Hawai‘i has an amazing legacy of land cultivation spanning two millennia. Providing meals for Hawai‘i’s next generation grown from the lands on which they live is an approach that at one point in our history was the only way to provide meals. Connecting our keiki to “that which feeds” (a literal term for the Hawaiian word ‘āina) will grow an understanding and respect for the land with a generation growing farther removed from its utility and capacity.

In 2015, the Office of the Lieutenant Governor convened the Hawai‘i Farm to School Advisory Group to develop a pathway toward bringing fresh, local food to schools statewide to reinforce the vision that Hawai‘i exists as a perpetual reminder of finite resources, fertile lands, and communities who are committed to the wellbeing of their keiki. Today, ‘Aina Pono is the Hawai‘i State Department of Education’s (HIDOE) pioneering farm to school pilot initiative that aims to bring more healthy, nutritious, fresh, and local food to school cafeterias throughout Hawai‘i. ‘Aina Pono is an expression of the pride we have in food grown in these islands, the ingenuity of the people we trust to feed our keiki and the collective strength to return our communities to a legacy of cultivating fresh, locally grown sustenance to build the minds of tomorrow.
**Overview**

- 256 schools; 100,000 meals daily; 9\textsuperscript{th} largest district in the nation
- SFSB supervisors:
  - 34+ schools
  - 3+ special project areas
  - inter-island travel
- Cafeteria staff report to principals, not SFSB
- Annual budget = $108 million:
  - 45%: fed. government
  - 5%: fed. commodity foods
  - 25%: state (~$20-30 million/year)
  - 25%: cash sales

**Internal Audits**

- 2013: School food service operations are functioning at an "unacceptable" level.
- 2017: School food service operations are functioning at a "marginal" level.
- Audit Findings:
  1. Insufficient controls
  2. Lack of purchasing policies and procedures
  3. Lack of technology
  4. Procedures are not always followed at the school level

**ICN Recommendations**

- Hire a dedicated training team of at least 2 persons
- Hire additional supervisors
- Hire 1-2 permanent dietitians
- Hire a mid-level manager
Why Farm to School?

- **Education**
  - Improved academic performance
  - Deeper connections between school food, agriculture, land, and Hawaiian and local cultures in providing locally grown and indigenous foods

- **Agriculture**
  - Increased demand, production, and revenue. Years of highly profitable pineapple and sugar cane farming limited other secondary crops from developing farms to the development of local wholesale markets.
  - Develop and expand the state’s underdeveloped fresh fruit and vegetable wholesale market

- **Public Health**
  - Improved childhood nutrition
  - Increase in food security

- **Economic**
  - Increase in jobs
  - Improved HIDOE financial accountability

≈$14.4 million potential local food expenditures annually (goal: 40% local)

<table>
<thead>
<tr>
<th>Economic Activity</th>
<th>Earnings</th>
<th>Tax Revenue</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>• ≈ $28,116,000</td>
<td>• ≈ $7,704,000</td>
<td>• ≈ $1,005,120</td>
<td>• ≈ 381</td>
</tr>
<tr>
<td>• avg. multiplier = 1.9525</td>
<td>• avg. multiplier = .535</td>
<td>• avg. multiplier = .0698</td>
<td>• avg. multiplier = 26.475/million</td>
</tr>
</tbody>
</table>
Why Farm to School?

### Alaska
- Federal Reimbursement Rate: $5.24/meal
- Cost of Living Ranking: #6

### Hawai‘i
- Federal Reimbursement Rate*: $3.78/meal
- Cost of Living Ranking: #1

**1979 Analysis**
- Hawaii schools receive reimbursements that are only 17% higher than mainland schools but 28% less than Alaska.
- That’s $1.46 less per Hawaiian Child per meal than an Alaskan Child.

**Updated Analysis (2015)**
- SY 2013-14 data: Max reimbursement rate for school lunch in Hawaii was $3.62. Actual cost per meal was $5.51. Costs were 52% higher than reimbursement.
- Updating the 1979 USDA analysis using 2013/2014 data shows that the Hawaii rate adjustment should be 47% higher than mainland schools to cover Hawaii’s increased meal costs.

**Hawaii has the highest cost of living in the nation**

**Higher Shipping Costs**
- Cost of shipping a 40 foot container of cargo from LA to Shanghai = $790.
- Cost of shipping the same 40 foot container of cargo from LA to Hawaii = $8,700.

**Higher Costs of Growing Food**
- Higher cost of agricultural inputs (fertilizer, equipment, energy) due to shipping costs.
- Higher costs of energy
- Higher costs of labor

**USDA Response**
- Insufficient data to adequately assess the cost to produce a reimbursable meal in Hawaii.
- Request for more specific information on meal costs and revenues, yet the USDA did not use this information in their original 1970s calculation.

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What is Farm to School in Hawai‘i?

- **Local Food.** 40% local food for school meals and snacks.
- **Nourished Students.** 60% fresh food for school meals and snacks. Students eat and do not waste new healthier meals (**plate waste declines by 10%**).
- **Satisfied Customers.** More students eat in the cafeteria and report enjoying the food (**participation increases by 5%; student satisfaction averages 80%**).
- **Less Waste.** Cafeterias cook no more than they can sell (**overproduction less than 5%**).
- **Accountability.** Each cafeteria receives a **budget** and SFSB produces a **monthly income statement** for each cafeteria. Improved recordkeeping may also increase Hawai‘i’s USDA reimbursement rate.
- **Leadership & Teamwork.** Cafeteria managers lead efficient, cohesive kitchen teams with daily meetings and clear production schedules for just in time cooking.
- **Skill.** Cafeteria staff receive **professional development** in cooking skills, leadership, teamwork, recordkeeping, USDA compliance, customer service, etc.
What Does it Take?

- **Menu Development.** Developing island-specific menus/recipes with fresh/local food based on staff/student feedback.

- **Waste Management.** Weighing ingredients, yields, plate waste, and overproduction.

- **Data Tracking.** Tracking inventory, income, expenses, % local, % fresh, participation, production, and waste.

- **Professional Development.** Building skills to scratch cook, track data, meet budgets, etc.

- **Nutrition Education.** Connecting students to new menus through nutrition education in school gardens, cafeterias, and classrooms.

- **Community Outreach.** Connecting parents and community members to school food and local agriculture.

- **Procurement & Contracts Management.** Creating new procurement specifications to meet 40%/60% local/fresh goals and managing contracts with local vendors on each island.

- **Supply Chain Development.** Networking with local growers and distributors.
Timeline: 2015 - Present

<table>
<thead>
<tr>
<th>Spring / Summer 2015</th>
<th>SY 2016-17</th>
<th>Summer 2017/SY 2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning</td>
<td>Pilot</td>
<td>Pilot</td>
</tr>
<tr>
<td>LG convenes Hawai‘i Farm to School Advisory Group</td>
<td>LG, HIDOE, HDOA, SPO, TKC sign project MOU</td>
<td>LG, HIDOE, TKC, BG sign updated MOU</td>
</tr>
<tr>
<td>Governor signs Farm to School Act into law and appoints LG to spearhead &amp; coordinate state’s efforts</td>
<td>Team fundraises $271K from private funders</td>
<td>Team fundraises $495K from private funders</td>
</tr>
<tr>
<td></td>
<td>TKC retains BG</td>
<td>TKC retains BG</td>
</tr>
<tr>
<td></td>
<td>Project launches in Kohala</td>
<td>Project continues at Kohala; launches (then ends) at Kalanianaoe</td>
</tr>
<tr>
<td></td>
<td>SFSB director position vacant</td>
<td>SFSB hires new director</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BG creates ‘Aina Pono Professional Development Guide &amp; Trains Supervisors</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SFSB launches ‘Aina Pono Harvest of the Month program</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TKC engages Black Letter for PR/branding</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Team convenes Procurement Working Group</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Project launches at Mililani</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TKC engages Anthology for market research</td>
</tr>
</tbody>
</table>

LG: Office of Lieutenant Governor  
HIDOE: Hawai‘i State Dept. of Education  
SFSB: School Food Services Branch  
HDOA: Hawaii Department of Agriculture  
SPO: State Procurement Office  
TKC: The Kohala Center  
BG: Beyond Green

**KOHALA RESULTS - SPRING 2017**

<table>
<thead>
<tr>
<th>Local Food</th>
<th>Fresh Food</th>
<th>Participation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring 2016</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Spring 2017</td>
<td>43%</td>
<td>80%</td>
</tr>
</tbody>
</table>

**KOHALA SAVINGS - 2017**

<table>
<thead>
<tr>
<th>Spring 2016</th>
<th>Spring 2017</th>
<th>Fall 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>$81,181</td>
<td>$50,617</td>
<td>$(70,000)</td>
</tr>
</tbody>
</table>

- 730 students  
- 450 lunches  
- Kohala Elementary, Middle, and High Schools
## Funding

### Public Sector Funding vs. Private Sector Funding

<table>
<thead>
<tr>
<th></th>
<th>SY 2016-17</th>
<th>SY 2017-18</th>
<th>SY 2016-17</th>
<th>SY 2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>HDOH:</td>
<td>$40,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HIDOE:</td>
<td></td>
<td>$65,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>USDA:</td>
<td>$50,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HDOA: (pending)</td>
<td>$25,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>$180,000</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>HDOH:</strong></td>
<td></td>
<td></td>
<td><strong>$270,725</strong></td>
<td><strong>$495,000</strong></td>
</tr>
<tr>
<td><strong>HIDOE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>USDA:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>HDOA (pending):</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td></td>
<td></td>
<td><strong>$765,725</strong></td>
<td></td>
</tr>
</tbody>
</table>

### FUNDING SUMMARY

- Private: 81%
- Public: 19%

### PRIVATE FUNDERS

- Appleseed 5%
- Dorrance 6%
- Johnson Ohana 9%
- Kaiser 13%
- HMSA 13%
- Ulupono Initiative 54%
**Mililani High**

**Overview**
- 2,500 lunches
- 3,981 students
- Mililani High, Mililani Uka El, Mililani Waena El

**Preliminary Results January-March 2018**

<table>
<thead>
<tr>
<th>Category</th>
<th>Pre</th>
<th>Post</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>($123,030) (1-3/17)</td>
<td>($72,501) (1-3/18)</td>
<td>$50,529 savings</td>
</tr>
<tr>
<td>Waste</td>
<td>269.1 pounds/day</td>
<td>169.8 pounds/day</td>
<td>37% decrease</td>
</tr>
<tr>
<td>(regular menu)</td>
<td></td>
<td>(F2S days)</td>
<td></td>
</tr>
<tr>
<td>Local Food</td>
<td>1% (1/18)</td>
<td>23% (3/18)</td>
<td>22% increase</td>
</tr>
<tr>
<td>Fresh Food</td>
<td>6% (1/18)</td>
<td>61% (3/18)</td>
<td>55% increase</td>
</tr>
<tr>
<td>Satisfaction</td>
<td>N/A</td>
<td>91%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

2017 Net Income ($517,838)
Logo Launch – SFSB becomes ‘Aina Pono
Student Led – Student Voice
**TROJANS...**

this is for lunch on February 28th

1. When you see the word "local", it means the food is sourced from one of our many local farms right here in Hawaii!
2. You asked, and they listened! Per a Senator's request, we are adding CHICKEN KATSU! "No need to go ALA after school!"

### RE-READ THE MENU

**82**

- Portuguese Sausage, Steamed Rice
- Peaches, 100% Fruit Juice
- **PASTA SALAD**
- Chicken Katsu w/ Kim Chee, Rice, Broccoli, Local Papaya, Peaches (9-A)

---

**FRESH FOOD FARM TO SCHOOL INITIATIVE**

**PLEASE REMIND**

EACH AND EVERYONE FOR WE'VE BEEN CHOOSEN!

WE'RE THE PERFECT SCHOOL!

**GO BANANAS**

OVER FARM TO SCHOOL! THANK CHEF GREG AND ALL OF OUR CAFETERIA WORKERS FOR ALL THEIR HARD WORK:

**STARTING NOW, THERE WILL BE FRESH, LOCAL PRODUCE SERVED DURING BREAKFAST AND LUNCH!**

---

**#MHSFARMTOSCHOOL**

**#AINAPONO**

---

**#AINAPONO**
Student Led – Student Voice
U.S. Senator Mazie Hirono Visits
Transition cafeterias to fresh and local food on a district by district basis, beginning with the Central District on O’ahu (34 cafeterias) during the 2018-19 school year.

**Summer 2018**
- Create baseline data reports for all Central District cafeterias
- Anthology completes agriculture market research
- Team fundraises for SY 2018-19 implementation

**Fall 2018 / Spring 2019**
- Train Central District schools, SFSB supervisors, and 2 new SFSB ‘Aina Pono trainers
- SFSB issues new RFP for local food for 2018-19 school year based on Anthology market research
- SFSB develops data tracking and financial management system
- SFSB refines ‘Aina Pono Harvest of the Month program by creating annual calendar for each island and developing new recipes
Moving Forward

**Staffing**
- 1 Special Assistant for ‘Aina Pono to Superintendent or Assistant Superintendent for OSFSS
- 1 SFSB Finance and Data Manager
- 1 SFSB ‘Aina Pono Coordinator
- 2 SFSB ‘Aina Pono Trainers
- 2 DOA farm to state positions to support ‘Aina Pono with agricultural research and supply chain development (managed by Market Development Branch, Agricultural Development Division)

**Program Partners**
- Lt. Governor’s Office
- USDA
- Hawai‘i Child Nutrition Programs
- Hawai‘i Department of Agriculture
- Kapiolani Community College
- Beyond Green
- The Kohala Center
- Hawaii Farm to School Hui

**Funding**
- ~$1.3 million+ for professional development/training, equipment, financial management, data system