Farm to School: Expanding School Markets for Farmers & Ranchers  
SESSION DESCRIPTIONS

Session 1: Preparing farmers and ranchers to successfully sell to schools  
Program leads from diverse agencies and organizations will share training programs and resources they use to teach farmers how to sell to schools. They will discuss the biggest challenges facing farmers and tools they use to help them overcome those challenges.

Session 2: Working with DoD Fresh prime vendors  
We will explore how state departments of agriculture in North Carolina and Connecticut work with Department of Defense Fresh Program prime vendors and encourage them to buy local. We will also discuss how to help farmers work with DoD prime vendors.

Session 3: Resources to support statewide farm to school programs  
It can be difficult finding resources to support your farm to school programs. We will explore three national sources of support to help you ramp up your programs. Learn about resources and training provided by the USDA Office of Community Food Systems, National Farm to School Network and NASDA.

Session 4: Creating statewide grant programs to accelerate innovation  
State departments of agriculture have found creative ways to develop grant programs to help accelerate their farm to school programs. We will learn more from state department of agriculture staff how they setup those grant programs and the types of projects they fund.

Session 5: Exploring diverse procurement strategies for farmers & schools  
State departments of agriculture work with a variety of marketing channels to connect farmers and ranchers with school buyers. We will learn about a variety of diverse channels that help connect farmers to schools, including food hubs, distributors and direct sales.

Session 6 (Optional):  
Developing grant proposals to expand farm to school in your state  
USDA awards more than $5 million in competitive grants for planning, development, and implementing farm to school programs ranging from $20,000 to $100,000. During this session we will discuss USDA grant programs that can help fund farm to school projects. We will also break into small groups to workshop grant proposal ideas for regional and national projects.