

RESOLUTION 21-1

WHEREAS, the Community Foundation for the Land of Lincoln (Foundation) sponsored “The Next 10”, a community visioning project to define how to take bold steps together for the Sangamon County region’s future, and

WHEREAS, The Next 10 elicited ideas big and small through a six-week community engagement effort that ran through December 1, 2020, and

WHEREAS, those ideas were narrowed down to 10 community projects, with one of the projects proposed is to create an urban-rural connection in our community by establishing Sangamon County as the Farm to Table Capital of the World, and

WHEREAS, Farm to Table initiatives are meant to harnesses the locally grown produce and livestock of area farmers for use by restaurants, as well as institutions such as schools and hospitals, and

WHEREAS, Farm to Table initiatives assist a community by establishing a local food network independent of outside influences, creates more options for healthy food and can be a marketing and economic development tool for the restaurant industry, which continues to work to rebound from the effects of COVID, and

WHEREAS, the Foundation has asked the Sangamon County Board to champion the Farm to Table initiative and to determine if it is feasible in Sangamon County, and

WHEREAS, as such, Sangamon County will conduct a community assessment to determine the current status of the local food network and infrastructure in Sangamon County, assess current barriers and gauge the interest of stakeholders in making Sangamon County a leader in the Farm to Table movement, and

WHEREAS, the assessment will included detailed interviews with farmers and food buyers and surveys of food institutions and community groups, as well as a high-level assessment of several institutions within the county, such as hospitals, senior living facilities, schools and local restaurants, and

WHEREAS, the assessment will include research of other counties that have successfully implemented a Farm to Table initiative, and

WHEREAS, if the study determines that a Farm to Table initiative is feasible in Sangamon County it is anticipated that there will be additional phases of the study, and

WHEREAS, Beyond Green is a national consulting company that assists communities and institutions with establishing fresh, healthy and sustainable locally sourced food networks.

NOW, THEREFORE, BE IT RESOLVED, that the Sangamon County Board, in session this 14th day of June, 2022, as part of the Farm to Table initiative approves a contract with Beyond Green for \$40,000 to fund a Phase One Community Assessment, with the Community Foundation for the Land of Lincoln donating \$13,500 to assist in the cost of the study.

Chairman, Sangamon County Board

ATTEST:

County Clerk

Approved by the Farm to Table Committee, June 14, 2022.

_____, Chairman

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JUN 09 2022

Andy Goleman
SANGAMON COUNTY AUDITOR

Service Agreement

This Service Agreement ("Agreement") is effective as of July 5, 2022, by and between Sangamon County ("Client") and Beyond Green Partners, Inc., with a place of business at 1640 W Hubbard St, Suite G, Chicago, Illinois 60622 ("Consultant"). Client and Consultant are collectively referred to as "the parties."

Recitals

- A. Client is a county government entity in Illinois.
- B. Consultant is an Illinois based company committed to creating positive outcomes for people, planet, and profit through change in institutional kitchens by working with clients to design, implement, and monitor sustainable strategies.
- C. Client wishes to procure the services of Consultant to conduct a Phase 1 community assessment and provide a report outlining its observations and recommendations, including recommendations for Phase 2.

Agreement

The parties agree as follows:

Section 1. Schedule. Exact dates to be determined for on-site visits and final report will be delivered within 8 weeks after the effective date of the contract.

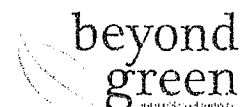
Section 2. Compensation. Client shall compensate Consultant \$40,000, of which \$20,000.00 will be invoiced upon receipt of signed contract and due within 30 days. The remaining \$20,000.00 will be due 30 days after delivery of assessment report.

This fee is solely for the services detailed in Phase I of the Proposal, which is attached hereto and incorporated herein. If the scope of services for Phase I as set forth in the Proposal materially changes, Consultant will advise Client and an additional or modified scope of work will be identified and billed on an hourly basis at \$150/hour.

Section 3. Scope of Services. Consultant shall provide consulting services as set forth in the Proposal.

Section 4. Proprietary Information.

1. Consultant documents and materials provided to Client that Consultant communicates to Client in writing as constituting proprietary information shall remain the intellectual property of Consultant and unless required by governing law



will not be disseminated by Client without the prior written approval and consent of Consultant.

2. Unless required by governing law, Consultant shall not disseminate the intellectual property of Client without the prior written approval and consent of Client.

Section 5. Publicity. Consultant must first seek and obtain the approval of Client prior to the public dissemination of any information related to Client or the Agreement between Client and Consultant. The failure of Consultant to obtain approval prior to public dissemination of any information related to Client shall be remedied in the following manner: 1) At the request of Client, Consultant shall make best efforts to recover and destroy any publication materials distributed and prevent further publication of the information distributed without approval, 2) At the request of Client, terminate this contract, refund all payments received under this contract and forfeit any claims to future payments. Client's request of the remedies available under this section shall not waive any right or remedy available to Client by law.

Section 6. Amendments. Any amendments to this Agreement must be in writing, signed by each party.

Section 7. General Agreement Terms

1. Consultant shall not be held accountable for failure(s) to perform any services resulting from the lack of collaboration of Client's stakeholders and institutions.
2. No provision of this Agreement shall be assigned or subcontracted without prior written consent of the other party.
3. This Agreement constitutes the entire understanding between the parties concerning the subject matter hereof and supersedes all prior discussions, agreements and representations, whether oral or written and whether or not executed by Client and Consultant.
4. If any term or other provision of this Agreement is determined to be invalid, illegal or incapable of being enforced by any rule, law or public policy, all other conditions and provisions of this Agreement shall nevertheless remain in full force and effect so long as the economic or legal substance of the transactions contemplated hereby is not affected in any manner materially adverse to either party. Upon a determination that any term or other provision is invalid, illegal or incapable of being enforced, the parties hereto shall negotiate in good faith to modify this Agreement so as to effect the original intent of the parties as closely as possible in an acceptable manner to the end that transactions contemplated hereby are fulfilled to the extent possible.

5. The headings and section titles in the Contract shall not be deemed part thereof or be taken into consideration in the interpretation or construction thereof.
6. Any notices required to be sent hereunder shall be sent to the respective parties at the following addresses:

If to Beyond Green:
Beyond Green Partners
1640 W Hubbard St, Suite G
Chicago, IL 60622

If to Sangamon County:
County Administrator
Sangamon County Complex
200 South Ninth Street
Springfield, IL 62701

Section 8. Confidential Information. "Confidential Information" means all information concerning the business and affairs of Consultant, including, but not limited to, any and all proprietary information, trade secrets, product specifications, data, know how, formulae, processes, designs, business or financial plans or strategies, sketches, photographs, samples, inventories, past, current and planned research and development, current and planned distribution methods and processes, computer software and database technologies and code, systems, structures and architectures, policies and procedures; concepts; tools; techniques; contracts; business records; trade secrets; marketing information and plans; demographic information; financial and accounting data and projections; pricing data; sales; costs; employees; vendors; suppliers; expansion plans; lawsuits and/or claims; management philosophy; and customer lists; in each case whether furnished or learned before or after the date hereof, whether oral, written or electronic, and regardless of the manner or form in which it is furnished and learned. Confidential Information does not include information that (i) was available to the public prior to the time of its disclosure to Client; (ii) becomes available to the public through no act or omission of Client (iii) was in Client's possession and obtained by Client on a nonconfidential basis prior to its disclosure by Consultant or an agent or representative thereof; or (iv) is independently developed by Client without reference to or use of the information of Consultant.

Client agrees to (i) hold Confidential Information of Consultant in confidence and refrain from disclosing Confidential Information of Consultant, or transmitting any documents or copies containing Confidential Information of Consultant, to any person or entity except as required to complete the services under the terms of this Agreement; (ii) use the Confidential Information of Consultant solely for the purpose of assisting Client in establishing a sustainability program


and consulting on matters associated therewith; and (iii) refrain from disclosing any Confidential Information of Consultant; except that Client may disclose Confidential Information of Consultant to the Client's affiliates and its directors, officers, employees, agents and representatives (including, without limitation, financial advisors, outside attorneys, accountants and consultants) (collectively the "Representatives") who both (i) need to know such Confidential Information in order to assist Client in effectuating the services outlined herein and (ii) are clearly informed by Client of the confidential nature of such information and are directed by Client to treat such information with the utmost confidentiality; provided, however, that Client shall be legally responsible for any of its Representatives' use or disclosure of Confidential Information of Consultant that would have violated any restriction or covenant of this Agreement if such use or disclosure had occurred by Client itself. Client shall take reasonable measures to protect the secrecy of and avoid disclosure or use of Confidential Information of Consultant in order to prevent it from falling into the public domain or the possession of persons other than those persons authorized hereunder to have any such Confidential Information, which measures shall include the highest degree of care that Client utilizes to protect its own confidential information, but in no event less than reasonable care.

Client agrees to notify Consultant promptly in writing of any misuse or misappropriation of Confidential Information of Consultant which may come to Client's attention.

It is understood that the Confidential Information disclosed by Consultant are special, unique and of extraordinary character. It is specifically understood and agreed that any disclosure of the Confidential Information without the prior approval of Consultant is likely to result in irreparable injury to Consultant and that the remedy at law alone will be an inadequate remedy for such breach, and that, in the event of Client's breach or threatened breach of any of its confidentiality obligations under this Agreement, Consultant has the right to (i) demand the immediate return of all of its Confidential Information, (ii) recover its actual damages incurred by reason of such actual or threatened breach (iii) without the necessity of proving actual damages, obtain temporary and/or permanent injunctive relief to prevent such (or further) breach or to otherwise specifically enforce the terms of this Agreement, in which case, in either event, no bond shall be required, and (iv) pursue any other remedy available at law or in equity.

Notwithstanding other terms of this agreement, Consultant recognizes that Client is a public body subject to the Freedom of Information Act and other laws which sometime require it to disclose certain records to third parties and Client's compliance with laws governing the disclosure of records shall not constitute a breach of this Agreement.

This Agreement is signed and adopted this _____.

Sangamon County	Beyond Green Partners
Signature:	Signature: 
Name:	Name: Greg Christian
Title:	Title: Founder and CEO
Date:	Date: May 29, 2022

Sangamon County Farm-to-Table Initiative Proposal

Presented by Beyond Green Partners

Phase 1: Community Assessment

Process

- Beyond Green Partners (BGP) conducts a community assessment to determine the current reality of local food webs and infrastructure in Sangamon County. We assess the current barriers and gauge the interest of key stakeholders in making Sangamon County a leader in the farm-to-table movement.
- We partner with industry experts like Ken Meter of Crossroads Resource Center and consult with resources like the Illinois Stewardship Alliance (ISA) to perform the assessment. This will include detailed interviews with farmers to learn how much food they can produce for local use, interviews with food buyers to learn what products they most need, a review of the existing local food infrastructure, and surveys of food institutions and community groups. We will focus on engaging members of the local Farm Bureau chapters.
- BGP also conducts high-level assessments of 7-10 institutions within the county including hospitals, senior living facilities, schools, and local restaurants. While local farm-to-table restaurants will be the main draw from a tourism standpoint, a strong and sustainable local food web will require larger institutions to participate as well. In order to grow the local food system, consistent purchasing at scale will be necessary. The key areas of focus in these assessments will be equipment, storage, menu, and desire.
- We conduct research of other counties and cities that have successfully implemented a farm-to-table initiative, with a special focus on their marketing efforts and impact on tourism.
- To perform a timely and complete assessment, BGP will require assistance from the county to provide introductions to leadership and meetings with institutions (hospitals, long-term care facilities, schools, and prisons) and the Illinois Farm Bureau, and suggestions of any additional farms or local restaurants to supplement those already selected by BGP.

Deliverables

- Identify four institutions to participate in a comprehensive assessment that includes creating a data baseline.
- Assessment Report detailing our findings and next steps for building a local community food web to support the farm-to-table initiative in Sangamon County, including marketing ideas to increase tourism through this initiative.

Timeline

Phase 1 is an eight-week project.

Budget

\$40,000 inclusive of project fees and travel.

Phase 2: Comprehensive Assessment and Data Baseline

Process

- BGP conducts a comprehensive assessment of each of the four institutions selected for Phase 2. This includes a deeper dive into the key areas of focus from Phase 1 in addition to reviewing participation, sales, and attendance; conducting interviews and surveys with stakeholders including farmers, administration, staff, students, residents, nurses, and doctors; and collecting one month of purchasing data in the form of receipts and invoices.
- BGP collects and analyzes data from the institutions to create a baseline and gain a better understanding of the current reality of their operations. Key data includes local food purchases, preferred¹ food purchases, cost neutrality measured through monthly costs and overproduction waste (if available), eater satisfaction measured through participation and plate waste (if available), nutrition education, and staff training and skills assessments. With this data, we can determine training needs and establish a plan for Phase 3.

¹ Preferred foods are raw ingredients in their whole form. Preferred foods also include single items that are packaged in bulk for storage and transport that are generally either not available or practical to use for production in a "raw" state.

- BGP seeks partners to create a local community food web, researches existing local food webs in other communities, and seeks advice and input from industry experts. ISA connects BGP to community food system projects, farm incubator projects, farmer training programs, infrastructure and co-op projects, and other organizations across the state. We collaborate with partners to establish a common understanding of what we hope to accomplish.
- BGP meets with landowners to discuss the possibility and process of allowing farmers to use the land to grow food for the county. From our findings, we begin outlining the needs and strategy to implement a Farmer Training Program.
- Along with project stakeholders, we create the vision and strategy for the local community food web in Sangamon County. We work with the county's marketing team to promote the initiative through branding and events, generating awareness and encouraging tourism within the county.

Deliverables

- Comprehensive Data Baseline and Assessment Report of each institution, laying the groundwork for local food procurement and implementing the BGP Model in Phase 3, including specific recommendations on policies and projects.
- Outline a plan for creating a local community food web including a timeline, suggested process, and costs.
- Marketing strategy support and list of promotional ideas to increase awareness and support of the initiative.
- List of needs to implement a Farm Incubator Program in Phase 3 that will contribute to the local community food web.
- Recommendation of grants for implementation.

Timeline

Phase 2 is a six-week project.

Budget

\$50,000 inclusive of project fees and travel.

Phase 3: Implement BGP Model and Build Community Food Web

Note: Phase 3 process and deliverables may be adjusted as we complete Phases 1 and 2, and new goals, wants, and needs emerge.

Process

- BGP conducts training sessions to transform the foodservice and restaurant operations to scratch-cooking local and fresh food while maintaining cost-neutral operations.
- The BGP Model focuses on:
 - Local Food Purchasing and Procurement
 - Leadership
 - Accountability, Integrity, and Equity
 - Scratch-Cooking
 - Kitchen Efficiencies
 - Waste Reduction and Tracking
 - Data Tracking and Analysis
- BGP engages with stakeholders to set goals utilizing baseline data gathered in Phase 2.
- BGP helps launch the Farm Incubator Program that will help supply local, fresh food to institutions and restaurants within the county, and ensures that there will be a demand for it.
- BGP supports the marketing initiative to increase tourism and support local businesses within Sangamon County, a leader in farm-to-table dining.
- BGP initiates the establishment of the local community food web.

Deliverables

- Monthly Data Reports for each institution/restaurant.
- Monthly Progress Reports for each institution/restaurant.
- BGP connects the institutions/restaurants to source from the community food web, creating a sustainable farm-to-table foundation from which other institutions in the county can continue to join.
- BGP phases out of the project, leaving the county with a sustainable, self-sufficient farm-to-table local food system that draws people to Sangamon County.

Timeline and Budget

TBD

About Us

Beyond Green Partners

Launched by Chef Greg Christian, Beyond Green Partners has two operations: a foodservice company in Chicago, Illinois, and a national consulting team that guides institutions in creating more mission-driven, sustainable, and health-conscious foodservice programs. BGP runs a zero-waste kitchen where 95% of meals are cooked from scratch, using 50% or more local, organic, or hormone and pesticide-free ingredients. With his 40+ years of experience in foodservice and a dedicated team of consultants, chefs trainers, dietitians, project managers, and data analysts, Chef Greg seeks to further transform the world of foodservice.

We bring a set of core principles, systems, tools, and methods for universal efficient and equitable kitchen operations. By effectively engaging all key stakeholders, we collectively implement programs that transform institutional kitchens to scratch-cooking fresh, locally sourced, and organic food while maintaining cost-neutral operations. Our model offers a systems change approach to address the complex needs of people, the community, and the environment. We successfully implement change by ensuring all stakeholders have a shared vision, and by integrating leadership into the entire team via integrity and accountability as the foundation of the transformative solution.

Core Team

Greg Christian of Beyond Green Partners, *Lead Consultant*

Greg Christian, defined as the “Obi-Wan Kenobi of Chicago’s sustainability movement” by a famous Chicago journalist, is a highly successful consultant, chef, author, and entrepreneur offering solutions to help transform foodservice into a more sustainable entity. Greg’s efforts as founder and developer of the Organic School Project (OSP) have been recognized on a national as well as local level. The ‘Grow Teach Feed’ model of OSP works to create better food and food education for children, mainly due to building economically sustainable farm-to-school models. His involvement with the Organic School Project and a strong background in the foodservice sector led him to launch Beyond Green Sustainable Food Partners. As a Certified B Corporation Beyond Green balances profit with purpose, converging what eaters want with training for cooks using local farm food to support a healthy community and economy.



Bridget Henley of Beyond Green Partners, *Project Manager*

Bridget Henley is a Project Manager and Data Manager with Beyond Green Partners. She earned her Master of Public Health degree in Nutritional Sciences from the University of Michigan and is a Registered Dietitian. During her graduate studies, she was selected for the Dow Sustainability Fellowship, a program focused on an interdisciplinary approach to tackling issues of sustainability. Bridget has founded two successful plant-based food companies and gained experience in creative problem solving and business strategy.

Ken Meter of Crossroads Resource Center, *Consultant*

Ken Meter is one of the most experienced food system analysts in the U.S., integrating market analysis, business development, systems thinking, and social concerns. Meter holds 50 years of experience in inner-city and rural community capacity building. His local economic analyses have promoted local food networks in 144 regions in 41 states, two provinces, and 4 tribal nations. He developed a \$9.85-million plan for local food investment for the state of South Carolina, and completed similar studies for New Mexico, New Hampshire, Hawai'i, Alaska, Mississippi, Indiana, Ohio, and Minnesota. He developed strategic regional food plans for nearly 20 regions across the U.S. Meter consulted with the USDA Agricultural Marketing Service and Colorado State University as one of 14 co-authors of a toolkit for measuring economic impacts of local food development. He is author of *Building Community Food Webs*, published by Island Press in 2021. He is one of 3 co-editors of *Sustainable Food System Assessment: Lessons from Global Practice*, published by Routledge (UK) in 2019. Meter is also a member of the International Economic Development Council, where he presented at several annual meetings. He has taught at the Harvard Kennedy School and the University of Minnesota.