



Monthly Update

from

Berkshire,

Buckinghamshire & Milton Keynes

and Oxfordshire

**(BBO) Food Group Community Interest Company (CIC)**

February 2010

NUMBER 32

Dear Food Group Members:

This is the monthly update from your Local Food Group.

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Please note that our Monthly Updates are posted on the News page of our website [www.local-food.net](http://www.local-food.net)

If you no longer wish to be part of this mailing list, or if you receive this message twice, please email [info@local-food.net](mailto:info@local-food.net)

**Launch of Hospitality Membership**

Chefs, restaurateurs, caterers and cookery schools joined BBO Food Group producers at business breakfasts in Reading and Oxfordshire during Farmhouse Breakfast Week 24 – 30 January to celebrate the launch of BBO Food Group Hospitality Membership.

Since 2003 we have been working with chefs, caterers and restaurateurs to help them source local produce, and several joined the Food Group to take advantage of our business support events. The Reading launch of BBO Food Group Hospitality Membership was held at Malmaison, Reading hosted by head chef Andy Holmes with Chris Barber, local restaurateur and food business adviser. Many thanks to member producers who supplied produce:

**Cross Lanes Fruit Farm, Doves Farm, Royal Berkshire Pork, Susie's Preserves, Tims Dairy.**

Mike North from the Michelin-starred The Nut Tree Inn at Murcott hosted the Oxfordshire event. The BBO Food Group would also like to thank the member producers who supplied produce at this event:

**Mr. Finn (based at Rectory Farm), Tims Dairy, Waterperry Gardens, Well Preserved.**

All enquiries about membership of the BBO Food Group to: [info@local-food.net](mailto:info@local-food.net) or call 01865 328786.

**2010 Local Flavours Directory**

If you would like to feature vouchers for promotions and money off offers on your produce in the 2010 *Local Flavours* Guide please complete and return the form sent earlier this week by email. This is a good way to monitor the impact of the Food Guide on your sales. Any queries phone Tamara on 01865 328786.

### **Trade Development**

Are you a Berkshire or Southern Oxfordshire producer?

Southern Co-op has opened a new community store in Lambourne and they would like to launch "Local Flavours" on 29 March. For this, the BBO Food Group is organising a Meet the Buyer Event on 25 February, West Berkshire venue tbc. All eligible producers are invited to apply.

Email Tamara at [info@local-food.net](mailto:info@local-food.net) if you are interested. Producers will be allocated a 20 min slot during the day on a first come first served basis.

If you'd like to learn more about types of products they are after, delivery policies, due diligence and pricing, call Tamara on 01865328786/07795334474

### **Local Flavours Festival**

Following our first Local Flavours Festival in September 2009, the BBO Food Group CIC is now planning the next one, scheduled for September 2011.

The Festival takes a lot of work to organise, and it is wonderful that many members are already keen to start planning for the next one. During 2010 we will be working with our members to develop events that support and promote their businesses. This means they will be ready for Local Flavours Festival in 2011 with Open Days on farms and in breweries, vineyards and orchards, Local Flavours menus in cafés and pubs, and special foodie events in towns and villages.

IN the meantime we will be applying to the Big Lottery Local Food grant for funding to run the Festival in 2011.

We are very grateful to last year's sponsors including Reading UK CIC, Ascot Racecourse and Fallowfields Country House Hotel, and our partners at the National Trust, Archant Publishing and Tourism SouthEast. We look forward to working with you to make Local Flavours Festival 2011 even bigger and better.

### **2012 Olympics**

The organisers of the London 2012 Olympic Games have said that food supply and catering opportunities for London 2012 will start to be advertised very soon. It is therefore urgent for any food supplier or catering business wishing to participate in the London 2012 Games to register their business with the [CompeteFor.com](http://CompeteFor.com) website to be able to benefit from these opportunities. This is where tender information, news and opportunities will be publicised, and one of the key ways in which larger caterers can connect with a range of smaller suppliers of food and services. Suppliers that can meet the assurance and sustainability standards listed in the London 2012 Food Vision are particularly encouraged to register. See news of the key opportunities at: [www.competeforlondon.co.uk](http://www.competeforlondon.co.uk)

Around 74% of contracts awarded so far have been placed with SME businesses and 18% of them have gone to businesses with 10 or fewer staff. For businesses wishing to compete for London 2012 contracts, register at the official CompeteFor website, which also has links for regional opportunities:

[www.competefor.com/business/login.jsp](http://www.competefor.com/business/login.jsp)

Further information about Olympic food standards can be found on the London Food Link and Sustain websites at:

<http://www.sustainweb.org/olympicfood/>

### **Job Vacancy**

#### **Chiltern Brewery The position of Retail Manager**

**Salary** £17,000 to £19,500 + benefits.

**Holiday** 28 days including bank holidays

This exciting new role of Retail Manager has been created to help with the continued development and success of the Brewery's specialist food and drink retail outlet. This post will suit a highly motivated and creative person with retail experience seeking a management position in a diversified and growing family business with a fine reputation as an exceptional business in the South East of England.

For full details of duties please see job description at the news section of our website at [www.local-food.net](http://www.local-food.net) or [www.chilternbrewery.co.uk/job-vacancies](http://www.chilternbrewery.co.uk/job-vacancies)

### **Events**

Details of all of this year's **TSE BBO area networking events and registration forms** can be found on our website at [www.local-food.net](http://www.local-food.net) in the events for producers section.

#### **London Food Hub Event 11<sup>th</sup> February 2010**

To find out more about the London market and its opportunities and/or get involved in the realisation of the food hub see the events page on the website

[www.southeastenglandfoodanddrink.co.uk](http://www.southeastenglandfoodanddrink.co.uk)

#### **Natural & Organic Products Europe 2010 Trade Exhibition 11<sup>th</sup> – 12<sup>th</sup> April Olympia, London**

BBO Food Group members are invited to visit the exhibition. Click here to register for your free pass

<http://www.exporeg.co.uk/visit/sites/dbc/naturalproducts/10/vis/req.asp?CN=Local%20Food%20Group%20for%20Berks.%20Bucks%20and%20Oxon>

[www.naturalproducts.co.uk](http://www.naturalproducts.co.uk)

#### **Fine Food & Wine Show Friday 30th April - Monday 3rd May 2010 at Winchester Cathedral.**

For full details, terms and conditions and an application form see the events page at [www.local-food.net](http://www.local-food.net)

### **Real Food Festival, Earls Court, 7-10 May 2010**

Subsidised stalls to help support small producers, normally £400 a stall, but as a food/drink producer in the South East, you can get a discounted rate of only £200 for a 3x2m stall. However, there are only 50 small producer stands left, so hurry! See [www.southeastenglandfoodanddrink.co.uk](http://www.southeastenglandfoodanddrink.co.uk) for details

### **Waterperry Gardens Christmas Weekend Event November 27th and 28th 2010 10.30am and 4pm**

Food stalls are offered to producers at £55 for the weekend. The space used for this event is covered and 1 trestle table per producer is provided.

Power is also available as long booked in advance. Due to the relatively small area only one of each type of producer is allowed.

Contact Susie Hunt on 01844 337264

[events@waterperrygardens.co.uk](mailto:events@waterperrygardens.co.uk)

for a booking form and further information.

Background information: The Christmas Weekend at Waterperry is a traditional family event and, as with most Waterperry events, attracts a mainly ABC1 customer.

If you'd like to know more about Waterperry Gardens, please visit the website at [www.waterperrygardens.co.uk](http://www.waterperrygardens.co.uk)

**Remember to check the Events Page on our website at [www.local-food.net](http://www.local-food.net) for all the opportunities for sales in 2010.**

### **Training**

The **SEFGP Training Course Programme** for agri-businesses during the first half of 2010 is now finalised. Please download the programme from our website at [www.local-food.net](http://www.local-food.net) or go to [www.southeastenglandfoodanddrink.co.uk/trainingprogram](http://www.southeastenglandfoodanddrink.co.uk/trainingprogram)

Courses are filling up very quickly, so do not miss out and sign up today.

**Eco Packaging Workshops** from Business Link – full details available on our website at [www.local-food.net](http://www.local-food.net)

The **Making Local Food Work Programme** is offering free Good Food, Good Governance training and advice workshops as follows:

### **Simply Legal 11th February Oxford**

All you need to know about legal forms and organisational types for community food enterprises - to tie in with the new publication: Download your copy now from [www.cooperatives-uk.coop/simplylegal](http://www.cooperatives-uk.coop/simplylegal)

### **Members, Meetings and Decision Making 17th February London**

A workshop to explore strategies for an engaged membership, effective meetings and decision making in a community food enterprise .

### **Effective Communication 12th May Oxford**

Learning the basic listening and communication skills to make yourselves and other people feel heard and understood.

Workshops are full days - from 10am to 4pm with lunch provided - and are free of charge if you are a development worker or involved with a community food enterprise.

Places for the training days are limited and these workshops are often oversubscribed so please visit [www.mlfw.co.uk/training](http://www.mlfw.co.uk/training) to book your place and to look at an overview of the annual training programme.

### **Community Supported Agriculture training**

#### **Getting your CSA finances straight 25 February 2010 at Reading International Solidarity Centre**

35-39 London Street, Reading RG1 4PS 10am - 4pm

This full day will cover tools and terms for managing your CSA's finances including an introduction to financial jargon; margin/ net profit/ gross profit, budgeting, cash flow and profit and loss templates, financial control, basic book-keeping and accounting and a look at production costs. No previous financial management experience is needed. There will also be time for networking. For more information and to book a place, contact Lisa Nunn [lnunn@soilassociation.org](mailto:lnunn@soilassociation.org)

#### **Success with a Farm Shop 16<sup>th</sup> March Millets Farm, Frilford, Oxon**

This is part of the **SEFGP Training Course Programme** (above). For cost and full details contact Sally at SEFGP 02392 452288 or visit:

[www.southeastenglandfoodanddrink.co.uk/trainingprogram](http://www.southeastenglandfoodanddrink.co.uk/trainingprogram)



### **Contact Us**

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For previous newsletters please visit [www.local-food.net](http://www.local-food.net)

