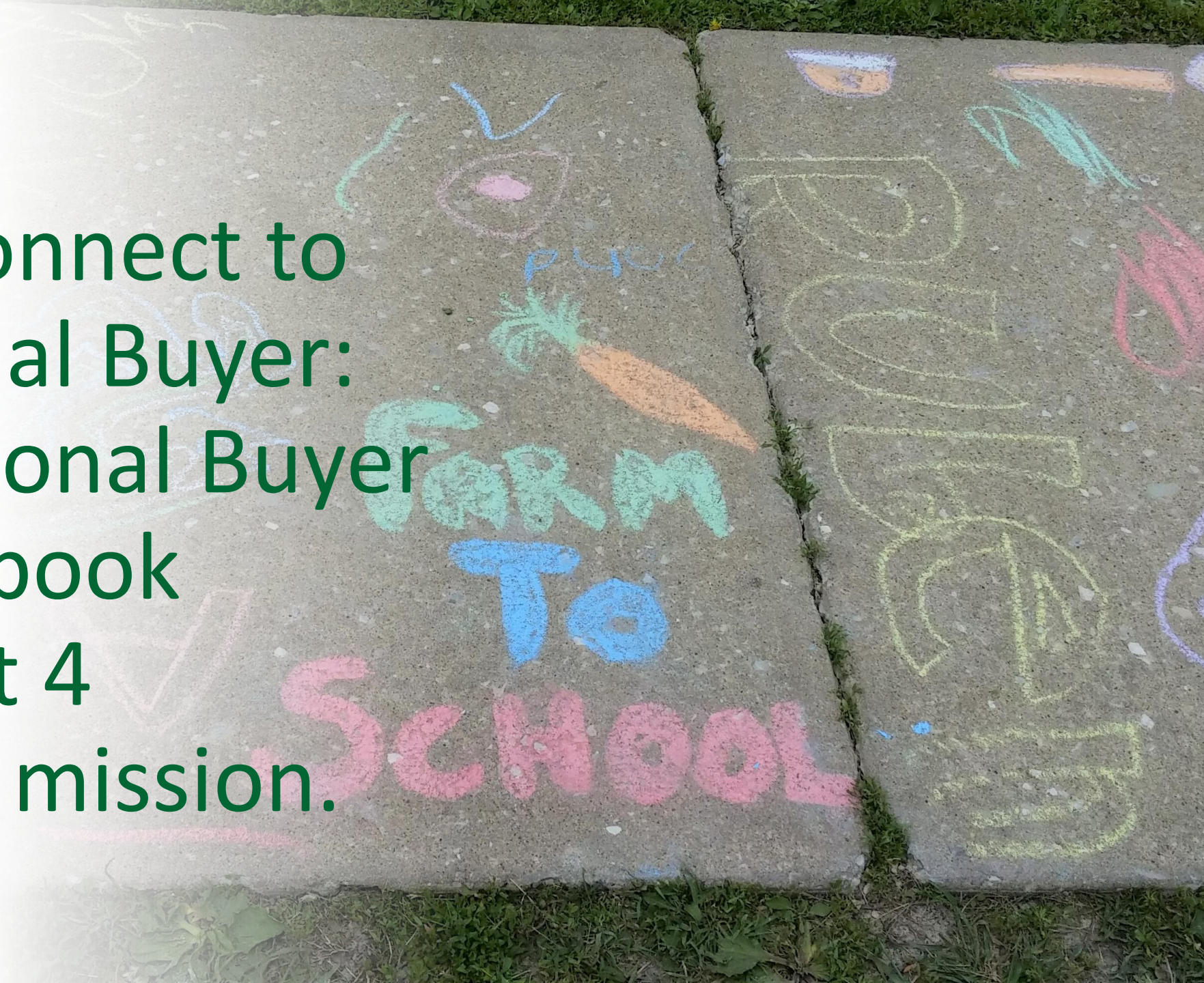


How to Connect to
Institutional Buyer:
The Institutional Buyer
Handbook
Part 4
Share the mission.





Overview

How do you garner support for change in your local school districts?

Promote your farm to the right people.

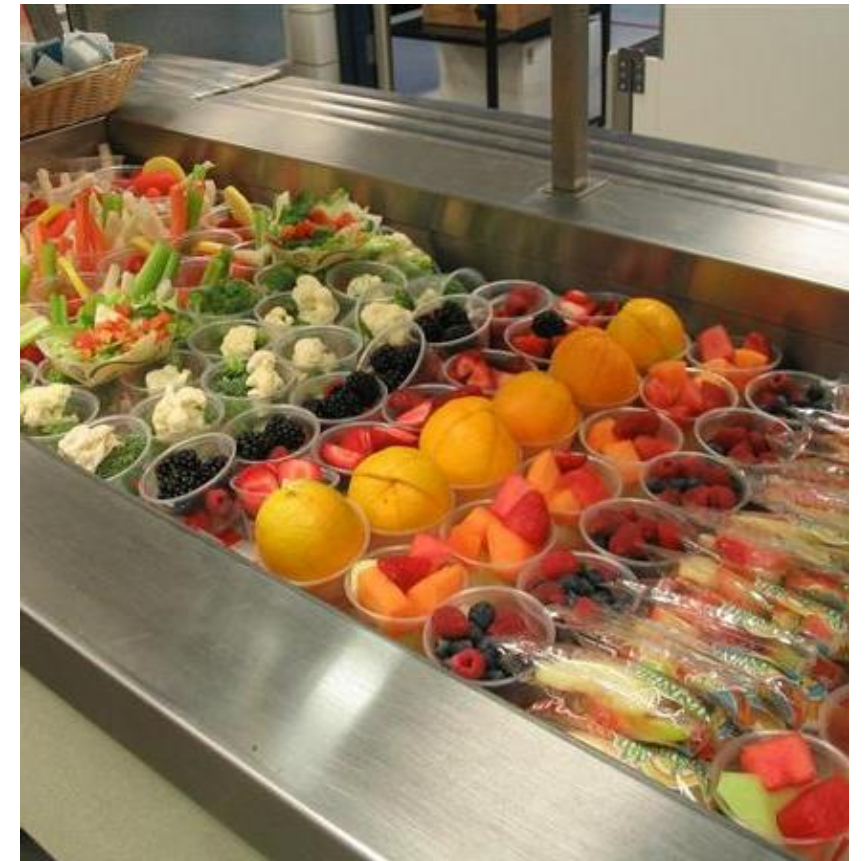
Involve the community. Make the change “community strong.”

Talk to the right people.

If you don't know who to talk to bring local foods to schools around your farm..

- Make an appointment with the food service director, manager or head cook (dependent on the size of the district) and with administration (district office - district administrator in larger schools, principals in single school sites)
- Ask for time to share with the school board
- Share with PTO and PTA groups
- Talk to parents, health organizations and other community entities who support health and child education.

When sharing your products and what your farm has to offer, info about LFS funds still available for the district, and farm to school general information be sure to share a farm profile and your farm story to build interest.



Palatine School District

Take Advantage of Upcoming Opportunities and Resources

- [Bringing the Farm to School Producer Toolkit Resources for Producers](#)
- [Case Study Videos Case Studies and Videos](#)
- [School Food System Innovation Hub Grants](#)

<https://innovateschoolfood.org/>

- [Host a Farm to School Local Procurement Day Event](#)

farmtoschool@sevengenerationsahead.org

- [Sign up for our newsletter:](#)
<https://illinoisfarmtoschool.org/about/join/>





Bringing the Farm to School Video: Purchasing from Farmers: A Child Nutrition Director's Perspective

<https://www.youtube.com/watch?v=9RQDUtmDEJ0>

AGRICULTURAL
PRODUCERS'
TOOLKIT
Bringing the Farm into School

Ally Mracheck
Director of Child Nutrition
Fayetteville, AR, Public Schools



FPS
Seed to Student
think. grow. eat.

State Profile for Illinois

Total School Food Authorities (SFAs) 1,046	Total Schools* 4,133	Total Students* 1,663,306	Farm to School Participation 63.8% (667) <small>of SFAs participating in SY 2022-23</small>
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*Total schools and total students taken from SFA reporting to FNS of schools and students participating in the National School Lunch Program.

Discussion:

What has been your experience when contacting schools?

Do you have questions about farm to school?

What other resources will help you to move forward in the institutional market?



Thank you!
Contact us:

farmtoschool@sevengenerationsahead.org

