Using this Directory

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

Who is it for?

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

How can I use it?

- **Review seasonal harvest windows** to identify what you can integrate into your purchasing and menu planning. Remember that some crops (e.g., onions, potatoes, beets, carrots) can be **purchased and stored to extend their availability** from local growers. Light preparation and freezing can also extend the season.

- **Contact** a potential buyer or producer to **set up an introductory meeting**. Use the information in each listing to guide your conversation. Address relevant issues of production practices, post-harvest handling, packaging, ordering and delivery logistics, marketing, pricing and product availability, and invoicing. *Establishing clear communication and shared understanding of purchase expectations will help ensure you start a productive relationship with a new buyer or supplier.*

- Easily **follow-up** on sales/purchases through the contact information listed.

- **Plan** pre-season arrangements with local food partners you enjoy working with.

How can I be in the directory?

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

This directory is available online at [https://www.douglascountyks.org/fpc/reports-and-resources](https://www.douglascountyks.org/fpc/reports-and-resources)

Cover photography from Rick Martin and TK Peterson.
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**A note on directory content:**

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

Amy's Meats at The Homestead
Amy Saunders
17967 23rd Street
Lawrence, KS 66044
www.AmysMeats.com and
https://www.facebook.com/AmysMeats/

Phone: 785-691-6251
Email: amy@amysmeats.com

Best Method of Communication: Phone (text)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Greens
- Meat
- Poultry
- Eggs
- Grains

Value-Added

Main Products:
- Pork, Lamb

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

Product Liability: Yes, $500,000
Organic Status: No

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

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

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

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

Minimum Purchase: No

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

Delivery Days: No
Delivery Fee: No

Additional Comments: We are a small family homestead, naturally caring for and raising our livestock. We've got Jersey milk cow's, sheep, pigs and pasture raised chickens, a large garden and are trying to produce everything we eat all the while trying to share it with you! My focus is on education to the consumer, how we raise our bounty as well as how to best preserve it for future uses.
Beisecker Farms  
Thomas Beisecker  
351 East 1950 Road  
Baldwin City, KS 66006

Phone: 785 594 3349 785 766 0149  
Email: beiseckerfarms@embarqmail.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:  
Fruit

Main Products:  
Apples

Preferred Markets:  
Restaurant  
Grocery store  
School

Product Liability: Yes, $2 million
Organic Status: No

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

Product and Price Sheet: No, my farm has not developed a document like this.
UPC Able? No
Unique local labeling? Yes
Standard Vehicle Dock Height: No

Minimum Purchase: No
Preferred period for advanced ordering: About two to three days in advance
Delivery Days: 
Delivery Fee: No

Additional Comments:
Buller Family Farm / Common Harvest
Tom Buller
1577 N. 1550 Rd.
Lawrence, KS 66046

Phone: 785-218-6233
Email: bullerfamilyfarm@gmail.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration?

<table>
<thead>
<tr>
<th>Product Liability: Yes, $1 million</th>
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<tr>
<td>Organic Status: Yes</td>
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<tr>
<td>On-Farm Procedures and Practices: Yes</td>
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<td>Production Techniques:</td>
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<td>Product and Price Sheet: No, my farm has not developed a document like this.</td>
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<td>UPC Able? No</td>
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<td>Unique local labeling?</td>
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<td>Standard Vehicle Dock Height: No</td>
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Minimum Purchase: Yes
Minimum order for delivery within Lawrence, KS is $50

Preferred period for advanced ordering:

Delivery Days: Delivery Fee: No

Additional Comments:
Chestnut Charlie's
Charles novogradac
box 1166
Lawrence, KS 66044
www.chestnutcharlie.com

Phone: 785-841-8505 785-841-8505
Email: chestnutcharlie@gmail.com

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

<table>
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<th>Product Liability: Yes, $2 million</th>
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<td>Organic Status: Yes, all</td>
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On-Farm Procedures and Practices:
- On-Farm Food Safety Plan
- Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates)
- On-farm cold storage
- On-farm washing

Production Techniques:

<table>
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<tr>
<th>Product and Price Sheet: Other (please describe in box below) Only one product with pricing based upon size</th>
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<tr>
<td>UPC Able? No</td>
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<td>Unique local labeling? Yes</td>
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<td>Standard Vehicle Dock Height: No</td>
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Minimum Purchase: No

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

Delivery Days: Delivery Fee: No

Additional Comments: Chestnut Charlie's provides fresh, hand picked chestnuts Oct-Dec, as long as supply lasts. We take great care in handling and storing our chestnuts to ensure the highest quality. As many consumers are not familiar with chestnuts, we are happy to provide packaging with peeling and storage instructions as well as recipes and nutritional information.
Clearfield Farmhaus
Craig and Nedra Mitchell
2222 N. 600th Road
Eudora, KS 66025
Web-site: www.clearfieldfarmhaus.com; Facebook: clearfieldfarmhaus
Phone: 816-682-9330 913-568-2117
Email: clearfieldfarmhaus@gmail.com

Best Method of Communication: Phone (text)

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Interested in Marketing Support/Collaboration? Yes

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

Organic Status: No

Production Techniques:

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

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

Delivery Days: Thursdays & as needed

Delivery Fee: No

Local Products Available:
Vegetables
Fresh baked goods

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

Preferred Markets:
Restaurant
Grocery store
School
Worksite CSA

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

On-Farm Procedures and Practices:

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

Organic Status: No

Production Techniques:

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

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

Delivery Days: Thursdays & as needed

Delivery Fee: No

Additional Comments: Clearfield Farmhaus is a small farm, located 6 miles south of Eudora, Kansas. Craig and Nedra Mitchell, owners, renovated the farmhouse, originally built in 1895. They are in the early stages of upgrading and utilizing the unique barn and farmhouse for agri-tourism venues/markets. They have a special interest in the historical significance of early German settlers in the Clearfield area and are collaborating with local historical societies to gain more information and opportunities to incorporate this as part of their educational mission. Clearfield Farmhaus grows fresh, all natural fruits and vegetables, utilizing many natural agricultural practices and sells through local farmers’ markets, on-site, individual and business pre-orders and local grocery stores and restaurants. They have applied to the US Dept. of Agriculture NRCS Conservation Program for assistance with funding a high tunnel structure to assist with extending their growing season. They also create a variety of fresh baked goods including scones, cookies, breads, cinnamon rolls and muffins. Their recipes are simple, with few ingredients and lean toward healthier options - whole grains, lower amounts of processed sugars and no preservatives. They are in the process of applying for a food processing license for their on-site Farmhaus kitchen.
Country Road Farms
Jamie Knabe
991 E. 2400 Road
Eudora, KS 66025
facebook  Country Road Farms, Eudora KS

Phone: 785.615.1290 785.424.0778
Email: countryroadfarms@yahoo.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Meat
- Fruit
- Poultry
- Eggs
- Grains

Main Products:
- eggs, ground beef, ground sausage

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

Product Liability: Yes, $1 million
Organic Status: No

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

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

Minimum Purchase: No
Preferred period for advanced ordering: About two to three days in advance
Delivery Days: Monday
Delivery Fee: Yes

Additional Comments: All of our products are raised/grown all naturally.
Crum's Heirlooms, LLC
Jim and Deb Crum
16211 Stillwell Road
Bonner Springs, KS 66012
crumsheirloomskc.com

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

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
Vegetables
Greens
Value-Added

Main Products:
Lettuce, Heirloom Tomatoes, Brussels Sprouts, Onions, Smoked dried peppers

Preferred Markets:
Restaurant

Product Liability: Yes, $3 million
Organic Status: No

On-Farm Procedures and Practices: On-Farm Food Safety Plan On-farm cold storage On-farm washing Season extension
Production Techniques: Organic practices, but not certified Cover cropping Heirloom seedstock

Product and Price Sheet: No, my farm has not developed a document like this.
UPC Able? No
Unique local labeling? No
Standard Vehicle Dock Height: No

Minimum Purchase: No
Preferred period for advanced ordering: About two to three days in advance
Delivery Days: Wednesday/Thursday
Delivery Fee: No

Additional Comments: We are experienced growers that have serviced small independently owned restaurants in the KC area for over 10 years. We contact restaurant chefs weekly by email or phone with the seasonal produce that is available.
David's Herbs
David Warriner
3328 Linn Rd
Perry, KS 66073

Phone: 785-597-5867
Email: chiefdist2@yahoo.com

Best Method of Communication:

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Interested in Marketing Support/Collaboration?

Local Products Available:
Vegetables
Greens
Meat
Poultry
Eggs

Preferred Markets:

Product Liability: Yes, $100,000
Organic Status: No

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

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

Minimum Purchase:
Preferred period for advanced ordering:

Delivery Days: Delivery Fee:

Additional Comments:
FishGardens Greenhouse
Pam Staab
2036 N 1000 Rd
Eudora, KS 66025

Phone: 785-691-6231 785-331-9974
Email: pams@sunflower.com

Best Method of Communication: Phone (text)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available: Greens

Main Products: Lettuces, Microgreens

Preferred Markets: Restaurant
                   Grocery store
                   Worksite CSA

Product Liability: Yes, $1 million

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

Organic Status: No

Production Techniques: Organic practices, but not certified
                    Integrated Pest Management
                    Aquaponics

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

UPC Able? No

Unique local labeling? Yes

Standard Vehicle Dock Height: No

Minimum Purchase: No

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

Delivery Days: Delivery Fee: No

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

Phone: 913-276-9155
Email: info@freshfarmhq.com

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Greens
- Meat
- Fruit
- Poultry
- Eggs

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

Preferred Markets:
- Restaurant
- Grocery store
- Institution
- Distributor
- Corporate Buying Club

Product Liability: Yes, $1 million
Organic Status: Yes, some crops/part of the land

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

Production Techniques: 

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

Preferred period for advanced ordering: One week in advance

Minimum Purchase: Yes 50

Delivery Days: Currently Wed, might change in 2017

Delivery Fee: No

Additional Comments: Fresh Farm HQ is a grower owned cooperative food hub, so we represent a number of farmers from across eastern Kansas and western Missouri. Our farmers produce a variety of different crops, and meats, using both organic and conventional production practices. We seek to serve to connect our farmers with wholesale markets. Secondary contact: Jennifer Thomas, Business Assistant: 913-276-8767.
Hildebrand Farms Dairy  
Melissa Reed  
5210 Rucker Rd.  
Junction City, KS 66441  
www.hildebrandfarmsdairy.com

Phone: 785-238-8029 785-762-MILK  
Email: info.hildebrandfarmsdairy@gmail.com

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Local Products Available: Dairy

Main Products:  
Milk, cream, butter and soft serve ice cream mix

Preferred Markets:  
Restaurant  
Grocery store  
School  
Distributor  
Worksite CSA

Product Liability: Yes, $2 million  
Organic Status: No  
Production Techniques:  
On-Farm Procedures and Practices: On-Farm Food Safety Plan

Product and Price Sheet: Yes  
UPC Able? Yes  
Unique local labeling? No  
Standard Vehicle Dock Height: Yes

Minimum Purchase: Yes 30 unit average for free delivery  
Preferred period for advanced ordering: One week in advance, however, we are flexible.  
Delivery Days: Tuesday, Wednesday, and Friday in Lawrence.  
Delivery Fee: No

Additional Comments: The Hildebrand family milks 150 cows nestled in the Flint Hills of Junction City. The family farm has grown to include an on-site processing facility that makes more than 11 varieties of fluid milk and 3 varieties of butter all packaged in their signature glass containers. They distribute their glass-bottled milk and butter throughout Kansas with the partnership of distributors and with their own delivery system.
irick farms
kevin irick
23428 loring rd.
Linwood, KS 66052

Phone: 785 248 1789 785 841 5917
Email: irickfarms@gmail.com

Best Method of Communication: Phone (text)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
Vegetables
Greens

Main Products:
tomatoes, squash, cucumber, basil

Preferred Markets:
Restaurant
Grocery store
School
Distributor
Worksite CSA

Product Liability: Yes, $1 million
Organic Status: No

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

Production Techniques:

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

UPC Able? No
Unique local labeling? Yes

Minimum Purchase: No
Preferred period for advanced ordering: Morning for afternoon delivery
Delivery Days: every day
Delivery Fee: No

Additional Comments:
**Juniper Hill Farms, LLC**  
**Scott Thellman**  
**1547 N 2000 Road**  
**Lawrence, KS 66044**  
www.facebook.com/jhfarms

**Phone:** 785-840-4892 785-766-2277  
**Email:** scott@jhf-ks.com

**Best Method of Communication:** Phone (call)

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**Interested in Marketing Support/Collaboration?** Yes

**Local Products Available:**  
- Vegetables  
- Greens  
- Grains  
- Hops

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

**Preferred Markets:**  
- Restaurant  
- Grocery store  
- School  
- Distributor  
- Worksite CSA

**Product Liability:** Yes, $2 million  
**On-Farm Procedures and Practices:** Anticipated fall 2017 On-Farm Food Safety Plan  
- Field tracking for delivery and invoicing (traceable with field # and harvest/pack dates)  
- On-farm cold storage  
- On-farm washing  
- Season extension  
- Cold chain from harvest to delivery. GAP in 2017

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

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

**UPC Able?** Yes  
**Unique local labeling?** Yes  
**Standard Vehicle Dock Height:** Yes

**Minimum Purchase:** Yes $50 in Lawrence, $100 in KC

**Preferred period for advanced ordering:** Can take orders weeks in advance. Smaller orders about two to three days in advance.

**Delivery Days:** Tuesday, Friday  
**Delivery Fee:** Yes

**Additional Comments:** JHF also brokers Amish grown produce from Missouri. We are able to ship in wholesale amounts with these products.  
First generation farm owned and operated by young farmers. We have 50 acres of vegetables in production.
Lazy R Ranch  
Pam Ferguson  
600 E. 2300 Rd.  
Eudora, KS 66025  

Phone: 913-638-3141 785-749-3190  
Email: pnrferg@sbcglobal.net  

Best Method of Communication: Phone (call)  

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Interested in Marketing Support/Collaboration?  

Local Products Available:  
Vegetables  
Meat  
Herbs  

Main Products:  
Grass-fed beef, tomatoes, peppers, potatoes, sweet potatoes, cucumbers, herbs  

Preferred Markets:  
Grocery store  
School  

Product Liability: No  
On-Farm Procedures and Practices: On-farm cold storage On-farm washing  
Production Techniques: Humanely Raised (uncertified) Grass-finished  
Heritage breed animal  

Product and Price Sheet: No, my farm has not developed a document like this.  
UPC Able? No  
Unique local labeling? Maybe  
Standard Vehicle Dock Height: No  

Minimum Purchase: No  
Preferred period for advanced ordering: About two to three days in advance  
Delivery Days:  
Delivery Fee: Yes  

Additional Comments: We believe in a natural process in raising our beef and produce, respecting Mother Nature and the cycles of the seasons.
Mellowfields Farm
Kevin Prather
420 Lyon Street
Lawrence, KS 66044
www.mellowfields.com

Phone: 785-393-9595
Email: mellowfields@gmail.com

Best Method of Communication: Email

Preferred Contact Times

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
Vegetables
Greens

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

Preferred Markets:
Restaurant
Grocery store
School
Worksite CSA

Product Liability: Yes, $1 million
Organic Status: Yes, all

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

Production Techniques:

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

Minimum Purchase: Yes 50

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

Delivery Days: Wednesday, Friday

Delivery Fee: No

Additional Comments:
Moon on the Meadow farm
Jill Elmers
1515 E. 11th St
Lawrence, KS 66046
facebook

Phone: 785-393-8372
Email: jelmers@moononthemeadow.com

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Greens

Main Products:
- salad greens, kale, spinach,
- tomatoes, sweet potatoes

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

Product Liability: Yes, $1 million
Organic Status: Yes, all

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

Production Techniques:

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

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

Minimum Purchase: Yes negotiable
Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do
Delivery Days: each year is different and based on places to deliver to
Delivery Fee: Yes

Additional Comments:
Of The Earth Farm Distillery
JD Pierce
38215 West 176th
Rayville, MO 64084
www.oftheearthfarm.com

Phone: 660-232-1096
Email: info@oftheearthfarm.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Preferred Markets:
Restaurant
Grocery store
Distributor
Worksite CSA

Local Products Available:
- Meat
- Fruit
- Value-Added

Packaged for retail fresh frozen pork, seasonal lamb, and pork snack sticks. Seasonal products from our farm distillery-Apple Brandy, Blackberry Liqueur, Pommeau-Aged Apple Liqueur and Grappa from Norton/Chambourcin pomace from Baltimore Bend. Other products, Rye Whiskey and Coffee Liqueur

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

Product Liability: Yes, $2 million
Organic Status: No

On-Farm Procedures and Practices: We use processor cold storage.
Production Techniques: Humanely Raised (uncertified) Heritage breed animal Non Genetically Engineered feed provided for the hogs as well as fresh spent fruit and grain mash.

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

Minimum Purchase: No
Preferred period for advanced ordering: Two weeks in advance
Delivery Days: Delivery Fee: No

Additional Comments: Of The Earth is located on the rolling hills of Ray County northeast of Kansas City. In season the orchard produces apples, Asian pears and peaches. Spent mash from the production of premium farm distilled spirits is fed to Berkshire hogs to produce flavorful pork and supplemented to the Katahdin sheep to make an especially happy flock. Apple brandy, from Of The Earth apples; Ray County Rye Whiskey; and Grappa created from Missouri Norton grapes were released in December 2013. Blackberry and Raspberry Liqueur from fresh, local berries were added to the offerings in August 2014 and 2015. Pommeau was also released in 2015. This is a unique blending of apple distillates and fresh apple juice aged in a recycled Apple brandy barrel. Most recently we have partnered with Dona Fina Coffee, the beans are produced by the small Guatemalan farm of Erika Noguera’s family, to produce a liqueur.
Pearly Gates Organic Soapery & Homestead
Nancy S Gordon
7000 Sycamore Avenue
Kansas City, MO 64133
Facebook Pearly Gates Organic Soapery & Homestead

Phone: 816-353-3602 816-718-1681
Email: Gardens@pearlygatessoap.com

Best Method of Communication: Email

Preferred Contact Times

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Greens
- Micro-greens

Main Products:
- Tomatoes, micro-greens

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

Product Liability: No

Organic Status: No, but we are in transition

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

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

Minimum Purchase: Yes, 10# preferred

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

Delivery Days: Yes

Delivery Fee: Yes

Additional Comments: We've been growing organically since 1981, and in 1984 were one of the twelve regional finalists in The Robert Rodale's Organic Gardening Magazine contest. We're a food producer member in the KC Food Circle, and a Sustainable Agriculture Research & Education grant winner 2008, project titled 'Incredible Crop Yields From Small Urban Spaces'
Pendleton's Country Market
John and Karen Pendleton
1446 E 1850 Rd
Lawrence, KS 66046
www.pendletons.com

Phone: 785-843-1409 785-865-3489
Email: karenp@pendletons.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

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<tr>
<th>Product Liability: Yes, $2 million</th>
<th>On-Farm Procedures and Practices: On-farm cold storage On-farm washing Season extension</th>
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<tr>
<td>Organic Status: No</td>
<td>Production Techniques: Integrated Pest Management</td>
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<td>Product and Price Sheet: No, my farm has not developed a document like this.</td>
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<td>Minimum Purchase: No</td>
<td>Delivery Days: Morning for afternoon delivery</td>
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<td>Preferred period for advanced ordering:</td>
<td>Delivery Fee: No</td>
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Additional Comments:
Peters Family Farm
Marcia Peters
1086 N 800 Rd
Baldwin City, KS 66006
https://www.facebook.com/Peters-Family-Farm-162556623794305/

Phone: 785-331-8207
Email: petersfamilyfarm@gmail.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Product Liability: Yes, $1 million
Organic Status: No

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

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

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

UPC Able? No
Unique local labeling? Yes

Minimum Purchase: No
Preferred period for advanced ordering: About two to three days in advance
Delivery Days: Delivery Fee: No

Local Products Available:
- Vegetables
- Greens
- Fruit
- Value-Added

Main Products:
- Greens, summer squash, green beans, garlic

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

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

Phone: 785-690-7071  
Email: stevenbogler@hotmail.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:  
Vegetables  
Fruit  
Eggs  
flowers

Main Products:  
tomatoes, onions and peppers

Preferred Markets:  
Restaurant

Product Liability: No  
Organic Status: No  
On-Farm Procedures and Practices:  
Production Techniques: Organic practices, but not certified  
Cage-free  
Heirloom seedstock

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

Minimum Purchase: No  
Preferred period for advanced ordering: Morning for afternoon delivery  
Delivery Days: 7 days a week  
Delivery Fee: No

Additional Comments:
**Rabbit Ear Farm**  
**Benjamin Cropp**  
2413 Oxford Rd  
Lawrence, KS 66049

Phone: 785-393-1507  
Email: ben.cropp@gmail.com

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? No

**Local Products Available:**  
- Vegetables  
- Greens  
- Fruit

**Main Products:**  
- Garlic, Mesclun mix, Spinach, Kale, Chard, Beets, Beet Greens, Turnips, Turnip Greens, Blackberries

**Preferred Markets:**  
- Restaurant  
- Grocery store  
- School  
- Distributor  
- Worksite CSA

**Product Liability:** No  
**Organic Status:** No  
**On-Farm Procedures and Practices:** On-farm washing  
**Production Techniques:** Organic practices, but not certified

**Product and Price Sheet:** No, my farm has not developed a document like this.  
**UPC Able?** No  
**Unique local labeling?** No  
**Standard Vehicle Dock Height:** Yes

**Minimum Purchase:** No  
**Preferred period for advanced ordering:** I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do

**Delivery Days:**  
**Delivery Fee:** No

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

Phone: 785-383-1449
Email: rochelle@salemfarms.co

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Vegetables
- Greens
- Fruit
- Eggs

Main Products:
- Lettuce, tomatoes, eggplant, squash, herbs

Preferred Markets:
- Restaurant
- Grocery store
- School
- Worksite CSA

Product Liability: Yes, $1 million

Organic Status: Yes, all

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

Production Techniques:

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

UPC Able? Yes

Unique local labeling? Yes

Standard Vehicle Dock Height: Yes

Minimum Purchase: Yes 3 cases

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

Delivery Days: Delivery Fee: No

Additional Comments: Salem Farms is a family owned and operated USDA organic certified fruit and vegetable farm. We grow lettuce year round, tomatoes 9 months of the year, and a large variety of seasonal produce. All of our produce is available for purchase on our online store once harvested. We also custom grow for restaurants, schools and grocers as well as offer wholesale pricing. Our farming methods are sustainable and our produce is amazing!
Skyview Farm and Creamery
Sheri Noffke
22722 E. 800 Rd.
Pleasanton, KS 66075
Www.skyviewfarm.net

Phone: 913-352-8727
Email: GodsAcre@ckt.net

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

Product Liability: Yes
Organic Status: No

On-Farm Procedures and Practices: On-farm cold storage  Kansas grade A dairy license
Production Techniques: Grass based, non gmo, raw milk aged cheese

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

Minimum Purchase: Yes 50

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

Delivery Days: Delivery Fee: Yes

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

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

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Maybe

Local Products Available:
- Vegetables
- Fruit
- Herbs

Main Products:
- Mid-season vegetables, raspberries, peaches, pears, apples

Preferred Markets:
- Restaurant
- School
- Distributor

Product Liability: Yes, $1 million
Organic Status: 
On-Farm Procedures and Practices: On-Farm Food Safety Plan
Production Techniques:
Product and Price Sheet: No, my farm has not developed a document like this.
UPC Able? No
Unique local labeling? Yes
Standard Vehicle Dock Height: No
Minimum Purchase: No
Preferred period for advanced ordering:
Delivery Days: 
Delivery Fee: Yes
Additional Comments:
Vesecky Family Farms
William Vesecky
1814 n 600rd
Baldwin City, KS 66006

Phone: 785-393-4617
Email: wfreedom02@yahoo.com

Best Method of Communication: Phone (call)

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Interested in Marketing Support/Collaboration? Yes

Local Products Available:
- Meat
- Poultry

Main Products:
- Chicken, turkey, duck, goose, lamb, goat

Preferred Markets:
- Restaurant
- Grocery store
- School
- Distributor
- Worksite CSA

Product Liability: No
Organic Status: No
On-Farm Procedures and Practices: On-farm cold storage
Production Techniques: Humanely Raised (uncertified) Cage-free

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

Minimum Purchase: No
Preferred period for advanced ordering: About two to three days in advance
Delivery Days: Delivery Fee: No

Additional Comments: Three generations raising pasture raised poultry in local baldwin city.
WVFarm, LLC
Sonja and Tom Wood
774 Stafford Road
Pomona, KS 66076
Twitter.com/@wvfarm

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

Best Method of Communication: Email

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Interested in Marketing Support/Collaboration? Yes

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<th>Product Liability: Yes, $1 million</th>
<th>On-Farm Procedures and Practices:</th>
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<tr>
<td>Organic Status: No</td>
<td>Production Techniques: Humanely Raised (uncertified) Grass-finished</td>
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<th>Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.</th>
<th>UPC Able? No</th>
<th>Unique local labeling? Yes</th>
<th>Standard Vehicle Dock Height: Yes</th>
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Minimum Purchase: Yes One-half or whole steer

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

Delivery Days: Delivery Fee: No

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

Local Products Available: Meat

Main Products: Grass-fed Dexter cattle beef

Preferred Markets: Restaurant
Grocery store
Distributor

Product Liability: Yes, $1 million
Organic Status: No
Production Techniques: Humanely Raised (uncertified) Grass-finished
Product and Price Sheet: Yes, my farm has a document like this that we use when negotiating a sale with wholesale buyers.
UPC Able? No
Unique local labeling? Yes
Standard Vehicle Dock Height: Yes
Minimum Purchase: Yes One-half or whole steer
Preferred period for advanced ordering: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds as frequently as the buyer and I agree to do
Delivery Days: Delivery Fee: No
## Buyer Profiles

### Eudora-Desoto Technical Program

**2203 Church St.**  
**Eudora, KS 66025**  
eudoradesotoculinary.weebly.com

**Contact:** Eudora-Desoto Technical Program  
Eudora-Desoto Technical Program  
**Position:** Culinary Instruction Chef  
**Email:** jacklow@eudorascchools.org  
**Phone:** 785-840-4275

*Best way to contact:* Email

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

**Preferred Purchase Timeframe:** Throughout the school year

**Available to discuss year round?** Yes

- **Product Liability:** No
- **Desired On-Farm Procedures and Practices:** None
- **Organic Preference?** No  
  **Sustainability Preference?** Yes
- **Vendor Approval Form:** No  
  **Sales Agreement:** No
- **Minimum Purchase:** No  
  **Invoice Turnaround:** 30 days
- **Advanced Order:** About two to three days in advance  
  **Dock Height:** No

**Educational Activities of Interest with Farmers:**
- Classroom presentations or discussions
- Farm field trips

**Other district Farm to School Efforts?** I don’t know

**Additional Comments:**
Fresh Farm HQ Cooperative Association

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

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

Best way to contact: Email

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Products interested in sourcing locally:
- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

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

Farmer Commitment: Membership in our Cooperative Association.

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

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

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

Organic Preference? No
Sustainability Preference? No

Vendor Approval Form: Yes We require food safety and product commitment documents.
Sales Agreement: Yes Members sign membership agreements; non-members sign purchase agreements.

Advanced Order: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds
Minimum Purchase: Yes Any volume is accepted as long as we can aggregate smaller amounts with larger deliveries. This is a case-by-case basis.

Invoice Turnaround: 30 days
Dock Height: No
UPC Requirement? No

Interest in Collaborative Marketing? Yes

Additional Comments: Secondary contact: Jennifer Thomas, Business Assistant: 913-276-8767.
Baldwin City USD 348 School District  
PO Box 67  
Baldwin City, KS 66006

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

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

Preferred Contact Times

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Products interested in sourcing locally:
- Vegetables (common)
- Greens
- Fruit
- Poultry
- Dairy
- Eggs

Targeted crops: No answer

Interest in whole produce? Yes

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

Available to discuss year round? No

Current Local Purchasing: No  
Local through Mainline Distributor? No answer  
Staff working on local sourcing? No

Product Liability: No

Delivery Standards:
- Grading (produce must meet a certain size/look)

Desired On-Farm Procedures and Practices: None

Organic Preference? No  
Sustainability Preference? No

Vendor Approval Form: Yes  
Minimum Purchase: No

Sales Agreement: No answer  
Invoice Turnaround: 30 days  
Dock Height: No  
Single Drop-off Location? No

Advanced Order: About two to three days in advance

Marketing Collaborations of Interest with Farmers:
- Farm field trips

Specific webpage with information for farmers? Yes

Additional Comments:
**Eudora USD 491 School District**  
801 E 10th St  
PO Box 602  
Eudora, KS  66025  
http://eudora.schoolwires.net/domain/75

**Contact:** Sharla Flakus  
**Position:** Purchasing Director  
**Oversight:** Independent

**Email:** sharlaflakus@eudoraschools.org  
**Phone:** 785-542-4987  
**Best way to contact:** Email

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**Products interested in sourcing locally:**  
Vegetables (common)  
Greens  
Fruit  
Poultry

**Targeted crops:** No answer

**Interest in whole produce?** Yes

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

**Available to discuss year round?** Yes

**Current Local Purchasing:** We work regularly with several local farms  
**Local through Mainline Distributor?** Yes  
**Staff working on local sourcing?** No

**Product Liability:** No

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

**Desired On-Farm Procedures and Practices:** GAP Certification

**Organic Preference?** No  
**Sustainability Preference?** No

**Vendor Approval Form:** Yes  
We will need there 1099 so we can mail payment. This form comes from our finance director  
**Sales Agreement:** No

**Minimum Purchase:** No  
**Advanced Order:** One week in advance  
**Invoice Turnaround:** 30 days  
**Dock Height:** No  
**Single Drop-off Location?** No

**Marketing Collaborations of Interest with Farmers:**  
Presentations  
Farm field trips  
Printed materials, (e.g., cafeteria posters, special signs, etc.)  
**Specific webpage with information for farmers?** No

**Additional Comments:**
Lawrence USD 497 Food Service  
110 McDonald Drive  
Lawrence, KS 66044  
www.usd497.org  

Buyers: School Food Service  
Lawrence USD 497 Food Service  
110 McDonald Drive  
Lawrence, KS 66044  
www.usd497.org  

Contact: Lindsey Morgan  
Position: Food Service Supervisor/RD  
Oversight: Independent  

Email: LMorgan@usd497.org  
Phone: 785-832-5000  

Best way to contact: Email  

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Products interested in sourcing locally:  
- Vegetables (common)  
- Vegetables (specialty/heirloom)  
- Greens (Primarily romaine)  
- Fruit  
- Poultry  
- Dairy  
- Eggs  
- Grains  

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

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

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

Available to discuss year round? Yes  

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

Local through Mainline Distributor? Yes  

Staff working on local sourcing? Yes  

Product Liability: Yes, at least $1 million  

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

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

Organic Preference? No  

Sustainability Preference? No  

Vendor Approval Form: Yes  

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

Invoice Turnaround: 30 days  

Dock Height: No  

Single Drop-off Location? No  

Minimum Purchase: No  

Advanced Order: Prefer two week advance notice.  

Marketing Collaborations of Interest with Farmers:  
- Presentations  
- Farm field trips  
- Printed materials, (e.g., cafeteria posters, special signs, etc.)  
- Special dinners  
- Taste testings  

Specific webpage with information for farmers? Yes  

Additional Comments:
Baldwin City Market
112 N. 8th St.
Baldwin City, KS 55006
baldwincitymarket.com

Contact: Jeff Simpson
Position: Owner
Email: bcmarket@embarqmail.com
Phone: 785-594-3321

Best way to contact: Phone

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Products interested in sourcing locally:
- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

Does the store have a set definition for local foods?

Does the store already purchase local foods?

Does the store manage all of its own purchasing?

Deli Use of Local? No answer

Organic Preference? No
Sustainability Preference? No

Delivery Standards:
Packaging--delivery (items must arrive in standard units and industry containers)
Packaging--display (items must arrive in individual packaging ready for shelf display)
Clean product

Vendor Approval Form: No
Minimum Purchase: No

Sales Agreement: YesWe like to do consignment, we like easy transactions
Invoice Turnaround: On delivery or upon sale of merchandise--depends on what it is

Advanced Order:

Dock Height: No
UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments: We are a small store. Local to us is closer (in our county) than what others may label local. We may have tomatoes coming out our ears when everyone else does...how is yours different or unique? We have to be able to sell it to be able to buy it. Trial and error, please, be patient and understanding. Teamwork makes this place (BCM) work and work well.
Checkers
2300 Louisiana St.
Lawrence, KS 66046
checkersfoods.com

Contact: Wes Nellis
Position: Produce manager
Email: wesnellis@checkersfoods.com
Phone: 785-843-0023

Best way to contact: Phone

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Products interested in sourcing locally:
- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Value-added

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

Does the store already purchase local foods? Yes

Does the store manage all of its own purchasing? Yes

Deli Use of Local? Some

Organic Preference? Both

Sustainability Preference? No

Delivery Standards:
Grading (produce must meet a certain size/look)
Packaging—delivery (items must arrive in standard units and industry containers)

Vendor Approval Form: No

Sales Agreement: No

Advanced Order: Flexible, prefer 1 week.

Minimum Purchase: No

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

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments:
Gene's Heartland Foods
1402 Church St.
Eudora, KS 66025
eudora.heartlandfoodsstores.com

Contact: Jeri Athey
Position: Produce manager
Email: geneshfeudora@hotmail.com
Phone: 785-542-2727

Best way to contact: Phone

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Products interested in sourcing locally:
- Vegetables (common)
- Fruit

Does the store have a set definition for local foods?

Does the store already purchase local foods?

Does the store manage all of its own purchasing? Yes

Deli Use of Local? No answer

Organic Preference? No

Sustainability Preference? No

Delivery Standards:
Grading (produce must meet a certain size/look)

Vendor Approval Form: No

Sales Agreement: No

Advanced Order: Two to three days in advance.

Minimum Purchase: No

Invoice Turnaround: 10 days

Dock Height: No

UPC Requirement? No

Interest in Collaborative Marketing? No response

Additional Comments:
HyVee (6th St.)
4000 W. 6th St.
Lawrence, KS 66049
hy-vee.com/stores/detail.aspx?s=84

Contact: Jacob Gearhart
Position: Produce manager
Email: 1379producemgr@hy-vee.com
Phone: 785-832-9449

Best way to contact: Email

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Does the store manage all of its own purchasing? | Deli Use of Local? No

Organic Preference? Yes | Delivery Standards:
Sustainability Preference? No | Grading (produce must meet a certain size/look)
| Packaging--delivery (items must arrive in standard units and industry containers)
| Any kind of packaging the owner brings is fine.

Vendor Approval Form: Yes | Sales Agreement: Yes | Advanced Order: Two weeks in advance.
Minimum Purchase: No | Invoice Turnaround: New vendors, 45 days; Repeat vendors, 30 days.
Dock Height: No | Payment can be received faster with proper invoice and tax ID number.

UPC Requirement? No

Interest in Collaborative Marketing? No response

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

Products interested in sourcing locally:
- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Fruit

Does the store have a set definition for local foods?
Yes, it is signed and defined as local, usually with the farm’s name.

Does the store already purchase local foods?
Yes, it is signed and defined as local, usually with the farm’s name.
**HyVee (Clinton Parkway)**

3504 Clinton Parkway  
Lawrence, KS  66047  
hy-vee.com/stores/detail.aspx?s=82

**Contact:** Chris Purdun  
**Position:** Produce manager  
**Email:** 1377producemgr@hy-vee.com  
**Phone:** 785-832-0044

**Best way to contact:** Phone

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**Products interested in sourcing locally:**
- Vegetables (common)  
- Vegetables (specialty/heirloom)  
- Greens  
- Meat  
- Fruit  
- Poultry  
- Dairy  
- Eggs  
- Grains

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

**Does the store already purchase local foods?** Yes

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<tr>
<th>Does the store manage all of its own purchasing? <strong>Yes</strong></th>
<th>Deli Use of Local? <strong>Yes</strong></th>
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<th>Organic Preference? <strong>No</strong></th>
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<td>Packaging--delivery (items must arrive in standard units and industry containers)</td>
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<td>Packaging--display (items must arrive in individual packaging ready for shelf display)</td>
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<th>Sustainability Preference? <strong>No</strong></th>
<th>Sales Agreement: <strong>No</strong></th>
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<td>Invoice Turnaround: About every 15 days</td>
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<th>Vendor Approval Form: <strong>No</strong></th>
<th>Advanced Order:</th>
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<td>Minimum Purchase: <strong>No</strong></td>
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<td>Dock Height: <strong>No</strong></td>
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<tr>
<th>Interest in Collaborative Marketing? <strong>No response</strong></th>
<th>Advanced Order:</th>
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**Additional Comments:** We do not have a standardized form for vendors to complete but we need all billing information. It usually takes a day or so to get new products in our system. So local farmers need to plan, get UPC’s of products to us so once we receive a product it can be tagged and sold easily. Once items are in the system it becomes very easy to just refill stock as needed. This can be done by our store contacting the farmer for more product or the farmer checking with us on stock.
Natural Grocers
1301 W 23rd St
Lawrence, KS 66046
www.naturalgrocers.com

Contact: Eric Bledsoe
Position: Store manager
Email: manager.lw@naturalgrocers.com
Phone: 785-830-8500

Best way to contact: Email

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Products interested in sourcing locally:
- Vegetables (common)
- Vegetables (specialty/heirloom)
- Greens
- Meat
- Fruit
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

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

Does the store already purchase local foods?
We have some local foods, mostly from regional distributors.

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

Organic Preference? Yes
Sustainability Preference? Yes

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

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

Vendor Approval Form: Yes
https://www.naturalgrocers.com/products/vendors/

Sales Agreement: Advanced Order: About two to three days in advance

Minimum Purchase: No
Invoice Turnaround: 30 days

Dock Height: No
UPC Requirement? No

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

Additional Comments: Looking forward to increasing access to local food at our store!
The Merc Co+op  
901 Iowa Street  
Lawrence, KS 66044  
www.themerc.coop  

Contact: Linda Cowden-Long  
Position: Produce manager  
Email: produce@themerc.coop  
Phone: 785-843-8544  

Best way to contact: Email

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Products interested in sourcing locally:  
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- Vegetables (specialty/heirloom)  
- Greens  
- Meat  
- Fruit  
- Poultry  
- Dairy  
- Eggs  
- Grains  
- Value-added

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

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

Does the store manage all of its own purchasing? Yes

Deli Use of Local? Yes Sustainably raised is preferred. Organic certification is not required.  
Sean Hill  
Food Services Purchasing Coordinator  
785-843-8544 deliadmin@themerc.coop

Organic Preference? Yes  
Sustainability Preference? Yes

Delivery Standards:  
Invoice required upon delivery. Delivery times determined upon agreement.

Vendor Approval Form: No  
Sales Agreement: No

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

Minimum Purchase: No  
Invoice Turnaround: 2 weeks

Dock Height: No  
UPC Requirement? No

Interest in Collaborative Marketing? Yes

Additional Comments: The Merc Co+op is dedicated to being a leader in providing local products to our community. We look forward to building new partnerships to help strengthen our local food system together!
715 Restaurant
715 Massachusetts
Lawrence, KS 66044
www.715mass.com

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

Best way to contact: Phone (text)

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

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

Product Liability: No
Delivery Standards:
Organic Preference? No
Sustainability Preference? No

Vendor Approval Form: No
Sales Agreement: No
Minimum Purchase: No
Invoice Turnaround: Payment upon delivery
Advanced Order: About two to three days in advance
Dock Height: No

Interest in Collaborative Marketing? No
Restaurant Social Media:
Facebook: 715 Restaurant
Twitter: 715Restaurant
Instagram: @715Restaurant

Additional Comments:
Bon Bon
804 Pennsylvania
Lawrence, KS 66044
www.bonbonlawrence.com

Contact: Simon Bates
Position: Owner
Email: Sosimplysimon@gmail.com
Phone: 785-640-6981

Best way to contact: Phone (text)

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- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (whole/half animal)
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains
- Value-added

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

Product Liability: Yes, at least $1 million
Desired On-Farm Procedures and Practices: None
Delivery Standards:
No answer
Organic Preference? No
Sustainability Preference? Yes
Vendor Approval Form: No
Sales Agreement: No
Minimum Purchase: No
Invoice Turnaround: No more than 10 days
Advanced Order: Currently doing a mix of timing with farmers.
Dock Height: No
Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: @bonbon804
Twitter: Bonbonlawrence
Instagram: Bonbonlawrence

Additional Comments: Secondary contact is Chris Sadler, Sous Chef, via text: 802-318-1058.
Free State Brewery
636 Massachusetts St
Lawrence, KS 66044
www.freestatebrewing.com

Contact: Jimi Martin
Position: Chef
Email: chefjimi@icloud.com
Phone: 785-843-4555

Best way to contact: Email

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- Vegetables (specialty: less familiar like kohlrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Greens
- Fruit

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

Product Liability: No
Desired On-Farm Procedures and Practices: On-Farm Food Safety Plan Farm Visit

Delivery Standards:
Compliance with health codes

Organic Preference? No
Sustainability Preference? Yes

Vendor Approval Form: No
Sales Agreement: No

Minimum Purchase: No
Invoice Turnaround: 2 weeks

Advanced Order: One day in advance
Dock Height: No

Interest in Collaborative Marketing? No

Restaurant Social Media:
Facebook: freestatebrewing
Twitter: @FreeStateBeer
Instagram: @freestatebeer

Additional Comments: We have most of our supplies well established after 25 years, but there may be limited opportunities for new suppliers.
Hank Charcuterie
1900 Massachusetts Street
Lawrence, KS 66046
www.hankmeats.com

Contact: Vaughn Good
Position: Owner/Executive Chef
Email: hankcharcuterie@gmail.com
Phone: 785.832.8688

Best way to contact: Email

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- Vegetables (specialty: less familiar like kohlrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Greens
- Fruit
- Dairy
- Eggs
- Grains

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

Product Liability: No
Desired On-Farm Procedures and Practices: None
Delivery Standards:
Grading (produce must meet a certain size/look)
Organic Preference? Yes  Sustainability Preference? Yes

Vendor Approval Form: No  Sales Agreement: No
Minimum Purchase: No
Advanced Order: I prefer establishing a pre-season agreement, and then checking in periodically as the season unfolds
Invoice Turnaround: Payment upon delivery
Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: https://www.facebook.com/Hank-Charcuterie-185293014998216/
Twitter: No answer
Instagram: https://www.instagram.com/hankcharcuterie/

Additional Comments:
Homestead Kitchen & Bakery
719 8th St.
Baldwin City, KS 66006
www.homestead.cafe

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

Best way to contact: Drop by in person

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

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

Product Liability: Yes, at least $1 million
Desired On-Farm Procedures and Practices: On-Farm Food Safety Plan

Delivery Standards:
Grading (produce must meet a certain size/look)

Organic Preference? No
Sustainability Preference? No

Vendor Approval Form: No
Sales Agreement: No

Minimum Purchase: No
Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance
Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: https://www.facebook.com/homesteadkitchenandbakery/
Twitter: No answer
Instagram: @homesteadkitchen

Additional Comments:
Ladybird Diner
721 Massachusetts
Lawrence, KS 66044
http://ladybirddiner.com/

Contact: Tim Quillin
Position: Chef
Email: tpatrickquillin@gmail.com
Phone: 785-393-4453

Best way to contact: Phone (text)

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

Preferred Purchase Timeframe: I don’t know yet

Product Liability: No
Desired On-Farm Procedures and Practices: None
Delivery Standards: Grading (produce must meet a certain size/look)
Organic Preference? No
Sustainability Preference? Yes
Vendor Approval Form: No
Sales Agreement: No
Minimum Purchase: No
Invoice Turnaround: Payment upon delivery
Advanced Order: About two to three days in advance
Dock Height: No
Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: https://www.facebook.com/ladybirdlawrence
Twitter: https://twitter.com/ladybirddiner
Instagram: https://www.instagram.com/ladybird_diner/

Additional Comments:
Lawrence Brewing Company
826 Pennsylvania St.
Lawrence, KS 66044
lawrencebeerco.com

Contact: Ken Baker
Position: Chef
Email:
Phone: 785-550-1973

Best way to contact: Phone (text)

Products interested in sourcing locally:
- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kohlrabi, heirloom varieties, traditional ethnic varieties, etc.)
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- Eggs
- Grains
- Value-added

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

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Product Liability: Yes, at least $1 million
Desired On-Farm Procedures and Practices: GAP Certification
On-Farm Food Safety Plan Visit always appreciated. Not required.

Organic Preference? No
Sustainability Preference? Yes

Sales Agreement: Subject to change.
Invoice Turnaround: 30 days
Dock Height: No

Vendor Approval Form: Still in discussion

Minimum Purchase: No
Advanced Order: Depends on product. Like to stay flexible.

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: Coming soon
Twitter: Coming soon
Instagram: Coming soon

Additional Comments: The use of local products will be a primary focus. Not open until Autumn 2017. I am interested in forming/rekindling relationships prior.
Limestone Pizza+Kitchen+Bar
814 Massachusetts
Lawrence, KS 66044
www.limestonepkb.com

Contact: Jerimy Sutton
Position: Manager
Email: info@limestonepkb.com
Phone: 785 727 8542

Best way to contact: Phone (text)

<table>
<thead>
<tr>
<th>Preferred Contact Times</th>
<th>Mon</th>
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Products interested in sourcing locally:
- Vegetables (common: tomatoes, peppers, onions, potatoes, etc.)
- Vegetables (specialty: less familiar like kohlrabi, heirloom varieties, traditional ethnic varieties, etc.)
- Vegetables (cosmetically imperfect seconds--shape, color, size non-standard)
- Greens
- Meat (specific cuts, cured)
- Fruit
- Fruit (cosmetically imperfect seconds--shape, color, size non-standard)
- Poultry
- Dairy
- Eggs
- Grains

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

Product Liability: No
Delivery Standards: No answer
Desired On-Farm Procedures and Practices: Vendor profile
Organic Preference? No
Sustainability Preference? Yes
Vendor Approval Form: Yes Ask our office.
Sales Agreement: No
Minimum Purchase: No
Invoice Turnaround: 2 weeks
Advanced Order: Morning for afternoon delivery
Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: limestonepkb
Twitter: limestonepizza
Instagram: limestonepizza

Additional Comments:
Merchants Pub and Plate
746 Massachusetts
Lawrence, KS 66044
merchantsonmass.com

Contact: TK Peterson
Position: Chef and owner
Email: kansaschef@gmail.com
Phone: 785-979-8427

Best way to contact: Phone (text)

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

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

Product Liability: No

Delivery Standards:
Grading (produce must meet a certain size/look)
I purchase both firsts and seconds so I need each to be sorted and sold accordingly

Organic Preference? Yes
Sustainability Preference? Yes

Vendor Approval Form: Yes Typical government paperwork. Resale and Tax Registration
Sales Agreement: No

Minimum Purchase: No
Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance
Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: Merchants Pub & Plate
Twitter: @merchantsonmass
Instagram: @merchantsonmass

Additional Comments: Certified Organic not necessary, but practices preferred.
The Burger Stand
803 Massachusetts St.
Lawrence, KS 66044
http://www.burgerstandrestaurants.com/

Contact: Josh Pisciotta
Position: Utility Chef
Email: josh.pisciotta@gmail.com
Phone: 785-371-7050

Best way to contact: Email

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

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

Product Liability: No
Desired On-Farm Procedures and Practices: None

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

Organic Preference? No
Sustainability Preference? Yes

Vendor Approval Form: No
Sales Agreement: No

Minimum Purchase: No
Invoice Turnaround: Payment upon delivery

Advanced Order: About two to three days in advance
Dock Height: No

Interest in Collaborative Marketing? Yes

Restaurant Social Media:
Facebook: https://www.facebook.com/casbahburgerstand/
Twitter: https://twitter.com/theburgerstand
Instagram: https://www.instagram.com/casbahburgerstand/

Additional Comments: We find it very important to support local farmers and other local businesses in the community. We feel strongly about local foods and the quality it brings to our products.
On-Farm Gleaning & Food Recovery

Area Organizations

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

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

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

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

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

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

Contact: Emily Worm
Position: Gleaning Network Manager
Email: emily@aftertheharvestkc.org
Phone: 816-921-1903
Preferred Initial Contact: Phone or Email
Just Food of Douglas County, KS
1000 E. 11th St
Lawrence, KS 66046
http://justfoodks.org/

Contact: Elizabeth Stephens
Position: Director of Volunteers and Community Engagement

Email: etsphens@justfoodks.org
Phone: 785-856-7030
Best way to contact: Email

Preferred Contact Times

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Products interested in sourcing locally:
- Vegetables (common)
- Greens
- Fruit
- Poultry
- Dairy
- Eggs

Prepared foods and packaged foods welcome for recovery, too!

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

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

Marketing Collaborations of Interest:
All food recovery partners will be mentioned on social media and the Just Food website.

Specific webpage with information for farmers? Yes

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

A Guide for Donors and Distributors

Many families in the United States, and in Kansas, struggle with hunger and lack reliable access to nutritious food (this is known as “food insecurity”). In Kansas, it is estimated that almost 450,000 Kansans representing 183,000 households, or almost one out of every six households were food-insecure at least once in 2013. Meanwhile, studies show that each year, more than 100 billion pounds of food, or forty percent of food goes uneaten in the United States. Donating nutritious food to families in need diverts unused food from landfills and assists in reducing hunger and food insecurity in Kansas.

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

Why don’t more people donate food?

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

This fact sheet explains:

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

This fact sheet is funded by the Kansas Health Foundation to increase access to and consumption of healthy food in Kansas.
have mistaken beliefs about the edibility of expired foods. Others may simply not know the channels through which food can be legally donated. This fact sheet will briefly address each of these issues in turn.

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

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

What is liability?

In the law, to be held “liable” for something means to be held legally responsible for an injury that one’s action or inaction caused. A person can be found liable under civil or criminal laws. This resource will primarily focus on civil liability. Typically, to be held civilly liable for someone else’s injuries, the injured person must prove that:

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

Some people or organizations may be afraid to donate food because they are afraid that they will be held liable if someone gets sick or is injured by eating it. For more information about civil liability, visit the Public Health Law Center’s liability webpage.
Kansas Food Donation Laws

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

Under Kansas law, both food donors and the not-for-profit organizations or charities that receive and distribute food (referred to here as “donee[s]”) are protected from criminal and civil liability for injuries that result from “the condition of” donated food.10 This liability protection applies unless the injury from the donated food is a direct result of a certain type of wrongful behavior, defined as “willful, wanton, malicious or intentional misconduct,” on the part of the donating or receiving organization.11

Who does the Kansas law protect?

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

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

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

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

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

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

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

Whom does the federal law protect?

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

FIGURE 2: Acceptable Food Donation Practice under Federal Law

* For a food donation to be protected under the Federal food donation law, the food or grocery products must meet food quality and labeling standards.
What type of food is covered under the federal law?

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

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

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

The federal law has established its liability protection ceiling at “gross negligence or intentional misconduct.” This means that organizations that behave in a way that they know will likely harm someone else could be held liable under the federal law. In contrast, the Kansas law protects donors and donees unless they are engaged in “willful, wanton, malicious or intentional misconduct.” The use of this strong language in the Kansas law might provide greater protection to donors and donees, but this distinction as applied to the Kansas donation liability has not yet been interpreted by Kansas courts.

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

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

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<table>
<thead>
<tr>
<th>Type of product protected</th>
<th>Kansas</th>
<th>Federal</th>
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<tbody>
<tr>
<td><strong>Canned food</strong></td>
<td>“any food commercially processed and prepared for human consumption.”</td>
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<tr>
<td><strong>Perishable food</strong></td>
<td>“any food which may spoil or otherwise become unfit for human consumption because of its nature, type or physical condition. This term includes, but is not limited to, fresh and processed meats, poultry, seafood, dairy products, bakery products, eggs in the shell, fresh fruits and vegetables and foods which have been packaged, refrigerated or frozen.”</td>
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<td><strong>Food</strong></td>
<td>“any raw, cooked, processed, or prepared edible substance, ice, beverage or ingredient used or intended for use in whole or in part for human consumption.”</td>
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<td><strong>Grocery product</strong></td>
<td>“a nonfood grocery product including a disposable paper or plastic product, household cleaning product, or miscellaneous household item.”</td>
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<tr>
<th>Food quality standard</th>
<th>Kansas</th>
<th>Federal</th>
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<tr>
<td><strong>When donation accepted by donee</strong></td>
<td>must comply with the Kansas Food Code and other food safety laws.</td>
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<tr>
<td><strong>When ultimately distributed</strong></td>
<td>“fit for human consumption.”</td>
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<tr>
<td><strong>Apparently fit grocery product</strong></td>
<td>“a grocery product that meets all quality and labeling standards imposed by Federal, State, and local laws and regulations even though the product may not be readily marketable due to appearance, age, freshness, grade, size, surplus, or other conditions.”</td>
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<tr>
<td><strong>Apparently wholesome food</strong></td>
<td>“food that meets all quality and labeling standards imposed by Federal, State, and local laws and regulations even though the food may not be readily marketable due to appearance, age, freshness, grade, size, surplus, or other conditions.”</td>
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(See discussion on page 7 regarding impact of food date labeling on food donations.)

<table>
<thead>
<tr>
<th>Type of liability</th>
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<th>Federal</th>
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<tr>
<td><strong>Protects against civil and criminal liability</strong></td>
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<tr>
<td><strong>Liability threshold</strong></td>
<td>Kansas</td>
<td>Federal</td>
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<tr>
<td><strong>[U]nless ... injury or death is a direct result of ... willful, wanton, malicious or intentional misconduct”</strong></td>
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<tr>
<td>Kansas law does not define “willful, wanton, malicious or intentional misconduct” as applied to food donation.</td>
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<tr>
<td><strong>Gross negligence</strong></td>
<td>“voluntary and conscious conduct (including a failure to act) by a person who, at the time of the conduct, knew that the conduct was likely to be harmful to the health or well-being of another person”</td>
<td></td>
</tr>
<tr>
<td><strong>Intentional misconduct</strong></td>
<td>“conduct by a person with knowledge (at the time of the conduct) that the conduct is harmful to the health or well-being of another person”</td>
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What do date labels on food and food packaging mean for food donations?

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

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

Kansas state law regulates date labels on very few food items. Under Kansas law, eggs must be labeled with an expiration, sell by, or use by date. Kansas law also regulates expiration date labels of certain other non-food products, including dietary supplements such as Amygdalin products, also called Laetrile or Vitamin B17. However, there is no Kansas law prohibiting the donation of food that has gone past its expiration date. In fact, Kansas law specifically extends liability protection to good faith donors even if the donated food is “not readily marketable due to appearance [or] freshness.”

For more information on date labeling of food, see The Dating Game: How Confusing Food Date Labels Lead to Food Waste in America, a report produced by the Harvard Food and Policy Clinic and the Natural Resources Defense Council.

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

Who regulates date labels on food and food products?

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

Last updated: June 2016

This publication was prepared by the Public Health Law Center at Mitchell Hamline School of Law, St. Paul, Minnesota, made possible with funding from the Kansas Health Foundation.
Endnotes


7 Id.


18 42 U.S.C. § 1791(c)(3).

19 42 U.S.C. § 1791(c)(1)-(2).


22 42 U.S.C. § 1791(b)(5).


31 42 U.S.C. § 1791(c)(3).

32 42 U.S.C. § 1791(b)(7)-(8).


Food Donation Liability in Kansas

40 42 U.S.C. § 1791(b)(5).
41 42 U.S.C. § 1791(b)(9), (c)(2).
45 42 U.S.C. § 1791(b)(6).
57 Id.
58 Id.
59 Id.
Best Practices for Farmers Selling to Local and Regional Schools

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

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

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

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

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

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

Payment Term Length:
- Schools and other institutions often have payment terms that are very long. Ask if the school can work with you to find common ground if payment terms are at odds.
Best Practices for Purchasing Local and Regional Foods

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

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

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

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

Payment Terms:
- Payment terms are important to consider, especially when working with small and mid-size growers. Institutions often have payment terms that are much longer than growers or suppliers can manage. Flexibility is key—work with your Business Office or Accounting Department so they understand the value of local procurement and the needs of producers.
USD 497 Farm to School
Local Food Procurement Guidelines

Primary Contact: Lindsey Morgan, RD, Food Services Supervisor
Address: 1100 McDonald Drive Lawrence, KS 66044
Phone: 785-832-5000 Email: lmorgan@usd497.org
Fax: 785-330-4808 Website: http://www.usd497.org/Domain/5895

Background
The goals of the Farm to School program are to:

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

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

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

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

Guidelines

1. Complete the 2016 Request for Information Application
   USD 497 created an application to collect information from interested farmers before the growing season about their growing practices, available products, and estimated volume and prices. This information allows the district food service department to better anticipate its needs and collaborate with local farmers to ensure that their harvest planning best aligns with menu planning.

   In addition, the annual RFI deadline each winter before the next school year enables the district to coordinate among growers at the pre-season Farm to School Planning Workshop, set shared expectations in the farmer distribution agreements, and trouble shoot should any issues arise before the season.
2. **Complete the USD 497 Food Safety Checklist**

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

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

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

3. **Submit a Vendor Letter Addressing Traceability**

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

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

   For more information about KSDE Farm to School recommendations and policies, see here: [http://www.kn-eat.org/F2S/F2S_Menus/F2S_Home.htm#WhatIsFarmtoSchool](http://www.kn-eat.org/F2S/F2S_Menus/F2S_Home.htm#WhatIsFarmtoSchool)

4. **Attend Winter Farm to School Planning Workshop**

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

   *Please make every attempt to attend this training. If farmers cannot attend the workshop, USD 497 will work with them to provide an alternative training.*
5. **Complete the Required Business Forms in the USD 497 New Vendor Packet**
   At the workshop, famers will receive a new vendor packet from the USD 497 Business Office. This packet includes all required forms the school must have on file in order to purchase from a vendor, including a W9 Taxpayer form, Vendor Information Form, and KS Sales Tax Exemption Form.

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

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

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

8. **Maintain Product Traceability**
   Every case and delivery to USD 497 must have the following information:
   - Name of farmer
   - Name of farm
   - Farm address
   - Field harvested from
   - Date harvested
   - Date packed

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

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

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

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

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

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

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

11. Follow USD 497 Invoicing Procedures

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

Invoices must include the following information:

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

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

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

Farmers should expect payment within two weeks to a month.
12. Participate in USD 497 Farm to School Promotion and Education Opportunities

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

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

To these ends, USD 497 requests the following:
- A high-quality digital copy of a farm’s logo
- Photos of the farms and farmers we work with, including some close-ups that show the farmers’ faces

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

You can learn more about Farm to School educational programming at USD 497 here: http://www.usd497.org//site/Default.aspx?PageID=7076
Example Request for Information (USD 497)

Request for Information Application – SY 2017-2018

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

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

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

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

Form Questions

Business Name: ____________________________________________

Primary Contact Name: _______________________________________

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

Primary Contact Title: _______________________________________

Work Phone: ____________________ Cell Phone (if different): ________________

Email: ________________________________

Secondary Contact Name: ______________________________________

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

Secondary Contact Title: ______________________________________

Work Phone: ____________________ Cell Phone (if different): ________________

Email: ________________________________

Name of Farm Manager: ________________________________

Physical Farm Address:
______________________________ ________________________________

Mailing Address (if different):
Type of organization (circle one):

Sole Proprietor LLC 501c3 Other: ________________________________

______________________________ ________________________________
Projected acreage of fruit/vegetable production for 2017 growing season: ______________

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

Can you provide a logo for your farm?
- Yes  No

May we use your likeness (photographs, video recordings, or electronic images) for marketing, educational programming, or publication purposes?
- Yes  No

May we use images of your farm (photographs, video recordings, or electronic images) for marketing, educational programming, or publication purposes?
- Yes  No

What type(s) of capacity/facilities does your farm have? Check all that apply.
- Greenhouse(s)  Hoop house(s)  Cold storage  Cool storage (i.e. root cellar)
- Indoor wash/pack facility  Outdoor wash/pack capacity  Mechanized harvest equipment

Does farm fall under any of the following categories? Check all that apply.
- Farm owned/operated by beginning farmer(s) (within the past 5 years)
- Farm is family operation (more than one family member owns and/or works on farm)
- Farm is in Douglas County
- Registered farm tourism business
- Broker for other entities (Note: brokered produce will be considered a 2nd tier option)

Does farm have a written food safety plan?
- Yes  No

Does farm keep logs or documentation (like a journal) of food safety related information?
- Yes  No

Does farm have any of the following? Check all that apply.
- GAP Audit  Food safety training (but no official GAP audit)  Certified Naturally Grown
- Certified Organic  Sustainable growing practices (but no certification)

Does the farm have at least $500,000 product liability insurance?
- Yes  No
Is a farmer or farm representative interested in partnering with USD497 to educate students about farming and local food? Check all that apply.

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

Produce Availability and Pricing Form

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

Additional notes for filling out the Form:

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

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

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

<table>
<thead>
<tr>
<th>Production Practices</th>
<th>Yes</th>
<th>No</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>If irrigation is used, what is its source?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Well</td>
<td>Stream</td>
<td>Pond</td>
<td>Municipal</td>
</tr>
<tr>
<td>Are regular water tests conducted</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is raw manure incorporated at least 2 weeks prior to planting and or at least 90 days prior to harvest of vegetables whose edible parts do NOT touch the ground?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>120 days prior to harvest of vegetables whose edible parts DO touch the ground?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is the manure application schedule documented with a copy kept on file?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is the field exposed to runoff from animal confinement or grazing areas?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is land that is frequently flooded used to grow field crops?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is there a plan in place to keep wild animals and livestock out of the growing areas?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>What types of manure are used? Raw manure</td>
<td>Composted</td>
<td>Aged</td>
<td></td>
</tr>
<tr>
<td>Product Handling</td>
<td>Yes</td>
<td>No</td>
<td>N/A</td>
</tr>
<tr>
<td>Are storage and packaging facilities separated from growing areas?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is there a risk of contamination with manure?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are harvesting baskets, totes or other food contact containers kept covered and cleaned/sanitized before use and stored in areas protected from pets, livestock, wild animals and other contaminants?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is harvesting equipment/machinery that comes in contact with products kept as clean as possible?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are both food and non-food containers available and clearly marked?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is dirt, mud, and other debris removed from product before packaging?</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Are harvest traceability logs being kept? Including the following:
- Crop name/variety
- Lbs. harvested
- Date
- Time
- field #/location,
- name/s of individual/s responsible for harvest

<table>
<thead>
<tr>
<th>Transportation</th>
<th>Yes</th>
<th>No</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Is product loaded and stored to minimize physical damage and risk of contamination?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is transport vehicle well maintained and clean?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are there designated areas in the transport vehicle for both food and non-food products?</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facilities</th>
<th>Yes</th>
<th>No</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Is potable water/well tested at least once per year and results kept on file?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Is product covered as it travels from field to packing facility?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are packing areas kept enclosed?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are surfaces that come in contact with food regularly washed, rinsed with potable water and sanitized?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are appropriate packaging materials used?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Do workers have access to toilets and hand washing stations with proper supplies?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are toilets and hand washing stations regularly serviced?</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Worker Health and Hygiene</th>
<th>Yes</th>
<th>No</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are workers trained about hygiene practices and sanitation?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are workers and visitors following good hygiene and sanitation practices?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are smoking and eating confined to designated areas separate from product handling?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are workers instructed not to work if they exhibit signs of infection (i.e., fever, diarrhea, etc?)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Do workers practice good hygiene by:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-wearing clean clothing and shoes as appropriated for conditions?</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
-changing aprons and gloves as needed? [Blank]
-washing hands as required? [Blank]
-covering open wounds with clean bandages? [Blank]

<table>
<thead>
<tr>
<th>Other</th>
<th>Yes</th>
<th>No</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are pesticides used? If yes, please elaborate:</td>
<td>[Blank]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Are herbicides used? If yes, please elaborate:</td>
<td>[Blank]</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Have you, the farm manager or other farm employees received food safety training in the past three years? If yes please list individual's name, trainings attended and certification obtained if applicable. [Blank]

Other notes/comments/explanations: [Blank]

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

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

Signature: [Sign]

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

Reference One
Organization Name: ____________________________________________________________
Name of Contact: ______________________________________________________________
Contact’s Position: _____________________________________________________________
Phone: __________________________
Email: ______________________________

Reference Two
Organization Name: ____________________________________________________________
Name of Contact: ______________________________________________________________
Contact’s Position: _____________________________________________________________
Phone: __________________________
Email: ______________________________