

Farm to Cafeteria Information Session

GST BOCES, CCE Steuben, CCE Schuyler, CCE Chemung

October 29, 2018

Cornell Cooperative Extension | **Steuben County**

Introductions

- Name
- Where are you located
- What do you grow
- Any involvement with schools so far?

First! Beginning Farmer Grants

SECTIONS

Objective

Overview

Eligibility

Application Procedure

Contact Information

Eligibility

Eligible Farmers/Farms (all criteria below must be met):

- A farm operation located wholly within New York State which produces an agricultural product as defined by the Guidelines; and
- The farm operation must have a minimum of \$10,000 in farm income from sales of agricultural products grown or raised on the applicant's farm operation as reflected in either personal or business 2017 tax returns; and
- All owners must be New York State Residents of at least 18 years of age; and
- As of April 1, 2018, all owners must be in the first ten years of having an ownership interest in any farm operation; and
- All owners must materially and substantially participate in the day-to-day production of an agricultural product grown or raised on the farm operation.

Eligible Expenditures:

Eligible costs include the purchase of new or used machinery and equipment, supplies, and/or construction or improvement of physical structures used exclusively for agricultural purposes.

<https://esd.ny.gov/new-farmers-grant-fund-program>

Upcoming Events & Workshops

- **Basic Legal Agreements for Farm Business Management**
 - Tuesday November 27, 1-3 pm @ CCE Tioga
- **Chemung Annual Meeting**
 - December 6, 6pm @ Holiday Inn River View, Elmira
- **Steuben Annual Meeting**
 - Thursday, November 29, 6pm @ Steuben County Office Building
- **Schuyler Annual Meeting**

What counts as “farm to school?”

- **Anything that brings local food into food purchasing or education**
- Procuring local food for school lunch
- Field trips to farms
- Farmers visiting schools
- School gardens

Benefits of Farm to School – Fact Sheet

- Guaranteed purchases for farmers
- Diversifying market channels & scaling up production
- High volume purchases

NYS Grant Review

- 2 year grant from NYS Ag and Markets [through December 2019]
- Goal: increase local procurement from local farms
 - Numbers and goal farms
- Train farmers in food safety
- Train farmers in scaling up production
- Help connect farmers & buyers

What we've done so far....

- **March:** Farm to School Kickoff
- **Harvest of the Month Program**
 - **September:** Local Corn
 - **October:** Local Apples & Grapes
 - **November:** Potatoes
 - **January:**
- Regular meetings with CCE and GST BOCES
 - Want to join the committee? Let us know!

What farmers need in order to sell to schools

- Food safety plans & equipment
 - Washing stations
 - [UMN Extension Template](#) (printable and in Word format), and others
- GAP certification
- Meat producers must be USDA certified/inspected
- Delivery & processing capacity, depending on school
- No processors around here
 - Need 20c kitchen license to process on your own

What Schools Need from Farmers

- Produce and “center of the plate” options
- What forms can they accept?
 - Cleaned and cut is preferred
- How much?
- Harvest of the Month

How school purchasing works

- New NYS Farm to School guidance
- Bid Process
- Geographic Preference
- Micropurchasing
- Donations

Insurance and Liability

- Schools and farms both have liability for food-related issues.
- If donated food, protected by Good Samaritan Law
- Liability insurance may be required – ask the school, your insurance carrier & attorney

Next Steps

- Baskets to Pallets training Spring 2019 for scaling up production
- GAP certification training before end of 2019
- CCE Educators can help with food safety plans
- Complete forms to express interest for schools
- Other needs? What do farmers want more of?

FLFC Agritourism Initiative

- Collaboration between CCEs and Tourism Agencies in Steuben, Schuyler, Chemung, Tioga, and Yates Counties
- Developing website to promote agritourism activities
 - U Pick, Farm Stays, Open Farms, etc.
- Survey will go out this week to all local farms and in the media for anyone who wants to be included on the website
- Training for farms to be more “visitor-ready”
 - What does that mean?

Questions? Discussion?



Resources for Farmers

- <http://onfarmfoodsafety.org/>
- <https://producesafetyalliance.cornell.edu/resources/farm-food-safety-plan-writing-resources/>
- <https://farmcommons.org/food-safety-liability-and-regulations-fsma-and-beyond-part-i>
- <https://www.fns.usda.gov/farmentoschool/implementing-farm-school-activities-food-safety#product>

Farm to School Contact in Each County

- Schuyler: Roger Ort rlo28@cornell.edu
- Chemung: Shona Ort sbo6@cornell.edu
- Steuben: Larkin Podsiedlik (temporary) llp36@cornell.edu
 - Ag Educator: Ariel Kirk adk39@cornell.edu