

From: [Criss, Jeremy](#)
To: [Anna Sierra -MEMA-](#)
Cc: [Jenna Umbriac](#); mocofoodcouncil@gmail.com; lhbabcock09@gmail.com; cwaterman@foe.org; dena@futureharvestcasa.org; [Steve McHenry](mailto:Steve.McHenry); slansing@umd.edu; vanessa.calaban@maryland.gov; [Scheffel, Mike](#)
Subject: FSRC Production and Environment Subcommittee discussion on Feed the Need / Expanded Farm to Food Bank Program
Date: Friday, September 10, 2021 3:16:00 PM
Attachments: [Farm to Food Bank MWCOCG Presentation.pdf](#)

Hello Anna,

I am having trouble with the google document to provide written details on the Expanded Farm to Food Bank Program-F2FB.

Outlined below you will see a summary of the 2020 and 2021 program that Jenna Umbriac from the Manna Food Center provided.

Jenna Umbriac and Heather Bruskin are both copied on this message because they are primary drivers of this F2FB program with support from the Office of Agriculture.

Also, I believe Jeremy requested a breakdown over time of food purchased, dollars spent, etc. I think that Jan – June we spent more on meat and eggs than in the previous months and that brought the per pound price up (and the total pounds acquired down).

	<i>Phase I (before grants)</i>	<i>Phase III (after grants)</i>		
	July 1 -Dec 30 2020	Jan 1 2021-June 30 2021	FY21 Totals	FY22 (July and Aug)
Pounds purchased	47,719	13,343	61,062	40,786
Avg price per pound	1.32	3.08	1.70	2.33
Participating farms	11	23	22	33
Food Asst Providers	28	33	34	28
Dollars Spent	\$63,173	\$41,118	\$104,291	\$95,403.02

I have also provided a presentation on the Expanded Farm to Food Bank Program that was presented last fall.

Please let us know if you have any questions.

Thanks J

Please take a moment to answer this quick satisfaction survey about our interaction today:

<https://forms.gle/yXhnxpQLtHgFPtBX6>

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From: moco-farm-to-food-bank@googlegroups.com on behalf of [Jenna Umbric](#)
To: moco-food-farmers@googlegroups.com; moco-farm-to-food-bank@googlegroups.com
Subject: Important Update to Farm to Food Bank Pricing Sheet
Date: Monday, September 13, 2021 12:05:37 PM
Attachments: [image002.png](#)

[EXTERNAL EMAIL]

Hello!

First, I want to celebrate a recent opportunity to share an update on Farm to Food Bank with the Greater Washington Community Foundation donors who invested in this program and who, hopefully, will make additional investments in the future. You can read a short segment of the remarks I shared with them at the bottom of the email, if you're interested. I remain so grateful for all of your contributions. I'm sorry I couldn't mention EVERY one of your farms by name. I also wish I had taken the opportunity to properly uplift Heather Bruskin of the Food Council for her tireless work in advocating for the funding we've enjoyed thus far. Thanks, Heather!

Now, I have an important update to the [product and pricing sheet](#) we use to guide Farm to Food Bank offers. Because of our desire to keep our budget steady all the way through June 2022, we have created a revised interim pricing list that will take effect for all offers submitted starting ASAP. You can find it [here](#).

One change you already know about. We let you know last month that we will **be prioritizing foods that are an affordable significant meal component, vegetables, meats, eggs and NOT purchasing herbs, garlic/garlic scapes OR purchasing highest cost items like dried beans and rice**. The current list still has 66 items that we will consider. If you don't see an item that you have for offer that you believe fits this description, please ask me about it.

The next change that you'll see on the list is that some of the foods have decreased in price. We arrived at these prices by looking at average wholesale prices and average retail prices (from a grocery stores, at this point, not farmers market) and coming up with a mid-point between average wholesale and average retail. If you have feedback on a particular price, I'd like to hear it. At this time, we are not setting separate prices for organic, certified naturally grown, or other production method.

One important point that we would especially appreciate input on is how to price out greens and other items that are often priced by the bunch, the head, or other individual unit. Since a bunch isn't a standard measure, we'd like to have a per pound or per oz price for these items. You'll see a separate column on the price sheet for this. You can leave a comment on the pricing sheet itself or send me an email suggesting a price or how you would go about determining one.

We will be gathering feedback over the next couple of months and will be hosting a farmer forum in November to discuss the best approach for Farm to Food Bank pricing policy for Jan 2022 and beyond with all of you.

In the meantime, take a look at the [pricing list](#) and we look forward to your offers!

With gratitude,
Jenna



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Food for Montgomery Event 9/9 – Farm to Food Bank Remarks excerpt

In comparison to the last few fiscal where we averaged just over 18,000 pounds of local produce, in FY21 32 food assistance organizations received more than 60,000 pounds of food, a 238% increase. Pounds don't convey the full picture of the contributions of our local farms. These pounds include 332 dozen eggs to the Judy Center at Summit Hall Elementary School, 945 lbs of beef and pork to Shepherd's Table and So What Else, and 250 pounds of locally grown oats and bunches and bunches of nutritious leafy greens!

What's even more exciting than the overall weight of food shared is the massive increase in farmer engagement! Before COVID Manna was working with 4 farmers, by the end of the first phase of Farm to Food Bank we were working with 11, by the end of the fiscal year 21 and currently we have 32.

By providing additional capacity to local farmers AND making the benefits of their locally grown products available to all Montgomery County residents, these investments will lead to a post-pandemic food system that is more resilient to future disasters, better for farmers, better for consumers, better for the environment and ensure food security for all in Montgomery County for years to come.

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To view this discussion on the web visit <https://groups.google.com/d/msgid/moco-farm-to-food-bank/DM8PR11MB558921886BC25E615BA3FAA8AFD99%40DM8PR11MB5589.namprd11.prod.outlook.com>. For more options, visit <https://groups.google.com/d/optout>.

Montgomery County Farm to Food Bank Program



A program of the Montgomery County Food Security Task Force, Montgomery County Food Council, Manna Food Center, and the Montgomery County Office of Agriculture

Background

- Food Security Task Force established in April 2020 as a response to the increased demand on food assistance providers during the COVID-19 pandemic

- Mission:
 - Increase the volume of food in the food assistance system;
 - Improve access to food by building the capacity of the food assistance network to store and strategically, safely, and efficiently distribute food to residents through home delivery and community pickup sites; and
 - To communicate information to residents on available resources and ensure residents are connected with available resources.

COVID-19 Pandemic Food Security Response Strategy



Infuse Food Assistance Providers with more Shelf-Stable Pantry Items



Expand Farm to Food Bank Program



Establish web-based intake and delivery platform



Enhance distribution of prepared meals



Other Programmatic Expansion

Need for Fresh Produce

- ❑ ~100,000 Montgomery County residents experiencing food insecurity amidst COVID-19 (up from 60k pre-COVID)
- ❑ Manna has seen a 40% increase in the need for food assistance since March
- ❑ As of mid-June, 86% of food assistance providers reported a need for fresh produce, despite access to CFAP boxes
- ❑ Culturally appropriate food assistance



Leveraging the Local Food Supply

- ❑ Local farms and food businesses' sales impacted by the crisis
 - ❑ Food producing farms anticipate having excess product during the 2020 growing season
- ❑ Ongoing efforts to facilitate a co-op model amongst Montgomery County farms for aggregation/distribution
- ❑ Simultaneously addressing food insecurity, reducing food waste, and supporting the local food economy



Farm to Food Bank Program Goals

- ❑ 1- Provide fresh, sufficient, nutritious, and **diverse** produce to food assistance recipients in Montgomery County.
- ❑ 2 – Support Montgomery County farmers, create new market opportunities for farm products, and develop new purchasing partnerships with local farms/farmers to ensure a sustained and resilient food supply for 2020-2021 and beyond.
- ❑ 3- Reduce food waste by procuring products based on shelf-life, broadening distribution of local farm products to additional County providers, and establishing a secondary sales market for these local products.

Farm to Food Bank Program: Phase I

- ❑ Expansion of existing “Farm to Food Bank” efforts
 - ❑ <https://www.mannafood.org/programs/farm-to-food-bank/>
- ❑ MOUs established with six local farms to cover costs of production and offer a reliable, profitable sales partnership
- ❑ Additional funding to support ad-hoc, unscheduled purchases of excesses/overages of products from County farms at a set price-per-pound per item type, using [data collected from 10+ County farms in the Spring of 2020.](#)

Farm to Food Bank Program: Phase II

- ❑ Montgomery County table crop farms invited to apply for grant funding, to be awarded in exchange for a commitment to provide product to the program in 2021
- ❑ Funding through the grant program may cover the cost of:
 - ❑ Infrastructure and/or equipment to allow for the increased (volume and/or season extension) production of crops to contribute to the program
 - ❑ Contract growing of specific crops without the need for additional infrastructure
 - ❑ Preference for culturally appropriate crops, sustainable farming practices, supporting diversity and equity in the local agricultural community.
- ❑ Maximum award of \$20,000

Funding

- Phase I of the program has been supported by County government funding appropriated to the food security response strategy
- Phase II of the program is funded through a public-private partnership of the Montgomery County government, Manna Food Center, and the Greater Washington Community Foundation

Farm to Food Bank Program Progress as of October 2020

- ❑ Deliveries began during the week of 7/27
 - ❑ Partners include Lewis Orchards, Butler's Orchard, Sandy Spring Gardens, the Farm at Our House, Dodo Farms, Metro Microgreens, One Acre Farm, and Eat the Rainbow Farm
 - ❑ Deliveries so far include 50,000+ total lbs of: cucumbers, summer squash, corn, tomatoes, basil, jalepeno peppers, potatoes, lettuce, microgreens
- ❑ Manna Food Center receiving large quantities of produce
 - ❑ Community Food Rescue utilizing ChowMatch to distribute small quantities to food assistance partners
- ❑ \$236,805 in grants awarded to 22 applicants in mid-October, several projects already underway





Questions?
