

## SARE Grant Workplan - Gleaning Initiative 2014

### 1. Goals

Provide coordination, marketing, labor, transportation and logistical support for a variety of Farm-to-Pantry (FtP) programs, and design new strategies to strengthen local market relationships through farm surplus management.

### 2. Value-added

Create new avenues for community members to connect to their local farms, in economic relationships, providing farm education opportunities for schools, and homeschooling, and opportunities for outdoor activities for mental health, mentorship, healthy aging, and more.

### 3. Objectives

- Establish or expand access to Mainers Feeding Mainers FtP Programs
- Set up and market Bulk CSA and EBT Payment FtP Programs
- Connect farms to seconds markets within food security organizations
- Coordinate volunteer-based surplus management on-farm
- Coordinate on-farm work exchanges
- Provide transportation services to farms when possible
- Help coordinate logistical systems to increase efficiency of operations

### 4. Process Objectives:

#### Volunteer Labor

- work with farms awarded Mainers Feeding Mainers (MfM) grants to expand the variety of product they can afford to provide to pantries in the price range of \$2/lb.
- create sustainable and consistent volunteer labor connections (UMaine Cooperative Extension Master Gardens, Schools, and other)

#### Transportation

- provide transportation services to farms alongside the gleaning initiative routes
- increase connection of farms to areas outside their established routes
- track food donated and purchased for partner organizations, and provide incentives

#### Marketing

- Increase local food sales to institutions
- Increase reach of food security food purchasing
- Coordinate Gleaning relations that can lead to sales in the future.
- Coordinate farm surplus management
- Document and promote food redistribution networks

### 5. Surplus Management Programs

Mainers Feeding Mainers (MfM), is a Good Shepherd Food Bank program that provides grant for food-to-pantry relations. The Gleaning Initiative has signed five farms up to work with MfM with a total of \$10,000 of produce sold to local food security organizations

through this grant process. We are working under the SARE grant to manage and help expand these relationships across Hancock County.

Farmdrop & Magic Food Bus are an avenue for farmers to sell food they would otherwise not sell in other markets (farmers' market, farmstand) and it is paid for through grants and fundraising activities, and is channeled through the online farmers' market in Blue Hill.

Other areas where we are exploring seconds and surplus placement is within Hospitals, Schools and direct sales to food security organizations.

## 6. CYON Business Solutions

On-farm resource based consulting for 3 of our farms working under the SARE grant. The farms will receive 10hrs of consulting time with Jamien Richardson to develop the first steps of an efficiency analysis to be put towards any operation on the farm that pertains to increasing the productivity of the farm and the well-being of the farmers.

King Hill - Processing Space Floor Plan

Star Roor Farm - Efficiency Analysis and Business Plan Outline

North Branch Farm - Strategic Labor Plan

These tools need to be transferable for other farms to be able to learn from the results and the Gleaning Initiative will compile the final reports for each farm into a comprehensive report for all the farms participating in the SARE grant

## 7. Participating Farms

### *Blue Hill Peninsula*

King Hill - Schools / MfM / CYON Consulting

Tues./Wedn. - Cooler Pick up / On-farm gleaning  
Thursdays - MfM / MFB Pick up  
Saturday - Farmers' Market gleaning

- Contact Info: [kinghillfarm@gmail.com](mailto:kinghillfarm@gmail.com) / 3269721

Clayfield Farm - Farmdrop & Magic Food Bus

Wednesday - On-farm Gleaning / 10:30am  
Thursdays - Farmdrop pick up / 12pm

Backstage Farm - FarmDrop & Magic Food Bus

Thursdays - weeding for credit / transport Farmdrop  
Thursdays (12-2) - Pick-up at Farmdrop  
Fridays - Garden Clubs, Harvest for Hunger

### *MDI*

Beech Hill Farm - MfM / Share the Harvest (COA program)

Mondays - Cooler Pick up  
Tuesdays - On-farm gleaning / MfM pick up

### *Bucksport Area*

North Branch Farm - Tree of Life / MfM / CYON Consulting  
Wednesdays - culling sorting labor / MfM pick up

contact: [northbranchfarm.monroe@gmail.com](mailto:northbranchfarm.monroe@gmail.com) / 207.525.3505

### *Goldsboro Area*

Mandala Farm - MfM / Goldsboro Food Pantry  
Tuesdays - on-farm gleaning / MfM pick up (?)

### *Ellsworth Area*

Star Root Farm - Hospitals / JAX / MfM / CYON Consulting

Wednesday - on-farm gleaning / Marjorie's Garden  
Thursdays - MfM pick up

contact: [starrootfarm@gmail.com](mailto:starrootfarm@gmail.com) / 610 2000

Pat and Mike's - Surplus Management (tax-deductions)  
(all week) On-call on-farm gleaning

## 8. Reporting

CYON will provide reports for each of the three farms selected for consulting

Annual Reporting for the SARE grant will be April, which will incorporate CYON reporting to each farm, and the final Guide to Gleaning for Hancock County farms

Calendar (TBA)