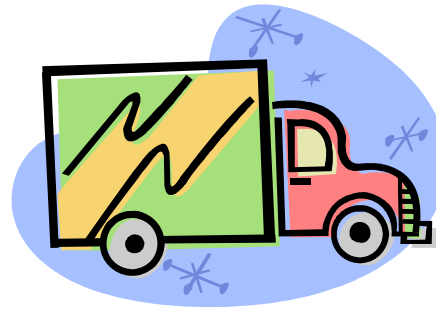
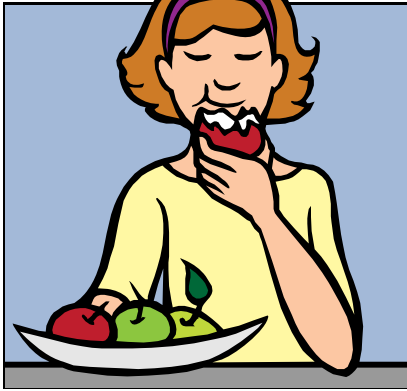


# MASSACHUSETTS FARM TO SCHOOL PROJECT

WHAT IS IT  
and HOW DO WE DO IT?



# FARM TO SCHOOL



# TECHNICAL ASSISTANCE

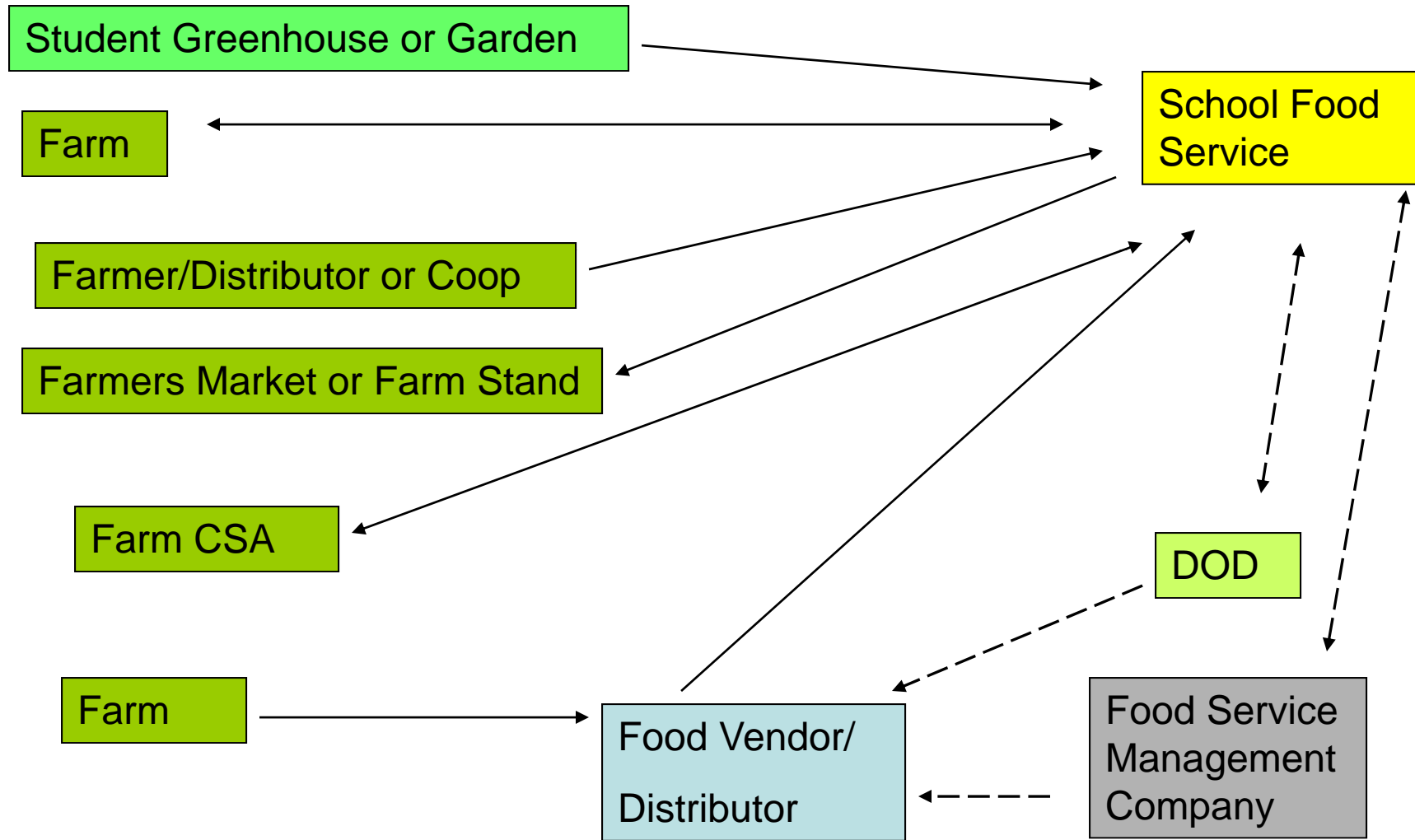
## FOR FARMERS

1. We help farmers evaluate if selling to local schools will be appropriate, and under what circumstances.
2. We prospect for suitable school customers.

## FOR SCHOOLS

1. We help school food service directors understand local foods issues and purchasing methods.
2. We prospect for suitable local farm food vendors.

# How Local Farm Products Get to School Customers



# STATUS OF OUR EFFORTS

## 08-09 School Year

- 205 public school districts and 49 colleges/private schools preferentially purchased local foods
- 45 farms reported selling directly to schools

## 07-08 School Year

- 167 public school districts and 33 colleges/private schools preferentially purchased local foods
- 68 farms reported selling directly to schools

# Preferential Purchasing Ordinance

## Passed in Cambridge in 2008

**WHEREAS:** The City of Cambridge is promoting eating fresh fruits and vegetables by all its residents and especially its children; and

**WHEREAS:** The freshest fruits and vegetables are those that are grown locally by Massachusetts farmers; and

**WHEREAS:** The Massachusetts state legislature has allowed local municipalities to express a local preference; now therefore be it

**RESOLVED:** That pursuant to MGL c.30b (Purchases of Massachusetts Agricultural Products), it is the stated preference of the City of Cambridge that all governmental bodies, including the city's schools, make every effort to purchase agricultural products, grown or produced as part of a Massachusetts farming operation. This preference extends to stating such preference when any governmental body is advertising for bids or contracts for purchases of agricultural products of \$25,000 or more.

# BUYING LOCAL FOOD

## PROCUREMENT REQUIREMENTS

- **Question:** As part of a Massachusetts municipal government or regional school district purchasing entity, do state laws allow me to purchase food directly from local farms?
- **Answer:** Yes, purchases of less than \$25,000 worth of Massachusetts-grown agricultural products from a Massachusetts farm operation ARE allowed by Chapter 30B WITHOUT having to seek quotations or bids.

Preferential purchases of more than \$25,000 worth of local agricultural products ARE also allowed, BUT must follow regular Chapter 30B bidding policies.

# Comments from Districts That Buy Locally Grown Foods

- Chicopee: “Adult participation increased, there’s less wastage, the kids eat more veggies”
- Littleton: “Some fruits and vegetables are less expensive during harvest season”
- Manchester-Essex: “Farmers’ prices are definitely less expensive, there’s a lot less wastage, kids are eating more fruits and veggies”
- Maynard: “Farmer’s prices are less expensive, there’s less wastage, kids are eating more healthy foods”
- Somerville: “The cost of purchasing local produce has been cost effective for us. Local foods are helping to improve the quality of our meals, which increases participation.”
- Worcester: “Meal participation increased, bottom line improved, food direct from farms is much fresher, so there’s less wastage.”
- Wrentham: “The cost of buying local produce has been comparable to purchasing from the distributor and there’s less wastage.”

# DO YOU WANT TO KNOW MORE?

- The Mass. Farm to School Project staff helps schools find locally grown foods.
- We can share information about local foods purchasing efforts that have been successful in school districts throughout the Commonwealth.
- We are monitoring proposed state legislation related to farm to school sales and would be happy to share that information with you.

# **Massachusetts Farm to School Project**

**400 Amity St. Suite 5 Amherst MA 01002**  
**[www.mass.gov/agr/markets/Farm\\_to\\_school/index.htm](http://www.mass.gov/agr/markets/Farm_to_school/index.htm)**

We are a grassroots initiative with significant support from the Mass. Dept. of Agricultural Resources and the Next Door Fund of the Boston Foundation, as well as USDA Specialty Crops, Project Bread, Whole Foods Market of Hadley, Harvard Pilgrim Health Care Foundation and others.

**Contact the Mass. Farm to School Project**  
**[mafarmtoschool@gmail.com](mailto:mafarmtoschool@gmail.com)**  
**413-253-3844**