

FARM TO SCHOOL IN KY: A GUIDE FOR GROWERS

FARM TO SCHOOL IS A MARKETING CHANNEL AVAILABLE TO KENTUCKY PRODUCERS BRINGING FRESH, HEALTHY, LOCALLY GROWN PRODUCE INTO SCHOOL CAFETERIAS.



FARM TO SCHOOL ALSO INCORPORATES EDUCATION TO TEACH KIDS ABOUT WHERE THEIR FOOD COMES FROM!

Commonly Asked Questions

Q. Do I have to sign a contract? Or participate in a bidding process to sell to schools?

A. Not necessarily. There are certain procurement methods like micropurchasing that allow schools to complete one time purchases without going through the bid process. However, check with your local food service director because some schools have different restrictions.

Q. What types of produce do schools want?

A. Fruits and veggies that schools are already using is a great place to start! Some good options include tomatoes, cucumbers, and watermelons!

Q. Can the school pay the prices I need?

A. Talk to the food service director and see if you can get the average prices they've been paying for produce. There will be some things that will not be doable for a small farmer, but there are also likely some fruits/veggies that are totally doable!

Q. Where should I start?

A. Start by contacting your local food service director. See if you can meet with them to discuss selling to their school.

Is Farm to School right for me? Things to Consider

Delivery: You will likely have to deliver your product to the school (and possibly each individual school in a district).

Payment: You will need to bring an invoice with you when you deliver but will likely not be paid upon delivery. Payment usually comes after approval. You will need to fill out a W-9 to be a vendor at the school.

Product Liability Insurance: You will need product liability insurance to sell to a school. The amount needed varies, so check with the school you are working with.

KY Proud: When you are a KY Proud member, schools can receive up to 15% reimbursement for the purchase of your locally grown produce through the KDA Buy Local Program.

Contact McKenzie Fox at
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if you have any questions.

