



# *Selling Fruits & Vegetables to Schools has never been Easier!*

CFVGA webinar  
September 15, 2016

## Key points

1. FTS in Colorado is grant funded and not funded by State of Colorado
2. Benefits of FTS
  - a. Kids win with nutrition
  - b. Farmers win with a financial opportunity
  - c. Communities win with stronger communities and better local economy
3. \$18M spent by schools on local food in Colorado in 2015. This is only 4% of total Colorado school food expenditures!
4. 58% of Colorado school districts are doing some form of FTS
5. Top barrier: schools have small budgets to afford local produce, however higher volume sales can make this possible. Schools will buy seconds as most are processed in some way for fresh or cooked uses
6. Stability of FTS sales is a benefit to growers
7. Summer school meal programs clearly overlap with the harvest season and May, Sept and Oct land squarely in the harvest season
8. Schools get less than \$3.00 per lunch from the federal National School Lunch Program
9. On-farm food safety
  - a. #1 concern from schools for sourcing
  - b. Youth are an at risk population
10. FTS has two grants growers can access
  - a. Peer to peer mentoring program (recruiting mentors and mentees)
    - i. Mentors get \$600 stipend
    - ii. Mentees get 20 hours of one-on-one mentoring from a seasoned FTS producer
  - b. FTS and CoBank regional grant program
    - i. Western Slope via Valley Food Partnership won first round of grant allocations
    - ii. Some unallocated funds still available. If you are a western slope producer interested in selling to Mesa or Montrose school district, Contact Greta Nutter at the Valley Food Partnership to learn more, [greta@valleyfoodpartnership.org](mailto:greta@valleyfoodpartnership.org)
11. Many resources to support producers at
  - a. <http://coloradofarmtoschool.org/>
  - b. [www.farmtoschool.org](http://www.farmtoschool.org)
  - c. <http://farmtotable.colostate.edu/>
  - d. See PDF slides of webinar presentation for additional links
12. For more information, contact presenters:
  - a. Lyn Kathlene, [lyn@sparkpolicy.org](mailto:lyn@sparkpolicy.org)
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