



Douglas County, KS Local Food Wholesale Directory

A resource for producers and buyers

Version 2 | April 2017



Using this Directory

This directory exists to make it easier for local foods to reach wholesale buyers in Douglas County, KS.

Who is it for?

- **Producers** interested in selling to wholesale buyers in Douglas County.
- **Buyers** in Douglas County interested in expanding local foods purchasing.

How can I use it?

- **Review seasonal harvest windows** to identify what you can integrate into your purchasing and menu planning. Remember that some crops (e.g., onions, potatoes, beets, carrots) can be **purchased and stored to extend their availability** from local growers. Light preparation and freezing can also extend the season.
- **Contact** a potential buyer or producer to **set up an introductory meeting**. Use the information in each listing to guide your conversation. Address relevant issues of production practices, post-harvest handling, packaging, ordering and delivery logistics, marketing, pricing and product availability, and invoicing. *Establishing clear communication and shared understanding of purchase expectations will help ensure you start a productive relationship with a new buyer or supplier.*
- Easily **follow-up** on sales/purchases through the contact information listed.
- **Plan** pre-season arrangements with local food partners you enjoy working with.

How can I be in the directory?

Wholesale buyers and producers not included in this second version who would like to be included in the future should contact: Helen Schnoes, Food Systems Coordinator for Douglas County: hschnoes@douglas-county.com | 785-832-5157

This directory is available online at <https://www.douglascountyks.org/fpc/reports-and-resources>

Cover photography from Rick Martin and TK Peterson.

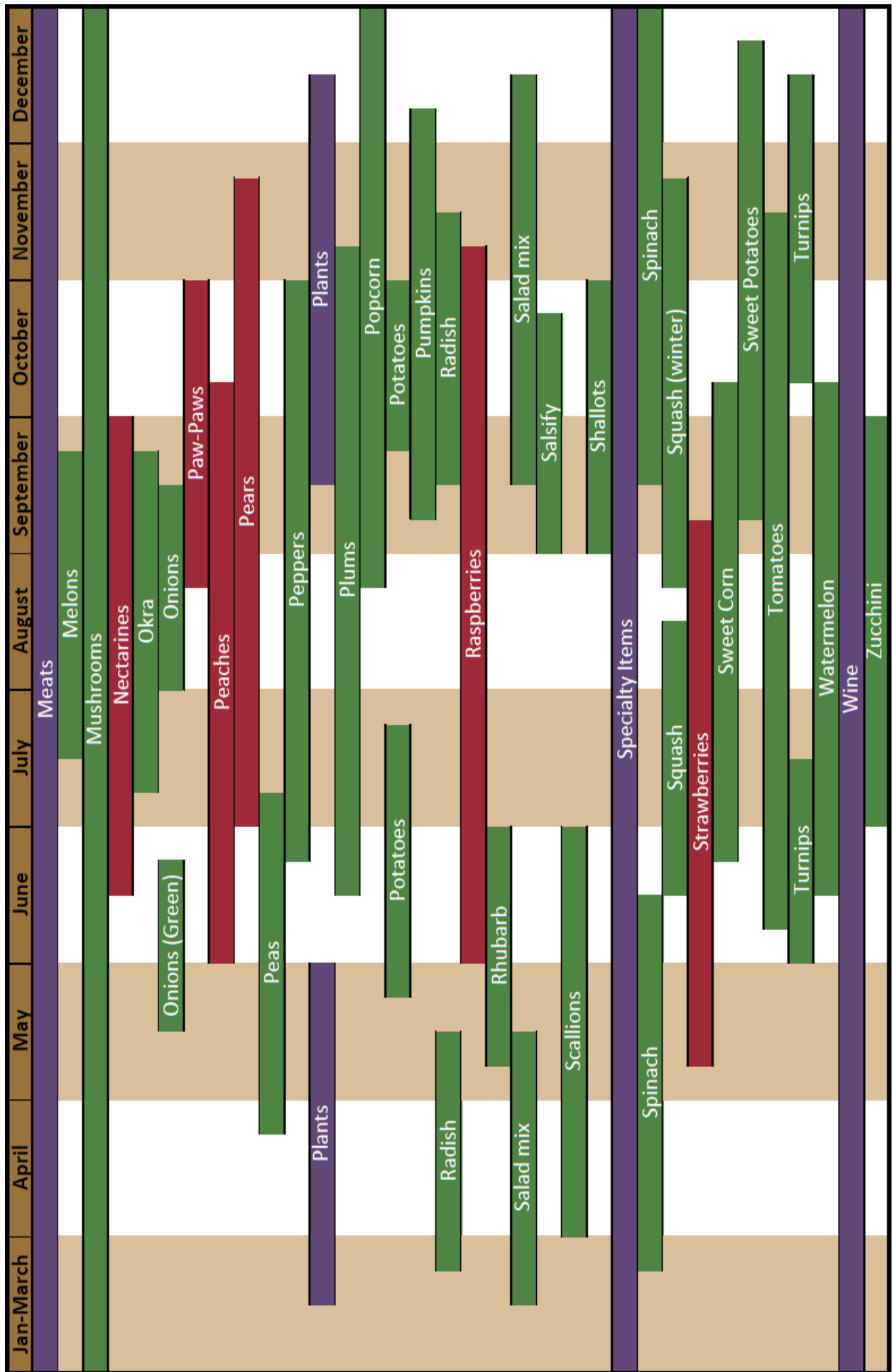
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A note on directory content:

We envision this directory as a launching point for establishing new, productive business relationships between farmers and grocers. Significant effort was placed into ensuring the accuracy of the profile listings. However, we encourage directory users to verify listing details upon contact and learn more information than just what is presented in the following profiles. As a printed document in a digital age, we cannot guarantee that changes have not occurred with individual buyers or farmers since our printing in April 2017. Contact Helen Schnoes with any concerns: hschnoes@douglas-county.com | 785-832-5157.

Page 2 | Seasonality Chart



For more information contact K-State Research and Extension - Douglas County, 2110 Harper St, Lawrence, www.douglas.ksu.edu, 785-843-7058

Producer Summary Information Grid

Farm Name	Page Profile	Location	Email	Phone	Products									Liability	Organic	GAP	On-Farm Food Safety Plan	Sell to				
					Veg.	Greens	Meat	Fruit	Poultry	Eggs	Grains	Value Added	Other					Restaurant	Grocery Store	School	Distributor	Work CSA
Amy's Meats at The Homestead	9	Lawrence	amy@amysmeats.com	785-691-6251																		
Beisecker Farms	10	Baldwin City	beiseckerfarms@embarqmail.com	785 594 3349																		
Buller Family Farm / Common Harvest	11	Lawrence	bullerfamilyfarm@gmail.com	785-218-6233																		
Chestnut Charlie's	12	Lawrence	chestnutcharlie@gmail.com	785-841-8505																		
Clearfield Farmhaus	13	Eudora	clearfieldfarmhaus@gmail.com	816-682-9330																		
Country Road Farms	14	Eudora	countryroadfarms@yahoo.com	785.615.1290																		
Crum's Heirlooms, LLC	15	Bonner Springs	crumnob@sunflower.com	913-422-1630																		
David's Herbs	16	Perry	chiefdist2@yahoo.com	785-597-5867																		
FishGardens Greenhouse	17	Eudora	pams@sunflower.com	785-691-6231																		
Fresh Farm HQ	37	Kansas City	info@freshfarmhq.com	913-276-9155																		
Hildebrand Farms Dairy	19	Junction City	info.hildebrandfarmsdairy@gmail.com	785-238-8029																		
irick farms	20	Linwood	irickfarms@gmail.com	785 248 1789																		
Juniper Hill Farms, LLC	21	Lawrence	scott@jhf-ks.com	785-840-4892																		
Lazy R Ranch	22	Eudora	pnrferg@sbcglobal.net	913-638-3141																		
Mellowfields Farm	23	Lawrence	mellowfields@gmail.com	785-393-9595																		
Moon on the Meadow farm	24	Lawrence	jelmers@moononthemeadow.com	785-393-8372																		
Of The Earth Farm Distillery	25	Rayville	info@oftheearthfarm.com	660-232-1096																		
Pearly Gates Organic Soapery & Homestead	26	Kansas City	Gardens@pearlygatessoap.com	816-353-3602																		
Pendleton's Country Market	27	Lawrence	karenp@pendletons.com	785-843-1409																		
Peters Family Farm	28	Baldwin City	petersfamilyfarm@gmail.com	785-331-8207																		
private garden	29	Eudora	stevenbogler@hotmail.com	785-690-7071																		
Rabbit Ear Farm	30	Lawrence	ben.cropp@gmail.com	785-393-1507																		
Salem Farms	31	Topeka	rochelle@salemfarms.com	785-383-1449																		
Skyview Farm and Creamery	32	Pleasanton	GodsAcre@ckt.net	913-352-8727																		
Vajra Farm	33	Oskaloosa	moringse@gmail.com	785-691-7305																		
Vesecky Family Farms	34	Baldwin City	wfreedom02@yahoo.com	785-393-4617																		
WVFarm, LLC	35	Pomona	WVFarm@outlook.com	785-255-4445																		

Buyer Summary Information Grid

Buyer Type	Name	Page Profile	Location	Phone	Email	Vegetables			Meats	Fruit	Poultry	Dairy	Eggs	Grains	Value Added	Liability	On Farm Safety		Standards	
						Common	Specialty	Greens									GAP	Safety Plan	Grading	Packaging
Culinary Arts	Eudora-Desoto Technical Program	36	Eudora	785-840-4275	jacklow@eudoaschools.org															
Food Hub	Fresh Farm HQ Cooperative Association	37	Kansas City	913-276-9155	info@freshfarmhq.com															
School Food Service	Baldwin USD 348 School District	38	Baldwin City	785-594-2721	mpowell@usd348.com															
School Food Service	Eudora School District	39	Eudora	785-542-4987	sharlaflakus@eudoraschools.org															
School Food Service	USD 497 Food Service	40	Lawrence	785-832-5000	LMorgan@usd497.org															
Grocer	Baldwin City Market	41	Baldwin City	785-594-3321	bcmarket@embargmail.com															
Grocer	Checkers	42	Lawrence	785-843-0023	wesnellis@checkersfoods.com															
Grocer	Gene's Heartland Foods	43	Eudora	785-542-2727	genesheudora@hotmail.com															
Grocer	HyVee (6th St.)	44	Lawrence	785-832-9449	1379producemgr@hy-vee.com															
Grocer	HyVee (Clinton Parkway)	45	Lawrence	785-832-0044	1377producemgr@hy-vee.com															
Grocer	Natural Grocers	46	Lawrence	785-830-8500	manager.lw@naturalgrocers.com															
Grocer	The Merc Co+op	47	Lawrence	785-843-8544	produce@themerc.coop															
Restaurants	715 Restaurant	48	Lawrence	785-691-6480	travisfreese@gmail.com															
Restaurants	Bon Bon	49	Lawrence	785-640-6981	Sosimplysimon@gmail.com															
Restaurants	Free State Brewery	50	Lawrence	785-843-4555	chefjimi@icloud.com															
Restaurants	Hank Charcuterie	51	Lawrence	785.832.8688	hankcharcuterie@gmail.com															
Restaurants	Homestead Kitchen & Bakery	52	Baldwin City	913-208-7196	lori@homestead.cafe															
Restaurants	Ladybird Diner	53	Lawrence	785-393-4453	tpatrickquillin@gmail.com															
Restaurants	Lawrence Brewing Company	54	Lawrence	785-550-1973																
Restaurants	Limestone Pizza + Kitchen + Bar	55	Lawrence	785 727 8542	info@limestonepkb.com															
Restaurants	Merchants Pub and Plate	56	Lawrence	785-979-8427	kansaschef@gmail.com															
Restaurants	The Burger Stand	57	Lawrence	785-371-7050	josh.pisciotta@gmail.com															

Producer Profiles

Amy's Meats at The Homestead

Amy Saunders

17967 23rd Street

Lawrence, KS 66044

www.AmysMeats.com and

<https://www.facebook.com/AmysMeats/>

Phone: 785-691-6251

Email: amy@amysmeats.com

Best Method of Communication: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM		X	X	X			
PM		X	X	X			

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables

Greens

Meat

Poultry

Eggs

Grains

Value-Added

Main Products:

Pork, Lamb

Preferred Markets:

Restaurant

Grocery store

School

Worksite CSA

Product Liability: Yes,
\$500,000

Organic Status: No

On-Farm Procedures and Practices: On-farm washing Season extension
Meats are inspected at the locker

Production Techniques: Organic practices, but not certified Humanely
Raised (uncertified) Grass-finished Cover cropping Cage-free Heirloom
seedstock Heritage breed animal permaculture

Product and Price Sheet: No,
my farm has not developed a
document like this.

Minimum Purchase: No

Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do

Delivery Days:

Delivery Fee: No

UPC Able? No

Unique local labeling?
No

Standard Vehicle Dock Height:
Yes

Additional Comments: We are a small family homestead, naturally caring for and raising our livestock. We've got Jersey milk cow's, sheep, pigs and pasture raised chickens, a large garden and are trying to produce everything we eat all the while trying to share it with you! My focus is on education to the consumer, how we raise our bounty as well as how to best preserve it for future uses.

Beisecker Farms
Thomas Beisecker
351 East 1950 Road
Baldwin City, KS 66006

Phone: 785 594 3349 785 766 0149

Email: beiseckerfarms@embarqmail.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Fruit

Main Products:

Apples

Preferred Markets:

Restaurant

Grocery store

School

Product Liability: Yes, \$2 million

On-Farm Procedures and Practices: On-farm cold storage On-farm washing

Organic Status: No

Production Techniques:

Product and Price Sheet: No, my farm has not developed a document like this.

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days:

Delivery Fee: No

Additional Comments:

Buller Family Farm / Common Harvest

Tom Buller

1577 N. 1550 Rd.

Lawrence, KS 66046

Phone: 785-218-6233

Email: bullerfamilyfarm@gmail.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
PM	X	X		X	X		

Interested in Marketing Support/Collaboration?

Local Products Available:

Vegetables

Greens

Fruit

Main Products:

Lettuce mixes, tomatoes, sweet potatoes, broccoli, greens

Preferred Markets:

Restaurant

Product Liability: Yes, \$1 million

On-Farm Procedures and Practices: Yes

Organic Status: Yes

Production Techniques:

Product and Price Sheet: No, my farm has not developed a document like this.

UPC Able? No

Unique local labeling?

Standard Vehicle Dock Height: No

Minimum Purchase: Yes Minimum order for delivery within Lawrence, KS is \$50

Preferred period for advanced ordering:

Delivery Days:

Delivery Fee: No

Additional Comments:

Chestnut Charlie's

Charles novogradac
box 1166

Lawrence, KS 66044

www.chestnutcharlie.com

Phone: 785-841-8505 785-841-8505

Email: chestnutcharlie@gmail.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	X
PM	X	X	X	X	X	X	X

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Chestnuts

Main Products:

chestnuts

Preferred Markets:

Restaurant

Grocery store

Distributor

Worksite CSA

Product Liability: Yes, \$2 million

On-Farm Procedures and Practices: On-Farm Food Safety Plan Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm cold storage On-farm washing

Organic Status: Yes, all

Production Techniques:

Product and Price Sheet:

Other (please describe in box below) Only one product with pricing based upon size

UPC Able? No

Unique local labeling?

Yes

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days:

Delivery Fee: No

Additional Comments: Chestnut Charlie's provides fresh, hand picked chestnuts Oct-Dec, as long as supply lasts. We take great care in handling and storing our chestnuts to ensure the highest quality. As many consumers are not familiar with chestnuts, we are happy to provide packaging with peeling and storage instructions as well as recipes and nutritional information.

Clearfield Farmhaus
Craig and Nedra Mitchell
2222 N. 600th Road
Eudora, KS 66025

Web-site: www.clearfieldfarmhaus.com;
 Facebook: clearfieldfarmhaus

Phone: 816-682-9330 913-568-2117
 Email: clearfieldfarmhaus@gmail.com

Best Method of Communication: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM				X	X	X	
PM	X	X	X	X	X	X	

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables
 Fresh baked goods

Main Products:

Tomatoes, Zucchini, Cucumbers,
 Okra, Cantaloupe, Pumpkins, Onions,
 Broccoli, Peppers, Radishes, Spinach,
 Herbs. Will plant and grow to order

Preferred Markets:

Restaurant
 Grocery store
 School
 Worksite CSA

Product Liability: We are in the process of adding product liability insurance to our business; We anticipate having at least a \$500,000 policy in place and will update when we have a policy in force

Organic Status: No

On-Farm Procedures and Practices: On-Farm Food Safety Plan On-farm cold storage On-farm washing In the process of adding High Tunnel structure for season extension; also developing a harvest/pack tracking system

Production Techniques:

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days: Thursdays & as needed

Delivery Fee: No

UPC Able? No **Unique local labeling?** Yes **Standard Vehicle Dock Height:** Yes

Additional Comments: Clearfield Farmhaus is a small farm, located 6 miles south of Eudora, Kansas. Craig and Nedra Mitchell, owners, renovated the farmhouse, originally built in 1895. They are in the early stages of upgrading and utilizing the unique barn and farmhouse for agri-tourism venues/markets. They have a special interest in the historical significance of early German settlers in the Clearfield area and are collaborating with local historical societies to gain more information and opportunities to incorporate this as part of their educational mission. Clearfield Farmhaus grows fresh, all natural fruits and vegetables, utilizing many natural agricultural practices and sells through local farmers' markets, on-site, individual and business pre-orders and local grocery stores and restaurants. They have applied to the US Dept. of Agriculture NRCS Conservation Program for assistance with funding a high tunnel structure to assist with extending their growing season. They also create a variety of fresh baked goods including scones, cookies, breads, cinnamon rolls and muffins. Their recipes are simple, with few ingredients and lean toward healthier options - whole grains, lower amounts of processed sugars and no preservatives. They are in the process of applying for a food processing license for their on-site Farmhaus kitchen

Country Road Farms

Jamie Knabe

991 E. 2400 Road

Eudora, KS 66025

facebook Country Road Farms, Eudora KS

Phone: 785.615.1290 785.424.0778

Email: countryroadfarms@yahoo.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	
PM	X						X

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables

Meat

Fruit

Poultry

Eggs

Grains

Main Products:

eggs, ground beef, ground sausage

Preferred Markets:

Restaurant

Grocery store

School

Worksite CSA

Product Liability: Yes, \$1 million

On-Farm Procedures and Practices: On-Farm Food Safety Plan

Organic Status: No

Production Techniques:

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days: Monday

Delivery Fee: Yes

Additional Comments: All of our products are raised/grown all naturally.

Crum's Heirlooms, LLC
Jim and Deb Crum
16211 Stillwell Road
Bonner Springs, KS 66012
 crumsheirloomskc.com

Phone: 913-422-1630 913-706-5531
Email: crumnob@sunflower.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables
 Greens
 Value-Added

Main Products:

Lettuce, Heirloom Tomatoes, Brussels
 Sprouts, Onions, Smoked dried
 peppers

Preferred Markets:

Restaurant

Product Liability: Yes, \$3
 million

Organic Status: No

On-Farm Procedures and Practices: On-Farm Food Safety Plan On-farm cold
 storage On-farm washing Season extension

Production Techniques: Organic practices, but not certified Cover cropping
 Heirloom seedstock

Product and Price Sheet: No,
 my farm has not developed a
 document like this.

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days: Wednesday/Thursday

Delivery Fee: No

UPC Able? No

Unique local labeling?
 No

Standard Vehicle Dock Height: No

Additional Comments: We are experienced growers that have serviced small independently owned restaurants
 in the KC area for over 10 years. We contact restaurant chefs weekly by email or phone with the seasonal
 produce that is available.

David's Herbs
David Warriner
3328 Linn Rd
Perry, KS 66073

Phone: 785-597-5867

Email: chiefdist2@yahoo.com

Best Method of Communication:

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
PM							

Interested in Marketing Support/Collaboration?

Local Products Available:

Vegetables
 Greens
 Meat
 Poultry
 Eggs

Main Products:

Preferred Markets:

Product Liability: Yes,
 \$100,000

Organic Status: No

On-Farm Procedures and Practices: On-farm cold storage On-farm washing
 Season extension

Production Techniques: Organic practices, but not certified Integrated Pest
 Management Humanely Raised (uncertified) Cover cropping Cage-free
 Heirloom seedstock

Product and Price Sheet:

UPC Able? No

Unique local labeling?
 No

Standard Vehicle Dock Height: No

Minimum Purchase:

Preferred period for advanced ordering:

Delivery Days:

Delivery Fee:

Additional Comments:

FishGardens Greenhouse**Pam Staab****2036 N 1000 Rd****Eudora, KS 66025****Phone:** 785-691-6231 785-331-9974**Email:** pams@sunflower.com**Best Method of Communication:** Phone (text)**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Greens

Main Products:

Lettuces, Microgreens

Preferred Markets:

Restaurant

Grocery store

Worksite CSA

Product Liability: Yes, \$1 million**On-Farm Procedures and Practices:** Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm cold storage Season extension**Organic Status:** No**Production Techniques:** Organic practices, but not certified Integrated Pest Management Aquaponics**Product and Price Sheet:** No, my farm has not developed a document like this.**UPC Able?** No**Unique local labeling?** Yes**Standard Vehicle Dock Height:** No**Minimum Purchase:** No**Preferred period for advanced ordering:** About two to three days in advance**Delivery Days:****Delivery Fee:** No**Additional Comments:**

Fresh Farm HQ
10940 Parallel Pkwy
Ste K 375
Kansas City, KS 66109
 www.freshfarmhq.com

Phone: 913-276-9155 913-276-8767

Email: info@freshfarmhq.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X			X			
PM							

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables
 Greens
 Meat
 Fruit
 Poultry
 Eggs

Main Products:

Tomatoes, Cherry Tomatoes,
 Potatoes, Sweet Potatoes, Peppers,
 Onions, Cucumbers, Squash,
 Cauliflower, Broccoli, Winter Squash,
 Melons, Lettuce, Spinach, Kale,
 Cabbage, Eggplant

Preferred Markets:

Restaurant
 Grocery store
 Institution
 Distributor
 Corporate Buying Club

Product Liability: Yes, \$1 million

Organic Status: Yes, some crops/part of the land

On-Farm Procedures and Practices: On-Farm Food Safety Plan On-farm cold storage On-farm washing Season extension

Production Techniques:

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

Minimum Purchase: Yes 50

Preferred period for advanced ordering: One week in advance

Delivery Days: Currently Wed, might change in 2017

UPC Able? No
Unique local labeling? Yes

Standard Vehicle Dock Height: No

Delivery Fee: No

Additional Comments: Fresh Farm HQ is a grower owned cooperative food hub, so we represent a number of farmers from across eastern Kansas and western Missouri Our farmers produce a variety of different crops, and meats, using both organic and conventional production practices. We seek to serve to connect our farmers with wholesale markets. Secondary contact: Jennifer Thomas, Business Assistant.

Hildebrand Farms Dairy**Melissa Reed****5210 Rucker Rd.****Junction City, KS 66441****www.hildebrandfarmsdairy.com****Phone:** 785-238-8029 785-762-MILK**Email:** info.hildebrandfarmsdairy@gmail.com**Best Method of Communication:** Email**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM		X	X	X	X		
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Dairy

Main Products:

Milk, cream, butter and soft serve ice cream mix

Preferred Markets:

Restaurant
Grocery store
School
Distributor
Worksite CSA

Product Liability: Yes, \$2 million**On-Farm Procedures and Practices:** On-Farm Food Safety Plan**Organic Status:** No**Production Techniques:****Product and Price Sheet:** Yes.**UPC Able?** Yes**Unique local labeling?**
No**Standard Vehicle Dock Height:**
Yes**Minimum Purchase:** Yes 30 unit average for free delivery**Preferred period for advanced ordering:** One week in advance, however, we are flexible.**Delivery Days:** Tuesday, Wednesday, and Friday
in Lawrence.**Delivery Fee:** No

Additional Comments: The Hildebrand family milks 150 cows nestled in the Flint Hills of Junction City. The family farm has grown to include an on-site processing facility that makes more than 11 varieties of fluid milk and 3 varieties of butter all packaged in their signature glass containers. They distribute their glass-bottled milk and butter throughout Kansas with the partnership of distributors and with their own delivery system.

irick farms
kevin irick
23428 loring rd.
Linwood, KS 66052

Phone: 785 248 1789 785 841 5917

Email: irickfarms@gmail.com

Best Method of Communication: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	
PM							X

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables

Greens

Main Products:

tomatoes, squash ,cucumber, basil

Preferred Markets:

Restaurant

Grocery store

School

Distributor

Worksite CSA

Product Liability: Yes, \$1 million

On-Farm Procedures and Practices: On-Farm Food Safety Plan Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm washing Season extension

Organic Status: No

Production Techniques:

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: Morning for afternoon delivery

Delivery Days: every day

Delivery Fee: No

Additional Comments:

Juniper Hill Farms, LLC**Scott Thellman****1547 N 2000 Road****Lawrence, KS 66044**

www.facebook.com/jhfarms

Phone: 785-840-4892 785-766-2277**Email:** scott@jhf-ks.com**Best Method of Communication:** Phone (call)**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Vegetables

Greens

Grains

hops

Main Products:

Beets, bok choy, carrots, cabbage, chard, cucumbers, lettuce (head and leaf), summer squash/zucchini, watermelon, potatoes, pumpkins, winter squash

Preferred Markets:

Restaurant

Grocery store

School

Distributor

Worksite CSA

Product Liability: Yes, \$2 million

On-Farm Procedures and Practices: Anticipated fall 2017 On-Farm Food Safety Plan Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm cold storage On-farm washing Season extension Cold chain from harvest to delivery. GAP in 2017

Organic Status: Yes, some crops/part of the land**Production Techniques:**

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? Yes

Unique local labeling?
Yes

Standard Vehicle Dock Height:
Yes

Minimum Purchase: Yes \$50 in Lawrence, \$100 in KC**Preferred period for advanced ordering:** Can take orders weeks in advance. Smaller orders about two to three days in advance.**Delivery Days:** Tuesday, Friday**Delivery Fee:** Yes

Additional Comments: JHF also brokers Amish grown produce from Missouri. We are able to ship in wholesale amounts with these products. First generation farm owned and operated by young farmers. We have 50 acres of vegetables in production.

Lazy R Ranch
Pam Ferguson
600 E. 2300 Rd.
Eudora, KS 66025

Phone: 913-638-3141 785-749-3190

Email: pnrferg@sbcglobal.net

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM			X		X		
PM	X	X	X		X		

Interested in Marketing Support/Collaboration?

Local Products Available:

Vegetables

Meat

Herbs

Main Products:

Grass-fed beef, tomatoes, peppers,
 potatoes, sweet potatoes,
 cucumbers, herbs

Preferred Markets:

Grocery store

School

Product Liability: No

On-Farm Procedures and Practices: On-farm cold storage On-farm washing

Organic Status:

Production Techniques: Humanely Raised (uncertified) Grass-finished
 Heritage breed animal

Product and Price Sheet: No,
 my farm has not developed a
 document like this.

UPC Able? No

Unique local labeling? Maybe

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: About two to three days in advance

Delivery Days:

Delivery Fee: Yes

Additional Comments: We believe in a natural process in raising our beef and produce, respecting Mother Nature and the cycles of the seasons.

Mellowfields Farm**Kevin Prather****420 Lyon Street****Lawrence, KS 66044**

www.mellowfields.com

Phone: 785-393-9595 785-393-9595**Email:** mellowfields@gmail.com**Best Method of Communication:** Email**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
PM	X		X		X		

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Vegetables

Greens

Main Products:Tomatoes, Greens, Sweet Potatoes,
Salad mix, Summer squash, Herbs**Preferred Markets:**

Restaurant

Grocery store

School

Worksite CSA

Product Liability: Yes, \$1
million**Organic Status:** Yes, all**Product and Price Sheet:** No,
my farm has not developed a
document like this.**Minimum Purchase:** Yes 50**Preferred period for advanced ordering:** About two to three days in advance**Delivery Days:** Wednesday, Friday**On-Farm Procedures and Practices:** On-Farm Food Safety Plan On-farm cold
storage On-farm washing Season extension**Production Techniques:****UPC Able?** No**Unique local labeling?**
Yes**Standard Vehicle Dock Height:** No**Delivery Fee:** No**Additional Comments:**

Moon on the Meadow farm**Jill Elmers****1515 E. 11th St****Lawrence, KS 66046**

facebook

Phone: 785-393-8372**Email:** jelmers@moononthemeadow.com**Best Method of Communication:** Email**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
PM							

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Vegetables

Greens

Main Products:salad greens, kale, spinach,
tomatoes, sweet potatoes**Preferred Markets:**

Restaurant

Grocery store

School

Worksite CSA

Product Liability: Yes, \$1 million**On-Farm Procedures and Practices:** On-Farm Food Safety Plan Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm cold storage On-farm washing Season extension**Organic Status:** Yes, all**Production Techniques:****Product and Price Sheet:** Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.**UPC Able?** No**Unique local labeling?** Yes**Standard Vehicle Dock Height:** No**Minimum Purchase:** Yes negotiable**Preferred period for advanced ordering:** I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do**Delivery Days:** each year is different and based on places to deliver to**Delivery Fee:** Yes**Additional Comments:**

Of The Earth Farm Distillery

JD Pierce

38215 West 176th

Rayville, MO 64084

www.oftheearthfarm.com

Phone: 660-232-1096

Email: info@oftheearthfarm.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X		X	X	X		
PM	X		X	X			

Interested in Marketing Support/Collaboration? Yes

Preferred Markets:

Restaurant
Grocery store
Distributor
Worksite CSA

Local Products Available:

Meat

Fruit

Value-Added

Packaged for retail fresh frozen pork, seasonal lamb, and pork snack sticks.

Seasonal products from our farm distillery-Apple Brandy, Blackberry Liqueur, Pommeau-Aged Apple Liqueur and Grappa from

Norton/Chambourcin pomace from Baltimore Bend. Other products, Rye Whiskey and Coffee Liqueur

Main Products:

Distilled Spirits-MO only. USDA facility processed and packaged retail pork cuts and frozen hog carcasses (can be tempered for delivery).

Product Liability: Yes, \$2 million

Organic Status: No

On-Farm Procedures and Practices: We use processor cold storage.

Production Techniques: Humanely Raised (uncertified) Heritage breed animal Non Genetically Engineered feed provided for the hogs as well as fresh spent fruit and grain mashes.

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

Minimum Purchase: No

Preferred period for advanced ordering: Two weeks in advance

Delivery Days:

Delivery Fee: No

UPC Able? Yes **Unique local labeling?** Yes **Standard Vehicle Dock Height:** No

Additional Comments: Of The Earth is located on the rolling hills of Ray County northeast of Kansas City. In season the orchard produces apples, Asian pears and peaches. Spent mash from the production of premium farm distilled spirits is fed to Berkshire hogs to produce flavorful pork and supplemented to the Katahdin sheep to make an especially happy flock. Apple brandy, from Of The Earth apples; Ray County Rye Whiskey; and Grappa created from Missouri Norton grapes were released in December 2013. Blackberry and Raspberry Liqueur from fresh, local berries were added to the offerings in August 2014 and 2015. Pommeau was also released in 2015. This is a unique blending of apple distillates and fresh apple juice aged in a recycled Apple brandy barrel. Most recently we have partnered with Dona Fina Coffee, the beans are produced by the small Guatemalan farm of Erika Noguera's family, to produce a liqueur.

Pearly Gates Organic Soapery & Homestead

Nancy S Gordon

7000 Sycamore Avenue

Kansas City, MO 64133

Facebook Pearly Gates Organic Soapery & Homestead

Phone: 816-353-3602 816-718-1681

Email: Gardens@pearlygatessoap.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
PM							

Local Products Available:

Vegetables

Greens

Micro-greens

Main Products:

Tomatoes, micro-greens

Preferred Markets:

Restaurant

Grocery store

School

Worksite CSA

Interested in Marketing Support/Collaboration? Yes

Product Liability: No

On-Farm Procedures and Practices: On-farm washing

Organic Status: No, but we are in transition

Production Techniques: Organic practices, but not certified Cover cropping
Heirloom seedstock

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: No

Minimum Purchase: Yes 10#

Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do

Delivery Days:

Delivery Fee: Yes

Additional Comments: We've been growing organically since 1981, and in 1984 were one of the twelve regional finalists in The Robert Rodale's Organic Gardening Magazine contest. We're a food producer member in the KC Food Circle, and a Sustainable Agriculture Research & Education grant winner 2008, project titled 'Incredible Crop Yields From Small Urban Spaces'

Pendleton's Country Market**John and Karen Pendleton****1446 E 1850 Rd****Lawrence, KS 66046****www.pendletons.com****Phone:** 785-843-1409 785-865-3489**Email:** karenp@pendletons.com**Best Method of Communication:** Phone (call)**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X			
PM	X	X	X	X			

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Vegetables

Main Products:Asparagus, sweet potatoes, okra,
peppers, eggplant**Preferred Markets:**Restaurant
Worksite CSA**Product Liability:** Yes, \$2
million**On-Farm Procedures and Practices:** On-farm cold storage On-farm washing
Season extension**Organic Status:** No**Production Techniques:** Integrated Pest Management**Product and Price Sheet:** No,
my farm has not developed a
document like this.**UPC Able?** No**Unique local labeling?**
No**Standard Vehicle Dock Height:** No**Minimum Purchase:** No**Preferred period for advanced ordering:** Morning for afternoon delivery**Delivery Days:****Delivery Fee:** No**Additional Comments:**

Peters Family Farm**Marcia Peters****1086 N 800 Rd****Baldwin City, KS 66006**

<https://www.facebook.com/Peters-Family-Farm-162556623794305/>

Phone: 785-331-8207**Email:** petersfamilyfarm@gmail.com**Best Method of Communication:** Phone (call)**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X			
PM							

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Vegetables

Greens

Fruit

Value-Added

Main Products:

Greens, summer squash, green
beans, garlic

Preferred Markets:

Restaurant

Grocery store

School

Worksite CSA

Product Liability: Yes, \$1 million**On-Farm Procedures and Practices:** On-farm cold storage On-farm washing
Season extension**Organic Status:** No**Production Techniques:** Organic practices, but not certified Cover cropping
Heirloom seedstock**Product and Price Sheet:** Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.**UPC Able?** No**Unique local labeling?** Yes**Standard Vehicle Dock Height:** No**Minimum Purchase:** No**Preferred period for advanced ordering:** About two to three days in advance**Delivery Days:****Delivery Fee:** No**Additional Comments:**

private garden
steven bogler
1393 east 2100 road
Eudora, KS 66025

Phone: 785-690-7071

Email: stevenbogler@hotmail.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	X
PM							

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables

Fruit

Eggs

flowers

Main Products:

tomatoes, onions and peppers

Preferred Markets:

Restaurant

Product Liability: No

On-Farm Procedures and Practices:

Organic Status: No

Production Techniques: Organic practices, but not certified Cage-free
 Heirloom seedstock

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? No

Unique local labeling? No

Standard Vehicle Dock Height: No

Minimum Purchase: No

Preferred period for advanced ordering: Morning for afternoon delivery

Delivery Days: 7 days a week

Delivery Fee: No

Additional Comments:

Rabbit Ear Farm
Benjamin Cropp
2413 Oxford Rd
Lawrence, KS 66049

Phone: 785-393-1507

Email: ben.cropp@gmail.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM					X	X	X
PM					X	X	X

Interested in Marketing Support/Collaboration? No

Local Products Available:

Vegetables

Greens

Fruit

Main Products:

Garlic, Mesclun mix, Spinach, Kale,
 Chard, Beets, Beet Greens, Turnips,
 Turnip Greens, Blackberries

Preferred Markets:

Restaurant

Grocery store

School

Distributor

Worksite CSA

Product Liability: No

On-Farm Procedures and Practices: On-farm washing

Organic Status: No

Production Techniques: Organic practices, but not certified

Product and Price Sheet: No,
 my farm has not developed a
 document like this.

UPC Able? No

Unique local labeling?
 No

Standard Vehicle Dock Height:
 Yes

Minimum Purchase: No

Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do

Delivery Days:

Delivery Fee: No

Additional Comments:

Salem Farms
Rochelle Boman
2900 NW Button Rd
Topeka, KS 66614
 www.salemfarms.co

Phone: 785-383-1449

Email: rochelle@salemfarms.co

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
PM	X	X	X	X	X		

Interested in Marketing Support/Collaboration? Yes

Local Products Available:

Vegetables
 Greens
 Fruit
 Eggs

Main Products:

Lettuce, tomatoes, eggplant, squash,
 herbs

Preferred Markets:

Restaurant
 Grocery store
 School
 Worksite CSA

Product Liability: Yes, \$1 million

On-Farm Procedures and Practices: On-Farm Food Safety Plan Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates) On-farm cold storage On-farm washing Season extension

Organic Status: Yes, all

Production Techniques:

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? Yes

Unique local labeling?
 Yes

Standard Vehicle Dock Height:
 Yes

Minimum Purchase: Yes 3 cases

Preferred period for advanced ordering: About two to three days in advance

Delivery Days:

Delivery Fee: No

Additional Comments: Salem Farms is a family owned and operated USDA organic certified fruit and vegetable farm. We grow lettuce year round, tomatoes 9 months of the year, and a large variety of seasonal produce. All of our produce is available for purchase on our online store once harvested. We also custom grow for restaurants, schools and grocers as well as offer wholesale pricing. Our farming methods are sustainable and our produce is amazing!

Skyview Farm and Creamery**Sheri Noffke****22722 E. 800 Rd.****Pleasanton, KS 66075****Www.skyviewfarm.net****Phone:** 913-352-8727**Email:** GodsAcre@ckt.net**Best Method of Communication:** Email**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM		X	X	X	X		
PM		X	X	X	X		

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**Value-Added
Cheese**Main Products:**

Cheese

Preferred Markets:Restaurant
Grocery store
Worksite CSA**Product Liability:** Yes**On-Farm Procedures and Practices:** On-farm cold storage Kansas grade A dairy license**Organic Status:** No**Production Techniques:** Grass based, non gmo, raw milk aged cheese**Product and Price Sheet:** Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.**UPC Able?** No**Unique local labeling?** No**Standard Vehicle Dock Height:** No**Minimum Purchase:** Yes 50**Preferred period for advanced ordering:** About two to three days in advance**Delivery Days:****Delivery Fee:** Yes**Additional Comments:**

Vajra Farm
Steven Moring
14370 54th St.
Oskaloosa, KS 66066
vajrafarm.com

Phone: 785-691-7305
Email: moringse@gmail.com

Best Method of Communication: Phone (call)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X		X		
PM					X		

Interested in Marketing Support/Collaboration? Maybe

Local Products Available:

Vegetables
Fruit
Herbs

Main Products:

Mid-season vegetables, raspberries,
peaches, pears, apples

Preferred Markets:

Restaurant
School
Distributor

Product Liability: Yes, \$1
million

On-Farm Procedures and Practices: On-Farm Food Safety Plan

Organic Status:

Production Techniques:

Product and Price Sheet: No,
my farm has not developed a
document like this.

UPC Able? No

Unique local labeling?
Yes

Standard Vehicle Dock Height:
No

Minimum Purchase: No

Preferred period for advanced ordering:

Delivery Days:

Delivery Fee: Yes

Additional Comments:

Vesecky Family Farms**William Vesecky****1814 n 600rd****Baldwin City, KS 66006****Phone:** 785-393-4617**Email:** wfreedom02@yahoo.com**Best Method of Communication:** Phone (call)**Preferred Contact Times**

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	X
PM	X	X	X	X	X	X	X

Interested in Marketing Support/Collaboration? Yes**Local Products Available:**

Meat

Poultry

Main Products:Chicken, turkey, duck, goose, lamb,
goat**Preferred Markets:**

Restaurant

Grocery store

School

Distributor

Worksite CSA

Product Liability: No**On-Farm Procedures and Practices:** On-farm cold storage**Organic Status:** No**Production Techniques:** Humanely Raised (uncertified) Cage-free**Product and Price Sheet:** Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.**UPC Able?** No**Unique local labeling?** Yes**Standard Vehicle Dock Height:** No**Minimum Purchase:** No**Preferred period for advanced ordering:** About two to three days in advance**Delivery Days:****Delivery Fee:** No**Additional Comments:** Three generations raising pasture raised poultry in local baldwin city.

WVFarm, LLC
Sonja and Tom Wood
774 Stafford Road
Pomona, KS 66076
 Twitter.com/@wvfarm

Phone: 785-255-4445 785-331-9828
Email: WVFarm@outlook.com

Best Method of Communication: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	X
PM	X	X	X	X	X	X	X

Interested in Marketing Support/Collaboration? Yes

Local Products Available:
 Meat

Main Products:
 Grass-fed Dexter cattle beef

Preferred Markets:
 Restaurant
 Grocery store
 Distributor

Product Liability: Yes, \$1 million

On-Farm Procedures and Practices:

Organic Status: No

Production Techniques: Humanely Raised (uncertified) Grass-finished

Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: Yes

Minimum Purchase: Yes One-half or whole steer

Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do

Delivery Days:

Delivery Fee: No

Additional Comments: We have been exclusive Dexter grass-fed beef and Boer meat goat producers in Franklin County, KS since 2010. Meet Seamus, the big red bull and WVFarm sire. Think healthy grass-fed Dexter cattle t-bones, rib-eye steaks, prime rib, briskets, and ground beef, plus Boer meat goats products from Woodland Valley Farm.

Buyer Profiles

Eudora-Desoto Technical Program

2203 Church St.

Eudora, KS 66025

eudoradesotoculinary.weebly.com

Contact: Eudora-Desoto Technical Program Eudora-Desoto Technical Program

Position: Culinary Instruction Chef

Email: jacklow@eudoaschools.org

Phone: 785-840-4275

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X		
Midday	X	X	X	X	X		
Afternoon	X	X	X	X	X		
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)

Preferred Purchase Timeframe: Throughout the school year

Available to discuss year round? Yes

Product Liability: No

Desired On-Farm Procedures and Practices: None

Delivery Standards:

Packaging (items must arrive in standard units and specific containers)

Organic Preference? No

Sustainability Preference? Yes

Deliver to classroom? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: 30 days

Advanced Order: About two to three days in advance

Dock Height: No

Educational Activities of Interest with Farmers:

Classroom presentations or discussions
Farm field trips

Other district Farm to School Efforts? I don't know

Additional Comments:

Fresh Farm HQ Cooperative Association

10940 Parallel Pkwy
Ste K-375
Kansas City, KS 66109
www.freshfarmhq.com

Contact: Wayne Parks
Position: Director of Operations
Email: info@freshfarmhq.com
Phone: 913-276-9155

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X			X			
Midday (11am – 2pm)							
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Does the food hub have a set definition for local foods? Yes, Produce and Proteins grown within 150 miles of Kansas City

Farmer Commitment: Membership in our Cooperative Association

Interest in using local food for prepared foods or processing? Yes We will sell processed foods to our buyers.

Desired On-Farm Procedures and Practices:

On-Farm Food Safety Plan
Farm Visit

Delivery Standards:

Packaging--delivery (items must arrive in standard units and industry containers)
Packaging--products must have food hub packaging / labeling

Organic Preference? No

Sustainability Preference? No

Vendor Approval Form: Yes We require food safety and product commitment documents.

Sales Agreement: Yes Members sign membership agreements; non-members sign purchase agreements.

Advanced Order: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds

Minimum Purchase: Yes Any volume is accepted as long as we can aggregate smaller amounts with larger deliveries. This is a case-by-case basis.

Invoice Turnaround: 30 days

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? Yes

Additional Comments: Secondary contact: Jennifer Thomas, Business Assistant: 913-276-8767.

Baldwin City USD 348 School District

PO Box 67
Baldwin City, KS 66006

Contact: Martha Powell
Position: Food Service Director/Manager
Oversight: Independent

Email: mpowell@usd348.com
Phone: 785-594-2721
Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning 7:30am 11am	X	X	X	X	X		
Midday (11am to 2pm)							
Afternoon (2pm to 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

Vegetables (common)
Greens
Fruit
Poultry
Dairy
Eggs

Targeted crops: No answer

Interest in whole produce? Yes

Preferred Purchase Timeframe: Throughout the school year (if applicable)

Available to discuss year round? No

Current Local Purchasing: No		Local through Mainline Distributor? No answer		Staff working on local sourcing? No	
Product Liability: No Delivery Standards: Grading (produce must meet a certain size/look)			Desired On-Farm Procedures and Practices: None		
			Organic Preference? No		Sustainability Preference? No
Vendor Approval Form: Yes Minimum Purchase: No Advanced Order: About two to three days in advance			Sales Agreement: No answer Invoice Turnaround: 30 days Dock Height: No Single Drop-off Location? No		
Marketing Collaborations of Interest with Farmers: Farm field trips				Specific webpage with information for farmers? Yes	
Additional Comments:					

Eudora USD 491 School District

801 E 10th St

PO Box 602

Eudora, KS 66025

<http://eudora.schoolwires.net/domain/75>

Contact: Sharla Flakus

Position: Purchasing Director

Oversight: Independent

Email: sharlaflakus@eudoraschools.org

Phone: 785-542-4987

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning 7:30am 11am	X	X	X	X	X		
Midday (11am to 2pm)	X	X	X	X	X		
Afternoon (2pm to 5pm)	X	X	X	X	X		
Evening (After 5pm)							

Products interested in sourcing locally:

Vegetables (common)

Greens

Fruit

Poultry

Targeted crops: No answer

Interest in whole produce? Yes

Preferred Purchase Timeframe: Year round,
adjusting as the season changes

Available to discuss year round? Yes

Current Local Purchasing: We work
regularly with several local farms

**Local through Mainline
Distributor?** Yes

Staff working on local sourcing? No

Product Liability: No

Desired On-Farm Procedures and Practices: GAP Certification

Delivery Standards:

Grading (produce must meet a certain
size/look)

Packaging (items must arrive in standard
units and specific containers)

Organic Preference? No

Sustainability Preference? No

Vendor Approval Form: Yes We will need
there 1099 so we can mail payment. This
form comes from our finance director

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: 30 days

Advanced Order: One week in advance

Dock Height: No

Single Drop-off Location? No

Marketing Collaborations of Interest with Farmers:

Presentations

Farm field trips

Printed materials, (e.g., cafeteria posters, special signs, etc.)

**Specific webpage with
information for farmers?** No

Additional Comments:

Lawrence USD 497 Food Service

110 McDonald Drive

Lawrence, KS 66044

www.usd497.org

Contact: Lindsey Morgan

Position: Food Service Supervisor/RD

Oversight: Independent

Email: LMorgan@usd497.org

Phone: 785-832-5000

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning 7:30am 11am	X	X	X	X	X		
Midday (11am to 2pm)							
Afternoon (2pm to 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

Vegetables (common)
Vegetables (specialty/heirloom)
Greens (Primarily romaine)
Fruit
Poultry
Dairy
Eggs
Grains

Targeted crops: Salad bar items, apples, pears, ground beef

Interest in whole produce? Yes, it would depend on the type

Preferred Purchase Timeframe: Year round, adjusting as the season changes

Available to discuss year round? Yes

Current Local Purchasing: We have a contracting or bid process for local farms

Local through Mainline Distributor? Yes

Staff working on local sourcing? Yes

Product Liability: Yes, at least \$1 million

Delivery Standards:

Grading (produce must meet a certain size/look)
Packaging (items must arrive in standard units and specific containers)

Desired On-Farm Procedures and Practices: On-Farm Food Safety Plan Farm Visit

Organic Preference? No

Sustainability Preference? No

Vendor Approval Form: Yes

Sales Agreement: Yes. Early stages of forward contracting completed in January.

Minimum Purchase: No

Invoice Turnaround: 30 days

Advanced Order: Prefer two week advance notice.

Dock Height: No

Single Drop-off Location? No

Marketing Collaborations of Interest with Farmers:

Presentations
Farm field trips
Printed materials, (e.g., cafeteria posters, special signs, etc.)
Special dinners
Taste testings

Specific webpage with information for farmers? Yes

Additional Comments:

Baldwin City Market

112 N. 8th St.

Baldwin City, KS 55006

baldwincitymarket.com

Contact: Jeff Simpson

Position: Owner

Email: bcmarket@embarqmail.com

Phone: 785-594-3321

Best way to contact: Phone

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)							
Midday (11am – 2pm)							
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Does the store have a set definition for local foods?

Does the store already purchase local foods?

Does the store manage all of its own purchasing?

Deli Use of Local? No answer

Organic Preference? No

Sustainability Preference? No

Delivery Standards:

Packaging--delivery (items must arrive in standard units and industry containers)

Packaging--display (items must arrive in individual packaging ready for shelf display)

Clean product

Vendor Approval Form: No

Sales Agreement: YesWe like to do consignment, we like easy transactions

Advanced Order:

Minimum Purchase: No

Invoice Turnaround: On delivery or upon sale of merchandise--depends on what it is

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments: We are a small store. Local to us is closer (in our county) than what others may label local. We may have tomatoes coming out our ears when everyone else does...how is yours different or unique? We have to be able to sell it to be able to buy it. Trial and error, please, be patient and understanding. Teamwork makes this place (BCM) work and work well.

Checkers

2300 Louisiana St.

Lawrence, KS 66046

checkersfoods.com

Contact: Wes Nellis

Position: Produce manager

Email: wesnellis@checkersfoods.com

Phone: 785-843-0023

Best way to contact: Phone

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X	X	X		
Midday (11am – 2pm)							
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Value-added

Does the store have a set definition for local foods? Yes

Does the store already purchase local foods? Yes

Does the store manage all of its own purchasing? Yes

Deli Use of Local? Some

Organic Preference? Both

Delivery Standards:

Grading (produce must meet a certain size/look)

Sustainability Preference? No

Packaging--delivery (items must arrive in standard units and industry containers)

Vendor Approval Form: No

Sales Agreement: No

Advanced Order: Flexible, prefer 1 week.

Minimum Purchase: No

Invoice Turnaround: Net 15 to net 30 days for local perishables

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments:

Gene's Heartland Foods

1402 Church St.

Eudora, KS 66025

eudora.heartlandfoodsstores.com

Contact: Jeri Athey

Position: Produce manager

Email: geneshfeudora@hotmail.com

Phone: 785-542-2727

Best way to contact: Phone

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X	X	X		
Midday (11am – 2pm)	X	X	X	X	X		
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Fruit

Does the store have a set definition for local foods?

Does the store already purchase local foods?

Does the store manage all of its own purchasing? Yes

Deli Use of Local? No answer

Organic Preference? No

Delivery Standards:

Grading (produce must meet a certain size/look)

Sustainability Preference? No

Vendor Approval Form: No

Sales Agreement: No

Advanced Order: Two to three days in advance.

Minimum Purchase: No

Invoice Turnaround: 10 days

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments:

HyVee (6th St.)

4000 W. 6th St.

Lawrence, KS 66049

hy-vee.com/stores/detail.aspx?s=84

Contact: Jacob Gearhart

Position: Produce manager

Email: 1379producemgr@hy-vee.com

Phone: 785-832-9449

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X	X	X	X	
Midday (11am – 2pm)							
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Fruit

Does the store have a set definition for local foods?

Does the store already purchase local foods?

Yes, it is signed and defined as local, usually with the farm's name.

Does the store manage all of its own purchasing?

Deli Use of Local? No

Organic Preference? Yes

Delivery Standards:

Grading (produce must meet a certain size/look)

Sustainability Preference? No

Packaging--delivery (items must arrive in standard units and industry containers)

Any kind of packaging the owner brings is fine.

Vendor Approval Form: Yes

Sales Agreement: Yes

Advanced Order: Two weeks in advance.

Minimum Purchase: No

Invoice Turnaround: New vendors, 45 days; Repeat vendors, 30 days.

Payment can be received faster with proper invoice and tax ID number.

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments: We are committed to selling high quality, locally sourced produce with prices on homegrown produce comparable to what you will find from these same farmers at the local farmers market. I speak with the growers on a weekly sometimes daily basis on how the product looks, tastes and any other information on the product directly from the growers. Buying from the farmer at a fair price and selling at a fair price.

HyVee (Clinton Parkway)

3504 Clinton Parkway

Lawrence, KS 66047

hy-vee.com/stores/detail.aspx?s=82

Contact: Chris Purdun

Position: Produce manager

Email: 1377producemgr@hy-vee.com

Phone: 785-832-0044

Best way to contact: Phone

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X	X	X		
Midday (11am – 2pm)							
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains

Does the store have a set definition for local foods? We consider local foods as within a 250 mile radius of the store.

Does the store already purchase local foods?
Yes

Does the store manage all of its own purchasing? Yes

Deli Use of Local? Yes

Organic Preference? No

Sustainability Preference? No

Delivery Standards:

Grading (produce must meet a certain size/look)

Packaging--delivery (items must arrive in standard units and industry containers)

Packaging--display (items must arrive in individual packaging ready for shelf display)

Vendor Approval Form: No

Minimum Purchase: No

Dock Height: No

Sales Agreement: No

Invoice Turnaround: About every 15 days

Advanced Order:

UPC Requirement? Yes

Interest in Collaborative Marketing? No response

Additional Comments: We do not have a standardized form for vendors to complete but we need all billing information. It usually takes a day or so to get new products in our system. So local farmers need to plan, get UPC's of products to us so once we receive a product it can be tagged and sold easily. Once items are in the system it becomes very easy to just refill stock as needed. This can be done by our store contacting the farmer for more product or the farmer checking with us on stock.

Natural Grocers

1301 W 23rd St

Lawrence, KS 66046

www.naturalgrocers.com

Contact: Eric Bledsoe

Position: Store manager

Email: manager.lw@naturalgrocers.com

Phone: 785-830-8500

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X		X	X	
Midday (11am – 2pm)	X	X	X		X	X	
Afternoon (2pm – 5pm)	X	X	X		X	X	
Evening (After 5pm)	X	X	X		X	X	

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Does the store have a set definition for local foods? No

Does the store already purchase local foods?

We have some local foods, mostly from regional distributors.

Does the store manage all of its own purchasing? No, but we can make some special purchases
Every product and vendor is vetted by our home office, but once they get into our system they can sell to any Natural Grocers.

Deli Use of Local? Yes Sandwiches, ready-to-eat foods

Organic Preference? Yes

Delivery Standards:

Certified Organic for all produce, other products must meet our product standards.

Sustainability Preference? Yes

Vendor Approval Form:

Yes <https://www.naturalgrocers.com/products/vendors/>

Sales Agreement:

Advanced Order: About two to three days in advance

Minimum Purchase: No

Invoice Turnaround: 30 days

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? I'm not sure, but am open to discussing it

Additional Comments: Looking forward to increasing access to local food at our store!

The Merc Co+op

901 Iowa Street

Lawrence, KS 66044

www.themerc.coop

Contact: Linda Cowden-Long

Position: Produce manager

Email: produce@themerc.coop

Phone: 785-843-8544

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning (Before 11am)	X	X	X	X	X		
Midday (11am – 2pm)	X	X	X	X	X		
Afternoon (2pm – 5pm)							
Evening (After 5pm)							

Products interested in sourcing locally:

- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Does the store have a set definition for local foods? Yes 200 miles or less

Does the store already purchase local foods?
We work regularly with several local farms

Does the store manage all of its own purchasing? Yes

Deli Use of Local? Yes Sustainably raised is preferred. Organic certification is not required.

Sean Hill

Food Services Purchasing Coordinator

785-843-8544 deliadmin@themerc.coop

Organic Preference? Yes

Delivery Standards:

Invoice required upon delivery. Delivery times determined upon agreement.

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Advanced Order: We prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds

Minimum Purchase: No

Invoice Turnaround: 2 weeks

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? Yes

Additional Comments: The Merc Co+op is dedicated to being a leader in providing local products to our community. We look forward to building new partnerships to help strengthen our local food system together!

715 Restaurant

715 Massachusetts
Lawrence, KS 66044
www.715mass.com

Contact: Travis Freese
Position: Chef
Email: travisfreese@gmail.com
Phone: 785-691-6480

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM					X	X	X
Midday							
Afternoon			X	X			
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: Farm Visit

Delivery Standards:

Organic Preference? No

Sustainability Preference? No

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance

Dock Height: No

Interest in Collaborative Marketing? No

Restaurant Social Media:

Facebook: 715 Restaurant

Twitter: 715Restaurant

Instagram: @715Restaurant

Additional Comments:

Bon Bon

804 Pennsylvania

Lawrence, KS 66044

www.bonbonlawrence.com

Contact: Simon Bates

Position: Owner

Email: Sosimplysimon@gmail.com

Phone: 785-640-6981

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	
Midday							
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: Yes, at least \$1 million

Desired On-Farm Procedures and Practices: None

Delivery Standards:

No answer

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: No more than 10 days

Advanced Order: Currently doing a mix of timing with farmers.

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: @bonbon804

Twitter: Bonbonlawrence

Instagram: Bonbonlawrence

Additional Comments: Secondary contact is Chris Sadler, Sous Chef, via text: 802-318-1058.

Free State Brewery

636 Massachusetts St

Lawrence, KS 66044

www.freestatebrewing.com

Contact: Jimi Martin

Position: Chef

Email: chefjimi@icloud.com

Phone: 785-843-4555

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X						
Midday	X						
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Greens
- Fruit

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: On-Farm Food Safety Plan Farm Visit

Delivery Standards:

Compliance with health codes

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: 2 weeks

Advanced Order: One day in advance

Dock Height: No

Interest in Collaborative Marketing? No

Restaurant Social Media:

Facebook: freestatebrewing

Twitter: @FreeStateBeer

Instagram: @freestatebeer

Additional Comments: We have most of our supplies well established after 25 years, but there may be limited opportunities for new suppliers.

Hank Charcuterie

1900 Massachusetts Street

Lawrence, KS 66046

www.hankmeats.com

Contact: Vaughn Good

Position: Owner/Executive Chef

Email: hankcharcuterie@gmail.com

Phone: 785.832.8688

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
Midday							
Afternoon		X	X	X	X		
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Greens
- Fruit
- Dairy
- Eggs
- Grains

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: None

Delivery Standards:

Grading (produce must meet a certain size/look)

Organic Preference? Yes

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: <https://www.facebook.com/Hank-Charcuterie-185293014998216/>

Twitter: No answer

Instagram: <https://www.instagram.com/hankcharcuterie/>

Additional Comments:

Homestead Kitchen & Bakery

719 8th St.
Baldwin City, KS 66006
www.homestead.cafe

Contact: Lori Gardner
Position: Owner
Email: lori@homestead.cafe
Phone: 913-208-7196

Best way to contact: Drop by in person

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM							
Midday							
Afternoon		X	X	X	X		
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Greens
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: Yes, at least \$1 million

Desired On-Farm Procedures and Practices: On-Farm Food Safety Plan

Delivery Standards:

Grading (produce must meet a certain size/look)

Organic Preference? No

Sustainability Preference? No

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: <https://www.facebook.com/homesteadkitchenandbakery/>

Twitter: No answer

Instagram: @homesteadkitchen

Additional Comments:

Ladybird Diner

721 Massachusetts

Lawrence, KS 66044

<http://ladybirddiner.com/>

Contact: Tim Quillin

Position: Chef

Email: tpatrickquillin@gmail.com

Phone: 785-393-4453

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	X
Midday							
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs

Preferred Purchase Timeframe:

I don't know yet

Product Liability: No

Desired On-Farm Procedures and Practices: None

Delivery Standards:

Grading (produce must meet a certain size/look)

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: <https://www.facebook.com/ladybirdlawrence>

Twitter: <https://twitter.com/ladybirddiner>

Instagram: https://www.instagram.com/ladybird_diner/

Additional Comments:

Lawrence Brewing Company

826 Pennsylvania St.

Lawrence, KS 66044

lawrencebeerco.com

Contact: Ken Baker

Position: Chef

Email:

Phone: 785-550-1973

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X	X	X	
Midday							
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: Yes, at least \$1 million

Desired On-Farm Procedures and Practices: GAP Certification
On-Farm Food Safety Plan Visit always appreciated. Not required.

Delivery Standards:

This is product dependent

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: Still in discussion

Sales Agreement: Subject to change.

Minimum Purchase: No

Invoice Turnaround: 30 days

Advanced Order: Depends on product. Like to stay flexible.

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: Coming soon

Twitter: Coming soon

Instagram: Coming soon

Additional Comments: The use of local products will be a primary focus. Not open until Autumn 2017. I am interested in forming/rekindling relationships prior.

Limestone Pizza+Kitchen+Bar

814 Massachusetts

Lawrence, KS 66044

www.limestonepkb.com

Contact: Jerimy Sutton

Position: Manager

Email: info@limestonepkb.com

Phone: 785 727 8542

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM		X	X	X	X		
Midday		X	X	X	X		
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: Vendor profile

Delivery Standards:

No answer

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: Yes Ask our office.

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: 2 weeks

Advanced Order: Morning for afternoon delivery

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: limestonepkb

Twitter: limestonepizza

Instagram: limestonepizza

Additional Comments:

Merchants Pub and Plate

746 Massachusettes

Lawrence, KS 66044

merchantsonmass.com

Contact: TK Peterson

Position: Chef and owner

Email: kansaschef@gmail.com

Phone: 785-979-8427

Best way to contact: Phone (text)

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X				
Midday	X	X	X				
Afternoon							
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: I prefer to visit the farm in person to make sure we are aligned with what is expected.

Delivery Standards:

Grading (produce must meet a certain size/look)

I purchase both firsts and seconds so I need each to be sorted and sold accordingly

Organic Preference? Yes

Sustainability Preference? Yes

Vendor Approval Form: Yes Typical government paperwork. Resale and Tax Registration

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: Merchants Pub & Plate

Twitter: @merchantsonmass

Instagram: @merchantsonmass

Additional Comments: Certified Organic not necessary, but practices preferred.

The Burger Stand

803 Massachusetts St.

Lawrence, KS 66044

<http://www.burgerstandrestaurants.com/>

Contact: Josh Pisciotta

Position: Utility Chef

Email: josh.pisciotta@gmail.com

Phone: 785-371-7050

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	X	X	X	X			X
Midday	X	X	X	X			X
Afternoon	X	X	X	X			X
PM							

Products interested in sourcing locally:

- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kholrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Greens
- Meat (specific cuts, cured)
- Fruit
- Poultry
- Dairy
- Value-added

Preferred Purchase Timeframe:

Year round, adjusting as the season changes

Product Liability: No

Desired On-Farm Procedures and Practices: None

Delivery Standards:

Grading (produce must meet a certain size/look)

Packaging (items must arrive in standard units and specific containers)

Organic Preference? No

Sustainability Preference? Yes

Vendor Approval Form: No

Sales Agreement: No

Minimum Purchase: No

Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance

Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:

Facebook: <https://www.facebook.com/casbahburgerstand/>

Twitter: <https://twitter.com/theburgerstand>

Instagram: <https://www.instagram.com/casbahburgerstand/>

Additional Comments: We find it very important to support local farmers and other local businesses in the community. We feel strongly about local foods and the quality it brings to our products.

On-Farm Gleaning & Food Recovery

Area Organizations



406 W. 34th Street, Suite 816, Kansas City, MO 64111
www.aftertheharvestkc.org

Contact: Emily Worm
Position: Gleaning Network Manager
Email: emily@aftertheharvestkc.org
Phone: 816-921-1903
Preferred Initial Contact: Phone or Email

Products interested in: Donated fruits and vegetables, all types and grades of produce

How After the Harvest works with farmers:

- Gleans fields and orchards
- Picks up graded out or excess produce
- Picks up unsold produce
- Works with farmers who plant extra just for ATH
- Salvages truckloads of packaged produce

After the Harvest works with local farmers to rescue fresh nutritious fruits and vegetables that would otherwise go to waste and provide it to people who would otherwise go hungry.

Our staff and volunteers glean – pick what’s left in your field after harvest – or pick up already harvested surplus and deliver it to food banks, pantries, shelters and community kitchens. Our hunger relief nonprofit is the largest produce donor to Harvesters (distributing in a 26 county area in KC and MO) and works directly with several Douglas County agencies including Just Food.

If you have excess produce that you can’t sell and don’t want to throw away or turn under, contact us. We’ll take it from there. We can handle any amount large or small. Contact us for more information.

Just Food of Douglas County, KS

1000 E. 11th St

Lawrence, KS 66046

<http://justfoodks.org/>

Contact: Elizabeth Stephens

Position: Director of Volunteers and Community Engagement

Email: etsphens@justfoodks.org

Phone: 785-856-7030

Best way to contact: Email

Preferred Contact Times

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Morning 7:30am 11am		X	X	X	X		
Midday (11am to 2pm)	X	X	X	X	X		
Afternoon (2pm to 5pm)	X	X	X	X	X		
Evening (After 5pm)	X						

Products interested in sourcing locally:

Vegetables (common)

Greens

Fruit

Poultry

Dairy

Eggs

Prepared foods and packaged foods welcome for recovery, too!

When establishing a recovery relationship, we request partners provide all pertinent information for our driver to access the recovered product, i.e. instructions for parking, security desk, loading dock and/or freight elevator, etc.

<http://justfoodks.org/donate/food-recovery/>

Marketing Collaborations of Interest:

All food recovery partners will be mentioned on social media and the Just Food webiste.

Specific webpage with

information for farmers? Yes

Additional Comments: Just Food, the food bank in Douglas County partners with Feeding America, After the Harvest and community partners to rescue food from waste in Douglas County. Just Food and its 29 partner agencies feel over 13,000 individuals locally with food collected and purchased. Local pickups and gleaning opportunities are available for food recovery partners.



Food Donation Liability in Kansas

A Guide for Donors and Distributors

Many families in the United States, and in Kansas, struggle with hunger and lack reliable access to nutritious food (this is known as “food insecurity”). In Kansas, it is estimated that almost 450,000 Kansans representing 183,000 households, or almost one out of every six households were food-insecure at least once in 2013.¹ Meanwhile, studies show that each year, more than 100 billion pounds of food,² or forty percent of food goes uneaten in the United States.³ Donating nutritious food to families in need diverts unused food from landfills⁴ and assists in reducing hunger and food insecurity in Kansas.

The purpose of this fact sheet is to explain the laws governing food donation in Kansas. Readers are encouraged to use this document in tandem with another Public Health Law Center resource on the national food donation law, [Liability Protection for Food Donation](#), for additional information about the federal food donation law.

Why don't more people donate food?

Potential food donors may be reluctant to donate unused food to the needy for a variety of reasons. Some may fear liability for an illness or injury caused by someone eating the donated food⁵ or



This fact sheet is funded by the Kansas Health Foundation to increase access to and consumption of healthy food in Kansas.

This fact sheet explains:

- How to limit food donation liability under federal and Kansas law.
- How federal and Kansas law interact.
- How to understand Kansas' food date
- How to find other relevant resources on food donation in Kansas.





have mistaken beliefs about the edibility of expired foods.⁶ Others may simply not know the channels through which food can be legally donated. This fact sheet will briefly address each of these issues in turn.

Are there laws that protect food donors from potential liability from injuries caused by donated food?

Yes. In 1977, states began passing laws that protected donors from potential liability from injuries caused by donated food, also known as “Good Samaritan” laws.⁷ Both the federal government and the state of Kansas have passed such laws.⁸ This guide will provide an overview of both the Kansas and federal Good Samaritan food donation laws.

What is liability?

In the law, to be held “liable” for something means to be held legally responsible for an injury that one’s action or inaction caused.⁹ A person can be found liable under civil or

criminal laws. This resource will primarily focus on civil liability. Typically, to be held civilly liable for someone else’s injuries, the injured person must prove that:

- 1 A legal responsibility (a “duty of care”) exists to protect others from harm;
- 2 Someone failed to meet (“breached”) the duty of care;
- 3 An individual is injured (“damaged”) in some way; and
- 4 The damage was caused by that breach in the duty of care (“causation”).

Some people or organizations may be afraid to donate food because they are afraid that they will be held liable if someone gets sick or is injured by eating it. For more information about civil liability, visit the Public Health Law Center’s [liability webpage](https://www.publichealthlawcenter.org/liability).

Kansas Food Donation Laws

How does the Kansas law address liability protection for food donations?

Under Kansas law, both food donors and the notfor-profit organizations or charities that receive and distribute food (referred to here as “donee[s]”) are protected from criminal and civil liability for injuries that result from “the condition of” donated food.¹⁰ This liability protection applies unless the injury from the donated food is a direct result of a certain type of wrongful behavior, defined as “willful, wanton, malicious or intentional misconduct,” on the part of the donating or receiving organization.¹¹

Who does the Kansas law protect?

The Kansas law protects both “good faith donor[s]” and the organizations that receive and distribute donated food (“donee[s]”), including “bona fide charitable or not for profit organization[s].”¹² The expressions “bona fide” and “good faith” are generally viewed as synonymous terms, meaning “without fraud or deceit,” or “sincere [and] genuine.”¹³

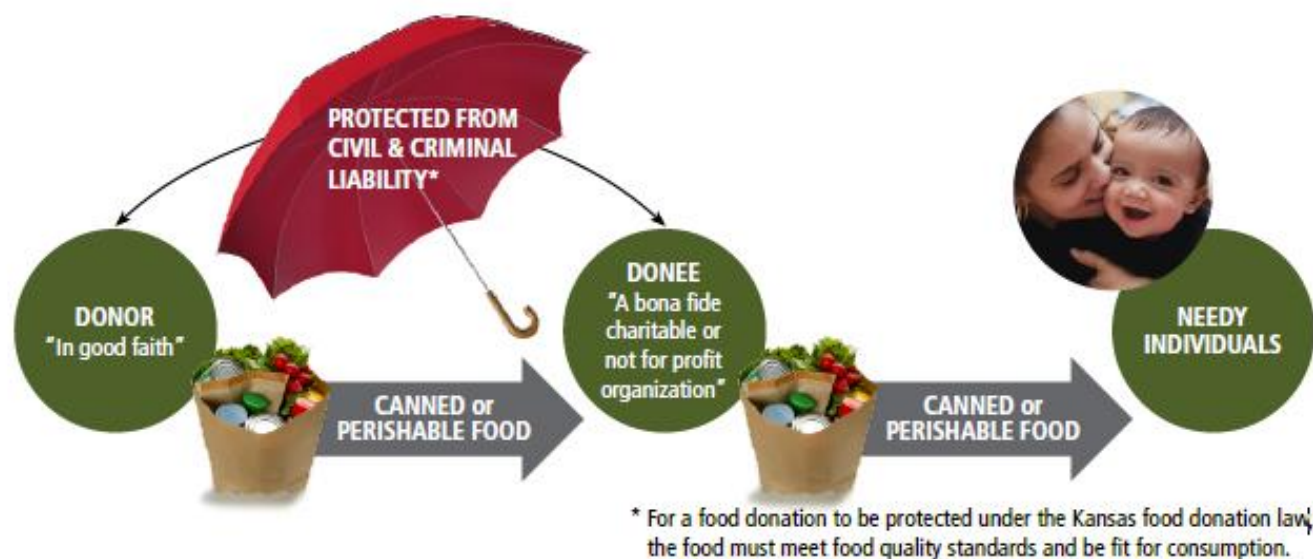
What does “willful, wanton, malicious or intentional misconduct” mean?

These terms are not defined directly in the Kansas statute, but a general legal definition of “willful and wanton misconduct” is “conduct committed with an intentional or reckless disregard for the safety of others, as by failing to exercise ordinary care to prevent a known danger or to discover a danger.”¹⁴

What types of food can be donated under the Kansas law?

The Kansas law covers both foods that have a long shelf life (“canned”)¹⁵ and foods that are only edible for a short time (“perishable”).¹⁶ (See Table 1 on page 5 for legal definitions.)

FIGURE 1: Acceptable Food Donation Practice under Kansas Law¹⁷



Federal Food Donation Law

How does the federal law address liability protection for food donations?

As is the case with the Kansas law, the federal Bill Emerson Good Samaritan Food Donation Act (Good Samaritan Act) generally protects donors and donees from liability for injuries that come from donated food.¹⁸ Under this federal law, donors and donees can still be held liable when such injuries are related to their own “gross negligence or intentional misconduct.”¹⁹

Whom does the federal law protect?

The federal law protects both donors and donees, just like the Kansas food donation statute.²⁰ Under federal law, however, donors are described as “persons,” which can include individuals and some larger organizations,²¹ as well as “gleaners.”²² Donees, on the other hand, are classified as “nonprofit organizations.”²³ More complete definitions of each of these terms are available in Table 1 on page 5.

GLEANER

A person who harvests for free distribution to the needy, or for donation to a nonprofit organization for ultimate distribution to the needy, an agricultural crop that has been donated by the owner.²⁴

No food establishment license required for some food pantries and soup kitchens in Kansas

Under Kansas law, an individual must have a license to operate a food establishment.²⁵ However, Kansas law has exempted nonprofit food donation distributors from obtaining a license (such as soup kitchens).²⁶

FIGURE 2: Acceptable Food Donation Practice under Federal Law²⁷



* For a food donation to be protected under the Federal food donation law, the food or grocery products must meet food quality and labeling standards.

What type of food is covered under the federal law?

In addition to general “food” products,²⁸ inedible household products (“grocery products”), such as plastic utensils, are also covered under the federal law.²⁹ (See table below for definitions.)

How does the federal law impact the Kansas food donation law?

According to the U.S. Department of Justice, the federal food donation law trumps state laws that have a lower liability protection standard.³⁰ However, states may offer donors and donees more protection than the federal government allows.

The federal law has established its liability protection ceiling at “gross negligence or intentional misconduct.”³¹ This means that organizations that behave in a way that they know will likely harm someone else could be held liable

under the federal law.³² In contrast, the Kansas law protects donors and donees unless they are engaged in “willful, wanton, malicious or intentional misconduct.”³³ The use of this strong language in the Kansas law might provide greater protection to donors and donees, but this distinction as applied to the Kansas donation liability has not yet been interpreted by Kansas courts.

Other federal or state laws may also be relevant to food donation in certain situations. For example, federal law allows schools that participate in the federal school lunch program to donate food to charities and food banks that have 501(c)(3) tax exempt status.³⁴ In addition, federal law grants liability protection to contractors working with executive agencies involved in food donation.³⁵

TABLE 1: Comparing Food Donation Liability Protection under Kansas and Federal Law		
Who the law protects	Kansas	Donor: “Good faith donor.” ³⁶ Donee: “Bona fide charitable or not for profit organization[s].” ³⁷
	Federal	Donor: ³⁸ ■ Person: “an individual, corporation, partnership, organization, association, or governmental entity, including a retail grocer, wholesaler, hotel, motel, manufacturer, restaurant, caterer, farmer, and nonprofit food distributor or hospital. In the case of a corporation, partnership, organization, association, or governmental entity, the term includes an officer, director, partner, deacon, trustee, council member, or other elected or appointed individual responsible for the governance of the entity.”³⁹ ■ Gleaner: “a person who harvests for free distribution to the needy, or for donation to a nonprofit organization for ultimate distribution to the needy, an agricultural crop that has been donated by the owner.”⁴⁰ Donee: “Nonprofit organization,” which is “an incorporated or unincorporated entity that (A) is operating for religious, charitable, or educational purposes; and (B) does not provide net earnings to, or operate in any other manner that inures to the benefit of, any officer, employee, or shareholder of the entity.” ⁴¹

(continued)

TABLE 1: Comparing Food Donation Liability Protection under Kansas and Federal Law (continued)

Type of product protected	Kansas	Canned food: “any food commercially processed and prepared for human consumption.”⁴² Perishable food: “any food which may spoil or otherwise become unfit for human consumption because of its nature, type or physical condition. This term includes, but is not limited to, fresh and processed meats, poultry, seafood, dairy products, bakery products, eggs in the shell, fresh fruits and vegetables and foods which have been packaged, refrigerated or frozen.”⁴³
	Federal	Food: “any raw, cooked, processed, or prepared edible substance, ice, beverage or ingredient used or intended for use in whole or in part for human consumption.”⁴⁴ Grocery product: “a nonfood grocery product including a disposable paper or plastic product, household cleaning product, or miscellaneous household item.”⁴⁵
Food quality standard	Kansas	When donation accepted by donee: must comply with the Kansas Food Code and other food safety laws.⁴⁶ When ultimately distributed: “fit for human consumption.”⁴⁷
	Federal	Apparently fit grocery product: “a grocery product that meets all quality and labeling standards imposed by Federal, State, and local laws and regulations even though the product may not be readily marketable due to appearance, age, freshness, grade, size, surplus, or other conditions.”⁴⁸ Apparently wholesome food: “food that meets all quality and labeling standards imposed by Federal, State, and local laws and regulations even though the food may not be readily marketable due to appearance, age, freshness, grade, size, surplus, or other conditions.”⁴⁹ (See discussion on page 7 regarding impact of food date labeling on food donations.)
Type of liability	Kansas	Protects against civil and criminal liability ⁵⁰
	Federal	Protects against civil and criminal liability ⁵¹
Liability threshold	Kansas	“[U]nless ... injury or death is a direct result of ... willful, wanton, malicious or intentional misconduct”⁵² Kansas law does not define “willful, wanton, malicious or intentional misconduct” as applied to food donation.
	Federal	Gross negligence: “voluntary and conscious conduct (including a failure to act) by a person who, at the time of the conduct, knew that the conduct was likely to be harmful to the health or well-being of another person”⁵³ or Intentional misconduct: “conduct by a person with knowledge (at the time of the conduct) that the conduct is harmful to the health or well-being of another person”⁵⁴

What do date labels on food and food packaging mean for food donations?

In the United States, it is not uncommon to see food items with a “sell by” or “best before” date label. While those dates may help a store determine how long to display a certain food product, those dates do not necessarily have a scientific or legal relationship to the edibility of the food product in question.⁵⁵ Likewise, date labels stamped on food items often do not reflect any legal restrictions against donating or selling foods past the date stamped on the food. This means that many food items past their sold or eaten by date are still safe for consumption and donation and do not break any food safety laws at either the state or federal level.

Who regulates date labels on food and food products?

In the United States, a few food products, such as baby formula and some food additives, are required by federal law to have a date label.⁵⁶ However, food labeling requirements are also created by state governments.⁵⁷ As a result, many state governments have determined different schemes for labeling dates — some states do not require the use of date labeling at all, while other states have only required certain food products to have date labels.⁵⁸ Therefore, there is no single standard for determining a date label.⁵⁹

How does Kansas state law regulate the labeling of dates on food?

Kansas state law regulates date labels on very few food items. Under Kansas law, eggs must be labeled with an expiration, sell by, or use by date.⁶⁰ Kansas law also regulates expiration date labels of certain other non-food products, including dietary supplements such as Amygdalin products, also called Laetrile or Vitamin B17.⁶¹ However, there is no Kansas law prohibiting the donation of food that has gone past its expiration date. In fact, Kansas law specifically extends liability protection to good faith donors even if the donated food is “not readily marketable due to appearance [or] freshness.”⁶² For more information on date labeling of food, see [*The Dating Game: How Confusing Food Date Labels Lead to Food Waste in America*](#), a report produced by the Harvard Food and Policy Clinic and the Natural Resources Defense Council.

Donating unused food to families in need is an effective means of addressing hunger and food insecurity in Kansas. Thanks to state and federal “Good Samaritan” laws, food donors and donees in Kansas are protected from liability in their good faith efforts to donate food so that more families in Kansas can have reliable access to wholesome food.

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Endnotes

- ¹ Barbara J. LaClair et al., Kansas Health Institute, Food Insecurity in Kansas: Technical Report 1 (2015), http://www.khi.org/assets/uploads/news/14013/hungerinsecurity_jt_nov15_final.pdf.
- ² U.S. Dep’t of Agric., Let’s Glean! United We Serve Toolkit 2 (2010), http://www.usda.gov/documents/usda_gleaning_toolkit.pdf.
- ³ Dana Gunders, Natural Resources Defense Council, Wasted: How America Is Losing Up to 40 Percent of Its Food From Farm to Fork to Landfill 4 (2012), <https://www.nrdc.org/sites/default/files/wastedfood-IP.pdf>.
- ⁴ U.S. Dep’t of Agric., *Recovery/Donations*, <http://www.usda.gov/oce/foodwaste/resources/donations.htm> (last visited June 16, 2016).
- ⁵ See David. L. Morenoff, *Lost Food and Liability: The Good Samaritan Food Donation Law Story*, 57 Food & Drug L.J. 107, 2002, at 116-17.
- ⁶ Emily Broad Leib et al., *The Dating Game: How Confusing Food Date Labels Lead to Food Waste in America*, 2013 Harvard Food L. & Pol’y Clinic & Nat’l Resources Defense Council 1, 17-19. ⁷ Morenoff, *supra* note 5, at 108.
- ⁸ *Id.*
- ⁹ *Liability*, Public Health Law Center, <http://publichealthlawcenter.org/topics/healthy-eating/liability> (last visited June 3, 2016).
- ¹⁰ Kan. Stat. Ann. § 65-687(b)-(c) (2016).
- ¹¹ Kan. Stat. Ann. § 65-687(b)-(c) (2016).
- ¹² Kan. Stat. Ann. § 65-687(b)-(c).
- ¹³ Black’s Law Dictionary (10th ed. 2014) (under “bona fide”).
- ¹⁴ Black’s Law Dictionary (10th ed. 2014) (under “misconduct”).
- ¹⁵ Kan. Stat. Ann. § 65-687(a)(1), (b).
- ¹⁶ Kan. Stat. Ann. § 65-687(a)(1-2), (b).
- ¹⁷ Kan. Stat. Ann. § 65-687.
- ¹⁸ 42 U.S.C. § 1791 (2016).
- ¹⁹ 42 U.S.C. § 1791(c)(3).
- ²⁰ 42 U.S.C. § 1791(c)(1)-(2).
- ²¹ 42 U.S.C. § 1791(b)(10).
- ²² 42 U.S.C. § 1791(b)(5). ²³ 42 U.S.C. § 1791(c)(2).
- ²⁴ 42 U.S.C. § 1791(b)(5).
- ²⁵ Kan. Stat. Ann. § 65-689(a).
- ²⁶ Kan. Stat. Ann. § 65-689(d)(2).
- ²⁷ 42 U.S.C. § 1791.
- ²⁸ 42 U.S.C. § 1791(b)(4). ²⁹ 42 U.S.C. § 1791(b)(6).
- ³⁰ *Preemptive Effect of the Bill Emerson Good Samaritan Food Donation Act*, 21 Op. Off. Legal Counsel 55, 55 (1997), <https://www.justice.gov/sites/default/files/olc/opinions/1997/03/31/op-olc-v021-p0055.pdf>.
- ³¹ 42 U.S.C. § 1791(c)(3).
- ³² 42 U.S.C. § 1791(b)(7)-(8).
- ³³ Kan. Stat. Ann. § 65-687(b)-(c).
- ³⁴ 42 U.S.C. § 1758(l) (2016).
- ³⁵ 42 U.S.C. § 1792 (2016).

³⁶ Kan. Stat. Ann. § 65-687(b).
³⁷ Kan. Stat. Ann. § 65-687(b).
³⁸ 42 U.S.C. § 1791(c)(1).
³⁹ 42 U.S.C. § 1791(b)(10).
⁴⁰ 42 U.S.C. § 1791(b)(5).
⁴¹ 42 U.S.C. § 1791(b)(9), (c)(2).
⁴² Kan. Stat. Ann. § 65-687(a)(1).
⁴³ Kan. Stat. Ann. § 65-687(a)(2).
⁴⁴ 42 U.S.C. § 1791(b)(4).
⁴⁵ 42 U.S.C. § 1791(b)(6).
⁴⁶ Kan. Stat. Ann. § 65-687(c).
⁴⁷ Kan. Stat. Ann. § 65-687(c).
⁴⁸ 42 U.S.C. § 1791(b)(1).
⁴⁹ 42 U.S.C. § 1791(b)(2).
⁵⁰ Kan. Stat. Ann. § 65-687(b)-(c). ⁵¹ 42 U.S.C. § 1791(c)(1)-(2).
⁵² Kan. Stat. Ann. § 65-687(b)-(c).
⁵³ 42 U.S.C. § 1791(b)(7), (c)(3). ⁵⁴ 42 U.S.C. § 1791(b)(8), (c)(3).
⁵⁵ Emily Broad Leib et al., *The Dating Game: How Confusing Food Date Labels Lead to Food Waste in America*, 2013 Harvard Food L. & Pol’y Clinic & Nat’l Resources Defense Council 1, 17-19.
⁵⁶ For example, the federal government requires baby formula to be date-labeled. See 21 C.F.R. § 107.20(c); *Food Product Dating*, U.S. Dep’t Agriculture, <http://www.fsis.usda.gov/wps/portal/fsis/topics/food-safety-education/get-answers/food-safety-fact-sheets/food-labeling/food-product-dating/food-product-dating> (last visited May 6, 2016); see also 21 C.F.R. § 573.685 (regarding date labeling of a food additive).
⁵⁷ *Id.*
⁵⁸ *Id.*
⁵⁹ *Id.*
⁶⁰ Leib et al., *supra* note 55, at 32; Kan. Stat. Ann. § 2-2509 (2016).
⁶¹ Kan. Admin. Regs. § 28-21-260.
⁶² Kan. Stat. Ann. § 65-687(d).

Farm to School Resources

Tips for Farmers

Best Practices for Farmers Selling to Local and Regional Schools

Institutional Buyers Capacity Demands:

- Selling to schools can provide a predictable and consistent revenue stream for growers. Schools have specific requirements of growers around things like volume, delivery, and food safety. The first thing to think about is whether or not, as a vendor, you have the capacity to work with local schools or if building capacity with this goal in mind will be profitable.
- Consider the enrollment numbers and school lunch menus of local school districts, and the infrastructure required to sell to institutions. Do you have the capacity to grow, pick, pack and/or ship product to schools? What are your biggest hurdles to working with schools?

Attribution / Source Identification:

- The more information you can provide to a school food buyer about your farm, the better. Label all boxes or packages with your farm. Schools want to be able to attribute the ground beef in the burgers to the farm that produced it.
- Marketing materials will allow the next generation of consumers and their parents to become familiar with your farm and products. They also allow schools to provide educational opportunities to students around local agriculture.

Transparency and Food Safety:

- Schools, like other institutions, will require food safety plans and standard operating procedures, though they may not require GAP certification.
- Consider: The food safety plans you already have in place and/or your ability to create food safety plans in the off-season. Look to K-State Research and Extension for support.

Pack Sizes and Detailed Specs:

- Quantity and size are examples of specifications that a food service director might ask for. In many instances, these specs will be written right into an RFP or bid, just like food safety requirements. Some schools may communicate informally with you about their needs.

Volume Considerations:

- Schools have varying volume needs. Not all vendors produce enough volume for all school meal programs. An appropriate match is important. Consider the volume you'd like to move and/or have the capacity to move. Work with schools to identify use needs that could match your volume potential—think beyond full ingredients for district-wide menus. Snacks, tastings, and summer meals may present good options. Look to smaller districts, too.

Transportation and Logistics Needs of Schools:

- It is important to know how products will move from the farm, processor, or wholesaler to the cafeteria. Can the school pay any associated delivery fees, or help with storage? Can you deliver to schools on the days and times needed? If not, can you compromise?

Payment Term Length:

- Schools and other institutions often have payment terms that are very long. Ask if the school can work with you to find common ground if payment terms are at odds.

Best Practices for Purchasing Local and Regional Foods

Seasonality and Availability Considerations for School Meal Programs:

- Every fruit and vegetable has a peak season—and that is the time to purchase, if possible. During their peak season, products are abundant and less expensive; they're also fresh and high quality. **Reference the seasonality chart on Pages 2 and 3 for product specific information.**
- Because the growing season is ill aligned with the school year, schools can work with farmers to extend the season. Peak season produce can be used in summer meals, or processed and preserved during the summer months for use during school meals during the winter months.
- Wheat, dairy, and meat products may be less affected by seasonality than produce products. Hydroponic growing and season extension techniques produce fresh greens throughout winter.
- Buy from a range of producers and local distributors to source local throughout the year.

Attribution / Source Identification:

- Attribution is being able to say “this product came from this farm and was grown by this farmer.” This is important for a number of reasons, including quality assurance, food safety, and marketing. When local products are marketed as such, there are educational opportunities for students to learn about local agriculture and area growers.
- Consider how you can market locally or regionally produced items to students.

Transparency & Food Safety:

- Food safety is of the utmost important to school meal programs. All vendors selling to schools, from individual small farmers to large national distributors, should have food safety plans in place to share with their customers. Work with local K-State Research and Extension staff and Kansas State Department of Education to implement food safety tracking procedures, such as a farm visit. **See the example Farm Food Safety Checklist for farmers, on page 79.**
- GAP and GHP certification is NOT required of vendors selling to schools by USDA FNS. However, because the process is so rigorous, suppliers that have these certifications are sure to meet the highest of food safety standards.

Packing Sizes, Specifications, & Volume:

- Varietal, grade, pack size, and date of harvest are all example of “specifications.” These specs can be written right into RFPs and bids, or informally communicated to suppliers.
- Clearly communicate your packing needs for all food products, especially produce, to potential vendors. **See the Procurement Guidelines on page 71 for an example of how to do this.**
- Not all vendors produce enough volume for all school meal programs. Working together to find an appropriate match is important. Identify potential uses could match a local producer's volume, beyond your full district menu. Snacks, tasting, and summer meals may present good options. Focusing on a less frequent local food meal may help with volume considerations.
- Review your menus to target key local products that can be utilized most effectively.

Payment Terms:

- Payment terms are important to consider, especially when working with small and mid-size growers. Institutions often have payment terms that are much longer than growers or suppliers can manage. Flexibility is key—work with your Business Office or Accounting Department so they understand the value of local procurement and the needs of producers.

Example Procurement Guidelines (USD 497)

USD 497 Farm to School Local Food Procurement Guidelines

Primary Contact: Lindsey Morgan, RD, Food Services Supervisor

Address: 1100 McDonald Drive Lawrence, KS 66044

Phone: 785-832-5000 **Email:** lmorgan@usd497.org

Fax: 785-330-4808 **Website:** <http://www.usd497.org/Domain/5895>



Date effective: September 28, 2015

Background

The goals of the Farm to School program are to:

- Mobilize community support for Farm to School activities
- Catalyze policy change around school gardens and local food purchasing
- Provide experiential learning and curriculum integration for students
- Cement our district's commitment to healthy eating through Farm to School

USD497 conducts an informal procurement process before the growing season to enhance its meal service with local foods. This set of twelve guidelines provides interested farmers with a comprehensive overview of the district's purchasing needs and process. USD497 does not place strict limits upon our definition of local. However, when considering informal bids, USD497 will incorporate a geographic preference into our decision making and aims to provide fair prices to farmers above standard terminal wholesale rates.

As part of implementing its Farm to School Guidelines, USD497 has created a Request for Information (RFI) Application for farmers interested in selling during a given annual season. You can find online at www.usd497.org, click on the Parents and Students tab → Farm to School → Become a Vendor

USD497 will conduct pre-season planning through a farmer distribution agreement with chosen farmers who agree to adhere to the guidelines. A winter Farm to School Planning Workshop will go over the guidelines and planning. One on one meetings can be arranged, and follow up meetings as needed. If selected to sell to USD 497, a Farm to School representative will make a visit to your farm.

Guidelines

1. Complete the 2016 Request for Information Application

USD 497 created an application to collect information from interested farmers before the growing season about their growing practices, available products, and estimated volume and prices. This information allows the district food service department to better anticipate its needs and collaborate with local farmers to ensure that their harvest planning best aligns with menu planning.

In addition, the annual RFI deadline each winter before the next school year enables to district to coordinate among growers at the pre-season Farm to School Planning Workshop, set shared expectations in the farmer distribution agreements, and trouble shoot should any issues arise before the season.

2. Complete the USD 497 Food Safety Checklist

The health and safety of our students and their meals is a top priority of USD 497. We work with K-State Research & Extension of Douglas County to ensure that the farmers we buy from adhere to proper on- farm food safety practices and post-harvest handling, from field through delivery.

We must receive a completed food safety checklist form from every farmer interested in selling to USD

497. We have created this document with our K-State Research & Extension partners to determine if proper precautions are taking place to minimize on-farm and post-harvest food safety risks. *USD 497 reserves the right to conduct unannounced visits to any farm with which it has a purchasing relationship to verify food safety practices.*

In addition, we request each farmer report the food safety trainings he or she has received in the past three years, from Extension, the Great Plains Growers Conference, Growing Growers, or other credible technical assistance resources. (For a list of upcoming trainings, please contact K-State R&E Extension Horticulturalist Marlin Bates, batesm@ksu.edu / 785-843-7058.)

3. Submit a Vendor Letter Addressing Traceability

The Kansas State Department of Education, Child Nutrition & Wellness Division, requires that “A vendor letter should be kept in the school Food Safety (HACCP) Plan to ensure traceability of the local products.”

In adherence with this statewide policy, USD 497 requires a signed letter from each farmer or other local food vendor from whom it makes direct purchases. A template for the farmer cover letter is available as an appendices to this document and on our website, www.usd497.org under Farm to School.

For more information about KSDE Farm to School recommendations and policies, see here: http://www.kn-eat.org/F2S/F2S_Menu/F2S_Home.htm#WhatIsFarmtoSchool

4. Attend Winter Farm to School Planning Workshop

All farmers who sign a farmer distribution agreement with USD 497 are required to attend a winter Farm to School Planning Workshop, where our guidelines and internal district policies will be described in greater depth and we can answer questions. This event will feature real-life examples of successful relationships and some challenges USD 497 has faced in sourcing and using local foods. We will tour a school kitchen and provide an overview of our ordering, delivery, and invoicing processes. Attendees will receive the required business forms to enter into our purchasing database and can turn-in proof of insurance, etc.

Please make every attempt to attend this training. If farmers cannot attend the workshop, USD 497 will work with them to provide an alternative training.

5. Complete the Required Business Forms in the USD 497 New Vendor Packet

At the workshop, farmers will receive a new vendor packet from the USD 497 Business Office. This packet includes all required forms the school must have on file in order to purchase from a vendor, including a W9 Taxpayer form, Vendor Information Form, and KS Sales Tax Exemption Form.

6. Demonstrate Minimum Liability Insurance of \$500,000

USD 497 requires the farmers and local food vendors it purchases from to hold a minimum farm liability insurance of \$500,000. Before USD 497 signs a farmer distribution agreement with a farmer, it must receive proof of insurance via email, fax, mail, or at the winter Farm to School Planning Workshop.

7. Adhere to Product Specifications

All products purchased by and delivered to USD 497 must follow common practices concerning sanitation, cross contamination prevention, cold chain maintenance, and commercial food handling standards. For reference, farmers should review the USDA grading standards: <http://www.ams.usda.gov/grades-standards>

Please note that USD 497 is interested in purchasing cosmetically imperfect and off-size seconds as appropriate, based upon our kitchen needs for particular products. These exceptions to standard grading will be addressed at the winter Farm to School Planning Workshop.

8. Maintain Product Traceability

Every case and delivery to USD 497 must have the following information:

- Name of farmer
- Name of farm
- Farm address
- Field harvested from
- Date harvested
- Date packed

9. Follow USD 497 Ordering Procedures

At the winter Farm to School Planning Workshop, USD 497 will outline its anticipated local produce needs for the coming season. (If possible, USD 497 will post summary of this information in advance.) *Please be aware these are only estimates.* After signing a farmer distribution agreement, USD 497 will send more detailed purchase orders to farmers no later than one week in advance of expected delivery.

To best accommodate the variability of weather and crop production, USD 497 expects that its partner farmers will remain in consistent communication throughout the season about anticipated crop harvest dates, in order to ensure proper menu planning and enable orders from our mainline distributor in the case that a crop fails or is not ready as planned.

USD 497 reserves the right to terminate a contract at any time should it experience unsatisfactory service in the delivery or fulfilling of orders.

10. Follow USD 497 Delivery Procedures

Deliveries must occur in a professional, sanitary, and efficient manner. To assist farmers selling to USD497, the district will provide washable yellow bins for use throughout the season. Upon completion of the growing season and that year's farmer distribution agreement, USD 497 will withhold final payment until all bins are received.

If another product vessel will be used, it must be approved by USD 497 in advance. USD 497 prioritizes use of new cardboard boxes or washable/reusable bins.

USD 497 will inspect all deliveries and reserves the right to refuse delivery of unacceptable products (based on quality, quantity, specifications, size, and temperature) or improper delivery procedures, for credit. USD 497 will contact farmers within 3-5 days if it would like to seek a credit.

Tobacco or e-cigarettes shall not be used at any time in or on district grounds.

Delivery location shall be determined based upon USD 497 needs and each farmer's ability and preferred delivery logistics. In general, however, deliveries are preferred from 6am to 10am Monday through Thursday. Select storage crops, such as apples, may be able to have alternative arrangements.

11. Follow USD 497 Invoicing Procedures

Farmers must include two copies of each invoice upon delivery, for the receiving district employee to sign off on. Electronic copies can additionally be sent to porzulak@usd497.org and lmorgan@usd497.org.

Invoices must include the following information:

- Name
- Address
- Business Name (if different than farm or personal name)
- Product type, quantity, total

As a public purchaser, all sales to USD 497 are exempt from tax. Farmers will receive the district's tax exempt information when an approved vendor packet is completed and accepted by USD 497.

Timing of payments to farmers depends upon the promptness with which USD 497 receives an invoice from farmers. In general, USD 497 processes invoices on the first and third Monday of the month.

Farmers should expect payment within two weeks to a month.

12. Participate in USD 497 Farm to School Promotion and Education Opportunities

Farm to School for USD 497 means linking classroom, garden, and lunchroom to foster a comprehensive and enriching experience for our students that supports health and learning. We welcome the opportunity to work with the farmers we buy from to enhance the food, farming, and nutritional education of our students.

As part of the district's various media and educational communications about Farm to School, USD 497 reserves the right to feature the farmers it purchases local foods, and expects farmer participation in media engagement from time to time. For example, including the name and a logo or photo on the serving line for students to see or mentioning farmers in a press release—including outputs from partnering organizations like LiveWell Lawrence.

To these ends, USD 497 requests the following:

- A high-quality digital copy of a farm's logo
- Photos of the farms and farmers we work with, including some close-ups that show the farmers' faces

Finally, we hope to engage with our farmers in more ways than just purchasing products. This could include field trips to visit your farm, in-school visits, creation of lessons or cafeteria posters/signs, etc. The Farmer Information Form offers farmers the chance to indicate if he or she would like to fulfill one of these supplemental roles.

You can learn more about Farm to School educational programming at USD 497 here: <http://www.usd497.org/site/Default.aspx?PageID=7076>

Example Request for Information (USD 497)

Request for Information Application – SY 2017-2018

Form Instructions

Please complete this form to be considered as a potential vendor with USD 497 for the coming growing season. We must receive your information **Feb 3, 2017 for consideration during 2017-2018 school year.**

Organizations representing multiple farmers will be required to file information about each farm.

Please select the school districts you are interested in selling to:

☐ Lawrence USD 497 ☐ Eudora USD 491 ☐ Baldwin City USD 348

Form Questions

Business Name: _____

Primary Contact Name: _____

Primary Contact is expected to communicate by phone and email in a timely manner.

Primary Contact Title: _____

Work Phone: _____ **Cell Phone (if different):** _____

Email: _____

Secondary Contact Name: _____

Secondary Contact is expected to communicate by phone and email in a timely manner when primary contact is unavailable or unreachable.

Secondary Contact Title: _____

Work Phone: _____ **Cell Phone (if different):** _____

Email: _____

Name of Farm Manager: _____

Physical Farm Address:

Mailing Address (if different):

Type of organization (circle one):

Sole Proprietor LLC 501c3 Other: _____

Projected acreage of fruit/vegetable production for 2017 growing season: _____

What is the farm/organization's mission and/or growing philosophy? This could be a bio or a history of our farm. Your response will likely be used in marketing and promotion in our cafeterias and through other school media.

Can you provide a logo for your farm?

☐ Yes ☐ No

May we use your likeness (photographs, video recordings, or electronic images) for marketing, educational programming, or publication purposes?

☐ Yes ☐ No

May we use images of your farm (photographs, video recordings, or electronic images) for marketing, educational programming, or publication purposes?

☐ Yes ☐ No

What type(s) of capacity/facilities does your farm have? Check all that apply.

- ☐ Greenhouse(s) ☐ Hoop house(s) ☐ Cold storage ☐ Cool storage (i.e. root cellar)
☐ Indoor wash/pack facility ☐ Outdoor wash/pack capacity ☐ Mechanized harvest equipment

Does farm fall under any of the following categories? Check all that apply.

- ☐ Farm owned/operated by beginning farmer(s) (within the past 5 years)
☐ Farm is family operation (more than one family member owns and/or works on farm)
☐ Farm is in Douglas County
☐ Registered farm tourism business
☐ Broker for other entities (*Note: brokered produce will be considered a 2nd tier option*)

Does farm have a written food safety plan?

☐ Yes ☐ No

Does farm keep logs or documentation (like a journal) of food safety related information?

☐ Yes ☐ No

Does farm have any of the following? Check all that apply.

- ☐ GAP Audit ☐ Food safety training (but no official GAP audit) ☐ Certified Naturally Grown
☐ Certified Organic ☐ Sustainable growing practices (but no certification)

Does the farm have at least \$500,000 product liability insurance?

☐ Yes ☐ No

Is a farmer or farm representative interested in partnering with USD497 to educate students about farming and local food? Check all that apply.

- ☐ Pen pals with a classroom ☐ Visits to classrooms/cafeterias
☐ Farm field trips ☐ Special educational events
☐ Student interns or other youth employment opportunities
☐ Act as an advisor in a school garden

Produce Availability and Pricing Form

The table below describes approximate produce varieties and quantities that USD 497 intends to procure from farm to school partners during the 2017-2018 school year. We understand that unexpected weather-related or other events may lead to reduced supply. Similarly, USD 497 may face unexpected changes in demand or last-minute menu changes. Therefore we want to stress that **the quantities below are approximate**. Exact produce orders will be communicated prior to delivery.

Additional notes for filling out the Form:

- *Farm may be considered for none, one or multiple produce items listed below.*
- *If your farm can provide some of the approximate quantity, indicate that in the “Quantity Farm Can Supply” column.*
- *“Price” column should indicate the price farm proposes to charge for the product for the duration of 2016/2017 school year.*
- *Bulk packs and larger drops (primarily for storage items) can be negotiated.*
- *Farmers may indicate the availability of additional items such as: smaller quantities of one-time specialty items like Chioggia beets, or purple potatoes.*

Items	Avg. lbs/week	Annual Pounds		Pack Size	Range of Prices Paid	Quantity Farm Can Supply
Apples	1,760	40,920	40 weeks	138 Ct, 40#	\$1.00/ pound	
Cantaloupe	2,100	10,500	5 weeks	9ct/36#	\$0.60/lb	
Cilantro	NEW	NEW	NEW	30ct	\$0.58/bunch	
Cucumbers	625	19,500	31 weeks	24 ea	\$0.65 ea	
Lettuce, Romaine	708	22,000	31 weeks	12 heads	\$1.60/head	
Jalapenos	NEW	NEW	NEW	10#	\$1.76/lb	
Pears	440	5,280	12 weeks	46#	\$1.07/lb	
Peppers, Bell Green	85	2,635	31 weeks	5#	\$0.80 ea	
Peppers, Bell Red	35	1,085	31 weeks	25#	\$1.00 ea	
Peppers, Snacking	NEW	NEW	NEW	20#	\$4.00/lb	
Radishes	NEW	NEW	NEW	5#	\$1.96/lb	
Tomatoes, cherry	100	2,000	20 weeks	Pint	\$2.25/pt	
Tomatoes, slicers	420	13,000	31 weeks	5 x 6, 30#	\$1.35/lb	
Watermelon	134	2,700	20 weeks	2 ct, 20#	\$0.40/ pound	
Other:						
Other:						

Farm Food Safety Checklist

The following checklist is meant to facilitate communication between farmers and school food service department, and give USD 497 background knowledge of the farms they may be purchasing from. This is the start of the conversation, giving USD497 a jumping off place from which to ask questions and learn more about your farm. After the application review we would like to arrange for a farm tour.

Production Practices	Yes	No	N/A
If irrigation is used, what is its source? Well____Stream____Pond____Municipal____Other_____			
Are regular water tests conducted			
Is raw manure incorporated at least 2 weeks prior to planting and or at least 90 days prior to harvest of vegetables whose edible parts do NOT touch the ground? or 120 days prior to harvest of vegetables whose edible parts DO touch the ground?			
Is the manure application schedule documented with a copy kept on file?			
Is the field exposed to runoff from animal confinement or grazing areas?			
Is land that is frequently flooded used to grow field crops?			
Is there a plan in place to keep wild animals and livestock out of the growing areas?			
What types of manure are used? Raw manure____Composted____Aged____			
Product Handling	Yes	No	N/A
Are storage and packaging facilities separated from growing areas?			
Is there a risk of contamination with manure?			
Are harvesting baskets, totes or other food contact containers kept covered and cleaned/sanitized before use and stored in areas protected from pets, livestock, wild animals and other contaminants?			
Is harvesting equipment/machinery that comes in contact with products kept as clean as possible?			
Are both food and non-food containers available and clearly marked?			
Is dirt, mud, and other debris removed from product before packaging?			

Are harvest traceability logs being kept? Including the following: ☐ Crop name/variety ☐ Lbs. harvested ☐ Date ☐ Time ☐ field #/location, ☐ name/s of individual/s responsible for harvest			
Transportation	Yes	No	N/A
Is product loaded and stored to minimize physical damage and risk of contamination?			
Is transport vehicle well maintained and clean?			
Are there designated areas in the transport vehicle for both food and non-food products?			
Are products kept at appropriate temperature during transport?			
Is the vehicle used to transport animals or animal product?			
Facilities	Yes	No	N/A
Is potable water/well tested at least once per year and results kept on file?			
Is product covered as it travels from field to packing facility?			
Are packing areas kept enclosed?			
Are surfaces that come in contact with food regularly washed, rinsed with potable water and sanitized?			
Are appropriate packaging materials used?			
Do workers have access to toilets and hand washing stations with proper supplies?			
Are toilets and hand washing stations regularly serviced?			
Worker Health and Hygiene	Yes	No	N/A
Are workers trained about hygiene practices and sanitation?			
Are workers and visitors following good hygiene and sanitation practices?			
Are smoking and eating confined to designated areas separate from product handling?			
Are workers instructed not to work if they exhibit signs of infection (i.e., fever, diarrhea, etc?)			
Do workers practice good hygiene by:			
-wearing clean clothing and shoes as appropriated for conditions?			

-changing aprons and gloves as needed?			
-washing hands as required?			
-covering open wounds with clean bandages?			
Other	Yes	No	N/A
Are pesticides used? If yes, please elaborate:			
Are herbicides used? If yes, please elaborate:			
Have you, the farm manager or other farm employees received food safety training in the past three years? If yes please list individual's name, trainings attended and certification obtained if applicable.			
Other notes/comments/explanations:			

Along with the Farm Food Safety Checklist the state of Kansas requires a vendor letter from the farmer to the food service department to be kept on file to ensure traceability. A template letter can be found at the end of this application. Please complete and return with this form.

I confirm that the information provided above is accurate to the best of my knowledge

Signature:

Date: _____

Farmer References

Please list two references for wholesale accounts you sold to in the previous season. Schools, institutions, restaurants, and grocery stores preferred. If you do not have references to list, please note if this will be your first wholesale engagement.

Reference One

Organization Name: _____

Name of Contact: _____

Contact's Position: _____

Phone: _____

Email: _____

Reference Two

Organization Name: _____

Name of Contact: _____

Contact's Position: _____

Phone: _____

Email: _____