

Earning Professional Development

Through Farm to School Training

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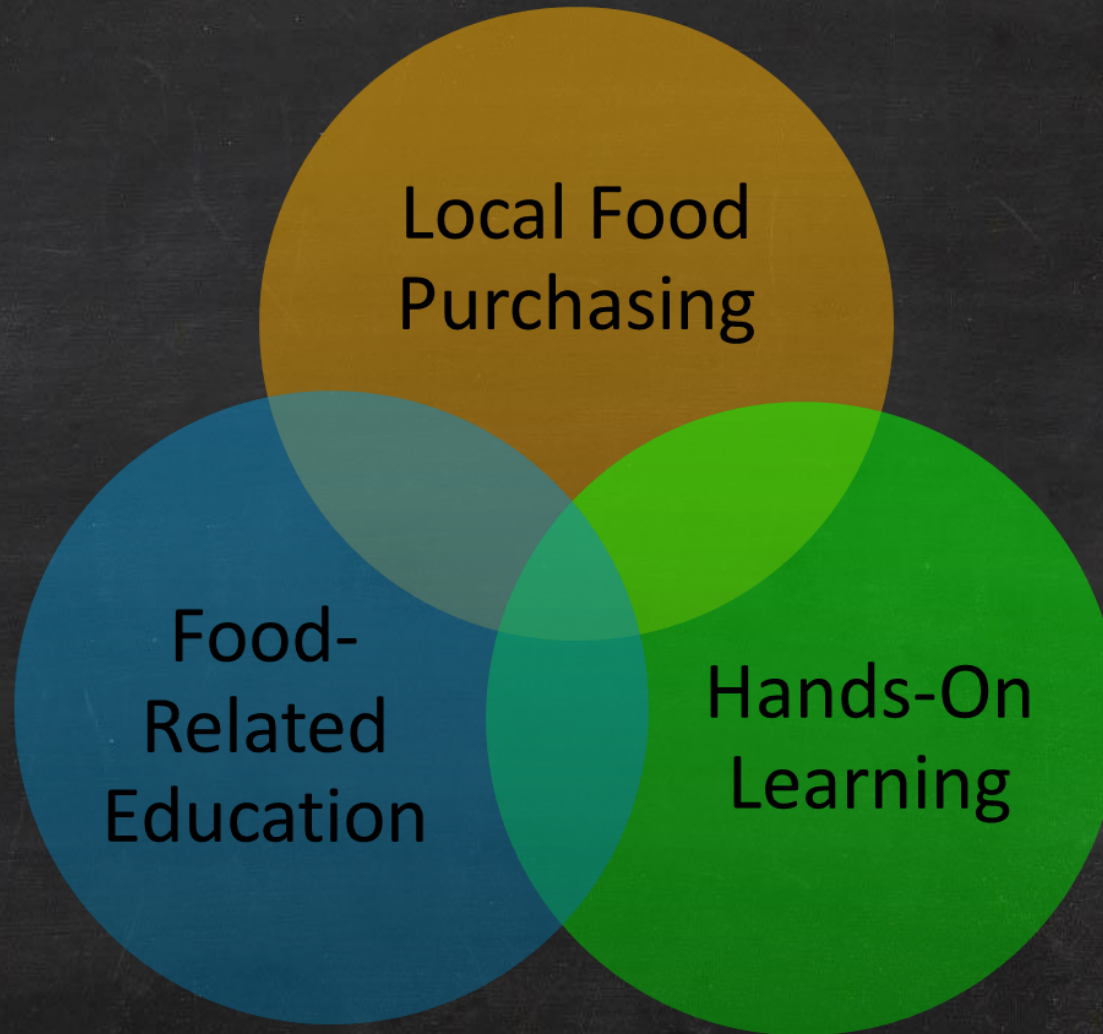


Today's Objectives & Desired Outcomes

- Describe Farm to School trainings that incorporate various Professional Standards Codes
- Develop Farm to School trainings that apply to various Professional Standards Codes
- Incorporate Farm to School principles throughout ALL trainings



What is Farm to School?



Spring Administrative Meeting

Session Title: Farm to School: Connecting to FSNE

Audience: School Nutrition Program Directors & Managers

Session Objectives:

- » Participants will be able to identify nutrition education resources & partners that support local food procurement efforts
- Agriculture and nutrition education, particularly during Maryland Homegrown School Lunch Week and Farm to School Month, will align with & support School Meals menus

Spring Administrative Meeting

Professional Standards Code:

- » 1200: Employee will be able to utilize resources to prepare and integrate age/grade appropriate nutrition education curriculum with school nutrition program
- 1220: Integrate nutrition education curriculum with school nutrition program, utilizing the cafeteria as a learning environment

Spring Administrative Meeting

- Session Outline:
 - » Farm to School Census Data Review
 - » Who Is FSNE
 - » School Garden & Nutrition Connections
 - » FSNE's Gardening for Nutrition Curriculum & Teacher Trainings
 - » From the Classroom to the Cafeteria: Potential for Partnerships
 - » Resources

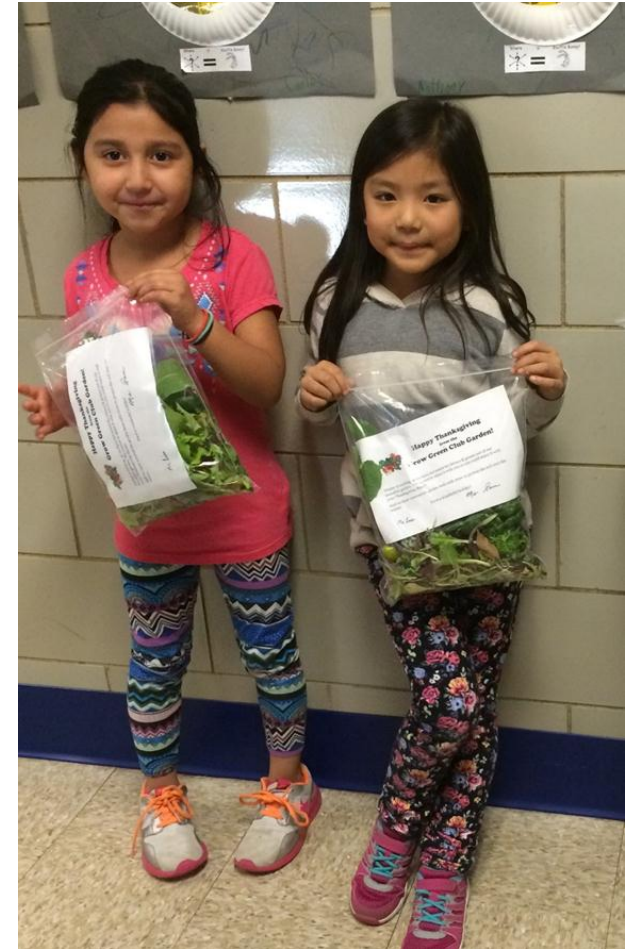
Who is FSNE?

- Food Supplement Nutrition Education program, MD SNAP-Ed
- Funded by USDA's FNS program
- Implemented by University of Maryland Extension under the FCS Department
- Provide nutrition education both directly and indirectly to low-income audiences



School Gardening and Nutrition

- Schools with 50% or greater FARM
- In-school, out of school, and pre-school and childcare settings
- Gardening is used to compliment nutrition education



YGFN Training

- 30-hour course for 2 CPD credits for teachers
- Offered to collaborating schools
- Master Gardeners may also attend for CEU's
- Train on curricula, school gardening, food safety, food prep, farm to school, healthy role modelling
- MSDE and FNS Directors invited as guest speakers





Potential for Partnership

- Wash and prepare food from garden (Baltimore County example)
- YGFN training courses
- Partner during HGSLW and Farm to School Month (October)
- Use of kitchen for food prep
- Support nutrition education
- Smarter Lunchrooms



Feedback & Results

- Strengthened relationships between FSNE & FNS
- FSNE Workshop
- Quantitative Data Collection:
 - » Winter 2017
 - » Number of districts/schools utilized FSNE educators and/or resources
 - » Number of meals that aligned with nutrition education
 - » Number of FSNE – led gardens connected to the cafeteria

Association of School Business Officials

Title: The Local Language: Increasing Local Food Procurement through Competitive Proposals

Audience: School Nutrition Program Directors & Managers; Procurement Specialists

Format: Lecture with Interactive Discussion & Activities Length: 90 minutes

Session Description:

“The Local Language” focuses on how schools may increase local food purchasing through competitive proposals. This session builds on the 2015 Fall Conference session by concentrating on how to target local product in a solicitation’s introduction, product specifications, technical requirements, and evaluation criteria.



Association of School Business Officials

Professional Standards Code:

- » 2400: Employee will be able to effectively and efficiently implement purchasing procedures and practices in order to appropriately and best utilize supplies and USDA Foods to meet menu requirements and comply with Federal, State, and Local regulations

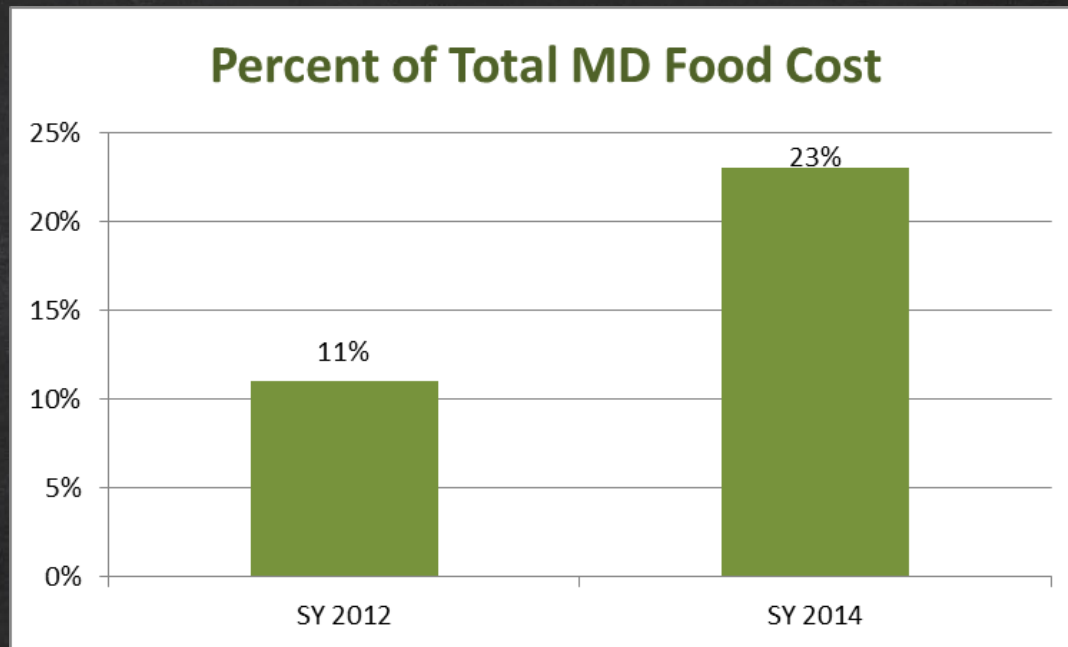
The Local Language - Outline

- Maryland's Growing Success – Census Data Review
- Procurement Basics
 - » Principles & Regulations
 - » 4 Key Concepts
 - » Procurement Methods
 - Informal vs Formal

The Local Language - Outline

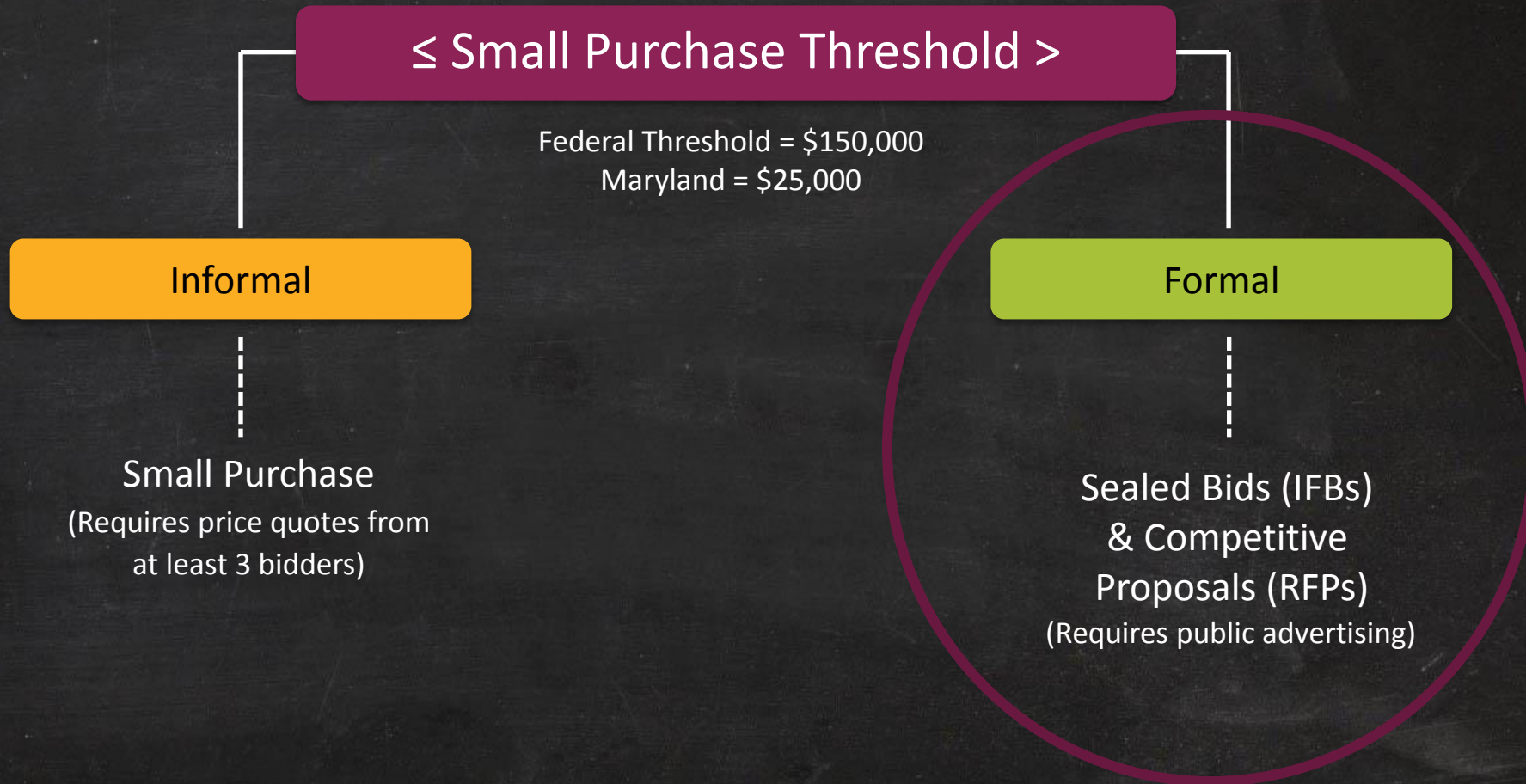
- Incorporating Local in Formal Procurement
 - » Introduction/Scope
 - » General Descriptions of Goods and Services (AKA Specifications)
 - Specification Activity
 - » Technical Requirements
 - » Evaluation Criteria
- Q&A

Maryland's Growing Success



- 44 LEAs in MD
 - 95% Census Response Rate
- MD ranks 9th in the Nation in the percent of food budget spent locally
- 93% increase in the amount MD spent on local foods between 2012 & 2014
 - Largest increase in the Mid-Atlantic Region

Procurement Methods





Targeting Local in IFBs & RFPs

- Contract Type
- Introduction/Scope
 - » Ex. Our district strives to serve local products as much as possible and our goal is to serve 20% local products.
- General Descriptions of Goods and Services (AKA Specifications)
 - » Ex. Product specifications
- Timelines and Procedures
- Technical Requirements
 - » Ex. Determine responsive and responsible vendors
- Evaluation Criteria



Local Produce Program Description

“Anne Arundel County Public Schools aims to promote healthy lifestyles and educate students about the importance of nutrition in the classroom and the cafeteria, placing an emphasis on multiple offerings of fresh fruits and vegetables on a daily basis, **and offering local foods when available**, and as often as price and quality are acceptable. **Locally grown produce is defined as produce that is grown within a one hundred – fifty (150) mile radius of Anne Arundel County.** For the purposes of this Bid, “farm” is defined as the location where the produce is grown, not the address of a packinghouse or aggregation point. Items purchased by AACPS shall be determined by availability and school menus.”

Feedback & Results

“The session was informative.”

“This was a very informative session concerning local bids for farm fresh produce.”

“The Local Food Purchasing - Working on a contract as we speak, and beneficial.”

“LOCAL LANGUAGE, good review and update on information”

“Well done and thorough. Great examples provided.”



Data Driven Results



- MD ranks 9th in the Nation in the percent of food budget spent locally
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Developing Procurement Trainings



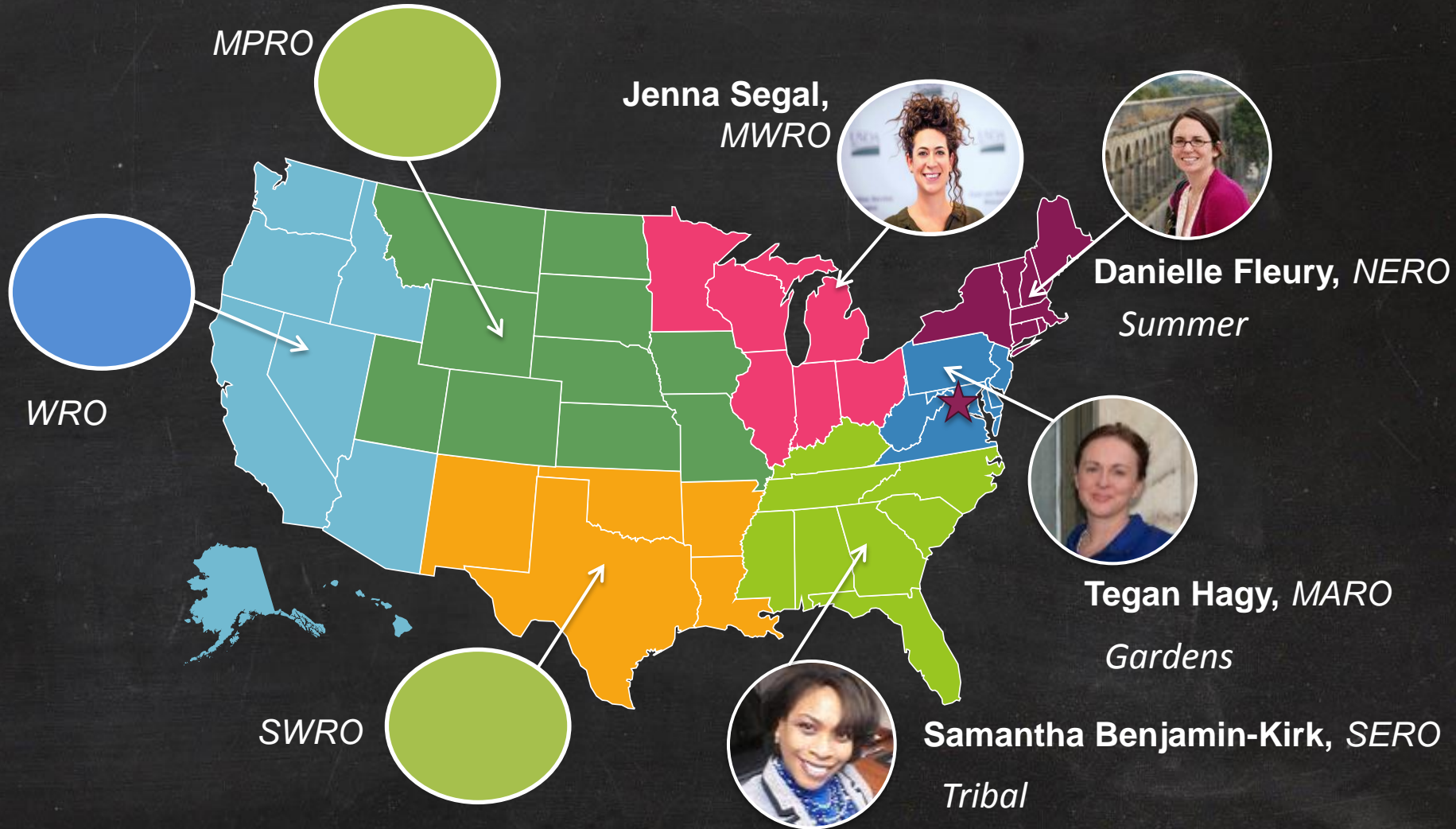
United States
Department of
Agriculture

Procuring Local Foods
for Child Nutrition Programs



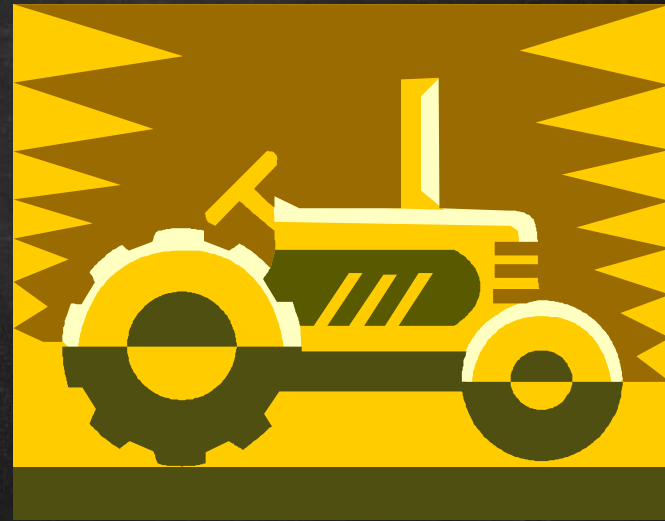
THE
FARM *to* **SCHOOL**
PROGRAM

Regional Leads



Other Farm to School Training Possibilities

- Menu Planning (1100 & 1130)
- Food Production (2100 & 2130)
- Receiving & Storage (2500)
- Food Safety & HACCP Training (2600)
- Communications & Marketing (4100)



Questions?

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