



Healthy Acadia's Mission

We empower people and organizations to build healthy communities across the Downeast-Acadia region.

Our School Supported Agriculture Program connects farmers and school cooks in the early spring to plan for fall purchasing.

For more information or help connecting with a school please contact:

Katie Freedman

Food, Farm and Nutrition Coordinator
207-288-5331 or
katie@healthyacadia.org

Downeast Farm to School is a program of Healthy Acadia, in partnership with Washington County: One Community. Downeast Farm to School is made possible with funding from The Bingham Program, C.F. Adams Charitable Trust, the Centers for Disease Control and Prevention, Maine Community Foundation, Polly & John Guth, USDA SARE, and community members.



Things to Consider when selling to schools

- 1. Cleanliness:** Cooks are accustomed to immaculately washed produce from distributors, so more attention to this will pay off.
- 2. Communication:** Be sure to stay in touch with the school cook you work with; send weekly emails, faxes, drop by or call (8am or 1pm tend to be good times to reach busy cooks). Let them know what is in season and available.
- 3. Product Consistency:** Provide consistently sized vegetables. Check in with the cook as to how the product will be used (e.g. stir-fried vs. stuffed peppers).
- 4. Delivery:** Stick to pre-arranged delivery times and call ahead if a change is necessary. It can result in the loss of the account if a cook is left hanging without expected product.
- 5. Timing:** Cooks plan their menus over one month ahead in order to advertise daily lunches to parents. They are often unable to accommodate last-minute substitutions.
- 6. Pricing:** Make sure your product is priced fairly and competitively with other vendors. Be willing to negotiate.
- 7. Payment:** Most schools work with 30-day invoicing, so be prepared to wait for your check and call the school if it does not arrive in 6 weeks.
- 8. Successful Product:** Less expensive, staple products are a better sales item for schools; try carrots, potatoes, broccoli, onions, tomatoes, bell peppers, winter squash, or apples. Later, let the cook know about other varieties (e.g. purple carrots.)
- 9. Education:** Cooks may require education as to seasonal availability. They are often looking for recipes, if you have any to share. Be ready to explain the advantages of purchasing locally!

Downeast Farm to School Selling to Schools in Hancock County

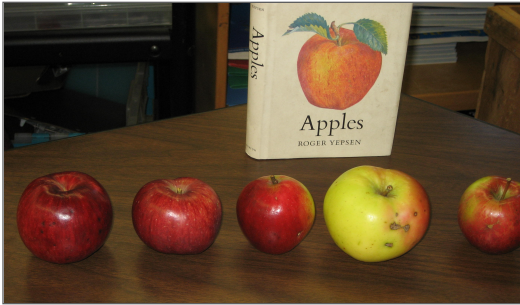
A Guide for Food Producers



This guide provides school kitchen staff contact information and some important tips on how to start and maintain successful Farm to School relationships.

Get involved with
Farm to School this year!





RSU 24

Food Service Director:

Ray Daily * 667-8136 x702 * rdaily@rsu24.org

Cave Hill School * 1205 Eastbrook Road, Eastbrook
Lydie Yeo * 565-3638 * eyeo@rsu24.org

Ella Lewis School * 15 Village Road, Steuben
Sandra Gupstill * 546-2430 * sgupstill@rsu24.org

Ellsworth Elementary Middle * 20 Forrest Ave
Cindy Hamilton * 667-6241 * chamilton@rsu24.org

Ellsworth High School * 299 State Street
Tricia Dyer * 667-4722 * tdyer@rsu24.org

Hancock Grammar * Route 1 (P.O. Box 37)
Lisa Johnston * 422-9024 * lfjohnston@rsu.org

Lamoine Consolidated * 53 Lamoine Beach Road
Toby Manring * 667-8578 * lunchgoddess@hotmail.com

Mountain View School * 542 Bert Gray Road, Sullivan
Marion Pinkham, 422-3200, mpinkham@rsu24.org

Peninsula School * 71 Main Street, Prospect Harbor
Donna Haycock * 963-2003 * dhaycock@rsu24.org

Sumner Memorial High * 2456 U.S. Highway 1, Sullivan
Becky Follette * 422-3510 * bfollette@rsu24.org

RSU 25

Food Service Director:

Glenn Redman * 469-6647 * glenn.redman@rsu25.org

Bucksport Middle School * 100 Miles Lane
Janis Millett * 469-6647 * janis.millett@rsu25.org

Bucksport High School * 102 Broadway
Angela Maguire * 469-6650 * angie.maguire@rsu25.org

Jewett School * 66 Bridge Street, Bucksport
Ellen Murphy * 469-6644 * ellen.murphy@rsu25.org

Miles Lane School * 52 Miles Lane, Bucksport
Sherri Roi * 469-6666 * sherri.roi@rsu25.org

Mount Desert Island Region

Conners-Emerson School * 11 Eagle Lake Road, Bar Harbor
Nykki Grindle * 288-3631 * ngrindle@mdirss.org

Mount Desert Elementary * 308 Joy Road, Northeast Harbor
Linda Mailhot * 276-3348x138 * lmailhot@mdirss.org

Mount Desert Island High * 1081 Eagle Lake Road
Whitey Griffin * 288-5011 * kgriffin@mdirss.org

Pemetic Elementary * 225 Main St, Southwest Harbor
Barbara Pettegrow * 244-5502 * bjpettegrow@mdirss.org

Swans Island School * 116 Rose Hill Road
Lesley Harris * 526-4501 * lharris@mdirss.org

Tremont Consolidated * 119 Tremont Road, Bass Harbor
Anne Lee * 244-7777 * alee@mdirss.org

Trenton Elementary * 51 School Road
Teresa Gray * 667-8447 * tgray@mdirss.org

Northern Hancock Region

Beech Hill School * 105 Otis Road, Otis
Annette Macko * 537-2203 * amacko@beechhillschool.org

Airline School * 26 Great Pond Road, Aurora
Kathy Cobb * 584-3012

Dedham School * 2065 Main Road, Dedham
Robyn Huntley * 843-6498 * rhuntley@dedhamschool.net

Blue Hill Peninsula Region

Adams School * 27 School Street (PO Box 29), Castine
Toni Staples * 326-8608 * tstaples@adamsschool.com

The Brooklin School * Route 175 (PO Box 120)
Lori Boyce * 359-2133 * lboyce@msln.net

Brookville Elementary * 1527 Coastal Road
Susanne Dodge * 326-8500 * ifeed@brookvilleschool.org

Deer Isle-Stonington Elementary * 249 North Deer Isle Road
Forrest Davis * 348-6301 x106 * fldavis3@myfairpoint.net

Deer Isle-Stonington High School * 251 North Deer Isle Road
Katherine Hunt * 348-2303 x21 * khunt@dishs.org

George Stevens Academy * 23 Union Street, Blue Hill
Frank Bianco * 374-2808 * f.bianco@georgestevens.info

Blue Hill Consolidated * 60 High Street
Robin Mitchell * 374-2202 x108 * rmitchell@bhcs.org

Penobscot Elementary * 66 N. Penobscot Road
Lisa Cloukey * 326-9421 * lisacloukey@penobscotschool.org

Sedgwick Elementary * 272 Snows Cove Rd
Rosemarie Kane * 359-5002 * rowood@msln.net

Surry Elementary * 754 North Bend Road
Naomi Watson * 667-9358 * nwatson@surryschool.org