Dear Friend,

Welcome to the 2017 report of the Local Food and Farm Program to the Iowa Legislature, covering activities from July 1, 2016, through June 30, 2017.

This program was established in August 2011 as part of the Local Food and Farm Initiative. It will empower farmers and food entrepreneurs to provide for strong local food economies that promote self-sufficiency and job growth in the agricultural sector and allied sectors of the economy. The goals of this program are to:

- Promote the expansion of the production of local foods, including the production, processing, distribution and marketing of Iowa products.
- Increase consumer and institutional spending on Iowa-produced and marketed foods.
- Increase the profitability of farmers and businesses engaged in enterprises related to producing, processing, distributing and marketing local food.
- Increase the number of jobs in this state’s farm and business economies associated with producing, processing, distributing and marketing local food.

The program is a collaborative effort among the Iowa Department of Agriculture and Land Stewardship, Iowa State University Extension and Outreach and ISU’s College of Agriculture and Life Sciences.

We welcome inquiries and suggestions about our work. Contact me or other staff members using the information on pp. 17–18.

Sincerely,

Craig Chase, PhD
Manager, Local Foods Program
LOCAL FOODS: A growing industry

Iowa’s economy has relied on agriculture for most of its history. As demand for locally grown food rises statewide, an increasing number of Iowans (producers, processors, food system practitioners, etc.) are engaged in providing consumers with more local food products.

A new survey conducted by the USDA shows that 4,068 Iowa farms sold local food in 2015 (through all marketing channels), with aggregate sales of more than $194 million (USDA - NASS, Census of Agriculture - Local Food Marketing Practices, 2017). This means approximately 5 percent of all Iowa farms are engaged in local food production.

It appears the number of farms producing for local markets is on the rise; more than half (59 percent) of respondents in the 2015 Iowa Commercial Horticulture Survey for Food Crops have been growing fruits or vegetables for 10 years or fewer (Enderton, Bregendahl, Swenson, & Adcock 2017).

However, there is much room for local food production to grow in Iowa. Iowans spend more than $8 billion on food each year, of which it is estimated that only 14 percent is grown within the state (Swenson 2011). We face many challenges to grow the local food system, such as lack of infrastructure, inaccessibility for consumers due to price and location, and loss of larger-scale horticulture farms (Enderton et al. 2017).

Local food production provides:

- opportunities for beginning farmers to start farming with lower capital investment (smaller equipment and fewer acres are needed),
- opportunities for diversified farms that improve Iowa’s food security and resilience,
- new markets for existing farmers, and
- opportunities for children and adults to connect to their food sources, and to develop healthy eating habits.

Local food systems encourage job creation, economic development and stronger, healthier communities. The interest in the sales of local foods is not limited to fruit and vegetable producers. Conventional farmers who raise corn, soybeans, cattle and hogs also may be interested in local food markets as a way to diversify their operations or help a son or daughter begin his or her own agricultural enterprise.

Increased local food production, marketing, and processing ultimately result in more jobs. A 2010 research project examining the potential value of an increased fruit and vegetable industry in six states (Iowa, Illinois, Indiana, Michigan, Minnesota and Wisconsin) studied the potential benefits of increasing production of 28 fruit and vegetable crops and projected increased consumption of in-state produce.

The analysis indicated that under this scenario, farm-level sales would reach about $61.4 million, with a potential retail value of $230.1 million and creation of a total of 657 farm-level jobs, compared to the 131 jobs
currently generated from this acreage under corn and soybean production (Swenson 2010). Greenhouse and high tunnel production have the potential to expand year-round fruit and vegetable production in Iowa.

For local food systems to gain traction and momentum, food system stakeholders and players must be supported — with research-based production, management and marketing information, and one-on-one technical assistance.

With your continued support, the staff of the Local Foods Program at Iowa State University Extension and Outreach will help Iowa’s communities achieve their food systems goals and objectives.

Citations:


The most recent survey of Iowa’s commercial food crop producers showed that Iowa’s commercial fruit and vegetable industry generated $48 million in direct sales and an additional $32 million in value-added commerce, for a total of more than $80 million in economic activity statewide in 2015.

See page 14 for more information.
Growing PRODUCERS

Many new farmers are interested in small-scale diversified agriculture because of its potentially higher returns and lower start-up costs. Consumers are driving demand for more locally grown food, in Iowa and across the US.

In 2016–17, the Local Foods Program team supported increased local food production by providing technical assistance on a variety of projects, including:

Northeast Iowa Food and Farm Network. Originally the Northeast Iowa Beginning Farmer Network, this group of farmers changed their name to welcome more experienced mentor farmers. Their focus is on growing food for diversified markets, and they began meeting monthly in fall 2016 to learn best practices, share skills and overcome challenges. We serve as facilitators and have built three full-day workshops in the past year around the group’s interests in digital marketing and financial management.

What’s next? We will continue to facilitate this group and partner with Practical Farmers of Iowa to expand the model statewide.

Sinsinawa Mound Collaborative Farm. Our Community Food Systems Program is facilitating creation of an incubator to help limited-resource beginning farmers in northeast Iowa and southwest Wisconsin to begin operating successful farm businesses raising food products for local markets.

We conducted a community food system assessment and facilitated monthly project team meetings to develop a mission, vision and values, invited applications for beginning farmers, and hosted 12 farming classes. This project is a ground-breaking collaboration among the Sinsinawa Mound Dominican Sisters, Mercy Hospital, Iowa State University Extension, Iowa State University Extension Dubuque County, beginning farmers and University of Wisconsin Extension. Six beginning farmers took part in the training and are now actively farming at the incubator.

We are working with the Dominican Sisters community at Sinsinawa Mound to create an incubator farm for limited-resource farmers in northeast Iowa.
What’s next? We will continue working with these partners to help them develop a long-range plan for the farm.

Iowa Correctional Institution for Women, Mitchellville. Along with the ISU Landscape Architecture Program, we continue to work with inmates at ICIW to design and implement production gardens and a beginning farmer training program on their prison campus. In summer and fall 2016, the garden crew of 10 harvested nearly 10,000 pounds of produce for use in the prison kitchen and for donation to local food pantries.

The prison was able to purchase eight indoor grow lights and set up a seed starting area in an unused building; this will make production less dependent upon having to obtain plant starts and seeds, as well as allowing the women to begin production earlier.

We also provided technical assistance to develop a prison production garden guide, and worked with ISU software engineering students to convert it to a mobile application shareable with prison gardening programs nationwide.

What’s next? Several women who worked with the gardening program at ICIW have been released and found jobs in landscaping and horticulture within their communities. We will continue to facilitate those opportunities. The scale of the program will continue to grow, with construction of a new high tunnel and greenhouse planned for fall 2017.

Improving lives for farm laborers. Farm laborers often are left out of the conversation when talking about local food system development. The staff’s goal is to encourage payment of livable wages for farm employees. The increased volume of local food sales also should increase the diversity of farmers, farm size and structure, the number of acres used for human food production and the number of small farms and gardens.

Members of the Local Foods Program team have participated in quarterly Migrant and Seasonal Farm Labor Program meetings convened by ISU Extension and Outreach Community Development, and are strategically reaching out to organizations including Iowa Workforce Development, Proteus and Foodworkers Alliance.

Local food producers in northeast Iowa began meeting regularly in 2016 as part of our Northeast Iowa Food and Farm Network. They share best practices and challenges, and network with more experienced farmers.
Iowa farmers are growing more healthy, delicious food, and more consumers want to buy it. Now what? While many farmers continue to market directly to consumers through farm stands and farmers markets, wholesale markets like grocery stores, restaurants, schools and institutions are clamoring for larger amounts of product. The Local Foods Program facilitates needed connections in various ways.

Food hubs. According to USDA, a food hub is “a business or organization that actively manages the aggregation, distribution and marketing of source-identified food products, primarily from local and regional producers to strengthen their ability to satisfy wholesale, retail and institutional demand.”

The Local Food Program’s goals are to increase the following metrics for Iowa:

1. Total dollars of food hub sales revenue.
2. Number of farmers’ accessing markets through food hubs.
3. Diversity of producers selling to food hubs (including gender, age and race).

During July 2016 – June 2017, the ISU Local Foods Program:

• Co-facilitated the Iowa Food Hub Managers Working Group, a peer learning community for food hub managers. The team facilitated day-long meetings featuring food hub tours, presentations and group discussions on shared challenges.

• Hosted five Michigan food hub managers and two food system professionals from Michigan State University on a tour and networking opportunity with members of the Iowa Food Hub Managers Working Group.

• Participated in a $30,000 North Central Region Sustainable Agriculture Research and Development (NCR-SARE) Partnership Grant to create a shared inventory tracking system for food hubs that are transporting one another’s products. The system has now been developed by Dr. Caroline Krejci’s lab at the ISU Department of Industrial, Manufacturing and Systems Engineering, and piloted by four Iowa food hubs. Learn more at https://sites.google.com/site/ifhnetwork.

• Developed the following educational materials for food hubs and their clients: A Manager’s Guide to Food Hub Finances (LF 0015 and 15A) and Iowa Food Hub Meat to School Series (LF 0016 A-C). Both are available for free download in the ISU Extension Store, https://store.extension.iastate.edu.

Des Moines Public Market. Last year, we worked with a core team from Des Moines on plans for an 88,000-sq. ft., three-story public market in downtown Des Moines. The vision is to create a flexible space that develops a community around local food, art and science, hosting culinary...
experiences, educational opportunities, entrepreneurial activities and unique events. In addition to showcasing the best of what Des Moines has to offer, the market will serve as a business incubator.

What’s next? Our team will continue to collaborate on planning and partnership development with the City of Des Moines and the Des Moines Partnership.

**Food Safety Training.** We help Iowa farmers meet new federal regulations on food safety as part of ISU’s Food Safety Team. In the past year:

- Iowa State University Extension and Outreach partnered with the Iowa Department of Agriculture and Land Stewardship to assist with assessment of the needs of produce growers directly affected by the *Food Safety Modernization Act’s (FSMA) Produce Rule* and to provide education and technical assistance to those affected by the rule. Iowa State’s five-year, $1,118,900 grant is part of $21.8 million that has been awarded by the FDA for additional education on the new FSMA regulations.

- Iowa Valley RC&D and Iowa Food Hub are partnering on a project to expand the *Iowa Group GAP (Good Agricultural Practices) Network* to farms in the Cedar Rapids region. The project is expected to double the number of farms participating in the network.

- The **North Central Regional Center for Food Safety Training** was established at ISU with nearly $1 million from the US Food and Drug Administration. The center provides food safety guidance to companies that must comply with the new federal regulations.

What’s next? The ISU Food Safety Team has scheduled dates for the day-long FSMA Produce Rule trainings for winter 2017–18. Ten regions will host a training this winter, and ten more regions the following year. The ISU Food Safety Team will conduct 20 On-Farm Readiness Reviews (OFRR) for Iowa produce farms during the summer of 2018. The reviews will assess each farm’s status related to compliance with the new FDA regulations.
Growing CONNECTIONS WITH SCHOOLS

An increasing number of Iowa school districts are engaged in farm to school projects, from school gardens to purchasing locally grown food for their meal programs. The Local Foods Program team has been integral to this effort, including:

**FoodCorps Iowa.** Our program is the Iowa lead for FoodCorps, a national service program that connects kids to healthy food in school. During the 2016–17 school year, 12 FoodCorps Iowa service members and their supervisors worked directly with students in eight Iowa communities, teaching Pick a Better Snack nutrition education, building infrastructure and support systems for school gardens, fostering partnerships between local growers and food service staff and leading systems change to support a schoolwide culture of health.

As the momentum and resources to support hands-on, wellness-based education grows across Iowa, FoodCorps continues to uphold a focus on community staying power and program sustainability. FoodCorps members serve as key resource contacts (in their one to three schools) for the development of school wellness policies, professional development trainings for teachers and district staff and community outreach to families and organizations.

Collectively, the FoodCorps Iowa team is developing and testing culturally responsive curriculum, connecting with 4H youth and leaders to discover opportunities for local food education, and taste-testing local food recipes in schools to bolster markets for local producers. This work will continue into the next year of the FoodCorps term that runs August 2017 through July 2018.

What’s next? As FoodCorps National will be opening state offices in each partner state in program year 2019, the FoodCorps Iowa program will be transitioning out of the existing partnership with ISU Extension and Outreach in July 2018. We will work to ensure that this transition process continues to support all existing programs and communities, and in

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*Students at Hillis Elementary School in Des Moines can’t believe the size of the sweet potato they grew, with the help of FoodCorps Iowa.*
the future, will create capacity for FoodCorps to function through state policy and fundraising (alongside the service member program).

**National Farm to School Network.** Beginning in early 2017, our team provides oversight and leadership as the Iowa Core Partner representative for the National Farm to School Network. There are also four supporting partners: Tammy Stotts at the Iowa Department of Agriculture and Land Stewardship; Chelsea Krist with FoodCorps Iowa; Suzy Wilson with the Iowa Department of Public Health; and Kelly Hanson with Iowa Association for Early Childhood Education. The goal of this team is to share information from the National Farm to School Network, and to support and track farm to school activities in the state. Several grants currently support this work.

What’s next? We plan to facilitate networking through a weekly Iowa farm to school newsletter and a statewide conference.

**IOWA LOCAL FOOD DAY**

The Iowa Department of Agriculture and Land Stewardship has received a USDA Farm to School grant of $100,000 to create a statewide celebration — an *Iowa Local Food Day*. This event will bring together all sectors of farm to school, with goals to: (1) provide a strong support network; (2) aid food service directors in making local procurements; (3) engage more growers in growing and selling produce to schools; (4) help growers ramp up school sales by working on a smaller scale with summer food service programs; (5) allow farm to school activities to expand beyond fruits and vegetables; and (6) raise public awareness of Iowa’s farm to school efforts.

*Students at North Fayette Valley elementary school in West Union show their appreciation for a lunch featuring locally grown pork and apples last October during National Farm to School Month.*
Growing COMMUNITY CAPACITY

Facilitating partnerships to strengthen communities has always been one of the things ISU Extension and Outreach does best. The Local Foods Program team fosters strategic growth in Iowa’s local foods sector through:

Community Food Systems Program. This flagship program, housed within the Agriculture and Natural Resources and the Community Economic Development Departments of ISU Extension and Outreach, implements a multi-phased, multi-year approach to community planning around local food systems. The program strategically partners with the Iowa State University Community Design Lab for design assistance throughout the three-year process. Its primary objective is to partner with communities to develop, design and implement local and regional food systems, by creating long-term community empowerment and lasting impacts.

This program was established in 2013, and has been deployed in seven communities across the state, including implementation of more than 20 different projects and programs such as edible landscapes, community garden workshops, food business strategies, public market feasibility studies and design, urban farms, food hubs and branding and awareness campaigns.

Current community partnerships in the state of Iowa are: Des Moines (Public Market), Cass County, Dubuque, Healthy Harvest of North Iowa and Pleasant Hill. Cedar Rapids, Cresco and the City of Des Moines wrapped up their process in 2016, and Shelby County completed their shared-use kitchen assessment in the fall of 2016.

In January 2017, the program celebrated its third year of collaboration with communities across the state by hosting more than 150 partners: planners, farmers, local food coordinators, culinary professionals, public health practitioners and many more organizations, who gathered to share success stories of community food systems development and implementation across Iowa.

We facilitated a food systems assessment for the city of Cedar Rapids.
The Community Food Systems Program researches more than 30 different tactics of food system projects from five food system sectors and how they contribute to community assets — such as equity, economy, education, environment, policy and wellness.

**Regional Food Systems Working Group (RFSWG).** Established in 2003, RFSWG is a statewide network for Iowans working to build a more resilient regional food system. RFSWG is comprised of 15 geographically based groups covering 81 Iowa counties. Each group works with different stakeholders — farmers, food-based businesses, non-profits, extension staff, Resource Conservation and Development groups, educational institutions and government agencies — to support local food systems development in their region.

We work with the group’s steering committee to offer bi-monthly webinars and quarterly networking meetings. We offer a mentoring program to pair an experienced local food coordinator with a new one for guidance and support.

**What’s next?** Sharing the model nationwide through development of a new train-the-trainer program that will be launched in the winter of 2018.

**Local Food Leader Training.** The Local Foods Program launched a local food leader training project in 2015, with nearly 100 people participating. A meeting was convened and facilitated by the Local Foods Program team for individuals interested in enhancing their food systems work in a leadership role within their community.

This program hosts workshops on local food systems 101, diversity and inclusion, facilitation, Strategic Doing and Collective Impact coalition development, and work-life balance. In 2016, the local food leader training hosted 45 new local food coordinators and offered continuing education for more experienced coordinators.
What's next? In 2017, we plan to train an additional 40 members in local food leadership, and also have the full 100 who have participated to date engaged with newly developed local food leader online modules. We also will host a national local food leader training in collaboration with the Community Food Systems Program train-the-trainer effort.

Planning the Future of Food Systems in Northeast Iowa. More than 60 diverse stakeholders gathered last year on the Luther College campus to strategize about the future of the food system in northeast Iowa. The strategic plan, which will guide the work of the regional food system for the next 10 years, includes four strategies: increase sustainable production of local food and engage more farmers; advance processing, aggregation and distribution systems; expand access to affordable and healthy local food; and develop sustained funding for the people and programs that support the regional food system. Stay tuned for an update on this process in next year’s report!

Growing DATA

Measuring the impact of the local foods sector on Iowa's economy is a vital task of the Local Foods Program. Our evaluators contribute to the growing body of knowledge and data on local foods through:

Iowa Commercial Horticulture Food Crop Survey. Local Food Program evaluators worked with the Iowa Department of Agriculture and Land Stewardship, National Agricultural Statistics Service (NASS), the Leopold Center for Sustainable Agriculture, Iowa Farm Bureau, Iowa Farmers Market Association, the Iowa Fruit and Vegetable Growers Association and Practical Farmers of Iowa to develop and administer a survey of edible horticulture products. This was the first such survey since 2000. The survey was administered by NASS in spring 2016. Our evaluators performed data analysis and wrote the report, which is available electronically at www.iowaagriculture.gov/horticultureandFarmersMarket.asp.

A survey to evaluate the usefulness of the publication showed that 22 of 26 (85 percent) will use the results to promote specialty crop industries and 16 of 26 (62 percent) respondents found it useful to identify needs of the commercial horticulture industry.

Question Keeper. The Local Food Program evaluators work regularly to create tools to help local food practitioners evaluate their own work. As part of this effort, we created Question Keeper, an online database of evaluation survey questions, which users can use to find appropriate questions to create their own surveys. We released Question Keeper in October 2016. A total of 46 users have registered to date. www.questionkeeper.extension.iastate.edu.

What's next? In addition to conducting evaluations on contract, the Local Foods Program evaluation team works with partners to increase their own capacity to evaluate their work. In the upcoming year, we plan to create a best practices guide for extension staff who want to conduct a local food systems needs assessment in their county.
A Local Foods Program website was launched in 2015 at www.extension.iastate.edu/localfoods, highlighting the rationale for ISU’s investment in local food systems development, the mission and goals of the team, and a wealth of resources and toolkits for local food systems practitioners.

The site also offers a blog with weekly updates of interest to the Local Foods Program’s clients, and an RSS feed for subscribers. The site garnered more than 15,000 page views in fiscal 2016.

The team also launched a Facebook page, currently at 450 followers.

Publications are continually being developed and made available through the ISU Extension Store, all at no cost to clients. More than 1,300 copies of these publications have been downloaded to date.

In spring 2016, we began a monthly e-newsletter highlighting projects, resources and events of interest to local foods practitioners across Iowa. The newsletter is sent to 650 individuals and media outlets statewide. Sign up at http://bit.ly/2wc2F1a!

Most student associations related to beginning farmers at Iowa State University focus on large-scale farming. The team’s goal is to increase the awareness of ISU students of the benefits of local food agriculture enterprises. This will be done through strategic outreach as well as hiring interns from different backgrounds to work with the Local Foods Program.

In 2015, we began sponsoring an annual ISU Local Food Festival in central campus, featuring farmers, student clubs and other organizations supportive of local foods. We also provide speakers to classes and student clubs on campus, and offer internship opportunities in local foods work to a diverse set of undergraduate and graduate students each year.

ISU senior Hannah Fisher was a communications intern on the Local Foods Program team for two years, and is an ambassador for the College of Agriculture and Life Sciences majoring in agriculture and society.
RECENT PUBLICATIONS

https://store.extension.iastate.edu/Product/5235

https://store.extension.iastate.edu/Product/15119

https://store.extension.iastate.edu/Product/15099

LF 0016A: Sourcing Meat for Schools in Northeast Iowa (5 pp.)
https://store.extension.iastate.edu/Product/15096
LF 0016B Pork-to-School in Northeast Iowa (4 pp.)
https://store.extension.iastate.edu/Product/15097
LF 0016C: Beef-to-School in Northeast Iowa (4 pp.)
https://store.extension.iastate.edu/Product/15098

https://store.extension.iastate.edu/Product/14919

https://store.extension.iastate.edu/Product/14796
LOCAL FOODS PROGRAM TEAM

Craig Chase — Local Food and Farm Initiative state coordinator

Chase, in addition to being the state coordinator, is currently the program manager of the Local Foods Program at ISU Extension and Outreach. cchase@iastate.edu

Lynn Heuss — Local Food and Farm Initiative assistant state coordinator

Heuss is the Local Food and Farm Program assistant coordinator with the Local Foods Program team, with an emphasis on farm to school and partnership development work. leheuss@iastate.edu

Leigh Adcock — communications specialist

Adcock joined the team in March 2016. She maintains the team’s blog, website and Facebook page, and co-writes, edits and formats its newsletters, resource publications and reports. laadcock@iastate.edu

Carrie Chennault — graduate research assistant

Chennault’s research interests include the intersection of sustainable agriculture, food, and critical geography. She focuses on understanding how to make local food systems more socially just, open and process-based, with an emphasis on food access and community engagement. She is pursuing a PhD in sustainable agriculture at ISU. carriemc@iastate.edu

Emily Coll — administrative assistant

Coll joined the team in April 2017, and manages the program’s administrative tasks, including budgeting and reporting. ecoll@iastate.edu

Arlene Enderton — Local Food and Farm Initiative evaluator

Enderton assists in evaluation efforts by conducting interviews, creating surveys, analyzing data and writing reports. She is involved in evaluation of the Northeast Iowa Food and Fitness Initiative and the Regional Food Systems Working Group. arlene@iastate.edu

Kayla Koether — Extension food systems specialist

Koether is a food systems specialist for ISU Extension and Outreach in six counties in northeast Iowa. She has a partial appointment with the Extension Local Foods Program and specializes in beginning farmer education and outreach. koether@iastate.edu
Courtney Long — program coordinator

Long is a program coordinator with Iowa State University Extension and Outreach within the departments of Community Economic Development and Agriculture and Natural Resources. Long coordinates the Community Food Systems Program, assisting communities in coalition development, community food system assessments and implementation of prioritized projects from collective community goals. court7@iastate.edu

Caitlin Szymanski — program coordinator

Szymanski joined the team in April 2016. Her work primarily focuses on supporting and connecting the growing number of local food coordinators and other county-based extension employees around Iowa whose work intersects with the local food system. szy@iastate.edu

Teresa Wiemerslage – Extension food systems coordinator

Wiemerslage is based at Allamakee County Extension, where she coordinates the work of the Northeast Iowa Food & Farm Coalition (NIFF) and currently serves as the ISU Extension liaison for the NE Iowa Food & Fitness Initiative. Teresa has a partial appointment with the Local Foods Program so she can share her expertise in food system development, food hubs, on-farm food safety and Group GAP and farm to school. wiemer@iastate.edu

PROGRAM COUNCIL

A local food and farm program council was established by the LFFI’s legislation to “advise the local food and farm program coordinator carrying out the purpose and goals of the [Initiative].” The council consists of six members representing different partners within Iowa’s local food system. The Council began meeting in January 2012, and currently includes:

• Maury Wills, Iowa Department of Agriculture and Land Stewardship
• Aaron Lehman, Iowa Farmers Union
• Jason Grimm, Iowa League of RC&Ds of the Natural Resources Conservation Service
• Teresa Wiemerslage, Iowa State University Extension and Outreach and the Northeast Iowa Food and Farm Coalition
• Barb Ristau, Iowa Farmers Market Association
• Marcy Billings, Loffredo Fresh Produce