

# **Kansas Statewide Local Food Systems Virtual Town Hall**

October 27, 2021

- Update on USDA Regional Food Systems Program grant submitted July 2021
- 5 minute presentations on current local food systems efforts by:
  - Kansas Rural Center
  - Kansas Alliance For Wellness/ Kansas Food Action Network
  - Kansas Department of Agriculture
  - Kansas Healthy Foods Initiative
  - Kansas Department of Education- Farm to School program
  - Kansas State Research and Extension
- Brief announcements of upcoming relevant local food systems events- all partners
- Materials will be posted at: [www.rrc.k-state.edu/localfoods/index.html](http://www.rrc.k-state.edu/localfoods/index.html)

# USDA Regional Food Systems Partnership Program Grant – Planning & Design

## Applicant: Kansas State University

**Resilience:** How can Kansas communities be better prepared to feed themselves?

**Equity:** How can all Kansans participate in their local food system?

**Access:** How can Kansans across the state access healthy local food?

**RFSP Project Goal: Assessing capacity of Kansas local food systems, identifying assets and gaps in key areas :**

**Human Capital:** What assets and gaps exist in the human capital infrastructure (i.e. knowledge, capacity, technical assistance, etc.) in the KS local food system? Who should lead in each area?

Co-Lead Org: Kansas Rural Center  
Collaborating Partners TBD

**Infrastructure:** What assets and gaps exist in the physical infrastructure (mid tier value chains, processing facilities, cold storage, incubator kitchens, cold transportation) of KS local food systems?

Co-Lead Org: Kansas Department of Agriculture  
Collaborating Partners TBD

**Financial Capital:** What assets and gaps existing in funding for food system projects in KS?

Co-Lead Org: IFF  
Collaborating Partners TBD

**Policy Supports:** What current policies are barriers to food systems development in Kansas? What opportunities exist?

Co-Lead Org: Kansas Food Action Network/KAW  
Collaborating Partners TBD

# Grant Action Steps:

1. Submitted RFSP Planning grant to support local food systems assessment collaboration among partners in 4 key areas.
2. Use assessment process to build knowledge and partnerships amongst orgs in the collaborative.
3. Identify areas of shared interest and opportunity.
4. Prioritize local food system investments for statewide partners to collaborate on for next 5 years.
5. Create a plan for strategic investment in KS local food systems in key areas.
6. Apply for RFSP Implementation grant to implement Planning & Design phase recommendations.

INDEPENDENT, STATEWIDE NONPROFIT



# KANSAS RURAL

# CENTER

- Focus on food and farm systems
- Economically Viable, Socially Just, Ecologically Sound
- Started in 1979, helping farmers deal with the economic crisis



# EDUCATION & FARMER TRAINING



## BEGINNING FARMER TRAINING

Working with advisory team to develop a comprehensive statewide beginning farmer training curriculum.



## URBAN AGRICULTURE

Providing support and evaluation of Urban Agriculture and Innovative Production grantee-Common Ground Producers and Growers- to help strengthen urban food systems.



## LAND ACCESS

Working to increase affordable and equitable access to land for farmers and their families through alternative land access models.



## FARM TO SCHOOL

Developing statewide training for producers to enter school markets. Working with schools and farmers to fund projects that decrease barriers of entering market.





# POLICY & ADVOCACY

## CLIMATE SMART AGRICULTURE

Increase resilience of local food system for future generations

## FARM BILL

Work with communities to mobilize an informed grassroots citizenry to find ways to engage with Farm Bill policies that shape their local food systems.

# RESEARCH & RESOURCE SHARING



## CONFERENCES, TOWNHALLS & LISTENING SESSIONS

Hosting conversations among neighbors and experts across the state in all matters related to food systems.



## PUBLICATIONS

KRC publishes reports and articles, such as Policy Watch and Rural Papers, and hosts video library of workshops and events.



## AMPLIFY STORIES & INCREASE ACCESS

Promoting stories of lived experiences through Sunflower Stories. Building bilingual resources.

# LOOKING AHEAD

## HOW KRC WILL STRENGTHEN OUR WORK

- Increase collaborative efforts
- Ensure our work centers climate change
- Prioritize listening to people with lived experiences
- Create sustainable and up-to-date resource hub for local food systems
- Don't reinvent the wheel



## CONTACT

Interim Executive Director, Zack Pistora, [zackp@kansasruralcenter.org](mailto:zackp@kansasruralcenter.org)

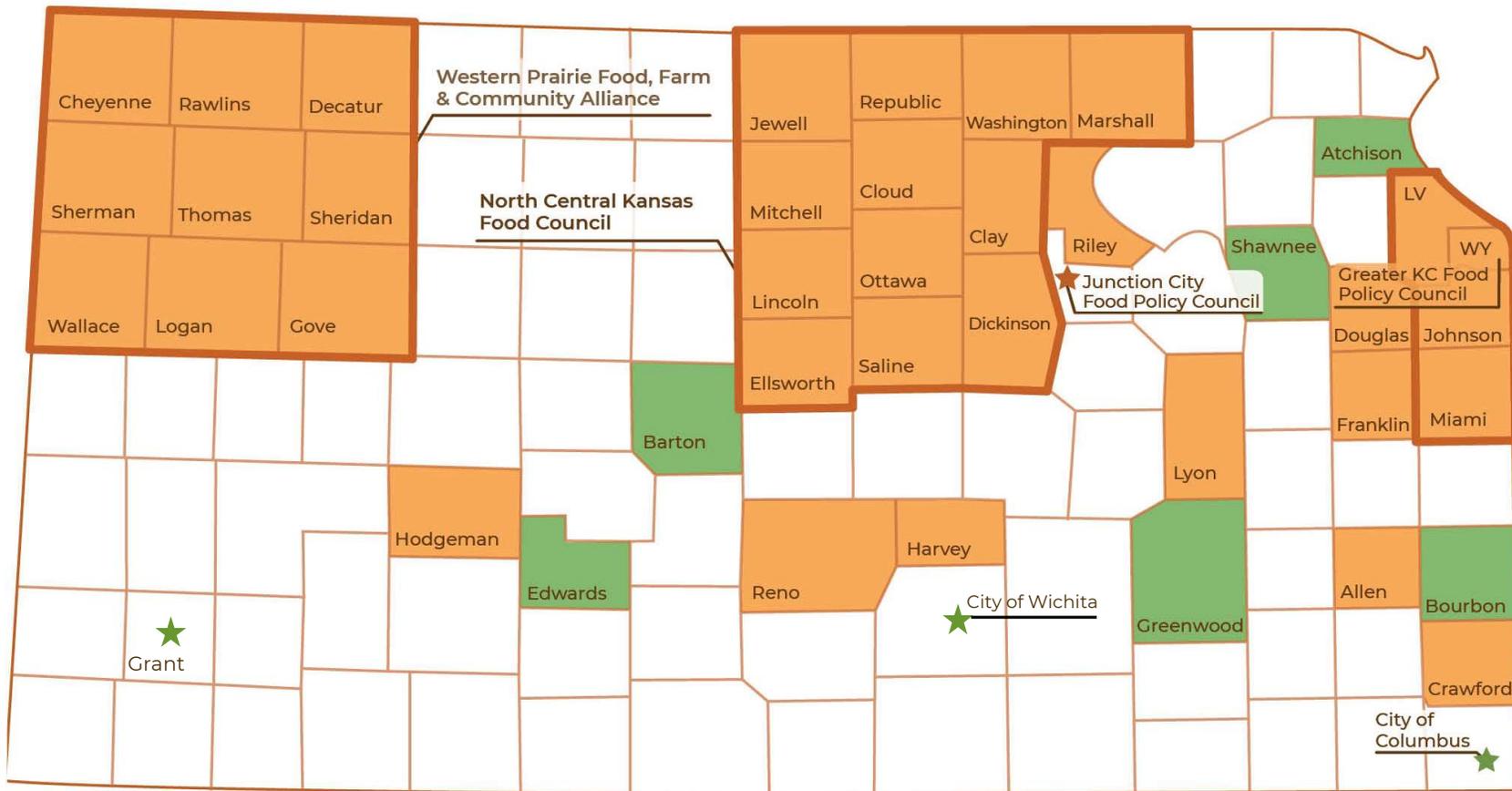
Local Food Programs Director, Kaitlin Stanley, [kstanley@kansasruralcenter.org](mailto:kstanley@kansasruralcenter.org)

Program and Admin Manager, Ryan Goertzen-Regier, [ryangr@kansasruralcenter.org](mailto:ryangr@kansasruralcenter.org)



KANSAS FOOD  
ACTION NETWORK

KSRE Local Foods Update  
October 2021

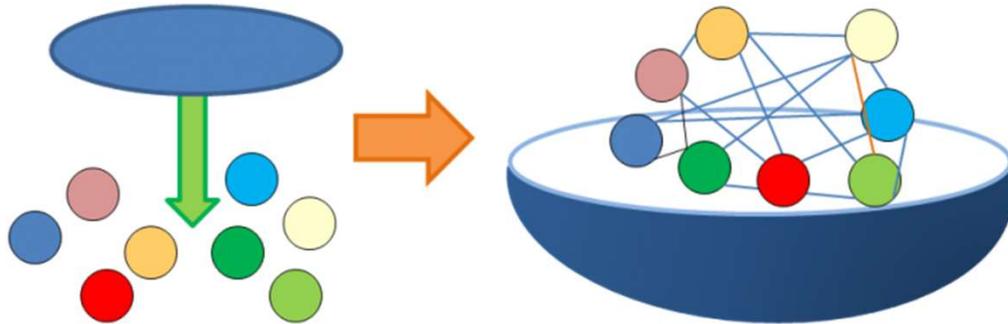


Current Council
  Emerging Council



[kchealthykids.org](http://kchealthykids.org)

# “NEW NETWORK, WHO ‘DIS?’: Restructuring for a new era of food systems work



NETWORK/PEER-TO-PEER  
LEARNING AND T.A.

ADVISORY BOARD  
(WITH COUNCIL REPRESENTATION)

INCREASED "PSE" FOCUS

DRIVEN BY COUNCIL INSIGHT





MANY HANDS MAKE... STRONG ADVOCACY:  
Piloting the Kansas Food and Farm Advocacy Coalition

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# GET IN TOUCH

Miranda Miller-Klugesherz  
Director, Kansas Food Action Network  
[mklugesherz@kchealthykids.org](mailto:mklugesherz@kchealthykids.org)

Join our listserv to “ketchup” with us  
*(look for the link in the chat!)*



# Kansas Department of Agriculture

<https://agriculture.ks.gov/>



# Addressing the Need for Healthy Food Access in Kansas

Erica Blair

Kansas Healthy Food Initiative

October 27, 2021

# Kansas Healthy Food Initiative

**Mission:** Increase access to affordable, healthy food to improve the health and economic development of Kansans and their communities.

KHFI provides **technical assistance** and **financing** to bring healthy foods to underserved Kansas communities.



*Partners:*



KANSAS HEALTH  
FOUNDATION

**K-STATE**  
Research and Extension



**NetWork  
Kansas**



Strengthening  
nonprofits and  
the communities  
they serve.



The Food Trust



## THE PROCESS

Submit your intake form at [kansashealthyfood.org/](https://kansashealthyfood.org/).

### STEP 1: ELIGIBILITY REVIEW [2 weeks]

To find out if your project is a good candidate for the Kansas Healthy Food Initiative, visit [kansashealthyfood.org](https://kansashealthyfood.org/) and click on the Program Details tab. KHF I staff will contact you to discuss the eligibility of your project. An eligibility determination will be shared with you within two weeks. Eligible projects are:

- Committed to healthy foods
- Carried out in low-resource areas
- Carried out in underserved areas
- Led by experienced operators
- Integrated with community needs

**Eligibility does not guarantee funding.**

**If eligible,**

### STEP 2: FINANCING [at least 90 days]

Compile and submit your KHF I financial application:

- NetWork Kansas will connect the applicant to a local resource partner, such as a regional Certified Development Company (CDC).
- The resource partner will provide the applicant with the KHF I financial application and submit it to KHF I on behalf of the applicant.

Financial Review:

- After underwriting, the financial package offer will be developed.
- The amount of time required to disperse funds depends on completeness of application, submission of all funding documents, and readiness of project.
- Funding decisions are made by the KHF I Investment Committee.

Eligibility Review

[2 weeks]

Funding Process

[at least 90 days]

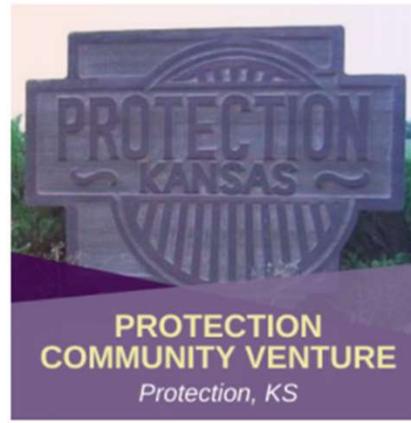
KHF I funding supports one-time investments that sustain or enhance the availability of healthy food at the retail level in low-resource and underserved communities in Kansas.

#### Examples of applicants:

- Grocery store developers and/or owners
- Food distributors
- Local food producers
- Innovative food access entrepreneurs
- Non-profit organizations
- City or county governmental bodies

#### Examples of how funds may be used:

- Building renovation, expansion, or construction of grocery stores, farm stands, processing/packing sheds, and other healthy food retail outlets.
- Purchase or upgrade of equipment, including coolers, point of sale systems, farm machinery, vehicles, etc.
- Initial one-time startup costs, including inventory, shelving, etc.



## Farm to Grocery Best Practices

*Producers have several options for selling products: direct sales, farmers' markets, farm stands, food hubs, restaurants, schools, and more. Adding a grocery store to the mix further diversifies markets and builds resilience.*

*Locally grown items are in high demand in grocery aisles, and rural grocers are often looking to provide new offerings. Why not make the connection between the farm and the local grocery store? This fact sheet offers several considerations and recommendations for partnering with rural grocery stores to sell locally produced food.*



### Identifying Buyers

First, look for grocers in your area who are already sourcing locally as a sign of potential interest. If they already participate in Double Up Food Bucks, they are highly encouraged to source fruits and vegetables from local producers. Shop Kansas Farms also has an interactive map where rural grocers can indicate their interest in selling local product. Next, reach out! Grocers are early risers, so call earlier in the day and ask for the owner or manager. Offer to stop by the store and talk in more detail.

### Ordering and Delivering

Grocers need consistency in what they supply to their customers, so establish a protocol for sharing what is available at the farm. Initially, this may require back and forth with the grocer to identify what products and amounts are delivered at what intervals. Aim to establish a standing order with the grocer and identify the frequency of delivery (weekly, biweekly, monthly). For example, 10 pounds of tomatoes per week from July to September.

### Billing

Discuss with the grocer payment expectations – how soon you expect payment after receipt and acceptable forms of payment. Invoices are most common when working with grocery stores. Include items delivered (number and unit cost), total amount, and payment due date. Be sure to specify whether delivery or freight costs are included (grocers may be paying delivery cost as a lump sum per order from their main distributor).

### Pricing

When setting prices with the grocer, you will want to offer a wholesale rate. At the farmers' market or farm stand, you're able to charge a premium. Wholesale accounts like grocery stores are typically able to move a greater volume of product, resulting in a lower unit price.

This doesn't mean a local producer must match the wholesale distributor's price. Customers will still pay a premium for local produce. Depending on the amount of processing, packaging, shipping and handling costs, pricing for wholesale will be different for each producer and buyer relationship.

**Buy Local Foods Pricing and Invoicing Guide:**  
<https://www.buylocalfood.org/upload/resource/PricingAndInvoicing.pdf>

**Setting Your Price Guide:** [www.agmrc.org/business-development/business-management/feasibility-development-business-financials/setting-your-price](http://www.agmrc.org/business-development/business-management/feasibility-development-business-financials/setting-your-price)

**Meat Price and Yield Calculator, Cornell Cooperative Extension:** <http://calculator.meatsuite.com>

**USDA Agricultural Marketing Service Specialty Crops Terminal Markets Standard Reports:**

<https://www.ams.usda.gov/market-news/fruit-and-vegetable-terminal-markets-standard-reports>

**USDA Agricultural Marketing Service National Weekly Retail Activity Reports:**  
[www.ams.usda.gov/market-news/retail](http://www.ams.usda.gov/market-news/retail)



Email: [khfi@ksu.edu](mailto:khfi@ksu.edu)

Website: [www.kansashealthyfood.org](http://www.kansashealthyfood.org)

# Kansas Farm to Plate Connections



[www.kn-eat.org](http://www.kn-eat.org), Farm to School, Guidance  
[bdepew@ksde.org](mailto:bdepew@ksde.org)  
785-296-0062



[www.ksde.org](http://www.ksde.org) | #KansansCan

*Kansas leads the world in the success of each student.*

# Farm to School USDA Grant Award funded Farm To School Sub Grants

The 2020-2021 grant recipients are completing a project to acquire tools to help their Child Nutrition Program improve access to local foods.



**Child Care Links, CACFP Sponsor**  
Garden/Fruits & Veggies/ Local Bread  
Home Provider Kits



**Sunshine Learning, CACFP Sponso**  
Garden Supplies



**Quality Care Service, CACFP Sponsor**  
Gardener/Baker/Chicken Coop Kits



Fun Times in the  
School Garden!

Compost Bin  
We built a compost bin  
out of donated pallets.

**Elk Valley, USD 283**  
Outdoor Classroom, Orchard



**Barber County North, USD 254**  
Garden Items & Greenhouse Supplies



**Pretty Prairie, USD 311**  
Ag projects



**Logan, USD 326**  
Garden Supplies/Kitchen Equipment



**Royal Valley, USD 337**  
Tower Gardens

**Sylvan Grove, USD 299**  
Gardening



**Jefferson County West, USD 340**  
Tower Gardens



**Geary County, USD 475**  
Greenhouse



**Healy, USD 468**  
Greenhouse/Tower Gardens



**Blue Valley, USD 384**  
Tower Gardens



# Growing Participation in the Summer Food Service Program

## Kansas Corn Education



### “We Grow Corn” Book

This book, created by Kansas Corn, was written for teachers to use in the classroom and takes the students through the yearlong process of growing corn and highlights how agriculture plays an important role in our lives. This resource provided information on how to expand learning with hands-on activities, videos to watch the growing process of corn on the farm, and access to challenges students can do online.

### “How Does it Grow” Summer Scientist Lab

This in this education kit, students worked like scientist to test their ideas about what plants need to grow and live by using corn plants as model organisms. Students tested growing conditions, such as light and temperature. The lesson is available online and can be conducted with materials that are easy to find—pots, bag of soil, bag of corn seed, measuring spoons! Learn more at <https://kscom.com/wegrowcorn/>



## Kansas Pork Education

The Kansas Pork Association has made several educational resources available.

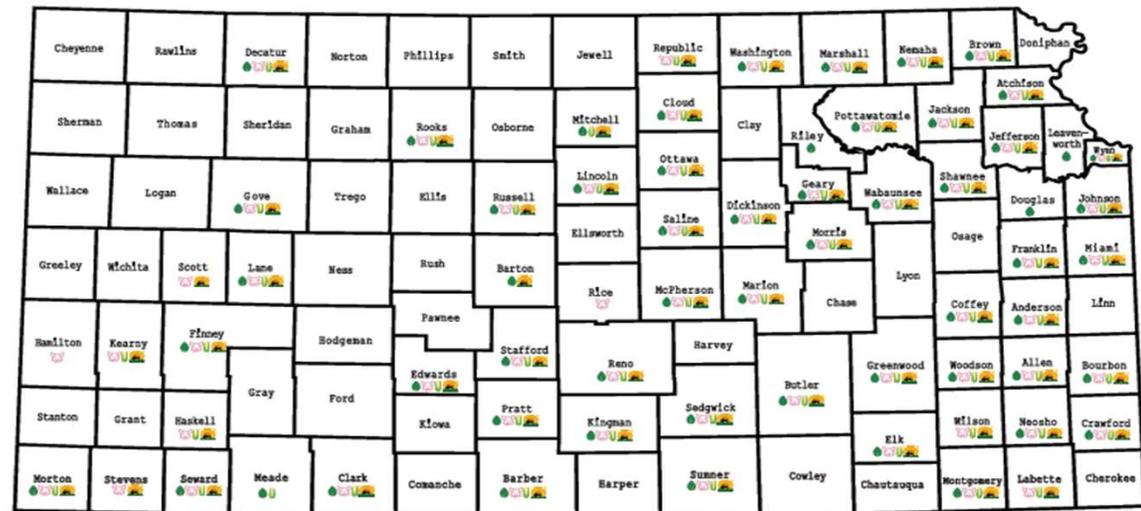


## Farmer’s Market Education



## Locations of schools that utilized these great educational resources

Tower to Table    KS Corn    KS Pork    Farmer’s Market



Have questions? Contact Barb Depew, Farm to Plate Director at [bdepew@ksde.org](mailto:bdepew@ksde.org)



# Farm to Plate Work Group

- This group connects with Child Nutrition Program sponsors with community partners and producers to establish goals, projects and resources to put more local products on Kansas children's plates.
- 28 producers, Child Nutrition sponsors and partners meet quarterly via Zoom to discuss local food current topics, updates and develop future goals.
- Vision – “Kansans Can” collaborate to procure and serve local foods in CNPs to promote learning and the success of each student.
- Next meeting this November- we will discuss 2019 USDA Farm to School Census results <https://farmtoschoolcensus.fns.usda.gov/> showing food served, frequency, spending, nutrition education and more.





TEAM UP FOR LOCAL FOODS  
**PUT OUR STATE  
 ON YOUR PLATE**  
 2021 RECIPE CHALLENGE

Develop a recipe that includes a local Kansas food product as a main ingredient. To meet the challenge, build a team consisting of student(s), Family and Consumer Science or Culinary Educator, School Nutrition Professional and a Local Producer.

The winning teams will receive a banner for their school, and a Sunflower Spotlight award. Winning recipes will be featured in the Healthier Kansas Menus resource.

Letter of Intent due on or before **October 15, 2021**  
 Submit challenge application and recipe by **December 31, 2021**

**All teams that complete the challenge requirements will receive a sub-grant of \$200.**

If you have questions, please contact Kyleen Harris at [kharris@ksde.org](mailto:kharris@ksde.org) or 785-368-8039

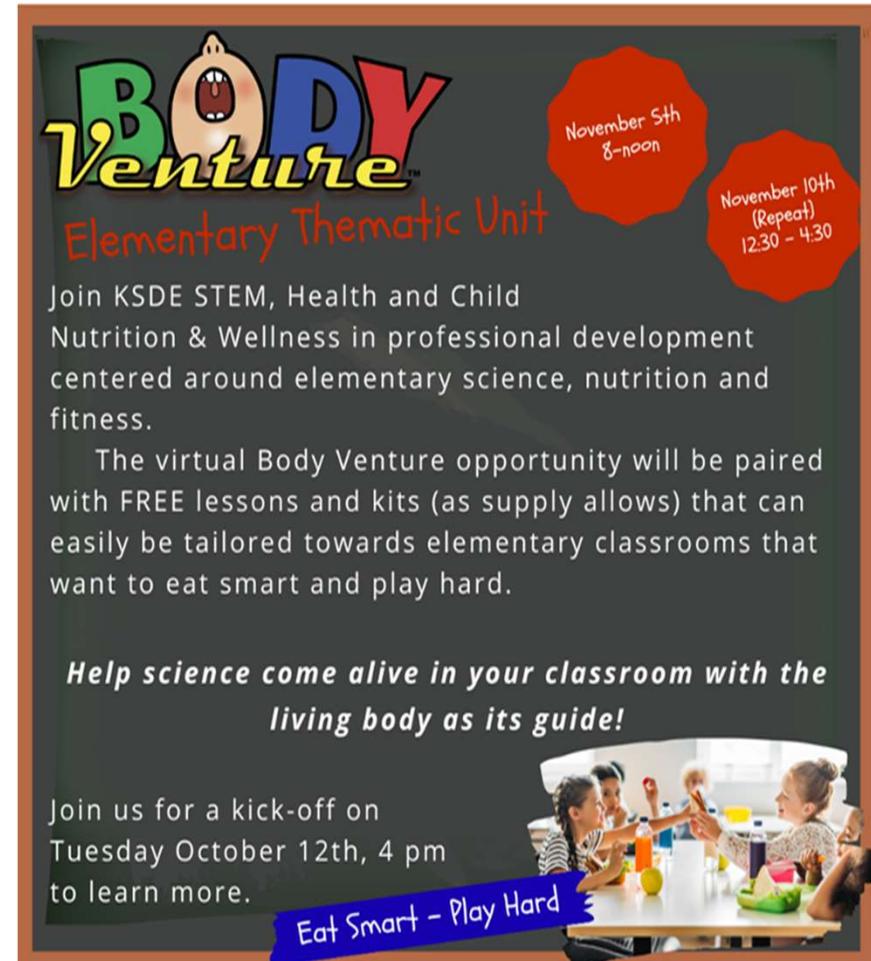
Check out our website for more information,  
[kn-eat.org](http://kn-eat.org), School Nutrition Programs, What's New.

Scan or visit our website for more information



**When local foods are included in the wholesome meals served to students, it is a **Win, Win, Win!****

-  **Students WIN**
-  **Local Farmers and Producers WIN**
-  **Communities WIN**



**Body Venture**  
 Elementary Thematic Unit

November 5th  
 8-noon

November 10th  
 (Repeat)  
 12:30 - 4:30

Join KSDE STEM, Health and Child Nutrition & Wellness in professional development centered around elementary science, nutrition and fitness.

The virtual Body Venture opportunity will be paired with FREE lessons and kits (as supply allows) that can easily be tailored towards elementary classrooms that want to eat smart and play hard.

*Help science come alive in your classroom with the living body as its guide!*

Join us for a kick-off on Tuesday October 12th, 4 pm to learn more.

**Eat Smart - Play Hard**



# KSRE Local Foods Activities-1

- Information on website: [www.rrc.k-state.edu/localfoods/index.html](http://www.rrc.k-state.edu/localfoods/index.html)
- KSRE Local Foods Team- meet monthly, working in various areas
- Many others within KSRE also working in local foods
- 2020: Homesteading 911 video series
- Kansas Value Added Foods Lab
- K-State Ag Manager- Value Added Business Development Program



- Information on website: [www.rrc.k-state.edu/localfoods/index.html](http://www.rrc.k-state.edu/localfoods/index.html)
- Resources on:
  - Shopping Direct from Farmers
  - Gardening and Commercial Produce Production, Produce Safety
  - Farmers Markets
  - Food Preservation
  - Entomology
  - Agrability
  - SARE- Sustainable Agriculture Research and Extension
  - Reducing Food Waste

- Double Up Food Bucks Program
- Rural Grocery Initiative and KHFI
- Consumer Nutrition Education, including SNAP-Ed
- Urban Food Systems Educational Program
  - Urban Food Systems Symposium- Sept 26-29, 2022, Kansas City
- Community Vitality and Development
- Local Livestock Production

## Upcoming KSRE workshops-4

- KS Direct to Consumer Marketing workshops  
– Jan 31-Feb 4, 2022
- Produce Safety-related trainings and resources available at: [www.ksre.k-state.edu/foodsafety/produce/index.html](http://www.ksre.k-state.edu/foodsafety/produce/index.html)
- Great Plains Growers Conference- Jan 7-8, 2022
- Commercial Fruit Production webinar series- Nov 1-29
- Numerous other local activities upcoming

- Update on USDA Regional Food Systems Program grant submitted July 2021
- 5 minute presentations on current local food systems efforts by
- Brief announcements of upcoming relevant local food systems events- all partners
- We plan to hold these quarterly moving forward (subject to modification if we do get the RFSP grant)
- Materials will be posted at: [www.rrc.k-state.edu/localfoods/index.html](http://www.rrc.k-state.edu/localfoods/index.html)
  - Reminder that statewide groups can also share a 1 page summary of their activities to be posted on this website also.

## Contact Details

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913 307 7391

Tom Buller, Douglas County Horticulture Agent  
Kansas State University  
[tombuller@ksu.edu](mailto:tombuller@ksu.edu)  
785 843 7058