

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

YES!

Do you know the school
food service director?

NO

YES!

Reach out to your local
school and request contact
information for the School
Food Service Director
and Superintendent.



1

Consider completing the
following documents:

Product Price and
Availability



Farm Bio



2

Contact your school/district to
set up a meeting with the school
food service director and/or
superintendent. Send them your
Product Price and Availability sheet
and Farm Bio before the meeting,
if you completed them.

3

Meeting a Food
Service Director
Checklist



4

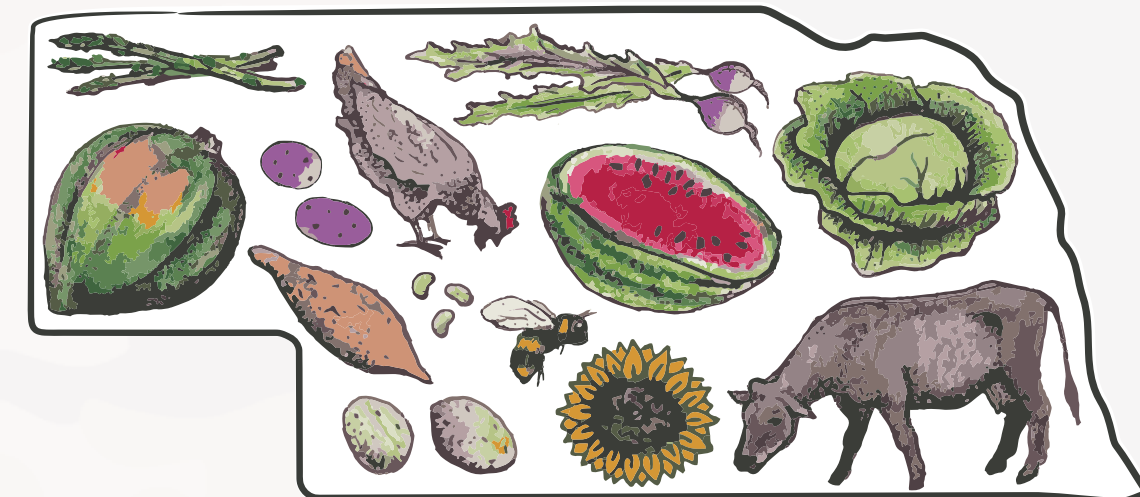
WANT TO PROMOTE YOUR
FARM EVEN MORE?

MARKET  MAKER

Consider uploading your farm's
profile into Market Maker.

NE.FOODMARKETMAKER.COM

A FARMER'S GUIDE TO GETTING STARTED



Farm to School
NEBRASKA

8

Fill the school's order!

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

7

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



6

Prepare for your meeting by
completing the following checklist:

5

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

Also discuss how far in
advance the school can
plan local food purchases,
which can assist with farm
planning for the season.

