

Ohio Farmers Union Cooperative Development Center Summary of Grant Activities Final Report

Technical Assistance Projects Initiated

The Ohio Farmers Union Cooperative Development Center (OFUCDC) initiated the following assistance projects during the duration of the grant. Projects are listed by activity.

Renewable Energy

- OFUCDC has continued to work with three wind energy projects during the reporting period. One was the Jackson Farms Energy LLC in Sandusky County. After researching and comparing alternative business models, including cooperatives, this project has been incorporated as a LLC, but will act as a cooperative. Jackson Farms Energy has received a USDA Value Added Grant to determine the feasibility and develop a business plan and a Green Energy Ohio grant for utilizing an anemometer to test wind resources to facilitate the feasibility stage and develop a business plan for the project. The two initial farmers in the project had goals to establish 6 – 8 wind turbines on their farms and sell the electricity. They have expanded the scope of the project by including an additional 4,000 acres from surrounding farms and expect to end up with 20 – 25 wind turbines. Jackson Farms Energy has linked up with Dan Juhl and Associates and Farmers Green energy of Ohio to assist with the feasibility and business plan process, and to assist in the purchasing of wind turbines and financing.
- The second project is with a group of 11 Knox County farms that want to look at the feasibility of starting a wind energy project as well as other renewable energy projects such as the biodiesel plant mentioned above. This group has met with a law firm to discuss incorporation options and has also applied for a Green energy Ohio grant to use wind testing equipment. The Knox County group did not receive the grant and has discontinued their efforts to establish commercial wind energy production. They continue to work with Kenyan College on renewable energy projects for educational purposes as well as creating a network of farms supplying food products to the college's food services.
- The third project is at Perry High School in Perry Ohio. The Perry School district would like to purchase a wind turbine to supply electricity to the high school. OFUCDC has encouraged Perry School District to collaborate with other school districts in the area to facilitate additional school wind turbine projects. OFUCDC will continue to work with the district administrators and school board on this project.

- Personal and group consultations have been given to several OFU members and county affiliations by phone and in person during the six month reporting period regarding farmer owned and cooperative renewable energy projects.
- Partnered with Full Circle Fuels to utilize a mobile, bike-powered bio-diesel processor to process fuel for farm use. Organized stake-holder meeting to begin process of determining structure for bio-diesel processor.

Value added Processing

- The Center for Innovative Food Technology (CIFT) has created databases identifying resources essential for value-added businesses including sources for ingredients, labeling contacts, and packaging providers. Multiple suppliers of each are listed with contact information and details beneficial for any person considering a food product. A few clients have expressed interest in cooperatively purchasing similar ingredients in an effort to cut costs for production. As more kitchen clients come on board, these discussions will continue. Storage capacity has been developed for such a purpose.
- Staff continues exploring how to incorporate distribution and co-packing into a database that would assist a small business. Meetings with several food companies have been conducted primarily focusing on the route between Toledo and Cincinnati, Ohio as a starting point.
- One-on-one technical assistance has been provided to food entrepreneurs using the kitchen incubator for the first time. Assistance includes operation of equipment, proper cleaning practices, sizing up recipes for larger batches, and demonstration of good manufacturing practices and an introduction to cooperative principles and rules for the kitchen.
- Working on a cooperative website venture in which producers in the kitchen can all market and sell their products at one site.
- Creating a comprehensive packet of information directing any aspiring food entrepreneur to the necessary resources needed to achieve the goal of production. The information is a step by step guide to the regulations, necessary contacts and essential elements to pursue.
- Northwest Ohio Cooperative Kitchen staff corresponded with a similar effort in Ashland and Akron, Ohio. Suggestions and guidance was provided, however, neither facility has been able to solidify funding or establish a structure to pursue the endeavor.
- A display panel was purchased to enable visitors to see what efforts have been achieved to date and how to pursue a food venture. Cooperative efforts will be highlighted and displayed at all training seminars and meetings.
- Data compiled from Food Enterprise Incubator survey of over 300+ local farms and food producers was used to publish Northeast Ohio's first local food directory, the *Countryside Harvest Guide*. The guide serves as a valuable resource for linking local farmers and purchasers, and was produced as a by-product of the research CVCC conducted to assess the viability of the Food Enterprise Incubator and a shared use commercial kitchen facility.

- Launched the *Eat Local Challenge* event to coincide with the launch of the *Countryside Harvest Guide* – as a means of promoting local buying to both individual and commercial purchasers throughout the region.
- Research is ongoing to identify under-utilized commercial kitchen facilities at area churches, schools, manufacturing facilities. Excess capacity at Mustard Seed Market is also being assessed for this purpose.
- Information has been compiled on other shared-use kitchens in the region so that it can be shared with prospective value-added producers upon request.
- CVCC responded to several inquiries from local farmers/producers about available facilities for value-added processing. Prospective producers are currently directed to facilities in Bowling Green and Athens.
- Development of a web-based/printed resource to connect local farmers with these facilities is pending.
- Research of state and local food processing regulations that govern processing allowed in above facilities is ongoing.
- Research compiled to date has revealed the high financial risks involved in developing a shared-use commercial kitchen. This (in addition to current financial resources) has required that CVCC focus on targeted, cost-effective incubation activities rather than development and management of a high-cost, high-risk kitchen facility. Further development of a shared-use commercial kitchen facility, and future management plans will depend on additional funding sources.
- CVCC will continue evaluation of other cooperative ventures and implementation strategies using NX Level's "Establishing a Shared Use Commercial Kitchen" to define our planning process and activities;
- CVCC has completed a needs assessment survey and conducted preliminary survey of local farmers and food producers;
- The concept has been presented to owners of several available properties in the region that could house a shared use commercial processing facility.
- Discussions are on-going with Mustard Seed Market & Café and others to explore the possible use of excess kitchen capacity for value added production activities, business planning, product development, and idea incubation workshops.

Market Development

- Distributed \$10,000 in seed-funding to initiate five market gardens in the City of Cleveland. Worked with 19 City Fresh market gardeners to organize collaborative marketing efforts for produce grown in small market gardens across the city. Organized planning meeting to determine potential structure for market-gardener operated cooperative for cooperative purchasing, marketing, and labeling.
- Organized four "Fresh Stops" which are a hybrid farmers market/CSA/buying cooperative. Included 170 participants in limited income neighborhoods with 88 serving as regular shareholders. Developed Fresh Stop structure that will focus on self-management in 2007. Estimated total business for 2006 is \$22,000
- Organized buying consortium with Great Lakes Brewing Company, the Town Fryer, and Oberlin College to tap into City Fresh food distribution with transactions exceeding \$6,000.

- Developed cooperative food collection and sorting program with 15 participants to gather food from urban market gardens and farms and sort it for distribution between four Fresh Stops in two counties.
- Organized stakeholders to develop structure for cooperatively owned and operated produce delivery truck that operates on bio-diesel processed at the Jones Farm. Truck to be used for Fresh Stop distribution and to connect local farmers and growers with institutional and commercial markets.
- Organized framework for Community Food and Cooperative Development training to take place in December of 2006 for Community Development Corporations, Community Health Centers, churches, and others interested in organizing buying groups to participate in Fresh Stop program.
- CVCC has identified prospective partners throughout the region that can provide much-needed expertise in farm/business planning, product development, value-added processing, marketing, and distribution.
- CVCC has provided incubation activities in the form of one-on-one technical assistance, group presentations/trainings.
- Workshops to be offered in January 2007 on CSA management and marketing will utilize partners at Crown Point Ecology Center CSA, and Entrepreneurs for Sustainability.
- A database of regional farmers, food producers and purchasers has been completed with data collected from the Food Enterprise Incubator survey.
- The database is currently used to identify cooperative production, processing, marketing and distribution opportunities between producers; to match local food product availability with market opportunities; and to track connections facilitated by CVCC.
- Market development work is ongoing to identify additional farmers/producers, assess their needs, and match them to buyers and market opportunities.
- CVCC is researching other web-based models of local food marketing, distribution, and other possible earned-income activities. Models reviewed include: Market Maker, Seasonal Cornucopia, and Greanleaf Market.
- Published training manual and organized trainings to provide capacity building and technical assistance for neighborhoods developing Fresh Stop community share programs. Conducted two trainings for 32 participants in two counties and distributed 25 manuals
- Worked directly with three Community Development Corporations, three churches, three community health care centers, and several community-based non-profit organizations for capacity building on implementation of community-based food share programs
- Provided assistance to neighborhoods and community-based organizations to develop 14 Fresh Stop centers in two counties
- Provided technical assistance to 22 farmers to develop direct marketing opportunities through the City Fresh program
- Worked with vegetable-oil conversion business to convert diesel box truck to run off of waste grease and vegetable oil to assist with City Fresh distribution

- Worked with Oberlin College and Case Western Reserve University to promote collaborative purchasing of locally grown foods and connect institutions to distribution to neighborhood Fresh Stop centers.
- Organized three cooperative development workshops with Leslie Schaller from ACENet in Athens, Ohio for capacity building for Jones Farm, City Fresh Fresh Stops, urban market gardeners, and businesses.
- Worked with Oberlin College professor to design applied research project to determine feasibility of a community kitchen incubator in Oberlin.
- The primary objective of CVCC's Local FoodWorks Initiative is to build innovative, long-term relationships between local farmers and buyers that improve the region's ability to meet demand for locally grown and produced foods. Although demand for locally grown food has risen sharply in the past several years, many NE Ohio farmers and producers lack sufficient business skills and market connections to effectively access local markets appropriate for the foods they produce. Extension of funding enabled CVCC's Local FoodWorks Initiative to strengthen and formalize the technical assistance and cooperative market development network created to improve farmer-buyer relationships and increase volume in the region's local food economy.
- CVCC's Local FoodWorks Initiative assists local farmers, producers and buyers, generating additional revenue for local farms; enhancing the quality, accessibility and variety of local foods in the local marketplace; and helping local restaurants and retailers remain competitive by connecting them with reliable sources of local foods demanded by their NE Ohio customers. OFUCDC funding enabled CVCC to significantly refine and institutionalize these services which have begun bringing more locally grown and produced foods to the NE Ohio marketplace.
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Farmer Incubator Activities

- Held ongoing discussions with the National Park Service to determine the availability and suitability of some 300+ acres of farmland on four sites in Cuyahoga Valley National Park (CVNP) which could be used to establish 50± mini-farms over a 5-10 year period.
- Hired an intern from Cleveland State University in August 2006 – to work on specific projects related to the incubator, internships, apprenticeships, and mentorships.
- CVCC managed the second offering of *Exploring the Small Farm Dream: Is Starting a Farm Business Right for You?*, a business short-course for beginning farmers in NE Ohio. Ten participants are enrolled in the second session which began in October 2006. A total of 34 prospective local farmers have participated in two course offerings in 2006. CVCC will offer it again in February 2007 due to continuing demand.
- Established and facilitated the Agrarian Readers Group which meets monthly (15-20 individuals, including several new farmers) to explore issues related to sustainable agriculture and food systems.

- CVCC worked with Slow Food Northern Ohio to coordinate delegation of five local farmers, three local chefs and one Ohio State University researcher to represent Ohio at Slow Food's biennial Terra Madre event in October 2006. Farmers nominated represent NE Ohio's local food community of CSA growers, feed grain producers, pork producers, chefs and cured-meat producers.
- The primary objective of CVCC's New Farmers Initiative is to help grow a new generation of farmers for Northeast Ohio. At present the region does not - could not - produce even 1-2% of the food consumed here, for a variety of reasons. Chief among them, though, is a simple, critical lack of farmers. There are insufficient people who actually know how to grow and harvest food – other than commodity corn and soybeans.
- Still, the good news is that there are a considerable number of people who are interested in developing serious farm businesses based on a relocalized food system: Diversified fruit, vegetable, and livestock products for local consumption. Over the past 15 months, more than 200 persons have inquired about participating in CVCC's long-term farm leasing program in Cuyahoga Valley National Park. And nearly 100 more have inquired about, or participated in the other three specific programs which comprise CVCC's New Farmers Initiative (supported in part by this grant).
- CVCC's New Farmers Initiative now incorporates several adjustments and improvements to the concept of a farmer incubator as described in our original grant proposal. As a result of our research and review of farmer incubator programs being experimented with elsewhere in the country, it became clear that much could be accomplished (in the short term) by developing two practical programs to assist potential farmers – prior to incurring the high expenses and risks associated with developing a large physical farming site/facility. Moreover, our research suggests an alternative approach to managing such a facility if or when it is actually developed (now projected for 2008-09).
- In summary, the New Farmers Initiative as revised and refined during the course of the present grant now consists of three key program areas: (1) a farm business short course, (2) internships, apprenticeships, and mentorships; and (3) a farmer incubator.
- The primary projects of the Local FoodWorks and New Farmers initiatives and their outcomes are described under Technical Assistance Projects Completed below.

Technical Assistance Projects Completed or Terminated:

- Knox County Renewable Energy project terminated because feasibility was estimated to be marginal at best.

- Small business assistance is provided through a Business Planner program installed on a computer in the resource library wherein any entrepreneur can access the program to provide direct assistance with business planning. All clients are required to have a business plan upon production and the program will be used to review any cooperative venture concept.
- The resource library also contains a NutraCoster Professional program for which Northwest Ohio Cooperative Kitchen clients are able to access information on increasing batch sizes, nutritional analysis, pricing structures and additional technical assistance. The costing feature will demonstrate how purchasing in a cooperative would save money on ingredients for each user.
- Direct technical assistance was provided to a producer of a salsa product who was having difficulty duplicating the recipe in large scale. Similar assistance is provided to all first time users of the facility. One concept being explored is that one company producing a product will assist another company in an effort to minimize the learning curve associated with production.
- The development of an insurance cooperative has been terminated due to lack of interest and issues involved with individual insurance needs.
- CVCC hosted the Farmer-Chef Field Day on February 20, 2007. This event, the first of its kind in the region, provided local farmers and food producers a formal introduction to prospective institutional and commercial local food buyers. CVCC's objective for this program was to increase and mainstream commerce in locally grown food by strengthening relationships between local growers-buyers. To meet this objective, a day-long program was designed that brought together 14 farmers, five locally-owned restaurants and one major food-service provider to discuss local food sales for the 2007 growing season. Details of the event are provided below.

Date: February 20, 2007

Program Overview:

To maximize time and allow farmers first hand experience, CVCC designed the program as a tour that included visits to three restaurants and one institutional food service provider which represented two college campuses as well as several corporate campuses in the region.

The tour gave farmers the opportunity to speak directly with chefs and purchasing staff, tour kitchen facilities, review ordering and delivery procedures and locations, discuss seasonal product availability and pricing, discuss packing and packaging requirements, and taste the end-results of what commercial kitchens produce with fresh, local farm products. Participating farms were also given resources on the following subjects: Approaching Foodservice with Locally Grown Products, Marketing to Local Restaurants, Top Reasons to Buy Local, Local Purchasing Success Stories and a copy of the *Entrepreneurial Farming Resource Guide* and *Countryside Harvest Guide*. A sample Farmer-Chef Field Day packet is included with this report.

Program Participants:

- 14 representatives from 10 Northeast Ohio farms including:
Casa Dolce Farm, Hinckley, OH (Seasonal vegetables, apples, raspberries, blackberries, herbs, hay, annuals and perennials. Uncertified Organic, low-spray); Covered Bridge Gardens, Jefferson, OH (Seasonal produce); Curlytail Organic Farm, Fredericktown, OH (Certified organic, heritage breed, grass-fed pork and certified organic feed grain); Goatfeathers Point Farm, Peninsula, OH (Meat goats (Tennessee Fainters/Myotonic), heritage breed turkey (avail. 2007, Standard Bronze); Ohio Honey Company/Wellhausen Apiaries, Kirtland, OH (Honey and honey bee products. Cottage-based apiary); Peter's Creek Farm, Dorset, OH (Seasonal produce); Spring Hill Farm & Market, Brecksville, OH (Seasonal produce, herbs, broiler chickens, layers, eggs, vegetable & perennial plants, 20 varieties of cut flowers, hanging baskets); Tiny Tomato Farm, Chardon, OH (Seasonal produce); White House Gardens, Sharon Center, OH (Seasonal produce); and Wayne Cattle Company, Andover, OH (Texas Longhorn beef; transitional, humanely raised, pastured, no hormones or growth promoting additives, no animal by-products. Also hay, straw, firewood).
- Owners, chefs and staff representing 6 locally owned restaurants including: Douglas Katz, owner/chef, Fire Food & Drink; Patrick Conway, Owner/President, Great Lakes Brewing Company; Michael Symon, owner/chef, Lola Bistro and Lola; Sergio Abramof, Owner, Sarava and Sergio's.
- Regional management, chefs and purchasing staff of Bon Appetit Management Company representing two college campus food service operations, Case Western Reserve University and Oberlin College as well as several corporate accounts in the region.
- Linda Griffith of Slow Food Northern Ohio also participated in the event. The Farmer-Chef Field Day was facilitated by Kari Moore, Program Coordinator, Local FoodWorks Initiative of the Cuyahoga Valley Countryside Conservancy.

Outcomes:

Participants were surveyed following the event and all reported favorable results as reported on attached Participant Evaluation summary

CVCC had originally proposed hosting a Marketing 101 Workshop to provide assistance to the region's farmers' market vendors and CSA farms improve marketing and business skills in preparation for the 2007 season. A delay in approval of extension of grant funds and subsequent scheduling of the 7th Annual Local Food Networking Event required us to modify our plans for this event to avoid scheduling conflicts and attract a critical mass of farmers and producers to the event. In order to accomplish stated objectives within the remaining grant period, CVCC combined this event with the Farmer-Chef Field Day and the Local Food Networking Event to offer a full day of activities, networking and resources for local farmers. CVCC has

partnered with Entrepreneurs for Sustainability in hosting this event for the past two years. An overview of the event is provided below.

Date: February 20, 2007

Location: Tasting Room, Great Lakes Brewing Company

Program Overview:

This event combined targeted networking time for farmers to interact with prospective buyers and distributors as well as formal presentations on the following topics: 2007 Eat Local Corporate Challenge encouraging local businesses to localize 10% of their food purchases in 2007; Localizing Commercial and Institutional Food Purchasing; and Local Purchasing Success Stories from Around the Country. Topics originally intended for this event including consumer preferences for local and organic produce; affordable marketing and other resources were provided to farms participating in the Farmer-Chef Field Day event (see above).

Program Participants:

The program served a capacity crowd of 200 which included local farmers, food producers, restaurant owners, institutional and commercial food buyers, wholesale distributors, farmers' market managers and other local food system stakeholders, local and regional policymakers and civic leaders. (See attached registration list).

Speakers included: Randy DeMers, Bon Appetit Management Company; Brad Masi, New Agrarian Center; Mick Prochko, Covered Bridge Gardens; Holly Harlan, Entrepreneurs for Sustainability; Kari Moore, Cuyahoga Valley Countryside Conservancy.

Outcomes:

Several of the farmers participating in this event are now actively selling product to businesses they met through this event, a result of connections made at both the Farmer-Chef Field Day and Networking Event. Examples are outlined below:

- Whitehouse Garden: selling seasonal produce to Lolita and Lola, negotiations underway with additional restaurants;
- Ohio Honey Company: selling honey and honey products to Lolita, Lola, Fire;
- Wayne County Cattle: sales negotiations are underway with Bon Appetit Management Co. for supply of meat products to Case and Oberlin campuses;
- Covered Bridge Gardens: sales negotiations are underway with Bon Appetit Management Co for supply of seasonal produce to Case and Oberlin campuses; assessment underway to determine feasibility of shared-use vegetable processing facility located on or near farm;
- Curlytail Organic Farm: selling pork products to Lolita, Lola and Fire and;
- Anthe's Restaurant: new owner/chef connected with participating farms and is now purchasing weekly direct from Spring Hill Farm, Whitehouse Gardens,

Covered Bridge Gardens, Meadowmaid Cheese and other farms participating in the event.

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- Technical assistance and market development activities are an ongoing service of CVCC's Local FoodWorks Initiative. New farmers and buyers continue to be identified that require assistance in accessing local markets. Demand for these services has increased since the launch of the program as more farmers, producers and buyers have become aware of the service.
- CVCC provides technical assistance and market connections to match local farmers and producers with prospective sales, processing and distribution opportunities of a suitable size, scale, and appropriateness for the foods/products they produce. Examples of technical assistance and market development services CVCC has provided to local farmers includes the following:
 - Information on business planning, pricing, processing facilities, food safety regulations, and distribution that helps local farmers/producers gain access new markets, work effectively with local buyers and with each other to improve efficiency and economies of scale;
 - Identification of new market opportunities for locally grown/produced foods and food trends that encourage season extension activities and value-added production;
 - Guidance in working directly and effectively with restaurateurs and other commercial and institutional buyers;
 - Quantification of local demand for locally grown and produced foods; communication of demand to local farmers and producers;
 - Education of commercial and individual consumers regarding the benefits of locally grown/produced foods.
 - Assistance provided throughout the course of this grant period has helped over 260 farmers and producers market and promote their locally grown and produced products and over has connected over 145 local farmers and producers with local buyers as well as marketing and distribution opportunities. A Technical Assistance Report is attached listing all farms and businesses who have received technical assistance during the 15-month grant period.

Data compiled from CVCC's Food Enterprise Incubator survey of over 300+ local farms and food producers was used to publish Northeast Ohio's first local food directory, the *Countryside Harvest Guide*. The guide continues to serve as a valuable resource in linking local farmers and purchasers and was produced as a by-product of the research CVCC conducted to assess viability of the Food Enterprise Incubator and shared use commercial kitchen facility. CVCC continues to manage and promote the web-based *Countryside Harvest Guide* as a marketing tool: 1) enabling Northeast Ohio farmers to more effectively and affordably market their products to local buyers and; 2) helping local consumers identify convenient sources of locally grown and

produced foods. OFUCDC funds were utilized to update the guide to reflect accurate information for the 2007 growing season. A printing of 200 additional guides was completed in February 2006 for participants in the February Farmer-Chef Field Day and Networking events.

CVCC has promoted the guide through the following channels:

- Website: CVCC website provides free, downloadable .pdf versions of the *Countryside Harvest Guide*. The webpage page receives, on average, 272 visits per month. The guide, and its listing of local farms in particular, has consistently scored in the top 10 most-visited pages on CVCC's website each month since it was launched;
- Postcards: Promotional postcards printed in 2006 continue to be used to market the guide. To date, over 3,000 postcards have been distributed to restaurants, food retailers, business organizations, and farmers' markets throughout the region;
- Printed copies: approximately 300 printed copies of the guide have been distributed throughout the region; CVCC has begun charging \$5 for printed copies to cover printing and postage costs;
- Email Blasts: promotional emails containing links to the guide are sent regularly to over 1,000 members of CVCC's mailing list;
- CVCC's Countryside Farmers' Markets, outreach and public education programs and events, and annual *Eat Local Challenge* event;
- Cuyahoga Valley National Park publications and events.
- Media: Coverage of the guide has appeared in the Plain Dealer, Cuyahoga Valley National Park publications, EarthWatch Ohio, Balanced Living magazine, Feast! Magazine and on websites including EcoCity Cleveland, Green City/Blue Lake, Cleveland Food Forum, Slow Food Northern Ohio, etc.

The guide is also being used to connect businesses interested in purchasing local food connect with farmers and producers who are capable of wholesaling local products. To date, the guide has been shared with over 50 local restaurant owners and chefs, 5 locally-owned grocers as well as other wholesale buyers and distributors.

New Farmers Initiative:

1. Business Short Course

Program Overview

In February 2006, CVCC successfully introduced to Ohio (and the Midwest) a practical business short course called *Exploring the Small Farm Dream: Is Starting a Farm Business Right For You?* The course curriculum was developed by the New England Small Farm Institute, and field tested by a broad consortium of agencies from Maine to West Virginia. It guides potential farmers through a series of self-assessments which help them determine if they are temperamentally suited to the rigors of farm life – and, if so, how to plan and marshal resources to make it happen.

Program Participants

Three course offerings have been made to date: February and October 2006, and February 2007. A total of 55 individuals participated in the three sessions representing 35 potential new farm business enterprises.

Outcomes

Most participants are continuing to develop their farm business plans in a more informed and disciplined manner. Some are continuing to develop small existing businesses – such as market gardening, and building the scale of their enterprises to allow for serious participation in the marketplace. Three couples completing the course competed successfully in Cuyahoga Valley National Park's farm leasing program – and are now developing farm businesses in this innovative high-profile project. And one person completing the course has become manager of CVCC's two farmers' markets.

2. Internship, Apprenticeship & Mentorship Program Development

Program Overview

In the Fall of 2006, CVCC began a serious survey of existing internship, apprenticeship, and mentorship programs intended to offer practical pathways for aspiring farmers to gain significant entry-level experiences working on and managing small farms devoted to local food production. Among the most useful, for CVCC's purposes, were the *Growing Growers* program in Kansas City, the *Cultivating Success* program developed by the University of Idaho and Washington State University, the *Internships in Sustainable Farming* program developed by the Northeast Organic Farming Association of New York, as well as the *Apprenticeship Program* of the Ohio Ecological Food and Farming Association. Concepts and materials from these programs were adapted to create a basic, beginning program for Northeast Ohio, which was launched in January and February of 2007 – and which is on-going.

Program Participants

A goal of ten farms participating in the program was established for 2007. Following an extensive survey of appropriate farms, ten farms were identified which were willing to explore the possibilities, problems, and benefits associated with committing themselves to hosting an intern or apprentice – as opposed to merely hiring hourly/daily workers. Simultaneously, CVCC developed a list of potential interns/apprentices through its existing networks. At present, seventeen persons have expressed an interest in working on at least one of the ten farms considering participation in this program.

Outcomes

CVCC's experience in creating effective internships and apprenticeships has mirrored the experience of most of the other programs which were surveyed. Unfortunately, there is far more discussion about than actual practice of internships and apprenticeships. Despite CVCC's extensive efforts to encourage and support farmers with helpful materials derived from other programs, the realities of hosting, housing, paying, and teaching an intern/apprentice is perceived as daunting.

To date, despite original enthusiasm for the ideas of hosting an internship/apprenticeship, none of the ten farms agreeing to explore the idea have actually agreed to formalize such an arrangement. However, several have agreed to work with individuals as paid workers or volunteers: And seven such arrangements are presently in place.

Prior to this exercise of actually establishing, measuring results, and comparing notes with the managers of existing programs, it was not apparent how daunting the task would seem to farmers. In retrospect, it probably should not have come as a surprise.

While the general concept of internships and apprenticeships remains valid, clearly there are preconditions and contexts which must be in place for them to succeed. CVCC will continue to encourage and support such arrangements wherever possible – but now recognizes that they are simply not appropriate for many, even most, farmers.

And, finally, as a result of this experience CVCC is considering a more effective way to offer a significant number of internships and apprenticeships annually by building them directly into the operation of a reconceptualized farmer incubator.

3. Farmer Incubator Development

Program Overview

The third major component of CVCC's New Farmer Initiative being developed under this grant involves on-going planning for a so-called "farmer incubator" – a facility and program for placing aspiring farmers on small acreages where they would receive extensive support for developing their production and marketing skills. After a period of time, most participants in the incubator would be expected to seek/establish a farming enterprise elsewhere on their own.

During the grant period, CVCC has continued to study various incubator concepts developed elsewhere. Chief among them are *The Intervale*, in Burlington Vermont; *Urban Edge Farm*, run by the Southside Community Land Trust in Providence, Rhode Island; and the *New Farmer Development Project* in the Hudson Valley, sponsored by the Council on the Environment of NYC/Greenmarket and Cornell Cooperative Extension.

Based on concepts derived from these programs, CVCC began developing plans for a similar incubator between Cleveland and Akron, Ohio – on land leased from Cuyahoga Valley National Park. As originally envisioned CVCC would lease some 300-400 acres from the park, recruit potential farmers interested in market gardening/farming (including ethnic and recent immigrant populations), place selected applicants on small acreages (1-5 acres) for a period of time (4-5 years), and provide significant instruction and support. Some 50 or more mini training farms would thus be established over a period of 10 years or so.

That conceptual model has been considered carefully during the grant period – and significantly rethought.

Outcomes

While the incubator concept as originally described is both feasible and desirable in various ways, if the desired end is a relatively efficient way to produce regular “crops” of new farmers – i.e., persons having significant exposure and experience to local farming and food systems, then several key alternatives to the original concept should be made.

In brief, the fundamental conclusion and changes resulting from CVCC’s analysis of existing incubators are:

- (1) They are complex and expensive to administer and support – they do not generate much of their own support. They are always resource challenged.
- (2) They are effective – but not necessarily efficient – at growing a new generation of farmers. They are slower, and less tightly organized/managed.

Hence, a better management model may well be that CVCC establishes and directly manages a state of the art production/demonstration farm which:

1. Models a diversity of good production practices.
2. Models a diversity of good distribution and marketing practices.
3. Actively engages ethnic and underserved populations.
4. Serves as an effective provider of extensive work/learning experiences (paid and volunteer), internships and apprenticeships.
5. Becomes an effective site for general public education related to farming and food systems.
6. Generates its own support through product sales – as well as generating additional support for CVCC programs.

Surveys Conducted:

- Staff explored numerous websites and resources on kitchen incubator facilities to determine what is being done to efficiently and effectively assist clients and locate additional ones. Generating ideas on what can be done to enhance current operations and to utilize the area to its full potential.
- Will be surveying the potential clients to determine what their needs are and how those can be addressed collaboratively.
- Inquired with clients as to what topics are of interest for upcoming training seminars and what additional resources would be most beneficial.
- Survey was conducted in the immediate Northwest Ohio area to inquire how many people frequent farmers markets and purchase local products. Purpose was to evaluate additional areas of opportunity and learn more about consumer purchasing and support for locally made items.
- Completed survey of over 300+ local farms and food producers to assess interest in Food Enterprise Incubator, shared-use commercial kitchen, value-added production, product development, marketing and distribution of local food products. Information compiled was used to publish the *Countryside Harvest Guide*,

Northeast Ohio's first directory of local farms, producers, markets, retailers and restaurants.

- Distributed and collected 50 surveys from Fresh Stop shareholders for evaluation and future planning as well as pre/post test surveys to determine impacts of Fresh Stops on nutrition.
- Distributed 14 surveys for farm enterprise workers to develop production plans for 2007 and identify options for formalization of cooperative enterprise for Jones Farm.
- Developed survey template for restaurants and grocery stores on the west-side of Cleveland to determine interest in cooperation on local food purchasing through the development of neighborhood-based buying clusters.
- Developed survey for farmers to determine interest in marketing to City Fresh and Oberlin markets.
- Identified 60 restaurants and grocers within 1.5 miles of the two City Fresh food centers for targeted surveys to be conducted by Cleveland State University student
- Designed GIS-based map to identify restaurant and grocers and determine efficient distribution network
- Distributed and collected 50 surveys from Fresh Stop shareholders for evaluation and future planning as well as pre/post test surveys to determine impacts of Fresh Stops on nutrition in 2006
- Distributed 14 surveys for farm enterprise workers to develop production plans for 2007 and identify options for formalization of cooperative enterprise for Jones Farm.
- Distributed and collected 25 surveys of urban market gardeners in 2007 to determine avenues and options for supporting development of urban/rural growers cooperative to facilitate connections between urban neighborhoods and businesses and local growers.

Cooperatives Incorporated or In Process:

- Initiated the formation of the Ohio Farmers Renewable Energy Cooperative because of a strong demand for renewable energy technology alternatives appropriate for family farms, rural residents, and rural businesses in Ohio. By-laws, articles of incorporation, and a membership agreement have been completed and the cooperative will incorporate in July, 2007.
- Piloted cooperative enterprise for George Jones Farm which included 14 members. Cooperative enterprise featured inter-linked agrarian enterprises, including: market gardens for Oberlin College and inner-city Cleveland distribution; greenhouse production; free-range livestock; apiaries; wildcrafting (woods and wetlands); value-added processing gardens; student-based market garden; herb gardens; and vermicompost systems. Farm enterprises include operators that range from college students, recent college graduates, and members of the wider community. Organized compensation structure that includes 50% commission of all products sold from the farm and a distribution of retained earnings between coop operators and a farm development fund.

- Worked with five Oberlin College students with the Oberlin Student Cooperative Association to establish a student-run farm cooperative on a ¾ acre plot. Students devoted the summer to producing food for their cooperative dining halls and canning program.
- Developed and product-tested value-added products from George Jones Farm, including pesto for Oberlin College dining halls, dill pickles, and vermicompost tea bags for home use.
- Partnered with Full Circle Fuels to utilize a mobile, bike-powered bio-diesel processor to process fuel for farm use. Organized stake-holder meeting to begin process of determining structure for bio-diesel processor.
- Distributed \$20,000 in seed-funding to initiate five market gardens in the City of Cleveland. Worked with 51 City Fresh market gardeners to organize collaborative marketing efforts for produce grown in small market gardens across the city. Organized planning meeting to determine potential structure for market-gardener operated cooperative for cooperative purchasing, marketing, and labeling.
- Organized fourteen “Fresh Stops” which are a hybrid farmers market/CSA/buying cooperative. Included 170 participants in limited income neighborhoods with 88 serving as regular shareholders in 2006. Developed Fresh Stop structure that will focus on self-management in 2007. Estimated total business for 2006 is \$22,000 with goal of generating \$80,000 in revenue in 2007.
- Organized buying consortium with Great Lakes Brewing Company, the Town Fryer, Oberlin College, and Case Western Reserve University to tap into City Fresh food distribution with transactions exceeding \$6,000 in 2006 and a goal of \$20,000 in 2007
- Developed cooperative food collection and sorting cooperative with 15 participants to gather food from urban market gardens and farms and sort it for distribution between four Fresh Stops in two counties in 2006. Worked in Lorain County and the west and east sides of Cleveland to organize three distribution hubs to support Fresh Stops and area businesses.
- Organized stakeholders to develop structure for cooperatively owned and operated produce delivery truck that operates on bio-diesel processed at the Jones Farm. Truck to be used for Fresh Stop distribution and to connect local farmers and growers with institutional and commercial markets. Facilitated cooperative purchase of box truck by Oberlin College, Case Western Reserve University, and Bon Appetite Service Management company to service institutions and Fresh Stop distribution. Converted box truck to run on vegetable oil or waste oil collected from the two institutions.
- Organized cooperative governance and operational structure for George Jones Farm operations involving college students, local residents, and recent college graduates.
- Developed compensation structure and cooperative enterprises at the George Jones Farm focusing on vegetable production, beekeeping, livestock, wildcrafting, composting, and value-added processing.
- Toured potential site at West 25th and Fulton for the development of a west-side Cleveland local food distribution hub in conjunction with City Fresh programs

- Worked with Slavic Village Development to determine feasibility of converting an abandoned Carnegie Library building as a cooperative food distribution and processing center to support local farmers and urban entrepreneurs.
- Facilitated two sessions with 19 urban market gardeners in City Fresh program focusing on collaborative opportunities and potential organization of urban farmer association. Organized cooperative development training for market gardeners.
- Developed grant program to seed 11 start-ups for urban market gardens
- Organized City Fresh Connections web service for urban and rural growers to facilitate communications of produce availability and delivery. Also developed template for utilizing web-site to facilitate communication and collaboration between Fresh Stops.
- Organized consortium of 22 local growers to supply City Fresh Fresh Stops in 2007, including a cluster of 6 Amish Farm Families in Medina County, a cluster of 3 farm families in Astabula County, and 7 urban market gardeners.

Research Projects Initiated:

- Penta County Educational program and the Agricultural Incubator Foundation are partnering to do a hydroponics garden soliciting 4-H members to work and learn about agriculture. A demonstration of the connection between the items grown and processing kitchen will be explored. Equally, additional items such as herbs will be grown in greenhouses to then be utilized in the kitchen facility. Such a program will also depict how multiple growers can come together at one location to produce products.
- Aquaculture research conducted at the facility is bringing in farmers to explore the value-added business. Some of these farmers are discussing establishing a cooperative purchasing arrangement for equipment and feed needs. Several projects are being explored at this time to bring the community and local organizations together.
- Additional demonstration projects are being explored including honey, aquaponics and berries in an effort to increase awareness of the market potential for the value-added products and show how to start an operation. Cooperative discussions will be associated with each in an effort to generate more economic potential for individual growers.
- An effort associated with getting local produce into institutions has been ongoing and is investigating utilizing the kitchen for minimal processing potential and serving as a distribution location. Multiple farmers could benefit from one location and collaboratively be in position to serve the institution markets.
- Researched existing models and standard practices for institutional food purchasing in response to opportunities to implement local purchasing programs at Case, Cuyahoga Valley National Park, Summa Health, Cleveland Clinic, etc.
- Began research and assessments of 200+ *internship*, *apprenticeship*, and *mentorship* programs from around the country in order to prepare a recommendation for a comprehensive CVCC managed program in Northeast Ohio.

- Began research and assessments of three key farmer incubator programs in Vermont, Rhode Island, and New York in order to develop a CVCC managed program in Northeast Ohio.
- Initiated detailed GIS mapping project to include map layers of small businesses and restaurants as well as locations of suppliers for Fresh Stops.

Research Projects Completed:

- Completion of research project with upper-level environmental studies course at Oberlin College to determine feasibility of non-timber forest management options for the George Jones Farm. Project focused on utilizing 22 acre forest preserve for the production of mushrooms, herbs, maple sugar, and native landscaping plants.
- Completed detailed GIS mapping project which included map layers of small businesses and restaurants as well as locations of suppliers for Fresh Stops.
- Established three growing plots in the forest to establish growing beds for ginseng, goldenseal, and mushroom production.

Research was conducted to explore new business entrepreneurial opportunities & resources for local farmers and food entrepreneurs in the following areas:

- **Mini-Dairy Operation.** CVCC participated in the Pladot Mini-Dairy presentation offered by Wayne County Economic Development. Obtained information about the mini-dairy model and opportunities to facilitate the start-up of small scale dairy operations in our region. Also gained information to share with farmers/entrepreneurs about the Negev Foundation's Ohio-Israel Agricultural Initiative and delegations to promote the exchange of agricultural technology and innovation between Israel and Ohio.
- **Local Food Distribution Opportunities:** Met with Ag Innovations, a local distributor to explore ways of expanding and enhancing existing capacity to identify and meet demand for local food in NE Ohio markets.
- **Local Food Guide & Promotions:** Researched Local Food directories and Buy Local promotion programs available nationally to assess best practices and determine content for NE Ohio local food directory.

Additional research completed for each initiative is detailed under Technical Assistance Projects Completed.

Training Seminars:

- Multiple training seminars have been conducted in the past few years on a variety of topics from business planning to food safety and marketing. One such seminar conducted this year involved a representative from Ohio Farmers Union presenting information on loans and grant funding opportunities for small businesses. To compliment that session, a speaker from the Ohio Department of Agriculture discussed the new labeling regulations involving trans fats.

- Another session focused on marketing with a specialist offering suggestions on how to present and promote a new product. Lee Corder of Lee's Hot Mustard then discussed the process in which he began manufacturing and marketing his line of products.
- Packaging and labeling was highlighted with a seminar featuring a local business success in Tony Packos. Information focused on how to get a product in the market place and how to make it appeal to the public. Tony Packo, Jr. shared his experiences on taking a product already recognized through his restaurants and making it fit the retail industry. Greg Lawless from the Agricultural Innovation Center at the University of Wisconsin then shared his experience with working on value-added products and cooperative development in agricultural niche markets.
- A food safety seminar was rescheduled for a later date due to lack of attendance. A seminar on marketing with a small budget is forthcoming and will include information on the statewide program, OHIO PROUD. Equally, a session is set to have Walt Churchill of Churchill's Market present information on what it takes to get a product onto the retail shelves. The session will be hosted at his market in an effort to encourage the entrepreneurs to walk the floor and explore the wide variety of products and packaging.
- Completed five day-long, hands-on training seminars at the George Jones Farm and Nature Preserve for City Fresh Urban Market Gardeners. Trainings included: vegetable production, soil restoration techniques, permaculture design, basic beekeeping, open-air composting, vermicomposting, free-range livestock management, post-harvest handling techniques, and cooperative marketing. Total of 15 participants average for each session
- Organized special training session for City Fresh market gardeners with tax accountant to review business planning and tax reporting requirements for market gardeners.
- Partnered with Growing Power in Milwaukee, Wisconsin to implement day-long training seminar on vermicomposting techniques. Focused on developing a vermicomposting system to aid soil restoration in urban settings.
- Organized two training sessions on "asphalt gardening" which focused on training urban market gardeners to install market gardens on top of asphalt.
- Hired Valerie Fox, a professional grower, to assist with hands-on trainings, provide oversight in the development of a farm production and business plan for the Jones Farm cooperative enterprise, and provide training for college students and college apprentices working at the farm.
- Organized and implemented a bio-diesel processing workshop to pilot bike-powered bio-diesel processor for the George Jones Farm. Worked with 12 workshop participants to process 50 gallons of campus waste grease into bio-diesel for farm use.
- Organized City Fresh Youth Corps program and trained eight high school youth from Cleveland and Oberlin to assist with community food distribution program and to assist with the installation and management of 24 urban gardens between two counties.
- Organized three permaculture design workshops focusing on utilizing permaculture design techniques to create self-sustaining agro-ecosystems. Utilized workshops to

design native plant nursery, children's garden, and permaculture landscape surrounding strawbale farm office at the Jones Farm.

- Organized business planning and cooperative management seminar with Leslie Schaller of the Appalachian Central Economic Network (ACENET) to develop cooperative-based business plan for the George Jones Farm (17 participants).
- Organized tour of Oberlin Cooperatives for residents of neighborhoods on Cleveland's west-side interested in initiating a cooperative grocery store that can serve as an outlet for City Fresh food from urban gardeners and regional farmers (attended by 12 participants and including tours of the Oberlin Student Cooperative Association, the Good Food Cooperative, and the Pottery Cooperative).
- Organized event for 25 Heifer International group project leaders from United States and Canada at the Jones Farm in Oberlin
- Organized planning events for spring/summer of 2006, including presentation and community dialogue on City Fresh in Oberlin program, organized mentoring and training program for three youth gardens in Oberlin, organization of early May vermicomposting seminar, permaculture design training, and four intensive training sessions at the Jones Farm for City Fresh market gardeners.
- Organized business planning and cooperative management seminar with Leslie Schaller of the Appalachian Central Economic Network (ACENET) to develop cooperative-based business plan for the George Jones Farm (17 participants).
- Entrepreneurs for Sustainability (E4S), Akron: Provided overview of local food system opportunities to 50 prospective E4S members at their inaugural networking event in Akron.
- City Fresh Market Gardener Training: Conducted four training sessions on marketing opportunities, market trends, and cooperative business structures in Ohio's local food system to 20 prospective small-scale, urban farmers and entrepreneurs involved in City Fresh program in Cleveland.
- Farmer Chef Field Day (2/20/07)
- 7th Annual Local Food Networking Event (2/20/07)
-

Other Significant Activities:

- Development and maintenance of the OFUCDC web-site: www.ofucdc.org
- Development of a OFUCDC promotional display.
- Development of a revolving loan fund for value added projects and cooperative ventures in Ottawa, Erie, Huron, Sandusky, Seneca and Crawford Counties
- Organized education and outreach events in conjunction with Fresh Stops, including cooking demonstrations with local chefs, local food potlucks for City Fresh shareholders, and educational forums on urban ecology, community development, and health and nutrition.
- Organized replicable design for Fresh Stop programs and met with representatives of Recovery Resource Community Health Center, Art House, Kamms Corner, YWCA, Metro Hospital, Cleveland Heights, St Mary's Church in Lorain, Save Our Children in Elyria, and St. Vincent's Charity Hospital in Cleveland to expand Fresh Stop program to other neighborhoods in 2007.

- Seven City Fresh market gardeners pooled resources to initiate a new farmers market in Tremont, a mixed-income community on Cleveland's west-side.
- Worked with Oberlin College to develop waste collection system with college dining halls, including waste-grease for bio-diesel processing and food waste collection.
- Produced 20 short films for web-site detailing market gardens, City Fresh farmers, and other local food initiatives across Northeast Ohio. Utilization of web-videos for cross-training between market gardeners and farmers. Produced one hour documentary detailing urban and rural connections.
- Organized comprehensive web-site detailing the George Jones Farm and the City Fresh program. City Fresh features included weekly update on contents of share-bags, recipe submittals, and a "City Fresh Marketplace" to consolidate orders between market gardeners for weekly ordering.
- Expanded farmers network to supply Oberlin/Lorain County market cluster, west-side Cleveland market cluster, and east-side market cluster
- Collaboration with west-side Cleveland partners to organize outreach to west-side businesses interested in local food purchasing (targeting the Clark-Metro Community Development Corporation)
- Evaluation of City Fresh food share program that targeted 51 low-income residents in the Clark Metro CDC in 2005
- Hired recent Oberlin graduate and undergraduate intern at Cleveland State University to assist with market cluster development and farmer outreach
- Organization of Community Supported Agriculture program for the Jones Farm
- Development of operational plan and planting schedules for Jones Farm cooperative
- Hired Tracie Haynes to coordinate organization of Cleveland City Fresh shareholders focusing on development of affinity groups around local food program. City Fresh shareholders will include low-income residents who receive "shares" of locally grown produce (both from farmers and from urban market gardeners) that will be picked up at a neighborhood "Fresh Stop" (food center) along with nutrition information.
- Organization of City Fresh youth corps program to target 6 inner-city youth who will assist with food packing and Fresh Stop operations as well as market garden production.
- Facilitated development of new market garden sites at Lucky's Café in Tremont, the Urban Community School in Detroit-Shoreway, and at east 30th and Cedar in downtown Cleveland
- Networked with St Clair CDC, Slavic Village CDC, and Cleveland Metropolitan Housing Authority to begin consideration of City Fresh Fresh stop and Market Garden training expansion
- A staff person attended a Cooperative 101 class with Bob Cohen in Dublin, Ohio to learn more about the process and brainstorm ideas on how to implement the concept at the kitchen and with other efforts.
- Monthly press releases have been distributed promoting the resources of the cooperative kitchen and cooperative development efforts. Additional marketing materials were developed to assist in promotional efforts.

Activities Benefiting Minorities This Reporting Period

- Research continues to explore the cultural diversity and culinary traditions of Northeast Ohio’s ethnic communities to gain a better understanding of the entrepreneurial opportunities for the small-scale farming, value-added production and marketing of culturally appropriate foods that would provide economic benefit to members of these communities.
- The City Fresh program specifically targets low-income residents in the west-side of Cleveland in the most ethnically diverse census district in the state of Ohio. Our City Fresh food share program is modeled after the Sanchoku model in Japan in which groups of neighbors are clustered and purchase advance shares for weekly bags of locally grown produce. Our fourth Fresh Stop, located in downtown Oberlin, services a predominantly African-American neighborhood.
- Hired two people of color in leadership positions to provide more effective bridges with communities of color.
- The City Fresh Market Gardener Training session involved 20 prospective, small-scale, urban farmers and entrepreneurs serving Cleveland’s inner-city neighborhoods. This workshop was sponsored by City Fresh, a program distributing fresh, locally grown food to Cleveland’s Clark Metro and Detroit Shoreway neighborhoods.
- Research was conducted to explore the cultural diversity and culinary traditions of Northeast Ohio’s ethnic communities in order to gain a better understanding of the entrepreneurial opportunities for the small-scale farming, value-added production and marketing of culturally appropriate foods that would provide economic benefit to members of these communities.
- An exploratory meeting was held with Asian Services in Action (ASIA) representatives to explore opportunities in CVCC’s New Farmer Initiative for potential entrepreneurs from Akron and Cleveland’s Asian communities.

New Cooperatives Identified

None

PROJECT/ACTIVITY – RENEWABLE ENERGY

This reporting period:

Established Objectives:	Met	Not Met
Continue with feasibility studies and business plan for the three wind energy projects	X	

Incorporate second farmer energy group in Knox County		X
Start at least one more wind energy project in Ohio	X	
Start at least five biodiesel projects in Ohio		X
Continue to search for and facilitate renewable energy projects that are appropriate for farmer owned cooperative ventures	X	
Initiate the establishment of two market garden cooperative institutions in the Cleveland City Fresh Program	X	

Other significant work accomplished for the project during this reporting period:

Coordination of the OFUCDC and grant management

Work accomplished by center staff 95%

Work accomplished through contracted services 5%

Contractor names: Harvey Wasserman

Reasons why established objectives not met:

Knox County Group dissolved. Jalin Technologies went bankrupt.

Any problems, delays, or adverse conditions that will affect attainment of overall project objectives during established time period:

None

PROJECT/ACTIVITY - FARMER INCUBATOR (CVCC)

This Reporting Period:

Established objectives for this quarter:	Met	Not Met
CVNP land evaluation	x	
CVNP land lease plan	x	
Reference incubators evaluation	x	
Ethnic communities meetings & surveys	x	
International students meetings & surveys	x	

PROJECT/ACTIVITY - FOOD ENTERPRISE INCUBATOR (CVCC)

This Reporting Period:

Established objectives for this quarter:	Met	Not Met
Reference incubator evaluation	x	
Partnerships development	x	
Ethnic communities meetings & survey	x	
International students meetings & survey	x	
Work accomplished by center staff		<u>100%</u>
Work accomplished through contracted services		
Contractor Name _____		_____ %

Reason(s) why established objectives (if any) not met:

Reference incubator evaluations and partnership development work is ongoing.

Any problems, delays, or adverse conditions that will affect attainment of overall project objectives during established time period:

Next Reporting Period:

Established objectives for next reporting period:

PROJECT ACTIVITY – FARMER INCUBATOR AND MARKET DEVELOPMENT (EDIC)

Established Objectives for this Quarter met:

- Implement four Fresh Stops, including outreach to shareholders, coordination with farmers and urban growers, and coordination of nutrition education staff
- Implement City Fresh youth corps program
- Organize City Fresh Market Garden training programs with hands-on sessions at the Jones Farm in Oberlin
- Implement cooperative enterprise for the Jones Farm with City Fresh and Oberlin College as primary markets for farm products
- Test institutional/business distribution system to link businesses with City Fresh distribution network
- Develop and test training workshops in bio-diesel processing, beekeeping, and permaculture design
- Develop training protocol for future Fresh Stop operations

Other significant work accomplished for the project this reporting period:

Work accomplished by center staff 90%

- Brad Masi, Executive Director, EDIC
- Tracie Haynes, City Fresh Outreach Coordinator
- Kevin Herschman, Farmer Outreach and Oberlin Cluster Coordinator
- Lisa-Jean Sylvia, City Fresh Outreach Coordinator

- Maurice Small, Local Food Distribution and Fresh Stop Coordinator

Work accomplished through contracted service:

Contractor Name:

- Leslie Schaller, Food Ventures Coordinator, ACENET
- Valerie Fox, Consultant for Jones Farm Cooperative Development

Reasons why established objectives (if any) not met:

n/a

Any problems, delays, or adverse conditions that will affect attainment of overall project objectives during established time period:

n/a