The Growth in Local Foods: Threat or Opportunity?
Center for Environmental Farming Systems

**Mission:** To develop and promote agricultural systems that protect the environment, enhance rural and urban communities, and provide economic opportunities in North Carolina and beyond

- Partnership initiated in 1994
  - NCSU
  - NCA&T SU
  - NCDA &CS

[Website: www.cefs.ncsu.edu]
CEFS Goals

Vibrant Farms

Healthy Ecosystems

Strong Communities

Healthy People

Thriving Local Economies
CEFS Field Facility

- 2000 acre Research, Academic, and Extension Facility
- Farming Systems Research
- Pasture-Based Dairy, Beef and Alternative Swine Unit
- Organic Research Unit
- Small Farm Unit
CEFS’ Local Foods Initiatives

A Guide to Building North Carolina’s Sustainable Local Food Economy

Development of Food Policy Councils

THE CENTER for ENVIRONMENTAL FARMING SYSTEMS
Cultivating Thriving Communities & Sustainable Farms

BlueCross BlueShield of North Carolina Foundation
2015 USDA ERS Study: Trends in US Local and Regional Food Systems

• In 2012, 163,675 (12 %) of farms marketing locally (DTC or Intermediated)

• ARMS and Census data show local food sales estimated $6.1 billion in 2012 (estimated intermediated markets)
Big Trends in Food

What’s HOT
2015 CULINARY FORECAST

TOP 5 FOOD TRENDS

1. Locally sourced meats and seafood
2. Locally grown produce
3. Environmental sustainability
4. Healthful kids’ meals
5. Natural ingredients/minimally processed food
Organic/local/urban farming preferred

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>US</td>
<td>62%</td>
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<tr>
<td>Argentina</td>
<td>84%</td>
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<tr>
<td>Brazil</td>
<td>84%</td>
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<tr>
<td>France</td>
<td>83%</td>
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<tr>
<td>Germany</td>
<td>75%</td>
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<td>Switzerland</td>
<td>81%</td>
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<tr>
<td>UK</td>
<td>63%</td>
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<td>Russia</td>
<td>68%</td>
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<tr>
<td>Kenya</td>
<td>94%</td>
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<tr>
<td>South Africa</td>
<td>77%</td>
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<tr>
<td>China</td>
<td>68%</td>
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<tr>
<td>India</td>
<td>90%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>86%</td>
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Do you believe that priority should be given to organic, local and/or urban farming practices over higher production methods utilizing new technologies to feed the growing population?

[Syngenta Logo]
Farmers Markets sales >$1 billion
Farm to Institutions: Scaling Up
# The Challenges

<table>
<thead>
<tr>
<th>Business Development challenges</th>
<th>Changes in business models on farm side or business side</th>
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<tbody>
<tr>
<td>Food Safety (GAP) certification and training</td>
<td>Liability insurance</td>
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<td>Development of aggregation centers and food hubs</td>
<td>Price</td>
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<td>Cold Storage and other infrastructure</td>
<td>Quality standards and uniformity</td>
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<tr>
<td>Processing infrastructure and capacity</td>
<td>Innovative distribution models</td>
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<tr>
<td>Farmer Training (Cooperative Extension)</td>
<td>Access to credit</td>
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<tr>
<td>Research</td>
<td>Diversification</td>
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<tr>
<td>Zoning and Present Use Value</td>
<td>Production capacity</td>
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<tr>
<td>Farmland Preservation</td>
<td>Business planning and assessment and flexibility in business models</td>
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<tr>
<td>Regulatory Reform</td>
<td>Expectations/contracts</td>
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</table>
Millennials

- Willing to pay for fresh and healthy food, and are willing to go to great lengths to find it.
- More aligned with the “food movement” and love things like organic farms, small batch jams and artisanal cheese.
- This shift – by millions of people – is changing the marketplace forever.
- Local food for them is mainstream.
- Information is how they roll.
In 60 seconds online in 2013

Fast Company

Facebook 250 Billion photographs
It’s affecting how we shop

It’s affecting how we cook
• 1/3 cooks use smartphones for recipes

It’s affecting how we eat
Are Local Foods a Threat?

1. “Consumers are more aware, but there is so much misinformation, it’s hurting agriculture”.

2. “We’ll never feed the world on ‘local foods’, so it’s a distraction from the direction we need to head and absorbing resources that should go elsewhere.”

3. “There are food safety concerns, how will we control risk on so many distributed farms and market outlets?”
..Is it a Threat?

4. “We risk replacing a culture of cheap and plentiful food with one of hyper-expense and scarcity.”

5. “It’s not more efficient to grow produce in areas that are not suited, so, for example, things like the 100 mile diet are fallacies when it comes to saving energy or the environment”

• Others?
1. Consumers are more aware, but there is so much misinformation, it’s hurting agriculture.

Certainly a lot of misinformation on the fringes.

Of the engaged public, most in the middle are intelligent, well-educated, well-read and do understand agriculture. There is just disagreement.
Be Careful not to Oversimplify
“if only they were educated”

It is possible for people to have accurate scientific information and still disagree on the direction agriculture should head.
<table>
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<tr>
<th><strong>Mainstream</strong></th>
<th><strong>Informed “Foodie”</strong></th>
</tr>
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<tbody>
<tr>
<td>We’ll never feed the 9 billion on ‘local foods’, so it’s a distraction from the direction we need to head. (threat no. 2)</td>
<td>We’re not feeding the world now. In this country there are 49 million who are food insecure. In North Carolina, 17.3 percent of families (1 in 5 children) are food insecure.</td>
</tr>
<tr>
<td>We need to focus on higher yields through more technology. That’s how we’ll feed the 9 billion. We need to intensify agriculture to get more yield with the same resources.</td>
<td>But we have enough calories now to feed the world (yet worldwide, 1 in 8 go to bed hungry). Food insecurity and hunger aren’t currently related to a lack of food produced. People need money, education, access to land, access to transportation and food related infrastructure, and access to fresh and healthy foods. They need access to better food not more food.</td>
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3. Increased Food Safety Concerns

No evidence or data to support this
4. Hyper-Expense and Scarcity

- No one (well…almost no one) is saying everything has to be local
- Those engaged in developing local food systems are as concerned about affordability as anyone.
- Many are developing models to address affordability and access in spite of the price conundrum
Price

1. Low et al. 2015; 2006 Nielsen Homescan Panel Data
   • Produce prices at DTC outlets are lower, on average, than prices at grocery stores in all seasons

   • Compare summertime prices of 230 produce items in 12 North Carolina counties
   • Find an average price savings of 18 percent at the farmers’ markets
The Price Conundrum

• There is a trade-off between improving access of local and healthy foods (infers low cost) and insuring farmers receive adequate compensation to stay in business
• Can we have both affordable healthy food for all and more farmers?
• Farmers alone shouldn’t bear the brunt of keeping food affordable food for all.
Our Farmers

• Average age of farmers is 58
• Since 1964, we have lost approximately 1 million farms in the US (USDA ag census)
• In NC, there were 100,000 farms in 1976 and 48,000 farms in 2008
• There are now more people in prison than on farms.
5. “Efficiency” argument

- Reducing Carbon Footprint case is made, but it’s less common now
- It depends….how, what, where
- How do we measure efficiency? What’s in and what’s out?
Local Foods as Opportunity

1. Job creation
2. Economic development
3. Better health
4. Reduced health care costs
5. Farm profitability
6. Supports new farmers
7. More green space
8. Enhanced environmental quality
9. Enhanced Food Security
10. Other?
Contextualizing the Opportunity…
Do we agree?

• The primary purpose of agriculture is providing food for people
• In such a way that is an asset to our health and well-being
How are we doing?

• 49 million in US Food Insecure (8.6 million children)

• Obesity-related medical treatments approximately $147 billion annually (including the cost of diabetes). 35% of adults (CDC)

• One in three children are overweight or obese

• A third of the children born in 2000 or later will develop diabetes

• 27 percent of those who go to military recruiting stations are too heavy to serve
It’s a “Both-And”
Taking the Best of Both has real potential

mainstream

local foods

The best of both
It’s not just happenstance: We strategically try to achieve the following through Local Agriculture

- More Availability
- Better Health Outcomes
- Economic Development
- Job Creation
- More farmers
- More food businesses
- Environmental sustainability
- More climate resilient and adaptive
Economic Impact

The Multiplier Impact

The more times a dollar circulates in a given geography and the faster it circulates before leaving, the more income wealth and jobs it creates.

From Local First, Grand Rapids, MI
Local Food Business

• Wallace Center and Business Alliance for Local Living Economies studied 24 local food enterprises nationally

• “Two to four times the income, wealth and jobs than at an equivalent non-local business”
Job Creation

• On-Farm
• Processing Centers
• Value added Centers
• Distribution networks
• Retail outlets
• Farm to Institution
NC Choices presents the 1st Annual CAROLINA MEAT CONFERENCE
www.carolinameatconference.com

Bringing together independent meat producers, processors, buyers and allied professionals for a weekend of workshops, trainings, panel discussions and networking to strengthen marketing and processing opportunities for the region’s rapidly growing local meat industry.
March 25-27, 2011 at the Cabarrus Arena and Event Center in Concord, North Carolina

- Explore how production and processing practices impact meat quality and marketability.
- Engage in hands-on training to improve carcass utilization, learn artisanal butchery techniques, and develop value-added products.
- Learn about innovative marketing alliances that are expanding the supply of local meat.
- Discuss emerging trends and issues, including regulatory compliance, food management, animal welfare, marketing claims, production standards, this,...

Panel Discussions, Presentations, and Demonstrations with representatives from Division, USDA, and NC Cooperative Extension, as well as North Carolina's chefs and food entrepreneurs.

HANDS-ON TRAININGS
Optimizing Carcass Utilizations: A Training for Commercial I and Demystifying the Beef and Pork Carcass: A Breakdown for Dr. Gregg Rentfrow, University of Kentucky, Food & Me presented by Weaver Street Market
Artisanal Butchery and Whole Animal Utilization for Prof... and Butchery Craft in Your Home Kitchen for Consume Tia Harrison, The Butcher's Guild, Owner - Avedanos and Executive Chef - Sociale, San Francisco, Ca
Marissa Guggiano, The Butcher's Guild, President - Sonoma Dir and Author of Primal Cuts: Cooking with America's B
Craig Deihl, Executive Chef - Cypress, Charleston, Berlin Reed, The Ethical Butcher, Portland, OR

KEYNOTE
Scaling the Supply of Quality, Locally Produced Meats Mike Lorentz, Lorentz Meats, Cannon Falls, MN

www.carolinameatconference.com
(M)EAT LOCAL BOX
Rise in NCDA & CS NC Farmer Meat Handler Registrations

NC Farmer Meat Handler Reg.

2014: 842
Local Foods as Entrepreneurship

The Produce Box

PIEDMONT FOOD & AG PROCESSING CENTER
HILLSBOROUGH, NORTH CAROLINA

FIRSTHAND FOODS

Papa Spud's

PIEDMONT GROWN

got to be NC

Walking Fish

A community supported fishery
Spawning Entrepreneurship: Farm to School

- New Farm Enterprises
- Light Processing and Preparation
- New Recipes and Products
- New Distribution Channels
Get them eating well when they are young

- Taste
- Experiential opportunities
Research has Shown

• Students participating in a nutrition education program (at school) that was combined with garden experiences significantly increased their daily intake of fruits and vegetables from 1.9 to 4.5 servings (McAleese and Rankin, 2007)
“I can go and buy every variety of fried chicken imaginable on the west side of Chicago. I can get it in great variety. I can buy cigarettes…. I can get liquor. I can get designer clothes. I can get heroin, I can get crack. I can get a gun, but I can’t get an organic tomato. I can’t get a cup of yogurt. I can’t get romaine lettuce….I can’t get a banana or an apple. But I can get every variety of potato chip there is”.

-----La Donna Redmond
Innovative models being developed

The Produce Box

FARMER Foodshare
• Initiated in 2009
• 1 to 1 match to SNAP beneficiaries to purchase locally grown fruits and vegetables at farmers markets
• Now at 150 sites benefiting 200,000 families and a multitude of farmers
• Expanding nationally and to grocery stores
Food Insecurity Nutrition Incentive Program

- $100 million in last farm bill for grants to organizations over 5 years to help make fruits and vegetables more affordable to SNAP recipients.
- Requires a 1:1 match so leverages another $100 million.
- Also $110 million in funding for seniors for the Senior Farmers Market Nutrition Program.
• Been in existence since 2004
grower-staff owned LLC
• Eighty percent of sales go
directly to growers
• In 2005, 13 grower and 2 staff
owners.
• In 2011, over 70 growers, 130
customers, $2.7 million in sales
• 26,000 sq ft warehouse
• Farm to Food Bank
• Corporate Sponsor
• Tax Deduction for buying produce to deliver to Food Banks
• Supports Farmers
• Provides $2000 weekly worth of organic produce to Food Bank
• Started in 2007
• Now feeding 8500 families
• Buying 2 million pounds of local product in NC.
• Currently includes produce, meat, cheese, bread, honey, jam.
• Support 40 farmers- 200 moms/dads/kids delivering
• Donate 300 lbs of produce per week to food banks
• Produce packs to 450 lower-income families with kids who participate in summer camp
• Encourages the purchase of "community boxes" and "hero boxes"
• Last year provided 1600 boxes to families in need
• Also making small grants to farmers
• Donation stations at farmers market
• Receiving funds or produce from shoppers
• Farmers donate excess
• 100 tons since inception
Let’s not forget the impact of Victory Gardens

- During World War II, Americans planted 20 million gardens and produced 40% of our fruits and vegetables
SHARE THE HARVEST

DONATE YOUR EXTRA HARVEST TO FIGHT HUNGER IN OUR COMMUNITY

"Quality produce from local gardens to families in need.”

First Lutheran Church
3500 West Friendly Ave., Greensboro
Sun, 12 - 3pm & Wed, 4 - 7pm

NC Cooperative Extension
Ag. Center, 3309 Burlington Road
Mon - Fri, 8am - 5pm

Community Lutheran Church
4960 US Highway 220 N, Summerfield
Sun, 1 - 4pm

Covenant Church United Methodist
1526 Skeet Club Road, High Point
Tues, 9am - 4pm

Sedgefield Presbyterian
4218 Wayne Road, Greensboro
Sun, 11am - 1pm or Mon, 1 - 4pm

Elijah’s Pantry
3929 Johnson Street, High Point
Mon - Thurs, 9am - 2pm

The Cloud Connection
2207 E Green Drive, High Point
Tues, Thurs & Sat, 10am - 2pm

High Point SDA Food Pantry
279 Eastchester Drive, High Point
Mon, Wed & Fri, 10am - 1pm

Salvation Army
301 W Green Drive, High Point
Mon - Sun, 8am - 5pm

First Baptist Church
1415 Neelon Road, Pleasant Garden
Sun & Wed, 5 - 7pm

Helping Hands Ministry
2401 South Main Street, High Point
Mon - Fri, 9am - 5pm & Sat, 11:30am - 12:30pm

www.sharetheharvestgulifordcounty.org

Check website for updates and changes

YOUR CONTRIBUTIONS WILL BENEFIT OUR COMMUNITY EFFORTS FOR FAMILIES TO OVERCOME FOOD INSECURITY
Research has Shown

- Participation in a community garden is associated with greater fruit and vegetable intake, with 56% of community gardeners meeting national recommendations of fruit and vegetable consumption (5 servings per day), compared to 25% of non-gardeners (Litt et al, 2011)
Local Foods as Opportunity
• Bring more locally grown foods into mainstream retail and food service supply chains
• Supply chains of produce, meat, dairy, and seafood
• Strengthen the ability of small and mid-scale farmers and fishing operations to enter these mainstream markets profitably
NC Growing Together Partners
Lowes Foods: 30 new Direct to Store Vendors in 2013
Local Foods as Opportunity
• Business Incubator/Shared commercial kitchen
• Collaborative between 4 counties
• Provides facilities, trainings, TA
• Local Foods Promotion Program Grants Program
• Food Hubs
• Wholesale markets