Wyoming Farm to School

Resource Guide
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Introduction

The purpose of this guide is to connect Wyoming schools, producers and other interested participants with resources for building successful Farm to School programs.

Farm to School programs bring nutritious, locally produced foods to school children and communities nationwide. The programs provide the opportunities to teach students about where food comes from, who grows it and instill lifelong healthy eating habits. Use of local produce in cafeterias also gives local producers a new direct market and mitigates the effects of transporting food long distances.

The Farm to School network endeavors to support community based food systems, strengthen family farms, reduce childhood obesity and improve student nutrition habits. The Farm to School program can extend far beyond using local foods in the cafeteria to include waste management programs like composting, hands-on educational opportunities such as planting school gardens, cooking demonstrations and farm field-trips. Farm to School not only aids children in gaining agricultural and nutritional knowledge, but also benefits local producers and helps foster a stronger community.

Farm to School Contacts

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Consumer Health Services Division
Webpage: agriculture.wy.gov/divisions/chs

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Phone: 307-777-6592
Email: linda.stratton@wyo.gov

Wyoming Business Council
Website: www.wyomingbusiness.org

Kim Porter
Phone: 307-777-6319
Email: kim.porter@wyo.gov

Wyoming Department of Education
Contact Us webpage: edu.wyoming.gov/ContactUs.aspx

Terry Walling
Phone: 307-777-6270
Email: terry.walling@wyo.gov

National Farm to School Network
Contact Us webpage: www.farmtoschool.org/contact.php
What is Farm to School?
Farm to School is a broad term used to describe efforts to connect healthy local foods and agriculture with schools, students and other institutions.

The goal of the Wyoming Farm to School Program is to support healthy children, schools, farms and communities by utilizing local agriculture.

Farm to School programs are based on the premise that students will choose healthier foods, including more fruits and vegetables, if products are fresh, locally grown and picked at the peak of their flavor and if those choices are reinforced with educational activities.

All Child Nutrition Programs can participate in the Farm to School Program including:
- The National School Breakfast and Lunch Program
- The Fresh Fruit and Vegetable Program
- The Summer Food Program
- The Child and Adult Care Food Program

Key components of the Wyoming Farm to School program include:
- Fresh, locally grown and produced products served in school meals and snacks
- Educating students about nutrition and agriculture
- School gardens
- Producer visit and farm/ranch tours

Why Farm to School?
Farm to School projects provide benefits to the entire community: children, producers, food service staff, parents and teachers.

- Enhance students' educational experience and cultivate long-term healthy eating habits.
- Open new markets and increase revenues and customer base for farmers.
- Develop community support and awareness about local food systems.
- Open opportunities to make a positive difference in the lives of Wyoming school children.
- Strengthen community relationships.
- Increase knowledge of where food comes from and who grows it.
- Support family agricultural production, which is facing the greatest decline of all occupations in the U.S.
- Use school gardens to teach students the connection between growing plants and eating healthy foods.
- Combat childhood obesity.
- Reduce the number of miles food travels from producer to plate. The average distance food travels is 1,500 to 2,400 miles.
Farm to School for Wyoming Schools

What is Farm to School?
Farm to School connects schools and local producers with the objectives of:
- Serving healthy meals in school cafeterias
- Providing agriculture, health and nutrition education opportunities
- Supporting local producers
- Fostering the knowledge of where food comes from and who grows it.
  - National Farm to School Website: www.farmtoschool.org
  - Wyoming Farm to School Website: http://edu.wyoming.gov/Programs/nutrition/Farm_to_School.aspx

There are many ways to become a farm to school purchaser. The details of the school’s Farm to School program will have to fit the specific requirements and procedures of the school and will vary with the producers involved, however there are some common aspects to be considered...

Food Safety
National and state food safety regulations are applicable at every school. Schools may have additional regulations and procedures dependent on the kind of product being purchased and served. These additional resources may be helpful:
- The Wyoming Department of Agriculture Consumer Health Services oversees food safety in WY: agriculture.wy.gov/divisions/chs
- GAP (Good Agricultural Practices) and GHP (Good Handling Practices) provide principles for safe production and handling processes.
  - The USDA Grading, Certification and Verification webpage includes GAP and GHP info.: www.ams.usda.gov/AM Sv1.0/ams.fetchTemplateData.do?template=TemplateName&page=GAPGHPAuditVerificationProgram
- ServeSafe presents training information and programs for food safety practices: www.servesafe.com
- The USDA Farm to School, Food Safety Page addresses aspects of food safety in farm to school programs: www.fns.usda.gov/cnd/f2s/implementing/safety.htm

Seasonality
Seasonality can create challenges when buying local produce. The availability of farm products changes with the seasons and, at times, typical menu items may not be grown locally. Creativity and flexibility are important in this area. Salad bars, processing, pick-of-the-month programs and in-season substitutes are a few of the possibilities for addressing seasonal challenges.
- The National Farm to School Network presents ideas in this publication on how to approach seasonality: www.farmtoschool.org/files/publications_349.pdf

Tips for Schools
- Meat processed in Wyoming state inspected plants may be purchased by any licensed establishment (including schools) within the state of Wyoming. Contact the Wyoming Department of Agriculture Consumer Health Services with questions or concerns: agriculture.wy.gov/divisions/chs
The USDA Farm to School page has resources for student education, school gardens, staff training and more: www.fns.usda.gov/cnd/f2s/f2s-resources.htm

Finding Fresh Produce
• The Fresh Fruit and Vegetable Program (FFVP) is administered nationally by the U.S. Department of Agriculture’s Food and Nutrition Service and in Wyoming by the State Department of Education. The program seeks to increase school access to fresh fruits and vegetables.
  o The USDA FFVP Page: www.fns.usda.gov/cnd/ffvp/
  o The Wyoming Department of Education FFVP page: edu.wyoming.gov/Programs/nutrition/fresh_fruit_and_vegetable_program.aspx
• The DoD Fresh Fruit and Vegetable Program (DoD Fresh) is sponsored by the Department of Defense. The program works to bring schools a greater variety of fresh produce.
  o The USDA DoD Fresh page: www.fns.usda.gov/fdd/programs/dod/default.htm
• Farmers markets are a source of fresh and locally grown products.
  o The Wyoming Business Council’s farmers market page: www.wyomingbusiness.org/program/farmers-markets/1302
• Geographical Preference Price Points are used to help schools purchase locally produced foods.
• The University of Wyoming Extension’s Eat Wyoming website provides a local food database and information: www.wyomingextension.org/eatwyoming/index.asp

Make Your Contact
Working one-on-one with a producer provides opportunities for arrangements to be tailored to the needs of both parties involved. Form a clear understanding of the producer’s needs and policies. Flexibility can help build strong business relationships. Here are some questions to consider:
• Product Information
  o Which products types and volume are produced?
  o What time of year and how often are products available?
  o How much advance notice can the producer give of available product?
  o What is the price per unit?
• Food Safety & Liability
  o What kind of storage is necessary to keep products fresh and in good condition?
  o What food safety plans/procedures does the producer have in place?
  o Does the producer carry liability insurance?
• Other Considerations
  o What transportation and delivery options can be arranged?
  o What methods of communication are mutually agreeable?
Section 1: Resources for Schools

Finding Local Foods
Perhaps the most challenging aspect of implementing a Farm to School program is sourcing local foods. There are many ways to find and take delivery of local products. Whichever methods are chosen, they should meet the needs of both your school food service and the local producers involved in order to be sustainable over the long term.

The Wyoming Department of Agriculture can assist you in finding and contacting local producers.

2219 Carey Avenue
Cheyenne, WY 82002-0100
(307) 777-7321
(307) 777-6593 (FAX)
Email: wda1@wyo.gov
Website: agriculture.wy.gov

- UW Extension; Eat Wyoming, local food database and information: www.wyomingextension.org/eatwyoming/index.asp
- The USDA Farm to School FNS Policy webpage provides food procurement information and links: http://www.fns.usda.gov/cnd/F2S/f2spolicy.htm
- Colorado Farm to School; Colorado Glossary of School Food & Farm to School Procurement Terms: docs.google.com/file/d/0B6uR2v3JVfdpX192czluaXVnSU0/edit

Geographical Preference Price Points
Child Nutrition Programs can apply a geographic preference (state, county and/or region) when procuring unprocessed locally grown and locally raised agricultural products.

- This National Farm to School Network publication answers questions about how to apply Geographic Preference: www.farmtoschool.org/files/publications_365.pdf

Meat Processing Plants
Meat processed in Wyoming state inspected plants may be purchased by any licensed establishment (including schools) within the state of Wyoming.

- Contact the Wyoming Department of Agriculture Consumer Health Services with questions or concerns. WDA CHS webpage: http://agriculture.wy.gov/divisions/chs
- The WDA Wyoming Meat Inspection Program handout (pg. 8-9) provides state inspected meat plant contact information.
- The Wyoming State Inspected Meat Plants map (pg.7) shows Wyoming meat plant names and locations.
WYOMING MEAT INSPECTION PROGRAM

February 2012 presentation to FSA Program

There are 20 state inspected meat plant and 28 custom exempt plants in Wyoming. The meat plants are broken down into 3 categories; state inspected, custom exempt and wild game. Wyoming Department of Agriculture Consumer Health Services (CHS) inspectors inspect the state meat plants every time the slaughter and processing of animals occurs. The inspector reviews the slaughter process of all animals from the time they are received at the plant to the time the carcass is placed in the cooler. The meat processed in a state inspected plant can be sold to any licensed establishment. These include stores, restaurants and institutions such as schools, hospitals, prisons or individuals within the state of Wyoming but cannot be sold out of state. CHS inspectors are in the state inspected meat plants during all slaughter and processing procedures. In some instances, this requires the CHS inspector to be in the plant on a daily basis. The state inspected plants are considered by USDA to have an “equal to status”. Wyoming receives grants to operate their meat program from USDA. Therefore, the Wyoming Department of Agriculture Consumer Health Services Division is audited every three years and yearly a self assessment is submitted to USDA to maintain its “equal to status”. This allows state meat plants to apply the Wyoming mark of inspection to meat products.
The custom exempt meat plants slaughter animals and process the meat for the individual owner. Meat processed in a custom exempt plant cannot be sold to establishments or other individuals. Some state and custom meat plants will purchase meat from a federal or state inspected plant then further process the meat and then can sell it to other establishments or individuals.

USDA has an exemption from inspection for HRI (hotel, restaurant and institution) that a custom plant can process under. But there are restrictions they are as follows:

- There must be a valid retail meat sales business at the establishment
- HRI under this exemption is only for raw meat products
- Under the retail exemption regulations, sales to HRI have two maximum limits: 25% or the dollar value of total product sales, or the calendar year dollar limitations. The USDA sets the dollar limits according to the consumer index: for 2011 it was $61,900 for meat and $50,200 for poultry.
- If an establishment goes over these limits they must come under inspection.
- In Wyoming a custom exempt plant is probably not feasible due to low volume retail sales. They can easily exceed the exemption requirements by selling meat under HRI.

Wyoming state inspected meat plants do different processes. Some only do slaughter, processing or combination of slaughter and processing. There are areas of the state where there are not state meat plants within several hundred miles.

The state meat plants in 2011 did the following in volume:

Beef slaughtered – 2662 head

Raw product such as steaks and roasts – 651,463 lbs.

Raw ground product this is mainly beef – 595,318 lbs.

Raw fresh sausage – 79,618 lbs.

Wyoming Department of Agriculture Consumer Health Services Division
Webpage: agriculture.wy.gov/divisions/chs

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Farmers Markets

Farmers markets are a source of fresh and locally grown products.

- The Wyoming Business Council’s farmers market webpage: www.wyomingbusiness.org/program/farmers-market/1302
- The Wyoming Farmers Marketing Association works to promote WY farmers markets and local food producers: www.wyomingfarmersmarkets.org

Seasonality

Seasonality can create challenges when buying local produce. The availability of fresh products changes with the seasons and, at times, typical menu items may not be grown locally. Creativity and flexibility are important in this area. Salad bars, processing, pick-of-the-month programs and in-season substitutes are a few of the possibilities for addressing seasonal challenges.

- The National Farm to School Network presents ideas in this publication on how to approach seasonality: www.farmtoschool.org/files/publications_349.pdf

Using Local Foods

The freshness and nutritional value of local foods can help cultivate long-term healthy eating habits in students. Offering locally grown foods in your cafeteria also gives you a chance to use food as a teaching tool. It can help students understand where their food comes from and who grows it.

- USDA presents a guide to buying and serving locally grown produce in school meals: www.ams.usda.gov/AMSv1.0/getfile?dDocName=STELDEV3101426
- Food Research and Action Center (FRAC); Using Local Foods in Afterschool and Summer Nutrition Programs, Fresh from the Farm: frac.org/newsite/wp-content/uploads/2009/09/produceguide.pdf

Recipes

Menu planning with local foods can be a challenge. Here are some resources that may be helpful.

- The Lunch Box is an online school food toolkit, including recipes and a searchable food database: www.thelunchbox.org
- Oklahoma Farm to School; Kidchen Expedition, Online Cookbook: www.kidchenexpedition.com/cookbook/
- Massachusetts Farm to School Cookbook, Fresh From the Farm: www.mass.gov/agr/markets/Farm_to_school/docs/farm_to_school_cookbook.pdf
Vermont FEED, Healthy Snacks recipes: [www.vtfeed.org/sites/default/files/staff-files/site-downloads/Recipes/healthy%20snacks%20recipes.pdf](www.vtfeed.org/sites/default/files/staff-files/site-downloads/Recipes/healthy%20snacks%20recipes.pdf)

New Jersey Farm to School recipes webpage: [www.njfarmitoschool.org/foodservice/recipes/](www.njfarmitoschool.org/foodservice/recipes/)

Minnesota Farm to School; A Collection of Simple Scratch Recipes Served in Minnesota Schools: [www.health.state.mn.us/schools/greattrays/pdfs/NowCooking.August22.pdf](www.health.state.mn.us/schools/greattrays/pdfs/NowCooking.August22.pdf)

**Units/Conversion**


**Salad Bars**

Salad bars are a good way to introduce local foods and encourage students to make healthy food decisions.

The Let’s Move’s Salad Bars to School Program offers salad bar grant opportunities for schools.

- Let’s Move Salad Bars to School website: [saladbars2schools.org](saladbars2schools.org)
- Let’s Move Salad Bars to School’s publication explains their program and the importance of salad bars in schools: [mofarmitoschool.missouri.edu/foodservice/why_salad_bars.pdf](mofarmitoschool.missouri.edu/foodservice/why_salad_bars.pdf)

**Food Safety**

Food safety is a priority for schools and local producers. National and state food safety regulations are applicable at every school. Other regulations and procedures may be dependent on the school and type of product.

- The Wyoming Department of Agriculture Consumer Health Services oversees food safety in WY: [agriculture.wy.gov/divisions/chs](agriculture.wy.gov/divisions/chs)

GAP (Good Agricultural Practices) and GHP (Good Handling Practices) provide principles for safe production and handling processes.

Staff Training Resources
Training staff members in food safety practices is an important part of ensuring food safety.

- The USDA webpage addressing food safety aspects (including staff training) in Farm to School programs: www.fns.usda.gov/cnd/f2s/implementing/safety.htm
- ServeSafe presents training information and programs for food safety practices: www.servsafe.com/home

National School Food Programs
The following programs work to promote healthy school foods and may be helpful in fostering a Farm to School program.

- The USDA School Meals Regulations webpage provides the rules and regulations for USDA school food programs: www.fns.usda.gov/cnd/governance/regulations.htm

The DoD Fresh Fruit and Vegetable Program (DoD Fresh) is sponsored by the Department of Defense. The program works to bring schools a greater variety of fresh produce.

- USDA DoD Fresh webpage: www.fns.usda.gov/fdd/programs/dod/default.htm
- Community Food Security Coalition publication on DoD Fresh Program frequently asked questions: www.foodsecurity.org/dod_f2s.pdf

The USDA Fresh Fruit and Vegetable Program (FFVP) is administered nationally by the U.S. Department of Agriculture’s Food and Nutrition Service and in Wyoming by the State Department of Education. The program seeks to increase school access to fresh fruits and vegetables.

- USDA FFVP webpage: www.fns.usda.gov/cnd/ffvp/
- Wyoming Department of Education FFVP webpage: edu.wyoming.gov/Programs/nutrition/fresh_fruit_and_vegetable_program.aspx

Educational Resources for Schools
Farm to School programs provide excellent educational opportunities. Students gain increased knowledge of nutrition, healthy eating, local foods, agriculture and the environment. There are many tools available to assist you.

- The Agriculture in the Classroom program seeks to improve agricultural literacy in schools.
  - National Agriculture in the Classroom website: www.agclassroom.org/index.cfm
  - Wyoming Agriculture in the Classroom website: www.wyomingagclassroom.org
**Curriculum**

These curriculum resources present materials for everything from specific Farm to School lessons to basic nutrition and agricultural education.

- Junior Master Gardener seeks to enhance the learning process through gardening education: jmgkids.us
- Midwest Farm to School Network; Farm to School Lessons and Curricular Resource Links: [www.agri.ohio.gov/public_docs/FarmToSchool/F2S%20Lessons%20and%20Curricular%20Resource%20Links.pdf](http://www.agri.ohio.gov/public_docs/FarmToSchool/F2S%20Lessons%20and%20Curricular%20Resource%20Links.pdf)
- Sustainable Agriculture Research & Education (SARE); Sustainable Agriculture Resources and Programs for K-12 Youth, webpage: [www.sare.org/Learning-Center/Courses-and-Curricula/Sustainable-Agriculture-Resources-and-Programs-for-K-12-Youth](http://www.sare.org/Learning-Center/Courses-and-Curricula/Sustainable-Agriculture-Resources-and-Programs-for-K-12-Youth)
- The Food Project; Sustainable Agriculture Curriculum webpage: [thefoodproject.org/sustainable-agriculture-curriculum](http://thefoodproject.org/sustainable-agriculture-curriculum)
- Kentucky Farm to School; 9th-12th Grade curriculum: [www.kyagr.com/consumer/food/documents/FarmtoSchoolCurriculum.pdf](http://www.kyagr.com/consumer/food/documents/FarmtoSchoolCurriculum.pdf)
- South Carolina Farm to School Educational Resources webpage: scfarmtoschool.com
- Georgia Farm to School Lesson Plans webpage: [www.georgiaorganics.org/farmToSchool/ForTeachers/samplefarmtoschoollessonplans.aspx](http://www.georgiaorganics.org/farmToSchool/ForTeachers/samplefarmtoschoollessonplans.aspx)
- Farm to Preschool: Curriculum; Powerpoint: [www.agri.ohio.gov/public_docs/FarmToSchool/Farm%20to%20Preschool%20Curriculums.pdf](http://www.agri.ohio.gov/public_docs/FarmToSchool/Farm%20to%20Preschool%20Curriculums.pdf)
- Food, Land & People (FLP); Resources for Learning webpage: [www.foodlandpeople.org](http://www.foodlandpeople.org)
- Granny’s Garden School; Learning Resources webpage: [www.grannysgardenschool.com](http://www.grannysgardenschool.com)
- Cooking with Kids Inc.; Curriculum webpage: [cookingwithkids.net/store/curriculum/](http://cookingwithkids.net/store/curriculum/)

Team Nutrition is a USDA program that promotes childhood health and education through community involvement and improved school meals.

- Preschool Fun with Fruits and Vegetables, Grow It, Try It, Like It! Books:
- Food and Nutrition Fun for Preschoolers; Resource List: teamnutrition.usda.gov/Resources/growit_fun.pdf

Projects and Activities

Hands-on projects and fun activities are another good way for children to learn.

- The Wyoming commodity map for kids (pg. 15)
- Missouri Farm to School; Activity Worksheets, Resources for School Staff webpage: mofarmonschool.missouri.edu/foodservice/resources.html
- Alaska Farm to School; class activity instructions, Carrot Seed Tape Activity: dnr.alaska.gov/ag/FarmToSchool/Carrot_seed_tape.pdf
- Kansas Farm to School; physically interactive activity instructions, Knock Out Snacks Game: www.kn-eat.org/F2S/F2S_Docs/Resources/Knock_Out_Snacks_Game.pdf
- Kansas Farm to School; Cross word puzzle, Producer Power Puzzle: www.kn-eat.org/F2S/F2S_Docs/Resources/Produce_Power_Puzzle.pdf

Oklahoma Farm to School

- Craft activity, Construct a Fun Bean Stalk Fort: www.okfarmtoschool.com/edible-school-gardens/ConstructABeanStalk.pdf
- Class activity and worksheets, Plant Parts We Eat: www.okfarmtoschool.com/edible-school-gardens/Plant-Parts-We-Eat.pdf
- Physically interactive activities, Play with Your Food: www.okfarmtoschool.com/edible-school-gardens/PlaywithFood.pdf
- Recipes for Kids: www.okfarmtoschool.com/edible-school-gardens/Ag_Classroom_recipes.pdf

Farm Field Trips

Field trips are an excellent way of showing students where food comes from and who grows it.

- Appalachian Sustainable Agriculture Project; Guide to Farm Field Trips: growing-minds.org/documents/the-hayride-a-resource-for-educational-farm-field-trips.pdf
Wyoming Agricultural Commodity Map
Arranged by County

Not every crop or type of livestock is shown on this map. This is a simplified representation for educational purposes.
School Gardens
The main goal of a school garden is teach students how to grow plants from “seed to table”. While participating in a school garden program, students learn about agriculture and are responsible for the care of things that live and grow.

- The School Garden Wizard - resources for creating and sustaining school gardens, website: [www.schoolgardenwizard.org](http://www.schoolgardenwizard.org)

Starting a School Garden
These resources may help you with planning and starting a sustainable school garden.

- EECoM- How to Start a School Garden: [www.eecom.net/mfsp/projects_school_garden.pdf](http://www.eecom.net/mfsp/projects_school_garden.pdf)
- South Carolina Farm to School- Toolkit for starting or enhancing a school garden, Eat Smart...It’s in the Garden: [agriculture.sc.gov/userfiles/file/Garden%20Toolkit%20copy.pdf](http://agriculture.sc.gov/userfiles/file/Garden%20Toolkit%20copy.pdf)
- Bon Appetit Management Company- Student Gardens and Food Service: [docs.google.com/file/d/0B6uR2v3JVfdpZ2NGN0otVFgzODQ/edit](https://docs.google.com/file/d/0B6uR2v3JVfdpZ2NGN0otVFgzODQ/edit)

School Garden Materials List

School Garden Legal and Safety Considerations
Food safety and legality are always a consideration when using school garden products in the cafeteria.


Additional School Garden Resources

• USDA, Team Nutrition- School Garden Resource Library webpage: healthymeals.nal.usda.gov/resource-library/school-gardens
• How to Start and Sustain a Kids’ Garden Project in Your Community- Sowing Seeds of Success: www.hort.cornell.edu/gbl/pubs/sowingseeds.pdf
• American Heart Association- Teaching Gardens webpage: www.heart.org/HEARTORG/GettingHealthy/HealthierKids/TeachingGardens/Teaching-Gardens_UCM_436602_SubHomePage.jsp
• Cornell University- Garden Based Learning webpage: blogs.cornell.edu/garden/
• Sustainable Table- Garden Based Learning webpage: www.sustainabletable.org/schools/projects
• Kids Gardening- School Gardening webpage: www.kidsgardening.org/school-gardening
• WDA- Nonprofit Organization Community Garden Grant, Specialty Crop Grant Information Page: agriculture.wy.gov/component/content/article/34-agnews/178-specialty-crop-grant-information
Farm to School for Wyoming Producers

What is Farm to School?
Farm to School is a program that connects schools and local farms with the objectives of:
- Serving healthy meals in school cafeterias
- Providing agriculture, health and nutrition education opportunities
- Supporting local producers
- Fostering the knowledge of where food comes from and who grows it
  - National Farm to School Website: www.farmtoschool.org
  - Wyoming Farm to School Website: http://edu.wyoming.gov/Programs/nutrition/Farm_to_School.aspx

There are many ways to become a Farm to School producer. The requirements and procedures involved in working with schools vary by county, district and individual schools, however there are some common aspects to be considered...

Food Safety
National and state food safety regulations are applicable at every school. Other regulations and procedures may be dependent on the school and type of product.
- The Wyoming Department of Agriculture Consumer Health Services oversees food safety in WY: agriculture.wy.gov/divisions/chs
- GAP (Good Agricultural Practices) and GHP (Good Handling Practices) provide principles for safe production and handling processes. Utilizing GAP and GHP promotes good guidelines ensuring your operation is employing adequate food safety and sanitation practices.
  - The publication Food Safety Begins on the Farm is a producer’s guide to GAP: www.gaps.cornell.edu/Educationalmaterials/Samples/FSBFEngMED.pdf
  - The USDA Grading, Certification and Verification webpage includes GAP and GHP info.: www.ams.usda.gov/AM Sv1.0/ams.fetchTemplateData.do?template=TemplateN&page=GAPGHPAuditVerificationProgram

Seasonality
Seasonality can create challenges when selling fresh produce to schools. Many schools are used to having the items they want available year round. Creativity and flexibility are important in this area. Salad bars, processing, pick-of-the-month programs, season extension and in-season substitutions are a few of the possibilities for addressing seasonal challenges.
- The National Farm to School Network provides ideas on how to approach seasonality: www.farmtoschool.org/files/publications_349.pdf

Tips for Producers
- Meat processed in Wyoming state inspected plants may be sold to any licensed establishment (including schools) within the state of Wyoming. Contact the Wyoming Department of Agriculture Consumer Health Services with questions or concerns: agriculture.wy.gov/divisions/chs
Know Your Product
It is important to be prepared before contacting potential school customers. Know your practices, products and goals. These questions may help you get started:

- **Availability**
  - What products do you have available to sell?
  - What volume do you produce?
  - What time of year and how often are your products available?

- **Food Safety**
  - What storage and packaging actions are necessary to keep your product in good condition?
  - What food safety plans/procedures do you have for your operation?

- **Other Considerations**
  - What are your delivery/transportation capabilities?
  - What is your price per unit?
    - Compare local market prices to ensure competitive product price point.

Make Your Contact
- The Wyoming Department of Education’s School Food Service Personnel Directory may assist you in finding a school contact:
  - edu.wyoming.gov/sf-docs/publications/SY12_Food_Service_Directory.pdf?sfvrsn=0

Working one-on-one with school staff gives opportunity for arrangements to be tailored to the needs of both parties involved. Keep in mind, schools already comply with many regulations in food procurement and may not be able to be flexible in some areas. Form a clear understanding of the school’s needs, methods and regulations. Here are some questions to consider:

- **Ordering and Payment**
  - What is the school’s ordering procedure?
  - What is the school’s payment method and schedule?
  - Is the school aware of Geographical Preference Price Points?

- **Food Safety & Liability**
  - Does the school have additional food safety regulations and requirements?
  - Does the school require producer liability insurance? If so what type and how much?

- **Processing & Storage**
  - What are the school’s processing capabilities and requirements?
  - What kind of food storage facilities does the school have?

- **Specifications**
  - Does the school have specific packaging requirements?
  - What are the school’s expectations for grade, size and quality?

- **Other Considerations**
  - What transportation and delivery options are acceptable?
  - What methods of communication (phone, email, etc.) are preferable?
  - Would the school like you to be part of their agricultural education activities?
Section 2: Resources for Producers

Selling to Schools

Working one-on-one with school staff provides an opportunity for arrangements to be tailored to the needs of both parties involved. Farm to School producers can broaden their market base by selling to local schools, and also make a difference in the lives of school children both nutritionally and educationally.

The Wyoming Department of Agriculture can assist you in finding and contacting local schools.

2219 Carey Avenue
Cheyenne, WY 82002-0100
(307) 777-7321
(307) 777-6593 (FAX)
Email: wda1@wyo.gov
Website: agriculture.wy.gov

- Wyoming Department of Education; School Food Service Personnel Directory: edu.wyoming.gov/sf-docs/publications/SY12_Food_Service_Directory.pdf?sfvrsn=0
- Wyoming Department of Education; Nutrition Programs webpage: edu.wyoming.gov/programs/nutrition.aspx
- Farm Aid; Transforming School Cafeterias with the Family Farm, Farm to School 101 Toolkit: www.farmaid.org/atf/cf/%7B6ef41923-f003-4e0f-a4a6-ae0031db12fb%7D/FARM_TO_SCHOOL_101-FARM_AID_TOOLKIT.PDF

Meat Processing Plants

Meat processed in Wyoming state inspected plants may be sold to any licensed establishment (including schools) within the state of Wyoming.

- Contact the Wyoming Department of Agriculture Consumer Health Services with questions or concerns. WDA CHS webpage: http://agriculture.wy.gov/divisions/chs
- The WDA Wyoming Meat Inspection Program handout (pg. 8-9) provides state inspected meat plant contact information.
- The Wyoming State Inspected Meat Plants map (pg.7) shows Wyoming meat plant names and locations.
Producer Food Safety

Food safety is a priority for schools and local producers. National and state food safety regulations are applicable at every school. Other regulations and procedures may be dependent on the school and type of product.

- The Wyoming Department of Agriculture Consumer Health Services oversees food safety in WY: agriculture.wy.gov/divisions/chs
- Appropriate Technology Transfer for Rural Areas (ATTRA); Postharvest Handling of Fruits and Vegetables: www.okfarmtoschool.com/pdf/postharvest.pdf

GAP (Good Agricultural Practices) and GHP (Good Handling Practices) provide principles for safe production and handling processes. Utilizing GAP and GHP promotes good guidelines ensuring your operation is employing adequate food safety and sanitation practices.

- The USDA Grading, Certification and Verification webpage includes GAP and GHP information: www.ams.usda.gov/AMSv1.0/ams.fetchTemplateData.do?template=TemplateN&page=GAPGHPAuditVerificationProgram
- Cornell University; Good Agricultural Practices for Fresh Fruits and Vegetables, Food Safety Begins on the Farm: www.gaps.cornell.edu/Educationalmaterials/Samples/FSBFEngMED.pdf

Season Extension

Seasonality can create challenges when selling fresh produce to schools. Many schools are used to having the items they want available year round. Season extension techniques can help to increase availability.

- National Sustainable Agriculture Information Service (ATTRA); Season Extension Techniques for Market Gardeners: www.okfarmtoschool.com/pdf/attra-seasonext.pdf

High Tunnels

High Tunnels are non-permanent plastic covered structures used to protect crops from the elements in order to lengthen growing seasons.

- USDA sponsored; High Tunnel Testing and Promoting Project: www.hightunnels.org

The Wyoming Department of Agriculture (WDA) Specialty Crop Program offers season extension grants for Wyoming producers.

- WDA Specialty Crop Grant Information webpage: agriculture.wy.gov/component/content/article/178
Section 3: More Resources

Wyoming Resources
The following resources are based in the state of Wyoming and may be helpful Farm to School tools.

Wyoming Department of Agriculture (WDA): assists Wyoming citizens to live safe and healthy lives, promote agricultural community, manage our natural resources, and achieve marketplace integrity.
- WDA website: agriculture.wy.gov

Wyoming Department of Education (WDE): oversees and fosters education in the state of Wyoming.
- WDE website: edu.wyoming.gov

Wyoming Business Council: endeavors to help build a strong job creation base and strengthen existing business and industry groups.
- Wyoming Business Council website: www.wyomingbusiness.org

Wyoming Farmers Market Association: promotes Wyoming farmers markets and local food production through education, advocacy and networking.
- Wyoming Farmers Market Association website: www.wyomingfarmersmarkets.org

Wyoming Organic Association: provides information about organics for consumers and producers.
- Wyoming Organic Association website: wyomingorganicassociation.org

University of Wyoming Extension: helps Wyoming citizens with community development, sustainable agriculture, nutrition, food safety, and many other contemporary challenges.
- UW Extension website: www.uwyo.edu/ces/

Wyoming Master Gardeners: provides citizens with training in basic horticulture, entomology, soil science, plant pathology and pesticide safety.
- Wyoming Master Gardeners website: www.uwyo.edu/mstrgardener/

Wyoming Ag in the Classroom: brings agriculture and natural resource education to the classroom.
- Wyoming Ag in the Classroom website: www.wyomingagclassroom.org

Wyoming Beef Council: works on behalf of the cattle producers of Wyoming to increase demand for beef through promotion, education and research.
- Wyoming Beef Council website: www.wybeef.com

Wyoming Farm Bureau Federation: members work to develop agricultural resources, policy, programs and services to enhance the rural lifestyle of Wyoming.
- Wyoming Farm Bureau Federation website: www.wyfb.org

Wyoming Wheat Growers Association: strives to identify and act on the issues and challenges facing the Wyoming wheat industry.
- Wyoming Wheat Growers Association website: www.wyomingwheat.com
National Resources

These nationwide resources range from nutrition to education and may assist in Farm to School efforts.

**National Farm to School Network:** endeavors to help benefit communities and local producers while giving children access to nutritious food.
- National Farm to School Network website: [www.farmtoschool.org](http://www.farmtoschool.org)
- USDA Farm to School webpage: [www.fns.usda.gov/cnd/f2s/](http://www.fns.usda.gov/cnd/f2s/)
- Paths to Success for Farm to School Programs: [mofarmtoschool.missouri.edu/files/goinglocal.pdf](http://mofarmtoschool.missouri.edu/files/goinglocal.pdf)
- Farm to School Program Evaluation Resources and Recommendation, Bearing Fruit: [mofarmtoschool.missouri.edu/files/BF%20full%20report.pdf](http://mofarmtoschool.missouri.edu/files/BF%20full%20report.pdf)
- Farm to School First Organizing Meeting: [www.foodsecurity.org/organizing_f2s_meeting.pdf](http://www.foodsecurity.org/organizing_f2s_meeting.pdf)

**Team Nutrition:** USDA initiative supporting Child Nutrition Programs through training, technical assistance, nutritional education, etc.

**Eat Smart Play Hard (ESPH):** USDA nutrition education and promotion campaign which provides healthy diet and physical activity information.

**Action for Healthy Kids:** Action for Healthy Kids endeavors to improve child health through proper diet and physical activity.
- Action for Healthy Kids website: [www.actionforhealthykids.org](http://www.actionforhealthykids.org)

**Know Your Farmer Know Your Food (KYF2):** USDA effort to strengthen local and regional food systems.

**Community Food Security Coalition (CFSC):** strives to help build successful local food systems through networking, training and advocacy.
- CFSC website: [www.foodsecurity.org](http://www.foodsecurity.org)
- Evaluating the Barriers and opportunities for Farm-to-School Programs, Healthy Farms, Healthy Kids: [www.foodsecurity.org/pub/HealthyFarmsHealthyKids.pdf](http://www.foodsecurity.org/pub/HealthyFarmsHealthyKids.pdf)
- Emerging Issues for Farmers and Institutions, Food Safety and Liability Insurance: [www.foodsecurity.org/pub/Food_Safety_and_Liability_Ins-EmergingIssues.pdf](http://www.foodsecurity.org/pub/Food_Safety_and_Liability_Ins-EmergingIssues.pdf)

**National Sustainable Agriculture Information Service (ATTRA):** provides information for those involved in sustainable agriculture in the U.S.
- ATTRA website: [https: attra.ncat.org](https://attra.ncat.org)
School Food Focus: striving to make school meals more healthful, locally produced, and sustainable.
- School Food Focus website: www.schoolfoodfocus.org

Center for Ecoliteracy: offers resources and training in school food reform and K-12 curricula sustainability integration.
- www.ecoliteracy.org

Growing Minds: provides resources and training for farm to School participants in order to foster Farm to School efforts.
- growing-minds.org

State Farm to School Programs
The Farm to School programs in states around the country offer a wide variety of resources. Some of these resources are listed below.

Alaska
- Alaska Farm to School website: dnr.alaska.gov/ag/ag_FTS.htm
- AK Grown Barley Rolls Recipe Cards: dnr.alaska.gov/ag/ag_SchoolFood.htm

California
- California Farm to School website: www.cafarmtoschool.org

Colorado
- Colorado Farm to School website: www.coloradofarmtoschool.org
- The Colorado Farm to School “How To... Resources”:
  docs.google.com/file/d/0B9jHm5oZD78FNTUzZDkxNWYtYTywNC00Y2VkLWlixNjktMTQtQ4MmQwYWNYNjVm/edit
- School Food Sales and Geographic Preference:
  docs.google.com/file/d/0B9jHm5oZD78FZWNmYjgzOTUtMjg1LW1iNjktMTQtQ4MmQwYWNYNjVm/edit
- School Food Procurement and Geographic Preference:
  docs.google.com/file/d/0B9jHm5oZD78FZWNmYjgzOTUtMmU2MC00Mjg1LW1iNjktZjc3ZGRjMmRjNmM3/edit
- Finding & Knowing Local Farmers: docs.google.com/file/d/0B6uR2v3JYfdpMktXcE90WgpqUTQ/edit
Georgia

- Georgia Farm to School website: [www.georgiaorganics.org/farmtoschool.aspx](http://www.georgiaorganics.org/farmtoschool.aspx)
- Farm to School and Educational Garden Programs Manual: [www.georgiaorganics.org/Files/Farm%20to%20School%20toolkit.8.09pdf%5B1%5D.pdf](http://www.georgiaorganics.org/Files/Farm%20to%20School%20toolkit.8.09pdf%5B1%5D.pdf)

Hawaii

- Kokua Hawai‘I Foundation; Farm to School Resources for Hawai‘i Educators, Parents, and Students webpage: [kokuhawaiifoundation.org/schoolprograms/ainainschools/farmtoschoolresources/](http://kokuhawaiifoundation.org/schoolprograms/ainainschools/farmtoschoolresources/)

Idaho

- Idaho Farm to School website: [www.sde.idaho.gov/site/cnp/farmToSchool/](http://www.sde.idaho.gov/site/cnp/farmToSchool/)

Illinois

- Illinois Farm to School website: [web.extension.illinois.edu/farmtoschool/cafeteria.cfm](http://web.extension.illinois.edu/farmtoschool/cafeteria.cfm)
- Starting a Local Foods Movement at Your School, Parents’ Toolkit: [web.extension.illinois.edu/farmtoschool/docs/ParentsToolkit.pdf](http://web.extension.illinois.edu/farmtoschool/docs/ParentsToolkit.pdf)

Iowa

- Iowa Farm to School website: [www.iowaagriculture.gov/AgDiversification/farmToSchoolProgram.asp](http://www.iowaagriculture.gov/AgDiversification/farmToSchoolProgram.asp)
- Why Start a Farm to School Chapter?: [www.iowaagriculture.gov/AgDiversification/pdf/WhyStartaChapter.pdf](http://www.iowaagriculture.gov/AgDiversification/pdf/WhyStartaChapter.pdf)
- Frequently Asked Questions about the Farm to School Program: [www.iowaagriculture.gov/AgDiversification/pdf/FarmToSchoolQA.pdf](http://www.iowaagriculture.gov/AgDiversification/pdf/FarmToSchoolQA.pdf)
- Iowa State University Extension; Local Food Connections, Food Service Considerations: [www.extension.iastate.edu/Publications/PM1853C.pdf](http://www.extension.iastate.edu/Publications/PM1853C.pdf)
- Iowa State University Extension; Local Food Connections, From Farm to School: [www.extension.iastate.edu/Publications/PM1853A.pdf](http://www.extension.iastate.edu/Publications/PM1853A.pdf)

Kansas

- Kansas Farm to School website: [www.kn-eat.org/F2S/F2S_Menus/F2S_Home.htm](http://www.kn-eat.org/F2S/F2S_Menus/F2S_Home.htm)

Kentucky

- Kentucky Farm to School website: [www.kyagr.com/consumer/food/farmtoschool.htm](http://www.kyagr.com/consumer/food/farmtoschool.htm)
Massachusetts
- Massachusetts Farm to School website: www.mass.gov/agr/markets/Farm_to_school/

Maryland
- Maryland Farm to School website: www.mda.state.md.us/mdfarmtoschool/index.php
- Maryland Cooperative Extension; Fact Sheet: Selling Your Farm Produce: extension.umd.edu/publications/PDFs/FS804.pdf

Michigan
- Michigan Farm to School website: www.mifarmtoschool.msu.edu
- How to buy and use Michigan produce in your institution, Putting Michigan Produce on Your Menu: www.mifarmtoschool.msu.edu/assets/files/Michigan_Produce_Booklet_May%202010%20low%20res.pdf

Minnesota
- Minnesota Farm to School website: www.extension.umn.edu/farm-to-school/
- Minnesota Toolkit for School Foodservice: www.extension.umn.edu/farm-to-school/toolkit/

Missouri
- Missouri Farm to School website: mofarmtoschool.missouri.edu/foodservice/resources.html

Nebraska
- Farm to School Toolkit: toolkit.centerfornutrition.org

New York
- Cornell University Farm to School Extension and Research Program website: farmtoschool.cce.cornell.edu
- A Toolkit for Extension Educators and other Community Leaders, Farm to School in the Northeast: farmtoschool.cce.cornell.edu/files/all/fts_toolkit_oct07_full.pdf
- How We Started a Farm-to-Cafeteria Program and How You Can Start One, Too: farmtoschool.cce.cornell.edu/files/all/how_we_started_a_farm-to-cafeteria_program.pdf
- Getting Started Worksheet: farmtoschool.cce.cornell.edu/files/all/fts_get_started.pdf

Oklahoma
- Oklahoma Farm to School website: www.okfarmtoschool.com/index.htm
Ohio
• Ohio Farm to School website: farmtoschool.osu.edu
• An Introductory guide for School Staff, Teachers and Farms to Start Farm to School Programs, Farm to School in Ohio: farmtoschool.osu.edu/Tools/Ohio%20Farm%20to%20School%20Guidebook.pdf

Pennsylvania
• Pennsylvania Farm to School website: www.projectpa.org/v15_26/index.php?option=com_content&view=article&id=260&Itemid=569

South Carolina
• South Carolina Farm to School website: scfarmtoschool.com

Vermont
• Vermont FEED website: www.vtfeed.org
• Vermont FEED Resource webpage: www.vtfeed.org/tools
• University of Vermont Extension; Ten Reasons to Buy Local Food: www.uvm.edu/vtvegandberry/factsheets/buylocal.html

Washington
• Washington Farm to School website/toolkit: www.wafarmtoschool.org

Washington D.C.
• Washington D.C. Farm to School website: dcfarmtoschool.org

Wisconsin
• Wisconsin Farm to School website: dpi.wi.gov/fns/f2s.html
• Farm to School Toolkits webpage: www.cias.wisc.edu/toolkits/