

PROCURING LOCAL FOODS

FARM TO
SUMMER
EATS
FREE MEALS FOR KIDS & TEENS

Local foods are everywhere during the summer. So, how do you get them into your program?

There are many different options for sourcing local foods for Summer Eats. Finding the right fit for your meal program will depend on a number of characteristics including: the size and location of the program, your kitchen and staffing capacity, menu, purchasing policies, and existing vendor relationships. Read the tips on this sheet and contact staff at Massachusetts Farm to School for additional support.

SOME WAYS TO PROCURE LOCAL FOODS INCLUDE:



Through your existing distributor, if they offer local products



Through a Community Supported Agriculture (CSA) program



Direct delivery from a farm



From a farmers market



Through a produce distributor or aggregator, like a Food Hub



From school or community gardens



TIPS FOR PROCURING LOCAL FOODS


Working with your existing vendor:

1. Ask what local products they currently provide. Make sure to be clear about your definition of local (e.g. Grown in Massachusetts? Produced in Massachusetts? Grown within 150 miles?, etc.)
2. Ask what farms they purchase from. Many distributors buy local when products are in-season. Ask your distributor to identify local items on product guides.
3. If the vendor does not provide many local items, request specific products that you want to serve. Mention that Farm to Summer Eats is a growing movement and that other sponsors are likely to want to purchase local items as well.

Finding vendors for summer products:*

1. Determine which products you're interested in purchasing, the volume you want to purchase, and any delivery requirements or food safety specifications.
2. Reach out to potential vendors (farms, food hubs, etc.) to request product availability, pricing, and delivery information. See the sidebar for potential vendors.
3. Unsure of how to contact farms? Check out the farm finder map listed in the side bar. You can also reach out to your local farmers market to find out which farms are vendors at the market. The market manager can give you a list of farms with contact information. They may be interested in selling to you when they learn about the meal program and the marketing opportunities it provides.

**If your purchase will be less than \$10,000, it is categorized as a small purchase and does not need to follow a formal solicitation process. If you're planning to purchase more than \$50,000 worth of local foods, contact Massachusetts Farm to School or review the USDA's Procuring Local Foods for Child Nutrition Program guide for more information about how to comply with regulations.*

 www.fns.usda.gov/farmtoschool/procuring-local-foods

FOR MORE INFORMATION & RESOURCES:



info@massfarmtoschool.org
413-253-3844

RESOURCES

FOOD HUBS

Food hubs aggregate and distribute products from local farmers and producers. They can help you source products from a variety of local producers with just one delivery and one invoice.

» STATEWIDE

Red Tomato • redtomato.org
508-316-3494 • info@redtomato.org

» EASTERN MASSACHUSETTS

Farm Fresh Rhode Island
farmfreshri.org
401-312-4250
marketmobile@farmfreshri.org

New Entry Food Hub

nesfp.org/foodhub • 978-656-1654
FoodHub@nesfp.org

» CENTRAL MASSACHUSETTS

Worcester Regional Food Hub
worcesterfoodhub.org
info@worcesterfoodhub.org
508-842-3663

LOCAL FARMS

There are local farms across the state.

» **For a map of farms interested in selling to summer meal sites, visit:**
massfarmtoschool.org/food-source-map

» **For a map of additional farms and farmers markets, visit:**
massnrc.org/farmlocator/map.aspx



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