

# Montana

## Beef to School Supply Chains

Studying, Enhancing,  
and Sharing Community Solutions

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CORE ELEMENTS OF  
**FARM** *to* **SCHOOL**





**40%** OF MONTANA SCHOOL DISTRICTS surveyed by USDA say they participate in farm to school activities.

 THAT'S  
**76**  
DISTRICTS

 WITH  
**63**  
SCHOOLS

 AND  
**9,453**  
STUDENTS

Another **14%** of districts surveyed plan to start farm to school activities in the future.

*(Note: of the 258 school districts in Montana, 73% completed the USDA Farm to School Census.)*



**\$1,616,180**  
INVESTED IN LOCAL FOOD  
IN MONTANA

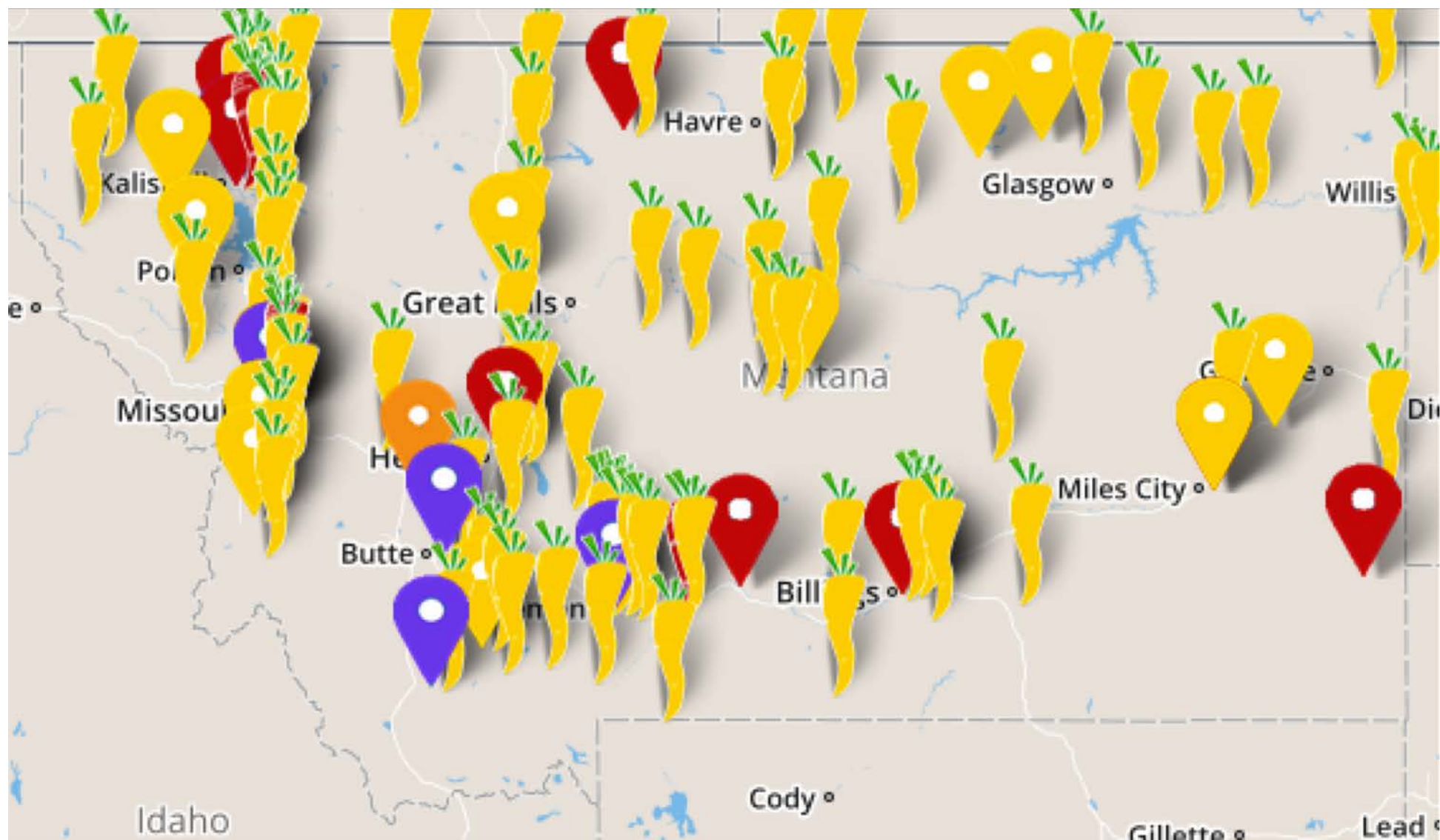
WITH THE AVERAGE SCHOOL DISTRICT SPENDING  
**23%** OF THEIR BUDGET ON LOCAL PRODUCTS.

AT LEAST

**55**

SCHOOL GARDENS ARE  
GROWING IN MONTANA

TEND AND WATER THOSE GARDENS;  
THEIR BENEFITS ARE WELL  
DOCUMENTED!





— MONTANA —  
*Harvest  
of the Month*



# Why Beef to School in Montana?

- Montana's population is just over 1 million people and 145,000 students
- 2.5 million cattle are raised in Montana annually
- Livestock production is two-thirds of Montana's agriculture industry
- 38% of Montana schools participate in farm to school activities, 40% of these schools source meat





# The Montana Beef to School Project

Together we find strategies to encourage the use of local beef in every Montana school



Montana Producers + Processors



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# Learn More...

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Download the case study report [goo.gl/hr7cOA](https://goo.gl/hr7cOA)

# B2S Research

- Multi-method and multi-discipline
- Three years with scholarly and applied outcomes
- Engaged and demonstrated research
- “Science-based advocacy”
- Western SARE supported



# Results: B2S Motivations

- Quality
  - Perceived superiority, cook-off water and fat, handling characteristics
  - Anecdotal observations and perceptions
  - Perceived quality with short known supply chain
- Nutrition
  - Perceived as more nutritious due to other attributes
- Both are an opportunity for more study!

# Results: B2S Motivations

- Animal Welfare and Environment
  - Food miles?
  - Range and pasture & local feedlot vs. out of state feedlot
- Ag and Food Literacy
  - Connecting/reconnecting food to local landscape and processes
- Community Identity
  - Familial and social relationships
  - Local solutions
  - Economics
  - Heritage and culture



# Background: Phases of Beef Supply Chain

1. Calf is born and weened Age 6-8 Months (500-800 lbs.)
2. Weened Calf is Raised to Market Weight
  - a. Could be grain finished in a feedlot
  - b. Could be grass finished on a ranch

**2A. Cow is culled from herd**
3. Market Weight Animal is Processed
4. Cuts of Beef are Stored/Transported/Distributed
5. Cuts of beef are delivered to School

# Results: B2S Case Study Models

- Four models presented in following slides
- Hybrids and other models have presented since case study data collection
- Do you know other models?  
Please share at discussion!



# Model 1: Hinsdale

## Step in the Process

- Step 1: Calf is born & raised to 6-8 month of age
- Step 2: Calf is finished in a feed lot
- Step 3: Animal is Processed
- Step 4: Cuts are Distributed
- Step 5: Cuts Sold/Delivered to School

## Action

- Bear Paw  
or Local Rancher
- Bear Paw
- Bear Paw
- Bear Paw
- Hinsdale School



# Model 2: Kalispell School

## Step is the Process

- Step 2A: Cow is Culled from Herd
- Step 3: Animal is Processed
- Step 4: Cuts are distributed/transported
- Step 5: Cuts Sold/Delivered to School

## Owner

- Local Rancher
- Lower Valley Processing
- Lower Valley
- Kalispell School

# Model 3: Livingston School

## Steps in the Process

1. Calf is born & raised to 6-8 month of age
2. Calf is finished in a feed lot
3. Animal is Processed
4. Cuts are Distributed
5. Cuts Sold/Delivered to School

## Responsible Party

- Lazy SR
- Bos Terra
- Ranchland Packing
- Qualify Food Dist.
- Livingston School

## Owner

- Lazy SR
- Lazy SR
- Lazy SR
- Lazy SR
- Livingston School

# Model 4: Dillon Schools

## Steps in the Process

- Calf is born & raised to 6-8 month of age
- Calf is finished in a feed lot/pen
  - Slaughter Ready Animal is donated
- Animal is Processed
- Cuts are Distributed
- Cuts Sold/Delivered to School

## Responsible Party

- 4H Member or Local Rancher
- 4H/Rancher
- Ranchland Packing
- School/Ranch Land
- Dillon School

## Owner

- 4H member or local Rancher
- 4H or Rancher
  - Auction Buyer
- School
- School
- School

# Challenges & Tools

- Challenge: Local beef is typically more expensive.
- Supply side tools
  - Donated Animals
  - Cull Animals
  - Logistics
  - Marketing All Cuts
    - Restaurants order steaks & some ground beef
    - Schools order ground beef & some stew meat

# Challenges & Tools

- Food Service and Kitchen Staff Tools
  - Special meal(s)
  - Budgeting over longer period, not by meal
  - Extenders and recipe changes
- Kitchen Technology Limitations
  - Storage, further processing, and bulk cooking?
  - Processor provided convenience: separated patties, julienne cut
  - Central kitchen or food-hub provided convenience

# Challenges & Tools

- Getting Started can be a Process
  - Making the Connection between the School & supplier
    - Which business models might be available in your area?
    - Beef to School case studies might help some community “join” a model that is already available in their area.
    - Other might have to make “new” connections in their community
  - Transportation/Delivery
    - Can’t just “throw the meat in a cooler and go the school.”
    - Temperature-logged, refrigerated delivery.

# Challenges & Tools

- Inspection
- What inspection is required for school/institutional purchases?
  - At least state inspection by Montana Dept. of Livestock
- Locally inspected butcher shops?
  - Yes, if source meat is federally or state inspected.

# General Recommendations

- Start small and grow!
  - Once a semester -> month -> week, local beef meal.
- Establish relationship with processor
  - Schedule early and communicate storage and delivery
  - Be clear on cuts and needs
- Market and give credit
  - Ranch origin, processor, 4-H student, etc.



# Sharing and Discussion

- What models do you know of?
- What may/does your community think about B2S?
- Challenges!
- Opportunities!

# Resources - Existing

- Beef to School webpage:  
<http://www.montana.edu/mtfarmtoschool/beeftoschool.html>
- Case study report (being edited as special bulletin)

# Resources - Forthcoming

- Case Study Special Bulletin
  - Fall/Winter 2017-18
- MontGuide
  - Fall/Winter 2017-18
- Pitch Kit
  - Winter/Spring 2018
- Procurement Templates for Schools
  - November 2018

# Thank you!

- Please follow-up with us with any questions.
- We will follow-up with you when the new publications are out!

