Farm to School: Building Relationships

* + - * Identify schools you are interested in selling to
        + OSPI: http://www.k12.wa.us/maps/
      * Meet with their food buyer
      * Choose products you have a steady and reliable source of
      * Provide samples of the product/s
      * Invite school buyer and food service staff visits to your farm
      * Develop product mix to meet school needs
      * Contact farm to school support organizations & programs

## Considerations for your farm or business

* What products and volume of product are you interested in selling?
* Do you have a minimum amount, volume or dollar value for orders?
* How frequently and what method do you prefer customers place orders with you?
* Can you provide an invoice? What payment methods work for you? (Cash-on-demand? Payment within 15 days, 30 days, 60 days?)
* Do you deliver? And if so, do you have a maximum distance you are willing to travel? Would you consider a delivery charge?
* Do you allow pick-up directly from the farm?
* How will products be packaged and are you willing to accommodate the needs of the school buyer?
* Do you have a policy if the product does not meet customer needs?
* Are you interested in providing a tour of your farm, hosting students for a field trip, or visiting the school to talk about your farming experience?