

Fresh Produce: From Ordering to Utilization in School Cafeterias

Presented By: Sustainable Food Institute of America and Common Market



Agenda

- Where to start
- Seasonality
- Ordering Local Food
- Receiving Local Food
- Storage and FIFO
- Safe Preparation: Knife Skills and Culinary Skills
- Swarming
- Using the Clock for Production
- Student Engagement
- Recipe Development

Increase Local Produce In Schools

HOW TO...

- Procure local whole fruits and vegetables
- Reignite the cafeteria
- Support community farmers

WHILE...

- Navigating labor constraints
- Staying within budget



Where to Start

Assess current menu: what frozen or canned items could be substituted out with fresh?

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
VEGETABLE SOUP CELERY/SUNBUTTER ROLL FRUIT MILK 2	PASTA WITH MEATBALLS SALAD CHEESE BREADSTICK FRUIT MILK 3	CHICKEN NUGGETS FRENCH FRIES FRUIT MILK 4	CHEESEBURGER BAKED BEANS FRUIT MILK 5	PIZZA CARROTS FRUIT MILK 6
PANCAKES SAUSAGE HASHBROWNS EGGS FRUIT MILK 9	GRILLED CHEESE TOMATO SOUP FRUIT MILK 10	CHICKEN NACHOS REFRIED BEANS FRUIT MILK 11	SAUSAGE PIZZA SALAD FRUIT MILK 1:00 PM DISMISSAL 12	HOLIDAY MEAL 13
SLOPPY JOE ON BUN GREEN BEANS FRUIT MILK 16	POTATO SOUP SALAD ROLL FRUIT MILK 17	COUNTRY FRIED STEAK MASHED POTATOES GRAVY CORN FRUIT MILK 18	PIZZA MIXED VEGETABLE FRUIT MILK 19	MANAGER'S CHOICE BAG LUNCH 20

What is in Season?

Illinois...What's in Season

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Apples												
Artichokes												
Asparagus												
Beans												
Bell Peppers												
Berries												
Cabbage												
Carrots												
Cauliflower												
Cherries												
Corn												
Cucumbers												
Eggplant												
Garlic												
Grapes												
Greens												

Ordering Local Food

1. Define “*What is Local?*”
2. Understand your operation’s new vendor onboarding process
3. Craft a New Vendor Requirements list
4. Find local vendors and build relationship
5. Craft an Order Guide
6. Consider Standing Orders and Forward Commitments



IL Local Food Hubs

1. Common Market Great Lakes - Bedford Park, IL <https://thecommonmarket.org>
2. Down at the Farms - Fairbury, IL <https://downatthefarms.com/>
3. Farms of Illinois - Jacksonville, IL <https://www.thefarmsil.com/>
4. LEAF Food Hub - Carbondale, IL <https://www.leaffoodhub.com/>
5. Greater Wabash Food Council - Bridgeport, IL <https://gwfoodcouncil.org/>



Receiving Local Food

1. Identify delivery schedule and communicate instructions with local food provider

1. Inspect the delivery while driver is still present

- *Was the right product and quantity delivered?
Assess the size, varietal and if it meets your expectations (any deviations, call the Distributor)*
- *Was it delivered at the right temperature?*
- *Are there any signs of spoilage?*

3. Approve or refuse delivery



Cost Comparisons of Processed Food Items vs. Scratch-Cooked Locally Sourced Products

Local Products Guide:

*Local flour - Janie's Mill

**Local Oats - Janie's Mill

***Local Apples - Bland Family Farms

****Local Potatoes - Farmstead Foods

*****Local beef - Bland Family Farms

Menu Item	Manufactured	From-Scratch
Blueberry Muffin*	\$0.34 (individually wrapped)	\$0.33
Granola**/Cereal	\$0.25 (cereal)	\$0.20
Biscuits*	\$0.33 (individual frozen)	\$0.23
Apple Sauce***	\$1.14 (individual serving)	\$0.16
Potato Wedges****	\$0.44 (1 serving - frozen)	\$0.30
Cheeseburgers*****	\$3.48 (frozen patty)	\$2.10

Storing Local Food and FIFO

1. Identify how local produce needs to be stored
2. Follow “First In, First Out” Rule

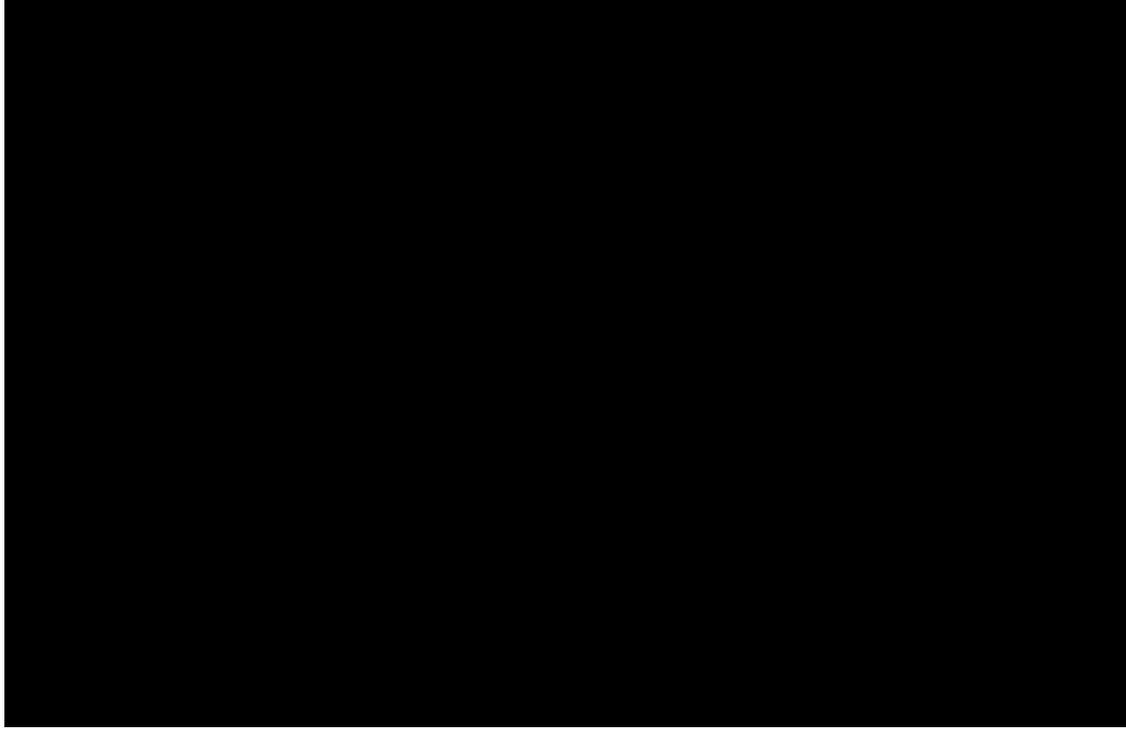
Room Temp	Varied (room temperature, then move to cooler when ripe):	Cooler/Refrigeration:	Freezer:
Garlic	Eggplant	Asparagus	IQF Peas
Potatoes	Tomatoes	Cruciferous Vegetables (Broccoli, Cauliflower)	IQF Berries
Onions		Brussel Sprouts and Cabbage	IQF Corn
Winter Squash		Leafy Greens and Fresh Herbs	IQF Cubed Butternut Squash
Sweet Potato		Celery	
		Corn	
		Peas	
		Summer Squash	

Safe Preparation = Competent Knife Skills

- Assess the current reality of your kitchen team's knife skills
- Is each team member comfortable and confident using and sharpening:
 - Paring knife
 - Chef's Knife (10" - 16")
 - Serrated Knife (bread knife)
- If not, invest in training
- Specific challenging fruits/veg:
 - Hard Root Vegetable prep (butternut squash, potatoes, beetst, carrots)
 - Melons
 - Whole sweet corn



Swarming for Produce Prep



Culinary Skills & Batch Cooking

- Assess your team's culinary and baking skills
- Determine ways to utilize produce in your menu beyond Sides, i.e. Veggie Pizza
- Seek support thru training and technical assistance



Using the Clock for Production

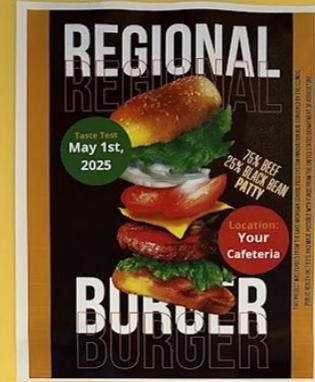
Site Name
Date:

	Isabella	Olivia	Lucas	Aurora	Esteban
6:00					
6:30					
7:00					
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Student and Community Engagement

1. Denote local food on menu
2. Fruit and vegetable education
3. Taste tests
4. Farm field trips
5. Posters around the cafeteria and in the hallways
6. Highlight local food on communication platforms (newsletters, social media, school websites, board meetings, etc.)



Recipe Development

Start incorporating new recipes into your menu highlighting fresh, local fruits and vegetables!



Other Resources

- Sustainable Food Institute of America
<https://www.sustainablefoodinstitute.org/>
- Illinois Farm to School Network
<https://illinoisfarmtoschool.org/>
- Artisan Grain Collaborative
<https://www.graincollaborative.com/>
- Chef Ann Foundation
<https://www.chefannfoundation.org/>

QUESTIONS & ANSWERS

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