



PEI ADAPT Council Agri-Newsletter

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In This Issue:

A Guide to Serving Local Food on Your Menu

Just Released: A Guide to Serving Local Food on Your Menu from the Glynwood Center.

Available to download at: www.glynwood.org

The Glynwood Center helps communities address change in ways that conserve local culture and natural resources while strengthening economic well-being.

Members of the Glynwood Center believe that, “One of the most daunting challenges confronting many communities is sustaining local agriculture.” According to the information on their www site, they have increased their focus on agricultural issues to

- Assess the potential impact of current trends in the structure of our food system.
- Expand our collective thinking about a model of food security that includes the security of our economy, the environment, and local communities, and to
- Suggest new policies and economic approaches that might improve our food system and protect the food supply.

According to the editors, this Guide to Serving Local Food on Your Menu is designed as a primer to help foodservice managers and directors, caterers, chefs, restaurateurs and others consider creative ways to incorporate fresh, local products into almost any foodservice setting.

FROM 'A GUIDE TO SERVING LOCAL FOOD ON YOUR MENU'.....

“ Did we pay more per case for what we got? You bet. But we got better value for that dollar. We got better tasting product, better shelf life, better yield. At the end of our first season there was no overall increase in our food cost. But there was a marked increase in quality, customer satisfaction and our relationship with our neighbors.”

Before you begin, it is critical that you develop true “buy-in” from all of the relevant players in the organization.

A good working relationship between the chef and the farmers is

a critical factor in their mutual success.

As the public has become more aware of the link between diet and health, many people want to know more about where their food comes from and how it is raised. As a chef or foodservice manager you have a distinct advantage when you can provide your customers with answers to these questions.

If you have questions about the way in which food is produced, ask the farmer. Local farmers generally take enormous pride in their work; most will be glad to explain the hows and whys of what they do.

By working together, chefs and farmers can create their own solutions.

As consumer demand has grown, many of the nation's largest food distributors and foodservice management companies have begun to actively recruit regional farmers and producers in different areas of the country.

Regardless of the size of your foodservice operation, there are a growing number of opportunities to make connections with local farmers and producers. It takes time and effort, but the rewards are significant.

All across the country demand for locally grown foods has outpaced the rebuilding of necessary infrastructure to support local food production, processing and distribution.

In some instances this need or gap in the system becomes an opportunity to create a new business or expand an existing one.

Small efforts that you can build over time will make an important difference to your institution, your customers, your community and, indeed, the world itself.

Go get it: www.glynwood.org

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