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Community Food Systems in the Lewiston-Auburn Landscape: Accessing and Increasing Institutional Purchasing

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Community Food Systems in the Lewiston-Auburn Landscape: Accessing and Increasing Institutional Purchasing

by

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Executive Summary

This project was conducted in collaboration with the Good Food Council of Lewiston-Auburn (GFCLA) and the Bates College Harward Center. The GFCLA was formed “to create and support improvements to the food system of the Lewiston-Auburn community” (goodfood4la.org). The focus of this project was to assess the institutional purchasing landscape in Lewiston-Auburn particularly because GFCLA believes that a critical strategy for increasing access to healthy local foods is building the capacity for institutional purchasing, or the purchase of large volumes of product by institutions, into the Lewiston-Auburn area (Sanger and Zens, 2004). Even though Lewiston-Auburn is known as the second biggest metropolitan area in Maine and has a relatively large consumer base due to the various large institutions in the area (hospitals, colleges, and nursing homes), a gap remains between the consumers and producers (Walter, 9/14/14). The goal of this research was to investigate the current role of local foods in institutional purchasing, and to pinpoint future opportunities for institutional purchasing of local foods within the urban landscape of Lewiston-Auburn.

Our project is deeply connected with the issue of food insecurity within the Lewiston-Auburn community. Food security is defined as access by all people at all times to enough food for an active, healthy life (Poppendieck 1999, 95). It is important to keep in mind that food security is not limited to hunger, but rather carries with it economic and social implications. Urban areas are often associated with having access to resources that rural areas generally cannot access. This has led policy makers in urban communities to not place food issues at the top of their agenda, and instead consider housing and financial issues as a larger priority. In Maine, food insecurity rates are quite high and alarming; for example, in 2009, 15% of households in the state were food-insecure (USDA ERS, 2011), making it the most food insecure state in New England (Love 2014, 2). Particular to Lewiston, “the communities are strong, but the food system that feeds them clearly needs repairing. Access to good food is a significant challenge for many Lewiston residents, which has a measurable, daily impact on health, leading to such diet-related problems as obesity and diabetes” (Good Food Council of Lewiston-Auburn 2013, 3). For example, supermarkets in Lewiston are generally 40% less expensive than community markets, yet these supermarkets are not located in the lower-income areas. Instead, the cheaper food option in these areas are fast-food restaurants (Walter, 2011, 160). In hopes of moving towards food security in the Lewiston-Auburn community, our group concentrated on institutional purchasing of local foods. Our main focus was conducting the initial research of institutional purchasing and conducting interviews with relevant actors such as key informants and food service directors.

The primary results from our project definitively outlined for us common barriers public schools, hospitals, and higher education institutions in the Lewiston-Auburn community face in purchasing locally. These barriers range from money to simple interest in local foods, and despite any success stories, tend to completely block institutions from purchasing locally. However, by collecting information and highlighting trends from different institutions, we have created a positive platform for change that the Good Food Council will be able to utilize in the future to provide education and needed assistance towards incorporating local food in their respective institutions.

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Introduction

In recent years, two similar and intertwined social justice movements have come to the foreground. Perhaps the more popular of the two, the environmental justice movement has gained attention from mainstream environmentalists and policy makers (Gottlieb and Fisher 1996). The environmental justice movement seeks to address environmental consequences of urban and industrial life through social change and empowerment (Gottlieb and Fisher 1996, 194). For example, in 1994, the United States Environmental Protection Agency defined environmental justice as “fair treatment and meaningful involvement of all people...with respect to the development, implementation and enforcement of environmental laws, regulations and policies” (USEPA, 1994). Traditionally, the environmental justice movement is firmly rooted in low-income communities and communities of color (Alkon and Agyeman, 2011). The other movement, the food justice movement, has very similar motivations. Like environmental justice, food justice is not only strongly tied to communities specifically of low-income and/or marginalized populations, but is also associated with considerations of the quality of daily life. The food justice movement highlights issues of food access within a community, the inner-workings of communal food systems and more broadly, food insecurity. Despite the importance of both of these movements, the food justice movement has been less visible and recognized than its environmental counterpart, and thus we argue that it must be considered and assessed further.

Food insecurity is a term developed by anti-hunger advocates to highlight the social rather than physical aspects of hunger, and is defined as a lack of “access by all people at all times to enough food for an active, healthy life” within a community (Poppendieck 1999, 95). Food insecurity is commonly associated with rural settings (Pothukuchi and Kaufman 1999); however, food issues are also woven into the thread of urban development. There is an assumption that technologies (e.g., refrigeration and processing) facilitate the transport of fresh food, and that food sources (e.g., restaurants and food pantries) are more readily available to urban rather than rural environments. However, these resources do not encompass the entire urban food system. Numerous factors determine accessibility to food, such as “affordability, opportunity, proximity, comfort, cultural and religious guidelines” (Jacobus and Jalali 2006, 152). Often, these standpoints are left out of urban policy. Furthermore, the theoretical and spatial distinction between urban and rural landscapes hinders a potentially effective relationship between producers and consumers (Pothukuchi and Kaufman, 1999).

Perceptions of what “local” means to food buyers may vary and this could directly or indirectly affect the relationships between producers and consumers. “Local” is used as common language in dialogues surrounding food justice; however, it can be defined in many different ways. The “local” place generally delineates a physical space, although it also is a fluid product of time, social relationships and relationships to other places (Allen, 2010). “Local” implies a small rather than a large scale; thus, different issues of environmental justice, food justice and food access must be distinguished when looking at a local rather than a global community. Furthermore, the way in which food is distributed, sold and consumed is much different on a local scale than a larger, global scale (Alkon and Agyeman, 2001). In terms of food systems, the multitude of varying definitions of “local” is often confused with “organic food”. While local food may be organic, “local” food and “organic” food are not one in the same; instead, “unlike organic food, there is no legal or universally accepted definition of local food. In part it is a geographical concept related to the distance between food producers and consumers” (Martinez et. al 2010, 3). In any case, the use of “local” in dialogues on food systems should be taken

broadly to suggest a small-scale community of some kind. At the same time, “local” is not a stagnant term, and assuredly has a variety of meanings for different individuals and different communities. The lack of a widely assumed definition of local leads to a discrepancy between what producers and consumers consider to be “local” and assume to be the implications of local food.

Community food systems provide a series of relationships which aid in closing the divide between producers and consumers which is caused by these issues surrounding “local”. The strategies behind community food systems encourage collaborative relationships between producers and consumers, thus facilitating access to healthier food resources. Community food systems allow for “people [to] value food produced locally through direct relationships with farmers” (“Why Hunger”). In addition, community food systems are interlinked with the food insecurity narrative in urban settings. This is mainly because “despite much popular interest in food issues, there remains a lack of social justice in the American agrifood system, as evidenced by prevalent hunger and obesity in low-income populations” (Allen 2008, 157). In this way, community food systems are discussed as one solution to food insecurity, in which communities are supplied with food from local farms. Furthermore, local food systems create a platform on which a community can stimulate its economy, and meet its own food access needs (Alkon and Agyeman, 2011). Community involvement and leadership have proven to be efficient and in many cases necessary; for example, scholars have concluded that, “local food characteristics have commonly been associated with efforts to improve food safety, particularly at the community level” (Martinez et al. 2010, 46).

Some of the most prominent and influential players in the demand side of local food systems, such as food suppliers to community residents, are the big purchasers. These big purchasers are generally institutions, including but not limited to schools and hospitals. Both education and health facilities provide food to their consumers multiple times a day and thus cater to a high demand. If institutions like these were able to meet their demand with more local foods, their producers and consumers would not only develop a closer relationship, but would also help their own community take a step towards a more robust and secure food system. Furthermore, and perhaps most obviously, if institutions were able to supply local foods to their communities, this would support a healthier lifestyle for their residents. Recently there has been an increase in interest surrounding food, or rather food injustice, among both consumers and suppliers. This has increased the implementation of programs that are beginning to address these concerns (“Why Hunger”).

Institutional purchasing efforts, known as “Farm to Institution,” are gaining momentum as communities look at how to support large purchasers in sourcing more local foods. Farm to Hospital programs have increased in popularity over the years, with 122 hospitals across the nation having signed the healthy food in health care pledge as of 2008 to incorporate or find ways to have local fruits and vegetables. Even without signing the pledge, many hospitals are voluntarily including local food (Harvie, 2008). Hospitals are beginning to realize that local farmers/growers can provide healthier produce for their patients. By incorporating local foods, healthcare food services want to encourage their patients, staff and visitors to have a healthier lifestyle (Sachs and Feenstra, 2007). Incorporating local food brings changes to the hospital’s established systems. Not only would hospitals need to change how food is processed and distribute, but they would also have to change policies and practices in the healthcare foodservice industry from the food service distributors and Group Purchasing Organizations (GPOs) (Sachs and Feenstra, 2007).

Out of all the sectors, the public school sector has the longest track record. Starting in the late 1990s, a nationwide movement evolved within schools to improve local food systems and to counteract food insecurity. This movement, known as “Farm to School”, facilitates “informed food choices while strengthening the local community and contributing to vibrant communities” (National Farm to School Network, 2014). Farm to School programs address food insecurity not only on the level of physical hunger, but also on a social, economic, and educational level (Winston, 2011). Out of the recorded 38,000 schools that have signed on to this initiative in 2012, there have been plenty of success stories about the introduction of local purchasing to educational institutions. For example, the National Farm to School Initiative in Michigan requires 30% or more of their purchasing to be from local inputs (Michigan Farm to School Initiative, 2013). In the 2011-2012 academic year, public schools in Maryland spent approximately \$8.5 million to buy apples, peaches, tomatoes, corn, milk and other products from area farmers (thewashingtonpost.com).

In 2011 Maine started its very own Farm to School Network, which has continued to spread throughout educational facilities. This network aims to bring together “a wide diversity of students, teachers, school nutritionists, parents, farmers and groups who support child nutrition and Maine agriculture” (Farm to School Network), work together to increase “educational outreach” with other schools and continue to grow throughout the state. In addition, a branch of the Farm to School Network, Maine Agriculture in the Classroom, provides annual grants that foster “educational projects, including school gardens and farm to school programs” (Farm to School Network). There are also organized statewide events promoting access to local produce to schools such as the Maine Harvest Lunch Week, which sets aside a week for introducing a “bounty of local produce into school menus” (Maine Organic Farmers and Gardeners Association, 2014). These Harvest lunches are encouraged as a state initiative to provide needed exposure to local farmer produce. These efforts have resulted in many schools incorporating these local food options into their daily school menus (Maine Organic Farmers and Gardeners Association, 2014).

Despite Maine’s efforts to address food security concerns, particularly in schools, the state has the eighth highest child food insecurity rate in the nation and the highest in New England (Maine Community Foundation). It has been argued that “with 8,000 farms and more than 1.35 million acres of land in farms, Maine has the potential to supply much more of the food that is served in school meals” (Winston 2011, 234). Therefore, even though these efforts have brought an increased consciousness of where food comes from, there remains a large space for improvement. Food-related resources such as Eat Local Foods Coalition, Slow Money Maine, and Healthy Maine Partnerships have not yet reached the scope, nor the financial capacity, to support schools in developing strong local purchasing policies and practices (National Farm to School Network). Additionally, these efforts leave out the full potential of the institutional purchasing landscape by limiting the involvement of other institutions such as hospitals and higher education facilities in the farming institutions movement (Walter, 10/2/14).

Keeping the national scale of food insecurity and issues surrounding local food in mind, our study examines local food systems in the context of the urban setting of Lewiston-Auburn. Lewiston-Auburn has been officially labeled a “low supermarket area”, since residents have difficulty accessing healthy and affordable goods (Walter, 10/8/14). Nonetheless, Lewiston is also “home to many valuable food and nutrition projects and food related businesses. These resources, along with the commitment of numerous community members, have played a powerful role in fighting local hunger” (Good Food Council 2013, 5). The Good Food Council, a

group of Lewiston-Auburn residents, cultivates a passion to improve the food system of their community using these local resources. With the support from the St. Mary's Nutrition Center, the Good Food Council aims to explore different ways to support institutions, particularly schools and hospitals, in incorporating more local and healthy foods into their purchasing practices, as one strategy in supporting healthier food access for Lewiston/Auburn residents. The goal of this research was to investigate the current role of local foods in institutional purchasing, and to pinpoint future opportunities of institutional purchasing for local foods within the urban landscape of Lewiston-Auburn.

Methodological Approach

In order to accomplish our goal, we used already developed interview tools provided by Farmers to Institutions New England (FINE) and the Waldo-County Hospital to collect qualitative and quantitative data. In addition to these interview tools, our research team developed a questionnaire with the assistance of the Good Food Council. The most important limitation to the research was the time frame. Considering this specific research was limited to one semester, our first step was to discuss realistic goals and next steps with the Good Food Council. In discussion with the Good Food Council, we determined that we would focus on gathering information from representatives in public schools, higher education and hospitals in the Lewiston-Auburn area.

Our following steps included reviewing and analysing existing literature on Farm to Institution programs as well as existing food systems across the country. We looked at literature from newspapers, websites, articles, and previous course materials related to this subject. We accumulated this information so that we could get a grasp on the current involvement of institutions in purchasing locally. We then were able to compare this information to the current food landscape of Lewiston-Auburn. Our primary research on the food systems within Lewiston-Auburn included personal experience, such as previous visits to local stores and restaurants, as well as the Lewiston Farmer's Market.

Next, using the Good Food Council as our primary connection, we identified stakeholders and other key players in the Lewiston-Auburn area in order to obtain specific information on their purchasing habits, restrictions and purchasing guidelines, and efforts to increase and distribute healthier foods. We wanted to reach out to a diverse group of contacts in order to collect a relatively holistic view of the food system landscape in light of the limited time we had to do our project. Members of our group were able to initiate these contacts in an event called "Mainstreaming Local Food to Institutions" held at Colby College and sponsored by the Maine Farmland Trust on October 14th. This event provided a time for discussions and workshops where institutions, dining service directors, farmers, nonprofits, and even students explored and learned more about the opportunities for strong farm to institution partnerships in Maine. Barbara and Hannah S. participated in these workshops and quickly realized the lack of farmers at the event and how this related to the broader gaps of communication between institutions and farmers found in literature. Additionally, it gave us an initial jump start into understanding previous research and efforts completed with regards to institutional purchasing and identified a number of barriers and opportunities faced by institutions in other communities. Lastly, these workshops exposed us to interesting posing questions about the direction of our research such as: what defines "local"? how can we incorporate "regional" as a legitimate area to consider

purchasing from rather than resorting to nationally oriented purchasing? How can we better include farmers in the conversation of providing local inputs for institutional purchasing?

Originally, our contact list was quite large, including food service directors from an elderly care facility as well as many public schools and medical centers. Once the participants were identified, they were contacted via email, and interview arrangements were made according to their schedules. We created a spreadsheet that outlined the name of the contact, a phone number (in the case of a phone interview), an email address, the date of initial contact, and the set date for the interview. This spreadsheet allowed us to be proactive and maintain an organized interview schedule (refer to appendices). Eventually, as the process continued, we realized that the number of food service directors and key informants we wished to contact was not realistic. In addition, some of our contacts did not respond to our emails. Ultimately, the total number of contacts was cut down to eleven. Once our contact list was set up, we moved on to conduct interviews. This research was approved by the Institutional Review Board (IRB) of Bates College, thus granting us permission to interview the participants.

We separated our interviewees into two broad categories of key informants (5) and food service directors (6). Four out of five key informant interviews were conducted over the phone, and all food service director interviews were conducted in-person. All interviews lasted approximately an hour and extensive notes were taken by at least one of our researchers. All participants were notified about their interview slot with the relevant interview tool attached as reference (refer to appendices). This allowed participants to review our mission and questions before the actual interview, and prepare in advance if necessary.

Key informants provided valuable information as experts within their field and how they have interacted with the community with the goal of introducing local purchasing into institutions. On the other hand, food service directors provided more logistical information as to their budget constraints and described other barriers and opportunities for incorporating local inputs into their purchasing. Since the informational needs were different for these two categories of interviews, we developed two sets of interview tools (refer to appendices) in collaboration with the Food Council Committee to get a holistic, comprehensive view of the current institutional landscape of the Lewiston/Auburn region.

In addition to our involvement in assessing the current food landscape of Lewiston-Auburn, our group aided the Good Food Council in the beginning stages of preparing for a “Meet the Buyers” event this February (2015). The main goal of this event will be to connect food service directors and their institutions to local farmers surrounding the Lewiston-Auburn area. We met with Ken Morse, who has helped set up the “Meet the Buyers” event in the Oxford, Maine community over the past four years. Ken gave us information and materials from these past events, such as a developed list of contacts. Again, keeping our limited time frame in mind, we decided it would be most logical to set out to make a spreadsheet of contacts for the Good Food Council to use, and to create an invitation for the event. Although we will have finished our work on the project by February, we hope to attend the event.

Results

Food Service Director and Key Informant comments:

“We as food professionals have an obligation [both] morally and professionally to provide as healthy an option as possible to our paying clients. I want to go home and feel like I did not poison anyone...I want to know that”- Kevin J. Michaud, Coordinator of Dining Services, The University of Southern Maine/Lewiston Campus.

“Collaboration is important...No one had a common goal to change the food system, everyone had different ideas - [we have to] create a common goal, have a singular mission [in order] to have the easiest way to move forward” -Sarah O’ Blenes, Community Health Supervisor, Waldo County General Hospital.

“Recognizing where the food comes from is important. The younger you can understand the food system, like where corn/potatoes come from the better”- Paula Rouillard, Food Service Director of Auburn Public Schools

Overall, the interviews and research conducted for this study concluded that a number of food service directors in Lewiston-Auburn were eager to incorporate and serve more local foods into their food programs, if they were not already doing so. In doing this project, it was important for us to keep in mind and differentiate between interest and readiness. A question we considered in doing this project was whether or not these institutions were ready to shift their food systems to include more local and sustainable food. Our findings suggest that there are a number of factors that could determine whether or not these institutions are ready to make this shift. When the interview notes were analyzed separately, the results showed that the participants shared common barriers and opportunities for increasing local food purchases (Table 1). When we examined the barriers closely, we came to the conclusion that institutions faced three main constraints: lack of budget constraints, knowledge and awareness by the institutions and farmers, which contributes to the lack of communication between both players (farmers and institutions). These prevailing challenges are similar to findings from other research and surveys conducted regionally and nationally (Refer to Markley 2010; Martinez 2010; Poppendieck 2010; Rosenberg & Leib 2011; and Sachs & Feenstra 2007).

It is important to consider these results and research in order to begin to develop recommendations for these key players. Despite substantial challenges to the success of the Farm to Institutions movement, we were able to document some of the successful efforts and innovations that can inspire other institutions to overcome these issues. Those efforts and opportunities include: educational programs in schools, onsite gardens/greenhouse programs as part of the curriculums, internships provided to students to work in gardens, and building strong connections with distributors.

Table 1. Main barriers and opportunities for food service directors when bringing local foods into their respective programs.

Institution	Barriers	Opportunities and Efforts
Lewiston School District	<ul style="list-style-type: none"> ● Budget ● Nutrition requirements ● Staff numbers, lack of ability to properly prepare local foods 	<ul style="list-style-type: none"> ● Promoting healthy foods through educational programs, making it part of the curriculum ● Education on cooking from scratch ● Educating the staff (how to prepare and/or process the food) ● Shaping the schools in ways it promotes healthy eating (e.g Longley Elementary School does not have fryers)
Auburn School District	<ul style="list-style-type: none"> ● Budget/ price of local produce ● Demand from students ● Preparation of local produce ● Seasonality ● Parental involvement ● Lack of equipment 	<ul style="list-style-type: none"> ● Onsite garden and greenhouse ● Investing money in educational programs for students ● Sell produce (e.g. pumpkins) ● Harvest Day ● Rethink their menus
Hospital (name will not be disclosed due to an agreement with participant).	<ul style="list-style-type: none"> ● Regulations (Sanitation and guidelines) ● Not in a position to purchase these local foods - corporate level decision making ● Interest level is low 	<ul style="list-style-type: none"> ● Keeping a connection with Native Maine
Bates College	<ul style="list-style-type: none"> ● Budget/Cost-related issues ● Strict Regulations (e.g Seafood) ● Lack of education amongst farmers ● Waste ● How much farmers can provide 	<ul style="list-style-type: none"> ● Connections with new and old organizations (MAFGA, St.Mary's, Farm Fresh Connection) ● Employees take charge and harvest the local food ● Two summer internships for students to work in the gardens in the Commons Dining ● Build a greenhouse
University of Southern Maine	<ul style="list-style-type: none"> ● Cost Effectiveness ● Availability ● Agricultural Inspections ● Decrease of students on campus due to online courses ● Budget cuts 	<ul style="list-style-type: none"> ● Getting students interested in local foods and encourage them and more community members to eat in their cafeteria ● If there was enough space to get a composting facility, they would encourage it

Meaning of “Local” for institutions

As we began to analyze literature and conduct our interviews we found that the definition of local was very similar across all institutions. A food service director in a hospital located in Lewiston-Auburn defined local as food grown in the area or more broadly in the state of Maine (this participant asked that we do not use his name or the name of his facility in this report). In addition to speaking to this food director, we had the opportunity to speak to the community health supervisor in Waldo County General Hospital, Sarah O’Blenes. While this hospital is not located in Lewiston-Auburn, we found that the conversation with O’Blenes was invaluable to our research. O’Blenes defined local as Waldo County and the large concentration of farms within it.

The food directors of the Auburn and Lewiston Public Schools, Alisa Roman and Paula Rouillard, both defined local as the state of Maine. More specifically for Roman, “local” meant 10 miles. Interestingly enough, Rouillard understood that while local was important, the issues of perishability and bruising/rotting from transportation brought additional issues that are not encountered when produce is bought from a grocery store. Roman also thought food at the grocery store was more accessible than managing relations with respective farmers.

When we asked food service directors in higher education institutions their definition of local, their responses varied. One of these institutions has asked that we do not use their name, however this information can be disclosed anonymously. This particular director in a higher education institution said that local is “whatever the client wants to call it. Generally in the state local is 25 miles, some call it 150 miles. Many clients in the state will call it the State of Maine.” Yet, this participant said that the answer he heard most often is the State of Maine. Some also look at regional as a second tier (New England). Cheryl Lacey, Director of Dining at Bates College, was more specific and said that local meant the State of Maine. Kevin J. Michaud from University of Southern Maine, Lewiston-Auburn campus, said that local meant “perhaps a 100 mile radius” (Cheryl Interview 11/6/2014). As it has been noted, “because there is no universally agreed-upon definition for the geographic component of what “local” or “regional” means, consumers are left to decide what local means to them” (Grace Communications Foundation 2014). How these representatives came up with these definitions is a question we did not explore but would recommend as part of the next steps. The responses show that all of these institution define local products in three-tiers:

1. Local: Grown in Maine within a 25 mile radius
2. Regional: Grown in Maine within a 100 mile radius
3. Maine: Grown within the State of Maine

Our research also found that local sourcing is specific to food that is produced and/or processed by a trusted and/or convenient foodservice distributor. Native Maine was most commonly referred to by the participants interviewed. Native Maine is a leading wholesale distributor which provides daily delivery of fresh produce, dairy, and speciality foods to southern, central and coastal Maine, and also New Hampshire and northern Massachusetts. Two food service directors shared that Native Maine can provide a variety of foods for any amount, and they could be sure that the products were carefully inspected. Therefore not only does distance and convenience matter when foodservice directors decide to purchase locally, but also ensuring that the companies and products are fully compliant with all food safety requirements. Kevin J. Michaud from USM shared that 20-30% of his local food servings come from Native

Maine. Michaud described Native Maine as a trustworthy vendor that prioritizes buying and providing as local as possible making it a “locally conscious” distributor he hopes to keep purchasing from for a very long time.

Budget Constraints

Insufficient funding and food budgets were presented as a top barrier for public schools and one of the higher education institutions we looked into. There were many factors underlying this issue; for example, the Lewiston and Auburn public schools have systems set in place to accept money from the government in order to supply children with meals who otherwise cannot afford them. Specifically, the Lewiston Public Schools are affiliated with Provision 2, which requires that Alisa Roman, food service director of the Lewiston School District, to submit information to the federal government about the number of kids who can and cannot pay for food, as well as submit applications filled out by parents. These documents serve as proof that children at Roman’s schools cannot afford to pay for lunches, and in turn the federal government supplies Roman with funds.

On the other hand, Kevin J. Michaud, the Coordinator of Dining Services at the University of Southern Maine Lewiston-Auburn Campus, has a relatively strict budget of \$250,000. His cafeteria serves 75-100 meals a day and also caters foods for a number of events in the school. Despite this small operation, many of the decisions he made in regards to what he purchased and served on his cafeteria were based heavily on cost effectiveness. Michaud said that the food he bought had to be cost effective. For example, he explained that pizza was eliminated from the menu because it was labor extensive and did not sell. “Inventory is high and there was a risk of losing more than gaining. It was an economic choice.” Students have expressed their interest in having pizza back on the menu, but Michaud would have an assured x number of sales. He described this type of operation as difficult particularly when he wanted to increase his purchase of local foods. He continued, “we cannot expect to serve a meal for \$12.99 and for students to buy it. Also, think about it, it is difficult to not buy apples from D.C when those are significantly cheaper than apples from Auburn. Cannot charge \$2 for an apple” (Michaud Interview, 10/30/14). Our hospital key contact stated that he could not disclose the budget information with us; therefore we are unable to provide any comments in regards to budget as a constraint for this institution.

Knowledge and Awareness

One of the major challenges to the growth of successful Farm to Institution efforts we identified was the lack of knowledge and awareness among food service directors, their staff, and farmers. While we did not interview farmers, one of our research members had the opportunity to join Ken Meter, food system analyst, on his interviews with Somali Bantu farmers. All of the farmers expressed their hope to expand their sales from the weekly farmers market in Lewiston to bigger institutions such as hospitals and higher education facilities. One of the farmers, a man in his late 30’s explained, “In 2009 Bates College used to buy my vegetables. They used to order vegetables but now they do not.” When asked to expand on why he thinks this is the case, he responded that he did not know. He suggested that a possible explanation could be related to the low amount of produce he was offering. All of the farmers interviewed shared that they did not have a place to process and store their produce, thus making it difficult for them to sell to

institutions who either did not have the staff and/or time to process the food themselves.

The farmer's lack of knowledge as to what steps could be taken in order to address these barriers is important to consider while discussing farm to institution relationships. For example, according to Cheryl Lacey, Director of Dining at Bates College, "farmers don't understand the regulations and issues with volume: they need to be educated" (Interview, November 8, 2014). Supporting this argument, Sarah Bostick, Refugee Farmer Specialist at Cultivating Community, expressed that "farmers do not know how to navigate yet, they need help on that end. Young and establishing farmers, who will definitely be a big part of this change, don't have a lot of marketing opportunities" (Interview November 5, 2014). Other studies also found that "many small and limited resource producers seeking to increase their markets with institutional buyers will need assistance in finding adequate product liability insurance and in meeting requirements for food safety procedures" (Markley 2010, 3).

It was evident through these findings that there is also a lack of communication among these players. Within the institutions, several of our participants identified the lack of food training among food service staff as a significant challenge that slows the process of production, preparation, and processing. This can be addressed if there were more communication between the supplier and the buyer. For instance, Jennifer Obadia from Health Care without Harm, explained that head chefs in different facilities cannot process the purchased products on their own; the support staff would be in charge. However, many of these food service staff may lack the culinary skills and training. Obadia expressed, "While there are wonderful culinary programs out there, they are expensive" (Interview November 6, 2014). Kevin J. Michaud, from the University of Southern Maine shared the same concern. He also explained that while there are training programs out there for his staff, they are expensive and time consuming. The lack of training affects how much and what food service directors purchase. Obadia brought up very important questions during our interview. She said it was important to question, "What is cheaper, paying a bit more but having the food already prepared, or putting the money towards the fast way?" (Interview November 6, 2014).

One of the main trends our group noticed from talking with the food service directors within the educational field was the importance of student involvement. During these interviews, we heard on multiple occasions that students lacked awareness of topics such as sustainable and local food, farm to table movements, institutional initiatives, and supporting farm economies. In many of the institutions, the student momentum and initiatives for more local food were not incredibly high.

Discussion

The purpose of our project was to get a conceptual grasp on the readiness of institutions in the Lewiston-Auburn community to purchase local foods. Through the process of research and interviews with key informants and food services directors at various institutions (public schools, medical centers and higher education institutions), we have become aware of a common divide between local farmers and these institutions. This gap is caused by a number of different factors, and hinders the progress our group hopes to make with this project. In general, these institutions face many obstacles each day, of which food quality is just one facet. Although most of the food service directors interviewed are passionate about local food for many reasons, it is important to keep in mind the difference between interest and readiness. Food service directors may be

excited about local foods, however it is unfortunately the case that integrating local foods into the complex food systems of institutions is not easy. The most common barriers in place among these food service directors to bringing local foods into their institutions are the lack of money, regulations and seasonality/availability of produce.

The food service directors we interviewed most commonly expressed to us that their interest in local purchasing is connected to their desire to support the local economy and supply healthy foods to their clients. Interestingly, our research shows that these opinions are shared nationwide. For example, we have found that areas such as West Oakland, California, the South Bronx, New York, and Detroit, Michigan are made up of low income, minority populations; however, these neighborhoods host a growing number of grassroots movements encouraging community members to create local, sustainable food systems (Alkon and Agyeman, 20). Even as the opportunities for local foods within institutions in such small, economically insufficient urban environments are not plentiful, the passion for local foods is clearly in abundance. However, on this section we will highlight or reference back to some of the influencing factors that participants identified as barriers:

Food Safety Regulations

Food safety regulations prevent food service directors from bringing local food into their institutions. Food inspections and food safety are highly prioritized for every institution. An issue of food safety can not only spur legal and monetary issues, but also threatens an entire institution. Furthermore, when talking about institutions that cater to children, such as college students, health and safety are of great value. Food safety certifications are entirely necessary, however inspections are a time consuming and very specific process. Currently, food safety and inspections need to abide by the Food Safety Modernization Act (FSMA), a food safety law passed by Congress in 2010 which requires food inspections for contamination prevention (FISMA). In general, the food service directors we interviewed valued the ease of trusting one food distribution center, such as Native Maine, to issue food safety inspections. This has historically been much easier than having each order of food be certified by the Department of Agriculture.

Seasonality

Through our research, we have found that seasonality is perhaps not as legitimate as the food service directors believe it to be. For example, we found that apples are in fact available year round in Maine, along with blueberries. In addition, there are a variety of vegetables Maine produces throughout the year which are in high demand from institutions such as schools and hospitals, including corn, peppers, onions and garlic. Furthermore, Maine has the capacity to supply most kinds of meats, from seafood, to beef to poultry (Maine Organic Farmers Association, 2014). Maine clearly offers a multitude of foods year-round, and thus is a resource of which food service directors do not take full advantage. Therefore, there has to be a bigger underlying reason as to why seasonality has become one of the top barriers for institutions within the Lewiston-Auburn region.

Budget Constraints

Within the Auburn public school district, five schools offer the “Community Eligibility Provision”, which works similarly to Provision 2 in that it provides free school meals to low-income children. Although these programs aid the Lewiston and Auburn school districts in feeding their students, they hinder the possibility of realistically predicting the number of meals each school district serves. Furthermore, these programs complicate calculations for future funding each school district would need for these meals. The Lewiston public schools already feel restricted by budget to such an extent that Roman struggles to find the money to pay for the current largely non-local meals. At times, she has found that she has to move money across different departments in order to make up for the money spent by the Lewiston public school district on children’s lunches. The Auburn school district generally does not have as much of an issue with money as does the Lewiston public school district (Figure 1); however, money nonetheless causes difficulties for both school districts. The two school districts do not currently possess the funds needed to experiment often with different local foods, let alone to buy entirely locally.

With a limited budget, the food service directors find it difficult to deal with large numbers of waste. Roman shared that if students do not consume the food served, this will increase the amount of waste making it difficult for service directors to continue purchasing local foods. Outside literature shows that “the huge growth in the fast foods industry has affected food preferences of both children and adults. As a result, students and other institutional customers often reject, rather than embrace, the introduction of fresh salads, fruit plates, or other dishes prepared from local produce” (Bellows, Dufour, & Bachmann 2003, 2). However, there have been efforts made by the Lewiston-Auburn school districts to encourage healthy eating and healthy eating habits. For example, fried foods or sodas are no longer sold in the schools, which has provided an opportunity to teach students about healthy options and local fresh foods. The food service directors and key informants stated that educational outreach was an important component in solving many of the perceived obstacles. With this in mind we consider these barriers as opportunities for new ideas and possibilities for all players involved and interested in increasing local food purchase in institutions.

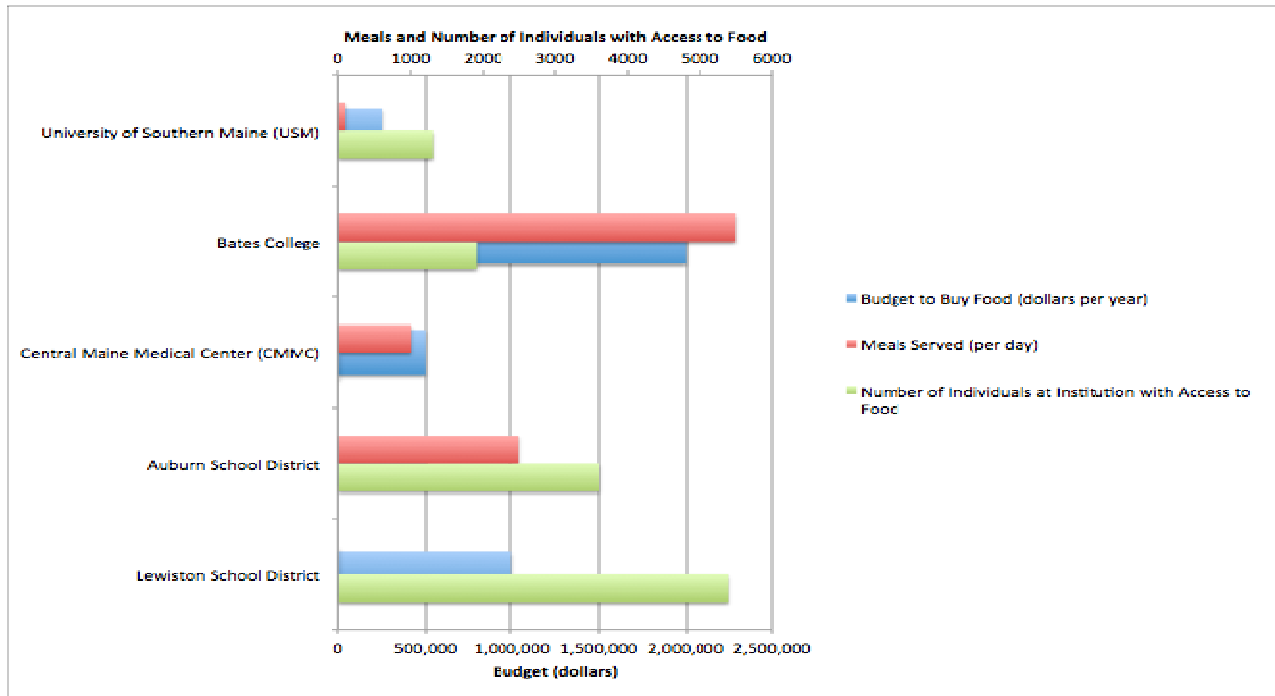


Figure 1. Yearly budget for food, meals served per day, and number of individuals with access to food at certain institutions. Data was collected from interviews with food service directors at these institutions.

Open to Opportunities with Local Food

Despite the barriers mentioned above, food service directors have an incredible interest in supporting the local economy through local foods! Although our interviewees agreed that local food is always more expensive, they also agreed that the local economy needs to be considered. The food service directors each had a strong sense of place in their community, and were open to the possibility of expanding their horizons in terms of purchasing food as part of this community. There are examples of this already set in place in these specific institutions; for instance, the Lewiston public school district buys its bread from Sam’s Bakery and Bimbo Bakeries USA in Lewiston, and buys potatoes from Belle Farms in Auburn. Both the University of Southern Maine and Bates College supply coffee from Coffee by Design in Portland, Maine. As a private school with a consistent source of funds, Bates College has the most resources in terms of food purchasing. Specifically, Bates allots about 2 millions dollars per year to purchasing food. Consequently, Bates is perhaps the most advanced in its connection to local food among the institutions we interviewed. In fact, Bates College currently buys 28-32% of its food locally, and plans to increase this number as soon as possible. Furthermore, Bates College has been connected to the local food community for quite some time. In 1998, Bates decided to get together with the Maine Organic Farmers and Gardeners Association (MOFGA), the Department of Agriculture, the St. Mary’s Nutrition Center in Lewiston, and Bowdoin College and form the “Local Maine Buyers Group”. The goals of this group were to determine what local businesses and institutions could do to purchase locally, and ultimately resulted in the creation of the organization Farm Fresh Connection, which supports the marketing and distribution of locally

grown food in Maine. Overall, the institutions we interviewed did not have the level of funds to which Bates has access, however there is a common passion to purchase locally as members of a community.

In addition, and perhaps most obviously, food service directors are dedicated to supplying healthy food to their clients. However, food service directors do not often have the flexibility, time, or trained staff to supply healthy foods, and are unfortunately forced to buy unhealthy foods instead. However, the passion that remains in the interviewed food service directors to strive to supply healthier and more local food options is inspiring. For example, the food service director at the University of Southern Maine, Kevin J. Michaud, told us that he believes that “food professionals have an obligation morally and professionally to provide as healthy an option as possible” to their clients (Michaud Interview, 10/30/14). With similar motivations in mind, the food service director for the Auburn public school system, Paula O’Rouillard, takes pride in her participation in Maine Harvest Lunch, which was developed by the Maine Organic Farmers Association. The Maine Harvest Lunch event occurs every fall and brings awareness and celebration of local foods to schools across Maine (Walter, 10/08/14). Additionally, the food service director at Bates College, Cheryl Lacey, intends to create more space to grow foods on the Bates Campus; for example, she is currently working on building a new greenhouse specifically to grow produce. Despite the varying and overall limited resources these food service directors have to incorporate more local food purchasing into their current infrastructures, they certainly have the motivation. Ultimately, this motivation is key to initiating a movement towards local purchasing.

As college students, what we found to be most troubling during our interviews, and a identified as an area that needs significant improvement in terms of outreach for a better local foods movement is the lack of involvement and interest coming from the students and other key consumers involved. This presents an opportunity that can be capitalized on by the Good Food Council to increase the education and awareness about the local foods movement in order to position students to be knowledgeable and able to demand more nutritious foods across the institutions that directly affect them.

Addressing the Gap

In order to effectively incorporate local foods into institutional purchasing, we must address the growing gap between farmers and institutions. The most popular solution posed to us by food service directors is a local food processing plant. A nearby food processing plant would firstly facilitate the transport of local foods in mass quantities to the different institutions in the Lewiston-Auburn area. The food service directors we interviewed described a general need for reliability and ease from their distributors, criteria which could be met by a local food processing plant. A local food processing plant could prepare food on-site for the institutions; for example, food could be cleaned, chopped and frozen as needed at the plant before shipping. This would give institutions incentive to buy from the local food processing plant because it would reduce the amount of time it would take to make meals, cut down on staff and work needed to prepare meals, and reassure them that the suppliers have processed this food. According to Markley (2010, 9) “Institutions tend to assume that buying direct from the farmer is somehow more risky than buying from a broker—even though recent high profile outbreaks were connected to large-scale industrial operation.” This plant could ensure food safety standards are met, while also ensuring that its food is local. This idea was suggested by the food service directors at Bates

College and the University of Southern Maine, and closely meets the needs of the other food service directors.

Other ways in which local foods could be made more accessible to institutions in Lewiston-Auburn were clarified after our interviewing process. For example, it has become clear that there is a gap between farmers and institutions, and in order to close this gap, a social relationship between these two parties must be initiated. “When the purchaser begins to interact with the farmers and begins to understand the farming operations” (Markley 2010, 9). Therefore, Markley’s research emphasizes that establishing trust between producers and institutional buyers is a crucial and necessary step. While some institutions we interviewed have already made relationship with farmers, there is still room for improvement. Bates College and the Auburn public school district are perhaps more connected to local farmers such as Greenwood Orchards; however, even these institutions do not maintain many connections overall. A way of beginning to create these connections, which we, along with the Good Food Council, propose is an event for both local farmers and food service directors, which we are currently calling “Meet the Buyers”. This event would hopefully foster connections between these producers and consumers, and create a platform on which they can share their barriers and opportunities, as well as their similarities and differences. Ultimately, by joining forces, institutions and farmers could support each other.

Outcomes and Implications

Our research did not explore the suppliers (in this case farmers) end and their interests in institutional purchasing. However, one of our major findings was that institutions, such as schools and hospitals, and farmers share many of the same barriers and opportunities. The barriers include but are not limited to: more deliveries to arrange, lack of knowledge of how to find local suppliers/institutions, seasonality, contracts, and regulations,, all of which hinder the connection between small-scale farmers and institutions. Despite the number of barriers, we found that food directors, farmers, and other key participants showed a genuine interest in and commitment to institutional purchasing of local foods. For instance, out of the six representative food service directors, five were willing to incorporate more local foods into their menus if local foods were more available, accessible and processed before receiving these produce.

Considering that the momentum and energy exists, beginning to develop ideas in how to bridge the gap between these key players is important. The central question is how do we engage farmers and institutions to start a conversation about incorporating more local foods? Creating a safe environment for dialogue can be an opportunity to share knowledge and ideas, leading to a clearer understanding of the barriers, opportunities, and present efforts underway by different institutions and suppliers in Lewiston-Auburn area. Other researchers support this argument and indicate that in fact “conversations not only yield information that can be widely shared, but they help build relationships among practitioners, distributors, their farmers and institutional buyers, facilitating the flow of knowledge, ideas, and best practices” (Brayley, Clark, and Anand 2012, 2). For instance, we discovered that both farmers and institutional food suppliers share an interest in having a set location for food processing and storage. It would be worth involving these groups in the current discussion on the mill 5 projects, for example.

Overall, this project emphasizes the need for communication and educating both consumers and producers. The majority of the participants we interviewed showed support and interest in creating an event that would allow farmers to display their produce, voice their

concerns and more importantly establish long lasting relationships with institutional buyers. Other researchers suggest that these relationships are very influential in the process of introducing local produce to regional purchasing. “For consumers, the growing trend towards healthy, fresh, locally sourced foods improves food safety by providing the opportunity to know their farmers and processors, to choose products based on these relationships” (Markley 2010, 4).

Next Steps

From the beginning of this project, we were aware there was insufficient time to accomplish all of the goals of the Good Food Council. One of these goals was to set up a Meet-the-Buyers event in Lewiston-Auburn. However, after our meeting with Ken Morse (the person directing the Meet-the-buyers event in the Oxford community), we realized that we were very unlikely to execute this event within the semester’s time frame. Therefore, our main suggestion for the Good Food Council is to initiate and maintain an annual “Meet the Buyers” event with farmers and institutions in hopes of creating an environment that promotes communication and shared knowledge. Ken Morse provided us useful materials, e.g. the agendas from previous Meet-the-Buyers events in the Oxford community, which can serve as an outline and successful example to develop. These documents can be found in the appendices of this project.

The following is a list of other suggestions for next steps in this project. Along with the Meet-the-Buyers event, we suggest a continuation of our research on institutional purchasing of local food, and maintenance of the connections between farmers and institutions. The details are as follows:

- Continuation of Institutional Procurement:
 - Additional research on the institutions that are not included in this initial study of Lewiston-Auburn. Some institutions that we were unable to interview are Kindred Center, Clover Health Care, Central Maine Community College, and Kaplan University.
 - Interview two or more people from each institution in order to get a broader understanding of the interest level, barriers, and opportunities. This would improve our understanding of the institutions we have already interviewed, and account for the many actors that are involved in the purchasing process.
 - Examine further how all the institutions buy their food, including pricing, contracts, ordering systems, quality control, food safety, and payment systems. This includes the institutions we interviewed.
- Connection with Farmers and Institutions:
 - Continue communicating with the institutions we interviewed about including more local produce in their purchasing.
 - Become more familiar with the barriers farmers confront.
- Communicate with other Institutions:
 - Investigate other initiatives, e.g. Hannaford Close to Home Initiative

- Host the first Meet-the-Buyers event
 - Find a location and set a date that is accommodating to both the institutions' and farmers' schedules.
 - Refer to "Year 1 Agenda: Oxford Meet-the-Buyers event" for suggestions about timing, activities, venues and contacts.

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Appendices

Appendix A-- IRB

Detailed Methods

As for the protocols that we used before our interviews, we first submitted an Institutional Review Board (IRB) proposal in case any personal or sensitive information was disclosed on these interviews. This proposal emphasized minimizing any risks to our participants by giving them the option of using or not using their real names, and the names of their organizations/institutions. Considering that these interviews were either conducted over the phone or in person for phone interviews we received verbal consent and these interviews were not audio recorded due to the technological difficulties that this could have entailed. This proposal also included a consent form that outlined what kind of information we would ask and their rights as participants to abandon or stop the interview at any point (please refer to the IRB proposal in the Appendix). As for general protocol, we also emailed the relevant set of questions to the interviewee before the interview so that they were able to reflect on some answers and write down any data-oriented answers. All of the food distributors were interviewed in their workplace. This opportunity gave us the ability to get a sense of the work environment and gave us a closer look at the barriers and opportunities that they have as an institution.

IRB Proposal

September 20, 2014

Title of the study: "Increasing the Availability of Local Foods in Lewiston-Auburn":
Relationship Between Consumers and Producers.

Advisor/Researcher:

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Advisors signatures:

Date: _____

Date: _____

Summary of nature and intent of project

For this project, our research group will work with The Good Food Council of Lewiston-Auburn, which was launched by the Nutrition Center in 2012. Together we will be assessing institutional purchasing of local foods in Lewiston-Auburn landscape by interviewing Food Service directors in several institutions - public schools, higher education and health care. We will also interview key participants to get their insights on institutional purchasing and get a sense of what their jobs consist of. In addition, we will be doing some background research to understand and analyze other practices used by these institutions in Maine and nationwide. Our goal is to organize these resources for the Council to create a guide which will help initiate the beginning steps to introducing local inputs in the purchasing in Lewiston-Auburn.

Interviews will address key questions: What are the tools and resources that these institutions have used successfully? What are the best practices for establishing farm to institution? What are the stumbling blocks with institutional purchasing? What are the values/challenges of the work being done by Food Councils? Who are the partners in making this change?

Procedural Section

Subjects:

Representatives of:

- Healthcare Without Harm
- FINE
- Waldo
- Healthy Androscoggin
- Cultivating Community
- Meet the Buyer Contact
- Real Food Challenge
- University of Southern Maine (food service director)
- Bates College (food service director)
- Kaplan (food service director)

Methods

We will engage in data collection in Lewiston-Auburn, Maine. The interviews will be set up to be conducted over the phone or in person accordingly to the participant's convenience. Each interview will take approximately one hour. The interviews will be audio recorded if the participant grants us permission. The phone interviews will be conducted by two of our team members, while in person interviews will be conducted as a group of two or all four. These interviews will be audio recorded if the participants grant us permission. Notes will be taken on all interviews. This will help us gather more information and verify the facts garnered during the interview. Direct quotes, names, address, and names of organizations may be used if granted permission.

Script of interview Questions for Key Participants

1. What are the tools and resources that you have used?
2. What are the best practices for establishing farm to institution, specifically for your sector?
3. What is the best entry point for starting this work?
4. Who do you see as the key decision makers/ stakeholders?
5. Can you direct us to success stories?
6. What results did you obtain from your survey?
7. How do you initiate a collaborative model for change?
8. Where have you found the best opportunities (or the easy wins)?
9. Do you have any additions to our barrier list?
10. Where are the stumbling blocks that we should be aware of in this process?
11. What do you see as the values/challenges of the work being done by Food Councils?
 - a. Who are the partners in making this change?
12. At what point do we engage each of these partners?
 - a. Were potentially thinking about doing a meet-greet between farmers and institutions - feelings about that?
13. Do you have any additional suggestions for us? Anything we haven't covered in this interview? What advice do you have for our work?

Script of interview Questions for Food Service Directors

Opening Questions

1. What distance applies to your definition of 'local foods'?
2. What are your feelings/ opinion on the importance of buying locally?

Financial/ Supply Needs

3. How many meals does your institution serve per day? year?
4. What is your budget to buy foods?
5. Who is accountable concerning purchasing of food?

Current Suppliers

6. Does your institution currently purchase food from local farmers/growers?
7. How much food (%) does your institution source locally?
8. Are you currently involved with or a member of any organizations or programs related to college dining and/or local foods purchasing?
9. What factors currently limit your ability to purchase your products locally for your institution?

Education

10. What steps has your facility take to educate about & promote your facility's local and ecologically sustainable food practices and procedures?

Readiness

11. Does your school have an on-site garden? much is used during meals?
12. Does your school participate in the Harvest day?
13. In your view, how ready would you be to incorporate more local foods in your

purchasing? (Rank from 1-10)?

14. In your opinion, what is the biggest barrier preventing institutions from purchasing local food?

15. In your opinion, what is the biggest benefit that institutions could gain from purchasing local food?

Infrastructure/ Capacity

16. Other than budget restrictions, what would help your institution to purchase more or begin purchasing, fruit, vegetables, and eggs from local farmers/ growers?

17. Do you adapt your menus based on seasonal produce availability?

Contracts

18. (Schools) How many sites are under your jurisdiction? How many functional kitchens are available?

19. Do any specific schools have their own individual choice or preparation in how and what they provide?

20. Is there a centralized place that helps your institution gain information about the food to provide?

21. Does any of your food need to arrive prepared? Approximately how much?

Description of the Project Form

Dear Mr. or Ms.,

We would like to invite you to participate in a research project that assess the Lewiston-Auburn landscape by interviewing food service directors in several institutions: higher education, public schools, hospitals and nursing homes. With these interviews and other research gathering methods, we will gather information about institutional purchasing in the Lewiston-Auburn community, what are the challenges and success stories, with the goal of providing tools the GFCLA can then utilize and expand on.

Your participation in this study is completely voluntary. You will not have to answer any questions that you do not want to answer and you can stop the interview at any time.

Your real name will not be used in any circumstances unless you grant us permission to do so. If you prefer that your real name is not used, we will present our findings with pseudonyms. Please note that you have the option of keeping your name confidential and also the name of your organization confidential.

In addition to our advisors and community partners, you, the interviewee will have access to this information, and no one else. We will minimize any risk by providing you with the information we will use on our research to confirm that what was said is correct and there will not be any implications to you or your organization. The transcriptions and notes of the interviews will be stored securely on our research team's laptops. After being reviewed by our research members and our community partner, they will be discarded properly. Our Bates report will be accessible to the public and community partners. We will minimize any risk of giving away your identity

unless we are granted to use your real name, organization, and position. If you have any question or concerns, please do not hesitate to ask. If you decide to stop, we will not use any information we have collected from you unless you give us permission to use what we have collected up to that point. If you have any additional questions on the matter that cannot be answered by the researcher, please contact our advisors Sonja Pieck: spieck@bates.edu or (207) 286-8206, and John Smedley: jmedley@bates.edu or (207) 786-6323, and our community partner Kirsten Walter: kwalter@stmarysmaine.com or (207) 513-3845.

Consent Form

I, _____, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature _____
Date _____

I also understand that my real name and the name of my organization will be used only if I grant permission.

If you agree to be part of this research project, but would prefer for your name to be kept confidential please check [NO] box below. If you agree to be part of this research project, and would allow us to use your real name check the [YES] box.

I agree for my real name to be used on this research [YES] [NO]

If you agree to be part of this research project, but would prefer for the name of your organization to be kept confidential please check [NO] box below. If you agree to be part of this research project, and would allow us to use the name of your organization please check the [YES] box.

I agree for the name of the organization I work for to be named in this research
[YES] [NO]

I also understand that the interview will be audio recorded if I grant permission.

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [YES] box.

This interview can be audio recorded [YES] [NO]

Signature _____
Date _____

Thank you for your participation!
Kathy, Hanna, Hannah, and Barbara
Bates College

Appendix B-- Interview Questions

To narrow down the participants for the interviewing process, we collaborated with the Good Food Council Committee by first outlining who we needed to contact. We generated a list of “key informants”: Riley from Farm to Institution New England (FINE), Sarah O’Blenes from Waldo County Hospital, Sarah Bostick from Cultivating Community , Ken Morse who collaborates with the Meet the Buyers in the Oxford Community and FINE, Jennifer Obadia from Healthcare without Harm, and David Schwartz from the Real Food Challenge. We also created a list of relevant institutions and interviewees in the Lewiston-Auburn region: Alisa Roman from Lewiston Public School District, Paula O’Rouillard from Auburn Public School District, Larry Adams from Central Maine Medical Center, and Kevin J. Michaud from University of Southern Maine (LAC).

Email sent to food service directors prior to interview

FOOD SERVICE DIRECTOR INTERVIEW QUESTIONS | BATES COLLEGE

Hi! Thank you so much for participating in this interview process. To get a better sense of who we are, we are a group of four seniors enrolled in the Bates College Environmental Studies Capstone course, conducting a research project in partnership with the Good Food Lewiston

Auburn (GFLA). The GFLA is comprised of a group of people with diverse backgrounds who share a passion for the local food system and for providing food access to the community. Our research team is working on the beginnings of an assessment project to assess the Lewiston-Auburn landscape by interviewing food service directors in several institutions: higher education, public schools, hospitals, and potentially nursing homes. With these interviews and other methods, we will gather information about the current landscape of institutional purchasing in the Lewiston/Auburn community, the challenges and success stories, with the goal of providing tools the GFCLA can then use and expand on.

We are contacting you as food service directors to share your experiences around food services in your respective institutions. We are interested in gathering information that includes your views on bringing local food into your institution, your current suppliers, your infrastructure and capacity, as well as your readiness as an institution to introduce local purchasing. Before our interview, we wanted to give you the set of questions we are planning to ask just in case there were any questions that needed additional preparation time.

Again, thank you so much for being a part of this interviewing process!

Best,
Hannah S., Hanna A., Barbara C., Kathy P.
Environmental Studies Majors
Capstone Course

Interview Questions for Food Service Directors

1. When it comes to purchasing decisions, does your organization have definition for 'local foods'? If not, how do you personally define it?
2. What are your feelings/opinions on the importance of buying locally?

Financial/ Supply Needs

3. How many meals does your institution serve per day? year?
4. What is your budget to buy food?
5. Who is accountable for purchasing food?

Current Suppliers

6. Does your institution currently purchase food from local farmers/growers?
7. How much food (%) does your institution source locally?
8. Are you currently involved with or a member of any organizations or programs related to college dining and/or local foods purchasing?
9. What factors currently limit your ability to purchase local foods for your institution?

Education

10. What steps has your facility taken to educate your employees and the public about your facility's local and ecologically sustainable food practices and procedures?

Readiness

11. Does your school (institution) have an on-site garden? If yes, how much harvested produce is incorporated into meals? Do you have other uses for the produce?
12. Does your school (institution) participate in the Harvest day?
13. In your view, how ready are you to incorporate more local foods in your purchasing? (Rank from 1-10)?
14. In your opinion, what is the biggest barrier preventing your institutions from purchasing local food? Can you list the barriers that you think are preventing the purchase of local foods
15. Talk about food safety. How does this affect your purchasing? How could we help this barrier?
16. What type of equipment would help support you in the purchasing local foods?
17. In your opinion, what is the biggest benefit that institutions could gain from purchasing local food?

Infrastructure/ Capacity

18. Other than budget restrictions, what would help your institution to purchase more or begin purchasing, fruit, vegetables, and eggs from local farmers/ growers?
19. Do you adapt your menus based on the availability of seasonal produce?

Contracts

20. (Schools) How many sites are under your jurisdiction? How many functional kitchens are available?
21. Do any specific schools have their own individual choice or preparation in how and what they provide?
22. Is there a centralized place that helps your institution gain information about the food to provide?
23. Does any of your food need to arrive prepared? Approximately how much?
24. What specific types of foods do you source locally? How much have you sourced in the past? Email sent to key informants prior to interview

Email sent to key informants prior to interview

KEY INFORMANT INTERVIEW QUESTIONS | BATES COLLEGE

Hi! Thank you so much for participating in this interview process. To get a better sense of who we are, we are a group of four seniors enrolled in the Bates College Environmental Studies Capstone course, conducting a research project in partnership with the Good Food Lewiston Auburn (GFLA). The GFLA is comprised of a group of people with diverse backgrounds who share a passion for the local food system and for providing food access to the community. Our research team is working on the beginnings of an assessment project to assess the Lewiston-Auburn landscape by interviewing food service directors in several institutions: higher education, public schools, hospitals, and potentially nursing homes. With these interviews and other methods, we will gather information about the current landscape of institutional purchasing in the Lewiston/Auburn community, the challenges and success stories, with the goal of providing tools the GFCLA can then use and expand on.

We are contacting you as food service directors to share your experiences around food services in your respective institutions. We are interested in gathering information that includes your

views on bringing local food into your institution, your current suppliers, your infrastructure and capacity, as well as your readiness as an institution to introduce local purchasing. Before our interview, we wanted to give you the set of questions we are planning to ask just in case there were any questions that needed additional preparation time.

Again, thank you so much for being a part of this interviewing process!

Best,
Hannah S., Hanna A., Barbara C., Kathy P.
Environmental Studies Majors
Capstone Course

QUESTIONS

Building our knowledge base:

1. What are the tools + resources that you have used?
2. What are the best practices for establishing farm to institution, specifically for your sector?
3. Can you direct us to success stories and/or models for inspiring leaders in L/A institutions?

Advice on the strategy for our assessment

4. What do think are the 3-5 most important questions we should ask Food Service Directors?
5. Can you share results you obtained from your surveys/assessments?

Understanding the challenges of starting Farm to Institution work

6. Do you have any additions to our barrier list?
 - Knowledge on how to educate others (e.g. cooking from scratch)
 - Equipment available
 - Cost
 - Infrastructure contracts with distributors/management companies
 - Food Safety
 - Nutrition Guidelines
 - Resistance to change
 - Time
7. Where are the stumbling blocks that we should be aware of in this process?

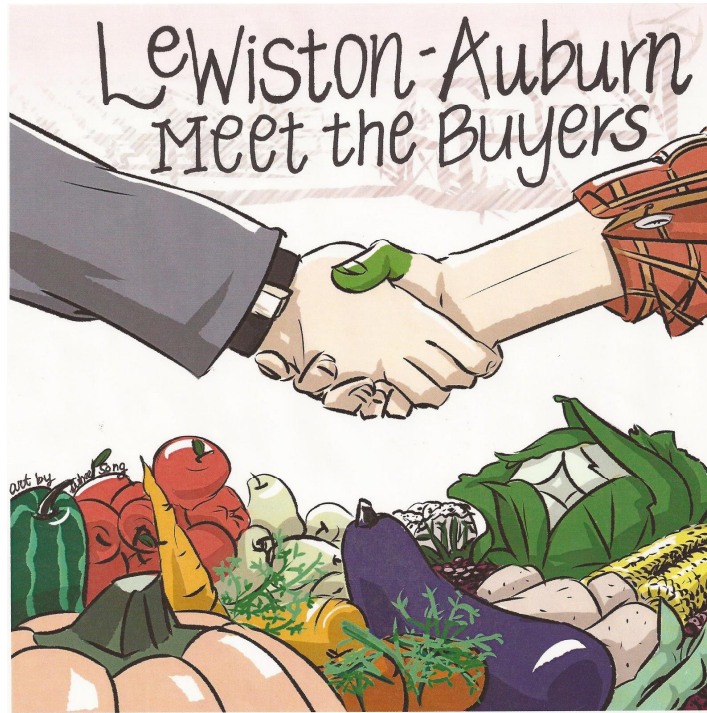
Advice for starting the work

8. What is your advice for the best entry point(s) for starting this work?
9. Who do you see as the key decision makers/ stakeholders?
10. How do you initiate a collaborative model for change?
11. Where have you found the best opportunities (or the easy wins)?
12. What do you see as the values/challenges of having F2I work catalyzed by a food

council?

- a. Who are the typical and unusual partners in making F2I happen at a local level?
13. Do you have advice regarding at what point we engage each of these partners?
- a. We're potentially thinking about doing a meet-greet between farmers and institutions - feelings about that?
14. Do you have any additional suggestions for us? Anything we haven't covered in this interview? What advice do you have for our work?

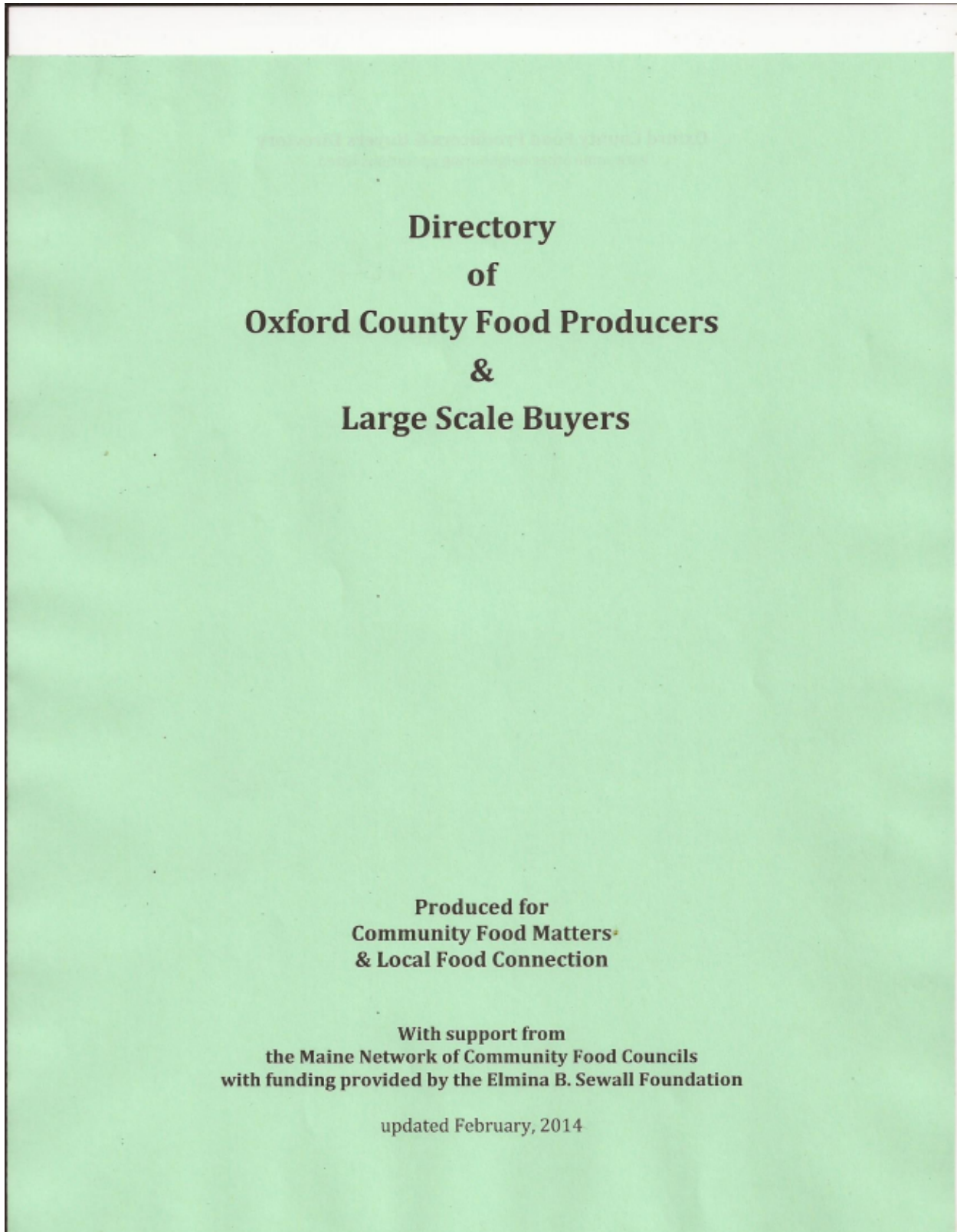
Appendix C -- Meet the Buyers Invitation



Join the Good Food Council
L-A on its first annual
Meet the Buyers Event!
Lets get the conversation
→ going! ←

Time:
Place:

Appendix D-- Directory of Farmers



Oxford County Food Producers & Buyers Directory

with some other neighboring operations listed.

Welcome to the Draft Directory of Food Producers and Larger Scale Buyers in the Greater Oxford County area. We want to support the production, distribution and eating of local foods by area citizens in many ways, including through local institutions.

Finding all the farms and food producers and getting accurate up-to-date information for each of them has been a challenge. We invite you to add, subtract, and/or edit your listings, and let us know about others we've missed. This Directory is being produced by Oxford Hill's Community Food Matters Food Council with support from Bethel's Local Food Connection. Funding has been provided by the Maine Network of Community Food Councils from a grant by the Elmina B. Sewall Foundation. Please email kenmorse@mac.com with any changes.

Producer Directory

A Wrinkle in Thyme Farm

Mary Ann Haxton & Marty Elkin
106 Black Mountain Rd
Sumner, Me 04292
207.212.4058 cell
207-388-2979 home
info@awrinkleinthymefarm.com
www.awrinkleinthymefarm.com
Certified Organic; eggs; maple syrup; poultry; lamb; CSA; fibers; wholesale

Abbott's Family Farm

Steve & Hannah Abbott
378 Bradeen Rd
Sumner, ME 04292
207.388.2394
abbott527@gmail.com
Certified Organic Maple Syrup and other maple products; wholesale

Allium Farm

Jessica Doe
1132 Main St., Sumner, ME 04292 •
207.632.0786
email: alliumfarm@gmail.com
website: www.alliumfarm.com
Sustainable indoor and outdoor ornamental plants and garden design; garlic

Alma Farm

Gina & Geof Hancock
113 Moody Rd., Porter, ME 04068
Email: eat@almafarm.com
Website: www.almafarm.com
Certified Organic; CSA; farmers' markets; vegetables; pork; beef

Anna's Greenhouse & Garden

Anna Sysko
524 Jim's Drive, Newry, ME 04261 •
207.595.1947
annaschauffler@gmail.com
www.facebook.com/AnnasGreenhouseGardens
Organic; farmers' market; vegetables; herbs; pork

Apple Acres Farm

Bill & Marilyn Johnson
363 Durintown Rd
South Hiram, ME 04041
207.625.4777
info@appleacresfarm.com
www.appleacresfarm.com
Apples, apple products; Maple syrup and products; pumpkins; value-added products; Farm-stand; On-farm store; mail order

Back to Roots

Wendy Dillon
Curtis Hill Rd., Woodstock, ME 04219 •
207.674.3626
backtoroots@oxfordnetworks.net
Maple syrup; value-added products; farmers' market; wholesale

Bartlett Funny Farm

Janet & Nick Bartlett
2239 Intervale Rd
Bethel, ME 04217
207.824.2250
bartlettfunnyfarm@gmail.com
www.bartlettfunnyfarm.com
Organic (not certified) vegetables; pork, chicken; sprouts, microgreens; farmers' markets

Beech Hill Farm & Bison Ranch

Ted & Doretta Colburn
630 Valley Rd., Waterford, ME 04088 •
207.583.2515
farm@beechhillbison.com
www.beechhillbison.com
Bison, seasonal vegetables; on-farm store, mail-order

Betsy's of Maine Organic Blueberries

Elizabeth Garcia-O'Keefe & Arthur Harvey
1197 Main St., Hartford, ME 04220 •
207.388.2860
www.facebook.com/pages/Betsys-of-Maine-Organic-Wild-Blueberries/159629797435014
Certified Organic blueberries; retail, wholesale

Better Than Average LLC

Shannon Bissonnette
14 North Main St., Mechanic Falls, ME 04256 •
207.345.9700
Shannon@betterthanaveragellc.com
www.betterthanaveragellc.com
Jams, Jellies, Sauces; retail, wholesale

Blake Farm

Brian & Christine Blake
384 Walkers Mills Rd., Bethel, ME 04217 •
207.568.4142
email: blake@megalink.net

Briar Patch Greenhouse

Patty Flaherty
431 Hancock St., Rumford, ME 04276 •
207.364.2388
flowers, plants, seasonal vegetables

Bubier Family Farm

Sheldon Bubier
104 Merrill Hill Rd., Greene, ME 04236 •
207.212.2217
BubierFamilyFarms@gmail.com
www.facebook.com/pages/Bubier-Family-Farm/112829205397675
Goat milk, eggs, vegetables; farmers' markets, seasonal farmstand

Buckfield School Farm

Annette Caldwell
160 Morrill St., Buckfield, ME 04220 •
207.336.2151
email: acaldwell@rsu10.org
seasonal vegetables

Burnt Meadow Nursery

Ryan & Lindsay Bushnell
PO Box 25, Brownfield, ME 04010 •
207.890.7403
burntmeadow@hotmail.com
Certified Organic Blueberries; Native plants; retail, wholesale

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

C & C Farm

Mike Cullinen
495 Main St., Norway, ME 04268
207.527.2096
MikeC@MaineCCFarm.com
www.maineccfarm.com
Pork, Beef, Chicken, Turkey,
Duck, Lamb, pheasant; retail,
wholesale

Caldwell Farm

Ralph Caldwell
313 North Parish Rd
Turner, ME 04282
225.3871 or 212.8945
farm@caldwellfarmsmaine.com
www.caldwellfarmsmaine.com
Certified Organic; Beef; Milk; retail, wholesale

Caribou Springs LLC "ASA'S" Farmstand

20 Bog Rd., Gilead, ME 04217
207.215.3119
caribou@oxfordnetworks.net
Seasonal vegetables, fruit, maple syrup,
herbs; wholesale, farm stand

Carters Farm

420 Main St Oxford, ME 04270
207.539.4848
cartersxski@gmail.com
Natural fruit, seasonal vegetables, herbs,
maple syrup, honey; retail, wholesale

Cat and Fiddle Farm

John D'Amohr
198 Millett Rd
Minot, ME 04258
207.345.8576
lohndamohr@myfairpoint.net
Grass-fed beef; on-farm store

Cedar Pines Farm

6 Tuell Town Rd
West Paris, ME 04289
207.674.5859
dubfirefighter@yahoo.com
eggs; beef, pork, rabbit; livestock;
on-farm market

Chipman Farm

Elaine Chipman
62 Range Hill Rd
Poland Springs, ME 04274
207.998.3450
chipmanfarm@fairpoint.net
www.chipmanfarm.net
Strawberry, fruits, seasonal vegetables;
CSA, farm stands

Clay Hill Farm

Stan Hayes
236 Valley Rd., Peru, ME 04290
207.576.6451
Clay_hill_farm@yahoo.com
All Natural Angus beef; seasonal vegetables;
Farmers' market, on-farm sales

Coburn Farm

Joann S. Rogers
434 Carthage Rd Carthage, ME 04224 •
207.562.7092
jrogers@mainetelnet.com
Organic Jersey milk; on-farm sales

Conant Acres, Inc

Duane & Betty Conant
55 Canton Point Rd, Canton, ME 04221 •
207.597.2810
sweet@conantacres.com
www.conantacres.com
Dairy; livestock; wholesale

Cooper Farms

Chris Cooper
27 Bethel Rd, West Paris, ME
04289 • 207.674.2200
coopersfarms@gmail.com
Apples and apple products; pick your own;
farmstand; Wholesale

Cranberry Meadow Farm

Al Landano
460 Harbor Rd, Fryeburg, ME 04037
207.925.6806
allandano@aol.com
Apples, pumpkins; beef; farmstand

Crestholm Farm

Brian & Suzanne Hall
176 Main St, Oxford, ME 04270
207.890.9466
suzi46@roadrunner.com
Fruits, berries, mixed vegetables, free-range eggs,
honey, maple syrup, value-added; ice cream;
farmstand, wholesale

Deerwood Farm & Gardens

Brian & Beverley Hendricks
571 Norway Rd., Waterford, ME 04088
207.583.2412
garden@deerwoodgarden.com
www.deerwoodgarden.com
Landscaping

Emery Farm

Trent Emery
137 Besse Rd. Wayne, ME 04284 •
207.615.4488
email: emeryfarm@gmail.com
website: www.emeryfarm.me
Organic vegetables; CSA, farmers' market

Fitch Farm Kitchen

Bill & Michelle Fitch
207 Butters Hill Rd, Stoneham, ME 04231
207.627.1091
fitchfarmkitchen@yahoo.com
Herbs; value-added products (hot sauces,
bbq sauces, jams etc); retail, wholesale,
farmers' markets

Frosty Hollow Farm

Richard Jennings
518 Norway Rd, Harrison, ME 04040
207.583.6177
Seasonal vegetables; farm stand

Goss Berry Farm

Walter & Sharon Goss
311 Elm St, Mechanic Falls, ME 04256 •
207.346.6811
info@gossberryfarm.com
www.gossberryfarm.com
Raspberry, Blueberry; wholesale, pick-your-own

Grandma's House Bakery & Gardens

Gail & Carl Cutting
305 Roxbury Rd, Mexico, ME 04256 •
207.364.3424
gail@grandmashousebg.com
Organic (not certified) vegetables, herbs; value-
added products; farmstand

Green Roots Farm

Roger Green & Samantha Stevens
Green Rd., North Waterford, ME 04267 •
207.583.2844
samwithch83@yahoo.com
Organic (not-certified) seasonal vegetables,
herbs; poultry; CSA wholesale; farmers' markets

Harlow Heritage Farm

Christopher & Gina Harlow
11A Tuelltown Rd., West Paris, ME 04289
207.890.6233
gina.harlow@yahoo.com
Beef, chicken, turkey; eggs

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

Harvest Hill Farm

Peter Bolduc
125 Pigeon Hill Rd., Mechanic Falls, ME 04256 •
207.998.3850 (office) 207.998.3467
207.754-9234
kbolduc@harvesthillfarms.com
hhfarms@harvesthillfarm.com
www.harvesthillfarms.com
*Agritainment!; Free-range Beef, Poultry;
vegetables; farm market*

Harvest Moon Produce

Paul & Patricia Verrill
11 Kitteridge Brook Rd
West Paris, ME 04289
207.674.5903
ppverrill@oxfordnetworks.net
www.harvestmoonproduce.me
*Seasonal vegetables, fruits, berries;
CSA, farmers' market*

Heath Hill Farm

John Allen & Ingrid Erickson
97 Heath Hill Rd., Sumner, ME 04292
207.388.2430
heathhillfarm@gmail.com
Organic Elderberry; wholesale

Hemond Hill Farm

John Hemond
46 North Verill Rd., Minot, ME 04280
207.375.4486
johnahemond@aol.com
Dairy; wholesale

**High Acres Maple Syrup
at Oak Hill Farm**

Art & Sue Melanson
14 Husky Haven
South Hiram, ME 04041
melanson@oakhillfarm.com
www.oakhillfarm.com
*Tea, maple syrup, maple products,
value-added; on-farm store; wholesale*

High View Farm

Bill & Darcy Winslow
48 Leander Harmon Rd
Harrison, ME 04040
207.583.4658
belgian1@verizon.net
www.oakhillfarm.com *Butter, milk,
eggs, maple syrup; on-farm sales,
farmers' market*

Hill Farm

Barry Hill
159 Harbor Rd., Fryeburg, ME 04037
207.697.2767

JL Dyke Farm

John Dyke
93 Farrand Hill, Canton, ME 04221
207.597.3124
dykefarms@adelphia.net
*Maple syrup, maple products
Jackson's Sugar House & Vegetable Stand*

Jackson Sugar House & Vegetable Stand

Roger Jackson
50 Hebron Rd., Oxford, ME 04270
207.539.4613
jackson3470@roadrunner.com
*Maple products; seasonal fruits, vegetables,
berries; value-added products; eggs;
wholesale, retail*

Jeanes' Greens & Vegetables

Jeanne Jones
11 Green St., Norway, ME 04268
jtgeraghty2000@yahoo.com
Mixed greens, vegetables

Jillson's Farm

Pat & Ed Jillson
143 Jordan Bridge Rd
Sabattus, ME 04280
207.375.4486
info@jillsonfarm.com
www.jillsonfarm.com; Facebook
*Maple Syrup; maple products; seasonal
vegetables; CSA; Farmers' markets;
On-farm store*

Kangas Farm

Dick & Louise Kangas
82 Cushman Road, Bryant Pond, ME 04219
207.665.2053
dickkangas@yahoo.com
*Seasonal fruits, vegetables; retail; wholesale;
On-farm sales*

Kimball Hill Farm

Dave Kimball
63 Kimball Hill Rd., Rumford, ME 04276
207.364.7097
kimball@exploremaine.com

King Orchard

174 Auburn Rd., Turner,
ME 04282 • 207.225.3764 or
207.966.3637
Email: kingorch@megalink.net
*Apples; apple products; seasonal fruits,
vegetables; value-added products; Farm Stand*

Korhonen's Farm Market

Juanita Korhonen
Rout 232, Bryant Pond, ME 04219 •
207.665.2528
Seasonal vegetables; herbs; Store

Ladd Farms

Alan Ladd
Martin Rd., Rumford, ME 04276
207.364.2387
Black Angus beef

Laurie's Vegetable Stand

Laura McKenna
327 Rt.232, Rumford, ME 04276
207.369.0259
mckennalaura42@yahoo.com *Seasonal
vegetables, fruits, berries; value-added;
Farm Stand*

Little Falls Farm

John & Mary Belding
250 Walkers Mills Rd
Harrison, ME 04040
207.583.6047
lfarm@megalink.net
*Certified organic Goat Dairy, milk, cheese;
vegetables, herbs; eggs; retail; MOFGA
farmers' market*

Lloyd's Farmstead

Sue Billings
Rt 2, Rumford, ME 04276
207.364.4330
Seasonal vegetables; retail

Lolli papa Farm

Don & Jeanette Baldrige
9 Orchard Court, West Paris, ME 04289
207.674.2811
loliapapafarm@hotmail.com
Facebook *Certified organic vegetables,
fruits; eggs; chicken; value-added; Maple
products; CSA, farmers' markets*

M & W Farm & Greenhouse

Cathy Walden
572 Old County Rd., Greenwood, ME 04255
207.674.2183
LKWCEM@megalink.net
Facebook: Seasonal vegetables; Farm Stand

Maple Crest Farm

Kendall Cooper
349 Paris Hill Rd., Buckfield, ME 04220
207.336.2466
Email: cooper@megalink.net
Raspberries; pick you own, on-farm sales

Maple Springs Farm

Mark Heidmann
808 Maple Ridge Rd., Harrison, ME 04040 •
207.583.4968
maplespringsfarm@yahoo.com
www.maplespringsfarm.wordpress.com
Seasonal vegetables, fruit; CSA, farmers' market

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

Mayberry Farm

Carol & Tim Mayberry
763 Bridgton Rd., Sebago, ME
207.787.4113
*Seasonal vegetables, herbs, fruit, honey;
farm stand; retail; wholesale*

McAllister Farms Farm Stand

Keith McAllister
25A Five Kezars Rd
Waterford, ME 04088
207.890.0318
kmcallisterfarms@aol.com
Facebook *Pork; Chicken; Turkey; Duck;
Maple syrup; seasonal vegetables;
farm stand, farmers' markets*

Meadowsweet Lamb & Herb Farm

Bruce & Donna Fournier
1011 Denmark Rd
Denmark, ME 04022
207.935.3687
fournierd@hotmail.com
Facebook
*Lamb; seasonal produce; on-farm sales;
Weston's Farm stand*

Middle Intervale Farm/Vegetables Dance Farm

John Carter & Cynthia Flores
758 Intervale Rd., Bethel, ME 04217
207.890.6859
vegetablesdance@gmail.com
www.middleintervalefarm.com
*Seasonal vegetables, herbs, berries;
Maple syrup; honey; cheese; butter; Beef; Pork;
Veal; Lamb; Farm Stand; Farmers' Markets*

Moose Pond Arts & Ecology

Scott & Zizi Vlaun
35 Moose Pond Rd
Otisfield, ME 04270
207.539.9042
scott@moosepondarts.com
www.moosepondarts.com
Seasonal vegetables; Farmers' market, wholesale

Nezinscot Farm

Gregg & Gloria Varney
284 Turner Center Rd
Turner, ME 04282
207.225.3231 or 713-8211
Gloria@nezinscotfarm.com
www.nezinscotfarm.com
*Certified Organic Dairy; milk, cheese, yogurt,
butter; seasonal vegetables; value-added; fruit;
Pork; Duck; Beef; On-farm Store; CSA; Farmers'
Markets; wholesale*

Northern Lights Farm

137 Thistle St
Upton, ME 04261
207.533.2051
northernlightsfarm58@gmail.com
*Seasonal vegetables; Eggs; chicken; value-added
products; farmstand; farmers' markets*

No View Farm

Annette Martin
855 South Rumford Rd
Rumford, ME 04276
207.364.1080
email: noviewfarm@roadrunner.com
website: www.noviewfarm.com
*Certified Naturally Grown; seasonal
vegetables; fruit; berries; herbs; eggs; dairy
products; value-added products; maple
products; honey; CSA; farmstand*

Old Homestead Farm

1912 Pequawket Trail
Hiram, ME 04041
207.625.4063
oldhomesteadfarm@gmail.com
www.oldhomesteadfarmme.com
*Facebook Grass-fed beef; Pork; lamb; eggs;
Seasonal vegetables; fruit; berries; maple
products; honey; value-added; Farm Stand;
On-farm store; wholesale*

Old Stage Farm

Susan Sidwell
269 Old Stage Rd., Lovell, ME 04051 •
207.925.1006
Seasonal vegetables, herbs, berries; Farm Stand

Paris View Farm

Rick & Daurice Courcey
PO Box 14, South Paris, ME 04271
•207.743.7067
parisviewfarm@gmail.com

Pietree Orchard

Dan Cousins
803 Waterford Rd., Sweden, ME 04040
207.647.9419
DanCousins@pietree-orchard.com
www.pietreeorchards.com
Facebook
*Vegetables; berries; pumpkins; Apples; fruit;
value-added; Maple Products; on-farm store*

Pooh Corner Farm

Carole & Richard Duplessis
436 Bog Rd., Bethel, ME 04217
207.836.3276
email: carole@poohfarm.com
Website: www.poohfarm.com
Greenhouses

R.E. Hemond Farm

232 Pottle Hill Rd
Minot, ME 04258
207.345.5611
Facebook
Dairy; Wholesale to Oakhurst

Ram's Farm

Helen Ramsdell
373 West Main St., Denmark, ME 04022
207.452.2772
caprinelady@fairpoint.net
Website: www.ramsfarm.com
Goat dairy; Farmers' market

Ricker Hill Orchards

Peter Ricker
295 Buckfield Rd., Turner, ME 04282
207.225.3455 or cell 754-5169
email: apples@rickerhill.com
website: www.rickerhill.com Facebook
*Apples; cranberries; fruits; On-farm store;
wholesale*

River Valley Farm

Carol & Kenneth Robbins
212 Canton Rd. Canton, ME 04221
207.597.2376
email: cefmoop@yahoo.com
Dairy; wholesale

Rolling Knolls Farm

Lisa Pyburn
137 Hampshire St., Hiram, ME 04041
207.625.7198
lisa@rollingknollsfarm.com
Eggs; lamb; farmers' market

Rose Beck Farms

Sid & Martin Record
486 East Oxford Rd., South Paris, ME
207.743.2905
*Pork; beef; chicken; turkey; eggs;
butter, milk; farm stand*

Roy's Family Farm

Jessica Roy
744 So. Rumford Rd., Rumford, ME 04276
207.357.1304
royfamilyfarm85@yahoo.com
*Certified Naturally Grown; seasonal vegetables;
berries; CSA; farmstand; wholesale*

Shaw Farms

Joy & David Shaw
143 East Oxford Rd., So. Paris, ME 04281
207.689.6988
email: dshaw7@yahoo.com
Grass-fed beef; pork; wholesale; on-farm sales

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

Single Ox Farm

Brian & Rebecca Sylvester
Waterford, ME 04088
Goat dairy

Smedburgs Crystal Spring's Farm

Roger & Gayle Smedburg
1408 Main St., Oxford, ME 04270
207.743.6723
smedburgsfarm@hotmail.com
*Vegetables, fruit, berries, milk, cheese, eggs,
honey, value-added, beef, pork, lamb; farm store*

Spruce Bay Farm

Glenn & Janice Bolduc
232 Jackson Rd., Poland, ME 04274 •
207.988.3024
email: info@sprucebayfarm.com
www.sprucebayfarm.com
Grass-fed Beef; On-farm sales

Starlight Pastures

Katey Branch & Rocky Crockett
253 Halls Pond Rd
South Paris, ME 04274
207.346.0708 •
rocky.crockett@gmail.com
starlightpastures.wordpress.com
*Organic chicken; eggs; garlic; greens;
seasonal vegetables; berries; maple syrup;
farm stand; farmers' market*

Stearns Hill Farm/Agroability

Ellen Gibson
90 Stearns Hill Farm Rd., West Paris, ME 04289
207.674.3887
ellen.gibson@goodwillnne.org
Dairy goats; goat meat; maple syrup

Stevens Family Farm

Tuell Town Rd., West Paris, ME 04298
207.890.2591
*Seasonal vegetables; Beef; pork; honey; poultry;
wholesale; farmers' markets*

Stone Heart Farm

John & Doreen Simmons
285 Streaked Mt. Rd, S.Paris, ME 04281
207-743-7796
jsimmons10893@roadrunner.com
*Lamb, eggs, seasonal vegetables,
retail and wholesale*

Summit Springs Farm

John Sayles & Sonya Teriault
222 Summit Springs Rd., Poland, ME 04274
207.998.2196
summitspringsfarm@fairpoint.net
www.summitspringsfarm.net
*Organic seasonal vegetables; fruit; berries; eggs;
CSA; retail; wholesale*

Sunner Valley Farm

Dan Perron
63 Morrill Farm Rd., Sumner, ME 04292
207.388.3440
sunnervalley@hotmail.com
Organic pork; chicken; eggs; farmers' market

Sunshine Daydreams Farm & Gardens

Michelle Delucia
377 Center Conway Rd.,
Brownfield, ME 04010
207.935.4057
info@sunshinedaydreamgardens.com
www.sunshinedaydreamgardens.com
Organic eggs; garlic; on-farm sales

Swain Family Farm

Ruel & Maureen Swain
Ed & Lori Swain
185 West Bethel Rd., Bethel, ME 04217
207.824.3409
email: swaintrv@megalink.net
*Facebook Seasonal vegetables;
wholesale; farmstand*

Swift Acres Farm

61 Hebron Center Rd., Hebron, ME 04238
207.966.2010
email: rsswift@megalink.net
Maple syrup and products; farm stand

The Kidd's Hill Billy Farm

Candi Rousseau
467 Black Mountain Rd., Sumner, ME 04292
207.388.2919
kiddshillbillyfarm@yahoo.com
*Naturally Grown seasonal vegetables; fruit;
berries; beef; chicken; lamb; goat; turkey; eggs;
maple syrup; CSA; Farmers' markets*

The Silly Goats Farm

1062 Route 232,
Milton Township, ME 04219
207.364.2839
email: info@sillygoats.com
Goat meat

This Little Piggy Farm

504 East Bethel Rd., Bethel, ME 04217
207.515.0146
email: seawea@roadrunner.com
Eggs; poultry; pork; goat dairy; farm stand

Thunder Hill Farm

Dottie Bell
42 Bell Rd., Waterford, ME 04088
207.583.4146
email: sbbell@localnet.com
*Beef; pork; eggs; seasonal vegetables;
maple syrup; beef; jerky; CSA;
on-farm sales; farmers' markets*

Thurston Family Farm

Jim & Wayne Thurston
45 Mineral Springs Rd., Peru, ME 04290
• 207.562.7098
thurstonfamilyfarm@roadrunner.com
*Seasonal vegetables; maple syrup; farmers'
market*

Tony's Honey & Pollination Service

Tony & Rebecca Bachelder
95 Paris Hill Rd., Buckfield, ME 04220
207.336.2343
Honey and honey products; on-farm sales

Tourmaline Hill Farm

Dan & Lisa McLeod
21 Kennedy Lane, Greenwood, ME 04255
207.527.2527
email: dannalisa@megalink.net
www.tourmalinehillfarm.com
Goat dairy; cheese; farmers' markets

Triple M Farms

Glendon Thurston
60 Rt 232, Rumford, ME 04276
207.364.7581
PineCreekShowCattle@yahoo.com
Grass-fed Beef

Valhalla Fields Farm

Zakk Maher & Emmy Anderson
PO Box 94, East Poland, ME 04230 •
207.576.7945
email: valhallafields@gmail.com
*Seasonal vegetables; eggs; beef; lamb; berries;
fruit; wholesale; on-farm sales*

Valley View Farm

Kathy Shaw & Joe
Sopers Mill Rd., Auburn, ME 04210
207.320.1969
Kathy@valleyviewfarmme.com
www.valleyviewfarmme.com
*Berries; cheese; chicken; duck; eggs;
goat meat; lamb; pork; rabbit; turkey;
seasonal vegetables; CSA; farmers' market*

Valley View Orchard & Pies

Jim Kroitzsh
212 Hebron Center Rd., Hebron, ME 04238
• 207.966.2630
info@valleyvieworchardpies.com
www.valleyvieworchardpies.com
Apples; wholesale; pick-your-own

Oxford County Food Producers & Buyers Directory

with some other neighboring operations listed.

Velvet Hollow Sugar Works

Dunham Farm
Suzanne & Brian Dunham
29 Dunham Rd., Greenwood, ME 04255
207.665.2967
email: dunhamfarm@msn.com
www.dunhamfarmstead.com
*Maple products; honey; seasonal vegetables;
wholesale; on-farm sales*

Verrill's Vegetable Stand

Steve & Sue Verrill
270 Bailey Hill Rd., Poland, ME 04274
207.998.2301
email: sverrill@roadrunner.com
*Fruit; berries; seasonal vegetables;
herbs; eggs; cheese; maple syrup;
Farm Stand; Farmers' Markets*

West Minot Sugarhouse

Wayne & Joni Slattery
PO Box 94, West Minot, ME 04288
207.966.3643
email: slathak2001@yahoo.com
www.slatterysmaplesupply.com
Maple products

Weston' Farm

George, Laurie & John Weston
48 River St., Fryeburg, ME 04037
207.935.2567
email: weston@fairpoint.net
www.westonsfarm.com
*Maple syrup, maple products; Seasonal
vegetables; fruits; berries; cheese; eggs; Beef;
Lamb; Turkey; Farm Store*

Whippoorwill Hill Farm

Lee Holman
275 Labrador Pond Rd., Hartford, ME 04220
207.388.2510
WhippoorwillHillFarm@gmail.com
*Seasonal vegetables; berries; lamb; pork; eggs;
chicken; CSA; farmers' markets; wholesale*

Whispering Winds Farm

Mark & Paula Stotts
87 Standpipe Rd., Mechanic Falls, ME 04256
207.345.9005
email: stofarm@aol.com
*Organic seasonal vegetables; Goat dairy;
CSA; retail; wholesale*

White Mountain View Farm

213 Yagger Rd., Norway, ME 04268
207.744.9052
altasvw@roadrunner.com
*Seasonal vegetables; apples; blueberries;
eggs; farmstand*

Willette's Maple Syrup

John Willette
12 First Country Rd., Porter, ME 04068
207.625.4098
willette@roadrunner.com
www.willettesmaplesyrup.webng.com
Maple products

Wood's Edge Farm

Kim Patnode
58 Hatstat Rd., Albany Township, ME 04217
207.824.0426
email: kpatnode@hotmail.com
*Seasonal vegetables; fruit; berries;
CSA; farmers' market*

Woodstock Asparagus Farm

Lee Graham
511 Farnum Rd., Woodstock, ME 04219
• 207.369.0792
email: lee-graham@gmail.com
Asparagus; on-farm sales; wholesale

Woodward Cranberry Farm

Rick & Linda Woodward
Dundee Rd., Albany, ME 04219
781.344.4818
mecranfarm@verizon.net
www.woodwardcranberryfarm.com
*Organic cranberries; retail; wholesale; Pick-your-
own*

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

This Producer Listing is by town. See profiles in previous pages for more info.

- | | | | |
|--|---|--|---|
| <p>Albany
Woodward Cranberry Farm
Woods Edge Farm</p> <p>Auburn
Blackie's Farm Fresh Produce
Valley View Farm</p> <p>Bethel
Bartlett Funny Farm
Blake Farm
Pooh Corner Farm
Swain Family Farm
This Little Piggy Farm
Vegetable Dance & Middle Intervale Farm</p> <p>Brownfield
Burnt Meadow Nursery
GrandyOats Granola
Sunshine Daydreams Farm & Gardens</p> <p>Bryant Pond
Coffin's Greenhouse
Kangas Farm
Korhonen's Farm Market</p> <p>Buckfield
Buckfield School Farm
Maple Crest Farm</p> <p>Canton
Conant Acres, Inc.
Fare Share Farm
J.L. Dyke Farm
River Valley Farm</p> <p>Carthage
Coburn Farm</p> <p>Denmark
Meadowsweet Lamb & Herb Farm
Ram's Farm</p> <p>East Andover
Simplicity Farm</p> <p>Freeport
Winter Hill Farm
Cranberry Meadow Farm</p> <p>Fryeburg
Fryeburg Greenery
Green Thumbs Farm
Hill Farm
Spice and Grain
Weston's Farm</p> <p>Gilead
Caribou Springs LLC
"ASA'S" Farmstand</p> <p>Greene</p> | <p>Bubier Family Farm</p> <p>Greenwood
M & W Farm & Greenhouse
Tourmaline Hill Farm
Velvet Hollow Sugar Works/Dunham Farm</p> <p>Harrison
Frosty Hollow Farm
High View Farm
Little Falls Farm
Maple Springs Farm</p> <p>Hartford
Betsy's of Maine- Organic Wild Blueberries
Whippoorwill Hill Farm</p> <p>Hebron
Cabane A Sucre Bergeron
Maple Grove Farm
Meadow Ridge Perennials
Swift Acres Farm
Valley View Orchard Pies</p> <p>Hiram
Old Homestead Farm
Rolling Knolls Farm</p> <p>Lovell
Old Stage Farm</p> <p>Mechanic Falls
Better Than Average LLC
Goss Berry Farm
Harvest Hill Farm
Whispering Winds Farm</p> <p>Mexico
Grandma's House Bakery and Gardens</p> <p>Milton Township
The Silly Goats Farm</p> <p>Minot
Cat and Fiddle Farm
Hemond Hill Farm
R. E. Hemond Farm Inc
West Minot Sugarhouse</p> <p>Naples
River Run Farm</p> <p>Newry
Anna's Garden & Greenhouse</p> <p>North Waterford
Green Roots Farm</p> <p>Norway
C & C Farm
Jeannes' Greens & Vegetables
White Mtn. View Farm</p> | <p>Otisfield
Moose Pond Arts & Ecology</p> <p>Oxford
Carters Farm
Crestholm Farm
Jackson's Sugar House and Vegetable Stand
Smedbergs
Winter Brook Farm & Fiber Mill</p> <p>Peru
Clay Hill Farm
Thurston Family Farm</p> <p>Poland
Spruce Bay Farm
Summit Springs Farm
Valhalla Fields Farm
Verrills Vegetable Stand
Chipman Farm</p> <p>Porter
Alma Farm
Willette's Maple Syrup</p> <p>Rumford
Abbott Mills Farms /Grace Handwoven Designs
Briar Patch Greenhouse
Kimball Hill Farm
Ladd Farms
Laurie's Vegetable Stand
Lloyd's Farmstand
No View Farm & Bakery
Roy's Family Farm
Sunnyside Farm
Triple M Farms
Sunday River Farms</p> <p>South Hiram
High Acres Maple Syrup at Oak Hill Farm</p> <p>Sabattus
Jillson's Farm</p> <p>Sebago
Mayberry Farm</p> <p>South Paris
Apples Acres Farm
Hungry Hollow Country Store
Libby Rose Organics Farm
Paris View Farm
Rose Beck Farms
Shaw Farms
Starlight Pastures</p> <p>Stoneham
Fitch Farm Kitchen</p> | <p>Stoughton
Woodward Cranberry Farm</p> <p>Sumner
A Wrinkle in Thyme Farm
Abbott's Family Farm
Allium Farm
Heath Hill Farm
Morrill Farm B&B
Sumner Valley Farm
The Kidds Hill Billy Farm</p> <p>Sweden
Pietree Orchard</p> <p>Turner
Caldwell Farm
Greenwood Orchards/ King Orchard
Nezinscot Farm
Ricker Hill Orchards
Northern Lights Farm</p> <p>Waterford
Beech Hill Farm & Bison Ranch
Camp Wigwam
Deerwood Farm & Gardens
McAllister Farms Farm Stand
Single Ox Farm
Thunder Hill Farms, LLC</p> <p>Wayne
Emery Farm</p> <p>West Paris
Cedar Pines Farm
Cooper's Farm
Harlow Heritage Farm
Harvest Moon Produce
Lolliopapa Farm
Stearns Hill Farm/ Agroability
Stevens Family Farm</p> <p>Woodstock
Back to Roots
Mollyockett Motel
Woodstock Asparagus Farm</p> |
|--|---|--|---|

Oxford County Food Producers & Buyers Directory
with some other neighboring operations listed.

BUYERS LISTING

Auburn School District

Paula Rouillard
333-6658 ext 2983
prouillard@auburnschl.edu

Blackie's Farm Fresh Produce

966 Minot Ave
Auburn, ME 04210
207.786.0005

Bridgton Hospital

Pam Smith
207.647.6055
smithpam@bh.cmhc.org

Bryant Pond 4-H Center

Jane Gilmore
PO Box 188
Bryant Pond, ME 04219
207.665.2068

Camp Wigwam

Bob Strauss
57 Wigwam Pass
Waterford, ME 04088
207.583.2300
wigwam@maine.com

Camp Winona

Spencer Cordway
35 Winona Rd
Bridgton, ME 04009
207.671.3057
thebat@winonacamps.com

Center Lovell Market

Freddy
1007 Main St
Lovell, ME 04051
207.925.1051
freddy9@yahoo.com
207.925.1051

**Crown O' Maine Organic
Cooperative**

Marada Cook
960 Main St
North Vasselboro, ME 04960
207.877.7444
marada@crownofmainecoop.com

Fare Share Co-op

Claire Gelinis
445 Main St
Norway, ME 04268
207.743.9044
Claire@faresharecoop.org

Fryeburg Academy

Allen Whitaker
745 Main St
Fryeburg, ME 04037
207.935.2610
awhitaker@fryeburgacademy.org

Good Food Store

David Nivus
PO Box 467
Bethel, ME 04217
207.824.3754
goodfood@megalink.net

Good Shepherd Food Bank

Nancy Perry
3121 Hotel Rd
Auburn, ME 04210
207.782.3554 x1109
nperry@gsfb.org

Gould Academy

Brian Scheidegger
39 Church St
Bethel, ME 04217
207.824.2790
unit8039@compassgroup.com

**HungryHollow
Country Store**

Shirley Damm
28 Bethel Rd
West Paris, ME 04289
207.674.3012

Ledgeview Nursing Home

Patty Haight
141 Bethel Rd
West Paris, ME 04289
207.674.2250

Lewiston School District

Kim Austin
207-795-4100 ext 212
kaustin@lewistonpublicschools.org

**Maine Veterans' Home South
Paris**

477 High St
South Paris, ME 04281
207.743.6300

Market Square Health Center

Rebecca Lyons
PO Box 682
Bethel, ME 04217
207.740.6275
rebblyons@gmail.com

Mollyockett Motel

Tim Buck
1132 South Main St
Woodstock, ME 04219
207.674.2345
info@mollyockettmotel.com

Norway Rehab

29 Marion Ave
Norway, ME 04268
207.743.7075

Appendix E - Consent Form

Consent Form

I, Alisa Roman, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I also understand that my name will be used only if I grant permission.

I understand that this interview will be audio recorded if I grant permission.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature Alisa Roman
Date 10/29/14

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [YES] box.

This interview can be audio recorded [YES] [NO]

Thank you for your participation!

Hannah, Hanna, Kathy, and Barbara

Consent Form

I, _____, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I also understand that my name will be used only if I grant permission.

I understand that this interview will be audio recorded if I grant permission.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature Julie Carlson
Date 10-28-2014

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [YES] box.

This interview can be audio recorded [YES] [NO]

Thank you for your participation!

Hannah, Hanna, Kathy, and Barbara

Consent Form

I, Paula Rowillard, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature Paula Rowillard
Date 11/6/14

I also understand that my name will be used only if I grant permission.

I understand that this interview will be audio recorded if I grant permission.

This signature grants the researchers permission to use my real name and affiliation,

x Paula Rowillard

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [~~YES~~] box.

This interview can be audio recorded [~~YES~~] [NO]

Thank you for your participation!
Kathy, Hanna, Hannah, and Barbara
Bates College

Consent Form

I, Tina M Short, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature Tina M Short
Date 11/14/14

I also understand that my name will be used only if I grant permission.

I understand that this interview will be audio recorded if I grant permission.

This signature grants the researchers permission to use my real name and affiliation,

x Tina M Short

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [~~YES~~] box.

This interview can be audio recorded [~~YES~~] [NO]

Thank you for your participation!
Kathy, Hanna, Hannah, and Barbara
Bates College

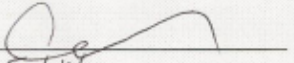
Consent Form

I, Cheyl Lacey, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

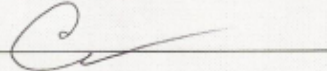
In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature 
Date 11/5/14

I also understand that my name will be used only if I grant permission.

I understand that this interview will be audio recorded if I grant permission.

This signature grants the researchers permission to use my real name and affiliation,

x 

If you agree to be part of this research project, but would prefer for this interview not to be recorded please check the [NO] box below. If you agree to participate and be audio recorded please check the [YES] box.

This interview can be audio recorded [YES] [NO]

Thank you for your participation!
Kathy, Hanna, Hannah, and Barbara
Bates College

Consent Form

I, Chris Kinney, have read the attached letter describing a study to be conducted under the auspices of Bates College, Lewiston, Maine, Department of Environmental Studies, to be conducted by Barbara Crespo, Hannah Siegel, Kathy Polanco, and Hanna Allerton.

I understand that I am free to discontinue my participation at any time without suffering any disadvantages.

I have the right to a complete explanation of the nature and purpose of the study. If I have any questions or wish to gain further information about the study, I understand that I may call any of the researchers or email them. I further understand that if I have additional questions that may not be answered by the researcher, I may call their advisor and community partner using the contact information provided in the project description.

In addition to my participation, my signature confirms that I have received a copy of this consent form together with any attachments, which describe the research to be conducted.

Signature 
Date 11/21/14

I also understand that my real name and the name of my organization will be used only if I grant permission. - Confidential, Name & organization
CA

If you agree to be part of this research project, but would prefer for your name to be kept confidential please check [NO] box below. If you agree to be part of this research project, and would allow us to use your real name check the [YES] box.

I agree for my real name to be used on this research [YES] [NO]

If you agree to be part of this research project, but would prefer for the name of your organization to be kept confidential please check [NO] box below. If you agree to be part of this research project, and would allow us to use the name of your organization please check the [YES] box.

I agree for the name of the organization I work for to be named in this research [YES] [NO]

I also understand that the interview will be audio recorded if I grant permission.

Appendix F -- Meet the Buyers Agenda

MEET THE BUYERS 2012

AGENDA

SETTLE-IN & WELCOME (3:00-3:25)

- Why are we here? **Supporting Greater Food Self Reliance for this area**
- Expectations of the meeting:
 - **Connecting Producers & Buyers - Match Making or Speed Dating**
 - **Identify challenges in scaling up production to meet Institutional Demand**
 - **Identify Next Steps to address these challenges – Go Beyond last year**
 - **Thanks to Dan Rennie and Annie Doran**
- Review agenda, then invite “Others” to introduce themselves
- Connections from “Meeting the Buyers” 2011

BUYER INTRODUCTIONS (3:25-3:50)

1. Introduce yourself and your institution. Describe your food service briefly, including what is the approximate volume of your annual purchases.
2. What are you looking for in 2012, in what quantities
3. What are challenges you’ve met in buying locally?
4. What else would you like to know from the farmers/producers?

PRODUCER INTRODUCTIONS (3:50-4:20)

1. Introduce yourself and describe your farm/business and your marketing.
2. Describe any challenges you’ve faced in selling to Institutions.

FARM TO INSTITUTION DISTRIBUTION – NOTES FROM CURRENT PROJECTS (4:20-4:50)

- Marada Cook, Crown of Maine
- Nancy Perry, Mainers Feeding Mainers of Good Shepherd Food Bank
- Tricia Cook, Western Mountains Alliance, On-line Ordering Systems
- AARP Grant: Farm Fresh for Maine Seniors **Jamel - Claire**

SCALING UP IN OXFORD HILLS (4:50-5:15)

- What are challenges in scaling up production to meet Institutional Demand?
- Identify Next Steps and who wants to work on this.

OPEN NETWORKING SPACE (5:15-6:00)

- Designated areas organized by food types
- Taste testing