

Need/Problem	Method	Responsible Partner/Time	Successes/Challenges
Access to markets	<ul style="list-style-type: none"> <li>▪ Networking opportunities among growers and food service staff.</li> <li>▪ Outreach and information support around available foods</li> </ul>	Cultivating Community, MOFGA. Spring 2009	Facilitating personal connections between farmers and SFS personnel has emerged as a key component of success and pivotal for overcoming other barriers. Creating annual or semi-annual opportunities for SFS and farmers to meet leads to good outcomes.
Reconciling desire for year-round product with seasonal availability	<ul style="list-style-type: none"> <li>▪ Summer processing and preservation of harvest for farmers and food entrepreneurs</li> </ul>	Portland School Department, Cooperative Extension, Local Sprouts, Cultivating Community. Summer 2009	The most successful strategy was freezing and storing product. Adequate freezer space is a challenge for some districts, and farms seem disinclined to add freezer capacity themselves.
Increased availability and consumption of high-quality, local foods for school populations	<ul style="list-style-type: none"> <li>▪ Facilitated sales of preserved/processed foods to schools</li> <li>▪ Support for school garden and farm-to-school initiatives that support food literacy and drive local food demand</li> </ul>	Cultivating Community, MOFGA, Portland School Department. Fall 2009/Spring 2010.	The methods were successful in driving demand and consumption and in overcoming objections from SFS personnel. With school budgets seemingly permanently stressed, “facilitation” is unlikely to take the form of price subsidies. But driving demand is welcomed by SFS directors who want to add local foods and must respond to the needs and demands of the communities they serve.
Higher costs for locally sourced foods	<ul style="list-style-type: none"> <li>▪ Technical assistance for adding revenue stream for food service departments through kitchen rentals and workshop offerings</li> </ul>	Portland School Department, Cultivating Community. Toolkit available Winter 2010.	More successful than adding revenue streams were good models helping SFS see that “baby steps”—e.g., adding one or two local items per week—does not have to have major cost impacts. And that if SFS directors can stress other victories—e.g., higher acceptance rates, greater ease in meeting nutrition targets related to salt or sugar—they can justify slightly higher expenses if they occur.
Food-based economic opportunities for small- and medium-scale producers and for youth	<ul style="list-style-type: none"> <li>▪ Microenterprise training.</li> <li>▪ Linkages with MOFGA’s “Maine’s 20” project to identify best business opportunities</li> </ul>	Cultivating Community, MOFGA, Local Sprouts, Portland School Department. Toolkit available Winter 2010.	This part of the project got hung up on overcoming liability issues related to kitchen access. As the project wound down we did get key questions answered and developed what we think are workable models. Piloting these models is an opportunity for further study.
Skilled labor force and local-savvy consumer base	<ul style="list-style-type: none"> <li>▪ Culinary workshops and food literacy offerings for youth and community members</li> </ul>	Cultivating Community, Local Sprouts. Ongoing	Youth culinary programs and school gardens increased job skills as well as desire for and acceptance of local foods.
Dissemination of results	<ul style="list-style-type: none"> <li>▪ Production of digital toolkit. (CD and online)</li> <li>▪ Workshop for farmers and school food service personnel</li> </ul>	Spring 2010	The results are primarily available through the web wiki, which is an inexpensive and convenient way to share the information. We have found that speaking at conferences and gatherings and circulating paper and electronic reminders is critical for driving traffic to the wiki.