littlefield  
Food Recovery Coordinator  
WSU Clallam County Extension

  
Growers(s)

## Fresh Sheet Contract



5/26/2016


Oxbow Center & Organic Farm  
10819 Carnation-Duvall Rd NE  
Carnation, WA 98014

Dear Sara Dublin and Adam McCurdy,

Please accept this letter as a contract to participate in the 2016 Farm to Food Pantry program with Rainier Valley Food Bank. We will commit to purchase \$2,000 of produce from Oxbow Center and Organic Farm using the Fresh Sheet Model. Each week Rainier Valley Food Bank will receive a Fresh Sheet listing of produce offerings with wholesale prices for Rainier Valley Food Bank to order from. Oxbow Farm will provide a 10% discount on all purchases made by Rainier Valley Food Bank and will deliver produce to Rainier Valley Food Bank on Fridays between 8:00am-3:00pm. If these terms are acceptable, please sign and return.

The logistical agent for ordering produce and coordinating deliveries is Community Outreach Coordinator, Lil Fischer. Please direct any inquiry or correspondence to her at (206)723-4105 or by email at [lf@rvfb.org](mailto:lf@rvfb.org).

We are very excited to participate in Rotary First Harvest's Farm to Food Pantry program and look forward to partnering with Oxbow farm. Thank you for choosing to partner with us in improving the accessibility of nutritious foods in the Rainier Valley.

  
Executive Director

5/26/16  
Date

  
Farm Manager

5/30/16  
Date

## Post-Harvest Contract



May 20, 2016

Oxbow Organic Farm and Education Center  
10819 Carnation Duvall Rd NE  
Carnation, WA  
98014

Dear Oxbow,

Please accept this letter as a contract to participate in Rotary First Harvest Farm to Food Pantry Program. We will commit to purchase \$2,500 of various types of produce that may include the following as available: Green Beans, Beets, Broccoli, Carrots, Celery, Cucumber, Escarole, Fennel, Greens (Swiss Chard, Collard Greens), Herbs, Lettuce, Parsnip, Radicchio, Rhubarb from Oxbow. If this contract is acceptable, please sign and return it at your earliest convenience.

#### Delivery/Pick-up information

Hopelink is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Scott Milne 425-445-9992 or [scottm@hope-link.org](mailto:scottm@hope-link.org).

agreed upon date and time.

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 this original contract to me at the address at the lower right.

Sincerely,

Scott Milne  
Food Program Manager

A community action agency

[www.hope-link.org](http://www.hope-link.org)

425-889-7880

#### Hopelink Programs

Emergency Services

Bellevue

Kirkland/Northshore

Redmond

Shoreline

Sno-Valley

Adult Education

Transportation

Housing

Family Development

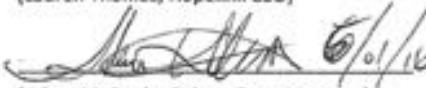
Hopelink Kirkland  
11011 120<sup>th</sup> Ave. NE  
Kirkland, WA 98033

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Local Produce Purchasing Program (cont.)

Required signatures:

  
(Lauren Thomas, Hopelink CEO)

 6/01/16  
(Adam McCurdy, Oxbow Farm Manager)

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## Bibliography

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