Cusick Food Pantry & Northeast Washington Hunger Coalition Farm to Food Pantry Program

Gary Beach: Cusick Food Pantry
Nils Johnson: WSU Stevens Co. Extension, Ag and Food Systems

6/20/18

(some followup material added 6/22/18)
Outline

- Cusick Food Pantry
  - Farm to Food Pantry Program
  - Points of Value in our program
  - Data – based decision making
  - Evaluations tools
  - Challenges developing Food Systems
  - Contact Info
Cusick Food Pantry
Overview

• Incorporated 501(c)(3), 1978
  • 7 board members
  • 14 volunteers manage the food bank

• Basement of the Pend Oreille Bible Church

• We serve:
  • Cusick & Usk
  • 47% of the population below poverty level

• Clients:
  • 45% Senior Citizens
  • 20% Children
  • 35% Adults
Cusick Food Pantry
Client Challenges

• 40 miles to nearest full-service grocery store
• 2 local convenience stores
  • Higher prices
  • No fresh produce
  • No fresh meat
• Client financial issues – can’t afford to buy
  • Protein
  • Diary products
  • Fresh produce
• Many families live off-grid
  • No power
  • No running water
• In the winter, many clients can’t
  • Get to a store
  • Get to the food bank
Cusick Food Pantry
Food Bank Challenges

• Fundraising
  • Not much local industry
  • Kalispel Tribe is the largest donator

• Travel to get food
  • Second Harvest in Spokane – 130 miles round trip
  • Newport Safeway - 40 miles round trip
  • Crown Foods (wild game meat) – 130 miles round trip

• Cash funding shortages
  • Office Expenses
  • Cleaning Supplies
  • Utilities
  • Insurance
  • Fuel to pick up food from donators
Cusick Food Pantry
Food Bank Assets

• Dedicated volunteer base
• Kalispel Tribe has been a strong supporter
• Individual community members
  • Produce
  • Eggs
  • Clothing for our new clothing bank
• Churches Support
  • 3 local churches do food drives
  • Pend Oreille Bible Church – supplies location
Cusick Food Pantry
Statistics

• 100,000 lbs of food distributed
• Since July 2017
  • Served 2715 households
  • 5551 family member
• Client base increases during good weather
• May 2018
  • Gave out 15,012 Lbs of food
• Use a “Shopping” model (supervised)
• Each household can receive a box
  • Size of box depends on family size
  • Largest is 60-65 Lbs
• Provide food for holiday meals
  • Funded by the Kalispel Tribe
  • Thanksgiving: 87 Families
  • Christmas: 92 Families
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Farm to Food Pantry Program (2017)

Local Farmers

Contract

Hunger Coalition

Donations

2000 Lbs

8000 Lbs

Pickup & Delivery

Distribution Plan

Food Pantry

$7000

$7000

Average Wholesale Produce Price: $1.95 per Lb

Average Cash Cost: 31¢ per Lb

Gleaners

Donations

11,000 Lbs

Gleaning Schedule

Hunger Coalition

Food Pantry

Schools

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Stevens County Extension, 6-22-18
N.E.W Hunger Coalition – Our Territory

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Delivery Task – Our Territory

Produce Supply and Need

- Food Pantries
- Schools
- Farmers/Growers
$10 for a week’s worth of produce for a family of four

- Total Produce Delivered
  - 19067 Lbs
  - Produce Contracts: $7000
  - Average cost: $0.31/Lb

- Number of Person Daily Portions
  - 22,522

- Retail Value (grocery store value)
  - $35,337

- Total Spent on Delivery
  - $5300
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Total Farmer Payments: $5,500

Produce Delivered: 16,700 Lbs

F2FP Program – 2016

Hunger Coalition
Food Systems Director
Program Manager
Fricelist
Meaningful Experience
Distribution Targets
Farmer Relationship
Volunteer Relationship
Food Pantry Relationship
Farmer
Contract
Produce
Early Season Payments
Late Season Payments
Extra Farm Produce
Donated Produce
Labor
Gleaning
Pickup & Delivery
Cold Storage
Produce Distribution Plan
Food Pantries

Total Farmer Payments: $5,500
Produce Delivered: 16,700 Lbs

~ $4000

~ $1500

Lbs: 17%

Lbs: 63%

Lbs: 20%

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1. Weigh Package
2. Package
3. Print Box Labels
4. Inventory Control App (Boxstorm, Solid Sales, Fishbowl, or other)
5. Load Boxes
6. Delivery Miles and Time
7. Scan QR Codes on Delivery
8. Out of Inventory
9. Into Inventory
10. Reimburse Volunteer Mileage

Permanent Transaction Record (On Desktop Computer)

Accounts Payable

Accounts Receivable

Deliver

School

General Store

Food Pantry

Mobile-Enabled Inventory Control Methodology

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Mobile Enabled Inventory Control Methodology

1. Growers lets us know when produce is available.

2. At the grower’s site, a volunteer (or the grower) packs produce in containers (boxes or bags) appropriate for delivery.

3. Once packed, a volunteer weighs each container.

4. Weight, date, time, and grower name for each container is entered through the Inventory Control App. Each entry adds to current inventory.

5. Labels are printed and affixed to each container of produce.

6. Produce is loaded into a CoolPup Trailer for refrigeration and delivery.

7. Containers of produce are scanned as they’re being delivered to schools, stores, and food pantries. As each item is scanned, it comes out of current inventory.

8. Schools and general stores are invoiced from inside QuickBooks for produce they received.

9. Farmers payments are issued from inside QuickBooks for produce delivered.

10. Volunteers are reimbursed for mileage from inside QuickBooks.
Outline

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## Value of Produce

### Nutrition – Natural Nutrient Rich (NNR) Score

Read more on the NNR Score from Adam Drewnowski at: [https://academic.oup.com/ajcn/article/82/4/721/4607427](https://academic.oup.com/ajcn/article/82/4/721/4607427)

- 1 Carrot provides a daily portion of Vitamin A, Calcium, and Potassium

---

<table>
<thead>
<tr>
<th>Carrots, Raw</th>
<th>Amount needed to be eaten to get Recommended DV from only this produce item</th>
</tr>
</thead>
<tbody>
<tr>
<td>NNR Score: 24.674</td>
<td>Multiple of 2000 kcal Day: 0.07 Equals: 341 Grams or 0.16 Lbs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>USDA National Nutrient Database Data</th>
<th>Recommended DV</th>
<th>% DV per 100g</th>
<th>Label Threshold If Multiple of 2000 kcal Day</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protein 0.930 g 8.00E-03</td>
<td>85 g</td>
<td>1.43%</td>
<td>Vitamin A X 57.54</td>
</tr>
<tr>
<td>Vitamin A 16706.000 IU 0.000E+00</td>
<td>5000 IU</td>
<td>334.12%</td>
<td>Vitamin C X 112.68</td>
</tr>
<tr>
<td>Vitamin C 5.900 mg 1.130E+00</td>
<td>75 mg</td>
<td>7.867%</td>
<td>Calcium X 11.30</td>
</tr>
<tr>
<td>Calcium 33.000 mg 1.120E+00</td>
<td>1300 mg</td>
<td>2.538%</td>
<td>Iron X 1.67</td>
</tr>
<tr>
<td>Iron 0.300 mg 1.400E-02</td>
<td>18 mg</td>
<td>1.667%</td>
<td>Zinc X 0.82</td>
</tr>
<tr>
<td>Zinc 0.240 mg 1.100E-02</td>
<td>11 mg</td>
<td>2.182%</td>
<td>Folate X 64.68</td>
</tr>
<tr>
<td>Folate 19.000 mcg 5.175E+00</td>
<td>400 mcg</td>
<td>4.750%</td>
<td>Thiamine X 1.23</td>
</tr>
<tr>
<td>Thiamine 0.068 mg 1.100E-02</td>
<td>1.2 mg</td>
<td>5.500%</td>
<td>Riboflavin X 0.20</td>
</tr>
<tr>
<td>Riboflavin 0.058 mg 1.300E-02</td>
<td>1.3 mg</td>
<td>4.462%</td>
<td>Vitamin B-12 X 0.00</td>
</tr>
<tr>
<td>Vitamin B-12 0.004 mg 0.000E+00</td>
<td>2.4 ug</td>
<td>0.000%</td>
<td>Vitamin D X 0.00</td>
</tr>
<tr>
<td>Vitamin D 0.004 mg 0.000E+00</td>
<td>10 ug</td>
<td>0.000%</td>
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Regional Food Systems Infrastructure
Measuring Performance: Nutritional Serving Value per Dollar

More info on nutritional measures at:

Produce Regularly Available at Food Pantries from BigAg-BigShipping Sources
Average NDP per Dollar: 3.02

Produce the 2016 F2FP Delivered the Most Of
Average NDP per Dollar: 10.08

Nutritious Daily Portions per Dollar for Produce Delivered through 2016 N.E.W. Hunger Coalition F2FP Program
(based on NNR Score and USDA MyPlate serving recommendations)
Stevens County Food Pantry
2015 & 2016 Produce Preference Surveys

Top 5 produce items requested as "Favorite they'd like more of" by Food Bank Clients in Stevens County (2015)

Top 5 produce items requested by the General Public Stevens, Ferry, and Pend Oreille Counties (2016)
Regional Food Systems Infrastructure
Nutritional Daily Portion Dollar Value for Top 10 Preferred Produce Items in each Usage Group

Salad Vegetables
- Cucumber, With Pulp, Raw
- Enokitake Stainless, Raw
- Red Bell Pepper, Raw
- Tomato, Raw
- Watermelon, Raw
- Lettuce, Iceberg, Raw
- Tomato, Raw
- Spinach, Raw
- Kale, Raw
- Kohlrabi, Raw

Cooking Vegetables
- Broccoli, Raw
- Carrot, Raw
- Cauliflower, Raw
- Garlic, Raw
- Onion, Raw
- Brussels Sprout, Raw
- Squash, Summer, All Varieties, Raw
- Pumpkin, Raw
- Turnip, Raw

Fruits and Berries
- Grapes, American Type, Raw
- Blackberry, Raw
- Blackberry, Raw
- Blackberry, Raw
- Blackberry, Raw
- Apple, Raw
- Pear, Raw
- Plum, Raw

Nutritional Daily Portions per Dollar
- Client Preference Score (%)

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Regional Food Systems Infrastructure
Using Produce Value Data to make Decisions

Client Behavior Change – “Like” more Nutritious Produce

Increased Supply of Produce (Lower Cost Nutritious Produce)

Food Pantry Client Preference (%) VS Nutritional Value (NDP) per Dollar

- Broccoli: Cut grower cost
- Sweet Corn
- Beets
- Winter Squash
- Pumpkin: Increase Client Preference

Success: High nutrition produce items to move this direction...

Extension Role: SNAP Ed

Extension Role: Ag Tech Support

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Incentivizing Value in our Pricelist

Higher prices paid for produce that clients want and is more nutritious

Produce Item Ranking in F2FP Produce List

Nutritional Value Uplift

10% Pricelist Decrease

50% of Farmers Market Retail

10% Pricelist Increase

Below Normal

Normal Range

Above Normal

Food Pantry Client Preference Uplift

10% Pricelist Decrease

50% of Farmers Market Retail

10% Pricelist Increase

Below Normal

Normal Range

Above Normal

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# Farm to Food Pantry Contract Pricing

## 2017

Farm to Food Pantry Program
Contract Pricelist

Updated 5/9/2017

<table>
<thead>
<tr>
<th>Produce Item</th>
<th>Usage Category</th>
<th>Package Type</th>
<th>Price per Lb</th>
<th>NDP per Lb</th>
<th>Client Pref.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Apples, Raw, with skin</td>
<td>Fruit and Berries</td>
<td>Loose in Banana Boxes</td>
<td>$0.42</td>
<td>3.59</td>
<td>44%</td>
</tr>
<tr>
<td>2 Apricots, raw</td>
<td>Fruit and Berries</td>
<td>Baskets or Flats</td>
<td>$0.85</td>
<td>6.74</td>
<td>17%</td>
</tr>
<tr>
<td>3 Artichokes (Globe or French)</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$4.80</td>
<td>2.95</td>
<td>0%</td>
</tr>
<tr>
<td>4 Asparagus, Raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$1.80</td>
<td>3.52</td>
<td>64%</td>
</tr>
<tr>
<td>5 Basil, fresh</td>
<td>Salad Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$5.00</td>
<td>7.69</td>
<td>8%</td>
</tr>
<tr>
<td>6 Beet Greens, Raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$2.00</td>
<td>20.65</td>
<td>4%</td>
</tr>
<tr>
<td>7 Beet, bulk, no tops</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$0.63</td>
<td>0.00</td>
<td>31%</td>
</tr>
<tr>
<td>8 Beet, all colors, with tops</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$1.00</td>
<td>11.62</td>
<td>31%</td>
</tr>
<tr>
<td>9 Beets, Raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$0.88</td>
<td>2.60</td>
<td>31%</td>
</tr>
<tr>
<td>10 Pepper, bell type, green, big</td>
<td>Salad Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$4.00</td>
<td>6.22</td>
<td>28%</td>
</tr>
<tr>
<td>11 Pepper, bell type, green, midsized</td>
<td>Salad Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$3.00</td>
<td>6.22</td>
<td>28%</td>
</tr>
<tr>
<td>12 Blueberries, Raw</td>
<td>Fruit and Berries</td>
<td>Baskets or Flats</td>
<td>$3.00</td>
<td>12.03</td>
<td>45%</td>
</tr>
<tr>
<td>13 Broccoli, Raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$2.40</td>
<td>7.37</td>
<td>77%</td>
</tr>
<tr>
<td>14 Broccoli raab, raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$2.00</td>
<td>15.36</td>
<td>6%</td>
</tr>
<tr>
<td>15 Brussel sprouts, raw</td>
<td>Cooking Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$2.00</td>
<td>17.16</td>
<td>30%</td>
</tr>
<tr>
<td>16 Cabbage, head type, green or red</td>
<td>Salad Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$0.66</td>
<td>6.33</td>
<td>35%</td>
</tr>
<tr>
<td>17 Cabbage, leaf type</td>
<td>Salad Vegetable</td>
<td>Bagged or Loose in Banana Boxes</td>
<td>$0.80</td>
<td>6.33</td>
<td>35%</td>
</tr>
<tr>
<td>18 Melon, Cantaloupe, Raw</td>
<td>Fruit and Berries</td>
<td>Loose in Banana Box</td>
<td>$0.54</td>
<td>18.35</td>
<td>44%</td>
</tr>
</tbody>
</table>

Price uplift for:
- High Nutrition
- High Preference

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Points of Value
Farm to Food Pantry

• **Farm to Food Pantry Funding pays for:**
  • Pickup and Delivery Infrastructure
  • Developing relationships with farmers

• **Infrastructure availability**
  • Low threshold for other produce donators

• **Farmer Relationships**
  • Enable produce donation

• **Food Pantry/Client Relationships**
  • Enable behavior change (eating more fruits and vegetables)

• **Whole program: Trains farmers how (and why) to do Wholesale**
  • Packing & Food Safety
  • Enables wholesale for small institutions
  • Incremental step to “Ag in the Middle”
Outline

• Cusick Food Pantry
• Farm to Food Pantry Program
• Points of Value in our program
• Data – based decision making

• **Evaluations tools**
• Challenges developing Food Systems
• Contact Info

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Farmer Appreciation postcards

We love your Produce!

509-690-1299
office@newhungercoalition.org

Thank You
<table>
<thead>
<tr>
<th>Count</th>
<th>Site</th>
<th>Date</th>
<th>Name</th>
<th>Verbiage on Card</th>
<th>Sent To</th>
<th>Date</th>
<th>by Whom (sender)</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>Orient</td>
<td></td>
<td>Cindy Hanlill</td>
<td>Thank you so much for all the veggies. We do appreciate you guys for all your hard work</td>
<td>Bares</td>
<td>10/18/17</td>
<td>LH</td>
</tr>
<tr>
<td>29</td>
<td>Orient</td>
<td></td>
<td>Sean</td>
<td>Thanks for the food.</td>
<td>Colville Corn Maze</td>
<td>10/18/17</td>
<td>LH</td>
</tr>
<tr>
<td>30</td>
<td>Orient</td>
<td></td>
<td>Steve Frazier</td>
<td>My wife and I really appreciate your donation. It really is great about you sharing your abundance</td>
<td>Colville Corn Maze</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>31</td>
<td>Orient</td>
<td></td>
<td>Richard</td>
<td>Thanks so much for the produce!!</td>
<td>Colville Corn Maze</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>32</td>
<td>Orient</td>
<td></td>
<td>Robert</td>
<td>Thank you very much love the fresh fruits &amp; veggies my family thanks you very much</td>
<td>Front Porch Farm</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>33</td>
<td>Orient</td>
<td></td>
<td></td>
<td>The food you have contributed to the food bank have truly been appreciated!</td>
<td>Bares</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>34</td>
<td>Northport</td>
<td></td>
<td>Opal Simpson</td>
<td>Thank you for the fresh food</td>
<td>Sweet Meadows Ranch</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>35</td>
<td>Northport</td>
<td></td>
<td>Alice Root</td>
<td>Farmers rock!</td>
<td>Front Porch Farm</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>36</td>
<td>Northport</td>
<td></td>
<td>Carol Baldwin</td>
<td>Thank you so much for your assistance in donating, not only for the food but also your time.</td>
<td>Bares</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>37</td>
<td>Northport</td>
<td></td>
<td>Keith Dolsman</td>
<td>We all thank you.</td>
<td>Bares</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>38</td>
<td></td>
<td></td>
<td></td>
<td>Thanks for all the great vegetables, fruit, squash, etc. Much appreciated. Great Work!</td>
<td>Front Porch Farm</td>
<td></td>
<td>LH</td>
</tr>
<tr>
<td>39</td>
<td>Northport</td>
<td></td>
<td></td>
<td>Thank you very for the produce supplied</td>
<td>Front Porch Farm</td>
<td></td>
<td>LH</td>
</tr>
</tbody>
</table>
Valued by Farmers!

From Front Porch Farm

Front Porch Farm
November 14 at 9:28am ·

We have received many thank you cards from the local food banks and the clientele they serve. Thanks, guys! It's our pleasure to share our bounty with you all.

Sara Pittman and 6 others
1 Comment
Our Community Feeding Itself...

We love your Produce!

thanks for the food

509-690-1299
office@newhungercoalition.org

Thank You

Also useful for telling the story, anecdotally
## Performance Evaluation Data:
Deliveries to all Food Pantries

<table>
<thead>
<tr>
<th>2017 Program Summary</th>
<th>Purchased (Lbs)</th>
<th>%</th>
<th>Donated (Lbs)</th>
<th>%</th>
<th>Total Delivered (Lbs)</th>
<th>Preference Score</th>
<th>Contract $ Value</th>
<th>$ Value (USDA AMS)</th>
<th>MyPlate PDPs</th>
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<td>Program totals:</td>
<td>6662.6</td>
<td>35.0%</td>
<td>12375.0</td>
<td>65.0%</td>
<td>19066.7</td>
<td>4.7%</td>
<td>$6,105.50</td>
<td>$35,337.35</td>
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<tr>
<td>1 Colville Corn Maze</td>
<td>800.6</td>
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<td>0.0</td>
<td>0.0%</td>
<td>800.6</td>
<td>2.1%</td>
<td>$520.39</td>
<td>$1,520.59</td>
<td>547.4</td>
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<tr>
<td>2 Dave Bare</td>
<td>0.0</td>
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<td>10965.5</td>
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<td>10965.5</td>
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<tr>
<td>3 Drumming Grouse Farm</td>
<td>20.9</td>
<td>0.0%</td>
<td>50.0</td>
<td>0.0%</td>
<td>50.0</td>
<td>0.0%</td>
<td>$126.22</td>
<td>$150.00</td>
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<tr>
<td>4 Front Porch Farm</td>
<td>3202.5</td>
<td>0.0%</td>
<td>698.3</td>
<td>0.0%</td>
<td>3900.8</td>
<td>11.2%</td>
<td>$2,937.02</td>
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<td>5 Garden of Eaton</td>
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<td>0.0</td>
<td>0.0%</td>
<td>85.3</td>
<td>0.3%</td>
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<td>6 Kowitz Family Farm</td>
<td>797.1</td>
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<td>263.6</td>
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<td>1060.7</td>
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<td>$661.65</td>
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<td>7 Lloyd Farms</td>
<td>806.5</td>
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<td>0.0</td>
<td>0.0%</td>
<td>806.5</td>
<td>2.1%</td>
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<td>8 Meadow Lark Farm</td>
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<td>142.8</td>
<td>0.0%</td>
<td>432.0</td>
<td>0.7%</td>
<td>$527.75</td>
<td>$1,051.79</td>
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<tr>
<td>9 Red Beards Garden</td>
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<td>93.3</td>
<td>0.0%</td>
<td>227.5</td>
<td>0.4%</td>
<td>$175.90</td>
<td>$278.21</td>
<td>163.1</td>
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<tr>
<td>10 Sweet Meadows Ranch</td>
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<td>0.0</td>
<td>0.0%</td>
<td>462.3</td>
<td>2.4%</td>
<td>$396.35</td>
<td>$714.49</td>
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<td>11 Wildwood Manor LLC</td>
<td>63.9</td>
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<td>0.0</td>
<td>0.0%</td>
<td>63.9</td>
<td>0.3%</td>
<td>$136.94</td>
<td>$139.89</td>
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<td>12 Anonymous</td>
<td>0.0</td>
<td>0.0%</td>
<td>211.6</td>
<td>0.0%</td>
<td>211.6</td>
<td>1.8%</td>
<td>$0.00</td>
<td>$651.12</td>
<td>287.7</td>
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<td>13</td>
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<td>0.0</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
<td>0.0</td>
</tr>
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<td>0.0</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
<td>0.0</td>
</tr>
<tr>
<td>15</td>
<td>0.0</td>
<td>0.0%</td>
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<td>0.0%</td>
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<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>16</td>
<td>0.0</td>
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<td>0.0</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>17</td>
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<td>0.0</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>18</td>
<td>0.0</td>
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<td>0.0</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
<td>$0.00</td>
<td>$0.00</td>
<td>0.0</td>
</tr>
</tbody>
</table>

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Performance Evaluation Data: Deliveries to all Food Pantries

Delivery measure is Person Daily Portions, based on USDA MyPlate

4 Produce categories based on client usage

Contribution from each grower

Summary of Farm to Food Pantry Deliveries, 2016
Report Date: 11/30/2017
Delivery Site: Cusick FP

Person Daily Portions (PDP)

<table>
<thead>
<tr>
<th>Produce Type</th>
<th>Lbs</th>
<th>PDPs</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Produce</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fruit &amp; Berries</td>
<td>767.6</td>
<td>1038.6</td>
</tr>
<tr>
<td>Salad Vegetables</td>
<td>100.5</td>
<td>157.6</td>
</tr>
<tr>
<td>Cooking Vegetables</td>
<td>159.1</td>
<td>228.1</td>
</tr>
<tr>
<td>Potatoes</td>
<td>475.1</td>
<td>672.0</td>
</tr>
</tbody>
</table>

Breakdown by Supplier (Farmer) and Produce Type

<table>
<thead>
<tr>
<th>Supplier</th>
<th>All Produce</th>
<th>Fruit &amp; Berries</th>
<th>Salad Vegetables</th>
<th>Cooking Vegetables</th>
<th>Potatoes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lbs</td>
<td>PDPs</td>
<td>Lbs</td>
<td>PDPs</td>
<td>Lbs</td>
<td>PDPs</td>
</tr>
<tr>
<td>Calville Corn Maze</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Dave Bane</td>
<td>608.4</td>
<td>818.7</td>
<td>100.5</td>
<td>157.6</td>
<td>104.6</td>
</tr>
<tr>
<td>Drumming Grouse Farm</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Frank Poultry Farm</td>
<td>42.0</td>
<td>35.1</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Garden of Eaton</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Kowitt Family Farm</td>
<td>59.5</td>
<td>109.5</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Lloyd Farms</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Meadow Hawk Farm</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Red Rocks Ranch</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Wildwood Manor LLC</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Other Donations</td>
<td>32.7</td>
<td>27.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

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Ripple Effects Mapping
Capture and understand broad outcomes from a project

• Critical for understanding broad effects of our projects
  • Developed by WSU Extension and UMN Extension
  • Engaging way to capture stories about a project on a wall-sized piece of paper
  • Draws out symbiotic and cascading outcomes of a project
  • Makes successes obvious to stakeholders
  • Qualitative data output in the Community Capitals Framework


Free PDF Download at: www.z.umn.edu/rembook

Ideal timing for Ripple Effects Mapping: Year 4 or 5 of a 3-year project.
Outline

• Cusick Food Pantry
• Farm to Food Pantry Program
• Points of Value in our program
• Data – based decision making
• Evaluations tools
• Challenges developing Food Systems
• Contact Info
Challenges
Roadblocks we face that Funders should know about

• Food Systems development timescale is LONG....
  • 1st year: start building relationships
  • 3\textsuperscript{rd} year: starting to understand issues
  • 5\textsuperscript{th} year: starting to have solutions and ideas about sustainability
  • 8\textsuperscript{th} year: starting to have sustainability solutions in place (or not)
  • 10\textsuperscript{th} year: steady state

• Example:
  Specialty Crop Value Added Processing Feasibility Study in Stevens County 2017
  
  https://extension.wsu.edu/stevens/event/value-added-processing-feasibility-study-results/

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Challenges
Roadblocks we face that Funders should know about

• Paid Staff...
  • Volunteers can’t do this work. They can help, but they can’t consistently drive it
  • Example Stipend Rate: $1000/10 weeks
  • Example pay professional pay rate for this area (1 FTE):
    • Salary: $35k
    • Benefits: $7k
    • Travel: $6k
    Total: $48k

• Mileage Reimbursement for volunteers is necessary
  • Average mileage to delivery produce: 100 miles/day
  • $9000 budgeted for mileage this year
    • Our own Toyota truck/Trailer ~$0.13/Mile
    • HC - Volunteer: $0.51/Mile

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Challenges
Roadblocks we face that Funders should know about

• Coffee and snacks necessary – to build relationships
  • If snacks are available: meeting attendance doubles or triples
  • Example Budgets
    • 6:00 PM F2FP Kickoff Meeting, 15 people: $120 (Pizza and Soda)
    • Half-Day Seminar, 40 people: $40 (Coffee, tea, cookies)
    • Manager lunchs with key volunteers: $25/volunteer/month
Challenges
Example realistic Farm to Food Pantry program budget

• Budget based on experience with our program and others that are similar

<table>
<thead>
<tr>
<th>Year</th>
<th>Project</th>
<th>FTE</th>
<th>Salary</th>
<th>Benefits</th>
<th>Travel</th>
<th>Snacks etc.</th>
<th>Contracts</th>
<th>Delivery (mileage)</th>
<th>Total Costs</th>
<th>Produce Delivered</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>0.5</td>
<td>$17,500</td>
<td>$3,500</td>
<td>$6,000</td>
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<td>$2,000</td>
<td>$3,000</td>
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<td>$960</td>
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<td>$63,000</td>
<td>$422,680</td>
<td>$0.28</td>
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</tr>
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</table>

- CoolPup Trailers: 4 @ $8500 ea = $34,000
- Small 2wd Pickup Truck: 1 @ $5000 ea = $5,000

Grand Total: $461,680
Challenges
Roadblocks we face that Funders should know about – Survey Ambiguity

- **Surveys don’t work well for Food Pantries or Farmers**
  - Ambiguity not managed well by those living in a context of scarcity
  - Food Pantry Managers have ambiguous incentives
  - Low participation
  - Inaccurate results

  **Example:** How did your contract and participation in the F2FP program impact the following aspects of your business?
  - Financial Security (5 = no impact) (1 2 3 4 5 6 7 8 9 10)
  - Crop Predictability (5 = no impact) (1 2 3 4 5 6 7 8 9 10)

  **A less ambiguous version of the question:**
  - How much did the F2FP program make a difference for the following aspects of your growing operation?
    - For you to make money from your farm? (a lot worse | a bit worse | none | a bit better | a lot better)
    - For you to plan what crops to grow? (a lot worse | a bit worse | none | a bit better | a lot better)
    - For your successfully grow the crops you’d planned? (a lot worse | a bit worse | none | a bit better | a lot better)

  Ambiguity almost universally causes anxiety for both farmer and food pantry people. If they have to say “I don’t know what this means” you’ve lost them.

  This question completely threw my farmers.
Challenges
Roadblocks we face that Funders should know about – Survey Ambiguity

Example: How did your contract and participation in the F2FP program impact the following aspects of your business?

- Financial Security (5 = no impact) (1 2 3 4 5 6 7 8 9 10)
- Crop Predictability (5 = no impact) (1 2 3 4 5 6 7 8 9 10)

A less ambiguous version of the question:

How much difference did the F2FP program make for you?

- For you to make money from your farm? (a lot worse | a bit worse | none | a bit better | a lot better)
- For you to plan what crops to grow? (a lot worse | a bit worse | none | a bit better | a lot better)
- For you to successfully grow the crops you’d planned? (a lot worse | a bit worse | none | a bit better | a lot better)

Financial Security is a middle class concept and doesn’t have meaning to the working poor... “Do they mean like if I was rich?”

Crop Predictability is not a common term used by farmers... “What does this mean?”

Most farms are not profitable and do not pay even nominal wage. But earning money (net income) is something farmers relate to.

Successfully growing crops is a key measure of success for Farmers and something they can relate to.

Being able to plan what to grow for a defined market offers a decreases risk and therefore anxiety. Farmers can relate to planning.

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Challenges
Roadblocks we face that Funders should know about – Survey Ambiguity

Communicating with people living in a context of scarcity (food pantries & farmers)

• Bridges Out of Poverty: Strategies for Professional and Communities

  • Hidden Rules Among Classes
    https://www2.gwu.edu/~umpleby/mgt216/Ruby_Rules.doc

• Max Neef’s Fundamental Human Needs
  https://en.wikipedia.org/wiki/Fundamental_human_needs

• Adverse Childhood Experiences (ACEs) Training (which I feel applies to adult farmers also)
  https://www.cdc.gov/violenceprevention/acestudy/index.html

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Contact Information

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  Stevens County WSU Extension Ag Program Coordinator
  Phone: (509) 684-2588
  Mobile/Text: (509) 680-8659
  Email: nils.johnson@wsu.edu

• Stevens Co. Extension Office:
  986 S. Main, Suite D, Colville WA