GETTING STARTED WITH FARM TO SCHOOL (FARMERS)

ARE YOU A FARMER INTERESTED IN SELLING YOUR PRODUCT TO SCHOOLS?

YES!

Do you know the School Food Service Director?

YES!

NO

Create a Product Price and Availability sheet and Farm Bio.

Contact your local school or Jason.Dial@fdacs.gov

Contact your school/district to set up a meeting with the School Food Service Department. Send them your Product Price and Availability sheet and Farm Bio before the meeting.

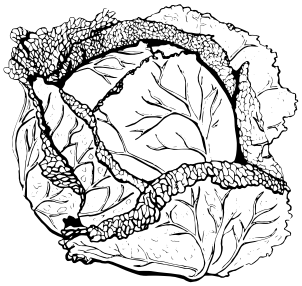
Go through the Meeting a Food Service Director Checklist to prepare for your meeting.

Meet with school food service director! Talk about important details like product needs, prices, delivery and payment terms.

Send the school any certification, W-9, proof of liability insurance, farm food safety plan, or other required documents.

Follow-up with the school and make your first sale!

Review payment and delivery with the school. Make sure your invoices include contact information, name and address of school, amount, cost, date and signature line for delivery.

Fill the school's order!

HAPPY KIDS EATING FLORIDA FOODS!