

2017 Farm to Food Pantry



Photo credit: Nils Johnson | N.E.W. Hunger Coalition



Washington
State Department of
Agriculture

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Background

One in Six Washingtonians used the services of their local food pantry in 2017.

From July 1, 2016 to June 30, 2017, Washington State food pantries distributed 140.47 million pounds of food to 1.16 million Washingtonians struggling to put food on the table. Food pantries play a vital role in promoting food security among vulnerable populations but face challenges in providing fresh, nutrient-rich produce. Through its Food Assistance programs, the Washington State Department of Agriculture (WSDA) designated funding to support a direct farm to food pantry purchasing initiative.

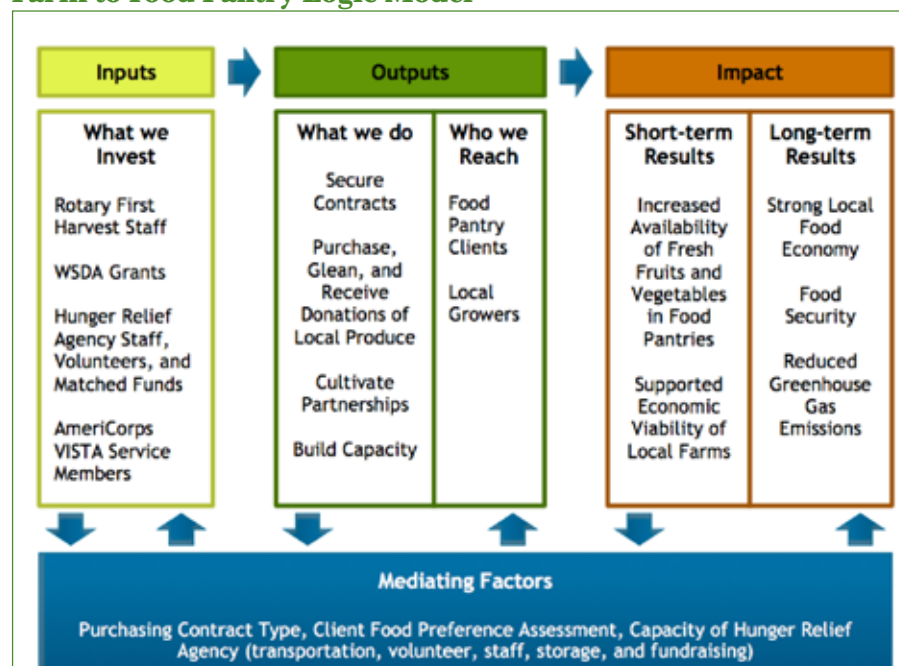
The Farm to Food Pantry (F2FP) initiative was launched as a pilot program in 2014 to test and develop models for connecting farmers with local hunger relief efforts. The initiative has continued to evolve and expand, increasing the quality and nutrient density of fresh produce available to Washingtonians in need. WSDA's Food Assistance programs are committed to support these additional food purchases in a way that is beneficial for local farmers and supports key agricultural conservation goals.

WSDA engaged Rotary First Harvest to coordinate the allocation of the funds and to manage and develop the initiative. Rotary First Harvest distributed grants to 12 F2FP lead agencies serving more than 144 food pantries in 17 counties throughout the state. F2FP lead agencies used the grant money to purchase produce directly from local growers.

The purchasing initiative is unique in its multifaceted goals; it seeks to support local growers as well as bring fresh produce into the hunger relief system. Participating F2FP lead agencies were required to use the WSDA grants to leverage local match funding to increase resources available. These community matched grants can double or even quadruple the amount of funds available to purchase local produce. Once the growers participating in the purchasing program are identified, contracts are negotiated and signed, with each site stipulating the quantity and purchase price of produce to be provided (see page 31 for details of a new contracting process focusing on nutrient density and client preferences that was developed by Northeast Washington Hunger Coalition this season).

F2FP allows participating organizations to diversify the fresh produce available based on client demographics and feedback. The initiative also expands markets for farmers, which strengthens the local food system through symbiotic relationships between food pantries and growers. The resulting relationship structure allows participating growers to donate additional produce without impacting their existing business model.

Farm to Food Pantry Logic Model



WSDA Food Assistance Programs Initiative Summary and Next Steps



Washington
State Department of
Agriculture

Washington State Department of Agriculture's Food Assistance programs is committed to pursuing new and innovative ways to bring healthy, nutritious food to hungry people while promoting the economic growth and viability of Washington farmers. We strive to see Washington full of vibrant farms and healthy communities with easy access to nutritious food.

We are proud of our ongoing partnership with Rotary First Harvest, and the impact the Farm to Food Pantry initiative is making in 43.6% of Washington counties. Since our pilot in 2014, WSDA has invested \$98,467 in the initiative, with \$77,000 of that going directly to farmers. Farmers also received \$52,181 in local match and SNAP-Ed funding for a grand total of \$129,181 targeted for farm direct purchases. This resulted in food pantries receiving over 395,882 pounds of nutrient dense produce (purchased, donated, and gleaned) to distribute to low-income families in the state of Washington. Food pantries paid an average of \$0.33 per lb. of produce including the donated and gleaned produce received.

This initiative helps promote a community-based food system, increasing the viability and success of both agricultural producers and emergency food assistance providers. As our local food system evolves, the Farm to Food Pantry initiative provides a platform to support farmers entering new markets with minimal risk, such as the growing number of military veterans entering the agricultural sector.

The current funding for this initiative is pieced together from existing state and federal funds earmarked for operating food pantries. The amount of funds dedicated to the initiative can fluctuate year to year. Despite these funding challenges, we are committed to seeing this initiative grow and thrive throughout Washington State. Data is power, and we cannot manage what we cannot measure. This report compiles the qualitative and quantitative data gathered from participants throughout the year, and highlights the effectiveness and successes of the initiative. Our intention is to share the data found in this report with external partners, non-profits, other state agencies, as well as the legislature, to help garner additional support.

As a way to secure more funding for the initiative, we have partnered with the Washington State Department of Health as part of a Policy, Systems, and Environment SNAP-Education grant. The grant provided enough funding to allow one lead agency to pay their farmers for labor and seed costs prior to harvest, in exchange for a set amount of produce delivered to their pantries. The grant also funds the development of tools informing clients about healthy options in their food pantries, creating mechanisms to utilize the fresh produce received through this initiative. Our hope is to expand the initiative into Yakima County in 2018 using these SNAP-Ed grant funds.

WSDA would like to thank all the hard working participants of this initiative who are dedicated to getting fresh, nutrient-dense produce into the hands of Washington's neediest. This initiative is only as fruitful as it is because of the commitment of these farmers, lead agencies, food pantries, donors, and Harvest Against Hunger VISTAs. 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, that has made this initiative such a success.

Rotary First Harvest

Listening and Learning



One of the most challenging aspects of both farming and hunger relief is finding effective and efficient ways to deliver healthy, nutrient-dense fresh produce to those in need. At Rotary First Harvest, we are constantly exploring sustainable and effective ways to engage food sources (e.g. farmers, processors, packing houses) with hunger relief programs that serve hundreds of thousands of men, women and children across Washington State.

The F2FP model has helped Rotary First Harvest and our hunger relief partners to test and expand relationships and program models that are changing the dynamic in providing fresh produce for our Washington State's most vulnerable people. The concept for F2FP was originally developed after a series of post-harvest conversations with growers revealed that a small infusion of cash at the right time of the season can make the difference in a farmer's success. Today, F2FP continues to function as an incubator where new program models and ideas are being tested every season. These exciting new developments offer solutions that can be shared in communities statewide. Many of the concepts and models built through F2FP have been incorporated into broader hunger relief efforts across Washington.

We thank our partners at the WSDA for providing the funding that helped to leverage additional donations by numerous funders at locations participating in this year's initiative. These matching funds - and the positive results of the F2FP projects - have engaged new donors to support hunger relief and food systems projects on an ongoing basis.

We are also grateful for the resource that our Harvest VISTAs and other site leaders provided in developing relationships with growers that were specific to the resources and needs in each community.

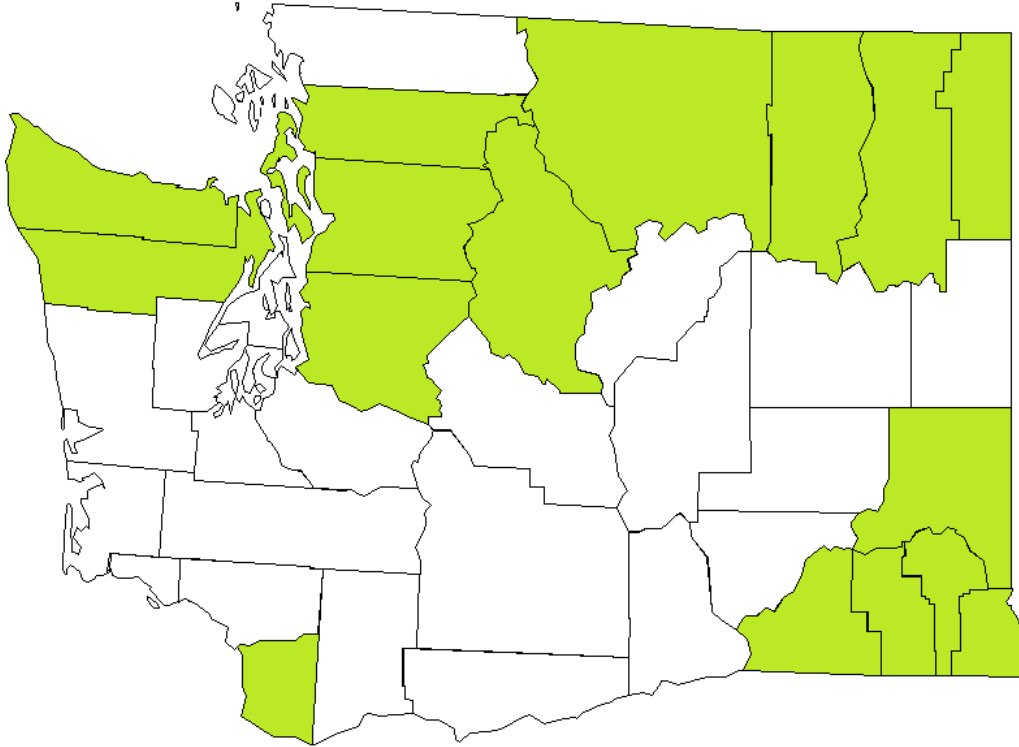


Photo credit: Alyce Henson | Rotary International

Finally, we thank the many farmers and agencies who have helped us to grow and develop the F2FP initiative. Their enthusiastic support for this important way to connect local food to local need is inspiring. We are grateful for their support and guidance, and look forward to continuing to work with them to expand and improve this important project.

F2FP's Reach

It is the intention of Rotary First Harvest and WSDA to create a broad geographical mix to test and develop the initiative's validity in a variety of communities. Now in its fourth year, F2FP collaborated with 55 growers and 12 F2FP lead agencies (comprising a mix of contractors, sub-contractors and sub-sites) that distribute food to a total of 144 food pantries and meal programs, spanning across 17 counties.



F2FP initiative's impact 43.6% of all counties in Washington.

Key Metrics

Year	2014	2015	2016	2017
Number of Farms	11	23	54	55
Number of Counties Impacted	3	6	15	17
Amount of WSDA Funding	\$12,000	\$14,000	\$29,000	\$27,000
Amount of Matching Funds	\$0	\$4,500	\$25,590	\$17,091
Pounds of Produce Purchased	14,423	23,503	44,598	42,042
Pounds of Produce Donated	15,878	18,681	81,238	155,519
\$ per Pound Purchased	\$.83	\$.79	\$1.22	\$1.05
\$ per Pound Purchased/Donated/Gleaned	\$.40	\$.44	\$.43	\$.22

Participating Farms by County

Chelan

Oh Yeah! Farms
Tierra Garden Organics
Hope Mountain Farm

Clallam

Agnew Alder & Aquaponics Family Farm
Johnston Farm
River Run Farm
Chi's Farm
Blue Berry Haven Farm
Kol Simcha
The Farm
Wild Edge Farm

Clark

Halvorson's Farm
Roots to Road
Wild Roots

Jefferson

Dharma Ridge Farm
Midori Farm
One Straw Farm
Red Dog Farm
Serendipity Farm
Shorts Family Farm
Spring Rain Farm

King

Cascadia Greens
Clean Greens
Oxbow Farm and Conservation Center

Okanogan

Delap Orchards
Harvesting Autumn
The King's Garden

Skagit

Blanchard Mountain Farm
Highwater Farm
Treehouse Produce

Snohomish

Garden Treasures Nursery and Organic Farm

Stevens

Colville Corn Maze
Drumming Grouse Farm
Front Porch Farm
Garden of Eaton
Kowlitz Farms
Lloyd Farms
Meadowlark Farm
Sweet Meadows Ranch
Wildwood Manor, LLC

Whitman

Backyard Harvest
Barb Kinzer
Booker Street LLC
Craig Van Tine
Ft. Collins Produce
Johnson Cooperative
McNeilly Ranch
Pioneer Produce
Runner Bean Ranch
WSU Organic Farm
Wilson Banner Ranch

Walla Walla

Frog Hollow Farm
Hayshaker Farm
R & R Produce
Welcome Table Farm

F2FP Improvements

Based on last year's feedback from lead agencies, Rotary First Harvest and WSDA developed new tools to help F2FP participants to better share ideas, communicate best practices and assess initiative activities.

F2FP Conference Calls

Rotary First Harvest and WSDA facilitated a series of conference calls to share information and updates about initiative planning and activities. Starting with an initial call to discuss activities and lessons from previous seasons, the calls were held several times throughout the growing season and served as a way for F2FP lead agency personnel to report on their own program's activities as well as learn from other lead agency personnel in this season's group. A planned wrap-up call will identify opportunities to improve and expand on practices from this season's projects, and will be open to participating lead agencies, farmers and food pantry staff.

Reporting Tools

New reporting tools were developed and used to gather both quantitative and qualitative data from F2FP participants. Google Sheets were used to track contract types, purchase prices, variety of produce, pounds of produce purchased, donated, and gleaned as well as transportation and packing standards. This reporting tool allowed WSDA and Rotary First Harvest staff to participate in real-time analysis of initiative activity through the growing season.

Google Forms were used to gather detailed information from participating farmers, food pantries, and lead agencies. The forms were tailored to allow each group to provide feedback on the F2FP initiative from their unique perspective. This information provided an overview of F2FP's impact as well as advice on best practices for the following key items:

- Establishing contracts with growers;
- Logistics and delivery models for purchased and donated produce;
- Successes and challenges experienced by F2FP lead agencies, farmers, and food pantries;
- Pounds of produce purchased and donated or gleaned;
- Types of produce purchased and donated or gleaned;
- Impact on capacity and storage at F2FP lead agencies and participating food pantries; and,
- Helpful advice for how to develop flexibility in grower relationships to maximize outcomes for both the farm and the food pantry.

All participants expressed a positive overall experience with the program. Many sites received produce donations well beyond the contracted amount. Food pantries indicated a desire to sustain and expand their purchasing models in the future, while growers indicated interest in continuing to develop wholesale sales models.

We anticipate that both the conference calls and reporting tools will be further refined and developed to support activities in future F2FP seasons.

Engaging Local Funding Sources

Farm to Food Pantry has proven to be an effective way to leverage additional funds from private funding sources and community foundations to support hunger relief and food system development. F2FP grant funding from WSDA was 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: F2FP is one of just a few initiatives designed to provide benefit for both local farmers, through new wholesale and imperfect produce markets, as well as low-income populations requiring access to nutrient-dense produce.
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. F2FP 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.



Photo credit: Nils Johnson | N.E.W. Hunger Coalition

Key Findings

To effectively combat the negative 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 as effectively and efficiently as possible. Although food pantries are vital resources for families and individuals experiencing food insecurity, it can be challenging to provide an adequate and diverse supply of fresh fruits and vegetables. Farm to Food Pantry alleviates some of these challenges by changing the process used to identify, harvest, and deliver produce to participating sites.

Using Limited Capacity Effectively

Food pantries – particularly those in rural areas – face challenges related to capacity to safely and effectively store and transport highly perishable fresh fruits and vegetables. In some cases, trips to pick up food from an existing regional distribution warehouse may cover more than 50 miles each way. Conventional distribution models may take several days to move produce from growers to food pantries, and ultimately into the hands of those in need.

F2FP helps to dramatically shorten both the amount of time and the physical distance between field and food pantry.

Developing reliable and tailored delivery routes and models in association with F2FP contracts allows food pantries to greatly increase efficiency with the limited storage resources available. Ultimately, these strategic approaches to inventory and distribution lower barriers that may otherwise exist for accessing produce.

Increasing On-site Capacity

Food pantries across the state are working to increase their capacity to safely store and distribute additional fresh produce. A significant majority (69.2%) of food pantries would like more produce to distribute, indicating they have the capacity to handle more produce if deliveries are timed in a way to leverage that capacity (see graph on page 13).

Increasing Nutrient Density

In addition to increased efficiency within limited capacity, F2FP has also helped to increase the nutrient density per pound of produce gathered and distributed. Produce items like leafy greens and other highly nutrient-dense produce items can be selected by F2FP Lead Agencies for distribution to participating food pantries, thereby increasing the healthy impact of each pound distributed.

Assessing Client Preference and Consumption

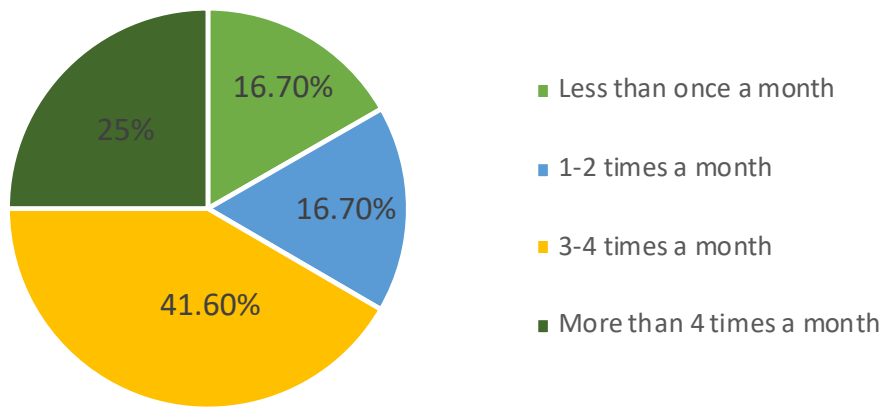
Another development in this season's F2FP initiative was the incorporation of client preferences in determining purchasing decisions. In some cases (see NDD Scoring System on page 12), surveys were used to determine client preferences and then balance those preferences with nutrient density. We believe that the F2FP initiative will provide an excellent way to incorporate client preference in future hunger relief efforts, and may also enhance educational opportunities to teach clients how to cook and consume an expanded array of produce.



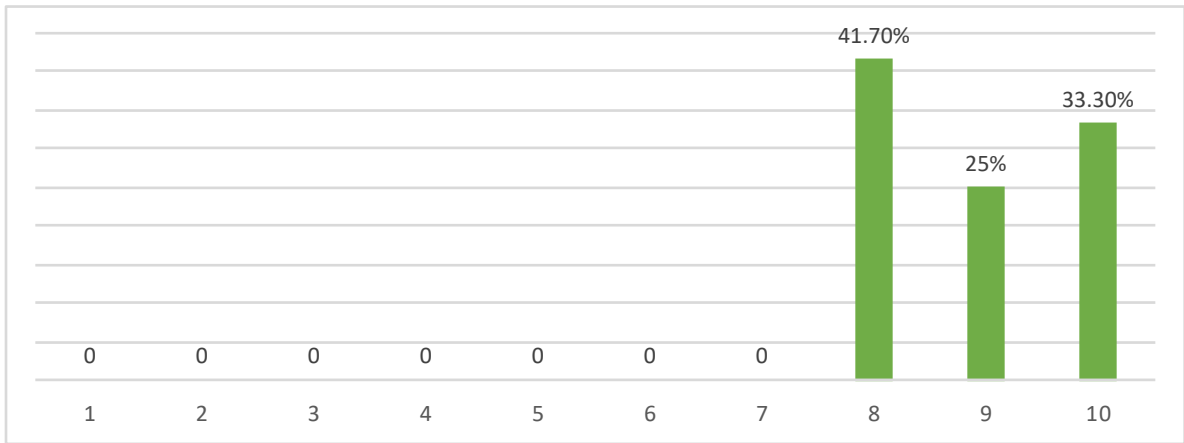
Photo credit: Alyce Henson | Rotary International

Lead Agency Trends and Feedback

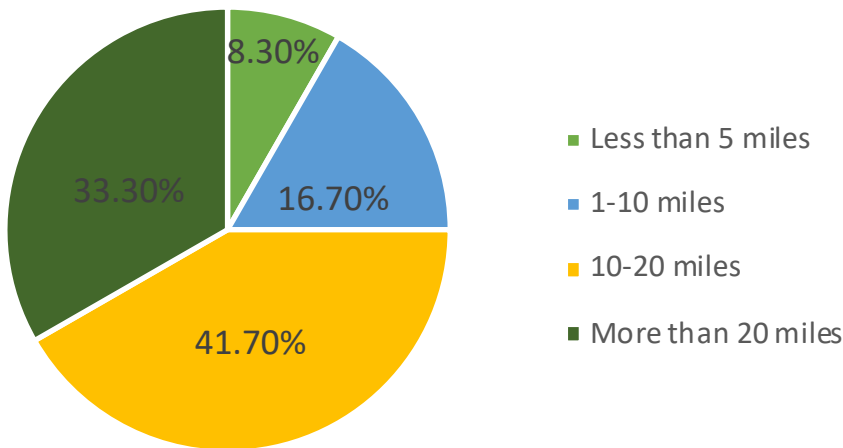
How often were you in touch with participating growers?



Rate the quality of the produce purchased from growers (1 poor - 10 excellent)

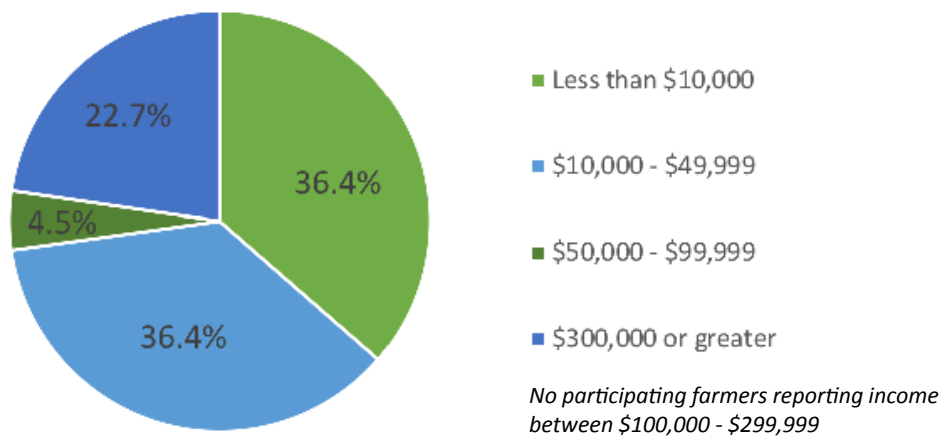


Average miles per trip for produce collected through F2FP

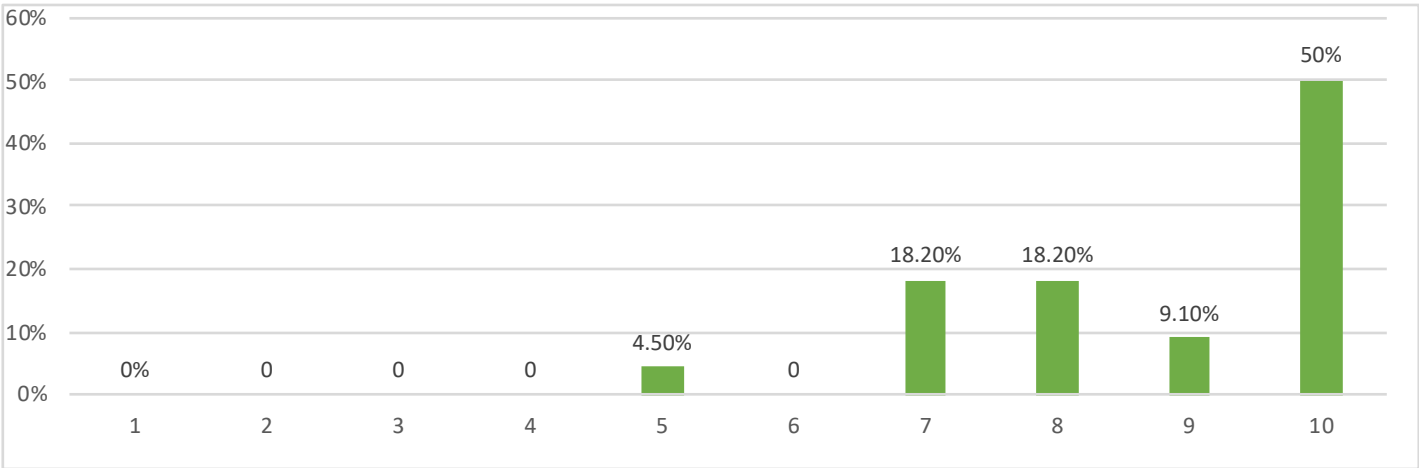


Farmer Trends and Feedback

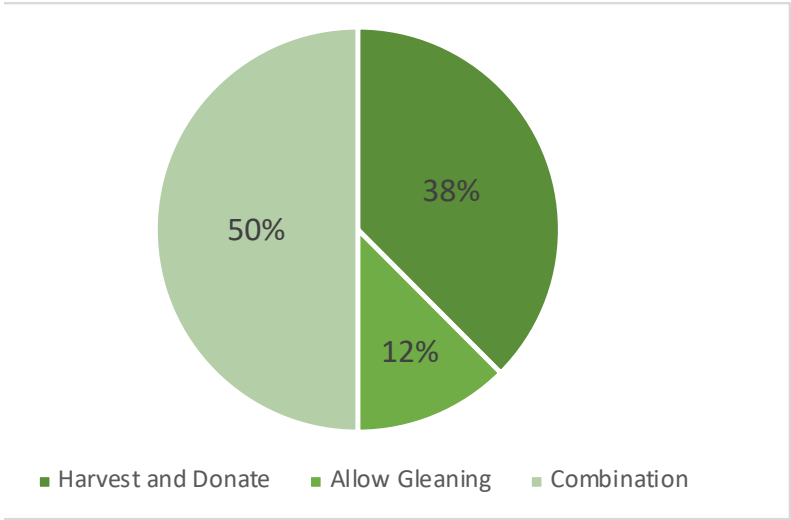
Annual gross income of participating farms



F2FP’s impact on willingness to collaborate with food pantries in the future (1 less - 10 more)

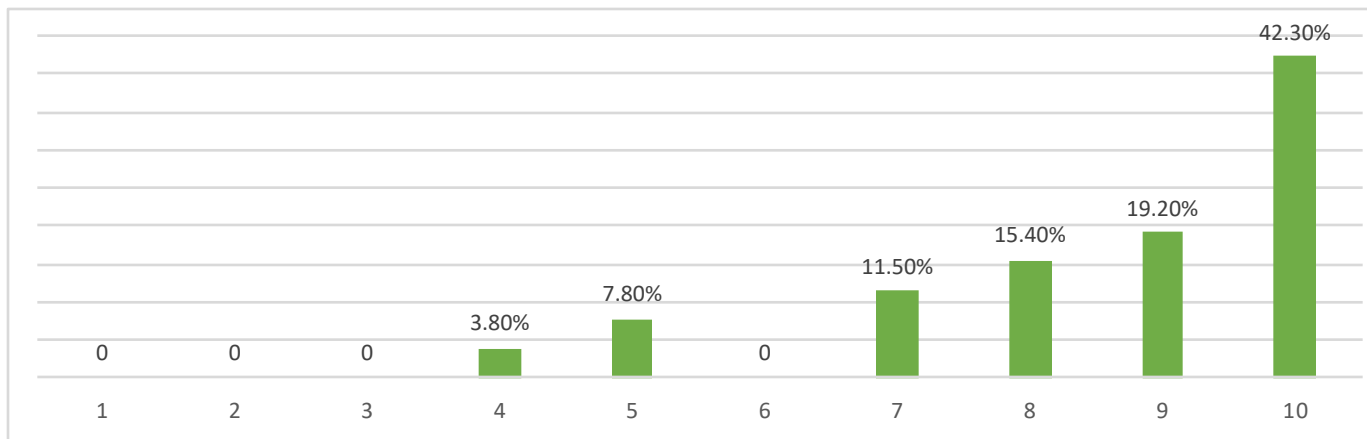


When crops are left over, are you likely to harvest yourself, allow gleaning, or a combination of the two?

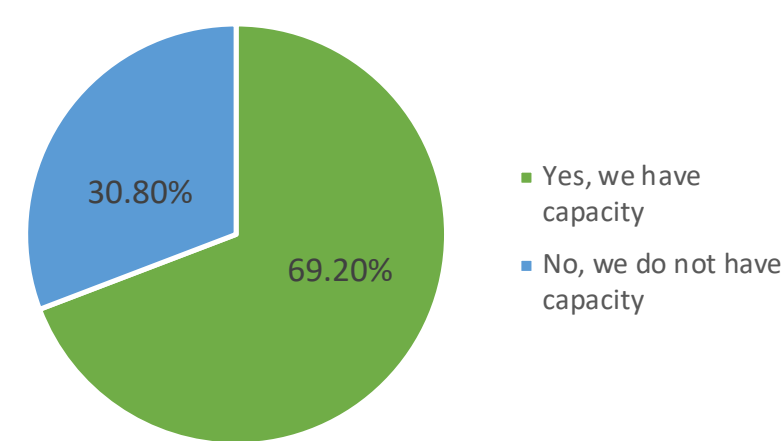


Food Pantry Trends and Feedback

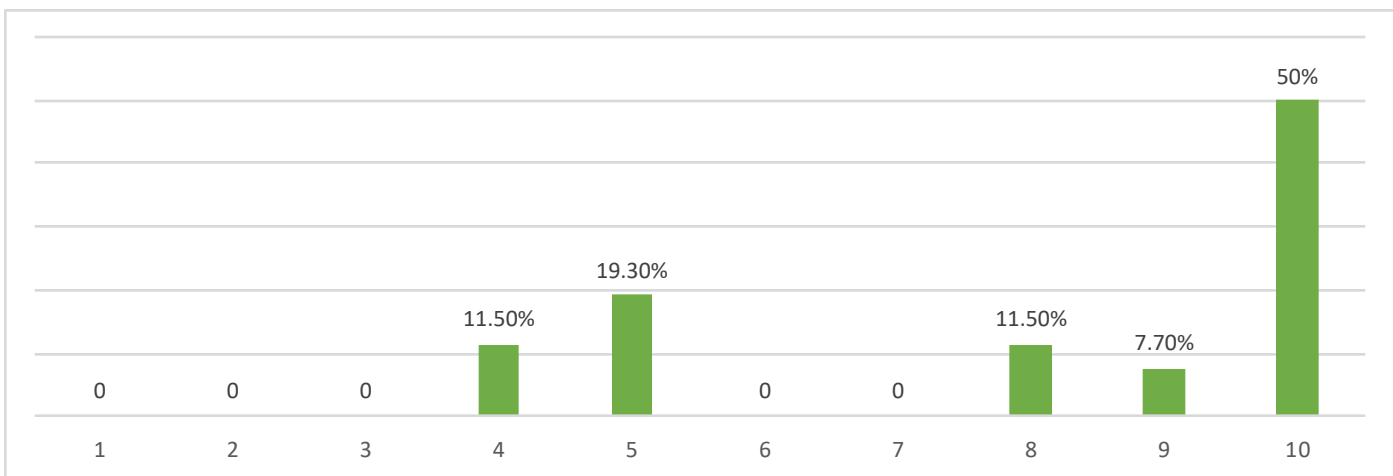
Rate your satisfaction with the variety of produce received through F2FP (1 not satisfied, 10 very satisfied)



Do you have capacity to safely store and distribute additional fresh produce?



Would you like to have more or less produce to distribute? (5 = neutral)



Strategies and Opportunities

Small and medium-scale farmers who participated in the Farm to Food Pantry initiative want their food to go to people who really need and appreciate it. However, continuously donating produce does increase costs, and the purchasing initiative 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 F2FP initiative 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 initiative; to more counties, more farms, and increased funding sources. One key adjustment that would significantly increase the effectiveness of the initiative is approaching the farms earlier in the season. This would allow greater flexibility to provide the types of produce the food pantries desire and facilitate planning crop planting and harvesting calendars.

We believe F2FP has tremendous potential to expand to other counties, include more food pantries, and engage additional farms with the goal of providing fresh nutritious produce to as many food insecure Washingtonians as possible.

Focus: Northeast Washington (N.E.W.) Hunger Coalition Farmer Appreciation Program

Nils Johnson, WSU Extension Ag and Food Systems Program Coordinator

In 2017, the Northeast Washington (N.E.W.) Hunger Coalition Farm to Food Pantry program implemented a Farmer Appreciation program. This new program placed postcards in our food pantries, in part to provide feedback to our farmers and let them know that the produce they provide to our program is truly appreciated by food pantry clients who eat it. Based on our conversations with farmers, a primary reason for their involvement in the program both for contracted and donated produce is that they want to know their produce is being enjoyed. We also wanted to have some sort of measure of the degree to which food pantry clients felt they were better off as a result of our work. Food pantry managers were given post cards to distribute to clients to thank farmers for their produce. Then each week when the N.E.W. Hunger Coalition delivered produce to that site, any filled out postcards were collected, comments recorded. Then each card was sent on to an appropriate farmer or grower, depending on details of the food pantry client comment.

The response to this program was overwhelming, far exceeding our expectations. So far this season we've received more than 120 postcards back from food pantry clients, which have been passed on to our farmers and donators. Most cards included comments, some of them very compelling. Our largest contract farmer recently posted a photo of a bunch of the cards they received on their Facebook page, which is a good indication that they're happy with the result too.

Our Farmer Appreciation program represents the first time that we've been able to connect food pantry clients and Farmers directly with each other in a large scale way. We consider this farmer-food pantry client connection to be critical for long term success of our N.E.W. Hunger Coalition Farm to Food Pantry program.



Handwritten thank you notes: Photo courtesy Front Porch Farm, Addy, WA

Takeaways and Perspectives from Farmers

Key Observations

As in past years of the Farm to Food Pantry initiative, most of the farms participating are small:

36% of those surveyed receiving an annual gross income of less than \$10,000, and 36% between \$10,000 and \$50,000.

Five participating farms reported generating more than \$300,000 in gross income.

Farms reported using a number of different markets to sell their products. The most popular sales models and percentage of farms using them included:

Wholesale (70%), Farmers Markets (70%), On-Farm Stands (52%), and Community Supported Agriculture (47%).

73.9% of farmer surveyed reported that participating in the F2FP initiative had some positive impact on their financial security.

How did participating in the F2FP initiative impact your ability to enter or learn about new markets?

- I didn't pursue learning about or entering any new markets this growing season.
- It has been great working with the CCFB and having the ability to network with other growers in the area.
- One thing that opened with this market that is very valuable to a grower is a wholesale grocer type volume with a slight variance in grade allowing for a very necessary market mix.
- It has helped me to understand how to produce and package for wholesale markets.
- F2FP allowed me to test new products.
- F2FP provided another opportunity to provide our products locally.
- We were able to develop a wholesale model for our business.
- We have donated produce to the Food Bank before, but now, through F2FP grant, we were able to add another wholesale account to our small but growing partners.
- It increased my awareness to share produce through gleaning.
- We are always trying to reach new customers. Our ability to participate in the F2FP initiative allowed us to reach people who would not normally purchase produce from us via our existing avenues.

Describe successes/achievements that came about due to participating in the F2FP initiative.

- I was able to keep growing produce and earning an income on my crops during a transition period on my farm.
- Deepening our relationships from donations, gleaning and purchase agreements. Identifying crops that will be desirable by the pantry and building these crops into the crop plan on a loose contract basis; known market and known revenue forecast; building in "distribution" sales: hitting volume efficiencies to then be distributed to a variety of pantry sites.
- I'm planning to no longer sell at my local farmers market in favor of focusing on selling more to the F2FP initiative and growing my CSA program.
- Providing almost 1,500 pounds of fresh product to regional food banks.
- We had excess product by the time the farmers market closed for the season, so this gave us a good option to get our food to people that want it and kept it from going into a compost pile or the dump.
- We were able to continuously donate lettuce to a home delivery bag program. We hope to create a lasting partnership.
- We partnered with an organization in our local community serving people, for whom, we were able to serve too. We got to meet the people we impacted and develop relationships with the staff. We might have a contract to grow for them next year.
- Word of mouth throughout the valley; we farm with good practices, and love it!
- It helped build relationships with the staff which resulted in scheduling gleans.
- We received very positive feedback both from staff and also from those who consumed the produce we provided.
- In times where I had an excess harvest I was able to sell them at another outlet.
- An opportunity to share the produce that I have.

Takeaways and Perspectives from Farmers (Continued)

What is your motivation for being involved in this initiative?

- It allows me to earn a modest income on produce production and the flexibility of being able to bring in any kind of crop at any time throughout the season is great from someone who has a full-time off-farm job and not much time to market the crops that I grow. I also really like providing organic small-scale produce to those in need in my community.
- I am satisfied being able to provide food to local food banks in my area.
- We want everyone to experience good fresh produce.
- It gives us a market for excess produce, and we like contributing to the food bank.
- Growing healthy food for a demographic that usually cannot access such product. Another huge reason I have poured so much into this is to enhance our regional food system. Directing hunger relief agencies purchasing budgets to local farm direct acquisition, preserves local farmland and enhances the communities' connection and involvement.
- Primarily financial gain but I also value community support through food pantries.
- It's an outlet for additional produce, and also is an opportunity to connect with the community.
- Alleviate hunger; food security.
- Provides food for the needy and prevents wasting product that otherwise wouldn't sell.
- Getting the community fresh organic produce. We believe producing healthy food for under-served community members is a great way to be involved in a better food system. Healthy produce should not be relegated to only those who can "afford it," rather, be readily available to everyone.
- I want to connect with my local community and be able to provide quality produce to low income families.
- We want to stay involved in our community and to grant access to organic produce to all individuals regardless of income.
- We pride ourselves on giving back to the community. We were originally and still, to this day, are community supported and driven. We never truly made that much money but through this program we were able to save some of our losses.
- It is to try and get healthy food to those who might not be able to afford it, also to get marketing and farm name recognition.
- Gives people an opportunity to have access to fresh produce.

Additional Comments

- This is a wonderful program for farmers and the community!
- It seems pretty well worked out – overall a great program.
- This program is hugely beneficial to all aspects of building a healthy regional food system, impacting food justice, heightening awareness, and breaking down barriers of field to pantry.
- This program added extra revenue for farmers and also helped food pantries get access to fresh produce at near wholesale prices. Additional markets for farm output are always helpful.
- I thought it is a great program. I wish we knew about it in the Fall so we could begin planning our season with the Food Bank, and come March, hit the ground running with planting.
- I am glad to be a recipient of this opportunity. I am looking forward to next year!
- This program is extremely valuable - it combines flexibility with a commitment to purchase, resulting in increased financial stability for my farm as well as the opportunity to provide the crops that are growing best.
- Would like to create a better communication system for next season.

Takeaways and Perspectives from Food Pantries

Key Observations

Statewide, a total of 144 food pantries received and distributed produce that lead agencies gathered through F2FP. Food pantries were located in urban, rural, and suburban communities across 17 counties statewide.

Food pantries universally appreciated the increased variety of fresh produce made available through F2FP.

While the majority (88.4%) of food pantries surveyed would welcome additional fresh produce in season, 30.8% reported that they do not have capacity to safely store and distribute additional produce. This indicates an opportunity to strategically increase capacity (e.g. refrigeration, storage, equipment) in some areas of Washington State. WSDA and Rotary First Harvest are currently collaborating on a capacity survey project to develop more specific data regarding capacity need. We hope to develop pilot projects that can be tested during next season's F2FP initiative.

Describe any challenges that came about due to participating in the F2FP initiative.

- Finding a home for more kale than our clients wanted. We did. The kale was not wasted, but did challenge our capacity.
- No significant challenges; we have a very good communication with our lead agency and other staff as we work together with our volunteers to rescue produce.
- Our biggest challenge seems to be getting our inventory reports in and deliveries picked up on time, but that is simply due to our own capacity issues!
- Much of the food did not make it to the food bank when it was anticipated, which made it harder for ordering.
- The receiving process was a bit challenging as well, unsure how we were supposed to be weighing and accepting the product. It seems that each food bank coordinator had a different way of doing so and it looks like there is lots left over in the warehouse. The produce came in pretty muddy sometimes, and we don't have the facilities to properly wash it on site.
- We rarely had enough storage capacity to handle the amount of produce received. It was also challenging at times to get clients to take the produce because it wasn't as pretty as other purchased produce.
- Not enough man power or man hours. We serve such a vast area that it is challenging to serve everyone equal.
- Being available when the Pup-Trailer (used for delivery) is in the vicinity.
- The timing on deliveries is crucial due to our storage restrictions, late in the day deliveries don't give us enough time to get the majority of the produce out that day to our clients making it necessary to find safe storage for larger amounts than we sometimes can handle.
- NEW Hunger Coalition volunteers and staff know our distribution days and very thoughtfully were able to deliver in a timely manner so that we could give the produce away within a day! The only challenge I can think of would be if we received any produce in the future that we couldn't distribute right away. We are open two Saturdays a month at this time, but hoping in the future to possibly be open more.
- We would like to have additional variety in the produce available through this program.
- Insufficient storage to keep produce more than 24 hours.
- Some of the unusual produce was not well received. Additional education might be helpful.
- When deliveries would come we would get it all out for our clients immediately and were able to distribute everything the day we received it so it went home fresh with the clients.
- It was hard to contact growers. They didn't understand the program, and were confused what happens after the grant expires. I.E. would they be dropped or could we continue to support them.
- There were times when the amount of produce we were requesting to buy was too much for the farm (potatoes or onions, for example), but there were always other options to choose from/purchase.
- Making sure that we are not purchasing produce that is already being donated in abundance.
- We would like to receive produce that is not already being gleaned in abundance.
- No challenges: We've done very well in the past year.

Takeaways and Perspectives from Food Pantries (Continued)

What additional types of produce would you like to have available at the food pantry?

- We would love to have more fresh produce available to our clients throughout the year.
- Leafy greens, tomatoes, bell peppers, jalapenos, carrots, cilantro, cabbage, lettuce, garlic, onions, beets (purple), green beans, spinach, leeks, and collard greens.
- Tomatoes, carrots, tomatillos, lettuce, cabbage.
- Fresh fruit, sweet corn, asparagus, onions, carrots, beans, cucumbers, tomatoes.
- More fruit, eggplant, cucumbers, and herbs.
- Produce that is not already received from gleaning: berries, tree fruit, broccoli, and cucumbers.

Describe successes/achievements that came about due to participating in the F2FP initiative.

- Building new awareness with area farmers/gardeners.
- Good local produce and to be able to work with local growers and to be able to glean produce from participating farms with our youth volunteers.
- People got to have fresh produce.
- Consistent produce available at our programs.
- Lots of great fresh produce! More of what we requested being grown last year!
- We never ran out of produce!
- We had people waiting outside before delivery and cheering when the produce arrived. Also, received so many thank you cards from our clients to our farmers was overwhelming.
- Our clients express gratitude for fresh produce as that is a retail expense that most cannot afford to do.
- Our clients loved the idea of receiving fresh produce and many of them were telling us what they were going to go home and cook. A treat for many of them.
- Our clients were excited to receive the fresh produce and such a great variety!
- We are proud to offer F2FP produce and the benefits to good nutrition it offers.
- We were able to help so many more families because word got around that we had fresh produce and many more families were interested in coming for help. Produce is so expensive in our home town most people go without it instead of paying for it, because they would have to give up so much to do so.
- We were able to offer different varieties of produce to our programs, for which we might not have otherwise.
- So much more fresh food available to our food bank clients; Support for our local farmers; connecting our clients with the farms and farmers, and vice versa; enhanced relationships with local farmers.
- Clients who received fresh produce were excited and grateful.
- Because of the F2FP initiative we are able to get items that we normally wouldn't have available to our clients.
- Created direct relationships with the farmers/ dairy to purchase from them in the future.
- Having a lot of healthy eating people as clients makes produce key, especially organic.
- People are learning how to cook better with fresh vegetables for themselves and their families.

Blue Mountain Action Council

Walla Walla, Washington

Walla Walla County



Counties Served: Asotin, Columbia, Garfield, Walla Walla

Food Pantry Partners:

Pantry Shelf, Salvation Army of Walla Walla, St Vincent de Paul of WW, Helpline, Waitsburg Resource Center, St Vincent de Paul of Clarkston, Community Food Bank of Dayton, Garfield County Food Bank, Pomona Grange, Burbank Grange, Asotin County Food Bank

Blue Mountain Action Council (BMAC), one of a number of Community Action Programs in Washington State, is a private, nonprofit, multipurpose agency, serving residents in Southeastern Washington to: Meet the basic needs of low-income individuals and families, offer opportunities for individuals and families to achieve greater levels of strength, independence, and self-sufficiency, develop and implement strategies to prevent poverty in our communities, and leverage community support, service, and volunteerism.

County Statistics	
Total number of households receiving assistance: 5,546	
Population: 169,220	Total number of services provided to households: 36,683
Poverty Estimate: 14.3%*	Total number of clients receiving service: 16,458
Food Pantry Pounds Distributed: 1,071,112	Total number of services provided to clients: 121,816

BMAC received \$2,000 from the WSDA grant and \$3,400 through community matching funds raised by community events and other efforts.

Website: www.bmacww.org/services/food-distribution

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Welcome Table Farm, Hayshaker Farm, R & R Produce, Frog Hollow Farm

Pounds of Produce Purchased: 5,014

Types of Produce Purchased:

Tomatoes, beets, carrots, spinach, radishes, lettuce, fennel, squash, cherries, plums, cucumbers

Pounds of Produce Gleaned + Donated: 17,951

Types of Produce Gleaned + Donated

Kale, radishes, salad greens, strawberries, potatoes, lettuce, chard, mixed veg, tomatoes, beets, carrots, spinach, leeks, oregano, squash, peppers, cherries, apricots, rhubarb, plums, cucumbers, pumpkins

Purchasing Model(s)

Post-Season

Blue Mountain Action Council

Walla Walla, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

The program is building in size as farmers get more familiar with our needs. Communication is much better this year because of that familiarity.

Describe Any Challenges Encountered

High volume of donations vs proper space to store it and finding the best container for transporting with regards to making the produce look good.

Partnerships Developed Through F2FP

The State penitentiary helped us out with several large donations that were in excess for them. The Walla Walla Farmers Market has been a partner with F2FP as they provide HAH VISTA with booth and booth space at the market and to glean the market at the end of the day.

How did produce from other sources impact your contracting and purchase decisions?

I didn't purchase produce that was in the main stream supply chain. For example, zucchini was purchased in the shoulder season, but not when everybody had zucchini. Same with cucumbers. Other times, like with tomatoes, there is hardly ever enough, and we purchased to insure both quality and quantity.

How were Client Preferences Considered?

All donations were accepted. Sometimes we purchased product (fennel) that was high quality, but probably not that desirable to clients. I did that because I knew that consideration for the farmer would reap dividends in donations after the contract was completed. That farm is still donating and actually started a winter Farmers Market. We received 117 pounds of carrots from them today.



Photo credit: Alyce Henson | Rotary International

Clark County Food Bank

Vancouver, Washington

Counties Served: Clark

Food Pantry Partners:

Amboy Food Bank, Angels of God, Battle Ground Adventist Community Services, Clark County Adventist Community Services, East Vancouver Community Church, FISH of Orchards, FISH of Vancouver, Fruit Valley Food Pantry, Inter-Faith Treasure House, Lewis River Mobile Food Bank, Martha's Pantry, Neighbors Helping Neighbors, North County Community Food Bank, One Life, Salvation Army: Vancouver Social Services, SixEight Food Pantry, St. Vincent de Paul: Brush Prairie, St. Vincent de Paul: Vancouver, Trinity Mission Cupboard, Woodland Action, Lost and Found Cafe, Proto Cathedral of St. James the Greater, Share House Inc., Daybreak Youth Services, Healthy Equitable Living Project, Janus Youth Programs-Oak Bridge Shelter, Learning Avenues Child Care, Lifeline Connections, Meals on Wheels, Open House Ministries, REACH CDC, Share Inc, YWCA Safe Choice, Food Bank Fresh.



The mission of Clark County Food Bank (CCFB) is: To alleviate hunger and its root causes. Achieving our mission is done in two parts: providing emergency food relief to individuals and families, as well as implementing a preventative stance against the various causes of hunger.

County Statistics	
Population: 467,018	Total number of households receiving assistance: 25,668
Poverty Estimate: 10.2%*	Total number of services provided to households: 114,235
Food Pantry Pounds Distributed: 5,539,107	Total number of clients receiving service: 75,633
	Total number of services provided to clients: 346,100

CCFB received \$2,000 from the WSDA grant and \$500 through funds raised by community events and other efforts.

Website: www.clarkcountyfoodbank.org

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Wild Roots, Halvorsons Farm, Roots to Road/Partners in Careers

Pounds of Produce Purchased: 2,833

Types of Produce Purchased:

Tomatoes, summer squash, green beans, cucumbers, tomatillos, pumpkins, winter squash, apples, zucchini, collard greens.

Pounds of Produce Gleaned + Donated: 8,529

Types of Produce Gleaned + Donated

Tomatoes, cucumbers, summer squash, zucchini, winter squash, corn, apples, raspberries, blueberries.

Purchasing Model(s)

Fresh Sheet

Clark County Food Bank

Vancouver, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

We partnered with 3 wonderful farms this year, and received a bounty of produce from each of them. One of our farms donated over 8,000 pounds of produce after they fulfilled their contracted weight.

Describe Any Challenges Encountered

This year the grant we were awarded was less than what we received the previous year, so we had less money to give to farms, and had to drop one of our farms from the program. However, knowing this, we are better prepared to raise money over the winter to increase our capacity for next season and bring more farms into the program.

Partnerships Developed Through F2FP

We have developed a great relationship with Partners in Careers, which runs the Roots to Road veterans farm that we partner with and trains returning vets how to farm.

How did produce from other sources impact your contracting and purchase decisions?

Since we are also a food bank distributing to many food pantries, any and all produce that we receive is beneficial for us.

How were Client Preferences Considered?

We chose farms that grow a diverse array of produce so that we could fulfil general preferences for produce.

Spotlight: F2FP Helps Roots to Road Farm Support Veterans

Roots to Road offers small-scale farm training to people in Partners in Careers programs. The majority of participants have been veterans. The one-acre plot is farmed by the participants and a portion of the produce goes to local food banks and pantries.

“Funding received through the F2FP initiative and our partnership with Clark County Food Bank goes towards the veterans’ wages, who are down and out and desperate. Putting them in a field really helps them. With more funding, we could grow to where we could actually have more veterans rather than just a handful, and we could even double the amount of food we are growing for the food bank.

This is really a training program for homeless veterans or veterans who are about to lose their house. It’s about \$5,000 per veteran for their wages, and we just don’t have that much money. This initiative really helps us. The way we farm is of a more physical nature rather than with tractors, and we are working with some veterans who have some physical problems. We really operate on the bare minimum and would love to find ways to get more out of our farm and grow more produce.”

To learn more about this program, visit: www.partnersincareers.org/programs.html#Roots

Community Action of Skagit County

Mt. Vernon, Washington

Skagit County



Counties Served: Skagit, Island

Food Pantry Partners:

Alger FB, La Conner FB, Friendship House, YMCA Oasis Teen Shelter, Open Door Community Kitchen, Helping Hands FB, Neighbors in Need FB, Salvation Army FB, Community Covenant FB, Hamilton FB, Shepherd's Heart FB, Bread of Life FB, Concrete FB, Bellingham FB, VOAWW FB, Tri-Parish FB, North Whidbey Help House, His Pantry Camano Island, Mobile Food (Community Action Skagit Pantry)

Community Action of Skagit County is a community-based, private nonprofit organization unaffiliated with any government agency. We serve in Skagit County and partner with a nationwide network of Community Action agencies established under the Economic Opportunity Action of 1964 to move local families and communities from poverty to prosperity.

County Statistics	Total number of households receiving assistance: 13,429
Population: 123,681	Total number of services provided to households: 105,167
Poverty Estimate: 15%*	Total number of clients receiving service: 43,220
Food Pantry Pounds Distributed: 6,350,746	Total number of services provided to clients: 333,725

Skagit County Community Action received \$2,000 from the WSDA grant and \$2,405 through community matching funds raised by a community event.

Website: www.communityactionskagit.org/menus/about-the-distribution-center.html

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Highwater Farm, Blanchard Mountain Farm, Treehouse Produce

Pounds of Produce Purchased: 10,039

Types of Produce Purchased:

Beets, cabbage, sweet corn, winter squash

Pounds of Produce Gleaned + Donated: 94,703

Types of Produce Gleaned + Donated

Kale, sugar snap peas, Italian parsley, green beans, garlic, cucumbers, zucchini, tomatoes, broccoli, lettuce, potatoes, squash.

Purchasing Model(s)

Wholesale, Pre-Season

Farm to Food Pantry gives us a market for excess produce, and we like contributing to the food bank!

Jeff Ellsworth, Highwater Farm

Community Action of Skagit County

Mt. Vernon, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

One big success was allowing some real-world practice for a new farm to grow on contract. This was their first time filling a contract and they did very well.

Describe Any Challenges Encountered

The weather this year threw off the harvest windows for some of the product we contracted for, but it all worked in the end; just odd timing.

Partnerships Developed Through F2FP

No new partnerships aside from with the new farm.

How did produce from other sources impact your contracting and purchase decisions?

I make it a point to avoid purchasing items (e.g. potatoes, apples, onions) that I know will be donated consistently and focus on items that are less available.

How were Client Preferences Considered?

I have had input over the years from our food pantries (through informal surveys and observation/anecdotal conversations) on what produce is highly desired. I balance those desires to seek out more cost-effective produce i.e. cabbage and sweet corn vs pepper and tomatoes.



Photo credit: David Bobanick | Rotary First Harvest

Council on Aging & Human Services

Colfax, Washington

Whitman County



Counties Served: Whitman

Food Pantry Partners:

Endicott, Malden/Pine City, Colfax, Oakesdale, Tekoa,
Palouse, Lacrosse, Colton/Uniontown, Garfield, St. John

The Council on Aging & Human Services is a community of caring staff members, board members, and volunteers who share a common purpose to help each individual experience an optimum quality of life.

County Statistics	Total number of households receiving assistance: 1,283
Population: 48,851	Total number of services provided to households: 13,610
Poverty Estimate: 30%*	Total number of clients receiving service: 28,374
Food Pantry Pounds Distributed: 623,970	Total number of services provided to clients: 28,374

The Council on Aging and Human Services received \$5,000 from the WSDA grant and \$1,000 through community matching funds raised by community events and other efforts.

Website: www.coacolfax.org

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Runner Bean Ranch, McNeilly Ranch, WSU Organic Farm, Pioneer Produce at Kamiak Butte, Ft. Collins Produce Sales, Booker Street LLC, Craig Van Tine, Barb Kinzer, Johnson Cooperative, Wilson Banner Ranch, Backyard Harvest

Pounds of Produce Purchased: 5,391

Types of Produce Purchased:

Radishes, beets, carrots, romaine lettuce, green beans, squash, eggplant, peas, cucumbers, garlic, onions, potatoes, tomatoes, cilantro, spinach, red lettuce, green lettuce, cabbage, basil, broccoli, jalapeno peppers, sweet peppers, kale, arugula, bok choy, buttercrunch, corn

Pounds of Produce Gleaned + Donated: 2,556

Types of Produce Gleaned + Donated

Radishes, beets, carrots, romaine lettuce, chard, green beans, squash, eggplant, peas, cucumbers, garlic, onions, potatoes, tomatoes, cilantro, spinach, red lettuce, green lettuce, cabbage, basil, broccoli, jalapeno peppers, sweet peppers, kale, cherries, apricots, walnuts

Purchasing Model(s)

Pre-harvest seed purchase

Council on Aging & Human Services

Colfax, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

It rolled along really well on its own! Once we received confirmation that the growers were 'in', they simply started emailing or calling each week to see if we were interested in what they had to offer.

Describe Any Challenges Encountered

Really very few. One or two of our contracted growers had bad seasons, or had things come up, so they weren't able to sell to us this year. But we had plenty anyway!

Partnerships Developed Through F2FP

Several new farm partnerships were developed through the program this year.

How did produce from other sources impact your contracting and purchase decisions?

Large non-profit distribution centers like Second Harvest and Northwest Harvest were as always heavy with onions and potatoes, so we didn't usually need to purchase (unless they were special varieties). We also received tons (literally) of private donations of zucchini this year, so we didn't need to order those items.

How were Client Preferences Considered?

We survey our clients and the other (rural) pantry leads to determine what produce folks are wanting--we do this about twice per year. We purchase based on the results of these surveys.

Spotlight: Using SNAP-Education Funding to Pay Farmers

The Washington State Department of Health supports our F2FP initiative, providing supplemental funds through a SNAP-Education grant. In 2017, these funds were allocated to the Council on Aging and Human Services (COA) in Whitman County to pay their farmers for labor and seed costs prior to harvest in exchange for a set amount of produce. In exchange COA received 7,699 lbs. of produce, 2,346 of which were donations outside of the contracted amount. COA also used these funds to purchase 238 plant starts (Potatoes, Tomatoes, and Peppers) to plant in their food bank garden and distribute to approximately 50 clients participating in their garden club. These plant starts had the potential to yield 1,326 lbs. of produce.*

*Based on WSU Extension Home Garden Series



Hopelink

Carnation, Washington

Counties Served: King

Food Pantry Partners:

Hopelink food pantries: Kirkland, Bellevue, Redmond, Carnation, Shoreline



Hopelink and its fresh produce gleaning program Hopelink Harvest is a regional food bank.

County Statistics	Total number of households receiving assistance: 14,693
Population: 2,149,970	Total number of services provided to households: 105,168
Poverty Estimate: 10.7%*	Total number of clients receiving service: 24,668
Food Pantry Pounds Distributed: 5,597,419	Total number of services provided to clients: 241,922

Hopelink was awarded \$2,000 from the WSDA grant and received \$5,000 in community matching funds. Note that local funds were not fully expended at the time of this report.

Website: www.hopelink.org/take-action/hopelink-harvest

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Oxbow Farm and Environmental Center

Pounds of Produce Purchased: 1,000 (continuing purchasing)

Types of Produce Purchased:

Carrots, leeks, fava beans, lettuce, cucumbers, green beans, slicing cucumbers

Pounds of Produce Gleaned + Donated: 5,581

Types of Produce Gleaned + Donated

Carrots (Purple, Orange), parsnip, kale (Dino, Red Russian), collards, lettuce (Romaine, Butter Leaf), green beans, potatoes, summer squash, zucchini, pumpkins, turnips, green onions.

Purchasing Model(s)

Fresh Sheet, Direct Connect

Hopelink

Carnation, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

Synchronized purchase/donation pickups with weekly gleans (Tuesday afternoons). Increased Hopelink Food Program commitment to Oxbow/local farm purchasing from Fresh budget (\$5000 matching). Strengthened overall relationship between Oxbow and Hopelink.

Describe Any Challenges Encountered

Disconnect between Oxbow ordering intentions and actual, currently behind on purchasing (\$5000 not spent). Unclear expectations and communication between Hopelink Food Program and individual Food Bank sites.

Partnerships Developed Through F2FP

Multiple business & school groups: Overlake School; Mercer Island VOICE Program; Microsoft Human Resources & Intern groups; Intel Corporation employee volunteer groups

How did produce from other sources impact your contracting and purchase decisions?

Anticipation of the receipt of certain kinds of produce through gleaning/donation definitely impacts our purchase decisions. We only purchase produce items that are in high-demand and that we do not routinely get through other means.

How were Client Preferences Considered?

Purchases were mainly based on available product compared to scheduled donated product from other sources.



Photo credit: Alyce Henson | Rotary International

One thing that opened with F2FP that is very valuable to a grower is a wholesale grocer type volume with a slight variance in grade allowing for a very necessary and helpful “market mix”.

Adam McCurdy, Oxbow Farm and Conservation Center

N.E.W. Hunger Coalition

Colville, Washington

Stevens County

Counties Served: Ferry, Pend Orielle, Stevens

Food Pantry Partners:

Chewelah Food Bank, Colville Food & Resource Center, Cusick Food Bank, Ford Food Pantry, Hunters Food Bank, Ione Food Bank, Kettle Falls Community Chest, Loon Lake Food Bank & Resource Center, Northport Food Bank, Orient Food Bank, The Republic Peoples Pantry, Tum Tum Community Food Pantry, Valley Food Pantry, Wellpinit Food Bank



The Northeast Washington (N.E.W.) Hunger Coalition, “Serves as a collaborative forum for all the individuals and groups working to meet the hunger relief demands of Stevens County.” The Coalition is comprised of 15 independent food pantries.

County Statistics	
Population: 65,176	Total number of households receiving assistance: 5,018
Poverty Estimate: 19.9%*	Total number of services provided to households: 43,039
Food Pantry Pounds Distributed: 2,975,944	Total number of clients receiving service: 13,121
	Total number of services provided to clients: 115,930

The N.E.W. Hunger Coalition was awarded a \$2,000 grant and received \$4,986 in community matching funds.

www.newhungercoalition.org

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Colville Corn Maze, Drumming Grouse Farm, Front Porch Farm, Garden of Eaton, Kowlitz Farms, Lloyd Farms, Meadow Lark Farm, Sweet Meadows Ranch, Wildwood Estate LLC

Pounds of Produce Purchased: 6,663

Types of Produce Purchased:

Swiss chard, kale, mixed greens, lettuce (iceberg, romaine, green leaf), basil, slicing cucumbers, summer squash, cantaloupe, sweet corn, garlic, snap beans, bok choy, beets, winter squash, acorn squash, eggplant, zucchini, spinach, celery, carrots, broccoli, cauliflower, plums, tomatoes

Pounds of Produce Gleaned + Donated: 12,404

Types of Produce Gleaned + Donated

Apples, basil, snap beans, beets, blueberries, broccoli, cabbage, carrots, cauliflower, cherries, collard greens, sweet corn, cucumbers, dill, eggplant, fennel, mixed greens, kale, kohlrabi, lettuce (green leaf, romaine, iceberg), cantaloupe, watermelon, sweet onions, peas, peppers, plums, potatoes, pumpkins, raspberries, rhubarb, green beans, winter squash, supper squash.

Purchasing Model(s)

Forward contract for specific produce (new model based on early-season grower meetings)

N.E.W. Hunger Coalition

Colville, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

During this season's F2FP initiative, we were able to collect sufficient data on pick-up and delivery routes to be able to do quantitative planning for the 2018 season. That planning hasn't yet been done but we expect to use data from the 2018 season to develop a staffing plan, a volunteer recruitment plan, and budgets that include all significant costs of the initiative. Developing the 2018 F2FP initiative will be done as part of larger set of strategic planning sessions done by the Hunger Coalition in the spring of 2018.

Describe Any Challenges Encountered

This was the first year of our program that we didn't have an AmeriCorps VISTA attached to the program. We did have a summer intern this season who worked out very well except for the fact that he went back to school just as our harvest season kicked into full gear at the end of August. After he left we were very much strapped for personnel resources for the remainder of the F2FP season.

Partnerships Developed Through F2FP

Though not yet a full partnership, this season we included the early childhood development center in the town of Inchelium WA, which is in Ferry County on the Colville Reservation. In 2017 we were able to sponsor a grower on the Spokane reservation to grow Ozette potatoes for the Wellpinit Food Pantry. To make this happen, we used an informal contract model, which is different from we've done with other growers. We're planning a larger effort to involve sites on the Colville and Spokane reservations in 2018.

How did produce from other sources impact your contracting and purchase decisions?

Our largest produce donor (Dave and Ruth Bare) provided much more produce this season that it definitely taxed our pick-up and delivery resources. Next season we expect to use more resources than last year providing harvesting help and packing materials for this vendor. We also plan to recruit new produce donor vendors in geographical areas of our territory that are more expensive to reach with deliveries from our existing produce suppliers. The idea is to look for and cultivate more donor-growers like the Bares, close to food pantries in our more remote areas.

How were Client Preferences Considered?

In 2017 we included client preference survey data to give a price uplift of 10% for produce items that are in high demand with food pantry clients. We also listed client preference percentages on our farmer price list, which influenced at least one farmer to grow more of some high-preference items, independent of the associated price uplift. Corn on the Cob was one of the produce items that there's high demand for and one that we supplied much more of this season, mainly due to our focus on food pantry client preferences.

For reference, our 2017 farmer price list is posted here:

http://extension.wsu.edu/stevens/growersroundtable_f2fp_kickoff_updated_5-22-17/

N.E.W. Hunger Coalition

Colville, Washington

Spotlight: Balancing Nutrient Density and Client Preferences to Direct Purchasing Decisions

Nils Johnson, WSU Stevens County Extension Ag & Food Systems Coordinator, developed a series of tools that could be used to engage growers in more effectively planning and contracting produce grown for the F2FP program. Additional tools were developed to assess produce preferences and consumption by food pantry clients, balanced with the nutrient density of produce items purchased through the program. The resulting metric, Person Daily Portions, provides clear data that can be shared with growers and other partners.

More information about specific calculations behind Person Daily Portions, as well efforts to include Nutritional Value and Client Preference in the analysis of F2FP Program deliveries is available here:

extension.wsu.edu/stevens/growersroundtable_f2fp_kickoff_updated_5-22-17/



Photo credit: Nils Johnson | N.E.W. Hunger Coalition

Okanogan County Community Action Council Okanogan, Washington Okanogan County



Counties Served: Okanogan

Food Pantry Partners:

Brewster, Bridgeport, Conconully, Okanogan, Omak,
Oroville, Tonasket, Twisp/Methow, Wauconda

Okanogan County Community Action Council (OCCAC), “Is a cornerstone of the community effort to end poverty through education and employment.”

County Statistics	Total number of households receiving assistance: 2,774
Population: 41,554	Total number of services provided to households: 44,364
Poverty Estimate: 21.2%*	Total number of clients receiving service: 8,063
Food Pantry Pounds Distributed: 744,938	Total number of services provided to clients: 120,018

Okanogan County Community Action Council received \$2,000 from the WSDA grant and \$1,500 through community matching funds.

Website: www.occac.com

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Harvesting Autumn, The King’s Garden, Delap Orchards

Pounds of Produce Purchased: 3,300

Types of Produce Purchased:

Cherries, plums, tomatoes, peppers, summer squash, winter squash, cucumbers, peaches

Pounds of Produce Gleaned + Donated: 3,898

Types of Produce Gleaned + Donated

Summer squash, cucumbers, tomatoes, peppers, donut peaches

Purchasing Model(s)

Wholesale

Okanogan County Community Action Council

Okanogan, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

Nearly 10,000 pounds of fresh, healthy produce for recipients of our programs.

Describe Any Challenges Encountered

Getting Farmers to enter into a contract. They would prefer to just sell to us on an ongoing basis.

Partnerships Developed Through F2FP

N/A

How did produce from other sources impact your contracting and purchase decisions?

Not really. All the fruits and vegetables produce purchased were healthy choices.

How were Client Preferences Considered?

We tried to take into account client dietary needs as well as the volume of produce we could provide.



Photo credit: Alyce Henson

Rainier Valley Food Bank

Seattle, Washington

King County

Counties Served: King

Food Pantry Partners: Rainier Valley Food Bank was the single food pantry participant in this season's F2FP initiative, representing a unique process for developing partnerships with farmers outside their direct community.



Rainier Valley Food Bank serves south Seattle with a mission is to nourish with good food, empower with knowledge, and serve with compassion.

County Statistics	
Population: 2,149,970	SKC total number of households receiving assistance: 27,632
Poverty Estimate: 10.7%*	SKC total number of services provided to households: 170,406
South King County Pounds Distributed: 11,990,892	SKC total number of clients receiving service: 78,677
	SKC total number of services provided to clients: 531,426

Rainier Valley Food bank received \$2,000 from the WSDA grant and \$500 through community matching funds.

Website: www.rvfb.org/what-we-do/

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Clean Greens, Cascadia Greens

Pounds of Produce Purchased: 3,300

Types of Produce Purchased:

Broccoli, corn, beans, carrots, lettuce

Pounds of Produce Gleaned + Donated: 74

Types of Produce Gleaned + Donated

Broccoli, corn, beans, carrots

Purchasing Model(s)

Fresh sheet

"Our participation in F2FP helped spread word about our farm throughout the valley - we farm with good practices, and love it!"

Tom Willis, Clean Greens Farm & Market

Rainier Valley Food Bank

Seattle, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

We were able to help support new farms and farmers in exchange for delicious healthy local produce to feed our food guests.

Describe Any Challenges Encountered

Getting in touch with farmers, getting enough produce delivered to the food pantry due to lack of equipment or resources from the farms.

Partnerships Developed Through F2FP

N/A

How did produce from other sources impact your contracting and purchase decisions?

It is random. The donations we receive fluctuate on any given day, so we purchased according to our needs. Anything extra was always used in one of our programs.

How were Client Preferences Considered?

We asked our clients, at one of our monthly events, what they preferred, and passed that along to our growers.



Photo credit: Alyce Henson | Rotary International

Upper Valley MEND Leavenworth, Washington Chelan County

Counties Served: Chelan

Food Pantry Partners:

Community Cupboard Food Bank



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.

County Statistics	
Population: 117,665	Total number of households receiving assistance: 3,945
Poverty Estimate: 13.4%*	Total number of services provided to households: 43,108
Food Pantry Pounds Distributed: 1,290,150	Total number of clients receiving service: 13,084
	Total number of services provided to clients: 129,397

Upper Valley MEND received \$2,000 from the WSDA grant and \$500 through community matching funds.

Website: www.uvmend.org/community-cupboard

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Oh Yeah! Farms, Tierra Garden Organics, Hope Mountain Farm

Pounds of Produce Purchased: 971 (continuing purchasing)

Types of Produce Purchased:

Beets, green beans, radishes, carrots, cabbage, peppers, tomatoes, winter squash, spinach, potatoes, raspberries, watermelon.

Pounds of Produce Gleaned + Donated: 3,371

Types of Produce Gleaned + Donated

Kale, chard, radicchio, bell peppers, eggplant, lettuce, cucumber, green onion, salad mix, green beans, squash blossoms, bok choy, zucchini, tomatoes, arugula, cilantro, radishes, garlic, sweet potatoes, raspberries, acorn squash, cabbage.

Purchasing Model(s)

Fresh Sheet

"We are always trying to reach new customers. Our ability to participate in the F2FP program allowed us to reach people who would not normally purchase produce from us via our existing avenues."

Eron Drew, Tierra Garden Organics

Upper Valley MEND

Leavenworth, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

We were able to supplement the produce we were able to glean with the purchases made from local farms. If we had a slow week for gleaning then we were still able to provide fresh produce for our clients through F2FP purchases. We were also able to purchase items that we didn't have the opportunity to glean, such as raspberries, beets, watermelon, and carrots. We also found that the farms we purchased from were in turn very generous with their donations and gleaning opportunities.

Describe Any Challenges Encountered

One of the farms was reluctant to sell items to us that they knew they could sell to their other clients, so we didn't have much variety to choose from. This could most likely be solved by having an honest conversation at the beginning of the season. Sometimes communication was slow since farmers are very busy, but I was always able to see them at the weekly Farmer's Market and could talk to them in person if they hadn't had time to respond to an email or call.

Partnerships Developed Through F2FP

Rotary groups (financial and volunteer support)

How did produce from other sources impact your contracting and purchase decisions?

If I had a glean set-up to harvest a certain produce item then we would not purchase this item. We also did not purchase items that are regularly donated, such as summer squash.

How were Client Preferences Considered?

We asked the manager at the food bank which items would be best to purchase since he has good historical knowledge of what the clients like. We also tracked which items were popular based on how long it took to give them away. (Our food bank employees ask each client which fresh produce items they would like in order to make sure they are used). Items that people did not want, such as radishes, were not purchased again.

"I want to connect with my local community and be able to provide quality produce to low income families."

Susan Curtis, Hope Mountain Farm

V.O.A. Western Washington Everett, Washington Snohomish County



Counties Served: Snohomish, Island

Food Pantry Partners:

VOAWW Everett, VOAWW South Everett, VOAWW Wetmore Ave, VOAWW Mill Creek, VOAWW Sultan, Mill Creek

Community Food Bank, Arlington Food Bank, Concern for Neighbors Food Bank (Mountlake Terrace), Edmonds Community Food Bank, Edmonds Westgate Chapel Food Bank, Fathers House Food Bank (Granite Falls), Granite Falls Community Food Bank, Lake Stevens Food Bank, Lynnwood Food Bank, Maltby Food Bank, Marysville Community Food Bank, Mukilteo Food Bank, Salvation Army Food Bank, Sky Valley Food Bank (Monroe), Snohomish Food Bank, Stanwood/Camano Island Food Bank, Stillaguamish Senior Food Bank

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.”

County Statistics	
Population: 870,256	Total number of households receiving assistance: 24,461
Poverty Estimate: 9.4%*	Total number of services provided to households: 151,821
Food Pantry Pounds Distributed: 12,014,031	Total number of clients receiving service: 61,088
	Total number of services provided to clients: 432,746

VOA received \$2,000 from the WSDA grant and acquired \$500 through community matching funds.

Website: www.voaww.org

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Garden Treasures Nursery and Organic Farm

Pounds of Produce Purchased: 3,000 (continuing purchasing)

Types of Produce Purchased:

Beets, carrots, squash, cucumbers, peppers, cabbage, corn

Pounds of Produce Gleaned + Donated: 1,677

Types of Produce Gleaned + Donated

Herbs, kale, squash, tomatoes, corn, eggplant, beets, cucumbers, radishes, garlic scapes, kohlrabi, carrots, peppers, spinach.

Purchasing Model(s)

Pre-harvest

Volunteers of America Western WA

Everett, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

We received an increase in donated fresh produce in comparison to previous years.

Describe Any Challenges Encountered

Having sufficient “people power” to harvest all potential donated produce via gleans at participating farms.

Partnerships Developed Through F2FP

Snohomish Conservation District

How did produce from other sources impact your contracting and purchase decisions?

We did not want to have an over-abundance of any particular items. We also wanted to balance the equity between purchasing and accepting donations from farmers.

How were Client Preferences Considered?

We considered client preferences as well as storage capabilities.



Photo credit: David Bobanick | Rotary First Harvest

WSU Clallam County Extension

Port Angeles, Washington

Clallam County



Counties Served: Clallam

Food Pantry Partners:

Jamestown S'klallam Food Pantry, Sequim Food Band,
Port Angeles Food Bank, Lower Elwha Food Pantry, Neah
Bay Food Pantry, Forks Food Pantry

The WSU Clallam County Extension programs connect the people and communities of Clallam County with the knowledge base of Washington State University to promote quality of life and advance economic well-being through fostering inquiry, learning, and the application of research.

County Statistics	
Population: 74,570	Total number of households receiving assistance: 886
Poverty Estimate: 15.7%*	Total number of services provided to households: 7,687
Food Pantry Pounds Distributed: 219,971	Total number of clients receiving service: 2,251
	Total number of services provided to clients: 17,279

Farmers partnering with WSU Clallam County Extension received funds totaling \$2,000 from the WSDA grant and received \$800 in community matching funds.

Website: <http://extension.wsu.edu/clallam/waste-reduction-program/food-waste-reduction-and-gleaning/>
WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Agnew Alder & Aquaponics Family Farm, Johnston Farm, River Run Farm, Chi's Farm, Blue Berry Haven Farm, Kol Simcha, The Farm, Wild Edge Farm

Pounds of Produce Purchased: 939

Types of Produce Purchased:

Red pears, Asian pears, blueberries, salad greens, plums, tomatoes, squash, peas, mustard greens, kale, radishes, cauliflower, raspberry, spinach, and zucchini

Pounds of Produce Gleaned + Donated: 2,567

Types of Produce Gleaned + Donated

Salad greens, herbs, onion scapes

Purchasing Model(s)

Wholesale

"F2FP helps us to get healthy food to those who might not be able to afford it, and also to get marketing and farm name recognition in the community."

Scott Chichester, Chi's Farm

WSU Clallam County Extension

Port Angeles, Washington

Lead Agency Perspective:

Describe Any Successes or Achievements From F2FP

We were able to add 2 more farms to the program and 2 more food pantries. Three farmers now have continued contracts for the next year separate from the F2FP purchase.

Describe Any Challenges Encountered

Our program gives farmers control on what they sell, this has caused a challenge in overlapping current donations of the same produce and being inundated at the food bank with things like leafy greens.

Partnerships Developed Through F2FP

New partnerships: Jamestown S'Klallam Food Bank, Lower Elwha Food Bank, T.A.F.Y., and Serenity House.

How did produce from other sources impact your contracting and purchase decisions?

We told our farmers that this year we would not be accepting tree fruit due to large donations from gleaning activities that supported local food pantries.

How were Client Preferences Considered?

For F2FP the farmers have control on what they sell to the program and at what price. For our tribal partners I had the food bank director write a letter explaining what produce is best received by their clients.



Photo credit: David Bobanick | Rotary First Harvest

WSU Jefferson County Extension Port Townsend, Washington Jefferson County



Counties Served: Jefferson

Food Pantry Partners:

Quilcene Food Bank, Brinnon Food Bank, Tri-Area Food Bank, Coyle Food Bank, Port Townsend Food Bank, the Boiler Room Community Feeding Program, Senior Meals, YMCA summer meals program, DOVE House, Jefferson Mental Health Care Program

The WSU Jefferson County Extension programs connect the people and communities of Jefferson County with the knowledge base of Washington State University to promote quality of life and advance economic well-being through fostering inquiry, learning, and the application of research.

County Statistics	
Population: 31,139	Total number of households receiving assistance: 1,996
Poverty Estimate: 12%*	Total number of services provided to households: 37,766
Food Pantry Pounds Distributed: 1,342,472	Total number of clients receiving service: 4,869
	Total number of services provided to clients: 86,253

Farmers partnering with WSU Jefferson County Extension received funds \$2,000 from the WSDA grant and \$1,000 in community matching funds.

Website: <http://extension.wsu.edu/jefferson/>

WSDA Emergency Food Assistance Program Food Pantry Demographics

Farmer Partners:

Red Dog Farms, Midori Farm, Spring Rain Farm, Serendipity Farm

Pounds of Produce Purchased: 883

Types of Produce Purchased:

Broccoli, cauliflower, winter squash, mixed berries, peas

Pounds of Produce Gleaned + Donated: 2,450

Types of Produce Gleaned + Donated

Salad greens, lettuce, broccoli, carrots, beets, squash, beans,, peas, kale, summer squash

Purchasing Model(s)

Fresh Sheets

Note: No lead agency perspective provided by this site.

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*2012-2016 American Community Survey 5-year estimate



Photo credit: David Bobanick | Rotary First Harvest