2018 Farm to Food Pantry

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Photo Credit: David Bobanick | Rotary First Harvest

Washington State Department of Agriculture

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Author

This report was written by David Bobanick, Executive Director of Rotary First Harvest. The initiative was conducted on the behalf of, and with the support of the Washington State Department of Agriculture’s Food Assistance programs.

About Rotary First Harvest

Our mission is to help feed hungry people with surplus nutritious produce by connecting farmers, produce packing facilities, transportation providers and food banks, developing and sharing innovative hunger relief solutions, and engaging the public in hunger relief.

Getting healthy food to hungry people is complicated. Rotary First Harvest plays the unique role of making connections that move surplus produce from farms to food pantries. We are successful because we build relationships that create efficiencies for everyone involved.

At Rotary First Harvest, we are constantly exploring sustainable and effective ways to engage food sources (e.g. farmers, processors, packing houses) with hunger relief programs that serve hundreds of thousands of men, women and children across Washington State. The Farm to Food Pantry (F2FP) model has helped Rotary First Harvest and our hunger relief partners to test and expand relationships and program models that are changing the dynamic in providing fresh produce for our Washington State’s most vulnerable people.

About the Washington State Department of Agriculture’s Food Assistance Programs

One in six Washingtonians receive food from food pantries that are supported with resources from WSDA Food Assistance programs. We serve food insecure families by providing food, funding, logistic service, and outreach to hunger relief providers and tribes. Our goals are to develop key partnerships and data-driven strategies to alleviate hunger and increase access to healthier food options available in the emergency food system.

Food Assistance is committed to pursuing new and innovative ways to bring healthy, nutritious food to hungry people while promoting the economic growth and viability of Washington farmers. We strive to see Washington full of vibrant farms and healthy communities with easy access to nutritious food. The Farm to Food Pantry (F2FP) initiative is one strategy WSDA employs to increase lower-income individuals’ access to fresh produce.

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# Table of Contents

4 — Acknowledgements  
5 — Executive Summary  
6 — Farm to Food Pantry Reach  
6 — Key Metrics  
7 — Introduction  
9 — Methodology  
11 — 2018 Farm to Food Pantry Improvements  
12 — Results  
13 — Blue Mountain Action Council  
15 — Clark County Food Bank  
17 — Community Action of Skagit County  
19 — Council on Aging & Human Services  
21 — Hopelink  
23 — N.E.W. Hunger Coalition  
27 — Okanogan County Community Action Council  
29 — Opportunities Industrialization Center of Wash.  
31 — Rainier Valley Food Bank  
33 — South King County Food Coalition  
35 — Upper Valley MEND  
37 — V.O.A. Western Washington  
39 — WSU Clallam County Extension  
42 — WSU Jefferson County Extension  
44 — Takeaways and Perspectives from Food Pantries  
46 — Takeaways and Perspectives from Farmers  
50 — List of Participating Farms by County  
51 — Food Pantry Client Feedback | Farmer Appreciation Cards  
53 — Conclusion
Acknowledgements

We gratefully acknowledge the following people who are dedicated to getting fresh, nutrient-dense produce into the hands of Washington’s neediest. It is their dedication to seeing a more robust and healthful emergency food system for Washingtonians, with the added benefit of supporting their local communities, that has made this initiative such a success. Their guidance and active participation are instrumental in helping to continue to build and refine this important project.

**Community Partners**

Jeff Mathias/Tessa Hankins-Snider – Blue Mountain Action Council  
Bridget Stollfus/Emily Kaleel – Clark County Food Bank  
Sharah Truett – Harvest VISTA, WSU Clallam County Extension  
Sarah Kane/Paige Collins – Council on Aging and Human Services  
Lindsey Robinson – Hopelink Harvest  
Cole Bitzenburg – Community Action of Skagit County  
Halley Shriber – Rainier Valley Food Bank  
Steve Fletcher/John Perry – Okanogan County Community Action Council  
Nils Johnson/Becca Thompson – WSU Extension Stevens County/N.E.W. Hunger Coalition  
Chelsea Evans – Upper Valley MEND  
Dean Johnson – Volunteers of America Western WA  
Kellie Henwood – WSU Jefferson County Extension  
Maggie Rickman – South King County Food Coalition  
Haydee Barbosa – Opportunities Industrialization Center of WA

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Nichole Garden – Program Coordinator, Food Assistance

**Rotary First Harvest**

David Bobanick – Executive Director  
Katy Boehm – Program and Operations Director  
Beth Baker – Harvest Against Hunger Program Director
Executive Summary

The Farm to Food Pantry (F2FP) initiative goes beyond increasing lower-income individuals access to fresh produce, it also seeks to help promote community-based food systems, and increase the viability and success of both agricultural producers and emergency food assistance providers. The initiative functions as an incubator where new market-based farm to food pantry models are being tested every season. F2FP expands existing markets for farmers and creates new ones, strengthening local food systems through symbiotic relationships between food pantries and growers. The resulting relationship structure allows participating growers to donate additional produce with little additional impact to their existing business model.

This partnership between WSDA and Rotary First Harvest is a prime example of how state agencies can collaborate with non-profits to make a significant statewide impact. For every dollar invested by WSDA in 2018, four and a half pounds of nutrient dense produce were received by food pantries. This annual report was commissioned to examine how these developments can offer solutions that can be shared with both farmers and food pantries statewide.

In 2018, a total of $33,000 in pass-through funding was distributed to 14 F2FP agencies engaged in hunger relief efforts. These agencies serve 142 food pantries in 18 counties throughout the state, who serve approximately 560,000 food pantry clients annually. The lead agencies raised a total of $45,286 in matching funds to add towards produce purchases.

F2FP lead agencies used the grant money, combined with their local match funding, to purchase produce directly from local growers. In all, 67 growers participated in the initiative, with many playing dual roles as both seller and donor. Altogether, participating growers were paid $78,286 through F2FP using WSDA grants and matched funds. In return, participating agencies purchased 65,407 pounds of produce and received 104,206 additional pounds through donations and gleaning events, for a total of 169,613 pounds of fresh nutrient dense produce.

On average farmers received $1.20/lb. from participating food pantries. Because a relationship had been established with food pantries, when the participating growers had excess produce they tended to donate additional produce or allowed volunteers to glean their fields. This reduced the average cost of produce to $0.46/lb. This is a much more budget friendly and affordable method for the emergency food system and a new market for local growers. 74% of farmers surveyed reported that participating in the F2FP initiative had some positive impact on their financial security.

Many of the concepts and models built through F2FP have been incorporated into broader hunger relief efforts across Washington. The models that were developed through this pilot can be readily implemented in other communities across Washington and neighboring states.
## Key Metrics

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<th>Year</th>
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<tr>
<td>Number of Farms</td>
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<td>23</td>
<td>54</td>
<td>55</td>
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<tr>
<td>Number of Counties Impacted</td>
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<td>15</td>
<td>17</td>
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<td>Pounds of Produce Purchased</td>
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<td>23,503</td>
<td>44,598</td>
<td>42,042</td>
<td>65,407</td>
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<tr>
<td>Pounds of Produce Donated</td>
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<td>81,238</td>
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<td>$ per Pound Purchased</td>
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<td>$0.79</td>
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<tr>
<td>$ per Pound Purchased/Donated/Gleaned</td>
<td>$0.40</td>
<td>$0.44</td>
<td>$0.43</td>
<td>$0.22</td>
<td>$0.46</td>
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</table>
Introduction

One of the most challenging aspects of both farming and hunger relief is finding effective and efficient ways to deliver healthy, nutrient-dense fresh produce to consumers. Getting fresh produce into the emergency food system is critically important to many people who work in hunger relief. Purchasing produce directly from a farmer produces a positive impact for both farmer and food bank. Increasing the sale of local crops while improving access to healthier food choices for hungry families. In addition, buying produce directly from the growers goes a long way to strengthen the bond between farmer and food bank. If a farmer has a strong relationship with a local food bank, they may be more inclined to make produce donations.

Challenges Faced by Emergency Food Providers

Food pantries play a vital role in promoting food security among vulnerable populations. From July 1, 2017 to June 30, 2018, Washington State food pantries distributed 143.18 million pounds of food to 1.15 million Washingtonians struggling to put food on the table. On average, Washington residents consume only 12.6% of their recommended daily fruit intake, and only 10.9% of their recommended daily vegetable intake. These disparities can be increased in food pantry patrons, whose intake is dependent on what is available either through commodity foods, grocery rescue, or donations.

To effectively combat the negative health consequences associated with a lack of access to healthy foods, emergency food providers face the challenge of not only providing as much food as possible, but providing the right kind of foods at a minimal cost to their organizations.

Challenges Faced by Local Growers

Washington State is a national leader in agricultural production because of its rich soil, rain shadow, and temperate climate. In addition to the numerous large-scale farming operations successfully operating in Washington, there are thousands of small-scale operations that help comprise the broader farming industry. According to a statewide survey of Washington State farmers, income generated by small farms can be significant to families and communities. The 2007 agricultural census found that in farms with sales from $25,000 and $100,000, approximately half of those surveyed indicated 25% of their total household income came from their farms, and a third said that their farms generated 50% or more of their total household income. While there are numerous challenges growers face regardless of the size of their operation, financial insecurity, lack of start-up cash, and swings in global commodity prices are some of the challenges faced more often by small growers.

Background

The concept for F2FP was originally developed through grower roundtables, a series of post-harvest conversations focused on engaging farmers in local hunger relief efforts. Participants were mostly small scale market farmers, farming less than 25 acres. One realization that came from these meetings was that a small infusion of cash at the beginning of the season can make a critical difference in a farmer’s success.

In an effort to increase the amount of healthier foods being distributed by food pantries, while benefiting Washington farmers, WSDA’s Food Assistance engaged Rotary First Harvest to coordinate the allocation of grant funds, as well as manage and develop the initiative. The Farm to Food Pantry (F2FP) initiative was launched as a pilot program in 2014 to test, develop, and build new models for connecting farmers with local hunger relief efforts. The purchasing initiative is unique in its multifaceted goals; it seeks to support local growers as well as bring fresh produce into the hunger relief system. WSDA’s Food Assistance programs are committed to supporting these additional food purchases in a way that is beneficial for local farmers.

F2FP initiative aligns with SNAP-Education’s Policy, Systems, and Environmental change interventions by increasing access to fresh fruits and vegetables for lower-income residents. Because of this alignment, in 2016 the Washington State Department of Health provided WSDA a SNAP-Ed grant targeted toward the southeast portion of the state. The SNAP-Ed funds have supported Whitman County’s efforts and helped the expansion into Yakima County.

In the last five years the number of lead agencies has grown from four agencies serving four counties, to fourteen agencies providing emergency food assistance in eighteen counties. The initiative has continued to evolve and expand, increasing the quality and nutrient density of fresh produce available to Washingtonians in need.
Methodology

Rotary First Harvest and WSDA selected 14 agencies who expressed interest in establishing or maintaining a Farm to Food Pantry purchasing program to serve their regional area. Each lead agency received $2,250, with the exception of both Yakima and Whitman Counties who received $3,000 each from SNAP-Ed funding. The agencies were asked to secure a minimum of $500 in local match funding to increase resources available. Many of these community matched grants were double or even quadruple the amount of funds available to purchase local produce.

The lead agencies used these funds to contract directly with local farms with the hope of strengthening relationships to local growers for future donations and support of the local emergency feeding system. The local organizations were encouraged to purchase from local growers who currently support gleaning or donate produce, or farms that are likely to in the future after establishing a contract.

Contracts

Once the growers participating in the purchasing program are identified, contracts are negotiated and signed, with each site stipulating the quantity and purchase price of produce to be provided. Specific program models used (e.g. scheduled pre-harvest purchase vs. ad-hoc post-harvest purchase) was determined by the lead agency and was based on needs of the local hunger relief community. The various farm contracts included:

- **Wholesale**: Commits a certain monetary amount to purchase unspecified types of produce, determined later in growing season based on production overages and availability.
- **Pre-Contracting**: Specifies type, quantity and cost of produce at outset of growing season with farm distributing directly to food pantry.
- **Post-Harvest**: Commits a certain amount of funding at outset of season, but food pantry pays for produce once it’s harvested and distributed. It was recommended that funds be spent to purchase produce from local farmers who are currently participating in gleaning and produce recovery efforts, or that are interested in doing so in the future.

Google Sheets

A master sheet was developed for all participating sites to report quantitative data. The expectation was that agencies consistently enter data throughout the season. The reporting categories included:

- Lead agency details (phone, address, contact, counties served, food pantries served)
- Participating farms (farm name, contact, address)
- Total pounds and types of produce purchased, gleaned and donated.
- Match amount and source:
- Food pantry recipients
Mid-season Progress Report

A progress report was sent out to lead agencies in the middle of the contract period. The progress report was put in place to assist Rotary First Harvest and WSDA to help identify any best practices or challenges to highlight both in this annual report. The questions included:

- Describe any challenges or successes with contracting for the year.
- What strategies have you used to gather your match funding?
- Describe any partnerships you have developed through this program (i.e. Department of Corrections, Veteran’s farms, Tribes, SNAP-Ed, etc.).
- Describe any major achievements or accomplishments your agency has had this growing season.
- Describe any challenges your agency has had this growing season.

Google Forms

Three sets of surveys were developed to capture qualitative data from lead agencies, farmers and food pantries receiving produce from the program. Responses were received from all 14 lead agencies, 25 farmers, and 12 food pantries. This information was collected at the end of the season. (See Lead Agency Highlights, Takeaways and Perspectives from Food Pantries, and Takeaways and Perspectives from Farmers sections for the list of questions and responses)

Monthly F2FP Cohort Check-in Calls

Monthly check-in calls via GoToMeeting were held. These calls provided an opportunity for participating lead agencies to share information and ideas with one another.

Grower Appreciation Cards

F2FP grower appreciation cards were provided to lead agencies to distribute to the participating food pantries. These cards not only provided a platform for food pantry clients to say thank you to the farmers supplying produce, they asked the clients what fruits and vegetables they wanted to see more of. These cards provided qualitative data from a food pantry client’s perspective. Prior to sending the cards off to farmers, lead agencies were asked to document the responses and submit them to Rotary First Harvest or WSDA. (See Food Pantry Client Feedback | Farmer Appreciation Cards section for a list of client feedback.) These outcomes are documented by lead agency in the subsequent pages. The highlights include:
2018 Farm to Food Pantry Improvements

The flexible structure of the F2FP initiative allows WSDA, RFH, and the lead agencies the opportunity to develop, refine, and improve the process to better serve communities, farmers, food pantries and clients.

Farm to Food Pantry Partnership Branding

One key goal for 2018 was to create a cohesive and visually appealing seal for the F2FP initiative. The intention of the seal was to extend the program’s reach and engagement and provide a tool lead agencies, food pantries, farmers, and donors could use to display their participation in the initiative.

The development of the seal began with soliciting input from farmers, food pantries and lead agencies participating in the initiative. These participants identified visual elements they felt should be represented in the seal. Design concepts based on input received were developed and shared with key F2FP partners for feedback and suggestions. Once refined based on key F2FP partners’ feedback, the final version of the seal (left) was approved by WSDA as an official seal to promote the partnership.

With the new seal in place, participants were encouraged to display the seal on agency websites and social media. Support materials were created to provide participants with tools to promote the initiative to a broader audience. These materials included: placards for farmers to display at farmers markets, farm stands and other places of business to certify their participation; as well as posters for lead agencies and food pantries to display with the fresh fruits and vegetables that were available thanks to F2FP. Sites reported that increasing client awareness of the F2FP initiative, and the produce coming from local community farmers, had a meaningful impact.

Flexible Contracting Models

One of the core strengths of the F2FP initiative is the flexibility in the contracting options it affords both lead agencies and farmers. Over the past few seasons, farmers have continued to share their appreciation for this flexibility, and use F2FP as a way to explore and test new business models like wholesale contracting and alternative fresh sheet models. Most of these new and modified contracting models are being developed by the lead agencies that are responsible for ensuring that both farmers and food pantries will benefit, and that the unique local opportunities will be supported. F2FP now serves as a repository for various contract models that have been applied successfully across a variety of food system structures.

Earlier Start Date

Thanks to an effort by WSDA to confirm funding available for F2FP several months in advance, lead agencies were able to approach local farmers at a time that was more beneficial for planning, and when the funds had a greater impact on the bottom line of growers.
Results

Lead Agency Highlights

These outcomes are documented by lead agency in the subsequent pages. Highlights include:

- Food Pantry Partners
- Program Description
- WSDA’s Emergency Food Assistance Program (EFAP) County Data
- Match Procured
- Farmer Partners
- Pounds of Produce Purchased
- Types of Produce Purchased
- Pounds of Produce Donated and/or Gleaned
- Types of Produce Donated and/or Gleaned

Lead agencies used a common set of tools to collect and report quantitative and qualitative data throughout the growing season. These data are used to track impact the F2FP initiative had across a broad mix of geographic, demographic and agricultural regions of the state. While the communities may vary broadly, there are some consistent outcomes that could be tracked and analyzed.
Blue Mountain Action Council
Walla Walla, Wash.
3rd year partner

Counties Served: Asotin, Columbia, Garfield, Walla Walla

Food Pantry Partners:
Pantry Shelf, Salvation Army of Walla Walla, St Vincent de Paul of WW, Helpline, Waitsburg Resource Center, St Vincent de Paul of Clarkston, Community Food Bank of Dayton, Garfield County Food Bank, Pomona Grange, Burbank Grange, Asotin County Food Bank

Blue Mountain Action Council (BMAC), a Community Action Program, is a private, nonprofit, multipurpose agency, serving residents in Southeastern Washington to: Meet the basic needs of low-income individuals and families, offer opportunities for individuals and families to achieve greater levels of strength, independence, and self-sufficiency, develop and implement strategies to prevent poverty in our communities, and leverage community support, service, and volunteerism.

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<tr>
<th>Walla Walla County EFAP Statistics</th>
<th>Total number of households receiving assistance: 3,445</th>
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<td>Population: 59,862*</td>
<td>Total number of services provided to households: 12,890</td>
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<td>Poverty Estimate: 14.4%*</td>
<td>Total number of clients receiving service: 7,016</td>
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<td>Food Pantry Pounds Distributed: 496,893</td>
<td>Total number of services provided to clients: 28,217</td>
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<th>Garfield County EFAP Statistics</th>
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<td>Population: 2,226*</td>
<td>Total number of services provided to households: 771</td>
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<td>Poverty Estimate: 11.7%*</td>
<td>Total number of clients receiving service: 347</td>
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<td>Food Pantry Pounds Distributed: 51,558</td>
<td>Total number of services provided to clients: 2,325</td>
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<th>Columbia County EFAP Statistics</th>
<th>Total number of households receiving assistance: 333</th>
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<td>Population: 3,999*</td>
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<td>Poverty Estimate: 14.5%*</td>
<td>Total number of clients receiving service: 956</td>
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<td>Food Pantry Pounds Distributed: 152,141</td>
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<th>Asotin County EFAP Statistics</th>
<th>Total number of households receiving assistance: 1,777</th>
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<td>Population: 22,259*</td>
<td>Total number of services provided to households: 5,674</td>
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<tr>
<td>Poverty Estimate: 13.5%*</td>
<td>Total number of clients receiving service: 7,438</td>
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<tr>
<td>Food Pantry Pounds Distributed: 310,441</td>
<td>Total number of services provided to clients: 35,151</td>
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*2013-2017 American Community Survey 5-year estimate
Farmer Partners:
Frog Hollow Farm, Hayshaker Farm, Hidden Gardens Farm, R & R Produce, Welcome Table Farm

Pounds of Produce Purchased: 2,954 lbs. plus 450 plant starts

Types of Produce Purchased:
Apricots, blackberries, cherries, cilantro, cucumbers, radishes, scallions, squash, winter squash, zucchini

Types of Plant Starts Purchased:
Cilantro, sage, thyme, and basil

Pounds of Produce Gleaned + Donated: 20,581

Types of Produce Gleaned + Donated
Apricots, beet greens, blackberries, cucumbers, chard, fennel, green beans, potatoes, radishes, squash, zucchini

Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
Our big success this year has been strengthening of relationships and a growing understanding that the local farmers and the food bank have a similar goal of providing access to fresh local produce to the community. Together with our contracted farmers and with others, BMAC was successful in being awarded a Local Food Promotion Program award for $133,566 from the USDA for completion of a Food Hub Feasibility Study. The Farm to Food Pantry initiative not only showed our farming community that we value what they do, but also provided opportunity to understand the similarities of the barriers to accomplishing our goal. By teaming up we will begin to work on reducing those barriers for a win-win-win solution.

Describe challenges you’ve faced with this year’s F2FP initiative
The way that the Farm to Food Pantry initiative has grown and the ability to grow produce year-round in the Walla Walla Valley makes it fairly obvious that we need a year-round position to lead this program and take it to the next level.

Describe any partnerships you developed through this year’s F2FP initiative
Through our work with the Local Food Promotion Program we partnered with: Downtown Walla Walla Foundation, Walla Walla Grown, Walla Walla Valley Food System Coalition, Walla Walla County Conservation District, Arrowlead Consulting, WSDA Regional Markets Program, Walla Walla Valley Farm to School, Port of Columbia, Welcome Table Farm, Sustainable Living Center, and Walla Walla’s Harvest Foods.

Were all of your F2FP contracts fulfilled as intended?
Yes

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We accept all donations. We specified in the contract the types of produce most in demand and asked that the majority of food offered for purchase be of that type.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
I won’t purchase when the supply of donations is high. F2FP purchasing is most effective in the shoulder seasons.
The mission of Clark County Food Bank (CCFB) is: To alleviate hunger and its root causes. Achieving our mission is done in two parts: providing emergency food relief to individuals and families, as well as implementing a preventative stance against the various causes of hunger.

### Clark County EFAP Statistics

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<th>Description</th>
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<td>Population</td>
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<tr>
<td>Poverty Estimate</td>
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<tr>
<td>Food Pantry Pounds Distributed</td>
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<tr>
<td>Total number of services provided to households</td>
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<td>Total number of clients receiving service</td>
<td>74,842</td>
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<tr>
<td>Total number of services provided to clients</td>
<td>343,057</td>
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</table>

### Clark County Supplemental Service #s

- Clients (duplicated) served by snack programs: 1,815
- Clients served by CCFB’s mobile produce program: 14,908
- Number of produce program distribution days: 40

*2013-2017 American Community Survey 5-year estimate

Clark County Food Bank received $2,250 from the WSDA grant and $500 through community matching funds.

Website: www.clarkcountyfoodbank.org

### Farmer Partners:
- Roots to Road/Partners in Careers
- Sprout and Blossom Farm
- Volchalla Farm

### Pounds of Produce Purchased: 3,167

#### Types of Produce Purchased:
- Beans, chard, cucumbers, eggplant, garlic, kale, melons, onions, peppers, radishes, tomatoes, yellow summer squash, zucchini

### Pounds of Produce Gleaned + Donated: 6,583

#### Types of Produce Gleaned + Donated
- Beans, carrots, chard, cucumbers, eggplant, kale, melons, onions, peppers, radishes, tomatoes, yellow summer squash, winter squash, zucchini
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We always celebrate the successes inherent to this program: supporting local farms and providing additional fresh produce to people in poverty. This year we had a really fun and energetic new partner in Volchalla. We love our recurring partners, but also celebrate supporting up and coming farms!

Describe challenges you’ve faced with this year’s F2FP initiative
We actually have not received all of our produce from two of our three programs quite yet. We do not foresee this being a huge challenge, but are communicating with them to see if they will be able to fulfill their entire contract.

Describe any partnerships you developed through this year’s F2FP initiative
Volchalla Farms, Sprout and Blossom, and Partners in Careers Veterans Garden

Were all of your F2FP contracts fulfilled as intended?
We are still waiting to close out our season. Two are nearing their fulfillment, but have not quite reached their target number.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We have monthly meetings with our food pantries, meal sites, and special service sites to understand client preference and need. We also have focused farming product meetings before and after the season. Once we have that information, our techniques to request that information depends on the Farm to Food Pantry site, their product availability, and their ability to provide targeted products. We ask that our sites do not provide items we already grow (corn, squash, etc.) unless it is as a donation. One site was able to provide small melons, which was a real treat since we generally do not receive melons as a donation.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. We have a farm where we grow a variety of foods, but large amounts of carrots, corn, and squash. We do not use Farm to Food Pantry funding to purchase more of these items as we have a steady and impactful stream already in our system.
Community Action of Skagit County
Mt. Vernon, Wash.
3rd year partner

Counties Served: Island, Skagit

Food Pantry Partners:
Alger FB, La Conner FB, Friendship House, YMCA Oasis Teen Shelter, Open Door Community Kitchen, Helping Hands FB, Neighbors in Need FB, Salvation Army FB, Community Covenant FB, Hamilton FB, Shepherd’s Heart FB, Bread of Life FB, Concrete FB, Bellingham FB, VOAWW FB, Tri-Parish FB, North Whidbey Help House, His Pantry Camano Island, Mobile Food (Community Action Skagit Pantry)

Community Action of Skagit County is a community-based, private nonprofit organization unaffiliated with any government agency. We serve in Skagit County and partner with a nationwide network of Community Action agencies established under the Economic Opportunity Action of 1964 to move local families and communities from poverty to prosperity.

<table>
<thead>
<tr>
<th>Skagit County EFAP Statistics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 121,725*</td>
<td>Total number of households receiving assistance: 14,654</td>
</tr>
<tr>
<td>Poverty Estimate: 14.3%*</td>
<td>Total number of services provided to households: 129,160</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 6,164,742</td>
<td>Total number of clients receiving service: 44,639</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Island County EFAP Statistics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 80,323*</td>
<td>Total number of households receiving assistance: 3,591</td>
</tr>
<tr>
<td>Poverty Estimate: 9.5%*</td>
<td>Total number of services provided to households: 17,204</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 840,743</td>
<td>Total number of clients receiving service: 9,414</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Skagit County Community Action received $2,250 from the WSDA grant and $2,200 through community matching funds raised at Take a Bite for Skagit community fundraising event.

Website: www.communityactionskagit.org

Farmer Partners:
Blanchard Mountain Highwater Farm, NW Green Farm, Southern Exposure Family Farm, Waxwing Farm

Pounds of Produce Purchased: 4,631

Types of Produce Purchased:
Beets, carrots, green cabbage, chilacoyote squash

Pounds of Produce Gleaned + Donated: 23,223

Types of Produce Gleaned + Donated
Carrots, collards, cucumbers, English cucumbers, fennel, garlic, green onions, leeks, onions, parsley, peas, peppers, potatoes, radishes, snap peas, squash, tomatoes
Community Action of Skagit County
Mt. Vernon, Washington

Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We had great success with providing wholesale contract fulfillment practice for farms.

Describe challenges you’ve faced with this year’s F2FP initiative
Difficulties around partial or complete crop failures with some farms.

Describe any partnerships you developed through this year’s F2FP initiative
We continued working with the same partners - no new partnerships were developed this season.

Were all of your F2FP contracts fulfilled as intended?
No, some contracts were changed to other product due to crop failures.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
For purchased items we spoke with our pantries to get a sense of what crops are especially desired, but not as commonly available.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes, we intentionally contracted for types of produce that were highly desired but not as commonly donated.

Photo Credit: Lindsey Robinson | Hopelink
The Council on Aging & Human Services is a community of caring staff members, board members, and volunteers who share a common purpose to help each individual experience an optimum quality of life.

<table>
<thead>
<tr>
<th>Whitman County EFAP Statistics</th>
<th>Total number of households receiving assistance: 1,108</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 47,794*</td>
<td>Total number of services provided to households: 10,860</td>
</tr>
<tr>
<td>Poverty Estimate: 27.5%*</td>
<td>Total number of clients receiving service: 3,063</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 525,835</td>
<td>Total number of services provided to clients: 26,324</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Council on Aging received $3,000 to pay farmers for their seeds, soil, amendments, and tools through the Department of Health's SNAP-Ed grant. They also received $2,022 through community matching funds.

Website: www.coacolfax.org

**Farmer Partners:**
Backyard Harvest, Johnson Cooperative, Runner Bean Ranch, WSU Organic Farm

**Pounds of Produce Purchased:** 1,731

**Types of Produce Purchased:**
Baby squash, beet greens, buttercrunch lettuce, cabbage, carrots, garlic, green beans, kale, potatoes, radish, spinach, squash, walnuts

**Pounds of Produce Gleaned + Donated:** 721

**Types of Produce Gleaned + Donated**
Apples, cherries, cucumbers, peaches, lettuce, kale, onions, plums, mixed fruit and vegetables

Counties Served: Whitman

**Food Pantry Partners:**
Endicott, Malden/Pine City, Colfax, Oakesdale, Tekoa, Palouse, Lacrosse, Colton/Uniontown, Garfield, St. John
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We were able to use our funds to get a wide variety of produce.

Describe challenges you’ve faced with this year’s F2FP initiative
This year was a tough growing season with rain and frost at the wrong times. One of our growers changed jobs and was no longer able to produce for us. Of course, transporting produce was also a challenge. Fortunately, one of our growers has helped get his produce to the different pantry sites.

Describe any partnerships you developed through this year’s F2FP initiative
There weren’t any new partnerships this year. We have some people that have shown interest in becoming growers for next year.

Were all of your F2FP contracts fulfilled as intended?
Yes, because we left them open ended.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We tried to stay within the “norms” for the area. No ethnic foods or foods that aren’t widely popular in this area. Lots of lettuce, spinach, fruit, potatoes, carrots, nuts, etc.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
No. We don’t have the finances to purchase that much so anything we get will get given out somewhere in the county.
Hopelink
Carnation, Wash.
3rd year partner

County Served: King
Food Pantry Partners:
Hopelink food pantries: Kirkland, Bellevue, Redmond, Carnation, Shoreline

Hopelink Harvest is the hub of Hopelink’s efforts to increase access to healthy food. Through partnerships with local farms, farmers markets, community gardens, and individual growers, the Hopelink Harvest program collects donations of surplus produce for distribution at Hopelink food banks. Together, they are growing a healthier community for everyone!

<table>
<thead>
<tr>
<th>King County EFAP Statistics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of households receiving assistance: 120,418</td>
<td></td>
</tr>
<tr>
<td>Population: 2,118,119*</td>
<td>Total number of services provided to households: 1,080,237</td>
</tr>
<tr>
<td>Poverty Estimate: 10.2%*</td>
<td>Total number of clients receiving service: 250,203</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 37,240,627</td>
<td>Total number of services provided to clients: 2,202,879</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Hopelink Harvest received $2,250 from the WSDA grant, and $2,613 in local matching funds.

Website: www.hopelink.org/take-action/hopelink-harvest

Farmer Partners:
Carnation Farms, Local Roots Farm, One Leaf Farm, Oxbow Farm, Present Tense Farm

Pounds of Produce Purchased: 2,682 lbs.

Types of Produce Purchased:
Beets, cabbage, carrots, chard, cucumber, kale, lettuce, parsley

Pounds of Produce Gleaned + Donated: 5,803 lbs.

Types of Produce Gleaned + Donated
Broccoli, carrots, chard, cucumbers, kale, kohlrabi, parsley, radish, sage, squash, thyme, zucchini
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
Five farm partners; renewed gleaning relationships with Local Roots Farm and One Leaf Farm result of purchase partnership!

Describe challenges you’ve faced with this year’s F2FP initiative
N/A

Describe any partnerships you developed through this year’s F2FP initiative
N/A

Were all of your F2FP contracts fulfilled as intended?
Yes.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
N/A

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. We purchased produce that was not typically acquired through gleaning or other donations.
The Northeast Washington (N.E.W.) Hunger Coalition serves as a collaborative forum for all the individuals and groups working to meet the hunger relief needs of Stevens County. The Coalition is comprised of 15 independent food pantries.

### Ferry County EFAP Statistics
- Total number of households receiving EFAP assistance: 405
- Population: 7,568*
- Total number of services provided to households: 3,614
- Poverty Estimate: 21.2%*
- Total number of clients receiving service: 888
- Food Pantry Pounds Distributed: 133,460
- Total number of services provided to clients: 8,208

### Pend Oreille County EFAP Statistics
- Total number of households receiving assistance: 1,101
- Population: 13,066*
- Total number of services provided to households: 7,019
- Poverty Estimate: 16.6%*
- Total number of clients receiving service: 2,816
- Food Pantry Pounds Distributed: 538,386
- Total number of services provided to clients: 14,925

### Stevens County EFAP Statistics
- Total number of households receiving assistance: 3,145
- Population: 43,858*
- Total number of services provided to households: 27,615
- Poverty Estimate: 15.6%*
- Total number of clients receiving service: 8,896
- Food Pantry Pounds Distributed: 2,009,005
- Total number of services provided to clients: 82,266

*2013-2017 American Community Survey 5-year estimate

N.E.W. Hunger Coalition received $2,250 from the WSDA grant and raised an additional $7,000 in private donations from the N.E.W. Hunger Coalition Annual Gala.

Website: www.newhungercoalition.org
Farmer Partners:
Agape Acres, Bonnie McDonald, Colville Corn Maze, Dog Wild Farm, Drumming Grouse Farm, Eagle Mountain Farm, Front Porch Farm, Garlic Mountain, Heather Sumner, Kowlitz Family Farms, Meadowlark Farm, The Ranch Market, Red Beards Garden, Spokane Edible Tree Project, Sunshine Springs Farm, Sweet Meadows Ranch, Winniford Family Farm

Pounds of Produce Purchased: 10,965

Types of Produce Purchased:
Beets, bell peppers, broccoli, cantaloupe, carrots, cucumbers, garlic, green beans, leafy greens, lettuce, pears, strawberries, tomatoes, summer squash, watermelon, winter squash

Pounds of Produce Gleaned + Donated: 18,528

Types of Produce Gleaned + Donated
Beets, bell peppers, bok choy, cantaloupe, carrots, cucumbers, green beans, kale, leafy greens, melons, lettuce, pears, strawberries, tomatoes, summer squash, watermelon, winter squash

Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
Over 21,000 lbs. of produce delivered. More farmer contracts achieved. First year to have a full-time, paid coordinator. Expansion of HWY 395 Produce Corridor [see page XX for details].

Describe challenges you’ve faced with this year’s F2FP initiative
Having enough boxes. Reaching all the food pantries within their open time windows.

Describe any partnerships you developed through this year’s F2FP initiative
N/A

Were all of your F2FP contracts fulfilled as intended?
Yes. One of our new contracted farmers also asked for addition contracts on top of their $500 contract.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
The quality of the produce. What are most popular among clients. And what will be most used.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. For example, if we already buy a lot of carrots from a farmer, we’d consider that when someone wants to donate carrots, and if they’d be used or go to waste.
N.E.W. Hunger Coalition
Colville, Wash.

Farm to Food Pantry Spotlight | Highway 395 Produce Corridor

Building and expanding a food system infrastructure in rural communities through F2FP partnerships.

A critical attribute of the F2FP initiative is that it is beneficial for both farmers and food pantries. While at its most basic level, those benefits are primarily transactional (e.g. funding to purchase local produce), in some instances, F2FP has provided a foundation for more creative systemic benefits. In many rural communities, farmers and food pantries face a common challenge in the sheer distance between the source of food and its eventual customers (or clients) as well as limited existing storage capacity.

A collaboration between members of the N.E.W. Hunger Coalition, WSU Stevens County Extension, and various partners throughout Stevens, Ferry, and Pend Oreille counties, developed and refined a program model to help solve transportation and capacity challenges. The group designed small refrigerated trailers to pick up and distribute produce from farms to retail locations, food pantries, as well as to regional farmer co-ops and institutions, such as hospitals and schools.

The Highway 395 Produce Corridor reduces barriers to participation with a once per week pick-up and delivery run that covers 260 miles, four counties and two reservations (Colville Confederated Tribes and Spokane Tribe). The corridor dramatically broadens access to fresh produce in rural areas, lowers barriers for entry for local growing operations, and reduces on-farm food waste. At the same time, local food pantries are able to schedule produce distribution to clients based on a reliable model, ensuring peak freshness and reducing the need for expensive on-site refrigerated capacity.

Photo Credit: Nichole Garden | WSDA
Hwy 395 Produce Corridor

Right-scale pick-up and delivery infrastructure that enables rural access to fruit and vegetables sourced from our own farmers.

Problem: Very limited access to fresh produce in rural areas
Why: Delivery volumes are too small to be economical for conventional refrigerated delivery

Solution
- Custom designed CoolPup refrigerated trailers
- Weekly pick-up and delivery route
- For non-profits, institutions, and for-profit businesses

Sources of Produce
- Farmer’s market-scale growers looking for additional sales
- Planned or unplanned overproduction (on-farm waste)
- Seconds that aren’t pretty enough to sell at farmers markets

Fresh Produce Access Points for Rural Residents
- Food Pantries (non-profit and free for clients)
- Schools and other institutions (non-profit)
- Rural general stores (for profit)
- Farmer-to-public direct sales (for profit)

2018 Delivery Route
- Tuesdays, June - October
- 4 counties
- 2 Reservations
- 250+ miles
- 14+ hours

Contact: Nils Johnson at (509) 684-2588, nils.johnson@wsu.edu - WSU Stevens County Extension, 986 S. Main, Suite D, Colville WA 99114

All rights reserved, Nils Johnson, WSU Stevens County Extension, 11/8/18
Okanogan County Community Action Council
Okanogan, Wash.
4th year partner

Counties Served: Okanogan

Food Pantry Partners:
Brewster, Bridgeport, Conconully, Okanogan, Omak, Oroville, Tonasket, Twisp/Methow

Okanogan County Community Action Council (OCCAC), is a cornerstone of the community effort to end poverty through education and employment.

<table>
<thead>
<tr>
<th>Okanogan County EFAP Statistics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of households receiving assistance: 2,790</td>
<td></td>
</tr>
<tr>
<td>Population: 41,377</td>
<td>Total number of services provided to households: 43,248</td>
</tr>
<tr>
<td>Poverty Estimate: 21.80%*</td>
<td>Total number of clients receiving service: 6,397</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 944,030</td>
<td>Total number of services provided to clients: 114,481</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Okanogan County Community Action Council received $2,250 from the WSDA grant and raised an additional $600 in local matching funds.

Website: www.occac.com

Farmer Partners:
Delap Gardens, Filaree Garlic Farm, Iris Rock Farm, The Kings Garden, Smallwood Farms

Pounds of Produce Purchased: 4,829

Types of Produce Purchased:
Cantaloupe, cucumbers, Butternut squash, Delicata squash, nectarines, peppers, sweet potatoes, plums, watermelons

Pounds of Produce Gleaned + Donated: 8,098

Types of Produce Gleaned + Donated
Apricots, basil, corn, cucumbers, peaches, potatoes, shallots, squash, sweet potatoes, tomatoes, watermelons
Lead Agency Perspective:

*Describe successes or achievements of this year’s F2FP initiative*
Increase in donated and gleaned poundage. We partnered with more growers this season.

*Describe challenges you’ve faced with this year’s F2FP initiative*
Consistent available help with gleaning opportunities.

*Describe any partnerships you developed through this year’s F2FP initiative*
We work with the Okanogan County Jail for food donations.

*Were all of your F2FP contracts fulfilled as intended?*
No, one grower dropped out. We were able to add other growers later in the season.

*How were client preferences considered when purchasing or receiving produce for donation/gleaning?*
We did the best we could to provide what clients wanted, based on our experience.

*Did anticipated produce donations from other sources impact your contracting and purchase decisions?*
Lots of apples were donated from different sources, so we didn’t try to purchase any.

*Photo Credit: David Bobanick | Rotary First Harvest*
Opportunities Industrialization Center of Washington Yakima, Wash.
1st year partner

Counties Served: Yakima

Food Pantry Partners: Opportunities Industrialization Center (OIC) of Washington - Yakima Community Services, Sunrise Yakima Food Bank

Aimed at supplementing the diets of low-income Americans including the elderly by providing them with emergency food and nutrition assistance at no cost. OIC’s Food Bank is also the central distribution agency for Yakima County which distributes food commodities to other food banks through Yakima Valley.

<table>
<thead>
<tr>
<th>Yakima County EFAP Statistics</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of households receiving assistance: 24,125</td>
<td></td>
</tr>
<tr>
<td>Total number of services provided to households: 136,794</td>
<td></td>
</tr>
<tr>
<td>Total number of clients receiving service: 73,016</td>
<td></td>
</tr>
<tr>
<td>Total number of services provided to clients: 481,510</td>
<td></td>
</tr>
</tbody>
</table>

Population: 248,279*
Poverty Estimate: 19%*
Food Pantry Pounds Distributed: 5,906,900

*2013-2017 American Community Survey 5-year estimate

OIC received $3,000 to pay farmers for their seeds, soil, amendments, and tools through the Department of Health’s SNAP-Ed grant. They also contributed an additional $500 for the initiative.

Website: www.yvoic.org

Farmer Partners:
Imperials Garden, Inc.

Pounds of Produce Purchased: 5,992 lbs.

Types of Produce Purchased:
Broccoli, corn, beans, carrots, lettuce

Pounds of Produce Gleaned + Donated: N/A

Types of Produce Gleaned + Donated N/A
Opportunities Industrialization Center of Washington

Yakima, Wash.

Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We were able to create new partnerships and also able to provide produce to our clients.

Describe challenges you’ve faced with this year’s F2FP initiative
N/A

Describe any partnerships you developed through this year’s F2FP initiative
New relationships with farmers.

Were all of your F2FP contracts fulfilled as intended?
Yes

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
N/A

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
No
Rainier Valley Food Bank
Seattle, Wash.
3rd year partner

Counties Served: King

**Food Pantry Partners:** Rainier Valley Food Bank was the single food pantry participant in this season’s F2FP initiative, representing a unique process for developing partnerships with farmers outside their direct community.

Rainier Valley Food Bank serves south Seattle with a mission is to nourish with good food, empower with knowledge, and serve with compassion.

<table>
<thead>
<tr>
<th>King County EFAP Statistics</th>
<th>Total number of households receiving assistance: 120,418</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 2,118,119*</td>
<td>Total number of services provided to households: 1,080,237</td>
</tr>
<tr>
<td>Poverty Estimate: 10.2%*</td>
<td>Total number of clients receiving service: 250,203</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 37,240,627</td>
<td>Total number of services provided to clients: 2,202,879</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Rainier Valley Food Bank received $2,250 from the WSDA grant and raised an additional $26,778 through a fund specifically earmarked for local produce purchasing.

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

**Farmer Partners:**
Cascadia Greens, Chubby Bunny Farm, Clean Greens/Terrebonne Truck Patch, Kirsop Farms

**Pounds of Produce Purchased:** 21,610 lbs.

**Types of Produce Purchased:**
Basil, beets, bok choy, broccoli, cabbage, cauliflower, celery, collard greens, corn, green beans, green mizuna, green onions, lettuce, mustard, peppers, radishes, tatsoi, Tokyo betkana, tomatoes, turnips, vitamin greens

**Pounds of Produce Gleaned + Donated: Data unavailable**

**Types of Produce Gleaned + Donated**
N/A
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We were able to invest more time and money into growing our farm partnerships. We were also able to diversify the vegetables we received from farms. Additionally, we were able to expand partnerships on multiple levels with our farms beyond our general contracts; buying seconds, receiving donations of extra surplus after farmers markets.

Describe challenges you’ve faced with this year’s F2FP initiative
Reporting was pretty difficult again this year. Specifically speaking, from when the farmers drop the produce off, to weighing, to inputting the data into our system. It was also challenging to get the farmers to sign the photo release forms and the F2FP seal form. Not impossible, but difficult to find time.

Describe any partnerships you developed through this year’s F2FP initiative
N/A

Were all of your F2FP contracts fulfilled as intended?
Yes, all of our contracts were fulfilled!

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We had completed an in-depth survey a while back to assess the needs of our community. What produce would they like to see reflected in their diets. This year we referred to our community liaisons for guidance in addition to viewing trends in past purchases.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
We are an extremely busy food pantry, so every pound of produce counts! We adjusted as we went. If we received too much produce then we would give out more, and vice-versa if we had less.
For more than 35 years, the South King County Food Coalition has devoted its energy to passionately advocating for the hungry in our local communities. Through its 12-member pantries and countless partners, the South King County Food Coalition is united in its efforts to eradicate hunger across the region.

**King County EFAP Statistics**

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<thead>
<tr>
<th></th>
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<tr>
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<td>Total number of services provided to households: 1,080,237</td>
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<td>Total number of services provided to clients: 2,202,879</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

The South King County Food Coalition received $2,250 from the WSDA grant.

Website: www.skfc.org

**Farmer Partners:**
Faith Beyond Farms, Windy Acre Farm

**Pounds of Produce Purchased:** 859 lbs.

**Types of Produce Purchased:**
Spinach, winter squash

**Pounds of Produce Gleaned + Donated:** 31 lbs.

**Types of Produce Gleaned + Donated**
N/A
Lead Agency Perspective:

**Describe successes or achievements of this year’s F2FP initiative**
This year was the first year that we participated in the Farm to Food Pantry initiative. Many of our individual food banks already have relationships with local growers but the coalition itself has never made that connection. By participating in this program, our food banks could keep their existing farm relationships and benefit from the coalition taking on new contracts.

**Describe challenges you’ve faced with this year’s F2FP initiative**
Once the growing season got started, the farmers were extremely difficult to keep in close contact with. They are very busy with their current business and taking on this new type of contract was really different for them. Additionally, only one of our farms delivers so our staff had to arrange pick-ups from the other. Lastly, it was difficult to get input from the individual food bank directors about how much and what kinds of produce to order since they all have extremely different needs. They don’t all respond quickly and are hesitant to be transparent about their needs since it might mean another food bank gets prioritized over them. At the same time, the farmers have a really quick turn around on their crops and need information faster than we were often able to get for them.

**Describe any partnerships you developed through this year’s F2FP initiative**
N/A

**Were all of your F2FP contracts fulfilled as intended?**
No, one of our contracts had to be altered. We originally wanted part of one of the contracts to be predetermined vegetables but this ended up not being possible. We had to switch that contract to be entirely fresh sheet to accommodate the needs of both the farmer and the food banks.

**How were client preferences considered when purchasing or receiving produce for donation/gleaning?**
We surveyed clients at 11 of our 12 food banks last year and used the results of that survey to create and prioritize the fresh sheet. We presented the farmers with a list of the top 15 vegetables so they had that information on their end and only chose to purchase items that fit well within that scope.

**Did anticipated produce donations from other sources impact your contracting and purchase decisions?**
N/A
Community Cupboard is a program of Upper Valley MEND, which was formed as a food pantry by area churches in 1983. The program includes a food pantry, thrift store and emergency family assistance. Community Cupboard is one of twelve food pantries operated by the Chelan-Douglas Community Action Council.

<table>
<thead>
<tr>
<th>Chelan County EFAP Statistics</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Total number of households receiving assistance: 2,562</td>
<td></td>
</tr>
<tr>
<td>Population: 75,138*</td>
<td>Total number of services provided to households: 32,037</td>
</tr>
<tr>
<td>Poverty Estimate: 12.8%*</td>
<td>Total number of clients receiving service: 6,658</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 1,046,737</td>
<td>Total number of services provided to clients: 95,426</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Upper Valley MEND received $2,250 from the WSDA grant and raised an additional $500 through local funding sources.

Website: www.uvmend.org

Farmer Partners:
Hope Mountain Farm, Oh Yeah! Farms, Snowgrass Farm, Tierra Garden Organics

Pounds of Produce Purchased: 913 lbs.

Types of Produce Purchased:
Beets, bell peppers, broccoli, cabbage, garlic, green beans, jalapeno peppers, potatoes, raspberries, tomatoes

Pounds of Produce Gleaned + Donated: 6,470 lbs.

Types of Produce Gleaned + Donated
Beets, cabbage, carrots, chard, chives, collard greens, cucumbers, kale, microgreens, onions, potatoes, salad mix, summer squash

“We are always trying to reach new customers. Our ability to participate in the F2FP program allowed us to reach people who would not normally purchase produce from us via our existing avenues.”

Eron Drew, Tierra Garden Organics
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We added a new farm this year and it was actually their first year selling their produce. They were very easy to work with, and became great supporters of our gleaning program as well. All of the farms we contract with for F2FP are also big supporters of the gleaning program and donate far more produce than we purchase.

Describe challenges you’ve faced with this year’s F2FP initiative
We did not always receive weekly fresh sheets from two of the farms. The lack of communication prevented us from buying the produce we wanted earlier in the season. One farm did not have the variety of product we had come to expect, and would also sell to their other accounts before being willing to sell to us.

Describe any partnerships you developed through this year’s F2FP initiative
N/A

Were all of your F2FP contracts fulfilled as intended?
Yes

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We purchased items that the food banks do not regularly receive from our gleaning program such as raspberries, broccoli, peppers, and tomatoes. These items are all very popular with the clients. The peppers are especially popular with the Hispanic population.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. We did not purchase items that we knew we would be gleaning. The Gleaning Coordinator is also in charge of the F2FP initiative so it is easy to communicate and provide a wide variety of produce while avoiding overlap between the gleaning and purchasing.
The mission of Volunteers of America (VOA) is to serve people and communities in need and create opportunities for people to experience the joy of serving others.

<table>
<thead>
<tr>
<th>Snohomish County EFAP Statistics</th>
<th>Total number of households receiving assistance: 20,229</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 771,904*</td>
<td>Total number of services provided to households: 142,894</td>
</tr>
<tr>
<td>Poverty Estimate: 8.8%*</td>
<td>Total number of clients receiving service: 52,011</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 11,245,553</td>
<td>Total number of services provided to clients: 415,399</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Island County EFAP Statistics</th>
<th>Total number of households receiving assistance: 3,591</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 80,323*</td>
<td>Total number of services provided to households: 17,204</td>
</tr>
<tr>
<td>Poverty Estimate: 9.5%*</td>
<td>Total number of clients receiving service: 9,414</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 840,743</td>
<td>Total number of services provided to clients: 53,624</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

VOA received $2,250 from the WSDA grant and raised an additional $500 through local funding sources.

Website: www.voaww.org
Lead Agency Perspective:

*Describe Any Successes or Achievements From F2FP*
We received an increase in donated fresh produce in comparison to previous years.

*Describe Any Challenges Encountered*
Having sufficient “people power” to harvest all potential donated produce via gleans at participating farms.

*Partnerships Developed Through F2FP*
Snohomish Conservation District

*How did produce from other sources impact your contracting and purchase decisions?*
We did not want to have an over-abundance of any particular items. We also wanted to balance the equity between purchasing and accepting donations from farmers.

*How were Client Preferences Considered?*
We considered client preferences as well as storage capabilities.
WSU Clallam County Extension
Port Angeles, Wash.
3rd year partner

Counties Served: Clallam

Food Pantry Partners:
Jamestown S’Klallam Food Pantry, Sequim Food Bank,
Port Angeles Food Bank, Lower Elwha Food Pantry, Neah
Bay Food Pantry, Forks Food Pantry

The WSU Clallam County Extension programs connect the people and communities of Clallam County with the knowledge base of Washington State University to promote quality of life and advance economic well-being through fostering inquiry, learning, and the application of research.

<table>
<thead>
<tr>
<th>Clallam County EFAP Statistics</th>
<th>Total number of households receiving assistance: 1,775</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 73,439*</td>
<td>Total number of services provided to households: 5,734</td>
</tr>
<tr>
<td>Poverty Estimate: 17.1%*</td>
<td>Total number of clients receiving service: 4,139</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 172,474</td>
<td>Total number of services provided to clients: 12,695</td>
</tr>
</tbody>
</table>

NOTE: Five of the six food pantries in Clallam County that received produce through F2FP are not currently served by EFAP, therefore the services numbers of five of the participating pantries is not represented above.

*2013-2017 American Community Survey 5-year estimate

Farmers partnering with WSU Clallam County Extension received funds totaling $2,250 from the WSDA grant and received $520 in community matching fund ($400 of which will be spent next season due to a failed crop with one of the participating growers).

Website: extension.wsu.edu/clallam

Farmer Partners:
Chi’s Farm, Joy Farm, Purple House Farm, Reaume Farm, The Farm, Wild Edge Farm.

Pounds of Produce Purchased: 1,269 lbs.

Types of Produce Purchased:
Asparagus, basil, beets, broccoli, cabbage, cauliflower, carrots, celery, cucumbers, garlic, garlic scapes, green beans, green onions, kale, leafy greens, lettuce, radishes, raspberries, onions, parsley, potatoes, salad mix, snap beans, snow peas, tomatoes, turnips, summer squash, zucchini

Pounds of Produce Gleaned + Donated: 110 lbs.

Types of Produce Gleaned + Donated
Basil, cucumbers, kale, mint, parsley, strawberries, zucchini
Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
We introduced a preferred produce price list based on averages between 5 different local farms to try to standardize prices between farms, because prices for the same vegetables varied widely. We asked the food banks what type of the vegetables they wanted and then specifically contracted for those types of vegetables, rather than having farmers give any type of vegetable surplus, in an attempt to get the type of produce that food bank clients want. We set up transportation between the farms and food banks so that the VISTA was not involved in transporting produce at all.

Describe challenges you’ve faced with this year’s F2FP initiative
It has been challenging communicating with some of the small, remote food banks. Sometimes I do not get email or phone responses from them when I try to communicate. Some of the farms also have trouble getting phone or email responses from the small, remote food banks as well. Some of the farmers have expressed dislike for the preferred price list that we sent them. Some of the farms preferred the system that we used to have where we had them give productions overages, rather than produce specified by the food banks.

Describe any partnerships you developed through this year’s F2FP initiative
I contacted the local Rotary clubs and gave presentations about the program.

Were all of your F2FP contracts fulfilled as intended?
I am not sure if one of our farm contracts will be completely fulfilled. One of our farms was contracted for $850 to be spread between three different food banks. However, one of the food banks also set up an independent $5000 contract with that same farm, and so the farm was stretched a bit thin on how much it could produce. The farm was also contracted with two small remote food banks, and the food banks gave feedback that they couldn’t handle as much produce as the farm had been contracted to give them. Also, one of these food banks was hard to communicate with, so the farm had a hard time getting the produce to them. We have asked the farm to roll over any part of the contract that they are unable to fulfill to next year.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
I surveyed food banks and asked farmers to sell certain types of produce based on client preferences. I also made sure we weren’t contracting for the types of produce that we receive in excess from gleaning.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. We did not purchase things like apples, pears, plums, cherries, kale, etc., since they were received in abundance from gleaning.
Farm to Food Pantry Spotlight | Engaging with Tribal Organizations

Leveraging the Farm to Food Pantry initiative to forge and expand connections between local growers and organizations serving tribal communities on the Olympic Peninsula

This season, the Washington State University County Extension Office coordinated partnerships between growers and four tribes: Jamestown S’Klallam Tribe, Lower Elwha Klallam Tribe, Makah Tribe, and Quileute Tribe.

The Jamestown S’Klallam Tribe has been participating in F2FP initiative for the past two years. This year they partnered with The Farm in Sequim, Wash. The Farm is a family-run organic produce and chicken farm. The Farm was contracted for $300 worth of produce to the Jamestown S’Klallam Tribe, and donated additional produce to the tribe throughout the growing season. The tribe received more than 160 lbs. of the following items throughout the growing season: basil plants, basil, garlic scapes, beets, lettuce, raspberries, zucchini, onions, garlic, cucumber, cabbage, kale, broccoli, mint, parsley and asparagus. In an example of the programmatic flexibility of the F2FP initiative, staff and volunteers from the tribal food bank picked up produce directly from the farm, which removed a challenging barrier to participation for the farm.

Feedback about Farm to Food Pantry from the Jamestown Tribal Food Bank Representative Christine Kiehl:
The Farm to Food Pantry initiative has been going so amazingly! The produce is wonderful and so has been working with Jennifer (farmer)! The clients are utilizing the produce and if we have any left from week to week our tribal programs which feed most of the target citizens has been using what may or may not be left over so all is going really well! We are so thankful to have it!! Lots of happy and very thankful clients for sure!

More about The Farm in Sequim, Wash, from farmer Jennifer Jabs:
Our goal is to make a living selling the best pastured chicken eggs and fresh, organic produce to people in our community. We sell everything at our roadside stand in front of our farm. We work full-time farming. We currently have 345 hens (of those 123 are chicks that will start laying in December) & you can see them from the roadside stand in the pastures. We are open daily. Produce varies with the season. Eggs are in high demand and sell out quickly. This is our fourth-year farming and our third year participating in the Farm to Food Pantry initiative. We hope to continue farming many more seasons.
WSU Jefferson County Extension
Port Hadlock, Wash.
3rd year partner

Counties Served: Jefferson

Food Pantry Partners:
Quilcene Food Bank, Tri-Area Food Bank, Port Townsend Food Bank

The WSU Jefferson County Extension programs connect the people and communities of Jefferson County with the knowledge base of Washington State University to promote quality of life and advance economic well-being through fostering inquiry, learning, and the application of research.

<table>
<thead>
<tr>
<th>Jefferson County EFAP Statistics</th>
<th>Total number of households receiving assistance: 2,221</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population: 30,524*</td>
<td>Total number of services provided to households: 37,955</td>
</tr>
<tr>
<td>Poverty Estimate: 12.8%*</td>
<td>Total number of clients receiving service: 4,225</td>
</tr>
<tr>
<td>Food Pantry Pounds Distributed: 1,271,612</td>
<td>Total number of services provided to clients: 89,475</td>
</tr>
</tbody>
</table>

*2013-2017 American Community Survey 5-year estimate

Farmers partnering with WSU Jefferson County Extension received funds totaling $2,250 from the WSDA grant.

Website: extension.wsu.edu/jefferson/

Farmer Partners:
Dharma Ridge Farm, Midori Farm, Red Dog Farm, Serendipity Farm, Spring Rain Farm

Pounds of Produce Purchased: 1,055 lbs.

Types of Produce Purchased:
Basil, beets, broccoli, cabbage, cauliflower, carrots, celery, cucumbers, garlic, garlic scapes, green beans, green onions, kale (lacinato & curly), leafy greens, lettuce, radishes, raspberries, onions, parsley, potatoes, rainbow chard, salad mix, snow peas, spinach, summer squash, tomatoes, turnips, zucchini

Pounds of Produce Gleaned + Donated: 58 lbs.

Types of Produce Gleaned + Donated
Kale, tomatoes
WSU Jefferson County Extension
Port Hadlock, Wash.

Lead Agency Perspective:

Describe successes or achievements of this year’s F2FP initiative
Developing stronger relationships with the food bank managers and local farmers. Purchasing over 1,000 lbs. of fresh local produce that benefitted food bank patrons.

Describe challenges you’ve faced with this year’s F2FP initiative
More time than expected coordinating logistics, such as ordering, communications between farmers and food bank managers, bookkeeping. Delivery days are mostly different for all the food banks, so keeping track of everyone’s needs was challenging on such limited time capacity.

Describe any partnerships you developed through this year’s F2FP initiative
Jefferson County Food Bank Association

Were all of your F2FP contracts fulfilled as intended?
Yes.

How were client preferences considered when purchasing or receiving produce for donation/gleaning?
We worked with food bank managers of their preferences.

Did anticipated produce donations from other sources impact your contracting and purchase decisions?
Yes. Depending on what the food bank orders from their food outlets impacted the quantity of what was available. We tried to not have too much of one item, but sometimes we did.

Photo Credit: David Bobanick | Rotary First Harvest
Takeaways and Perspectives from Food Pantries

Lead agencies reached out to participating food pantries to answer questions to determine how the F2FP initiative impacted their service. A total of 12 food pantries provided feedback.

Key Observations
• Key observations: Statewide, a total of 142 food pantries received and distributed produce that lead agencies sourced through F2FP.
• For many food pantries (especially in rural areas), the pre-scheduled delivery of produce from the F2FP initiative helps them to be more strategic in arranging to receive loads on days when they will be open for distribution. This reduces impact on fragile capacity infrastructure.
• Transportation continues to be a challenging barrier for food pantries. While some food pantries were able to have produce delivered directly from local farms, others needed to mobilize staff and volunteer resources to pick up produce.

Food pantries were uniformly very satisfied with the quality and variety of the produce they received through F2FP:

Food pantries would like to have more fresh produce available to distribute at their locations:

However, nearly one-third of participating food pantries report that they do not have adequate capacity to store and distribute additional produce:
Describe successes/achievements for you or your food pantry that came about due to participating in F2FP this season:

• We have created relationships with local farms that we can directly purchase from during the growing season.
• The Farm to Food Pantry initiative has been a wonderful asset to Upper Valley MEND and those that we serve. In addition to supporting local farmers and increasing the amount of fresh, healthy produce available at the Community Cupboard Food Bank, this program has allowed us to target specific types of produce that would otherwise not enter the emergency food system at times when donated or gleaned produce is not present.
• Was able to distribute more fresh produce which is a constant challenge.
• We are able to give enough produce to every family that comes here instead of only some.
• More fresh fruits & vegetables for our clients
• Top quality food. Happy clients
• More to offer our clients
• We were able to provide a lot of melons to clients! We had a F2FP donor that donated a lot of melons to the system and we flew through them at Community Kitchen
• Clients learning to cook produce not usually on their table. We introduce new recipes they can use to get children to eat more produce.
• More steady flow of produce
• We are able to give to our clients fresh produce that may be prohibitive due to cost in the grocery stores
• Clients appreciate the variety of farm fresh produce, especially that it holds up better than produce donated from grocery stores.

Describe any challenges that came about due to participating in F2FP:

• Some smaller farms may not grow the items we need or in the quantities desired
• Knowing what was coming so that we could avoid duplication.
• We pick up on Mondays, distribute on Tuesdays, freshness not always the best when we pick it up from the time Skagit Food Distribution receives it.
• Some produce items were not clean, so a few clients wouldn't take them.
• Cooler space and cold-holding are challenges.

Please share a story (no names needed) of how produce from F2FP helped one or more of your clients:

• This is from one of our visitor’s "Thank You" card to our farmers: "Single mom struggling every day to provide proper nutrition for my son. Your generosity means more than you can ever know -- to my family and countless others! God Bless you!!"
• We had clients who took some of the produce we purchased with F2FP funds and use it to plant food for themselves down the road.
• Getting produce is a constant challenge for our food bank and something that our clients greatly appreciate. We had some new clients register as a result of our increased ability to provide produce.
• A family that can’t eat anything except produce gets enough to help them stretch their EBT dollars. Also, our participants love the variety that is offered.
• Provides the only fresh produce they get; helps them to can the produce for the winter time.
• Produce is something they don't buy due to space, or cost. This way they get it free and will try things they would not buy.
• Our clients love getting fresh produce. It is what our clients ask for most
• Many express their thankfulness for the produce. One client didn't know what a parsnip was and when told how to cook it, he was convinced he would try it.
• A home-bound food bank client was overjoyed by the farm fresh produce received. She said it absolutely glowed!
Takeaways and Perspectives from Farmers

Lead agencies reached out to their participating farmers to answer questions to determine how the F2FP initiative impacted their business. A total of 25 farmers provided feedback.

Key Observations:

- As in past years of the Farm to Food Pantry (F2FP) initiative, most of the farms participating are small:
- Half of those surveyed have an annual gross income of less than $25,000.
- An additional 29% of those surveyed have an annual gross income of between $25,000 and $199,999.
- Four participating farms reported generating more than $200,000 in gross income.
- Farms reported using a number of different markets to sell their products. The most popular sales models and percentage of farms using them included:
  - Wholesale (80%), Farmers Markets (76%), On-Farm Stands (44%), and Community Supported Agriculture (64%).
- 84% of farmers surveyed reported that participating in F2FP had some positive impact on their financial security.

Farmers engaged in F2FP are likely to engage in multiple markets to sell their produce:

Farmers engaged in F2FP are also more likely to harvest and donate excess produce:

The majority of farmers engaged in F2FP have annual gross incomes below $100,000:
Describe successes/achievements for you or your farming operations that came about due to participating in F2FP this season:

- Participating in this program gave us the ability to plant some crops that we were interested in growing but did not yet have a market for. Once these crops were ready to harvest, we were able to find additional market outlets which made them profitable for our farm. This program also strengthened our relationship with the Sequim Food Bank, which led to additional donations throughout the harvest season.
- We were able to maximize our produce and waste very little if any.
- It felt good to sell some vegetables to our local pantry, since they do not get much fresh produce.
- It gave us an opportunity to leave the farmers markets and focus on wholesale.
- There has been a ripple effect of good contacts. We love the positive feedback. Our improved economics and our increased buyer base have come about through direct and indirect contact with the food pantry and F2FP employees. Two separate food pantries were motivated to buy from us separately in addition to the F2FP grant money.
- F2FP helped build the relationship with my local food pantry, making it easier to identify and schedule gleaning opportunities.
- We sold the maximum and donated much more produce via the program.
- We were able to pay bills for early season start-up costs, seeds and fertilizer.
- We continued to farm for another year!
- It helped us make a critical infrastructure investment (walk-in refrigerator) early in the growing season, and this additional cold-storage capacity allows us to better store crops and also to store greater volumes of crops in an energy efficient manner.
- I was able to plant more crop knowing that I had a contract to sell, and further possibility for donation.
- A success I had was in the form of recovery from a near crop failure because of poor cabbage seed germination. I was able to get an adequate crop and fill in the remainder of my contract with other crops I had more of. That flexibility and supply of other crops was a success.
- Crop loss was minimal and our business management was positively impacted.
- Getting food to people who need it.
- Partially, getting good food to needy people, and partially to have a good outlet for what otherwise would have been on-farm food waste.
- It is a plus to have a place for some of our seconds quality produce to go i.e. knowing that a slightly curved zucchini unsellable in the grocery store has a home rather than being left in the field.
Takeaways and Perspectives from Farmers

What are your motivations for being involved in this program?

- We believe that everyone should have access to healthy food. We are excited to partner with programs and organizations that work to increase access to the best quality of healthy foods, while also recognizing the importance of paying a fair price to growers. This is a great community-building program.
- We have a passion to ensure that needy families and elderly receive fresh and quality produce.
- The F2FP initiative helps us be more profitable and therefore do a better job of supporting the three families that make a living from our farm.
- To distribute fresh produce to people who really appreciate it.
- It allows us to get fresh produce to the people we feel need it the most and allowed us to spend more time on the farm.
- We enjoy offering food to those less privileged to receive fresh, nutritious food that tastes great. We appreciate the opportunity to broaden our network of buyers. This program allows us to sell locally. The proximity makes it easy to deliver.
- It is easy to sell to COA and it is great to have our food reach a broader audience.
- I want to connect with my local community and provide healthy, organic produce.
- I want folks that don’t shop at the small more expensive local food stores or farmers markets to have access to local food.
- Help feed our community, funnel some imperfect produce into folks’ homes.
- We love to see fresh organic food available to all people in our community.
- Upfront CSA payment style is vital and after that we enjoy feeding people in need.
- Feeding those in need while earning a living wage.
- Helping the community food bank and also helping the community by becoming more resilient farmers in our community.
- Happy to help feed Clark County residents in need and to have a new revenue stream.
- Get food to the needy.
- Another sales outlet is always appreciated. Feels good to provide local, organic produce to low income community.
- Participation in the F2FP initiative has had a very positive impact on my ability to continue engaging with and learning about the market of growing for food banks. I want to continue to engage with this market. It is tremendously gratifying to grow core food items for my community. I am simply passionate about growing good food for lower income persons.
- Selling directly to the food distribution center is highly valuable to our business, and our community at large.
- To grow and provide produce for the low-income communities.
- Getting fresh produce to those who don’t have access to it.
- We want to feed our entire community.
- We donate on a regular basis, but participating in the F2FP initiative allows us to receive some funds paid at a discounted price in order to offset costs of production.
Takeaways and Perspectives from Farmers

Additional Comments

- During peak production of certain produce, we were able to disperse and not waste.
- Working with WSU Clallam County Extension and the Sequim Food Bank for the Farm to Food Pantry initiative has been a wonderful experience. Both of these organizations are very well run and are putting a great amount of effort into increasing access to healthy food in our community, while also supporting the local food system. Thank you!!
- Over all I would say our experience with the program has been good. We believe in the cause that is to say we believe all people have a right to fresh nutritious food and it also gives an economic boost to small farms that might be struggling to get by.
- We are very appreciative of the contacts, and the opportunity to gain exposure and experience due to the experience of the F2FP.
- I appreciate the flexibility to be able to provide produce at a convenient time, and based on what is growing best throughout the season.
- This is a wonderful program that benefits farmers and consumers alike. It brings community together in ways purchasing food doesn't usually. Keep it up!
- Wholesale to a grocery store or packing house is not of interest to me, but wholesale to a group that facilitates giving to those in need is very attractive. Also, the CSA pay upfront method is so helpful to any farmer. Thankyou!
- We are very grateful to participate in this program, thank you so very much for providing this valuable service to our farmers and our community!
- A very rewarding experience, thanks!
- I very much want to participate in the F2FP initiative again next year.
- It is a wonderful program and we hope it and others like it continue to grow. It provides another avenue for small farms like us to make successful sales, and we are especially happy for that produce to be given to community members who need it the most.
- It was a great experience, and a good program. Looking forward to participating again.
- I would like the F2FP lead agency to contact us as soon as possible to tell us what they want so that we know what to plant. More notice would really help us out.
- Cool program!
List of Participating Farms by County

**Chelan**
Hope Mountain Farm
Tierra Garden Organics
Snowgrass Farm
Oh Yeah! Farms

**Clallam**
Chi’s Farm
The Farm
Reaume Farm
Purple House Farm
Joy Farm
Wild Edge Farm

**Clark**
Roots to Road, Partners in Careers
Volehalla Farm
Sprout and Blossom Farm

**Jefferson**
Dharma Ridge Farm
Serendipity Farm
Midori Farm
Spring Rain Farm
Red Dog Farm

**King**
Cascadia Greens
Oxbow Farm & Conservation Center
Local Roots Farm
One Leaf Farm
Faith Beyond Farm
Windy Acre Farm
Clean Greens
Present Tense Farm

**Okanogan**
Delap Orchards
The King’s Garden
Smallwood Farms
Filaree Garlic Farm
Harvesting Autumn

**Skagit**
Blanchard Mountain Farm
Treehouse Produce
Southern Exposure Family Farm
Northwest Green Farm
Highwater Farm
Waxwing Farm

**Snohomish**
Chubby Bunny Farm
One Leaf Farm
Garden Treasures

**Spokane**
Red Beards Garden
Dog Wild Farm

**Stevens**
Agape Acres
Lloyd Farms
Drumming Grouse Farm
Sunshine Springs Farm
Garlic Mountain
Kowlitz Family Farms
Colville Corn Maze
The Ranch Market
Front Porch Farm
Winniford Family Farm
Bonnie McDonald
Meadowlark Farm
Eagle Mountain Farm
Sweet Meadows Ranch
List of Participating Farms by County (continued)

**Thurston**
- Kirso Farm

**Walla Walla**
- Frog Hollow Farm
- Welcome Table Farm
- R & R Produce
- Hidden Gardens Farm
- Hayshaker Farm

**Whitman**
- Backyard Harvest
- WSU Organic Farm
- Runner Bean Ranch
- Johnson Cooperative

**Yakima**
- Imperial’s Garden

Food Pantry Client Feedback | Farmer Appreciation Cards

*Using hand-written cards to build meaningful connections between clients and farmers.*

As is outlined in the “Takeaways and Perspectives from Farmers” section on pages 48-49, a primary reason for a farmer’s involvement in the program, both for contracted and donated produce, is that they want to know their produce is being enjoyed. In 2018, the initiative expanded the grower appreciation card model that was developed by one of the F2FP lead agencies the previous season.

These grower appreciation cards were given to lead agencies to distribute to the food pantries who received produce from the initiative. Food pantries were instructed to ask clients if they would like to thank their farmer, and that the produce they were providing was truly appreciated. The cards also gave clients the opportunity to express their produce preferences. Comments from each card were captured by the lead agencies to help inform their future produce purchases and to document the touching comments. The cards were then sent on to an appropriate farmer or grower, depending on details of the food pantry client comment.
Food Pantry Client Feedback | Farmer Appreciation Cards

Using hand-written cards to build meaningful connections between clients and farmers.

Below is a sample of comments received:

• Thank you so much for the vegetables! Yum! I cannot afford them, but I love them so much!
• I really appreciated the fresh food!
• Thanks for the great produce. It’s so good to have for my grandchildren.
• Oh!!! What a wonderful surprise — nothing will go to waste!
• Thanks to all that give these wonderful vegetables to us every week. We are so blessed and so thankful to get them.
• Thank you so much for your kindness to give us your wonderful vegetables. You’re doing a wonderful thing for us and I can’t thank you enough!
• Thank you so much — it is great to get FRESH produce. We love everything!
• I truly appreciate you donating not only your produce but all the time and energy put into growing such wonderful fresh produce.
• I am thankful for this beautiful produce since I cannot garden myself.
• Thank you so much! I really appreciate the fresh produce for my kids!
• Thank you so much, it really helps out on the food budget. What would we do without the farmer?
• Single mom struggling every day to provide proper nutrition for my son. Your generosity means more than you can ever know — to my family and countless others!
• Thank you so very much for the abundance you share! You are so appreciated!
• Your donations of produce to the Food Bank are very much appreciated. I’m very grateful for your giving heart.
• I want to thank each one of you farmers for the wonderful fruit & veggies. It is greatly appreciated & well needed.
• I was a produce man for many years. It’s nice to see some of the local products. I know how much work goes into raising them. Thank you very much.
• Thank you so much for the produce you have donated. We will enjoy it very much.
• You guys rock - My family flourishes from your generosity.
• Thank you for feeding our community!!
• Thank you SO VERY MUCH for providing us with amazing produce! I and my family have so much appreciation and gratitude for your generosity! Much respect and thanks to you all!
• What a wonderful surprise with all the fresh produce.
• It’s so wonderful that you provide food for those of us that can’t buy it. May God bless you. Love & light,
• Thank you for all your hard, dedicated work. And your generosity.
• Your generosity is greatly appreciated. Thank you so very much.
• Thank you so much for the fresh food. My kids really enjoy them.
• Thank you for all the hard work so families can have nutritious food to eat.
• You are doing a great service. You are appreciated, and I thank you!
• Thank you so much. It’s a great service. We enjoy it. Thanx.
• Thank you for always providing the freshest fruits and veggies. It is always appreciated to have access to fresh produce.
• Thanks. (Grace, age 3)
• Thank you so much for your contributions of yummy delicious veggies and fruit. It is amazing what you do for the community and you guys are loved and appreciated. (heart)
• Thanks for keeping us healthy/no matter our income!
• Thank you from my wife and me. It helps subsidize our meals, much appreciated!!!
• Thank you so so much! Produce is my favorite part of food bank!! Thanx again.
• Thank you for all the care you’ve given. You’ve made our lives healthier.
• Thank you for providing local fruits & veggies - we really appreciate them!
• Many thanks to you all. You allow a man without means to eat like the wealthy. It is greatly appreciated.
Conclusion

Overall, the 2018 F2FP initiative was successful in developing market-based farm to food pantry models. This initiative enabled participating food pantries to diversify the fresh produce available that is typically not available through established donation streams based on client demographics and feedback.

The initiative also expanded support for farmers, which served to strengthen the local food system through symbiotic relationships between food pantries and growers. Farmers were able to support food insecure families and individuals in a way that didn’t create a negative financial impact on the growers’ overall operation. The resulting relationship structure allowed participating growers to donate additional produce without impacting their existing business model.

The F2FP initiative helped to form and strengthen relationships between the food pantries and the growers, highlighted by the following examples:
• An increased amount of local produce was delivered into the emergency food system;
• Local growers were supported by creating new distribution and purchasing relationships through additional funding sources;
• Food rescue through gleaning opportunities;
• Mechanisms to encourage future donations of fresh produce were established. Of particular importance was better access to nutrient-dense produce items that are not typically available through other hunger relief distribution channels, and;
• Even a small amount of cash in hand at the beginning of the growing season can help new growers to improve and expand their operation. This provides critical security for those who may be interested in farming at a smaller scale.

There is considerable room for expansion with this program; to more counties, more farms, and increased funding sources. The statewide approach provides a way to engage a number of community foundations across the state which are becoming interested in local food system activities and development. Farm to Food Pantry enables community foundations to direct resources specifically to their own community or service area, while helping to expand interest and impact for the broader Washington State food system.