- **Befriend Your Farmers:** Use farm directories, "matchmaking" tools, and other networks to link schools with farm suppliers. Help overcome seasonality constraints by encouraging FTS to source from a variety of suppliers rather than a single farm, and/or the formation of co-ops between farmers.

- **Regularly Evaluate FTS:** Evaluate FTS programs quarterly (four times per year) after implementing the programs. Focus evaluation on the procurement aspects initially, because these are the top-indicated barriers and are likely points where problems will occur in the initial phases of FTS.

- **Utilize State Leadership:** Link respondents FTS programs to state entities that may include WSDA, OSPI, Washington DOH, and Universities. In many cases, this recommendation will likely be achieved concurrently with the implementation of other recommendations that rely on utilizing state leadership to be successful, such as Provide Collaborative Education, Training, and Evaluation.

Farm-to-School Recommendations

- **Provide Collaborative Education:** Focus on implementing those activities that are currently the least initiated, but are also those that received the most interest: nutrition education, inviting farmers to schools, and hosting harvest or farmer's market events. Ensure Collaborative Education content in the training recommendation: Teachers must be able to provide nutrition education to students; school staff must be able to host nutrition events, and others.

- **Involve Parents and the Community:** Invite parents to all nutrition education activities and events to involve them in students' nutrition education; invite all community members to public, school-wide nutrition events.

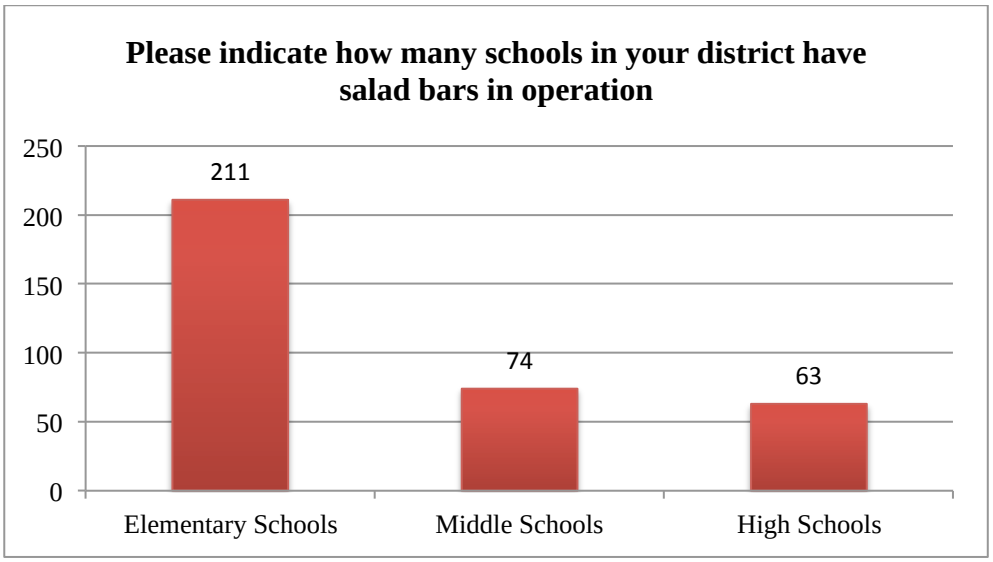
- **Effectively Market the Program:** Create and distribute FTS marketing materials to school districts that are interested in receiving guidance on local networking. Examples are fun and visual cafeteria displays and e-newsletters that have effectively marketed FTS in other states. Future surveys should include questions that address marketing to better create a marketing plan for Washington specifically.

- **Recruit Community Support and Advising:** Recruit stakeholders to support FTS by promoting and marketing the program, and to advise FTS programs on those aspects which respondents wish most to receive guidance. Examples of stakeholders to potentially include are the University of Washington, WA Partners in Action, Food Corps, Within Reach, WA sustainable food and farming network, and others.

APPENDICES

Appendix A

Question 9: Please indicate how many schools in your district have salad bars in operation. n=54 respondents. Response rate = 65.8%. Note: This chart is likely an underestimation of the true number of salad bars in operation. Only numerical answers were included. Text answers such as "yes", "all", or "salad bars once a week" were not counted.



Appendix B

Question 6: Whole fruits and vegetables most frequently purchased for school means in the 2009-2010 school year (i.e. potatoes, strawberries, apples, broccoli). n=82 respondents.

Whole Fruits/Vegetables	# of schools
Apples	72
Oranges	63
Broccoli	47
Carrots	44
Banana	44
Cucumbers	30
Potatoes	28
Lettuce	27
Pears	27
Grapes	26
Strawberries	25
Tomatoes	23
Melon	20
Cauliflower	20
Kiwi	19
Celery	17
Peppers	9
Pluots	7
Berries	7
Other Citrus (tangerines, satusumas, kumquats,etc.)	7
Onion	5
Plum	5
Cabbage	3
Peaches	3
Spinach	3
Peas	2
Asparagus	2
Corn	2
Green Beans	1
Pumpkin	1
Cherries	1
Daikon	1
Nectarines	1
Tomatillo	1

Appendix C

Question 7: Minimally processed fruits and vegetables most frequently purchased for school meals in the 2009-2010 school year (ex. frozen, dried, or otherwise prepared, stored, and handled to maintain its fresh nature while providing convenience to the user – this may involve cleaning, washing, cutting or portioning). n=82 respondents.

Minimally Processed Fruit/Vegetable	# of schools
Shredded lettuce	56
Broccoli	39
Carrots	38
Salad Mix	34
Slice Apples	27
Corn	26
Frozen peas	23
Frozen strawberries	23
Cauliflower	18
Frozen blueberries	17
Celery	16
Mixed Berries	13
Other dried fruit	12
Cabbage/cole slaw	12
Peaches	10
Grapes	10
Oranges	9
Veggie Mix	8
Spinach	7
Green beans	7
Pineapple	7
Cucumbers	6
Melon	6
Potatoes	5
Pears	5
Beans	4
Raisins	3
Cranberries	3
Onions	3
Tomatoes	3
Jicama	2

Appendix C, Question 7: continued

Minimally Processed Fruit/Vegetable	# of schools
Sweet potato	2
Squash	2
Cherries	2
Mixed Fruit	2
Mushrooms	1
Radish	1
Banana	1
Sprouts	1
Kiwi	1
Lemon	1
Applesauce	1
Canned apricots	1
Canned plums	1
Garlic	1

Appendix D

Question 16: For each of the products listed, please answer the following categories in the chart: Do you currently purchase them for meals and/or snacks? Would you consider purchasing the product (for whatever reason)? If locally produced versions of these items were available (and were of comparable cost and quality), would you prioritize purchasing them?

Food	Currently purchase product	Would consider purchasing product	Would prioritize purchasing product if produced locally	No, would not purchase this product
Canned fruit	62	5	13	1
Bread	61	6	13	1
Dairy	61	4	9	1
Whole fresh fruits & vegetables	60	7	12	2
Canned vegetables	59	4	12	2
Minimally processed fresh vegetables	55	10	14	1
Meat	54	6	13	4
Frozen vegetables	54	9	14	3
Minimally processed fresh fruits	54	8	14	1
Frozen fruit	48	11	14	3
Canned beans/lentils	48	14	12	2
Sauces/dressings	45	8	12	3
Dehydrated fruit	30	15	10	6
Jams/jellies	27	6	9	11
Milled grains	16	9	11	10
Dried beans/lentils	14	16	9	10
Frozen soup base	11	19	10	11
Purees - fruits	9	14	7	19
Purees - vegetables	5	9	5	24
Dehydrated vegetables	5	14	7	14

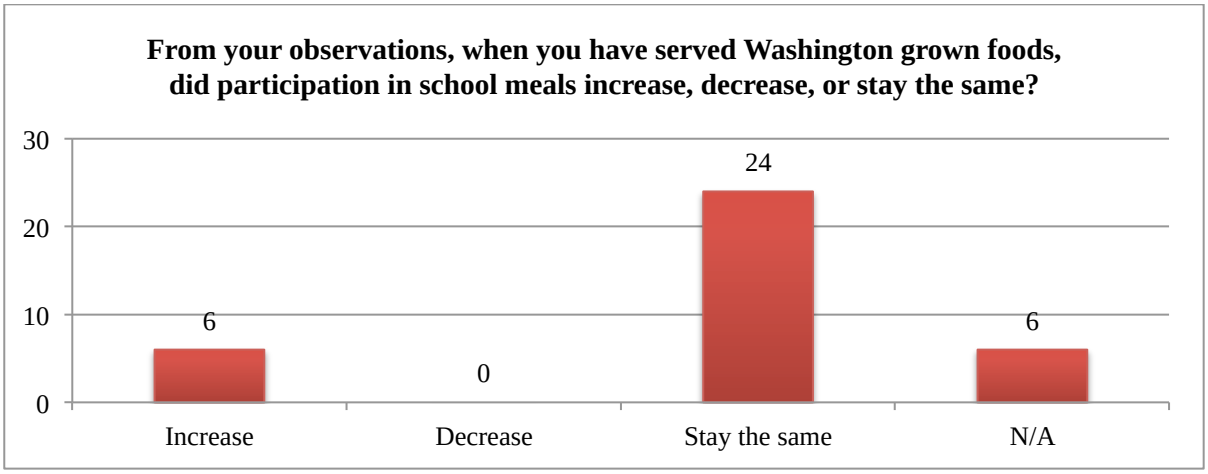
Appendix E

Reported amounts spend by different districts on farm-to-school produce from Washington farmers/ producers.

$0.00
$200.00
$200.00
$250.00
$300.00
$1,200.00
$1,200.00
$1,350.00
$1,500.00
$3,000.00
$4,000.00
$10,000.00
$20,000.00
$30,000.00
$40,000.00
$45,000.00
?
?
Unknown
Unknown
Donated Lentils

Appendix F

Question 37: From your observations, when you have served Washington grown foods, did participation in school meals increase, decrease, or stay the same? n=30 respondents.



Appendix G

2x2 contingency matrix

N/R: No response
Size: Total Enrollment
% FRPL: Percentage of students on free and reduced priced lunch
% White: Percentage of students of Caucasian descent

Question 11: Does your central kitchen currently process fresh fruits and vegetables (this may include cleaning, washing, cutting, or portioning from 'As Purchased' to 'Edible Portions')?

Actual

%FRPL	Yes	No	N/R	Total
1: ≤50%	14	8	8	30
2: >50%	12	1	13	26
Total	26	9	21	56

Expected χ^2 **0.034**

%FRPL	Yes	No	N/R	Total
1: ≤50%	13.93	4.82	11.25	30
2: >50%	12.07	4.18	9.75	26
Total	26	9	21	56

%White	Yes	No	N/R	Total
1: ≤50%	8	0	8	16
2: >50%	18	9	13	40
Total	26	9	21	56

%White	Yes	No	N/R	Total	**0.056**
1: ≤50%	7.43	2.57	6.00	16	
2: >50%	18.57	6.43	15.00	40	
Total	26	9	21	56	

Size	Yes	No	N/R	Total
1: ≤5000	20	4	13	37
2: >5000	6	5	8	19
Total	26	9	21	56

Size	Yes	No	N/R	Total	**0.072**
1: ≤5000	17.18	5.95	13.88	37	
2: >5000	8.82	3.05	7.13	19	
Total	26	9	21	56	

Question 21: Does your district purchase WA foods directly from farms?

Actual

%FRPL	Yes	No	N/R	Total
1: ≤50%	8	18	4	30
2: >50%	10	16	0	26
Total	18	34	4	56

Expected χ^2 **0.435**

%FRPL	Yes	No	N/R	Total
1: ≤50%	9.64	18.21	2.14	30
2: >50%	8.36	15.79	1.86	26
Total	18	34	4	56

%White	Yes	No	N/R	Total
1: ≤50%	5	11	0	16
2: >50%	13	23	4	40
Total	18	34	4	56

%White	Yes	No	N/R	Total	**0.621**
1: ≤50%	5.14	9.71	1.14	16	
2: >50%	12.86	24.29	2.86	40	
Total	18	34	4	56	

Size	Yes	No	N/R	Total
1: ≤5000	12	22	3	37
2: >5000	6	12	1	19
Total	18	34	4	56

Size	Yes	No	N/R	Total	**0.860**
1: ≤5000	11.89	22.46	2.64	37	
2: >5000	6.11	11.54	1.36	19	
Total	18	34	4	56	

Question 36: In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Budget Constraints

Actual

%FRPL	Yes	No	
1: ≤50%	16	14	30
2: >50%	11	15	26
	27	29	56

Expected

%FRPL	Yes	No	
1: ≤50%	14.46	15.54	30
2: >50%	12.54	13.46	26
	27	29	56

χ^2 **0.410**

%White	Yes	No	
1: ≤50%	6	10	16
2: >50%	21	19	40
	23	33	56

%White	Yes	No	
1: ≤50%	6.57	9.43	16
2: >50%	16.43	23.57	40
	23	33	56

0.134

Size	Yes	No	
1: ≤5,000	16	21	37
2: >5,000	11	8	19
	27	29	56

Size	Yes	No	
1: ≤5,000	17.84	19.16	37
2: >5,000	9.16	9.84	19
	27	29	56

0.299

Consistent availability of product

Actual

%FRPL	Yes	No	
1: ≤50%	19	11	30
2: >50%	19	7	26
	38	18	56

Expected

%FRPL	Yes	No	
1: ≤50%	20.36	9.64	30
2: >50%	17.64	8.36	26
	38	18	56

χ^2 **0.436**

%White	Yes	No	
1: ≤50%	12	4	16
2: >50%	26	14	40
	38	18	56

%White	Yes	No	
1: ≤50%	10.86	5.14	16
2: >50%	27.14	12.86	40
	38	18	56

0.469

Size	Yes	No	
1: ≤5,000	24	13	37
2: >5,000	14	5	19
	38	18	56

Size	Yes	No	
1: ≤5,000	25.11	11.89	37
2: >5,000	12.89	6.11	19
	38	18	56

0.503

Question 36 (continued): In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Consistent quality of product

Actual

%FRPL	Yes	No	
1: ≤50%	7	23	30
2: >50%	5	21	26
	12	44	56

Expected

%FRPL	Yes	No	
1: ≤50%	6.43	23.57	30
2: >50%	5.57	20.43	26
	12	44	56

χ^2 **0.709**

%White	Yes	No	
1: ≤50%	2	14	16
2: >50%	10	30	40
	12	44	56

%White	Yes	No	
1: ≤50%	3.43	12.57	16
2: >50%	8.57	31.43	40
	12	44	56

0.303

Size	Yes	No	
1: ≤5,000	5	32	37
2: >5,000	7	12	19
	12	44	56

Size	Yes	No	
1: ≤5,000	7.93	29.07	37
2: >5,000	4.07	14.93	19
	12	44	56

0.044

Distribution

Actual

%FRPL	Yes	No	
1: ≤50%	11	19	30
2: >50%	11	15	26
	22	34	56

Expected

%FRPL	Yes	No	
1: ≤50%	11.79	18.21	30
2: >50%	10.21	15.79	26
	22	34	56

χ^2 **0.666**

%White	Yes	No	
1: ≤50%	9	7	16
2: >50%	13	27	40
	22	34	56

%White	Yes	No	
1: ≤50%	6.29	9.71	16
2: >50%	15.71	24.29	40
	22	34	56

0.100

Size	Yes	No	
1: ≤5,000	12	25	37
2: >5,000	10	9	19
	22	34	56

Size	Yes	No	
1: ≤5,000	14.54	22.46	37
2: >5,000	7.46	11.54	19
	22	34	56

0.143

Question 36 (continued): In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Finding growers in my region

Actual

%FRPL	Yes	No	
1: ≤50%	10	20	30
2: >50%	13	13	26
	23	33	56

Expected

%FRPL	Yes	No	
1: ≤50%	12.32	17.68	30
2: >50%	10.68	15.32	26
	23	33	56

χ^2 **0.206**

%White	Yes	No	
1: ≤50%	8	8	16
2: >50%	15	25	40
	23	33	56

%White	Yes	No	
1: ≤50%	6.57	9.43	16
2: >50%	16.43	23.57	40
	23	33	56

0.390

Size	Yes	No	
1: ≤5,000	18	19	37
2: >5,000	5	14	19
	23	33	56

Size	Yes	No	
1: ≤5,000	15.20	21.80	37
2: >5,000	7.80	11.20	19
	23	33	56

0.108

Food safety and liability

Actual

%FRPL	Yes	No	
1: ≤50%	11	19	30
2: >50%	7	19	26
	18	38	56

Expected

%FRPL	Yes	No	
1: ≤50%	9.64	20.36	30
2: >50%	8.36	17.64	26
	18	38	56

χ^2 **0.436**

%White	Yes	No	
1: ≤50%	6	10	16
2: >50%	12	28	40
	18	38	56

%White	Yes	No	
1: ≤50%	5.14	10.86	16
2: >50%	12.86	27.14	40
	18	38	56

0.587

Size	Yes	No	
1: ≤5,000	10	27	37
2: >5,000	8	11	19
	18	38	56

Size	Yes	No	
1: ≤5,000	11.89	25.11	37
2: >5,000	6.11	12.89	19
	18	38	56

0.253

Question 36 (continued): In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Farms' capacity to do minimal food process

Actual

%FRPL	Yes	No	
1: ≤50%	10	20	30
2: >50%	7	19	26
	17	39	56

Expected

%FRPL	Yes	No	
1: ≤50%	9.11	20.89	30
2: >50%	7.89	18.11	26
	17	39	56

χ^2 **0.603**

%White	Yes	No	
1: ≤50%	6	10	16
2: >50%	11	29	40
	17	39	56

%White	Yes	No	
1: ≤50%	4.86	11.14	16
2: >50%	12.14	27.86	40
	17	39	56

0.462

Size	Yes	No	
1: ≤5,000	9	28	37
2: >5,000	8	11	19
	17	39	56

Size	Yes	No	
1: ≤5,000	11.23	25.77	37
2: >5,000	5.77	13.23	19
	17	39	56

0.171

School district's capacity to do minimal food processing

Actual

%FRPL	Yes	No	
1: ≤50%	7	23	30
2: >50%	2	24	26
	9	47	56

Expected

%FRPL	Yes	No	
1: ≤50%	4.82	25.18	30
2: >50%	4.18	21.82	26
	9	47	56

χ^2 **0.112**

%White	Yes	No	
1: ≤50%	0	16	16
2: >50%	9	31	40
	7	47	56

%White	Yes	No	
1: ≤50%	2	13.43	16
2: >50%	5	33.57	40
	7	47	56

0.015

Size	Yes	No	
1: ≤5,000	5	32	37
2: >5,000	4	15	19
	9	47	56

Size	Yes	No	
1: ≤5,000	5.95	31.05	37
2: >5,000	3.05	15.95	19
	9	47	56

0.467

Question 36 (continued): In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Seasonality constraints

Actual

%FRPL	Yes	No	
1: ≤50%	16	14	30
2: >50%	13	13	26
	29	27	56

Expected

%FRPL	Yes	No	
1: ≤50%	15.54	14.46	30
2: >50%	13.46	12.54	26
	29	27	56

χ^2 **0.803**

%White	Yes	No	
1: ≤50%	9	7	16
2: >50%	20	20	40
	29	27	56

%White	Yes	No	
1: ≤50%	8.29	7.71	16
2: >50%	20.71	19.29	40
	29	27	56

0.672

Size	Yes	No	
1: ≤5,000	21	16	37
2: >5,000	8	11	19
	29	27	56

Size	Yes	No	
1: ≤5,000	19.16	17.84	37
2: >5,000	9.84	9.16	19
	29	27	56

0.299

Volume requirements too large

Actual

%FRPL	Yes	No	
1: ≤50%	4	26	30
2: >50%	5	21	26
	9	47	56

Expected

%FRPL	Yes	No	
1: ≤50%	4.82	25.18	30
2: >50%	4.18	21.82	26
	9	47	56

χ^2 **0.549**

%White	Yes	No	
1: ≤50%	2	14	16
2: >50%	7	33	40
	9	47	56

%White	Yes	No	
1: ≤50%	2.57	13.43	16
2: >50%	6.43	33.57	40
	9	47	56

0.645

Size	Yes	No	
1: ≤5,000	3	34	37
2: >5,000	6	13	19
	9	47	56

Size	Yes	No	
1: ≤5,000	5.95	31.05	37
2: >5,000	3.05	15.95	19
	9	47	56

0.024

Question 36 (continued): In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

Volume requirements too small

Actual

%FRPL	Yes	No	
1: ≤50%	1	29	30
2: >50%	3	23	26
	4	52	56

Expected

%FRPL	Yes	No	
1: ≤50%	2.14	27.86	30
2: >50%	1.86	24.14	26
	4	52	56

χ^2 **0.234**

%White	Yes	No	
1: ≤50%	2	14	16
2: >50%	2	38	40
	4	52	56

%White	Yes	No	
1: ≤50%	1.14	14.86	16
2: >50%	2.86	37.14	40
	4	52	56

0.325

Size	Yes	No	Total
1: ≤5,000	3	34	37
2: >5,000	1	18	19
	4	52	56

Size	Yes	No	Total
1: ≤5,000	2.64	34.36	37
2: >5,000	1.36	17.64	19
	4	52	56

0.696

Appendix H

Farm-to-school practices of each individual state

Colorado (1)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/ veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
70 (39%)	384,504 lunches daily, 111,061 breakfasts	41%	Yes (no specific % provided)	Apples, lettuce, carrots, bananas, oranges (all but bananas & oranges purchased locally)	Youth farmers markets, farm & market visits, in class food education, nutrition education, cooking classes, school gardens	Increased fruit & veggie preference, greater awareness of in-season produce, awareness of environment, fresher products	Costs, lack of facilities, transport & storage, inadequate staffing, no central warehouse or kitchen.	Not Available.	• Spark Policy Institute • Healthy Community Food Systems • Real Food Colorado • Growe Foundation • CO Dept of Ag (funding)

Iowa (2)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
13 public, 5 parochial	16 schools serve lunch (48-1680 daily), 15 serve breakfast (12-300 daily)	44%	88% Very Likely, 12% Somewhat Likely (local vegetables), 50% Very likely, 38% somewhat likely (local fruits)	Apples, bananas, melon, grapes, salad mix, baby carrots, broccoli florets, corn, green beans, spinach	School gardens, farm tours, using Iowa F2S website in classes	Support local economy, support IA farms, know the source of products, good PR, increase student access to fresh produce	Product costs, adequacy, reliability, quality of supply, liability, safety concerns, logistical challenges	Not Available.	• IA Dept of Ag & Land Stewardship • IA Dept of Ed • IA Farm to School Council

Farm-to-school practices of each individual state (continued)

Minnesota (3)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
165 (50%)	Not Available	123 districts engaged in FTS, 86 districts purchase some MN-grown	49 will keep participation the same, 68 will increase F2S efforts	Apples, cucumbers, tomatoes, potatoes, winter squash (all purchased locally)	F2S education, school gardens, composting, using school garden produce in meals, F2S week, farm tours	Not Available	Extra equipment & prep time required, costs, difficulty sourcing farmers & products, food safety, liability concerns, multiple orders & invoices	Strategies for engaging teachers, students & community, F2S recipes, help connecting with farmers, Intro F2S Training, hands-on food prep training	• Institute for Ag and Trade Policy • MN School Nutrition Assoc • U of MN Extension • U of MN Regional Sustainable Develop-ment Partnerships

Missouri (4)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
421 (56%)	Not Available	13.3%	81.1% very likely to purchase locally grown food from a vendor in the future, 52.1% very likely to purchase from farmer directly	Apples, melons, cucumbers, tomatoes and peppers	Farm visits, school gardens, taste-testing, in-class education	Support local economy, community & farmers; help children & adults have healthier diets, good for school PR, better flavor, comes from a known source.	Inadequate supply in local area, cost, reliability, seasonality, delivery issues, quality/ consistency of products	Help connect with farmers/ directory of local farms, clarify regulations, examples & peer info, info & newsletters to share with students & families, promo materials for cafeterias, hands-on workshops, recipes, website with best practices	• MO Univ Extension • MO Dept of Ag • MO Dept of Health & Sr Services • St Louis Food Policy Council • MO Dept of Education • MO Council for Activity & Nutrition

Farm-to-school practices of each individual state (continued)

New Jersey (5)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/ veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
193 (28.5%)	55.6% serve 101-1000, 37.6% > 1000	6%	7.7% will keep FTS effort same level, 19.7% will expand existing FTS effort	Apples, tomatoes, peppers, cantaloupe, watermelon purchased locally	F2S promotions in cafeteria, farm visits, class activities, videos, school gardens, growing in classrooms	Not Available	Liability/food safety concerns, costs, product quality concerns, difficulty finding local farms & products	e-newsletters, nutrition information, foodservice/ hands-on trainings, classroom education materials, blog, listserv	• NE Organic Farming Assoc • NJ Farm Bureau • NJ Ag Society • Slow Food NJ • NJ Dept of Ag

Oklahoma (6)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (% of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/ veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
276	<500 (65%), 500-1000 (18%), 1000-2500 (10%), 2500-5000 (3%), 5000-100,000 (1.5%), >10,000 (2%)	233 schools	Not Available	Not Available	Not Available	Not Available	Cost, delivery issues, seasonality, health concerns/food safety, product availability and freshness	Not Available	• USDA • Ag in the Classroom • OSU Cooperative Extension Services • OK Food Policy Council • Langston Univ Extension • OK State Dept of Ed • Dept of Defense

Farm-to-school practices of each individual state (continued)

Pennsylvania (7)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/ veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
182 urban, 196 rural (75%)	Not Available	34%	17% have begun looking at/expanding local purchasing	Celery, lettuce, carrots, tomatoes, apples	Farm & market visits, farmer visits to schools, agricultural/ nutrition education in-class, school gardens	Increased support of PA businesses, support local economy, enhance school district PR, know more about local food sources, preserve open space & environment	Seasonal availability, inadequate supply, inconsistent quality, HACCP compliance issues/liabilit y/safety, delivery issues.	Directory of local providers, better health & safety info, clarification of regulations, assistance in developing systems for purchasing from multiple vendors, guidebook/ manual on sourcing local foods.	• PA Dept of Ag • PA Dept of Education • Penn State • PA Farm Bureau • The Food Trust • Center for Rural PA • PA Assoc for Sustainable Ag

Vermont (8-11)									
# of school districts represented by survey (response rate)	# of students served daily by school meal program (or % of student body)	Participate in F2S Program/ Purchase locally (% respond as yes)	Intend to purchase locally produced products again in coming year	Top whole fruits/ veggies purchased	F2S Efforts Initiated in Past 3 Years to Connect Students to Agriculture	(Perceived) Benefits of Local Purchasing	Top Concerns or Barriers to Purchasing Locally	Tools Desired to Aid with F2S Imple-mentation	Key Partners
Not Available	55% of all students each lunch daily, 17% eat breakfast daily.	FEED locally purchasing report shows 12.5% of all total fresh produce sales went to schools	Not Available	Apples, lettuce and tomatoes purchased locally	Composting, taste-testing, meet a farmer	Higher quality food, believe that local is fresher, desire to teach and support state history of farming & bring kids onto farms, local interest/ community demand.	Limited supply, seasonality, costs, transpor-tation costs, lack of knowledge of local farms, inadequate definition of what's "local"	Not Available	• VT Food Education Every Day (FEED) • Green Mountain F2S • VT Agency of Ag (funding/ grants) • Upper Valley F2S • Windham Country F2S Program

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Appendix I

Areas not covered by the WSDA survey

	Questions/ Areas Covered that WSDA did NOT cover
Colorado (2011)	Separate questions asked for specific participation in key activities, such as school gardens, farm visits, etc. (rather than just asking to check a box, such as in WSDA #8)
	Barriers to purchasing were segmented by those who already purchase direct from farms, and those who do not. Respondents were asked to rank specific answers provided in the survey as options (e.g. cost prohibitive, lack cool storage, lack central kitchen, etc.)
Iowa (2008-09)	Do you have salad bars in your district? (Note, this Q didn't ask for a % of schools who have them, which would probably be best way to phrase it)
	How is your school food service managed (e.g. contact provider, self-managed, etc.)
	Do you sell fresh fruits and veggies a la carte in your district? Also, do you sell these via vending machine?
	The following is a list of equipment helpful in preparing and serving fresh fruits and vegetables. For each piece of equipment, please select the appropriate response for your primary kitchen. List of kitchen tools and answers of "have enough", "don't have", "have but need more", and "don't have but need" were provided.
	In your district, how many schools do all, part, or none of the meal preparation on site?
	What would motivate you to increase the use of local foods in your district? (Please select all that apply. List of responses included More products available partially processed, assurances of food safety, financial incentives, etc. See IA survey Q # 28 for specifics)
Minnesota (2011)	How would you rate your experience purchasing food directly from a farmer or producer-owned business (Scale of 1-7)
	Which of the following Minnesota-grown food items did you use during the 2010 calendar year? Please rate the overall level of success you experienced with that food item
	Did you purchase foods from neighboring states during calendar year 2010?
	Overall, how would you rate the quality of the Farm to School foods you used in 2010?
	What dollar amount of MN-grown produce did you purchase in 2010? (ranges were provided)
	Overall, what is the impact on your school meal participation on days when Farm to School foods are served?
	Overall, how does the amount of food wasted by students differ between Farm to School foods and other foods?
	Do students increase their consumption of fruits and vegetables when those foods are part of your Farm to School program?
	Have students selected and consumed Farm to School foods that you thought they wouldn't eat?
	How would you describe the feedback you have received about your Farm to School activities from: a) school food service staff, b) students, c) parents, d) teachers/administrators, e) community, f) Farmers/producers. Categories were provided including Very positive, positive, neutral and so on.

Areas not covered by the WSDA survey (continued)

Missouri (2010)	Besides asking schools if they had a salad bar in the schools, they asked schools if they offered pre-made salads & a la cart fresh fruit & veggie options
	Does your school staff have the skills that are needed to prepare and process fresh fruits and veggie (i.e. knife skills, cooking skills, safe food handling skills). If not, is your staff willing to be trained as to how to prepare these foods?
	What types of kitchen equipment is most often used to prepare and serve fresh produce? Would you need additional equipment?
	Asked about the factors that would motivate school directors to purchase and use more locally grown foods (i.e. financial incentives, a central place to order from multiple farms, having more growers/producers in the area, etc.)
	What resources would be helpful for increasing the school's use of locally grown foods (i.e. newsletters for families, examples from other institutions, face-to-face workshops)?
New Jersey	
Oklahoma (2008)	Avg. number of students served daily
	% of food budget allocated to fresh produce
	Is documentation required for small, local farmers to distribute their produce?
	Program participation according to school district size
	Delivery frequency of produce according to school district size
Pennsylvania (2008)	Questioned the food service director's knowledge about FTS, itself, as a program. Did they know what the program was? Who it benefited? What it entails?
	Percentage of food cooked in the kitchen that is from scratch versus pre-cooked, pre-made meals?
	What factors would increase the likelihood that you would purchase from a local vendor (i.e. competitively priced foods, financial incentives, more readily available foods, having one place to order from multiple farmers, etc.)?
	What would be the top informational resources that would be of assistance in local food purchasing decisions? Ex. a list of local suppliers/food products, better safety information re: local foods, assistance in developing a system for buying from multiple sources, guidebooks/manuals, etc.
	PA did mini case studies on a few of the schools in their state - just a more in depth interview as to how the FTS initiative was going and what the barriers/obstacles were. This may be a good idea to help us determine what helps/hinders the WA schools in varying locations/sizes
Vermont	Has fruit and vegetable consumption gone up since program inception?
	What % of students participates in the National School Lunch Program?
	What nutrition-related activities do students engage in outside of school (i.e. composting, meet a farmer, taste testing, working in the family garden)
	Enjoyment of cafeteria-prepared food (Yes, Sort Of, Not Really, No Way)
	Have you added fruit and vegetable preparation equipment since implementing Farm to School programs?
	% of students who buy breakfast and/or lunch at school?

Appendix J

References for Best Practices

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Appendix K

Policy Brief for the Community

WSDA Farm-to-School Program

A 2012 Policy Brief for the Community

Connecting Farmers, Schools & Health

Washington State's Farm-to-School Program is dedicated to fostering relationships between schools and agricultural producers in our state. The Program aims to support expanding economic opportunities for farmers while educating students about the connections between food, farming, health, and the environment. Administered by WSDA, in coordination with the WSDA Small Farms & Direct Marketing Program, the Office of the Superintendent of Public Instruction, WSU Small Farms Team and other partners around the state, the Program provides information, inspiration, assistance, and policy solutions for those working to supply healthy Washington-grown food and related education to youth in our State.

Since the passage of the National School Lunch Act in 1946, key legislation has played an essential role in providing our Nation's children with access to healthier meals. Farm-to-School is one such initiative that is targeted at providing children with nutritious diet; at the same time it improves the local economy by encouraging farmers to sell their fresh produce to schools. More than 30 million children nationwide eat school food five days a week, 180 days a year. When schools can improve the health of children, develop new marketing opportunities for farmers, and support the local economy, everyone benefits.

2011 WSDA Farm-to-School Survey Results

In its ongoing efforts to assess the interest, capacity and needs of the area's agricultural providers and school systems, and provide advice, informational resources and technical assistance to its partners, the WSDA Farm-to-School team fielded an online survey in April 2011. The survey, conducted among Washington State School Food Service Directors, sought to identify trends in local Farm-to-School programs, identify capacity gaps and technical needs, and learn about program successes and challenges. The survey data will be used to:

- ✓ Identify Core Areas of Program Focus
- ✓ Develop New Offerings & Resources
- ✓ Spotlight Regional Success Stories as Educational Tools

Highlights of findings from the study follow below.

Interest in Buying Local is High

Locally produced crops are very popular in Washinton State schools. Survey respondents report that 4 of the 10 most commonly purchased fruits and vegetables are grown in Washington State, offering significant economic opportunities for local farms. Other findings include:

- ✓ The majority of schools serve Washington grown foods in schools meals
- ✓ More than half of respondents currently purchase foods directly from Washington agricultural producers
- ✓ Two-thirds of school districts (that do not yet do so) are willing to purchase locally grown produce
- ✓ Respondent schools cite a variety of benefits of local purchasing, including supporting the local economy, enhanced community relations, and ability to offer fresher and healthier produce for school meals.

Capacity Exists (but may be limited)

Preparation of whole produce requires additional capacity over and above what many schools are currently equipped with. Many districts are accustomed to receiving pre-washed or pre-cut produce, and to wash, cut, process and cook whole vegetables may require additional staff, equipment and resources. However, based on the survey, the picture in Washington schools is promising.

- ✓ The majority of respondent districts operate central kitchens with the capacity to process fresh fruits and vegetables
- ✓ Salad bars are also available in the majority of districts, offering avenues for serving a wide variety of Washington grown produce

Schools Are Creative & Resourceful

While resources may be limited, many school districts are embracing Farm-to-School and finding unique ways to promote locally produced food to students, educators and local school communities. About half of survey respondents report that they do one or more of the following:

- ✓ Spotlight locally grown food when it is served in schools
- ✓ Provide education about Washington State food and agriculture
- ✓ Cultivate school gardens
- ✓ Visit farms and farmer's markets
- ✓ Invite parents and other community members to get involved
- ✓ Participation in Taste Washington day

Additional Resources Are Still Needed

While Farm-to-School is spreading rapidly in Washington, and participants are seeing exciting successes, more can be done to connect local growers to schools, enable schools to more readily purchase and prepare local produce, and deliver important nutrition information to our state's school children. Some of the areas identified for further training, capacity and resources include:

- ✓ Additional training for school food service teams on the purchase and preparation of locally produced products
- ✓ Connections between farms and schools; directories of providers, streamlined purchasing, etc.
- ✓ Increased capacity of schools to store, prepare and serve local produce
- ✓ Nutritional education materials for schools
- ✓ Avenues for participants to share best practices, tools and needs

Understandably, the WSDA cannot address all of these issues alone; it will require continued partnership and collaboration statewide between educational organizations and schools, producers, community members, and policy makers. A thriving Farm-to-School program can help build healthy habits that last a lifetime, expand opportunities for local growers, and create an environment for all kinds of good things to grow!

Prepared by students from the **University of Washington Graduate Program in Nutritional Sciences**
March 2012

Appendix L

Policy Brief for the Washington State Department of Agriculture (WSDA)

WSDA Farm-to-School Program

A 2012 Policy Brief for the WSDA

Connecting Farmers, Schools & Health

Washington State's Farm-to-School Program is dedicated to fostering relationships between schools and agricultural producers in our state. The Program aims to support expanding economic opportunities for farmers while educating students about the connections between food, farming, health, and the environment. When schools can improve the health of children, develop new marketing opportunities for farmers, and support the local economy, everyone benefits.

2011 WSDA Farm-to-School Survey Results

The WSDA Farm-to-School team fielded an online survey in April 2011 among Washington State School Food Service Directors in order to identify trends in local Farm-to-School programs, identify capacity gaps and technical needs, and learn about program successes and challenges. The survey data will be used to:

- ✓ Identify Core Areas of Program Focus.
- ✓ Develop New Offerings & Resources.
- ✓ Spotlight Regional Success Stories as Educational Tools.

Highlights of findings from the study follow below.

Building a Knowledge Base

Many respondents wanted to know more about what farm products are available in their region, how they can incorporate them into seasonal recipes and menu plans, and how they can make local farm products work into their district's budgets. Training assistance in these areas could help expand the Farm-to-School program and build potential markets for Washington farmers. Many districts would also benefit from training in:

- ✓ Food safety requirements for vendors of both whole and processed farm products.
- ✓ Good agriculture practices (GAP).
- ✓ Food preparation and safety.
- ✓ Basic nutrition for foodservice workers and teaching staff.

Growing School & Community Connections

Connecting school programs to food service can increase student awareness of farm-to-school programs and help build desire for increased participation. Respondents expressed interest in connecting food service to culinary arts and horticultural programs, cooking classes, school gardens and sustainability programs. Help is needed to bridge these gaps. More ways to help:

- ✓ Implement collaborative activities that are currently under-represented yet have a strong interest. For example, nutrition education, inviting farmers to schools and hosting harvest or farmer's market events.
- ✓ Expand training beyond the school cafeteria by helping teachers offer nutrition education to students and school staff host nutrition events.
- ✓ Facilitate programs like "Taste Washington Day," school gardens and school-to-farm field trips.

The vast majority of respondents who have purchased local foods for their districts report that the experience was a positive one…and that they plan to buy local again!

See the complete report at: *http://courses.washington.edu/nutr531/FTS_2012/FTS_2012.htm*

Breaking Down Barriers

The top real-or-perceived barriers to participating in a Farm-to School program are consistent availability of local products, seasonality limitations and budget constraints. At the same time, many respondents perceived that buying local farm products is good for the local economy and a way to ensure high-quality produce. They were also interested in working with farmers during the off-season to plan for future seasons of crops for the schools. To bust barriers:

- ✓ Recruit farms that can supply top-demanded produce picks.
- ✓ Link schools to farms based on demand-and-supply through farm directories, networks and other "matchmaking" tools.
- ✓ Mitigate seasonality and other availability constraints by encouraging purchases from multiple farms or by facilitation formation of farmer co-ops.
- ✓ Evaluate procurement practices quarterly to identify success stories and areas for further improvement.

Expanding on Existing Capacity

Most respondents serve Washington-grown foods in school meals even if they don't also purchase foods directly from Washington producers. Because the majority of respondents operate a central kitchen with the capacity to process fresh fruits and vegetables and can work with whole produce on a regular or occasional basis, this expands the market for local farmers regardless of whether they themselves have the capacity to sell minimally processed produce. Other opportunities for expansion:

- ✓ Match the 1/3 of districts that prefer produce that has already undergone some minimal processing with farmers who can accommodate.
- ✓ Help farmers develop capacity to offer popular minimally processed produce items like shredded lettuce, salad greens and apple slices.
- ✓ Provide training for school foodservice employees on how to efficiently work with whole fruits and vegetables.

Marketing the Farm-to-School Message

Many districts are participating in Farm-to-School, and seeing the benefits of it, but there's plenty of room for more schools and more farms to get on board. Schools—and farmers—would benefit from marketing materials and programs that can help spread the good word about Farm-to-School, including:

- ✓ Newsletters, e-newsletters and other informational materials that promote Farm-to-School and highlight products available from Washington farms at different times of the year—and what to do with them.
- ✓ Fun, visual cafeteria displays spotlighting Washington-grown products.
- ✓ Tools for assessing the impact of serving and promoting Washington-grown foods on student participation in school meal programs.

Understandably, the WSDA cannot address all of these issues alone; it will require continued partnership and collaboration statewide between educational organizations and schools, producers, community members, and policy makers. A thriving Farm-to-School program can help build healthy habits that last a lifetime, expand opportunities for local growers, and create an environment for all kinds of good things to grow!

Prepared by students from the **University of Washington Graduate Program in Nutritional Sciences**
March 2012

Appendix M

Policy Brief for the Farming Community

WSDA Farm-to-School Program

A 2012 Policy Brief for the Farming Community

Connecting Farmers, Schools & Health

Washington State's Farm-to-School Program is dedicated to fostering relationships between schools and agricultural producers in our state. The program aims to support expanding economic opportunities for farmers while educating students about the connections between food, farming, health, and the environment. Administered by WSDA, in coordination with the WSDA Small Farms & Direct Marketing Program, the Office of the Superintendent of Public Instruction, WSU Small Farms Team and other partners around the state, the program provides information, inspiration, assistance, and policy solutions for those working to supply healthy Washington-grown food and related education to youth in our state.

The WSDA Farm-to-School team fielded an online survey in April 2011 to assess the interest, capacity and needs of the area's agricultural providers and school systems. The survey, conducted among Washington State School Food Service Directors, sought to identify trends in local Farm-to-School programs, identify capacity gaps and technical needs, and learn about program successes and challenges. The survey data will be used to:

- ✓ Identify Core Areas of Program Focus
- ✓ Develop New Offerings & Resources
- ✓ Spotlight Regional Success Stories as Educational Tools

Highlights of findings from the study, including recommendations for the farming community, follow:

1. What Are Schools Willing to Purchase?

Our survey told us that the most commonly purchased fruits and vegetables in the schools are apples, shredded lettuce and broccoli. **Four of the top ten** fruits and vegetables listed by school directors as their top picks are part of top ten most commonly grown crops here in Washington:

- ✓ Apples
- ✓ Pears
- ✓ Potatoes
- ✓ Grapes

This presents an opportunity for growth and delivery of Washington-grown produce in our state schools, as there is demand for Washington-grown products. Survey results showed that 2/3 of survey respondents are willing to purchase locally. Only 28% have not purchased from WA farms. The top crops they are willing to purchase locally include apples, pears, grapes, blueberries, strawberries, lettuce, broccoli, carrots, salad mix, corn and cauliflower. We are therefore recruiting farms that source these top crops for our schools – partner with us!

2. Schools Have Capacity for Your Produce

Schools are ready, willing and able to get dirty in their kitchens. Via our survey, respondents indicated that they have the capacity to work with whole produce in their kitchens on a regular or on an occasional basis. As participation in Free and Reduced Price Lunch by students increases in a school district, this capacity for production rises in tandem. In addition, 2/3 of respondents indicated their ability to purchase produce directly from a farmer on short notice – good news for those that are able to sell produce at a moment's notice.

3. Seasonality and Availability

More than 75% of survey respondents stated they were interested in working with farmers to ensure their school could obtain the foods that they need. They also cited their need for increased knowledge around produce seasonality and availability. Initiating and continuing to hold conversations with schools regarding seasonality and availability will keep those schools coming back to you as a source – if they can rely on your deliverables, and you deliver beautiful strawberries each June, you've gained a loyal customer in your local school.

- ✓ Plan ahead and discuss the growing season with your local schools to determine their produce needs
- ✓ Keep communication lines open and inform schools if produce growing dates may be delayed
- ✓ Provide schools with materials regarding seasonality of fruits and vegetables

4. Our Kitchen is Your Kitchen

Many schools have kitchen facilities available for use by farmers and producers – school kitchens need not only be for production of school breakfasts and lunches. Twenty-five respondents to the 2011 survey were willing to rent out district kitchen space to others after school hours. This presents an invaluable opportunity for small producers of jams, pickles, sauces, etc. that may not have access to commercial-grade kitchens. Are you one of these small producers? If so:

- ✓ Reach out to your local schools to see if they are willing to share space
- ✓ Arrange dates and times for use of your local school's kitchen
- ✓ Watch your business grow!

5. Schools Want to Befriend Farmers

Half of survey respondents indicated an interest in learning more about Washington farms, in addition to learning about produce seasonality. Engaging with your local school to plan field trips for students to your farm will likely result in sales of your produce in the long run. Other educational exchanges follow:

- ✓ Lead a classroom on a tour of a local farmers' market
- ✓ Visit a classroom; provide a lesson on the produce grown on your farm
- ✓ Teach children about organic and sustainable farming practices
- ✓ Conduct a lesson for the children on food safety

There are several opportunities outlined above for taking your partnership with schools to the next level as part of a successful Farm-to-School program. A thriving Farm-to-School program can help build healthy habits that last a lifetime, expand opportunities for local growers, and create an environment for all kinds of good things to grow!

Prepared by students from the **University of Washington Graduate Program in Nutritional Sciences**
March 2012

Appendix N

Policy Brief for the Advocates

WSDA Farm-to-School Program

A 2012 Advocate Policy Brief

Connecting Farmers, Schools & Health

Washington State's Farm-to-School Program is a component of the Local Farms-Healthy Kids Act that was passed in 2008 by a nearly unanimous vote. This legislative act generated provisions around farm to school efforts and included the creation of a farm to school program to support the purchase of Washington grown produce for schools. The Program aims to support expanding economic opportunities for farmers while providing nutritious and local foods to students. Administered by WSDA, in coordination with the WSDA Small Farms & Direct Marketing Program, the Office of the Superintendent of Public Instruction, WSU Small Farms Team and other partners around the state, the Program provides information, inspiration, assistance, and policy solutions for those working to supply healthy Washington-grown food and related education to youth in our State.

Since the passage of the National School Lunch Act in 1946, key legislation has played an essential role in providing our Nation's children with access to healthier meals. Farm-to-School is one such initiative that is targeted at providing children with nutritious diet; at the same time it improves the local economy by encouraging farmers to sell their fresh produce to schools. More than 30 million children nationwide eat school food five days a week, 180 days a year. When schools can improve the health of children, develop new marketing opportunities for farmers, and support the local economy, everyone benefits.

2011 WSDA Farm-to-School Survey Results

In its ongoing efforts to assess the interest, capacity and needs of the area's agricultural providers and school systems, and provide advice, informational resources and technical assistance to its partners, the WSDA Farm-to-School team fielded an online survey in April 2011. The survey, conducted among Washington State School Food Service Directors, sought to identify trends in local Farm-to-School programs, identify capacity gaps and technical needs, and learn about program successes and challenges. The survey data will be used to:

- ✓ Identify Core Areas of Program Focus
- ✓ Develop New Offerings & Resources
- ✓ Spotlight Regional Success Stories as Educational Tools

Highlights of findings from the study follow below.

Top Whole Fruits and Veggies*

Apples, Oranges, Broccoli, Carrots, Banana, Cucumbers, Potatoes, Lettuce, Pears, Grapes

Purchased in 2009-2010 school year

Interest in Buying Local is High

Locally produced crops are currently very popular in Washington State schools. The survey responses show that 4 of the 10 most commonly purchased fruits and vegetables, including apples, pears, potatoes and grapes are also part of the top 10 commodity crops grown in Washington State, offering significant economic opportunities for state agriculture and provides logistical benefits. Other findings include:

- ✓ Approximately two-thirds of school districts are willing to purchase locally grown produce, and in some instances the date shows willingness to purchase local foods is greater than current purchasing habits.

See the complete report at: *http://courses.washington.edu/nutr531/FTS_2012/FTS_2012.htm*

- ✓ All of the respondents that have purchased locally grown produce directly from farmers and producers said they would do it again.
- ✓ Respondent top perceived benefits of local purchasing, including supporting the local economy, enhanced community relations, and ability to offer fresher and healthier produce for school meals.

Strengthen Connections

Washington State has rich soils, diverse climates and large-scale irrigation systems that make our state one of the most productive growing regions in the nation, enabling farmers to produce some 300 crops each year. Indeed, Washington has been nicknamed "the fruit basket" of America. In fact, a promising finding was that compared to other state's farm to school programs, Washington State school districts did not identify "inadequate supply in local area" as a barrier. The following recommendations support the necessary strengthening of connections between our states valuable agricultural resources and the farm to school program.

- ✓ Development of on-line small farm directories, "matchmaking" tools and other networks to link schools and farm suppliers more succinctly.
- ✓ Focus resources and efforts on the 47 school districts that are not currently purchasing food directly from Washington farmers.
- ✓ Continue efforts around the "Befriend your farmer" programs to support interpersonal connections and foster community.

Schools Need Further Support

The top five perceived barriers to serving Washington grown food in school districts included consistent availability of product (n=45), seasonality constraints (n=35), budget constraints (n=32), finding growers in my region (n=30) and distribution (n=28). Based on the survey further development of programs and training efforts to address key barriers will help support overall success of farm to school efforts in Washington State school districts.

- ✓ Training around availability of regional farm products identified as a need
- ✓ Assistance with seasonal recipes and menu planning would help with seasonality concerns
- ✓ Farm to school advocates need to assist in securing supplemental funding opportunities
- ✓ Rapidly changing procurement legislation has resulted in some confusion; procurement support tools could help streamline purchasing. Consideration around incentivized local purchasing is recommended.

Policy Leverage

All school districts are required to have a child wellness policy. Amendment of current school wellness policies to include farm to school initiatives will help dovetail efforts and more efficiently support both programs that can support the improved health of our youth.

The WSDA will need focused advocate support to generate continued partnership and collaboration statewide between educational organizations and schools, producers, community members, and policy makers. A thriving Farm-to-School program can have far reaching beneficial effects across the entire state, supporting local economy, health and community.

Prepared by students from the **University of Washington Graduate Program in Nutritional Sciences**
March 2012

Appendix O

Policy Brief for the Schools

WSDA Farm-to-School Program

A 2012 School Policy Brief

Connecting Farmers, Schools & Health

Farm-to-School is targeted at providing children with a nutritious diet; at the same time it improves the local economy by encouraging farmers to sell their fresh produce to schools. More than 30 million children nationwide eat school meals five days a week, 180 days a year. When schools can improve the health of children, develop new marketing opportunities for farmers, and support the local economy, everyone benefits.

2011 WSDA Farm-to-School Survey Results

The WSDA Farm-to-School team fielded an online survey in April 2011. The survey, conducted among Washington State School Food Service Directors, sought to identify trends in local Farm-to-School programs, identify capacity gaps and technical needs, and learn about program successes and challenges. The survey data will be used to:

- ✓ Identify Core Areas of Program Focus
- ✓ Develop New Offerings
- ✓ Resources
- ✓ Spotlight Regional Success Stories as Educational Tools

Highlights of findings from the study and recommendations for schools follow below:

Benefits of Farm-to-School

While initiation of a Farm-to-School program at your school may first appear like a daunting task, do not fear! Many schools and districts around the country including Washington State have already implemented and ran a successful program with many added benefits! Some of these include:

- ✓ Enhancing learning and education in the classroom, which can be incorporated outside of school
- ✓ Supporting the local economy
- ✓ Increasing community relations
- ✓ Higher food quality in schools

All school districts that responded said they would purchase locally again!

Education in Schools

The Farm-to-School program is more than just incorporating locally grown food into student lunches and snacks. It is about increasing the education and awareness of healthy eating, sustainability, and the local environment, which the students can integrate into their own lives. Many schools already offer various types of collaborative education programs and others are of great interests that have been shown to be very successful in other state's programs.

- ✓ Currently, the majority of schools responded that they provide education on WA food and agriculture, planting school gardens, and participate in Taste WA day
- ✓ The least implemented programs but of the most interest are: nutrition education, culinary arts, and horticulture education
- ✓ In addition, programs that have shown to work well in other states include: school gardens, nutrition education, inviting farmers to schools, and hosting a famer's market

Community Involvement

A great way to boost the success of the Farm-to-School program is by getting involved in the community. This tactic can help marketing Farm-to-School in schools, collaborative efforts with other districts and farmers as well gain support and guidance from other helpful resources. Some ways to get involved are:

- ✓ Befriend Your Farmers
- ✓ Food Co-ops with other districts
- ✓ Marketing in Schools
- ✓ Involve parents
- ✓ Local leadership resources: University of Washington, WA Partners in Action, Food Corps, Within Reach, WA Sustainable Food and Farming Network…

Tools for Schools!

In order to run a successful program, schools found that one of their biggest concerns was the limited capacity for kitchen space and processing. Luckily, 60% of individual school site kitchens have the capacity for processing fresh fruits and vegetables, while only 44% of districts with central kitchens currently processed fruits and vegetables. Therefore, the capacity is there to process incoming fruits and vegetables from a Farm-to-School program. Additionally, other recommendations we found useful were:

- ✓ Training of staff which included teachers, foodservice personnel and school staff in order to carry out nutrition education, food processing, and implementation of school programs.
- ✓ Regular Evaluation of Farm to School in order to assess its growth and make any necessary changes
- ✓ For those with limited kitchen processing capacity work with a larger school district that has central kitchens with the capacity to process incoming fruits and vegetables.

There are many reasons to start a Farm-to-School program and with the help of your community and local resources it can become a very successful and educational part of your school. A thriving Farm-to-School program can help build healthy habits that last a lifetime, expand opportunities for local growers, and create an environment for all kinds of good things to grow!

Prepared by students from the **University of Washington Graduate Program in Nutritional Sciences**
March 2012

Appendix P

WSDA Farm-to-School Survey: School Nutrition Directors 2011

WSDA Farm-to-School Survey: School Nutrition Directors 2011

1. WSDA Farm-to-School Survey – School Nutrition Directors 2011

The Washington State Department of Agriculture Farm-to-School Program invites you to participate in this survey, which is being sent to school nutrition directors in Washington. The WSDA Farm-to-School Program supports connections between farms and schools throughout the state. We also support connections to other institutions, including hospitals, prisons, child care and senior care programs.

Your input on this survey is critical to farm-to-school in Washington and we greatly appreciate your time. Providing your experience and perspective will inform the ways we evolve our program, policy initiatives, and funding priorities - we hope these will help support and advance your farm-to-school work. Your participation in this survey is entirely voluntary and valuable.

This survey has two main goals:
- Gathering baseline statewide data on farm-to-school participation and interest.
- Identifying the best opportunities for farm-to-school program development, locally and statewide.

We are conducting a similar survey for farmers to identify farm-to-school supply chain needs on their end and degrees of interest in developing farm-to-school as a market.

Information from this survey will remain anonymous and will be used in summary reporting and/or journal articles. Completion of this survey constitutes informed consent for the WSDA Farm-to-School Program to use the aggregated information in these ways. We encourage you to provide contact information if you would like to be contacted by WSDA Farm-to-School staff and our WSDA Small Farm & Direct Marketing team partners for follow-up resources and support. We assure you this identifying information will not be associated with your responses in any reporting that may result from the survey.

We estimate the survey will take between 20 and 30 minutes. You will be able to save your progress and return to the survey at any time.

Thank you again for your time, feedback, and help as we grow Farm-to-School in Washington.

2. Contact Information and Program Areas of Interest

The Farm-to-School Program seeks to support your farm-to-school goals by providing a range of resources, mobile tours, and direct technical assistance. We are also building a database of interested farms and schools so that we may better match and support farm-to-school partnerships.

We request your contact information so that we may better assist you. We assure you this identifying information will not be associated with your responses in any reporting that may result from the survey.

If you choose not to include your contact information, please do continue with the survey so that we can learn from your experience as we further develop farm-to-school tools and resources.

1. Contact Information

Respondent Name	
Respondent Title	
Phone	
Email	

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

2. We are planning a series of regional Farm-to-School mobile tours where food service directors and farmers visit farms and school kitchens. Would you be interested in attending or offering your school as a host site for an event?

	Yes	No
Attend Farm-to-School mobile tour	○	○
Host site for Farm-to-School training as part of a mobile tour	○	○

If yes to either, when is a good time of year?

3. Please indicate if you would like to be contacted for any of the following reasons.

- ☐ Add to the Farm-to-School listserv
- ☐ Participate in follow-up from the survey
- ☐ Plan with farmers in the off season
- ☐ Receive information on farms in my area
- ☐ Receive information on regulatory environment
- ☐ Receive information on how to participate in/resources for
- ☐ Taste Washington Day
- ☐ Update information for our database

Other (please specify)

3. General School District and Child Nutrition Service Information

4. School District

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

5. Please check the Child Nutrition Programs in which your school district participates; and indicate with a check those programs you see as opportunities to use Washington grown foods.

	My district participates in this Child Nutrition Program.	This is an opportunity to use Washington grown foods.
National School Lunch Program	☐	☐
National School Breakfast Program	☐	☐
USDA Fresh Fruit and Vegetable Program (grant program)	☐	☐
USDA Food Distribution Program	☐	☐
Seamless Summer Feeding Program	☐	☐
Simplified Summer Food Program	☐	☐
After-school Snack Program	☐	☐
Headstart	☐	☐

Other (please specify)

6. Please list the 5-10 WHOLE fruits or vegetables most frequently purchased for school meals in the 2009-2010 school year. (i.e. potatoes, strawberries, apples, broccoli)

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

7. Please list the 5-10 MINIMALLY PROCESSED fruits and vegetables most frequently purchased for school meals in the 2009-2010 school year.
(Minimally processed is defined as frozen, dried, or otherwise prepared, stored, and handled to maintain its fresh nature while providing convenience to the user – this may involve cleaning, washing, cutting or portioning e.g. shredded lettuce, sliced apples, frozen berries, broccoli florets etc.) We refer to minimally processed throughout the survey, and in each case this definition applies.

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

8. To the best of your knowledge, which (if any) of the following activities has your district initiated to connect students and agriculture in the last three years? Please select all that apply.

- ☐ Visit the WSDA Farm-to-School website
- ☐ Serve WA grown foods in school meals
- ☐ Highlighted WA grown foods when served
- ☐ Purchased food directly from a WA farm/producer
- ☐ Participated in Taste WA Day
- ☐ Provided education about WA food and agriculture
- ☐ Shared information about local food with families and the community
- ☐ Invited a farmer to school
- ☐ Hosted a harvest event or farmers' market at school
- ☐ Taken students to visit a farm or farmers' market
- ☐ Planted a school garden

Other (please specify)

4. School Kitchen Facilities and Food Processing

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

Many schools prefer to purchase products that come in a processed, ready-to-use form (cleaned, washed, cut, portioned). Others have the capacity to process farm produce right from the field. The following questions are intended to increase the understanding of product and processing preferences, needs, and potentials.

9. Please indicate how many schools in your district have salad bars in operation

Elementary Schools
Middle Schools
High Schools
N/A

10. Does your school district operate a central kitchen?

- Yes
- No

5. School Kitchen Facilities and Food Processing

11. Does your central kitchen currently process fresh fruits and vegetables (this may include cleaning, washing, cutting, or portioning from 'As Purchased' to 'Edible Portions')?

- Yes
- No

6. Kitchen Capacity

12. In your opinion, does your central kitchen have the capacity to process (as defined previously) fresh fruits and vegetables?

- Yes
- No

13. If you have individual school site kitchens, do they currently process fresh fruits and vegetables (as defined previously)?

- Yes
- No

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

14. In your opinion, do the individual school site kitchens have the capacity to process fresh fruits and vegetables (as defined previously)?

- ○ Yes
- ○ No

7. School Kitchen Facilities and Food Processing

15. Please check which of the following most accurately indicates your need for fresh produce to be delivered to you in a minimally processed form?
(Minimally processed is defined as frozen, dried, or otherwise prepared, stored, and handled to maintain its fresh nature while providing convenience to the user – this may involve cleaning, washing, cutting or portioning e.g. shredded lettuce, sliced apples, frozen berries, broccoli florets etc.)

- ○ We can only work with minimally processed produce
- ○ We have a strong preference for minimally processed produce
- ○ We can work with fresh, whole produce on an occasional basis
- ○ We can work with fresh, whole produce on an regular basis

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

16. The following question will help us identify potential products that may be useful to you in your foodservice operation.

For each of the products listed, please answer the following categories in the chart: Do you currently purchase them for meals and/or snacks? Would you consider purchasing the product (for whatever reason)? If locally produced versions of these items were available (and were of comparable cost and quality), would you prioritize purchasing them?

	Currently purchase product	Would consider purchasing product	Would prioritize purchasing product if produced locally	No, would not purchase this product
Whole fresh fruits and vegetables	☐	☐	☐	☐
Minimally processed fresh fruits (sliced, diced, chopped, cleaned, etc.)	☐	☐	☐	☐
Minimally processed fresh vegetables (sliced, diced, chopped, cleaned, etc.)	☐	☐	☐	☐
Bread	☐	☐	☐	☐
Canned beans, lentils	☐	☐	☐	☐
Canned fruits	☐	☐	☐	☐
Canned vegetables	☐	☐	☐	☐
Dairy	☐	☐	☐	☐
Dehydrated fruits	☐	☐	☐	☐
Dehydrated vegetables	☐	☐	☐	☐
Dried beans/lentils	☐	☐	☐	☐
Frozen fruits	☐	☐	☐	☐
Frozen vegetables	☐	☐	☐	☐
Frozen soup bases	☐	☐	☐	☐
Jams/jellies	☐	☐	☐	☐
Meat	☐	☐	☐	☐
Milled grains	☐	☐	☐	☐
Purees - fruits	☐	☐	☐	☐
Purees - vegetables	☐	☐	☐	☐
Sauces/dressings	☐	☐	☐	☐

Other (please specify)

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

17. Many farms have product that they would like to process, but to not have access to a certified kitchen facility to process it.
Do you think it would it be possible to rent out school district kitchen space outside of school hours for farms or small food companies to produce their products?

- ○ Yes
- ○ No
- ○ Interested - would need to check

8. General Procurement

We are interested in the different procurement practices of school districts, and are exploring multiple ways local foods can be integrated into school meals, which can happen through direct purchasing from farms, through wholesalers and distributors, and through other avenues. The follow questions address procurement policies and practices, and help identify opportunities for more local sourcing.

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

18. Please indicate if you purchase any of the following products through the USDA Food Distribution Program (state commodity program) or a buyer cooperative (please specify the buyers cooperative).

	USDA Food Distribution Program (state commodity program)	Buyer Cooperative Program
Whole fresh fruits and vegetables	☐	☐
Minimally processed fresh fruits (sliced, diced, chopped, cleaned, etc.)	☐	☐
Minimally processed fresh vegetables (sliced, diced, chopped, cleaned, etc.)	☐	☐
Bread	☐	☐
Canned beans, lentils	☐	☐
Canned fruits	☐	☐
Canned vegetables	☐	☐
Dairy	☐	☐
Dehydrated fruits	☐	☐
Dehydrated vegetables	☐	☐
Dried beans/lentils	☐	☐
Frozen fruits	☐	☐
Frozen vegetables	☐	☐
Frozen soup bases	☐	☐
Jams/jellies	☐	☐
Meat	☐	☐
Milled grains	☐	☐
Purees - fruits	☐	☐
Purees - vegetables	☐	☐
Sauces/dressings	☐	☐

If you purchase any of these items through a buyer's cooperative, please specify the items and the associated cooperatives:

19. Have you asked your primary vendor to offer and/or identify Washington-grown foods?

	Yes	No
Asked vendor to offer more WA grown foods	○	○
Asked vendor to identify WA grown foods available	○	○

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20. If your primary vendor identifies available Washington grown products, do you prioritize purchase of those products and/or alter a planned menu to purchase those product?

- ☐ Yes - prioritize purchases
- ☐ Yes - alter menu
- ☐ Sometimes - prioritize purchases
- ☐ Sometimes - alter menu
- ☐ No - prioritize purchases
- ☐ No - alter menu

Comments:

9. Procurement - Direct from Farmer/Producer

21. Does your district purchase WA foods directly from farms?

(This may include fresh fruits and vegetables, meat, grains, lentils, beans, jams, dried fruits, etc.)

- ○ Yes
- ○ No

10. Procurement - Direct from Farmer/Producer

22. If no, please indicate your level of interest in purchasing Washington grown foods directly from farmers/producers.

- ○ Very interested
- ○ Somewhat interested
- ○ Not interested

11. Procurement Specifications - Direct from Farmer/Producer

WSDA Farm-to-School Survey: School Nutrition Directors 2011

23. Please indicate approximately how much money was spent in the 2009-2010 school year on those products.

Dollar amount purchased directly from farmers/producers

24. Would you purchase Washington grown products directly from farmers/producers again?

- Yes
- No

Comments:

25. Do you require your vendors have product liability insurance, and if so, what amount?

- Product liability insurance is not required
- Up to $1 million in coverage
- Up to $2 million in coverage
- Up to $5 million in coverage
- Over $5 million in coverage

26. Regarding food safety, do you have a set of questions or other requirements you ask of potential vendors?

- Yes
- No

If yes, please describe

WSDA Farm-to-School Survey: School Nutrition Directors 2011

27. Does your school district have a minimum dollar amount purchasing threshold for a formal bid process that is different from the State ($75,000) and Federal ($100,000) threshold?

- ○ Yes
- ○ No

If yes, what is the minimum amount requiring a competitive bid process and how many vendors must you contact?

28. Other than your main vendors and local farms, does your district obtain food for your meal program from any other sources? Please check all that apply.

	District obtains food from this source	Intentionally obtains WA grown products from this source
Donations	☐	☐
Grocery stores	☐	☐
School gardens	☐	☐
Other	☐	☐

Other (please specify)

29. If a farmer has ready and ripe product available at a price point that meets your budget, are you able to make purchases on short notice?

- ○ Yes
- ○ No

30. Are you interested in working with local farmers in the off season to plan ahead for the farms to plant what you need?

- ○ Yes
- ○ No

WSDA Farm-to-School Survey: School Nutrition Directors 2011

31. Does your school district's wellness policy or do other district policies or procedures contain provisions that require, or affect your ability to do local purchasing?

- ○ Yes
- ○ No

If yes, please describe

12. Procurement - Direct from Farmer/Producer

32. Please indicate what fruits you have purchased and whether you would be willing to purchase from a local farmer/producer?

(Please check both if both are true.)

	Have purchased (from any source)	Would be willing to purchase (from a local source)
Apples	☐	☐
Apricots	☐	☐
Blackberries	☐	☐
Blueberries	☐	☐
Boysenberries	☐	☐
Cherries	☐	☐
Grapes	☐	☐
Kiwis	☐	☐
Kiwi berries	☐	☐
Melon	☐	☐
Nectarines	☐	☐
Peaches	☐	☐
Pears	☐	☐
Plums	☐	☐
Pluots	☐	☐
Raspberries	☐	☐
Strawberries	☐	☐
Watermelon	☐	☐

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33. Please indicate what vegetables you have purchased and would be willing to purchase from a local farmer/producer?

(Please check both if both are true.)

	Have purchased (from any source)	Would be willing to purchase (from a local source)
Artichoke	☐	☐
Asparagus	☐	☐
Beans (green)	☐	☐
Beans (shell)	☐	☐
Beets	☐	☐
Broccoli	☐	☐
Brussels sprouts	☐	☐
Cabbage	☐	☐
Carrots	☐	☐
Cauliflower	☐	☐
Celery	☐	☐
Celery root	☐	☐
Corn	☐	☐
Cucumber	☐	☐
Eggplant	☐	☐
Fennel	☐	☐
Garlic	☐	☐
Greens (including arugula, bok choy, chard, collard, kale, etc.)	☐	☐
Herbs	☐	☐
Leeks	☐	☐
Lettuce	☐	☐
Mushrooms	☐	☐
Onions	☐	☐
Peas (fresh)	☐	☐
Peppers	☐	☐
Potatoes	☐	☐
Radish	☐	☐
Rhubarb	☐	☐
Salad mix	☐	☐
Shallots	☐	☐
Spinach	☐	☐

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Squash (summer)	☐	☐
Squash (winter)	☐	☐
Tomatillos	☐	☐
Tomatoes	☐	☐
Root crops (burdock, kohlrabi, parsnips, turnips)	☐	☐

Other (please specify)

13. Farm-to-School Opinions and Experience

We would like to learn about your opinions and experiences relating to farm-to-school. This helps us understand why people choose to participate in farm-to-school, how they would rate their experience, and if they think it is affecting student's fruit and vegetable consumption.

34. If you have purchased Washington-grown foods directly from farms, how would you rate the experience?

- ○ Very positive
- ○ Positive
- ○ Neutral
- ○ Not positive
- ○ Have not purchased directly from farms

Comments:

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35. In your opinion, what are the potential benefits of serving Washington grown food in your school district? Please check the three you find most significant.

- ☐ Good for the environment
- ☐ Increases student consumption of fresh fruits and vegetables
- ☐ High quality fresh product
- ☐ Schools buying locally results in good community relations
- ☐ Schools can purchase a diverse range of products
- ☐ Schools can purchase a range of quantities
- ☐ Schools knowing the source of products
- ☐ Schools supporting the local economy and local community
- ☐ Transportation costs are lower
- ☐ There are no benefits from serving local food in schools

Other (please specify)

36. In your opinion, what are the barriers of serving Washington grown foods in your school district? Please check the three you find most significant.

- ☐ Budget constraints
- ☐ Consistent availability of product
- ☐ Consistent quality of product
- ☐ Distribution
- ☐ Finding growers in my region
- ☐ Food safety and liability
- ☐ Farms' capacity to do minimal food processing
- ☐ School district's capacity to do minimal food processing
- ☐ Seasonality constraints
- ☐ Volume requirements too large
- ☐ Volume requirements too small

Other (please specify)

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WSDA Farm-to-School Survey: School Nutrition Directors 2011

14. Farm-to-School Opinions and Experience

37. From your observations, when you have served Washington grown foods, did participation in school meals increase, decrease, or stay the same?

- ○ Increase
- ○ Decrease
- ○ Stay the same
- ○ N/A

Comments:

15. How WSDA Farm-to-School can help you - Developing Farm-to-School Services ...

The following questions gather information that will help us know what services or programs will be most useful to you for meeting your farm-to-school goals.

38. Our team is working to offer you the services that you see as critical to supporting your farm-to-school initiatives. Please indicate the kinds of information or events you would be interested in.

- ☐ Availability of farm products in your region
- ☐ Budgeting and cost management
- ☐ Kitchen skills and food safety training
- ☐ Networking within your school and community
- ☐ Policies and procedures
- ☐ Supplemental funding opportunities
- ☐ Seasonal recipes and menu planning

Other (please specify)

WSDA Farm-to-School Survey: School Nutrition Directors 2011

39. Based on your knowledge, does your district have any of the following programs and if so, are you interested in connecting those programs with school food service?

	Programming is in your district	Interested in connecting program with food service	Would be interested in making connection in the future	Not interested in connecting program to food service
Career and Technical Education (Culinary Arts/ Ag and Horticulture)	☐	☐	☐	☐
Cooking Classes	☐	☐	☐	☐
Nutrition Education	☐	☐	☐	☐
School Gardens	☐	☐	☐	☐
Sustainability program/club	☐	☐	☐	☐

Other (please specify)

16. Survey Complete

Thank you for taking the time to complete this survey. Your feedback is wonderfully helpful for informing the direction of farm-to-school in Washington. We hope to provide you with resources to help you best meet your farm-to-school goals.