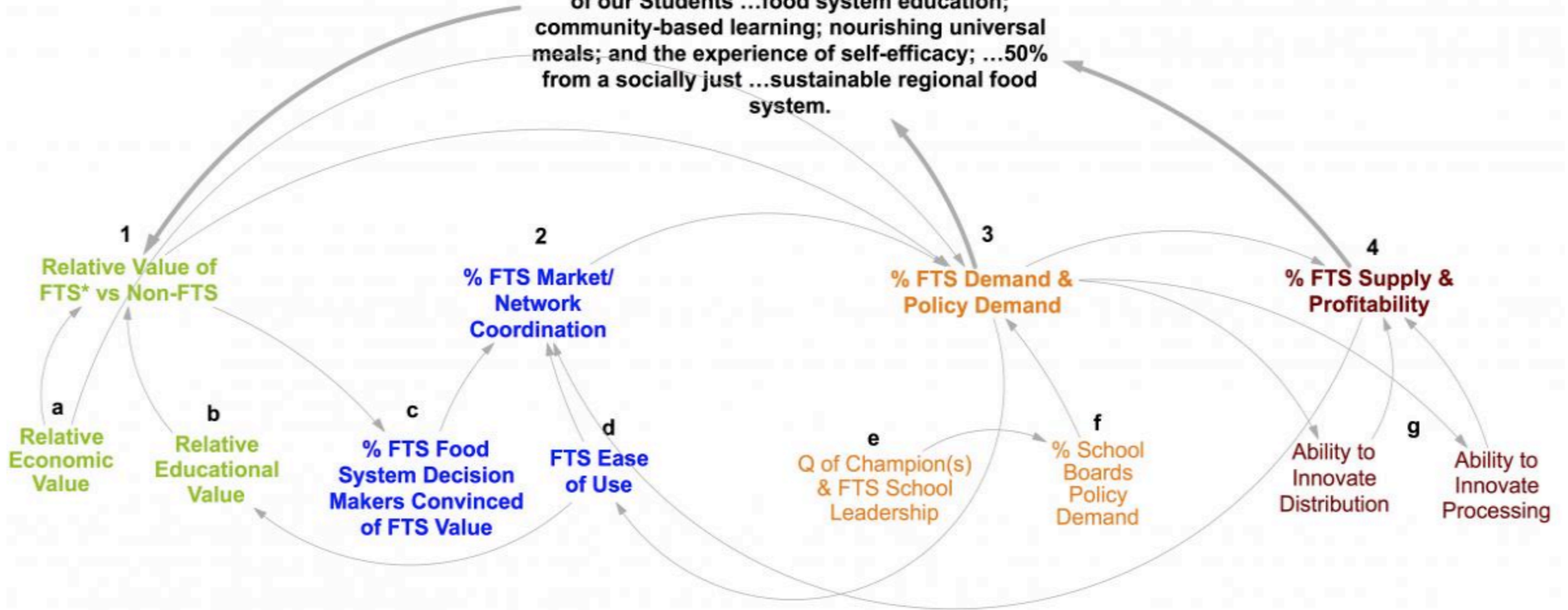


Legend:
 FTS* = Healthy, Local, Sustainable, Equitable Farm-to-School Food
 *Experiencing = the 3Cs = Classroom, Cafeteria, Community
 Q = Quality
 Q&Q = Quality & Quantity
 Production* = Farms, School Gardens, Hoop gardens, etc.

By 2025, 75% of Vermont Schools ...engages 75% of our Students ...food system education; community-based learning; nourishing universal meals; and the experience of self-efficacy; ...50% from a socially just ...sustainable regional food system.



**Increase innovation in local food production,
processing and distribution.**

Help 75% of schools define local and regional purchasing and engage producers, processors and distributors through a coordinated and transparent supply chain to openly communicate needs, credibly track progress and market success.

How can we double locally sourced food spending from 5% to 10%...

We need to better understand what schools buy.

We need to better understand what is locally produced and processed.

Then we can better identify the opportunities.

Top 12 Local food targets, or “what is locally produced?”

- Carrots
- Sweet potatoes
- Lettuce, salad greens
- Winter squash
- Potatoes
- Broccoli
- Apples
- Berries
- Whole Eggs
- Ground Turkey
- Ground Beef
- Yogurt

Spending on food, or “what schools buy?”

- Data collected from distributors, not from the schools.
- \$15,000,000 (estimated), approximately 300 schools
- \$50,000 food spending per school, roughly on average
 - 24% on fruits,
 - 19% on vegetables,
 - 19% on meats/proteins,
 - 16% on dairy,
 - 11% on grains,
 - 11% on packaged foods/other
- About 5.5% locally sourced

Where are the opportunities?

1. Celebrate what is already locally produced and on the menu.
2. What is produced locally but not local on the menu?
3. What is produced locally that is not on the menu, but could be?
4. What non-local choices could easily be switched to local?

First, the sample menu

Monday	Tuesday	Wednesday	Thursday	Friday
Corndog Confetti rice Carrot, Raisin Salad Roasted Broccoli Fresh fruit	Cheese Pizza Roasted mushrooms & cherry tomatoes Creamy coleslaw Apple salad	Sesame chicken noodles Garlic rolls Fresh green beans Cucumber slices Fresh local apples	Bruschetta Cheesy bread Turkey fingers Beet salad Canned fruit	Grilled cheese Sweet potato fries Peas & corn Fresh fruit
Pepper steak burger Whole wheat bun Black beans Curry Cauliflower Fresh fruit	Meatball sub pizza Sweet corn Tossed salad Canned fruit	Mac & Cheese Cinnamon stick Red pepper strips Romaine leaves Fresh local apples	Egg salad boat Veggie beans Strawberry spinach salad Fruit & Granola	Cheese quesadilla Tomato wedges Asian vegetables Apple crisp
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Sweet & sour chicken Veggie rice pilaf Stewed tomatoes 3 beans in BBQ sauce Fresh fruit	French bread pizza Caesar salad Sweet corn Canned/fresh fruit	Tacos Black olives Lettuce & cheese cups Black beans Cucumbers & dip Strawberry cup	Fish Whole grain goldfish Broccoli, kale salad Potato buds Fresh fruit	Teacher conference (no school)

What is already locally produced and on the menu?

Look at the menu and call out what is already local.

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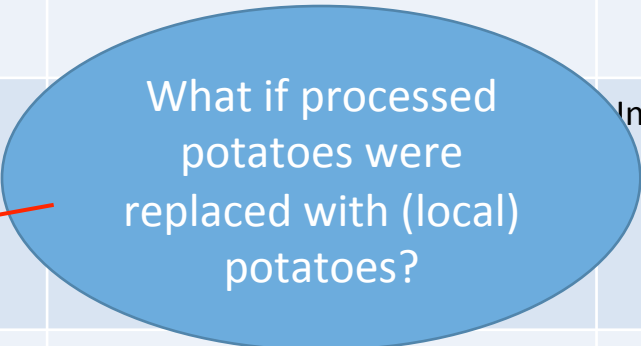
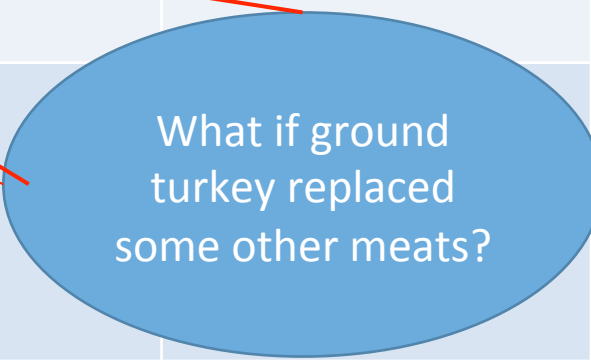
What is produced locally but not local on the menu (based on the Top Ten + 2)?

- Carrots
- Sweet potatoes
- Lettuce, salad greens
- Winter squash
- Potatoes
- Broccoli
- Apples
- Berries
- Whole Eggs
- Ground Turkey
- Ground Beef
- Yogurt

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What is produced locally that is not on the menu, but could be?

- Carrots, 2 out of 22
- Sweet potatoes, 1 out of 22
- Lettuce, salad greens, 2 out of 22
- Winter squash, 2 out of 22
- Potatoes, 0 out of 22
- Broccoli, 2 out of 22
- Apples, 6+ out of 22
- Berries, 2 out of 22
- Ground Turkey, 0 out of 22
- Beef, 2 out of 22
- Yogurt, 0 out of 22

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What if processed potatoes were replaced with (local) potatoes?

What if ground turkey replaced some other meats?

What non-local choices could easily be switched to local?

Either source these locally or replace with local products?

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Description	Purchase Unit	Price per Unit	Summer Purchase (Number only)	Farm/Producer	Distributor/food hub	Total Product Expenditures (Do not enter an amount)	Total Category Expenditures (Do not enter an amount)
FILL IN						CALCULATED AUTOMATICALLY	
Apples							\$ 470.90
Whole,Macintosh	case	\$ 29.09	10		Upper Valley	\$ 290.90	
Whole,Empire						\$ -	
Whole,other	case	\$ 30.00	6		Upper Valley	\$ 180.00	
Berry							\$ 180.93
Strawberries, fresh	case	\$ 25.38	3			\$ 76.14	
Blueberries, fresh	case	\$ 34.93	3		upper valley	\$ 104.79	
						\$ -	
Greens							\$ 102.00
salad mix	3lb box	\$ 27.00		Harlows	ndham Farm and Fo	\$ -	
head lettuce	case	\$ 17.00	6	Harlows	ndham Farm and Fo	\$ 102.00	
spinach						\$ -	
Kale							
Swiss Chard							
						\$ -	
Other fruit	case	\$ 33.69	14		Upper Valley		\$ -
						\$ -	
						\$ -	
Potatoes	50lbs	\$ 30.00	2	Duttons	ndham Farm and Food		\$ -
						\$ -	
						\$ -	
Carrots							\$ -
fresh whole						\$ -	
fresh cut						\$ -	
Brassicas							\$ -
fresh whole broccoli						\$ -	
fresh broccoli florets						\$ -	
whole cabbage						\$ -	
Summer Squash							\$ -
Zucchini							
Yellow Squash						\$ -	
Tomatoes							\$ 95.13
Large	case	\$ 33.93	2		Upper Valley	\$ 67.86	
Grape or Cherry	case	\$ 27.27	1		Upper Valley	\$ 27.27	
Cheese							\$ -
						\$ -	
Meat							\$ -
						\$ -	
Onions							\$ -
Scallions						\$ -	
						\$ -	
Herbs							\$ -
						\$ -	
						\$ -	
Other	20lbs	\$ 120.00	2	True North Granola	Windham Farm and Food		0
Yogurt	17.5 lbs	30.63	11	Commonweath Dairy	Windham Farm and Food		
Cucumbers	case	25.36	7		Upper Valley		
Green Peppers	case	30.42	1		Upper Valley		

Sample completed data tool

Innovation in the Supply Chain Goal

- Increase innovation in local food production, processing and distribution. Help 75% of schools define local and regional purchasing and engage producers, processors and distributors through a coordinated and transparent supply chain to openly communicate needs, credibly track progress and market success.