Grow, Distribute, Eat!

Wherein are the problems and solutions?

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Executive Summary

Though the benefits of creating a sustainable food system are generally well understood, the challenges which pertain to Indiana University (IU) are many. IU feeds its 40,000 students, faculty, and staff by multiple complex systems. In particular, the IU Residential Programs and Services office (RPS) feeds close to 10,000 people every day during the school semester. The current food supply system is well-established, and relies mainly on food grown and shipped from many miles away. The purpose of this internship was to collect information for a fall 2010 MBA class in the Kelley School of Business to use in order to perform a cost benefit analysis on IU using local food in the residence halls. The specific questions addressed include:

• Is there an adequate local food supply to make purchasing local food a priority for the residence halls?
• Is there an adequate local food supply to justify an investment in infrastructure and operations designed to increase the amount of locally-grown food in the residence halls?
• What products are available in what quantity and when?
• What local growers could supply the residence halls?
• How could timing issues of supply and demand be resolved?

A “Local Food Availability” survey (Appendix A) of local growers was developed and administered to approximately 130 farmers who sell at the Bloomington Community Farmers Market. Based on personal communication and the results of the Local Food Availability survey, several local farmers are interested in selling their food on a scale large enough to influence the composition of RPS’ offerings. The challenges faced by local growers who wish to sell their products to IU and by those at IU who wish to utilize local products were examined, and the need to create a local food distribution center was identified. Resources necessary for this undertaking were researched, and suggestions for further actions were outlined. Beyond the obvious environmental, local economic and social reasons for prioritizing the creation of a sustainable food model for the University, understanding the implications of one’s food choices is a foundation of a solid education. As farmer Lee Stadnyk put it so well, "What humans put in their bodies to sustain themselves is one of the most important actions they take.....for personal health as well as for interactions with ecosystems. It should be part of any well-rounded education."¹

¹ http://www.foodsecurity.org/f2c_report_intro.html
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Introduction

What needs to happen to get more local food into the Indiana University (IU) food supply system? The challenges are many: the University feeds its 40,000 students, faculty, and staff by multiple complex systems. First, the Indiana Memorial Union (IMU) and the Wells Library are both supplied by Sodexo, the “leading provider of...food and facilities management services in the U.S., Canada, and Mexico, serving 10 million customers in 6,000 locations every day.” Food in residence halls is supplied by Residence Programs and Services (RPS), which has 28 on-campus locations. RPS obtains its food primarily from two distributors, Piazza Produce and Troyer Foods, and feeds approximately 10,000 people every day during the school semester.

This internship follows at least four others based on food through the IU Office of Sustainability. The purpose of this particular internship was to collect information to assist a fall 2010 MBA class in the Kelley School of Business as they perform a cost benefit analysis on IU using local food. Professor Jim Grandorf will be teaching the class; he requested that the internship focus specifically on local food in the residence halls. The main questions from the outset were:

- Is there an adequate local food supply to make purchasing local food a priority for the residence halls?
- Is there an adequate local food supply to justify an investment in infrastructure and operations designed to increase the amount of locally-grown food in the residence halls?
- What products are available in what quantity and when?
- What local growers could be possible suppliers to the residence halls?
- How could timing issues of supply and demand be resolved?

While the challenges are numerous, the benefits to the University, local residents, and the environment are also plentiful. These advantages are well-known to Sodexo, RPS, and the two current food suppliers to the residence halls. Sodexo pledged to “source local, seasonal or sustainably grown or raised products in all (80) countries where (they) operate by 2015.” In the RPS Strategic Plan for 2007-2010, the goal for September 2007 was to “(e)stablish (a) pilot program with the interested university partners, local grower’s guild, and Students Producing Organics Under the Sun (SPROUTS) to purchase

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2 http://www.sodexousa.com/usen/aboutus/aboutus.asp
3 http://www.rps.indiana.edu/aboutrps.cfm?page=facts
4 Ancil Drake, personal communication, July 12, 2010
more sustainable and local products for use in our dining halls.\textsuperscript{6} In addition, one of RPS’ two main food suppliers, Piazza Produce, currently has a program based on offering relatively local foods, called “Buy Fresher.”\textsuperscript{7} The other main food supplier for RPS, Troyer Foods, has existing relationships with some local growers and would like to establish more.

Other universities, including Brown University\textsuperscript{8}, Yale, and Princeton University, are creating sustainable food models- and it’s not just for private schools. Over 340 universities across the United States, including Northwestern University and Michigan State University, are officially participating in the “Real Food Challenge,” which is a nationwide attempt to redirect 20% of college food expenditures toward local, organic, or fair-trade products by the year 2020.\textsuperscript{9} Indiana University is uniquely well-positioned to take a leading role in creating a sustainable food system: we are literally surrounded by a community of farmers whose considerable efforts combined with a tremendous growing season make eating local food a pleasurable reality. How can we make it a reality for IU students as well, and contribute to their well-rounded education?

Scope of the Project

In order to increase the amount of locally-grown food in the IU residence halls, the word “local” must first be defined. For the purposes of this internship, the definition of the word “local” is the one adopted by the U.S. Congress in the 2008 Food, Conservation, and Energy Act (2008 Farm Act). Thus, the total distance that a product can be transported and still be considered a “locally or regionally produced agricultural food product” is less than 400 miles from its origin, or within the State in which it is

\begin{figure}
\centering
\includegraphics[width=\textwidth]{figure1.png}
\caption{A 400-mile radius around Indianapolis includes parts of Alabama and Georgia.}
\end{figure}

\textsuperscript{6} http://www.rps.indiana.edu/doc/RPS_StrategicPlan.pdf
\textsuperscript{7} http://orders.piazzaproduce.com/ppro/online?command=specials.create
\textsuperscript{8} http://brown.edu/Student_Services/Food_Services/community/index.php
\textsuperscript{9} http://realfoodchallenge.org/
produced. This map visually shows how a 400-mile radius around Indianapolis would look.

This is a very large area, and includes northern Michigan, Birmingham, Alabama, and Atlanta, Georgia. Of course, it is not reasonable to consider peaches from Georgia as sustainable as those grown in Daviess County, Indiana for those eaters in Bloomington! Since it is much more ecologically and economically sustainable to source one’s food as close to the plate as possible, special attention was given to growers in closer proximity to Bloomington than is represented by this map. A recent study of local food distribution in South Central Indiana by the Local Growers Guild characterizes “local” as within a one-hundred mile radius around Bloomington; additionally, the farmers who sell their wares at the Bloomington Community Farmers Market come from up to one hundred miles away. Thus, it is appropriate, logical, and preferred to investigate the availability of food grown in closer proximity to Bloomington than within a 400-mile radius.

As mentioned, this internship focused primarily on the needs of the residence halls. Given the complexity of the IU food procurement system, it makes sense to narrow the scope of the project and focus on one element of the system at a time. Determining how to increase the amount of locally-grown food in the residence halls would help future efforts to get more local goods into other parts of the University.

Local Food Availability Survey

In order to answer the questions of whether adequate local supply exists, a “Local Food Availability” survey (Appendix A) of local growers was developed and administered to farmers who sell at the Bloomington Community Farmers Market. The survey was offered online to the majority of growers (approximately 100) who had e-mail addresses available; in addition, approximately 30 surveys were hand-delivered to growers at the Saturday Bloomington Community Farmers Market held at the Showers Commons in downtown Bloomington.

In the Local Food Availability survey, a list of produce items commonly used by Residential Programs and Services in a given week was provided. The grower was asked for his or her contact information, and to provide information about what items he or she could grow given adequate time to plan, what time of the season those items would be available, and how much of the item that the grower thought

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11 http://www.localgrowers.org/assets/docs/DS-FR.pdf
he or she could provide. This survey used information from Jessica Colaluca’s 2008 Food Project report prepared for the IU Office of Sustainability.\textsuperscript{12} Contact information for growers was obtained from the Bloomington Community Farmers Market market master.

Survey Results

In total, 16 local farmers completed the Local Food Availability survey. Twelve growers filled it out online at http://www.surveymonkey.com/s/RMDM36C. Three farmers filled out hard copies of the survey, and one filled it out over the telephone. In total, ten produce growers, three meat producers, one honey (and honey products) producer, one grain grower, and one cheese maker answered the survey.

![Number of Producers Interested in Selling to IU](image)

Figure 2. There are local farmers interested in supplying IU with a wide array of locally-grown products.

Based on personal communication and the results of the Local Food Availability survey, several local farmers are interested in selling their food on a scale large enough to influence the composition of the Residential Programs and Services offerings. Of these 16 growers who responded to the survey, nine produce food in a large enough quantity and show potential interest in supplying IU with food: four of the produce growers, two of the meat producers, the cheese maker, the grain grower, and the honey producer.

\textsuperscript{12} \url{http://www.indiana.edu/~sustain/docs/sinterns_08/colaluca_report.pdf}
The Hurdles

There are several challenges faced by local growers who wish to sell their products to IU, and challenges faced by those at IU who wish to utilize local products. There is a frequently-mentioned perception by local farmers that IU is not interested in purchasing their food, or that IU would not be able to support the price point necessary for the farmers to make a living. On the other hand, the people responsible for feeding the IU population are already performing colossal job: feeding 10,000 people per day requires attention to a great many details and altering an already-complex supply system is daunting and unappealing at best.

Hurdle One: Integrating Farmers into the Current IU System

There are two main ways in which a local grower who would like to sell their produce to RPS could potentially do so right now. The first is by directly selling their product to IU by contracting as an official vendor by the IU Purchasing Department. A more thorough discussion of how to do this can be found in Malaney Varaljay’s 2009 report, “Local Food and IU Bloomington.” The farmer must fill out a Vendor Information Packet (VIP); the VIP includes a W-9 tax form, a general vendor information form and an optional direct deposit form. The farmer must also provide proof of insurance - $1,000,000 worker’s compensation, $1,000,000 general liability, and $1,000,000 automobile insurance.

Once a farmer has been approved by the IU Office of Risk Management, they are established as an individual vendor and will be added to the RPS bid list. RPS bids on food once a week; the winning vendor must deliver their produce to IU three times a week, on Monday, Wednesday and Friday. According to the Local Growers Guild Local Food Distribution report, “IU operates on a low bid system but they do have the ability to list a local product as a specific line item – e.g. “Indiana tomatoes” rather than “tomatoes” – in order to give preference to a local producer. They could potentially pay slightly higher prices for local products but would have to be able to justify the cost difference to an auditor.”

It would be easier for RPS if individual farmers were to sell to them through one of the University’s current distributors, such as Troyer Foods or Piazza Produce.

13 [http://www.localgrowers.org/assets/docs/DS-FR.pdf](http://www.localgrowers.org/assets/docs/DS-FR.pdf)
Hurdle Two: Integrating Farmers into the Food Distribution System

In order for a farmer to sell their goods to one of RPS’ current food suppliers, he or she must go through either Piazza’s or Troyer’s processes for growers. Greater detail about each of the distributors’ requirements is given in Appendix B, but farmers must meet all the insurance, food safety, packing, and cooling conditions set forth by the suppliers. Major food wholesalers tend to work with large-scale farms, but the rising interest in locally-grown foods may mean an increased willingness to work with smaller farms. While both Piazza and Troyer indicate interest in purchasing locally-grown foods, IU’s support of those offerings would strengthen the demand for local producers’ products, and potentially provide an incentive for local farmers to expand their operations.

Hurdle Three: Meeting the Liability Insurance Requirement

In order to sell their food to either a local distributor or IU, farmers must acquire $1 million in liability insurance. There is a perception among many local growers that this is a very large hurdle to surmount. In spite of this, several insurance agents indicated that local farmers may unknowingly already have this insurance in their farm policy, or that it may not be too much more expensive for them to upgrade their current policies to this level. Insurance estimates vary widely, and are based on the size and activities of the farm operation. Thus, it is very difficult to come up with a general ball-park figure for the cost of a $1 million liability policy, and the following numbers should be viewed as very rough estimates.

According to a representative from Farm Bureau Insurance, it is not possible to get a stand-alone liability policy; it must be added to a current farm policy. It should not cost more than $500 per year to add the liability policy to an existing insurance policy. A local insurance company, First Insurance, echoed this claim, stating that it would cost around $4-500 per year to extend an existing farm policy to include $1 million in liability.

Current Possibilities

Overcoming the present hurdles leads to two present possibilities: right now, local farmers can supply some of IU’s food needs by going through the necessary processes to either sell directly to IU or to one of IU’s current suppliers. Some work can be done right now on these fronts: given the indicated interest by farmers to supply the residence halls with food, it is apparent that it would be helpful for

14 [http://www.localgrowers.org/assets/docs/DS-FR.pdf](http://www.localgrowers.org/assets/docs/DS-FR.pdf)
them to have information about how to go through these processes. Thus, one of the outcomes of this internship will be the compilation of a short guide for farmers who want to sell food to RPS through either Troyer Foods or Piazza Produce (Appendix B). In addition, Malaney Varaljay’s 2009 “Local Grower’s Guild Selling Guide” should be utilized for those growers who want to sell directly to RPS.

It is also clear, however, that the current possibilities do not address the supply capabilities of the many local small- to medium-sized farms that presently provide food for the four Bloomington summer farmers markets, winter farmers market, many local restaurants, and multiple Community Supported Agriculture (CSA) produce-subscription services. Many of these farms do not have large enough operations to be able to justify the increase in cost or labor needed to work with the IU system or the food distributors on an individual basis. Some type of cooperative action, or collaboration between multiple parties, is needed in order to smoothly integrate their food into the larger system. In short, in order to fully capitalize on the abundant food produced during the growing season here, we need to take a bigger look at the local food system.

**Future Possibilities**

The establishment of a local food supply for the University means acting simultaneously from several directions: there must be both adequate supply and sufficient demand. This will require creativity, a willingness to collaborate, and compromise. Currently, it appears that local farmers are interested in growing to meet at least some of the needs of IU, and that RPS is interested in using local food if conditions are right. But, the conundrum that occurs is complex:

- How do we connect the people who grow the food with the people who need it?
- How do we ensure that the people who grow the food are paid a fair price for it?
- How do we ensure that the people who buy the food can do so whilst still meeting their budget?
- How do we physically get the food from the farmer to the kitchen while it is still in safe, edible condition?

There are key players entwined in both the challenges and the solutions inherent to these questions. A long-term, sustainable answer to these questions will likely be found in an intentional collaboration between these people and institutions.
Possible Solutions and Actions: Long and Short Term

A Long-term Solution: Collaborate to build a local food distribution facility

A long-term approach to the bigger issue of creating a local food supply system should include the creation of a distribution facility that focuses coordinating efforts such that locally-grown food is available on a large scale to institutions including IU, the Monroe County Community School Corporation (MCCSC), Bloomington Hospital, and more. It would be easy to include local food in the offerings provided by these organizations if there were a multitude of large regional farms. It appears, however, that the majority of local farms are smaller to medium-sized, and that many of them would like to supply a wholesale facility in addition to their retail markets. Thus, it seems likely that any effort to supply large institutions would need to be based on relatively smaller harvests from a larger number of farms, and collected and distributed through a single point.

Such a collective distribution facility could be loosely based on a model of small-scale food distribution practiced by Grasshoppers Distribution in Louisville, KY. Grasshoppers is a cooperative of farms, supported by federal, state, and private money, that supplies wholesale markets and a CSA program with only local food. Funding a local project would likely require government support; there are currently federal funds in the form of grants and loans available to “reinvigorate” our local food system from the United States Department of Agriculture. In order to develop a local food distribution facility, two other critical factors must be examined: possible collaborators and prospective locations for the facility.

Possible Collaborators

The players considered here include Indiana University, the farmers, the Local Growers Guild, and local distributors. The actual group of people involved in making such a shift occur would likely be much broader, and is not yet fully known. Many of the stakeholders in the local food movement have been mentioned, but there are a great many more. The Local Growers Guild 2009 report lists over 30 organizations connected to local food, with interests ranging from sustainability to economic development. Should a forum of key players be brought together to collaborate on constructing a local food distribution facility, a diverse array of perspectives and core competencies should be invited.

15 http://www.localgrowers.org/assets/docs/DS-FR.pdf
Indiana University

Ancil Drake is the Executive Chef and Assistant Director of IU’s Residential Programs and Services. He oversees a large staff, and is responsible for food operations at RPS’ on-campus locations. Ancil also manages food for large-scale campus events, such as picnics feeding thousands of people. Clearly, he has quite a bit on his plate! He is receptive to using local food, but is not in a position to deal with farmers on an individual basis.

At the Indiana Memorial Union, Executive Chef Damien Esposito has been working with Bloomingfoods for the past few years to acquire local food for use in the Tudor Room Wednesday local food lunch offerings. This effort definitely speaks to the demand for locally-grown food on campus, and is indicative of the kind of creative partnerships being made to meet the need.

Other interested parties at Indiana University include the Office of Sustainability and the Campus Sustainability Advisory Board, whose Food Working Group has been active since 2007. People in various departments share a passion for local food; for example, Susan Coleman Morse is a Master’s student in the IU School of Informatics has conceptualized a methodology for tracking the inputs and outputs of a local food distribution system. Future efforts to gather convene parties should cast a wide net throughout the University (and beyond).

The Farmers

The 2010 Local Food Availability survey pinpointed nine local farmers who have the interest and ability to sell food to IU. In addition, the Local Growers Guild identified approximately 15 local farmers who indicated interest in expanding their wholesale markets in a 2009 survey. It is not clear if some of the same farmers filled out both surveys, but at a minimum, there are 15 farmers who would likely be able to start supplying IU with food. There are probably many more than this; remember that the Local Food Availability survey was distributed to farmers in July, quite possibly the busiest month of the year for many of them.

Another possible supply source is the Daviess County Produce Auction, a wholesale outlet for local produce. Now in its third year, the Auction is held twice or thrice per week depending on time of season, and is supplied by 175 to 200 predominantly Amish farmers who raise “just about every type of
produce imaginable." The auction is popular with wholesale buyers from as far away as Chicago, and supplies supermarkets, garden centers, and produce stands with high quality, seasonal produce.

The Local Growers Guild

The Local Growers Guild is a cooperative of farmers, community members, and businesses that strengthen the local food economy through education, direct support and market connections. The mission of the Local Growers Guild is to “create(s) a local foods system that provides quality food to communities through direct markets and retailers; preserve(s) the viability of family farms; improve(s) the quality of life for growers; make(s) food issues visible; and promote(s) practices that preserve and protect the Earth.”

The Guild has about 60 farmer members, about half of whom participated in the 2009 survey which focused on current and future trends of local farming. This survey was a key feature of a report which takes a very thorough look at the local food situation, and should be read in entirety by anyone wishing to contribute to or learn about food in South Central Indiana. It is available online at [http://www.localgrowers.org/assets/docs/DS-FR.pdf](http://www.localgrowers.org/assets/docs/DS-FR.pdf).

Local Distributors

For the purposes of this internship, I spoke with representatives of the Residential Programs and Services’ two main food suppliers, Piazza Produce and Troyer Foods. I also met with Jerome Gust, who is the produce manager for Bloomingfoods East grocery store. As mentioned, Bloomingfoods has recently taken on a role of acting as a small-scale distributor between local growers and Damien Esposito from the Indiana Memorial Union. In addition, I spoke with Tim Grissom, of Grissom’s Greens; he is acting as a small-scale distributor for eight or nine Amish farmers located in Daviess County. What follows is relevant information about each of these companies and individuals. A short guide for farmers who are interested in supplying food to Piazza Produce and Troyer Foods can be found in Appendix B.

Bloomingfoods

Bloomingfoods is a local cooperative grocery store which focuses on supplying locally-grown and organic foods. There are three stores located in Bloomington within its system, and each of the stores generally makes its own produce purchases. Bloomingfoods is committed to supporting local farmers, and also hosts two weekly farmers markets at two of their different grocery stores during the growing season.

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17 [http://washtimesherald.com/local/x2023216174/Wholesale-produce-auctions-provide-outlet-for-diverse-crops](http://washtimesherald.com/local/x2023216174/Wholesale-produce-auctions-provide-outlet-for-diverse-crops)


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season. In the past few years, as demand for local food has increased, Bloomingfoods has been trying to determine how it could assist local growers by helping to make more local food available to other institutions.

A few years ago, Bloomingfoods began sharing its list of available products from multiple local growers with the executive chef at the IMU, Damien Esposito. Damien purchases local food for the IMU from Bloomingfoods, specifically for the weekly Wednesday local meal offered at the Tudor Room. Bloomingfoods offers the IMU storage easy ordering of local food, storage space in its cooler, and protection under its insurance policy. It is also beneficial for the local grower to participate in the system since there is the opportunity to sell more products without the need to deliver to additional locations. There is interest in Bloomingfoods to expand upon this concept, but realistically, it would require a much larger space and a significant time commitment if many more restaurants or institutions were to participate.

*Grissom’s Greens*

Tim Grissom is a Daviess County farmer who has been acting as a small-scale distributor for eight or nine Amish farmers for several growing seasons. He is very interested to see if he could help find more outlets for their food, including potentially selling to IU either directly or through one of their current distributors. He has already been working with Bloomingfoods to help supply the IMU with local food, and is keen to plan for the future.

*Piazza Produce*

Piazza Produce operates on the northwest side of Indianapolis, and includes Indianapolis Fruit in its family of companies. It defines local food as that which it can “backhaul” from one of its delivery sites back to its warehouse. Since Piazza distributes food throughout the Midwest including Indiana, Illinois, Ohio, and Kentucky, its “locally-grown” offerings may come from any of these states. According to Todd Irwin, the RPS contact at Piazza, Piazza is “always looking for more farms” to supply its distribution chain. The company buys directly from farms, and can also provide the service of picking up the product from farms. Documents outlining the process a grower would go through to become a supplier to Piazza are included in Appendix B.

*Troyer Foods*

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19 Personal communication, Todd Irwin, 7/16/10
Troyer Foods is based in Goshen, Indiana, but has four facilities throughout Indiana. Most recently, Troyer acquired the Bloomington-based produce distributor, Beasley Produce, and the facility continues to operate today on the west side of Bloomington. The company offers a wide-range of products, including meat, dairy, and produce, which they purchase from over 200 distributors and growers worldwide. Troyer distributes food in a three-hundred mile area throughout the Midwest, as shown in the map to the right.

I met with Bill Bernath, Rick Manlove, and Tracy Bruce of Troyer Foods. They explained their food acquisition process to me, and gave me a tour of their facility. Bill is the new produce manager for Troyer, and he is very interested in building relationships with local growers. Detailed information about how growers can sell their products to Troyer can be found in Appendix B, and is also outlined in the Local Growers Guild Local Food Distribution report.

**Prospective Locations**

One of the first challenges in bringing a local food distribution facility to life is identifying potential physical locations that will offer needed infrastructure (or the ability to build such), accessibility, and affordability. Preliminary work to pinpoint appropriate locations has already been done, and future efforts to move forward with a local facility should take advantage of these efforts. What follows is a summary of information about key sites in the Bloomington area.

**Thompson Site**

The Thompson site, on Bloomington’s southwest side, formerly housed a television production facility. It is now owned by Monroe County, and was going to be used as a juvenile detention facility until the Monroe County Council recently voted that idea down. Recently, a Monroe County Commissioner, Mark Stoops, has initiated a conversation with local food players about the possibility of
creating a local agriculture center at the Thompson site. The center would include such things as an orchard, a farm, educational center, and potentially a distribution site.20

There are a lot of details which need to be investigated for this site to be a viable option for a distribution facility and/or storage area for local growers, such as whether or not it is contaminated with PCBs. Local people are working on getting County Commissioners’ approval to make a proposal for the site, and there is strong interest in creating a local agricultural center there. This option is not currently viable, but should be considered a future possibility.

**Bloomington Commercial Sites**

A host of facilities within Bloomington city limits was examined by the Local Growers Guild 2009 Local Food Distribution report. An ideal location would include a storage warehouse with room for delivery trucks, freezer space for meat and frozen produce, and potentially space and equipment for washing, sorting, and packing. Another community need is a permanent indoor location for the Bloomington Winter Farmers Market; it would be fantastic to find one place that meets all of these requirements.21

With this in mind, the Local Growers Guild identified the following sites as possibilities:

- Melton’s Orchard, which has a small retail store, multiple large walk-in coolers, a warehouse for packing and sorting, a small kitchen, freezers, coolers, prep tables, packing equipment. The facility is currently being rented, but could possibly be used as a distribution site and retail store in the future. There is a site assessment of the facility in the appendices of the Local Growers Guild Local Food Distribution report. The site is about 8 miles west of downtown Bloomington on State Road 45.

- The former Hoosier Hills Food Bank facility, which has a warehouse, office space, unfurnished kitchen, walk-in cooler, and room for a walk-in freezer. The space could be outfitted for storage. Part of the building is available for rent, although there is currently a recycling operation taking place in part of the space. This site is about one mile northwest of downtown Bloomington.

- The former Marsh grocery store, a huge (22,000 square feet) space which could be converted to all of the needs mentioned, including an indoor farmers market, if still available.

- The Caldwell Eco-Center, which has empty offices that could be adapted for storage and perhaps adapted for coolers or freezers. This site is in the heart of downtown Bloomington, which may make it difficult for delivery trucks to maneuver. It is next door to the Bloomington

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20 Mark Stoops, personal communication, 8/4/10
21 [http://www.localgrowers.org/assets/docs/DS-FR.pdf](http://www.localgrowers.org/assets/docs/DS-FR.pdf)
Kitchen Incubator, which would be convenient for those who wish to use the commercial
kitchen space for rent there.

- Large warehouse sites all over the Bloomington area, with a wide range of prices.

In addition to these potential locations, several local businesses (Bloomingfoods and One World
Enterprises) have expressed interest in expanding their infrastructure; they may be willing to put in
additional cooler or freezer space for Local Growers Guild members. In order to move the local food
system to the next level of supplying institutions, however, the key players and possible collaborators
need to come together to find common ground on which they can move forward.

**Short-term Actions**

In the short-term, RPS’ efforts to purchase local food could be made stronger by clear administrative
and student support for local products. One idea proposed by a former IU Office of Sustainability intern,
Jessica Colaluca, is the establishment of a price incentive for the purchase of locally-grown goods. In
effect, this would be a policy shift to value local or sustainable foods beyond their purchase price. For
example, a 5% price incentive would mean that a locally-grown case of apples priced at $33.60 would be
competitive with a California-grown case priced at $32.00. In addition, existing locally-produced
offerings should be highlighted to engage students in thinking about the sources of their food. On the
eaters’ side of things, a formal “Farm-to-College” initiative should be collaboratively undertaken by
students and the Campus Sustainability Advisory Board Food Working Group.

**Recommendations**

In order to capitalize on the already-strong interest in eating locally, many actions can be taken
on both administrative and student fronts. In addition, future food interns should take advantage of the
work done by past interns, and build from it. What follows are specific recommendations to help
further efforts to build a sustainable food model on campus.

**Actions by the IU Community**

*Administrative*

Administrative support is key to creating a sustainable food system at IUB. Strong interest in
sustainability in general (and food in particular) has been demonstrated by many people at various
levels of engagement at the University. Some of these stakeholders, and specific recommendations for
them, include:
• **The IU Office of Sustainability & Food Working Group**
  
  o Expand the food internship to include hosting a summit of key players to develop a specific strategic plan for a local food distribution facility
  
  o Create a Sustainable Food Coordinator position on campus to work with students, administration, farmers, and the Bloomington community to develop and implement a sustainable food model for IU. This person would:
    
    ▪ Coordinate regular student trips to local farms to have fun, help with farm work, and educate and inspire students about food. One model to research is Brown University.\(^{22}\)
    
    ▪ Work with RPS and Sodexo to establish local food contracts
    
    ▪ Find funding to subsidize local food purchases
    
    ▪ Establish and manage a student-run farm on campus
    
    ▪ Run a weekly student’s Farmer’s Market- possibly on Wednesday afternoons when many farmers are already in town for another market, perhaps in Dunn Meadow
    
    ▪ Develop initiatives to educate students about and help them connect to their food
  

• **Purchasing/RPS**

  o Consider establishing seasonal menus based on the local growing season
  
  o Highlight at least one local food item on a regular basis, either through purchasing the good from a local farmer or from one of the existing food suppliers
  
  o Investigate creating an incentive for buying local food

*Students*

Student support and requests for local, sustainable food are also key to its implementation on campus. Many successful sustainable food models exist due to student action. A Sustainable Food Coordinator should prioritize inspiring student-led food-related action and collaboration.

• Student groups that focus on food at IUB already exist, and include “Students Producing Organics Under the Sun” (SPROUTS), the Food Working Group at SPEA, Students for

\(^{22}\) [http://brown.edu/Student_Services/Food_Services/community/harvestcrews.php](http://brown.edu/Student_Services/Food_Services/community/harvestcrews.php)
Sustainable Food, and Slow Food IU. Actions on which these groups could work together to further sustainable food at IU include:

- Create a “Food Fest” event that features local growers and prepared meals to educate students and create demand
- Pursue a “Farm-to-College” initiative, such as those described by the Community Food Security Coalition\(^{23}\)
- Work with the IU Office of Sustainability to create a student-led farm on campus

**Future Internship Expansion**

This internship represents an essential element of sustainability, and has the potential to greatly influence IU’s carbon footprint, impact the local economy, and contribute to student health. There are several ways in which future interns could ensure their efficiency and odds of success:

- Read all available intern reports before beginning any other internship responsibilities. Past interns have done a great job of researching a lot of the issues, and you don’t need to re-create the wheel. See [www.indiana.edu/~sustain](http://www.indiana.edu/~sustain) for past intern reports.
- Investigate a wider range of food sources. This project only asked specific questions with regard to produce. There are many other types of food available, such as meat, cheese, eggs, etc., that could be supplied to IU.
- Survey in the winter time, and use many means of communication! It was clear that many of the farmers who may be able and willing to supply IU with food did not answer the Local Food Availability survey. It is difficult for farmers to take the time in one of their busiest months, July, to respond to questions about future growing seasons. In addition, many of these farmers are Amish; thus, they do not have access to e-mail, and must be reached by other means.

**Conclusion**

The challenges to feeding 40,000 people sustainably over nine months of the year are many, but at the same time, Indiana University has an excellent opportunity to be a leader in sustainability.

\(^{23}\) [http://www.farmtocollege.org/](http://www.farmtocollege.org/)
nationwide while it contributes to the local economy, protects the environment, and supports local growers. We are well-positioned here to create a sustainable food model by accessing the plentiful food that is grown locally by our strong community of growers. If we can feed people well-in a way that promotes environmental, economic, and physical health- at Indiana University Bloomington, then we can be a model for other universities and institutions. There is no doubt that doing such work will be challenging and full of surprises- but that, after all, is learning. As noted agriculturalist and author Wendell Berry said, “How we eat determines, to a considerable extent, how the world is used.” Let’s use it wisely.
Essential Resources


http://www.indiana.edu/~sustain/docs/sinterns_08/colaluca_report.pdf

Local Growers Guild. 2009. *A Study of Local Food Distribution in South Central Indiana*. Accessed at:
http://www.localgrowers.org/assets/docs/DS-FR.pdf

http://www.foodsecurity.org/f2c_report_policies.html

Varaljay, M. 2009. *Local Food and Indiana University Bloomington*. 
Appendix A: Local Food Availability Survey, Hard Copy

June 27, 2010

Dear Local Growers,

I have a summer internship with IU, and have the goal of helping determine how we can get more locally-produced food used by the residence halls. I know your time is extremely valuable, especially at this point in the season, but I need your help. If you could take a few moments to fill out the following survey, it would be immensely helpful!

The list of produce below represents the items that the IU residence halls would typically order in a given week. This chart is to help me see what food local farmers may be able to provide to IU. Please fill out information for each crop that it may be possible for you to provide given adequate time to plan. At the end of the survey, there is space for you to tell me about additional items that you may be able to provide, and to make any other comments that you think would be helpful.

Please remember that this survey has nothing official about it. It is only for me so that I can understand exactly what I have to work with. If there is anything you would rather not fill out, that is fine- and if you have any questions, please ask! Also, if I am not asking for information here that you think is important, or if you know other growers I should contact, please let me know. ***Please return the survey to me by Saturday, July 17.*** You can fill out this copy and mail it to me at the address below, give it to me at the Saturday morning Bloomington Farmers’ Market (I work at the Heartland Family Farm booth), or fill it out on-line at http://www.surveymonkey.com/s/RMDM36C

Thank you so much for your participation. This will hopefully be a step to a more fruitful future for all of us!

Amy Countryman ~ acountry@indiana.edu ~ 812-679-8261 ~ 312 S. Euclid, Bloomington, IN 47403
YOUR NAME:________________________________________________________________________

FARM NAME:________________________________________________________________________

ADDRESS:__________________________________________________________________________

PHONE NUMBER:_____________________________________________________________________  

E-MAIL ADDRESS:___________________________________________________________________

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### UNMENTIONED CROPS & VARIETIES

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Appendix B: Guide to Getting Your Locally-Grown Produce Distributed

Troyer Foods

What follows is some general information about how to sell your goods to Troyer Foods, a food distribution company located on the west side of Bloomington. Many thanks go to the Maggie Sullivan, former director of the Local Growers Guild, for permitting the use of her excellent local food distribution study (2009) for much of this information.24

1. Contact Bill Bernath, produce manager of Troyer, at (812)336-7443 Ext. 6213. Growers are asked to come in to talk with Bill and to fill out a New Vendor Item Sheet, a credit report, and sign the Produce Agricultural Commodities Act (PACA). They also require farmers to strictly abide by the health regulations of the distribution warehouse and be able to trace every item of produce sent to the warehouse to its roots. In most cases, a traceability program will be set up and the farmer will also have to pass a health and inspection process.

2. Produce would need to be pre-cooled and delivered to the warehouse within 24 hours of being picked in order to retain freshness. The produce would then be stored and cooled at the warehouse until distributed within approximately 3 days of its arrival. If a farmer does not have an onsite cooling facility, it may pose a problem with regard to certain products. The coolers at the warehouse are meant to sustain temperatures and not to take out field heat. Therefore, to bring freshly harvested product which is of high temperature, into the warehouse, would only raise cooler temperatures causing the equipment to work harder and expend more energy while also possibly causing a fluctuation in temperature of other refrigerated items located in the same area. It would therefore be ideal for a farmer to have some method of cooling their product, even if it is a refrigerated vehicle. This way, the shelf life and nutritional value of the product will not be compromised. There are a few possible exceptions to this rule though. Pre-cooled produce is preferred in the interest of food safety, but Troyer would be willing to discuss on an individual basis, particular items that would not need to be pre-cooled. For example, if a farmer is offering tomatoes, peaches, nectarines or plums, they would not be required to be pre-cooled because they need to be ripe for consumption. Products such as corn, lettuce and other highly perishable items would need to be pre-cooled; first and foremost to promote extended shelf life but to also prevent the growth and spread of contaminants and food borne diseases.

24 http://www.localgrowers.org/assets/docs/DS-FR.pdf
3. The option for pricing would be on a by-win basis if a farmer wanted to supply an institution like IU that operates on a bid system. The farmer would offer a weekly bidding price to Troyer, which Troyer would mark up and bid to IU. If the bid wins for that week, the farmer delivers their produce to the warehouse to be distributed and receives the price they offered for that week. If they do not win for IU and are not on the bid list for any of Troyer’s other clients, the farmer would not deliver their produce to the warehouse that week. These prices will typically be more competitive as they are not set as a standard in the beginning of the season, which accounts for price fluctuations.
What follows is some general information about how to sell your goods to Piazza Produce, a food distribution company located on the north side of Indianapolis. In addition, please see: http://www.piazzaproduce.com/contact-us.aspx?subject=Vendor+Inquiry. The following grower questionnaire and the letter of guaranty must be filled out to sell to Piazza Produce.

**Grower Questionnaire**

**Section 1: General Supplier Information**

Company Name: ________________________________________________________________

Address: ___________________________________________________________________

City: ___________________________ State: _______ Zip Code: _______________________

1. Commodities supplied to the PRO*ACT distributor (list all): - ______________________

2. Will you supply any processed products? □ Yes □ No
   a. If yes, what products? ______________________________________________________
   b. Do you have a food safety program in place for those products? □ Yes □ No

3. Do you handle allergens (dairy, soy, peanut, egg, wheat, fish, shellfish, tree nuts), raw meat, or raw poultry on your premises? □ Yes □ No
   a. If yes, what products? ______________________________________________________
   b. Do you have a food safety program in place for those products? □ Yes □ No

4. Have you had a third-party food safety/GAP audit in the last twelve months? □ Yes □ No
   a. If yes, name of auditing firm: _______________________________________________
   b. Date and score of last audit: ________________________________________________

5. Do you consent to seasonal inspections/visits of your operations by the PRO*ACT distributor? □ Yes □ No

**Section 2: Good Agricultural Practices (GAPs)**

**General Requirements**

1. Do you apply GAPs to your operations? □ Yes □ No
   a. If yes, do you have a summary document of your GAPs? □ Yes □ No
2. Have all your growing locations been in agricultural production for at least the last three years?
   □ Yes  □ No
   a. If no, provide details: ____________________________________________

3. Do you use all agricultural chemicals in accordance with federal, state, and local laws and regulations? □ Yes □ No

Agricultural Water Quality and Use
1. What are your water sources for pre-harvest uses (irrigation, foliar application)?
   Primary: ________________  Secondary: ________________

2. What are your water sources for harvest applications?
   Primary: ________________  Secondary: ________________  N/A: _____

3. If you use groundwater wells, do you have a well maintenance/inspection program? □ Yes □ No

4. Do you have a cross-connection and back-siphonage prevention program for your water lines?
   Yes  No  Comments: ____________________________________________

5. What irrigation systems do you use?
   Sprinklers  Furrow or Flood  Drip  Other __________________________

6. Do you assess the adequacy of your water supply before the start of the season? □ Yes □ No
   a. If yes, provide details: __________________________________________

7. Do you document the water source for each field/crop? □ Yes □ No

Open Field Production
1. Do you evaluate fields for risk of flooding, adjacent land use, and animal presence?
   Yes  No

2. Are any growing areas close to potential sources of contamination, e.g. animal production or grazing areas, land-fill or waste dump areas, chemical storage areas, etc.? □ Yes □ No

3. Are any growing locations prone to run-off contamination? □ Yes □ No
   a. If yes, what do you do to protect product? __________________________

4. What measures do you take to exclude wildlife, domestic animals, and livestock from fields?
   ______________________________________________________________________

5. Are workers required to comply with good employee health and hygiene practices?
   Yes  No
a. If yes, are workers trained?  Yes  No

b. What is the training frequency?  ________________________________

6. Do workers wear gloves?  Yes  No

   a. If yes, are gloves of a disposable type?  Yes  No

   b. If no, are workers required to wash hands frequently?  Yes  No

7. Do you provide hand wash and bathroom facilities at each growing location?  Yes  No

   a. If yes, how often are they cleaned?  ________________________________

   b. How often are they serviced?  ________________________________

8. Are persons with diarrhea, fever, or vomiting excluded from field operations?  Yes  No

9. Are persons with open sores, cuts, burns, boils, etc. excluded from field operations?  Yes  No

10. Are pesticides applied by licensed/registered personnel?  Yes  No  N/A

    a. Are the following records and documents maintained? (check all applicable boxes)
       Pesticide use  Restricted pesticide use permits  Applicator(s) training
       Pesticide labels & MSDS  Application equipment cleaning & maintenance

11. Is water used for chemical spray applications potable?  Yes  No

12. Do you clean and maintain field equipment periodically?  Yes  No

    a. If yes, do you conduct inspections before use?  Yes  No

13. Do you use reusable product containers and utensils?  Yes  No

    a. If yes, can they be easily cleaned and sanitized?  Yes  No

14. Is a pest control programs in place to control the following pests? (check all applicable boxes)
       Insects  Rodents  Birds  Frogs  Reptiles  Other,___________

**Harvesting Operations**

1. Before harvesting, are fields inspected for evidence of animal intrusion, flooding, weeds, and adjacent land use issues?  Yes  No

    a. Do you have an action plan in case a problem was detected during the inspection?  Yes  No

2. Are all harvest crews trained in methods to minimize food safety risks during harvesting?  Yes  No


4. Do you have a cleaning and sanitation program for harvesting equipment and containers?
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5. Do all harvesting activities follow standard procedures? Yes No
6. Is product treated with an antimicrobial agent during harvest (e.g. chlorinated water)?
   Yes   No
   a. If yes, is the use of such chemicals documented? Yes   No

Field Packing Operations
1. Are all packaging materials/containers inspected upon arrival? Yes   No
2. Do you store packaging materials in the field? Yes   No
3. Are packing containers in direct soil contact during packing? Yes   No
4. Are transportation vehicles checked for signs of dangerous contamination before use? Yes   No
5. Do you always know the prior load history of the vehicles? Yes   No
6. In case there is a contamination problem with a vehicle, do you clean and sanitize it before use? Yes   No
7. Do you store packed product in the field for short periods of time? Yes   No
   a. If yes, are the storage areas kept in a sanitary condition? Yes   No

Section 3: Good Manufacturing Practices (GMPs)
What facilities do you operate? Packinghouse/Shed   Cooler   Warehouse   Neither*
*If you checked “Neither,” do not fill out the remainder of Section 3

Hygiene/Personnel Practices
1. Are workers required to comply with good employee health and hygiene practices? Yes   No
   a. If yes, are workers trained? Yes   No
   b. What is the training frequency? ______________________________
2. Do workers wear gloves? Yes   No
   c. If yes, are gloves of a disposable type? Yes   No
   d. If no, are workers required to wash hands frequently? Yes   No
3. Are persons with diarrhea, fever, or vomiting excluded from operations? Yes   No
4. Are persons with open sores, cuts, burns, boils, etc. excluded from operations? Yes   No

Facilities and Grounds
1. Do you maintain and keep your facilities in sanitary condition? Yes   No
2. Do adjacent land uses pose a food safety/sanitation concern?  Yes  No
3. Is any part of your facility constructed of wood?  Yes  No
   a. If yes, provide details: 
4. Do you have sufficient floor drains to prevent the accumulation of standing water?  Yes  No
5. Is there a clear perimeter around equipment and products?  Yes  No

Sanitary Operations
1. Do you store, handle and use all chemicals according to government requirements?  Yes  No
2. Do you have a pest control program?  Yes  No
   a. If yes, do you keep records?  Yes  No
3. Do you use pesticide chemicals inside the facility?  Yes  No
   a. If yes, provide details: 

Sanitary Facilities
1. Do you use water that meets the microbial requirements of EPA’s drinking water standards for all post-harvest and sanitation operations?  Yes  No
2. Are water potability tests conducted by you or the municipality?  Yes  No
3. Do you have a cross-connection and back-siphonage prevention program for your water lines?  Yes  No  Comments: 
4. Do you use ice on any products?  Yes  No
   a. If yes, does the water meet the microbial requirements of EPA’s drinking water standards?  Yes  No
5. Do you provide at least one restroom for every 20 employees?  Yes  No
   a. If yes, does it open directly into areas where products are stored or handled?  Yes  No
6. Do you provide hand-washing facilities with running water, soap, single-use towels or air drying devices, and refuse receptacle?  Yes  No

Equipment and Utensils
1. Are all food-contact surfaces cleanable? Yes No
2. Are any food-contact surfaces made of wood or fabric? Yes No
   a. If yes, explain: _______________________________________________________
3. What is the frequency of equipment sanitation? ____________________________
4. Please indicate all steps that you employ during equipment sanitation?
   Initial water rinse  Detergent/cleaner  Water rinse after cleaner  Sanitizer
5. Are measuring devices routinely calibrated for accuracy? Yes No

Processes and Control
1. Are incoming produce and packaging materials inspected? Yes No
2. Are products stored off the floor? Yes No
3. Are products protected from overhead contaminants during storage? Yes No
4. Are all light fixtures in product areas shielded or otherwise protected? Yes No
5. Are iced products stored above other products: Yes No
6. Do you maintain the cold chain? Yes No N/A
7. Are coolers fitted with calibrated temperature measuring devices? Yes No
8. Do you inspect transport trucks for any of the following? (Check all applicable boxes)
   Prior hauling use  Signs of contamination  Cleanliness

Section 4: Recall and Traceability
1. Have you implemented a simple recall plan? Yes No
   a. If yes, is the plan reviewed annually? Yes No
2. Is your primary recall contact person reachable by cell phone? Yes No
3. Can you trace shipments to your customers? Yes No
4. Is each carton of product marked with a unique identifier (code)? Yes No
   a. If yes, provide details: ___________________________________________________
   b. If no, to what level do you identify product? Pallet  Truck  Other  None
   c. Can you link the identifier to the follow information: product, field, harvest date,
      shipping number? Yes No
5. Do you keep traceability records? Yes No
   a. If yes, provide details: ___________________________________________________

Section 5: Food Security
1. Have you determined if any of your products or operations is vulnerable to tampering or other malicious actions?  Yes  No
   a. If yes, is there a record of that assessment?  Yes  No
2. Which, if any, of the following security measures do you use around fields?
   “Keep out” signs  Fences  Patrols  None  Other: ________________________________
3. Which, if any, of these security measures do you use around packing sheds or warehouses?
   Locked doors  Fences  ID Badges  None  Other: ________________________________
4. Have you implemented a plan that prevents unauthorized persons from entering your facilities?  Yes  No
5. Have you implemented a plan that prevents the intentional contamination of products, packaging materials, or transport vehicles?  Yes  No

Section 6: Training
1. Do new employees receive training in GAPs, GMPs, and food security (as applicable) when hired?  Yes  No
2. Is there refresher training at least once per season?  Yes  No
3. The following training records are kept:
   Topic  Trainer  Employee sign-up sheet  None  Other: ________________________________
4. Training effectiveness is verified through supervisory observations:  Yes  No

Section 7: Leafy Greens
*Leafy greens are defined as iceberg lettuce, romaine lettuce, green leaf lettuce, red leaf lettuce, butter lettuce, baby leaf lettuce, escarole, endive, spring mix, spinach, cabbage, kale, arugula, and chard.
If you don’t supply any of these products, do not fill out the remainder of Section 7.

Water Quality
1. How do you assure the quality of your irrigation water?
   No verification  Microbial testing.  Municipal water supply
   Other approved water source  Other verification method: ________________________________
2. How do you assure the quality of water used for harvest operations?
3. If microbial water tests are conducted, specify the following:
   a. Test organism: ____________________________
   b. Test frequency: ____________________________

**Soil Amendments**
1. Which, if any, of the following soil amendments do you use?
   - Raw Animal Manure
   - Heat-treated Animal Manure
   - Biosolids
   - Composted Plant Waste
   - Composted Animal Manure
   - Partially Composted Animal Manure
   - Other ___________
   None
2. When are amendments incorporated into the soil?
   - At the end of the harvest season
   - More than 45 days prior to planting
   - Less than 45 days prior to planting
   - During the growing season
3. Have you used raw/partially composted animal manure or biosolids in the last 365 days? :
   - Yes
   - No

**Flooding (with contaminated water)**
1. Do you harvest product from flooded fields?  
   - Yes
   - No
2. Do you observe a 60-day moratorium on planting after a flooding event?  
   - Yes
   - No

**Animal Activity**
1. Do you conduct a pre-harvest inspection of each field?  
   - Yes
   - No
2. Do you take action if fecal material is found in the field?  
   - Yes
   - No
   a. If yes, what actions are taken: ____________________________
3. Do you take action if animal tracks are found in the field?  
   - Yes
   - No
   a. If yes, what actions are taken: ____________________________

**Adjacent Land Use**
1. Do you periodically assess the contamination potential of adjacent land uses?  
   - Yes
   - No
2. Are your fields at least 400 feet from compost or concentrated animal feed operations?  
   - Yes
   - No
3. Are your fields at least 30 feet from grazing land or septic leach fields?  Yes  No
4. Is your surface water source at least 100 feet from raw manure?  Yes  No  N/A
5. Is your well head at least 200 feet from raw manure?  Yes  No  N/A

Section 8: Tomatoes*

*If you are not a tomato grower, do not fill out the remainder of Section 8.

Water Quality

1. How do you assure the quality of your irrigation water?
   - No verification done
   - Microbial testing
   - Municipal water supply
   - Other approved water source
   - Other verification method: __________________________

2. If microbial water tests are conducted, specify the following:
   a. Test organism: __________________________
   b. Test frequency: __________________________

3. Do you use potable water for foliar applications?  Yes  No  N/A

Tomato Cleaning

1. Do you clean tomatoes with cloths?  Yes  No
   a. If yes, are cloths changed after each box packed?  Yes  No
   b. Do you use potable water to moisten cloths?  Yes  No
   c. Are cloths washed in hot water before reuse?  Yes  No

2. Do you clean tomatoes by immersion in water?  Yes  No
   a. If yes, is the water potable?  Yes  No
   b. Does the water contain a sanitizer?  Yes  No
      i. Do you monitor the sanitizer concentration in the water?  Yes  No
      ii. Do you monitor the water pH?  Yes  No
   c. Is the water temperature at least 10°F above the incoming tomato pulp temperature?  Yes  No
   d. Are tomatoes immersed for less than two minutes?  Yes  No

3. Do you clean tomatoes with water spray systems?  Yes  No
   a. If yes, is the water potable?  Yes  No
   b. Does the water contain a sanitizer?  Yes  No
      i. Do you monitor the sanitizer concentration in the water?  Yes  No
ii. Do you monitor the water pH? Yes No

Soil Amendments
1. Which, if any, of the following soil amendments do you use?
   - Raw Animal Manure
   - Heat-treated Animal Manure
   - Biosolids
   - Composted Plant Waste
   - Composted Animal Manure
   - Partially Composted Animal Manure
   - Other ________________
   - None

2. When are amendments incorporated into the soil?
   - At the end of the harvest season
   - More than 45 days prior to planting
   - Less than 45 days prior to planting
   - During the growing season

Harvest Practices
1. Do you conduct a pre-harvest inspection of each field? Yes No
2. Do you take action if fecal material is found in the field? Yes No
   a. If yes, what actions are taken: ________________________________
3. Do you take action if animal tracks are found in the field? Yes No
   a. If yes, what actions are taken: ________________________________
4. Do you harvest “drops?” Yes No
5. Do you harvest damaged or decayed tomatoes? Yes No
6. Do you harvest tomatoes with bare hands or gloves?

Section 9: Melons*
*If you are not a melon grower, do not fill out the remainder of Section 9.

Water Quality
1. How do you assure the quality of your irrigation water?
   - No verification done
   - Microbial testing
   - Municipal water supply
   - Other approved water source
   - Other verification method: ________________________________

2. How do you assure the quality of water used for harvest and post-harvest operations?
   - No verification done
   - Microbial testing
   - Municipal water supply
   - Other approved water source
   - Other verification method: ________________________________ N/A

3. If microbial water tests are conducted, specify the following:
   a. Test organism: ________________________________
b. Test frequency: __________________________

Soil Amendments
1. Which, if any, of the following soil amendments do you use?
   - Raw Animal Manure
   - Heat-treated Animal Manure
   - Biosolids
   - Composted Plant Waste
   - Composted Animal Manure
   - Partially Composted Animal Manure
   - Other ______________
   - None

2. When are amendments incorporated into the soil?
   - At the end of the harvest season
   - More than 45 days prior to planting
   - Less than 45 days prior to planting
   - During the growing season

Harvest Practices
1. Do you harvest melons with bare hands or gloves?
2. Do you harvest during or right after heavy rain? Yes No
3. Do you use deceleration padding on harvest equipment? Yes No
   a. If yes, is it made of cleanable material? Yes No
4. Do you follow procedures that minimize rind punctures, cracks and bruising? Yes No
   a. Are workers trained to recognize such problems? Yes No
5. Are melon culls removed from partially harvested fields? Yes No

Post-Harvest Operations
1. If water is used to cool melons, does it contain a chemical sanitizer? Yes No
2. If forced air is used to cool melons, is the equipment sanitized regularly? Yes No
3. Do you treat melons with a water-based fungicide solution? Yes No
   a. If yes, do you monitor the water quality? Yes No
4. Do you treat melons with hot water (in lieu of fungicides)? Yes No
   a. If yes, do you monitor the water temperature? Yes No
5. Do you use ice on melons during transportation? Yes No
   a. If yes, is it made from potable water? Yes No
   b. Is the ice stored and used under sanitary conditions? Yes No

Section 10: Sprouted Seeds
Sprouts are defined as the sprouted seeds of alfalfa, clover, sunflower, broccoli, mustard, radish, garlic, dill, pumpkin, beans and wheat berries. *If you do not supply any of these products, do not fill out the remainder of Section 10.

Seed Receiving and Storage
1. Do you only source seeds from suppliers that adhere to strict GAPs? Yes No
2. Are all seed containers labeled with a lot number? Yes No
3. Do you inspect seeds for signs of mold and contamination? Yes No
4. Are all seeds stored in sanitized containers? Yes No

Seed Soaking
1. Do you use water from a municipal supply? Yes No
   a. If no, do you regularly test the water for adequacy? Yes No
2. Do you treat all seeds with an approved sanitizer? Yes No
Sprouting, Harvesting, and Packaging

1. Do you only use potable water for this unit operation? Yes No
2. All food- and water-contact surfaces are sanitized between batches: Yes No
3. Do you require your workers to wear disposable gloves? Yes No
4. The sprouting facility is enclosed and ventilated: Yes No
5. Do you test spent irrigation water for Salmonella and E.coli O157:H7? Yes No
   a. If yes, are these tests conducted for each production lot? Yes No
6. Are all packaged sprout containers labeled with a lot number? Yes No

Warehousing and Distribution

1. Do you keep sprouts at 41°F or less? Yes No
2. No bare hand contact with the product is allowed: Yes No

Section 11: Acknowledgement

I, the undersigned, as authorized representative for my company acknowledge that the information provided in this questionnaire is accurate and truthful.

Company Name:

Address:

Authorized Representative:

Title:

Signature:

Date:
Letter of Guaranty

FOOD PRODUCT GUARANTY

__________________________________________________________________

(company name & address)

__________________________________________________________________

hereby guarantees to Piazza Produce, Inc., with a general office address of 5941 W. 82nd St., Indianapolis, IN 46278, that all product shipped to or loaded by Piazza Produce, Inc., adheres to the following conditions at the time of shipment or loading:

1. If applicable, all product complies with all standards and guidelines mandated by the Environmental Protection Agency (EPA).
2. If applicable, all foodservice products and commodity products are processed under the same strict standards.
3. If applicable, Pesticide Monitoring Procedures follow standardized testing techniques approved by the Food and Drug Administration (FDA) and the Environment Protection Agency (EPA).
4. If applicable, that all or any pest management systems are within safety standards established by federal regulatory agencies.
5. If applicable, product is not adulterated, misbranded, or otherwise in violation of the Federal Food, Drug and Cosmetic Act (FDC Act) and all acts and/or rules and regulations amending or supplementing the same FDC Act. Furthermore, such articles
will not be articles that may not be introduced into interstate commerce under FDC Act or other applicable law, ordinance, rule or regulation.

6. If applicable, product is not in violation of the Federal Wholesome Poultry Act, the Federal Wholesome Meat Act, the Federal Insecticide, Fungicide and Rodenticide Act, the Federal Hazardous Substances Labeling Act, any state food and drug laws, or any other applicable federal, state, or local laws, ordinances, rules or regulations.

The foregoing Guaranty is continuing from date of receipt by Piazza Produce or until written notice of revocation by either Piazza Produce or the undersigned.

Signature________________________________ Date _________________

Printed ___________________________________________

Title _____________________________________________

In addition, Piazza Produce is requesting updated Food Safety contact information and annual third party audit information (if applicable) for all Suppliers, Growers, Shippers and Processors from whom Piazza Produce receives product. The certification entity must be a recognized auditor (NSF Cook & Thurber, AIB, ASI, Silliker, Primus, etc.) and certify compliance for HACCP, GAP & GMP adherence, Recall Plan, Food Defense, Etc. A copy of the audit summary or issued certificate will suffice. Information requests will be mailed to suppliers in January each year and returned by April 1st.

A signed “Letter of Guaranty” and Food Safety contact information must be on file to remain a supplier in good standing with Piazza Produce.

Please submit Letter of Guaranty, third party audit documentation and contact information to:
Mike Lewis
Food Safety & Quality Manager, Piazza Produce
Address: P.O. Box 68931, Indianapolis, In 46268
Toll Free Fax: 888-565-0900
E – Mail: mlewis@piazzaproduce.com

Food Safety Contact information:

Name_______________________________________________________________

Phone#_____________________________________________________________

E-Mail ______________________________________________________________

Cell Phone#_________________________________________________________
## Appendix C. Potential Local Suppliers for RPS

<table>
<thead>
<tr>
<th>Contact Name</th>
<th>Business Name</th>
<th>Phone Number</th>
<th>E-mail Address (*=preferred way to contact)</th>
<th>Item(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Denise and Sean Breeden-Ost</td>
<td>Getty’s Creek Farm</td>
<td>812-339-0550</td>
<td><a href="mailto:dbreeden@bluemarble.net">dbreeden@bluemarble.net</a></td>
<td>Vegetables from Monroe County</td>
</tr>
<tr>
<td>Daniel Graber</td>
<td>Graber’s Produce</td>
<td>812-636-2233</td>
<td>N/A</td>
<td>Fruit from Daviess County</td>
</tr>
<tr>
<td>Kevin Graber</td>
<td></td>
<td>812-486-5996</td>
<td><a href="mailto:datfume@juno.com">datfume@juno.com</a> *</td>
<td>Fruit and vegetables from Daviess County</td>
</tr>
<tr>
<td>Tim Grissom</td>
<td>Grissom’s Greens</td>
<td>812-569-7893</td>
<td><a href="mailto:calebgrissom@aol.com">calebgrissom@aol.com</a></td>
<td>Vegetables from 8-9 Amish farmers in Daviess County</td>
</tr>
<tr>
<td>William Harriman</td>
<td>Harriman Farms</td>
<td>812-325-9398 *</td>
<td><a href="mailto:Harrimanfarms@gmail.com">Harrimanfarms@gmail.com</a></td>
<td>Fruit and vegetables from Owen County; already supplies a distributor</td>
</tr>
<tr>
<td>Randy Stout</td>
<td>Melody Acres</td>
<td>317-554-9211</td>
<td><a href="mailto:jrandallstout@netzero.com">jrandallstout@netzero.com</a> *</td>
<td>Vegetables from Johnson County</td>
</tr>
<tr>
<td>Tracy Hunter</td>
<td>Hunter’s Honey Farm</td>
<td>765-537-9430</td>
<td><a href="mailto:tracy@huntershoneyfarm.com">tracy@huntershoneyfarm.com</a> *</td>
<td>Honey and honey products from Martinsville</td>
</tr>
<tr>
<td>Amos and Hannah Esh</td>
<td>Sunset Acres</td>
<td>765-569-5677 *</td>
<td>N/A</td>
<td>Cheese from Parke County</td>
</tr>
<tr>
<td>David Randle</td>
<td>Randle Family Farms</td>
<td>765-894-6675</td>
<td><a href="mailto:milpas0714@yahoo.com">milpas0714@yahoo.com</a> *</td>
<td>Pigs, chicken, cattle from Lebanon, IN</td>
</tr>
<tr>
<td>Kip and Whitney Schlegel</td>
<td>Marble Hill Farm</td>
<td>812-824-7877 *</td>
<td><a href="mailto:schlegel@indiana.edu">schlegel@indiana.edu</a></td>
<td>Beef, especially ground, available year-round from Monroe County</td>
</tr>
</tbody>
</table>