

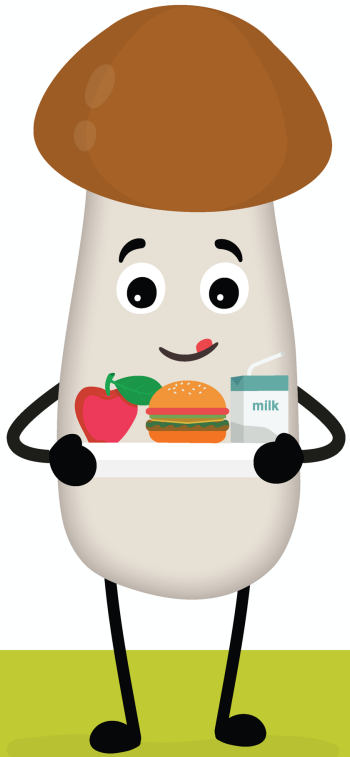


Back To School K12 and You

Malissa Marsden, SNS



Webinar Description



- How schools purchase mushrooms, and where we see it going in SY22-23
- Increase in State mandated offering of vegetarian meals.
- New opportunities for mushrooms in childcare settings continue to increase introduction of fresh mushrooms to our youngest consumers.
- How an increased emphasis on local food and local purchases can help support your business
- Which Mushrooms in Schools resources can be shared with customers to drive more mushroom purchases.

Universal Free Meals (Waivers)

- No more Federal Waivers
- Some States & Schools Are Funding School Meals
 - “Healthy School Meals for All, offering school breakfast and lunch to all students at no charge to families helps ensure that all children have the nutrition they need to grow and thrive”



California

Maine

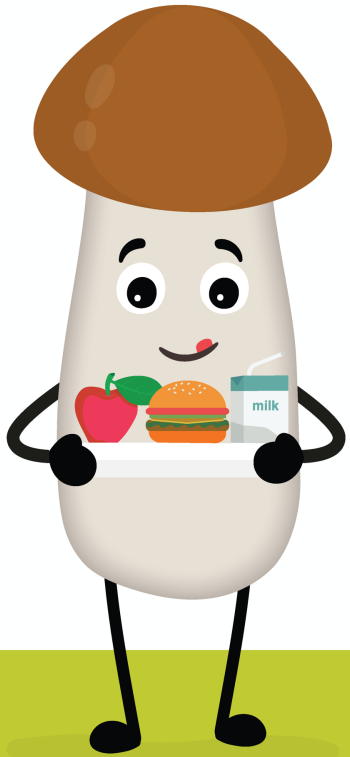
Massachusetts

Nevada

Vermont



Updates Legislative



- The Healthy Meals, Healthy Kids Act (H.R. 8450) builds on Congressional work to expand school and summer meal programs, increase access to federal nutrition programs like the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC), and prevent child hunger.
- According to the School Nutrition Association, the federal **free lunch subsidy is \$3.32 compared to the \$3.81** that it costs to produce a school lunch. Hopefully, the increased funding from the USDA will aid schools in providing nutritious lunch options within their tight budgets.

News & Trends For K-12 Schools

- Back to School: K-12 meal programs face financial, operational challenges
- Staffing issues, product supply problems and the end of universal free meals confront school nutrition providers in fall 2022.



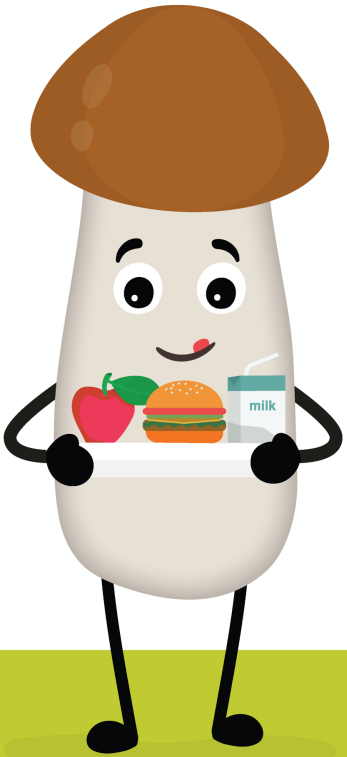


Bristol County SD, TN

- “Have the kiddos try something new and yummy! We served sautéed Bacon Mushroom Green Beans yesterday for the first time. They were a **huge hit!** We are serving these weekly at all levels while we can source the fresh green beans and mushrooms. DELISH!”

Child Nutrition Programs Buy From:

- Broadline Distributor
- Produce House
- DoD: who contracts with local suppliers
- Direct Farm to School Sale
- Farmer's Markets
- Club Stores
- LOCAL continues to grow



What school buy

- Whites over Browns Commercially
- We are now focused on Browns
- Promoting “outsource your slicing”
- Specialty mushrooms from local growers



Seattle Public Schools Tofu & Shitake



Everett WA Chef Salad



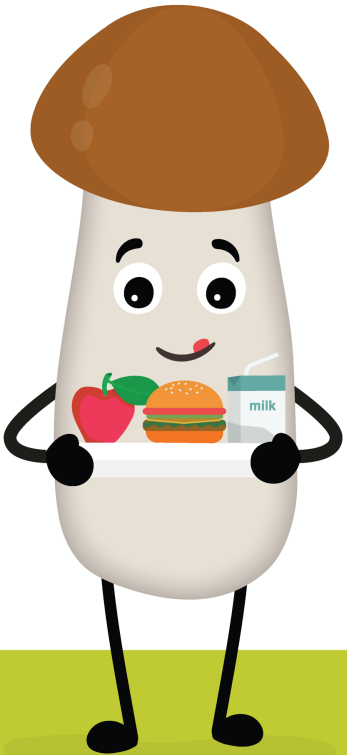
DoD: \$557,000,000 SY 22/23

- The USDA Department of Defense (DoD) Fresh Fruit and Vegetable Program (USDA DoD Fresh) allows schools to use USDA Foods entitlement dollars to buy fresh produce. USDA DoD Fresh operates through a partnership between the USDA and the DoD Defense Logistics Agency (DLA), as well as the state distributing agencies in each participating state.
- Schools in 49 states, the District of Columbia, Puerto Rico, the Virgin Islands, and Guam participate in USDA DoD Fresh. USDA does not impose a cap on the amount of USDA Foods entitlement used through this program and allocations may be changed on several dates throughout the year.
- The Food Distribution Program on Indian Reservations (FDPIR) also uses the USDA DoD Fresh Program to add fresh fruits and vegetables to the monthly FDPIR food package.



Benefits to Participating in DoD

- DoD Distributors can connect growers to school districts and coops.
- DoD dollars can be used to purchase local agriculture.
- Schools can now legally procure local foods.
 - Definition of local is locally defined

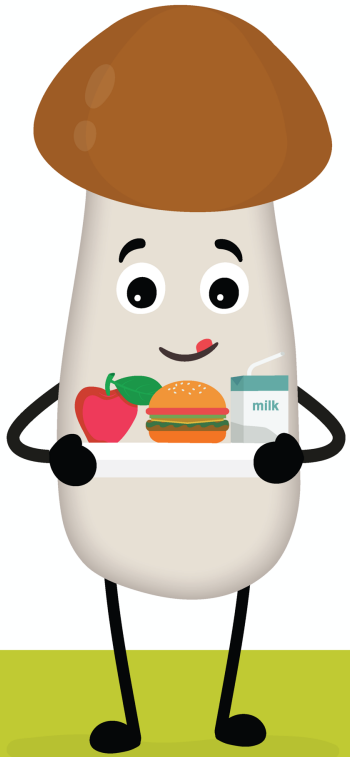


How to Participate in DoD

- Learn more about DoD and how to participate:
 - <https://www.fns.usda.gov/usda-foods/usda-dod-fresh-fruit-and-vegetable-program>
 - This site has documents for contacts at the state and local levels
- Reach out to your local distributors to see if they are DoD suppliers
- If your distributor does contract for DoD
 - Promote our Harvest of the Month Materials
 - Promote our MushroomsInSchools resources
 - Promote our #RealSchoolRecipes



Farm to School Local Purchases



- State Days: California Thursday
- State Dollars for purchasing more local items
- Fresh Fruit and Vegetable Programs are local



State F2S

CORE ELEMENTS OF Farm to School

SCHOOL GARDENS

Students learn about food, agriculture, health and nutrition through gardening at their schools.



PENNSYLVANIA
FARM TO SCHOOL
NETWORK

EDUCATION

Students participate in educational activities related to food, agriculture, health and nutrition.

PROCUREMENT

Schools purchase, serve and promote local foods in their cafeterias.





PA's notes

- Pennsylvania invested \$18,059,700 in local foods, with the average school district spending 16% of their budget on local products.
- 72% Vegetables
- 77% Fruit
- 59% Milk
- 18% Meat and Poultry
- Pennsylvania ranks 22 out of 50 states in local food purchasing.

February is Mushroom's

Mushrooms | Sources

Mushrooms Materials - Sources

How Mushrooms Grow. The Mushroom Council.
(<https://www.mushroomcouncil.com/how-mushrooms-grow/>)

How To: Select, Store and Clean Mushrooms. The Mushroom Council.
(<https://www.mushroomcouncil.com/how-to/select-store-clean/>)

Mushrooms in Schools – Classroom Education: Mushroom Fun Facts. The Mushroom Council.
(<https://www.mushroomcouncil.org/school-nutrition/classroom-education/>)

Mushrooms Matter: PA Mushrooms are Big Business. American Mushroom Institute.

Pennsylvania Produce: A Guide to Produce Grown in Pennsylvania. Penn State Extension.
(<https://extension.psu.edu/pennsylvania-produce-a-guide-to-quality-produce-grown-in-pa>)

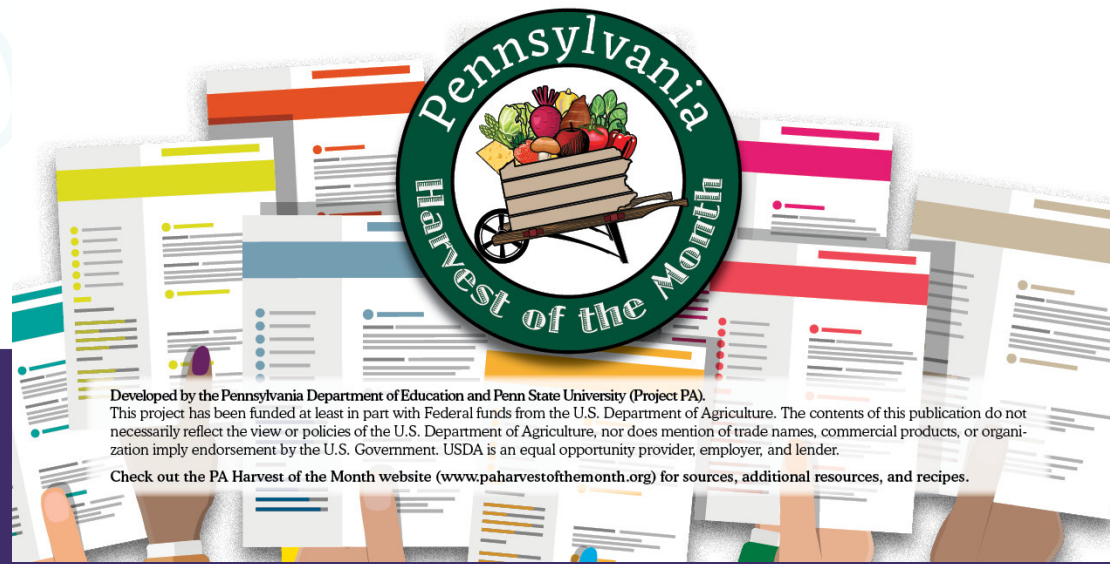
Procuring Harvest of the Month Items

A Guide to Local Produce in Keystone Schools. The Food Trust.
(<http://thefoodtrust.org/pa-f2s-regional-connections>)

Directory of Pennsylvania Produce Auctions. Pennsylvania Vegetable Marketing & Research Program. (<https://www.paveggies.org/directory/produce-auctions/>)

PA Preferred website (<https://papreferred.com/a/directory/categories>)

Welcome to AgMap! Penn State Extension. (<https://agmap.psu.edu>)



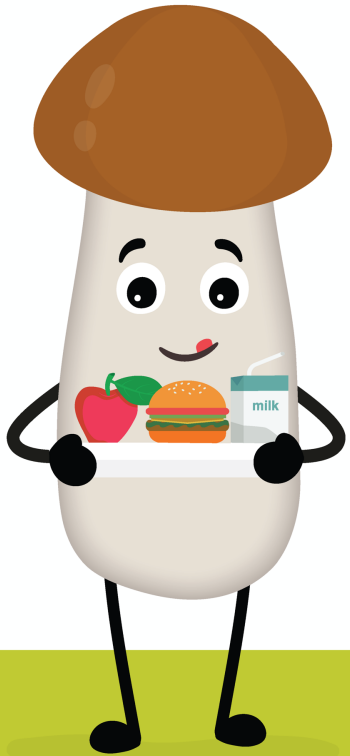
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Check out the PA Harvest of the Month website (www.paharvestofthemoth.org) for sources, additional resources, and recipes.

LOCAL FOOD SOURCES:

- USDA DoD Fresh Program: **43%**
- Produce distributor: **43%**
- USDA Foods: **36%**
- Individual food producer, including CSA: **25%**
- Grocery store: **17%**
- Broadline distributor: **16%**
- School or community garden/farm: **16%**
- Cooperative of farmers, ranchers, or fishers: **8%**
- Farmers' market or roadside stand: **6%**
- Food hub: **3%**



\$1.26 Billion in local food per SY and Growing



- \$0.20 per food dollar to buy local foods SY 2018/19
- NY wants 30% or more local purchases
- Hyper-local continues post virus
- Rise in vegetarian meals and requiring vegetarian meals
 - IL State
 - NY City







Photo Shoot

All Natural from case to tray



From the Market



Roots help



Yield:

1 – 5 # Medium Portabella

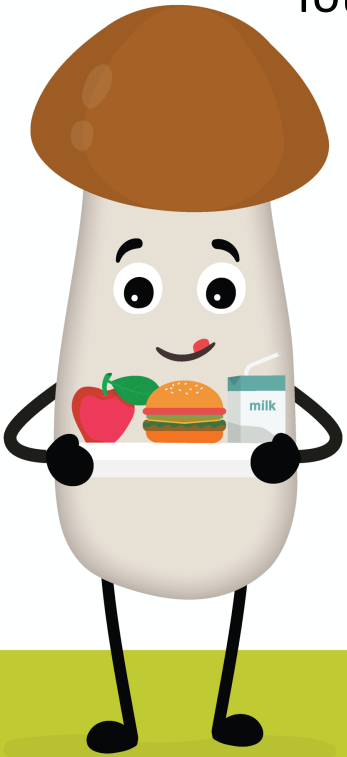
22 Caps, average 3.64; range 2.5 – 4.4

Weight net:

Caps 57.2 ounces or .715% yield

Stem: 11.3 oz 0.1413% stems

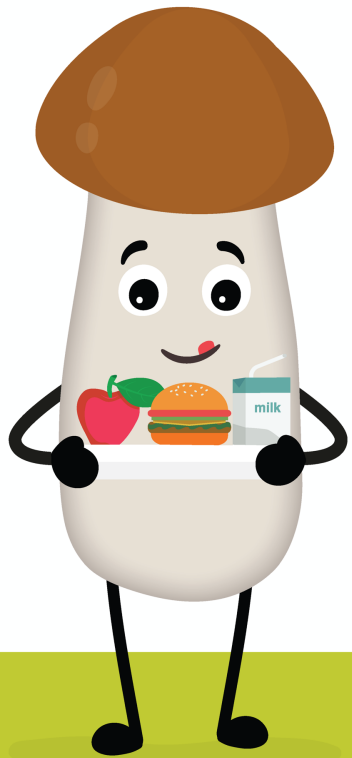
Total yield was 86%



Yield



Portable Portabella Burgers



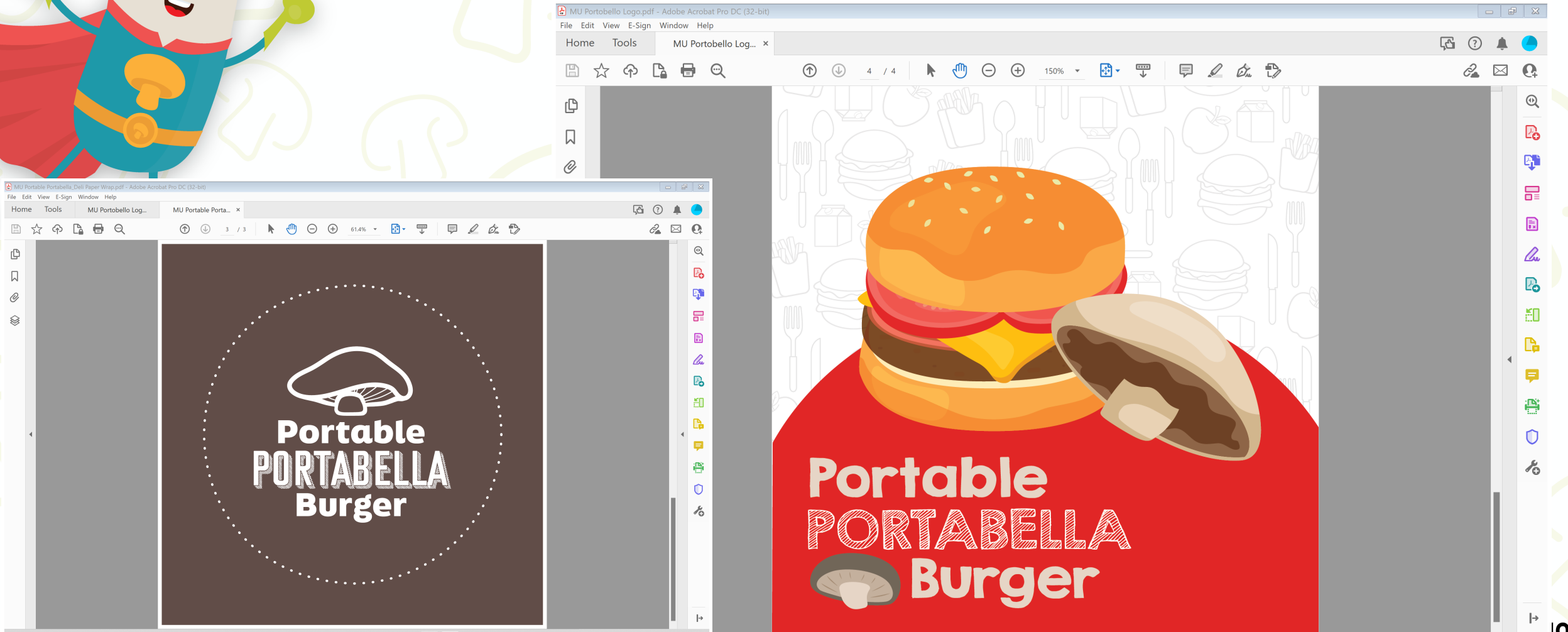
Portable Portabella Philly



Tacos or Fajita's



Our Branding



Our Mighty Mushroom





Thank you for your time!

Questions? Comments?

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<https://www.mushroomcouncil.org/school-nutrition/>