
LOOKING FOR FRESH CT GROWN INGREDIENTS?

LOCAL BUYING GUIDE:

TOOLS AND ADVICE TO
CONNECT RESTAURANTS,
FARMERS, PRODUCERS,
AND MERCHANTS



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us out on facebook!*

FACEBOOK.COM/GROWWINDHAM



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NEW ENGLAND GRASSROOTS ENVIRONMENT FUND



New England
Grassroots
Environment Fund



Introduction:

This “Local Buying Guide” was created to provide local restaurants, merchants and producers the information and connections that they need to start sourcing local products. The guide is a project of the *Windham Community Food Network*, a collaboration of community members, farmers, businesses, schools and agencies dedicated to building a stronger and more just local food system and community.

The guide was inspired by feedback from surveys conducted in 2015, in which merchants, restaurants, and farmers all expressed an eagerness to buy and sell locally, but a need for information and support in order to build the relationships necessary to do it successfully.

With the generous support of a grant from the New England Grassroots Environment Fund, we went straight to the experts, farmers and businesses who currently source locally, to compile their advice about what has helped to make their collaborations successful. We have also compiled information and tools to help support this process.

This guide is a living document, that will be updated as we learn new information or new participants emerge in the Network. ◇◇◇

Contributors:

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Restaurants: Chuck & Augie's,
Willimantic Brewing Company, Cafemantic
Not Only Juice, Dog Lane Cafe

Producers: Spring Valley Student Farm,
Himmelstein Homestead Farm, Cloverleigh
Farm, Tobacco Road Farm, Cobblestone
Farm

Suggestions: Chefs Collaborative



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WILLIMANTIC BREWING COMPANY



WILL DEASON
CHEF

THE ORIGINAL MAIN STREET CAFE was founded in 1991 and moved twice before setting up in its current location: the granite and limestone 1909 U.S. Post Office Building on Main Street. It is in this building that the Willimantic Brewing Company was born.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

We draw our inspiration from the locals in the community and we produce what we eat.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

It has been self-sufficient for us and the community at large since we depend on and fulfill each other.

860-423-6777

Facebook.com/willibrew

HIMMELSTEIN HOMESTEAD FARM



FRANK HIMMELSTEIN
FARMER

HIMMELSTEIN HOMESTEAD FARM in Lebanon has been family owned and operated for 104 years. While a dairy farm from 1913 to 2004, the main focus of the farm for the past decade has been vegetable production supplying local restaurants, food co-ops, and customers of the Connecticut Farm Fresh Express.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

Despite all the hard work that is required to grow crops, what you get out of the land should be viewed as a gift from God more than a result of your efforts. Sharing those gifts with the local community is as satisfying as watching the crops grow and produce.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Sourcing locally allows the customers to obtain produce at the peak of freshness. Our productive healthy soils gives superior flavor and nutrients to the crops that cannot be duplicated elsewhere.

CAFEMANTIC



JONATHAN HUDAK
CHEF

CAFEMANTIC BEGAN IN 2009 when Andrew Gutt graduated from Eastern Connecticut State University, a few blocks away, and decided to open a coffee shop. In 2012 he expanded and persuaded Chef Jon Hudak to join him. The Cafemantic menu is small and changes frequently, sourcing local ingredients whenever possible.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

The community and the Restaurant Supported Agriculture (RSA) program.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Honest communication and regular interaction with farmers as well as the privilege to select from fresh, nutritious, and quality produce.

860-423-4243

Facebook.com/cafemantic

CLOVERLEIGH FARM



SUSAN MITCHELL
FARMER

CLOVERLEIGH FARM is a small, diverse vegetable business that grows fresh and flavorful produce using sustainable production methods that are good for the earth. The farm seeks to provide the community with healthy clean food.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

In an effort to generate a great sense of community, the Community Supported Agriculture (CSA) program at Cloverleigh Farm helps individuals and families connect with working farmland and appreciate the joy of a freshly picked tomato!

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Supporting a small farm business helps to create a robust economic community, encourage young people to pursue a career in agriculture, and sequester carbon in our soils through organic growing practices, thus supporting a healthy landscape for us all.

860-373-6324

Facebook.com/cloverleighfarm

NOT ONLY JUICE



SARAH COOK CURTIS
OWNER & CHEF

notonlyjuice.com

NOT ONLY JUICE is a unique juice and natural food kitchen located in the heart of Willimantic. Opened in March 2015 by the creative naturalist Sarah Curtis, the cafe offers smoothies, cold-press juice, pastries, shakes, coffee drinks, salads, sandwiches and more, all made with local, fresh, and high quality ingredients.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

We drew inspiration from the community.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Fresh, organic, high-quality, and nutritious ingredients.

860-942-8465

Facebook.com/notonlyjuice

TOBACCO ROAD FARM



TOBACCO ROAD FARM is a family-owned vegetable farm in Lebanon, CT. Our priority is growing high quality, nutritious vegetables. We do this through extensive soil practices.

WHY LOCAL SOURCING: We are locally-focused because we like to feed our community, and educate and empower them to grow their own food.

BENEFITS: Healthy local fellow citizens. Also the opportunity to make a connection with customers, to exchange knowledge and skills and an appreciation for healthy food.

860-423-4834

373 Tobacco Street

DOG LANE CAFE



STEVEN SMITH
MANAGER

THE DOG LANE CAFE serves quality whole food products with minimal processing, sourced from local farms and vendors when possible.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

The menu and daily specials emphasize seasonal, local and freshly-prepared food, all made to order.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

The menu has a wide variety of locally-sourced foods: sandwiches, grilled items and freshly tossed salads, as well as a range of desserts and specialty coffees and teas.

860-429-4900

[Facebook.com/dog-lane-cafe](https://www.facebook.com/dog-lane-cafe)

COBBLESTONE FARM



COBBLESTONE FARM, located in Mansfield Center, grows pasture-raised poultry and over thirty varieties of vegetables, many heirlooms, and even farm-bred tomatoes.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

We believe in being active members of our community, fostering children's garden project, and advocating for local food in our school system.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

When restaurants and institutions buy locally, they are buying into the important work of supporting our regional agricultural system. Local sourcing encourages New England's culinary culture to grow and maintain its own identity.

**860-423-8305 facebook.com/cobblestonefarmcsa
cobblestonefarmcsa.com**

CHUCK & AUGIE'S



ROB LANDOLFI & JENNIFER LYDER
CHEF MANAGER

CHUCK & AUGIE'S RESTAURANT is named in honor of Charles and Augustus Storrs, benefactors of the University of Connecticut. Chuck & Augie's Restaurant collaborates regularly with local farmers, including UCONN's own student-run Spring Valley Student Farm (SVSF), which is directly linked to the restaurant.

WHAT INSPIRED YOU TO SOURCE LOCALLY?

We took our inspiration 15 years ago, from students who wanted to know if the items we served on our menu were produced locally. We began partnering with local farmers. In 2010, the Residential Life Planting Project began, which is now the UCONN Spring Valley Student Farm, our main produce supplier.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Produce is always fresh, high-quality, nutritional and engages students in agriculture. The most important part of making this successful is honest communication.

860-486-5633

Facebook.com/chuckandaugies

SPRING VALLEY STUDENT FARM



SPRING VALLEY STUDENT FARM is a student-run farm and year round community, supported by UConn Dining Services, Residential Life, First Year Programs and Learning Communities- EcoHouse and many other UConn departments. The Farm supplies produce grown with organic methods to both UConn's Dining Services and on-campus restaurants.

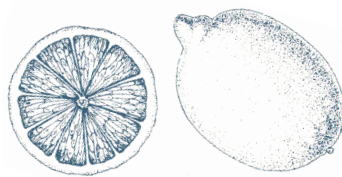
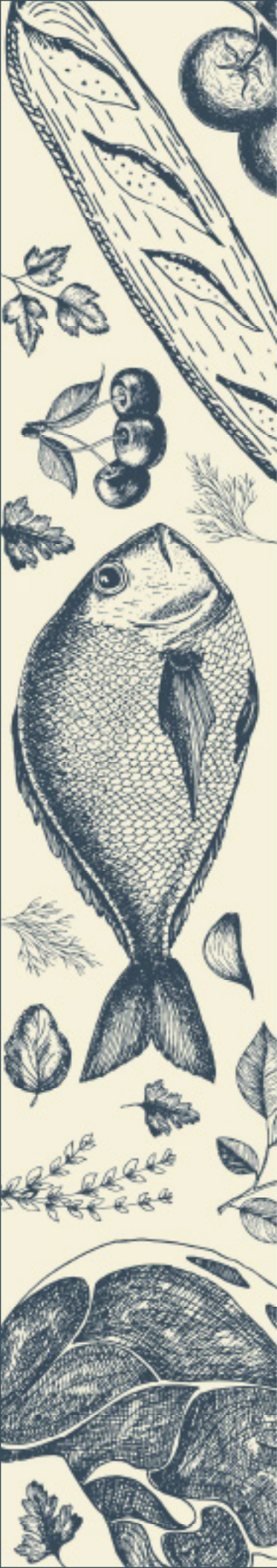
WHAT INSPIRED YOU TO SOURCE LOCALLY?

The farm's vision is to be a space where folks can gather and explore the connections between land, food, and people. The farm is a model of a closed-loop food system. All food grown at SVSF, which is a part of the UConn campus, is used on campus.

WHAT ARE THE BENEFITS OF LOCAL SOURCING?

Supplying our produce to campus and the on-campus farmer's market during high season allows the people to eat with the seasons, support the local economy, maintain the integrity of safe food supply, and decrease food miles traveled overall.

860-486-3128 <http://dining.uconn.edu/spring-valley-farm/>



WISDOM FROM THE FIELD

some advice from experienced local sourcers

Pricing

Plan ahead with the farmers so that they can guarantee you the products you need and can provide them in the most cost-effective manner. Plan your menu around what is in season, as local products are the most affordable then.

The quality of the local produce can make it more expensive. Sometimes the local prices are 2x the price of suppliers. We take into consideration what clients can afford and purchase locally whenever possible. When the local prices are too high it is a challenge.

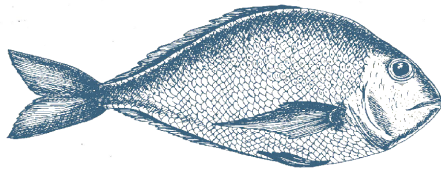
Getting customers on board by promoting the local producers makes it easier to explain why those prices are sometimes a bit higher. Farmers set their prices; at times, you may be able to get special prices at the end of a market.

Keep your eye on the general pricing at various markets, to ensure that we pay a fair price when we go to negotiate with farmers.

Payment

Implementing payment order systems can help streamline operations. It is important to schedule payments based on the producers' needs.

Prioritize payment to small businesses and local farmers over large suppliers whenever possible. Ensure you have reasonable payment agreements with your producers which may mean paying on delivery or within one week to a month.



WISDOM FROM THE FIELD

some advice from experienced local sourcers

Delivery

Arrange with producers/suppliers to determine whether pick-up or delivery is best. Location of the farm and relationship with farmer may impact delivery options.

Producers are often flexible with delivery and pick-up and will sometimes meet the restaurant owners at a local business (e.g. Willimantic Co-op) or the Farmer's Market.

At the end of the Farmer's Market, remaining produce is often reduced in price and can be purchased by local restaurants.

Quality Assurance

Great food requires the highest quality ingredients and fresh produce. Inquire with the farmers to learn about their growing practices (e.g. organic or non-organic) and try whenever possible to make genuine relationships.

Giving farmers feedback on the produce is important to ensure continued quality and give them a sense of your satisfaction. Ask the farmer if you can hand-select your produce so that you can get the type and quality you need.

Regulations

Speak with your producers about any regulations you need to follow in your restaurant so that they can advise you on your product selections. Adhere to any inspector requirements.

There are no separate regulations governing local produce. Purchasing local produce is no different from purchasing produce from any other source. Ask producers if they carry enough product liability insurance to meet your needs; if not, you can source local produce through larger hubs like the Willimantic Food Co-op.





SUCCESSES & CHALLENGES

/// SUCCESSES

COMMITMENT

Local sourcing is a commitment made by both sides. It's all about building strong relationships that benefit everyone, including the community.

PLANNING

For restaurants, build your menu around what is in season, rather than trying to fit in local products to a menu that is already developed.

For farmers, consult restaurants about what they will need before you order seeds, so you can integrate their orders into your planning.

LOGISTICAL SUPPORT

Find a food hub or business that supports local sourcing (such as the Willimantic Food Co-op) and invite them to serve as a broker or go-between.

RELATIONSHIPS

Establishing good relationships helps create mutually beneficial interactions between producers and suppliers.

TRUST

Building trust allows for open and honest communication between producers and suppliers.

CREATIVITY

Local sourcing allows for the introduction of new produce, which requires creativity in the kitchen. Take the risk and try something new to support local farmers and please your restaurant guest.

QUALITY ASSURANCE

Local sourcing allows for quality assurance and access to fresh ingredients.

REGULAR COMMUNICATION

Communicate regularly with your producers and let them know what your product needs will be in the upcoming season. The more information they have, the more likely they can meet your supply needs.

SUCCESSES & CHALLENGES

/// Challenges

Unpredictable Weather

Recognize that farmers are greatly impacted by factors outside of their control. Weather patterns impact the quality and availability of produce. Having a backup supply option is advisable.

Ordering appropriately

Consider carefully your supply needs before ordering. Small suppliers have to plan ahead to meet the demands of restaurants and cannot always supply on short notice.

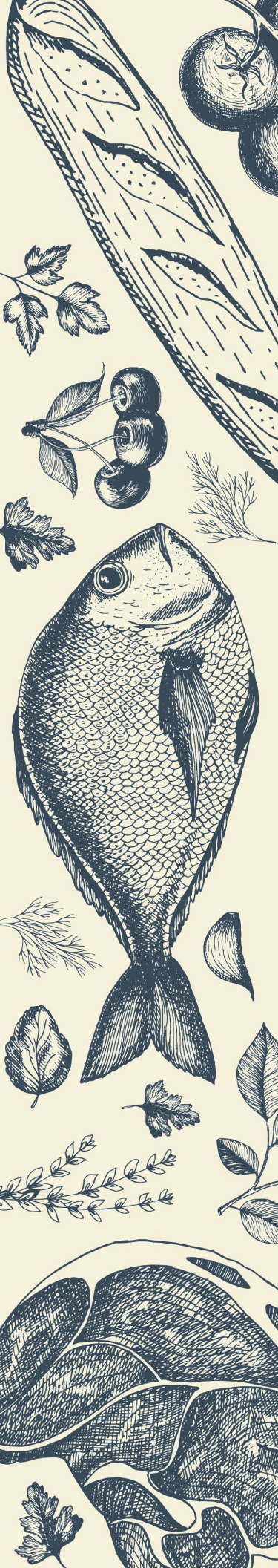
Complete honesty

Open communication on both sides is required.

Pricing

Local produce can sometimes be more expensive due to the time, money, and care required for highest quality produce.





CHEF & FARMER

TIPS

Notes from a Chef to a Farmer

GET TO KNOW YOUR CUSTOMERS

Eat in the restaurants where you deliver. Lunch is a cheaper alternative if offered. Just as important as having a chef visit your farm, you'll see how your product is used. You'll be inspired.

REINFORCE MY LOYALTY

Part patience and part diligence - remember to be consistent in your work and with your produce. Assist the person receiving the delivery by collecting your boxes, be on time, courteous, and prepare invoices ahead. Call if you will be late.

BILLING

Like any other businessperson, you have the right to be paid on time. First time deliveries may be paid in cash, but it is far more efficient for everyone to establish an account.

SPECIALIZE AND DIVERSIFY

Diversify the produce that you offer and make yourself unique. Research the market so you know what others are growing and where the holes are. Talk to chefs about what they would like to see on their menus in the future. Sell flowers and vegetables, offering them both to the same restaurant. Be creative.

This list of suggestions from chefs and farmers has been compiled by the
Chefs Collaborative

P: 203-294-9683 C: 203-314-7689 F: 203-294-1234
W: SustainableFoodSystems.com E: SFS@ SustainableFoodSystems.com
O: 7 Ryan Drive, Wallingford, CT 06492

CHEF & FARMER

TIPS

Notes from a Chef to a Farmer

Commitment.....

Restaurants, for cost control, need to be somewhat automated in their purchasing patterns. When a chef commits to buying a certain amount for the farm, the chef anticipates it to be delivered accordingly.

Delivery Schedule.....

Chefs depend on the arriving product. Work with your chef so the restaurant can have a steady stream of fresh produce during the week from your farm. Also, try to establish a delivery system that works for both the kitchen and your schedule. Know your restaurant's busy times and plan your calls and visits around these times, not in the middle of them.

Sell What You Can Deliver.....

Don't short the kitchen; the chef is expecting a certain quantity. If the product is different than what you offered, call the chef and ask if they still want it.

Sell Your Product.....

Chefs love free samples. Be generous with your prized produce when you first stop by the restaurant (call in advance!) and on that first delivery day, encourage them to try and taste the difference. Offer samples at farmer's markets where chefs are known to cruise and taste.

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CHEF & FARMER TIPS

Notes from a Farmer to a Chef

COMMITMENT

Buy consistently while a product is in season rather than for just a small amount of time, or communicate with your farmer that you may need a product for only a short time. This gives the grower the opportunity to sell it elsewhere. If a requested item isn't picked each week it ends up in the compost.

DELIVERY

Establish a delivery schedule with your farmer.

BUY WHAT YOU CAN USE

Both chefs and farmers think about their bottom line. Do expect to pay full price even if you are buying the last cases directly from the farmer at the market. Challenge yourself to use it well. Establish a predictable routine with your farmer for phone calls, orders, and questions. Give the growers advance notice of what you would like for delivery.

LEARN ABOUT YOUR PRODUCT

Continue to learn about the items your farmer grows and inspire your co-workers and employees to do so as well. Most farmers are great cooks because they cook directly from their garden. They are a great resource for learning about the growing seasons, product use, and availability.

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CHEF & FARMER TIPS

Notes from a Farmer to a Chef

GET TO KNOW YOUR GROWER

Taste the produce with them. Talk to them about what you plan to do with it, what it will be paired with. Ask your grower how they use it. If you are unhappy with something let them know and explain why. It is in our interest to make you happy. Talk to your grower about trends and request varieties you're interested in.

CULTIVATE TRUST

There is always a degree of uncertainty regarding crop size and quality. Remain flexible and patient with your farmer, they know about disappointment and surprises.

BILLING

Work out a system with your farmer. Most farms like to be paid in a short amount of time as possible.

BE FLEXIBLE

Use what is fresh and in season. It will make your plates better. Generalize your menus. If certain vegetables are fresh that day, they can be incorporated into a dish without having to change the menu.

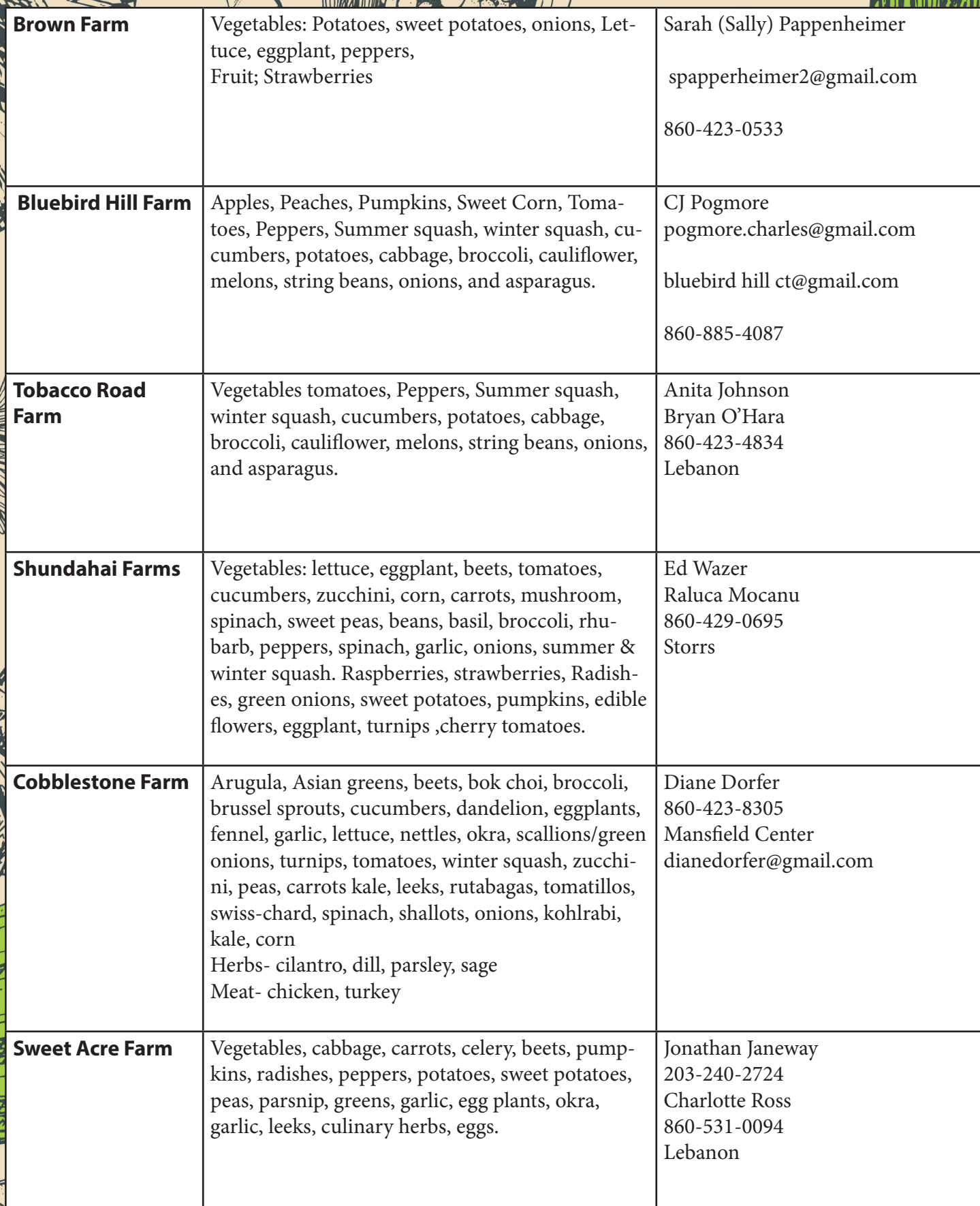
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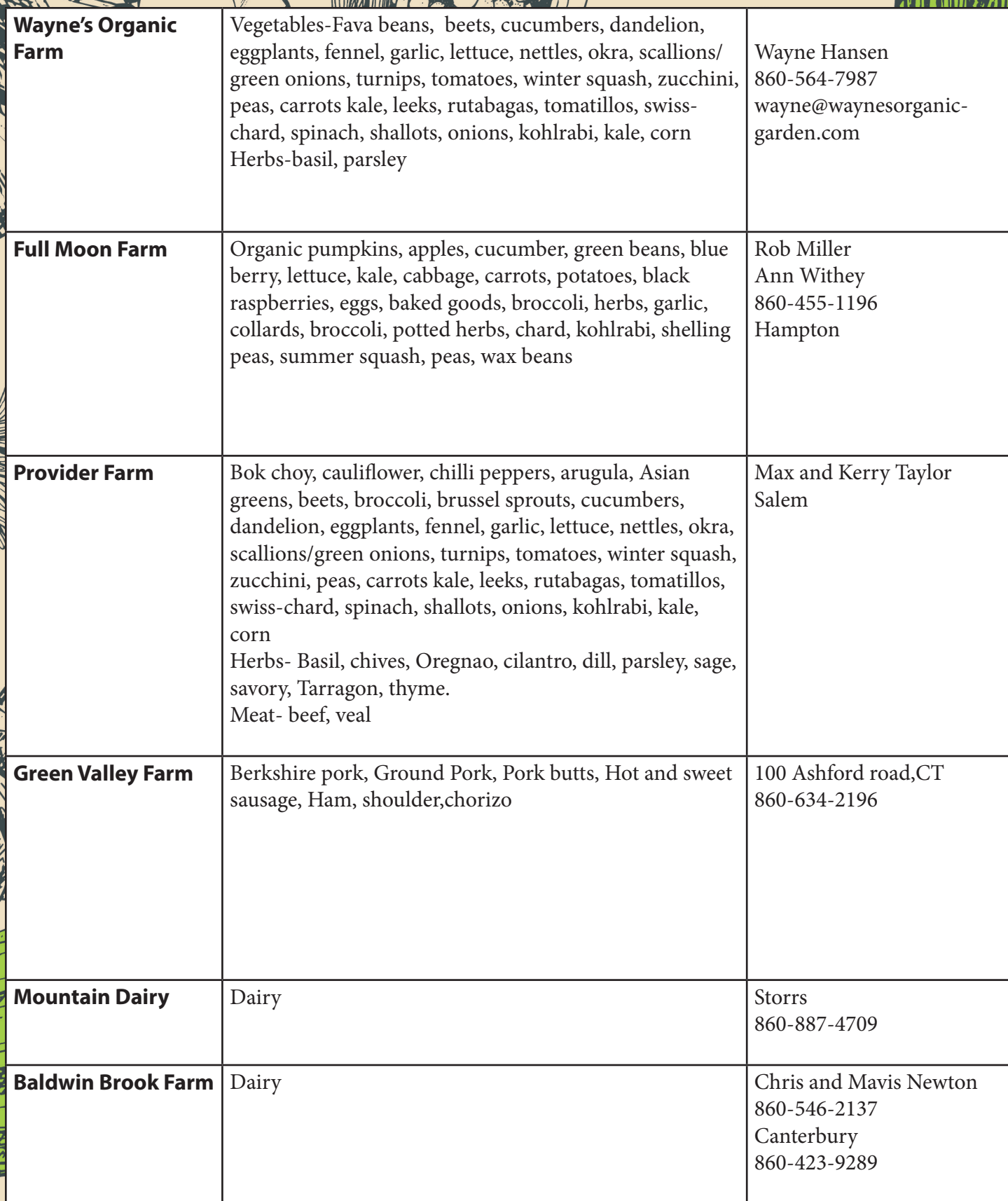


Where to find local products

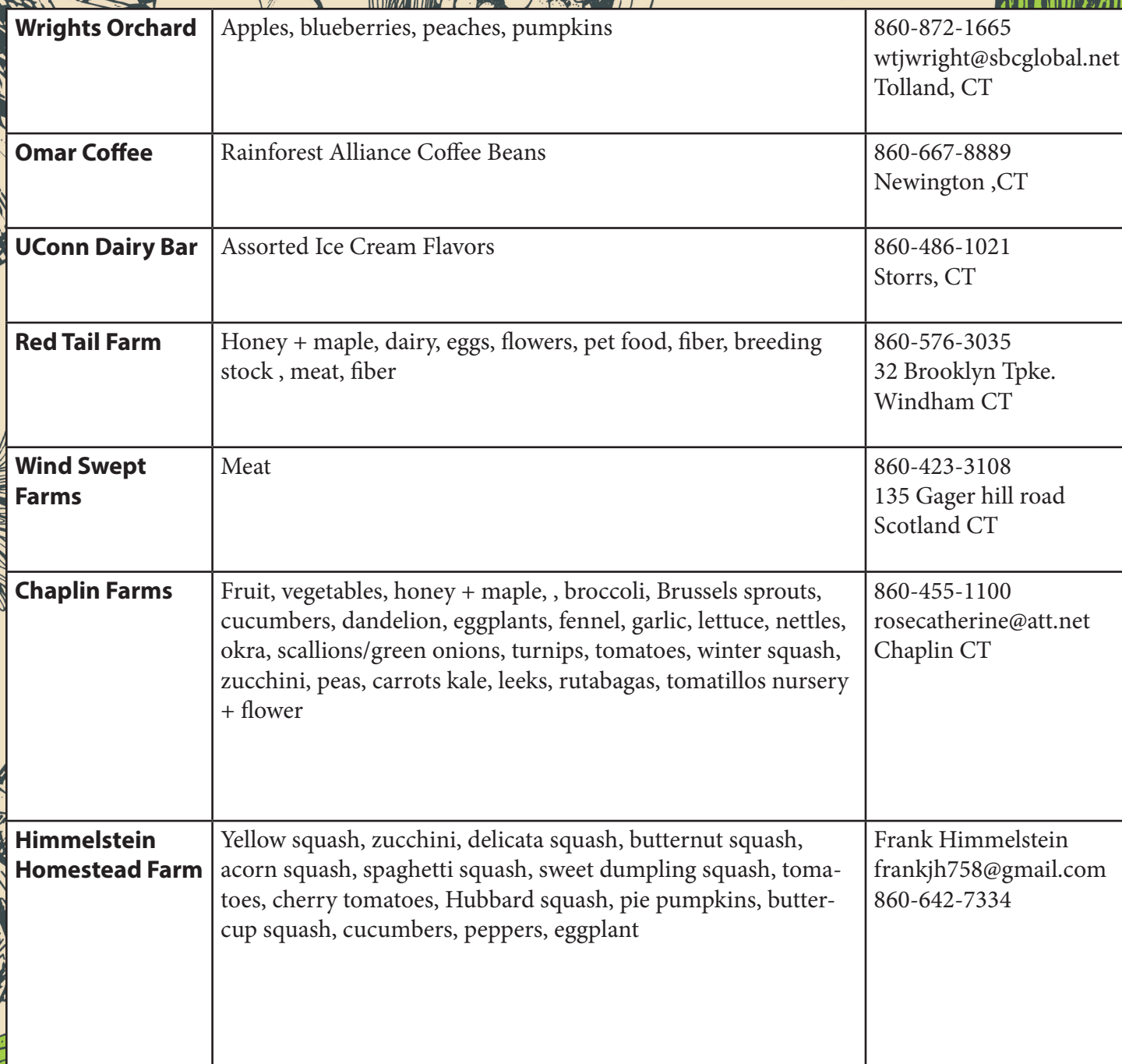
PRODUCER	PRODUCT(S)	CONTACT
Proctor-Hall Farm	Pork and Chicken	Scott and Dan Warren proctorhallfarm@gmail.com proctorhallfarm.com 719-213-8465 and 917-232-9837
Russo's Roots	Blackberries, blueberries, raspberries, strawberries, beans, beets, asparagus, bok Choy, broccoli, galion, brussels sprouts, cabbage, carrots, cantaloupe, cauliflower, celery root, collards, corn, cucumbers, eggplant, escarole, fennel, garlic, kale, kohlrabi, leeks, lettuce, mustards, onions, parsnips, peas, peppers, potatoes, radicchio, radishes, romaine, rhubarb, rutabaga, scallions, shallots, spinach, squash (summer and winter), salad mix, sweet potatoes, chard, tomatoes, turnips, arugula, basil, chives, dill, parsley, sage, thyme, papalo, flowers, ginger watermelon	Libby Tarleton Russosroots@gmail.com www.russosroots.com 860-556-9325
Rachel's Veggies and Berries	Lettuce, eggplant, beets, tomatoes, cucumbers, zucchini, corn, carrots, spinach, sweet peas, beans, basil, broccoli, rhubarb, peppers, garlic, onions, summer & winter squash. Berries: blueberries.	Rachel Fraleigh 860-654-3615
The Tiny Acre	salad greens, sprouts, micro greens, cherry tomatoes, culinary herbs, eggplant, bay root vegetables	Matt Skobrak /Callah Racine tinyacrebigoak@gmail.com
Doug Crane	Wide variety of hot sauces, made with local ingredients. Chutneys, Barbeque sauce and other condiments also made.	Dragon's Blood Elixir dbcrane54@gmail.com www.dragonsbloodelixir.com



Brown Farm	Vegetables: Potatoes, sweet potatoes, onions, Lettuce, eggplant, peppers, Fruit; Strawberries	Sarah (Sally) Pappenheimer spapperheimer2@gmail.com 860-423-0533
Bluebird Hill Farm	Apples, Peaches, Pumpkins, Sweet Corn, Tomatoes, Peppers, Summer squash, winter squash, cucumbers, potatoes, cabbage, broccoli, cauliflower, melons, string beans, onions, and asparagus.	CJ Pogmore pogmore.charles@gmail.com bluebird hill ct@gmail.com 860-885-4087
Tobacco Road Farm	Vegetables tomatoes, Peppers, Summer squash, winter squash, cucumbers, potatoes, cabbage, broccoli, cauliflower, melons, string beans, onions, and asparagus.	Anita Johnson Bryan O'Hara 860-423-4834 Lebanon
Shundahai Farms	Vegetables: lettuce, eggplant, beets, tomatoes, cucumbers, zucchini, corn, carrots, mushroom, spinach, sweet peas, beans, basil, broccoli, rhubarb, peppers, spinach, garlic, onions, summer & winter squash. Raspberries, strawberries, Radishes, green onions, sweet potatoes, pumpkins, edible flowers, eggplant, turnips ,cherry tomatoes.	Ed Wazer Raluca Mocanu 860-429-0695 Storrs
Cobblestone Farm	Arugula, Asian greens, beets, bok choy, broccoli, brussel sprouts, cucumbers, dandelion, eggplants, fennel, garlic, lettuce, nettles, okra, scallions/green onions, turnips, tomatoes, winter squash, zucchini, peas, carrots kale, leeks, rutabagas, tomatillos, swiss-chard, spinach, shallots, onions, kohlrabi, kale, corn Herbs- cilantro, dill, parsley, sage Meat- chicken, turkey	Diane Dorfer 860-423-8305 Mansfield Center dianedorfer@gmail.com
Sweet Acre Farm	Vegetables, cabbage, carrots, celery, beets, pumpkins, radishes, peppers, potatoes, sweet potatoes, peas, parsnip, greens, garlic, egg plants, okra, garlic, leeks, culinary herbs, eggs.	Jonathan Janeway 203-240-2724 Charlotte Ross 860-531-0094 Lebanon



Wayne's Organic Farm	Vegetables-Fava beans, beets, cucumbers, dandelion, eggplants, fennel, garlic, lettuce, nettles, okra, scallions/ green onions, turnips, tomatoes, winter squash, zucchini, peas, carrots kale, leeks, rutabagas, tomatillos, swiss-chard, spinach, shallots, onions, kohlrabi, kale, corn Herbs-basil, parsley	Wayne Hansen 860-564-7987 wayne@waynesorganic-garden.com
Full Moon Farm	Organic pumpkins, apples, cucumber, green beans, blue berry, lettuce, kale, cabbage, carrots, potatoes, black raspberries, eggs, baked goods, broccoli, herbs, garlic, collards, broccoli, potted herbs, chard, kohlrabi, shelling peas, summer squash, peas, wax beans	Rob Miller Ann Withey 860-455-1196 Hampton
Provider Farm	Bok choy, cauliflower, chilli peppers, arugula, Asian greens, beets, broccoli, brussel sprouts, cucumbers, dandelion, eggplants, fennel, garlic, lettuce, nettles, okra, scallions/green onions, turnips, tomatoes, winter squash, zucchini, peas, carrots kale, leeks, rutabagas, tomatillos, swiss-chard, spinach, shallots, onions, kohlrabi, kale, corn Herbs- Basil, chives, Oregnao, cilantro, dill, parsley, sage, savory, Tarragon, thyme. Meat- beef, veal	Max and Kerry Taylor Salem
Green Valley Farm	Berkshire pork, Ground Pork, Pork butts, Hot and sweet sausage, Ham, shoulder,chorizo	100 Ashford road,CT 860-634-2196
Mountain Dairy	Dairy	Storrs 860-887-4709
Baldwin Brook Farm	Dairy	Chris and Mavis Newton 860-546-2137 Canterbury 860-423-9289



Wrights Orchard	Apples, blueberries, peaches, pumpkins	860-872-1665 wtjwright@sbcglobal.net Tolland, CT
Omar Coffee	Rainforest Alliance Coffee Beans	860-667-8889 Newington ,CT
UConn Dairy Bar	Assorted Ice Cream Flavors	860-486-1021 Storrs, CT
Red Tail Farm	Honey + maple, dairy, eggs, flowers, pet food, fiber, breeding stock , meat, fiber	860-576-3035 32 Brooklyn Tpke. Windham CT
Wind Swept Farms	Meat	860-423-3108 135 Gager hill road Scotland CT
Chaplin Farms	Fruit, vegetables, honey + maple, , broccoli, Brussels sprouts, cucumbers, dandelion, eggplants, fennel, garlic, lettuce, nettles, okra, scallions/green onions, turnips, tomatoes, winter squash, zucchini, peas, carrots kale, leeks, rutabagas, tomatillos nursery + flower	860-455-1100 rosecatherine@att.net Chaplin CT
Himmelstein Homestead Farm	Yellow squash, zucchini, delicata squash, butternut squash, acorn squash, spaghetti squash, sweet dumpling squash, tomatoes, cherry tomatoes, Hubbard squash, pie pumpkins, buttercup squash, cucumbers, peppers, eggplant	Frank Himmelstein frankjh758@gmail.com 860-642-7334



For more information Contact:
Connecticut Department of Agriculture
 165 Capitol Avenue
 Hartford, CT 06106 (860) 713-2503
<http://www.ctgrow.gov>



CONNECTICUT GROWN CROP AVAILABILITY CALENDAR

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