



# NEWS FROM PROVIDENT ORGANIC FARM



"Dedicated to a safe, just and sustainable food system."

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[www.providentfarm.com](http://www.providentfarm.com)

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## LESSON AT THE WINE FESTIVAL

Success depends upon your definition. While organizing the soup stand for this weekend's wine festival, we had many successes. A restaurant that rarely considers using local ingredients agreed to use them to make a soup for our fundraiser. [Jay, Is this true? I'm thinking of the Globe.] Producers, like Councill Farms and Chesapeake Bay Farms, who consider themselves conventional rather than sustainable farmers, found their products in demand precisely because they are made locally and don't consume excessive petrochemicals for delivery. Both suppliers were incredibly generous with their produce, as were businesses like Lewes Dairy, which is committed to providing local milk.

For our soup stand, the Local Ladle, LESSON (the Lower Eastern Shore Sustainable Organic Network) received ten outstanding soups, made by chefs at six excellent restaurants. Our all-volunteer staff assembled a food facility that passed health department inspection without a hitch, and our "grand opening" was met with smiles and enthusiasm. There were problems with equipment and electricity, making coffee and soup reheating a challenge at times, but we got our soup and coffee stand up and running quickly on Saturday morning.

As the temperatures continued to rise throughout the day, our hopes that the wine-drinking masses would come in search of hot delicious soup and coffee started to dwindle. Food sales were not brisk in the food court, and there were no lines anywhere--certainly not in front of our stand. On Sunday, we made some quick changes to increase our sales: iced coffee, two soups served cold, packaged quarts for take out, and free samples. We got many compliments and a few happy customers, but not nearly as many sales as we had hoped.

Folks who paused in front of the stand were given a brochure and an explanation of what LESSON is, what we are trying to accomplish, and what a wide array of local vegetable, dairy, meat, fish and bakery suppliers there are already in the area. Those who sampled our soups discovered how wonderful our local chefs can make these ingredients taste.

Our successes were not financial. We may not recover our expenses. But now there are a few more restaurants who know that there are quality ingredients available from local suppliers. And there are a few more local suppliers who know that local restaurants and consumers value their products. And there are a few more people who understand that buying local produce supports our farmers, fishermen, towns, local businesses and regional economy, while reducing our environmental impact.

Please take a moment to read our Local Ladle brochure and consider taking home a quart of some of the finest, tastiest soup, made with local ingredients by local chefs!

- Patti Erickson

### IN YOUR SHARE

Red Cabbage  
Chard  
Beets  
Squash

? Broccoli, Turnips ?  
? yellow, green beans ?

Peppers

(Yields are low on many crops, therefore you will have a choice of most things.)