



**Tuesday April 10, 2018
12:00-1:15 PM EST**

***PART II: Understanding Wholesale Buyer Expectations:
Digging Deeper on Food Safety Certification, Quality,
Post-Harvest Handling & Packaging***

Presented by the Chesapeake Farm to Institution Work Group & MW COG Local Food Distribution Work Group



Resource Experts

Lindsay Gilmour, Organic Planet LLC; Food Safety Consultant; CFN Co-Chair

Allison Blansfield, Sweetgreen, Value Chain Coordinator

Adam Watson, Appalachian Harvest, Compliance and Grower Manager

Respondent

Steve Ferguson, Food & Nutrition Services, WellSpan York Hospital, Manager

Moderated by

Lindsay Smith, Metropolitan Washington Council of Governments, Value Chain Coordinator**

Brian Moyer, Penn State Extension, Program Assistant; Chesapeake Farm-to-Institution Work Group, Co-Chair

Question	Answer(s) provided in Q&A box; Further answers and discussion answered at the end of the webinar.
How binding are the supply contracts with those who want a locked in price? Is force majeure allowed?	Not exactly sure what you are asking. There are examples of food service forcing their primary vendors to carry locally produced products at the price they want to pay.
Does Sweetgreen have a written guide on what they consider to be "practicing soil health" and do they reward farmers for such practices? Thank you!	



<p>Allison--are you all buying your local products directly from farmers or are you buying your local and conventional products both from regional distributors?</p>	<p>All through regional distributors.</p>
<p>My force majeure question is based on wondering if buyers want to lock in both a price and a quantity and if so what about bad weather or other events that may occur to the farmer. Sorry for the confusion.</p>	<p>Allison would be a good one to answer this. I was talking more about farmers setting their own price for the season so they are not really locked into a formal contract. Some farmers have great success with this because they have a record of consistent, high quality product.</p>
<p>Does Appalachian Harvest receive grant or other external funding, or is the operation supported only by sales?</p>	<p>Appalachian does have grant funding to offset some costs.</p>
<p>Does ASD see same customer orders increase since adding non organic products, or, has adding non organic drawn in more new accounts? Thanks!</p>	<p>Being that AH started in organic we've actually seen a significant increase in sales by adding conventional produce. We wouldn't keep the trucks full if we only handled certified organic with our current buyers, and the logistics would make adding additional organic buyer difficult.</p>
<p>Adam-- What is the timeline of App Harvest's growth? How quickly did the team expand?</p>	
<p>Sweet Green: Does your value chain team find farmers on their own or find farmers through their regional distributors first?</p>	<p>Hey there! Most of the farmers we go out and find, but we will take suggestions from our distributors too! We assess if they are a good fit.</p>