



Frecon Farms, Boyertown, PA.



The Common Market briefed White House Senior Policy Advisor for Nutrition Debra Eschmeyer on our Good Food, Healthy Hospitals initiative in September.

Fall Greetings!

As we head back to school and dive into a busy fall, we wanted to share a few features of our work. Among them is news of our “Good Food, Healthy Hospitals” initiative, a collaborative of the Philadelphia Department of Public Health, American Heart Association, and The Common Market.

We headed to the White House and met with Debra Eschmeyer, Senior Policy Advisor for Nutrition, to discuss the initiative’s work bringing fresh, local food into the hospital food environment, including cafeterias, patient meals, vending, catering and restaurants. As we push for change in the food system, having partners in government who support the model of local health and wealth is invaluable. Please read on to learn about this and other recent initiatives.

Warm regards,

Haile and Tatiana
Co-Founders, The Common Market

FALL 2016

Safer, Stronger Regional Supply Chains

- ▶ Mid-Atlantic producers are now all GAP Certified
- ▶ Primal Supply Meats to provide critical link
- ▶ New route welcomes farmers in southern Georgia

Partnerships in Nutrition

- ▶ Good Food, Healthy Hospitals
- ▶ Connecting more kids to fresh, local food

Product Spotlight

News In Brief & Opportunities



 Sign up for Winter Farm Share!
Fresh, weekly deliveries to your office.
Register by Nov. 1: www.cmfarmshare.org



Locust Point Farm, Elkton, MD.

Safer, Stronger Regional Supply Chains

Mid-Atlantic farms now all GAP Certified

The Common Market Mid-Atlantic is proud to share that as of August 2016, all farmers and producers we source from are GAP certified! GAP stands for “Good Agricultural Practices” and is the USDA standard for food safety, ensuring that farmers are following the highest level of food safety practices from seed to farm gate. In our mission to advance ecological health, the viability of family farms, and transparency in the food chain, GAP certification is one way we have assured institutional customers of the safety of local farmers’ food and opened those market channels for small and mid-size farmers. This achievement is in many ways thanks to the demand we have proven to producers over years of working together, making the food safety standards of institutions transparent. Leveraging grant dollars to support our farmers’ first successful GAP audits was another means of encouraging the transition. We celebrate this as a significant milestone in the eight years of The Common Market’s history!

Primal Supply Meat is finally here!

For those who have followed Heather Thomason’s entrepreneurial story—from apprentice at a livestock farm to the Head Butcher at Kensington Quarters to owning a business—you’ll be as excited as we are! [Primal Supply Meats](#) sources grass-fed Angus beef directly from Pennsylvania farms for whole-



animal butchery. Primal Supply and The Common Market have teamed up to shorten the gap between farmer, processor, and consumer with a line of hand-processed ground beef and beef patties from Wild Rose Ranch in Dry Run, PA.

New truck route in southern Georgia

The Common Market Georgia is starting a new truck route to pick up from farms in the Albany area of South Georgia. As we develop the regional supply chain in Georgia, extending this route is an opportunity to source new products and expand metro-market access to farmers in the southern part of the state. So far, three organic farms will be partnering with The Common Market: Lewis Taylor Farms, Resora, and Dollison Farms.



Chinwe Onyekere at Lankenau Medical Center urban farm, Wynnewood, PA.

Partnerships in Nutrition: Lessons worth sharing

Good food, healthy hospitals

At Philadelphia City Hall this September, six Philadelphia hospitals were recognized for achieving targeted improvements in their hospital food environments through the “Good Food, Healthy Hospitals” pledge. Lankenau Medical Center, Einstein Medical Center, Temple University Hospital, Jeanes Hospital, Cancer Treatment Centers of America, and Episcopal Hospital at Temple are among the now eleven pledged hospitals. St. Christopher’s Hospital for Children is the most recent hospital to join the pledge!

While hospital budgets are tight, we have found that food service management companies are receptive to the demands of their clients, and by building shared food standards, we can begin to change the way hospitals impact the health and economics of communities regionally.



ABC Channel 6 News covered the City Hall event on their evening Health Check News.

Connecting more kids to fresh, local food

Entering the school year, we want to highlight two amazing partnerships and success stories in our work bridging farm to community:

The Decatur City School District operates eight public schools, and was our first institutional procurement partner in Georgia! Together we piloted a successful vegetable-of-the-month program in 2015-16, which will take place again this year. September’s vegetable was okra, sourced from the West Georgia Farmers Cooperative. We are so pleased by this partnership’s success connecting schools with the bounty of their region.

Norris Square Community Alliance operates full-day Head Start programs for 3- to 5-year-olds in northeast Philadelphia that are deeply engaged in health and food programming—with culturally relevant nutrition curriculum, local procurement from The Common Market, and parent engagement through an affordable food buying club. NSCA is also leveraging the discount provided through The Common Market’s Food Access Fund to realize savings in their food budget, as this discount qualifies for a federal in-kind donation. The creativity in programming, budgeting, and partnership that we have seen at NSCA is a model in community health that we’d like to see replicated at Head Start and Early Head Start programs around the nation.



Gehman Family Farm, Telford, PA. Photo credit: Kyle Huff, Honeygrow.

News in brief

☛ Honeygrow is [blogging](#) about the recent trips they made to meet the farmers who supply their restaurants, starting with hydroponic growers at Gehman Farms!

☛ The Kresge Foundation featured us in their 2015 Annual Report as their signature investment in health. Not only were we honored to be featured, we really like [the article!](#)

☛ The Chesapeake Foodshed Network, The Common Market and Greener Partners recently presented a webinar on [“Farm to Institution: Focus on Equity and Impact.”](#) Jillian, Margaret, Helen and Nicole were brilliant! *Food Service Management Companies* and *Land-rich institutions* are the sneak-peak buzzwords.

Opportunities

☛ The Common Market is hiring:

- Delivery Driver, GA: [Apply](#)
- Marketing & Communications Coordinator, PA: [Apply](#)
- Operations Coordinator, PA: [Apply](#)

☛ We kicked off the Atlanta Farm-to-Institution Procurement Convenings on 9/28. [Contact us](#) to learn more, it isn't too late to get involved!

☛ Join Winter Farm Share, Common Market Mid-Atlantic's innovative farm-to-workplace program. Registration is now open! Register before the November 1 deadline at www.cmfarmshare.org.

PRODUCT SPOTLIGHT



Seven Stars Yogurt

Organic Seven Stars yogurt is made from seasonally grassfed Jersey, Jersey-cross cows in Phoenixville, PA. Try the Low-Fat and Maple Flavors for something addictive and unique!

6 x 32oz. case and 5lb. Regular and Low Fat in plain, maple, vanilla, and lemon

6 x 32oz. case and 5lb. Regular and Low Fat in plain, maple, vanilla, and lemon



Smith Family Dairy

Smith Family Dairy makes artisan chevre and feta cheeses from the raw milk of a small herd of goats near Tifton, GA. We love the strong, recognizable flavor!

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4oz. and 1lb – Chevre and Feta in plain, tomato basil, and french onion