

Iowa LFPA Roundtable

PFI Conference 2023
Saturday, January 21, 2023



Intro to Speakers



GISELLE BRUSKEWITZ

Program Director
Iowa Valley RC&D



KACI GINN

Program Manager
Iowa Valley RC&D



KAYLA KOETHER

Sr. Farm Viability Mgr.
PFI



JASON GRIMM

Executive Director
Iowa Valley RC&D

Agenda



1. Introductions
2. Iowa's Local Food Purchase Assistance Program (LFPA)
3. LFPA Phase 1, LFPA Phase 2 + Beyond!
4. Local Food for Schools (LFS)
5. Words from Producers
6. Group Breakout
7. Discussion
8. Thank you!

Iowa Local Food Purchasing Assistance Program (Iowa LFPA)



<https://iowalfpa.org>

The USDA Agricultural Marketing Service established the Local Food Purchase Assistance Cooperative Agreement Program (LFPA).

The LFPA program is part of the “Build Back Better” initiative, authorized by the American Rescue Plan.



IOWA DEPARTMENT OF
**AGRICULTURE &
LAND STEWARDSHIP**



Iowa Valley Resource Conservation & Development



Goals of the LFPA



Three Overarching Goals

1



Provide an opportunity for States and Tribal Governments to **strengthen their local and regional food system.**

2



Help to support local and **socially disadvantaged farmers/producers** through building and expanding economic opportunities.

3



Establish, **strengthen**, and **broaden partnerships** with producers and the food distribution community, local food networks, and non-profits-distributing fresh and nutritious foods in rural, remote, or **underserved communities.**

LFPA Steering Committee



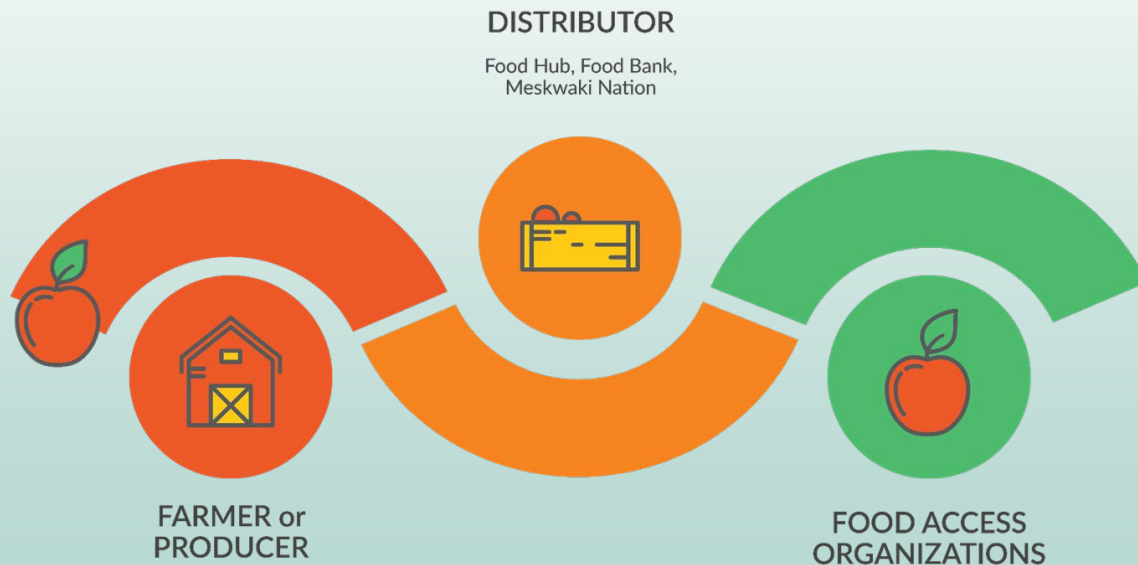
- Tammy Stotts
 - Iowa Department of Agriculture and Land Stewardship
- Giselle Bruskewitz
 - Iowa Valley RC&D
- Jason Grimm
 - Iowa Valley RC&D
- Kayla Koether
 - Practical Farmers of Iowa
- Kim Guardado
 - HACAP Food Bank
- Linda Gorkow
 - Iowa Food Bank Association
- Shelley Kapayou
 - Meskwaki Workforce Development
- Shoshonis Brown
 - Meskwaki Workforce Development
- Stephanie Snow
 - Meskwaki Workforce Development
- Teresa Wiemerslage
 - Iowa State Extension



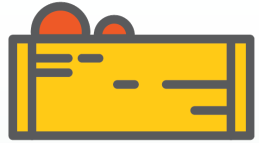
Meskwaki Nation
Sac & Fox Tribe of the Mississippi in Iowa



FARM TO FOOD ACCESS



Distribution Partners



Food Hubs



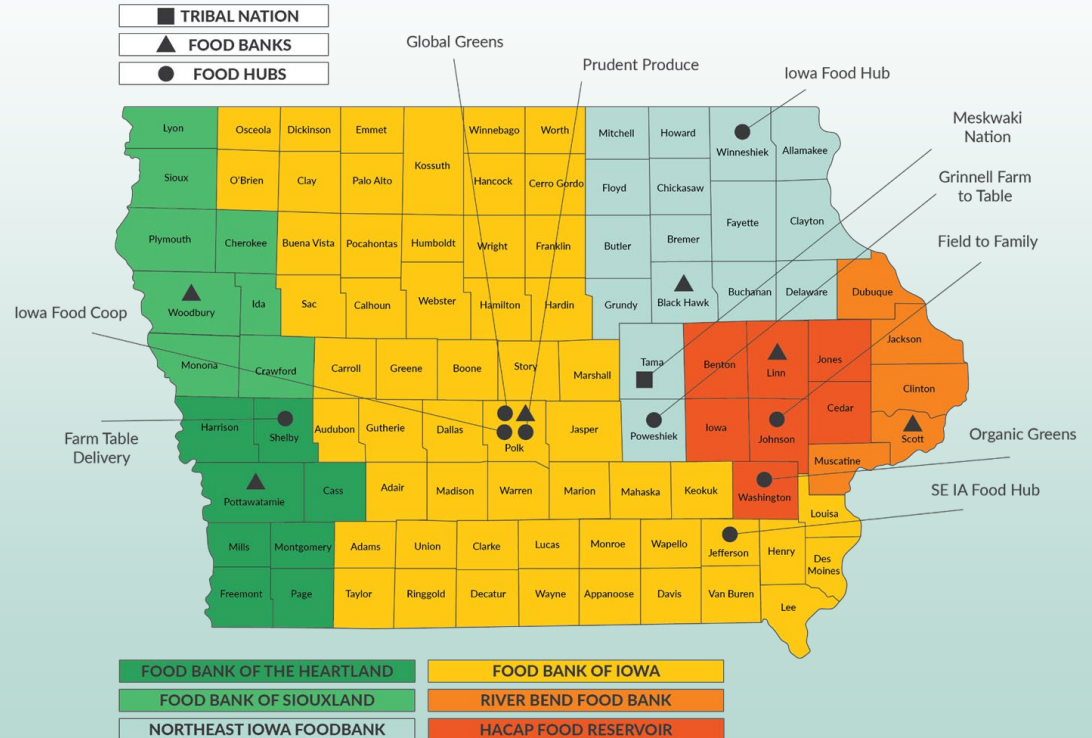
Food Banks



Meskwaki Nation



Meskwaki Nation
Sac & Fox Tribe of the Mississippi in Iowa



Working with Producers



Awarded funding
from USDA



Eight sessions



Producer registration
form



Launched project



Held PPC Committee
meetings to guide
program decision with
farmer members



Feedback survey

How are we determining purchasing tier placement?



Please check any identities that describe your farm managers or owners:

Beginning farmer (less than 10 years)

Tier #2

Immigrant or refugee

Tier #1

LGBTQIA+

Tier #1

Person of color

Tier #1

Person with a disability

Ancillary data collection

Veteran

Tier #1

Woman

Tier #1

Purchasing Tiers

Socially Disadvantaged Producers

1-1, 1-2, 1-3, 1-4, or 1-5

New and Beginning Farmers

2

Iowa Local Farmer Owned

3

Iowa Regional Producers

4

Transparent Pricing



Pricing Guidance

This Pricing Guidance serves as guidelines on pricing of products purchased through the Iowa LFPA and Iowa LFS programs to document a fair price for producers while maximizing the amount of food that can be distributed to food insecure households. The price ranges are generous to accommodate a wide range of products and producers, yet this is a competitive program. It is expected that producers will offer products based on their regular wholesale or farmers market pricing. All products purchased through these programs should fall within the price ranges listed.

LFPA-LFS
Pricing
Guidance

<https://iowalfpa.org/producers>

Steps to Register

➤ Apply Online

- Click “**Register**” button on LFPA website
- Register by completing **survey**
 - ~15 minutes
 - Have W9 and food safety licenses ready
 - Immediate confirmation email that says your application was **submitted**
- Once registration is reviewed, you will receive an email
 - To let you know you are **registered**
 - Or to let you know you are missing something in order to be approved/ officially registered



Register at www.iowalfpa.org

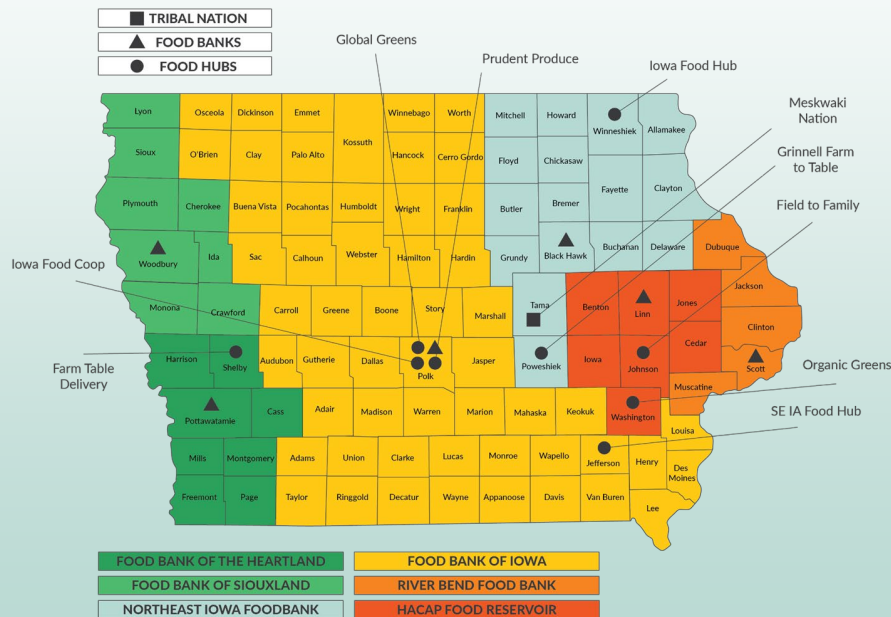
*Apply by completing the 15 minute survey.
Have W9 and food safety licenses ready.*



Receive email in less than 2 wks

The email will tell you that you are approved and registered or will let you know you are missing something in order to be approved and officially registered.

Steps to Register

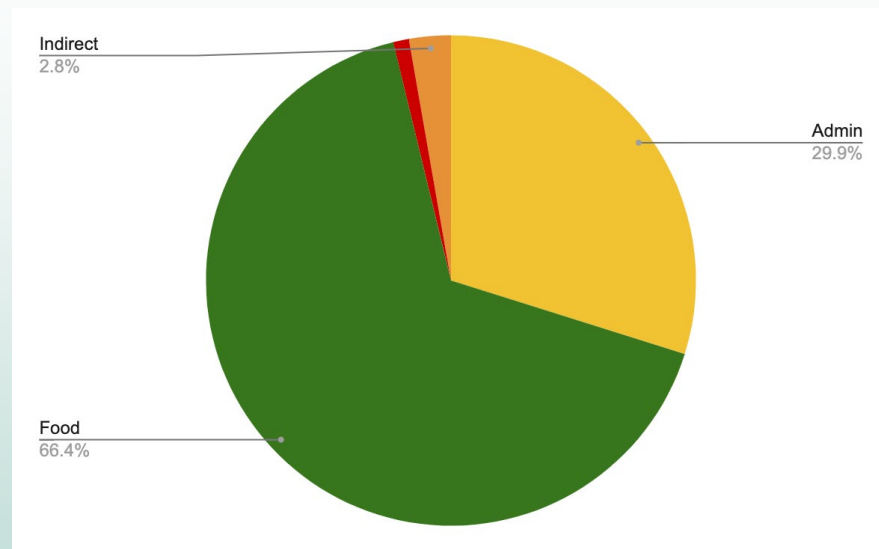


➤ Connect

- Connect with a Distributor listed on the website
- Explore sales options through LFPA with a hub, bank or Meskwaki
 - Email, phone call, in person meetings

Phase 1: Sept. - Dec. 2022

- ❖ Iowa's LFPA Initial Program Budget
 - \$2.7M awarded to IDALS
 - USDA approved June 2022
- ❖ Food Purchase Budget
 - \$1.8M : Sept 2022- May 2024
- ❖ Phase 1: September- December 2022
 - 17 Distributors were eligible to request up to \$50,000 in funding for Phase 1
 - Food Dollars Allocated via IDALS contracts for Phase 1 totalled \$682,010



*Image: Iowa Valley RC&D pie chart
Iowa LFPA Budget Allocated to IDALS July 2022*

Phase 1: Where did it get us?



❖ Producers

- 205 LFPA-LFS Producers have fully completed the vetting process
- Money into pockets of producers (valued at \$570,163.10 to date through LFPA)

❖ Community Access Partners

- Local food got into the hands of those who need it in innovative + intentional ways

❖ Food System Development

- Established a baseline awareness of the capacity of this emerging piece of the food system in Iowa
- Building upon and expanding social infrastructure to sustain this work beyond current funding streams
- There is room to grow!

Success Stories: Global Greens



Photo credit: Global Greens Facebook

Lutheran Services of Iowa's Global Greens Food Hub works with immigrant and refugee communities around Des Moines with a farm incubator and CSA model hub

- ❖ LFPA successes
 - Farm stands
 - Network and market building for farmers who want to scale
 - Hub to hub collaborations

Success Stories: Sabokwigura Jonathan, Feed Iowa First and HACAP



- ❖ “Jonathan said growing food was actually not the difficult part of farming.” [KCRG News](#), July 2022



- ❖ African Eggplant in Cedar Rapids
- ❖ Feed Iowa First and HACAP

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LOCALLY GROWN FOOD A HOT COMMODITY

USDA grants help mitigate food insecurities, fund efforts to provide local products and proteins to food pantries and schools.

By Dan
Editor's note: This is Part 1 of a 2-part series.

advantage of new U.S. Department of Agriculture (USDA) food purchasing grants to provide locally grown food critical to battling food insecurities and

meeting the nutritional needs of troops, including school children.

The local Food Purchase for Science (Expendable Agency Agreement Program) (EAP) and the Local Food for Schools (Expendable Agency Agreement Program) (EAP) are two USDA programs that support local food systems, improve the livelihoods of farmers and

important parts of USDA's strategic approach to meet the future of rural communities and strengthen the local food system.

In its role as a rural economic development and food security partner, USDA Secretary Tom Vilsack

knows Valley Resources Corporation and Management in Ames is managing local food grant programs, which include an approved \$2.7 million in local food grants to support local food production and processing, said USDA Secretary Tom Vilsack.

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Jonathan Sabokwigura with FarmVista Farmstead and Dillinger's, a local food bank, in Cedar Rapids, Iowa. The photo shows the two men standing in front of a large field of crops.

“How do we better connect the state to the kinds of products that are being grown in our state?”

“These grants are an opportunity to match donors that are producing local food, in this case, with local food pantries and schools, which are the main consumers of local food products,” said Sabokwigura.

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GRANTS

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WALKER FATHER

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NRCS AWARDS \$70 MILLION IN CONSERVATION FUNDS IN IOWA
The USDA's Natural Resources Conservation Service (NRCS) awarded more than \$70 million in conservation funds to Iowa farmers and other private landowners in fiscal year 2022 to implement conservation practices on more than 347,000 acres, according to the agency. NRCS also announced that it will provide up to \$100,000 in additional funding to help farmers and other private landowners implement conservation practices on their land.

Success Stories: Hub to Hub

- ❖ Physical Infrastructure:
 - Routes, nodes, cross docking
- ❖ Social Infrastructure:
 - New and stronger relationships
- ❖ Access
 - Expanding access to producers
 - Expanding access to fresh food



Photo Credits: Above: Kyla, Field to Family; Left: Jennifer Miller, Farm Table Delivery

Timeline

❖ Phase 1: September 2022- April 2023

- Distributor and Annual Producer Meetings for 2023
- Some distributors continue to spend Phase I funding

❖ Phase 2: April 2023- May 2024

- Phase 2 funds available for spending in April
- Current program funding ends May 2024

What's next?



Iowa is currently pursuing and will receive additional funding to extend the program to May 2025!

Iowa LFS

- ❖ USDA Local Food for Schools
 - IDALS and IVRCD partnering to administer the grant
- ❖ \$2.2M in local food purchases for Iowa Schools
 - Fall 2022- May 2024
- ❖ Same registration process for producers!
 - Reach out to 3 food hub Sponsors
 - Iowa Food Hub
 - Field to Family
 - Farmtable Delivery
 - Includes Organic Greens Processing Pilot



<https://www.iowafarmtoschoolearlycare.org/lfs>

Raise Your Hand If...



You have participated in the program to date

Keep your hand up if you're from:

- ❖ NE Iowa
- ❖ NW Iowa
- ❖ SE Iowa
- ❖ SW Iowa

Breakout Groups of 5



If you've made sales to LFPA:



- ❖ How you got started
- ❖ Who you're working with
- ❖ What you've sold to the program to date

Others:



- ❖ What you would like to sell
- ❖ What questions you have about the program

All:



- ❖ How does this program align with your vision for the future of your farm and community?
- ❖ What other opportunities can you imagine to equip farmers to feed all communities, including those in need?

Thank you!



If you have questions or want to continue the conversation:

Come find us at the IVRCD or PFI Exhibit tables!

Email info@iowalfpa.org

