

**Session:** “Road Mapping” Farm to School: Lessons from California

**Track:** Putting Money Where Our Mouth Is: Connecting Supply and Demand

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# **“Road Mapping” Farm to School: Lessons from California**

**Putting Money Where Our Mouth Is:  
Connecting Supply and Demand**

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# FACILITATOR



**Erika Edwards**

Director of Operations  
Jeffco Public Schools Food and  
Nutrition Services

# SPEAKER



**Nicholas Anicich**  
Farm to School Program Manager  
California Department of Food  
and Agriculture

# Roadmapping Farm to School

Presented by:

Nick Anicich, CDFA Farm to School Program  
Manager

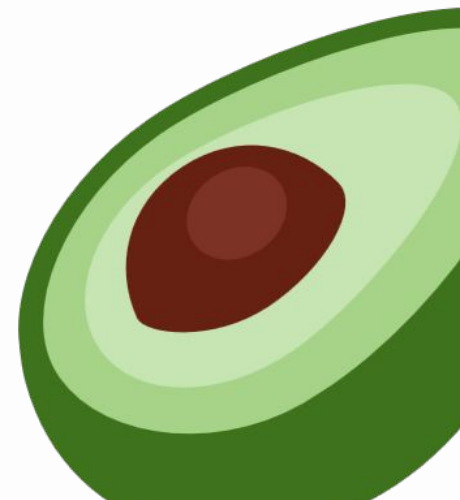
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## Intention Setting:

What's the most important thing you want to learn in this session?

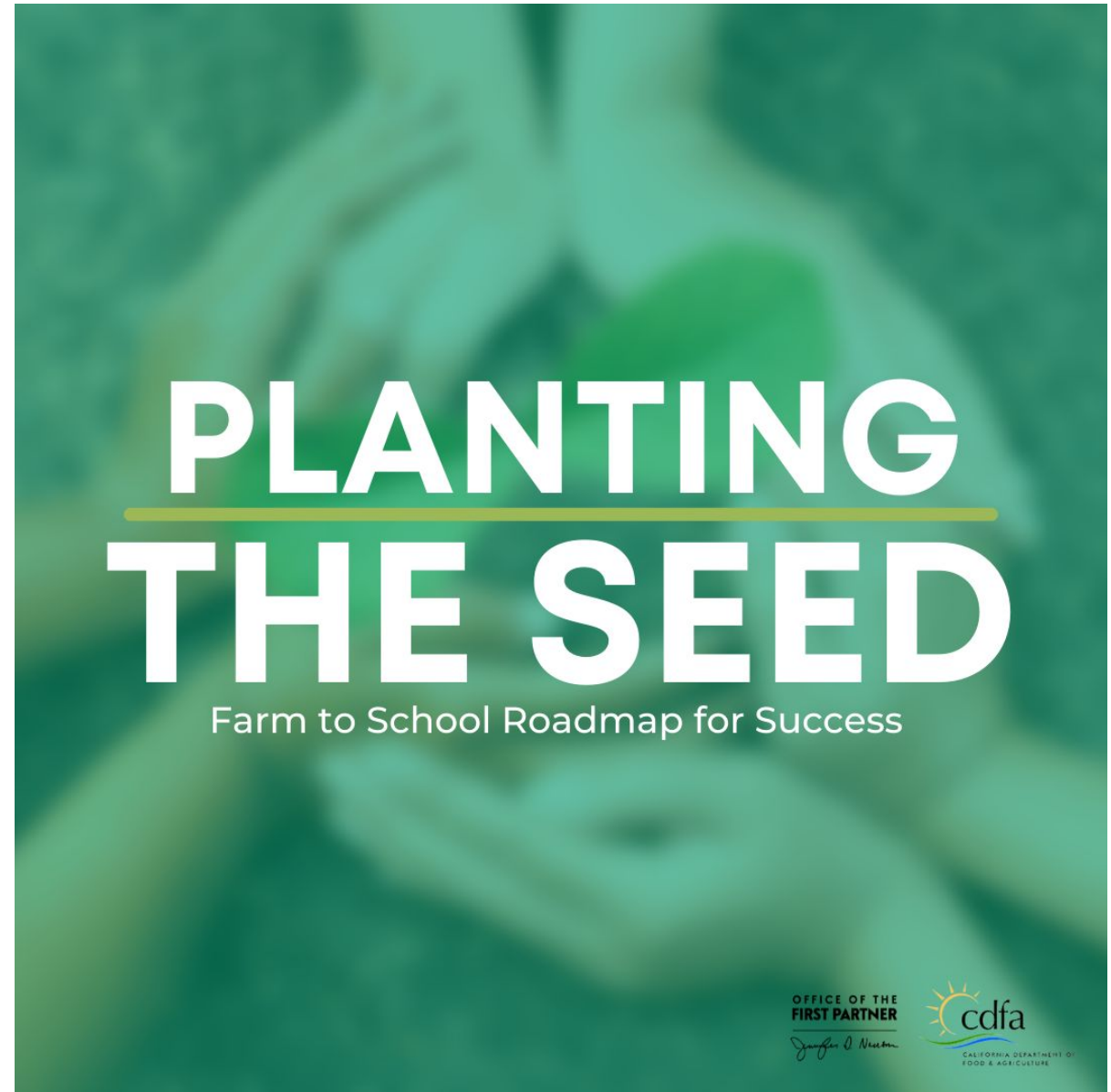


# Our Goals:

Understand CA's Roadmap Process + set intentions for CO

Identifying Desired Roadmap Outcomes

Understanding Implementation Challenges  
+ Opportunities



# Why develop a roadmap?

Gather stakeholders

Create shared goals and direction

Identify funding needs

Deepen understanding of F2S landscape







# What do we value? Who is this for?

- Make it SHORT + READABLE
- Let the people who ACTUALLY DO THE WORK guide the conversation
- Connect to FUNDING
- Value people's TIME + EXPERTISE
- Live in reality -- Farm to School is not the most important thing in the world, and neither is this roadmap.





## Interagency Working Group

Co-hosted by First Partner  
Jennifer Siebel Newsom +  
CDFA Secretary Karen  
Ross, includes CDE,  
CDPH, CalEPA, the State  
Board of Education, and  
others!



## Advisors + Working Group

14 advisors + 50 Working  
Group Members from  
across the state and across  
industries-- School Food,  
Agriculture, Education, and  
Data + Research



## Stakeholder Participation

Over 200 total participants  
in listening sessions,  
interviews, and stakeholder  
engagement, including  
youth + educator +  
producer voices

# Our Process

- Phase 1: Gathering Feedback + Big Picture Questions
  - Who is missing? Can you host a listening session? Do you have resources to share?
  - Big picture questions
    - Why do you care about farm to school?
    - What is the #1 thing we could do to help you?
- Phase 2: Document Review
  - Rough Outline + High Level
  - Google Doc w/Comments
- Phase 3: Final Touches
  - Design, approvals, publish, promote



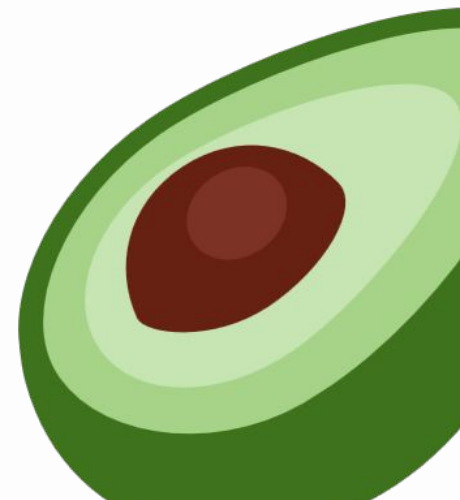
# How did people feel?

- “We felt excited to have a seat at the table. We normally feel like we have to fight to be heard but we were invited and it felt like you wanted us to be there”
- “We were happy that our ideas and expertise was heard and captured in a real, usable policy document”
- Other feelings people shared --
  - grateful, humbled, inspired, excited, focused, ready
  - “in awe of the expertise in the room”
  - “Can we keep meeting to talk implementation?”
  - “Can’t believe how much work is happening across the state”
  - “I had no idea that....”



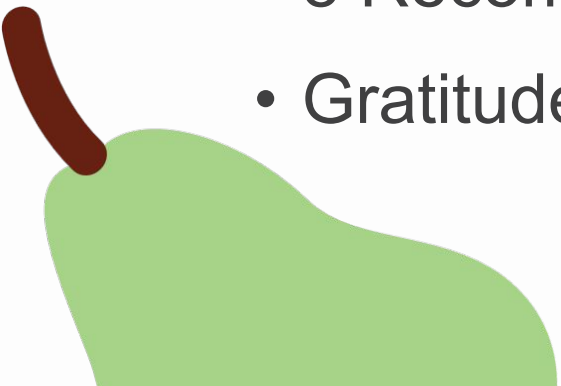
## Pause + Reflect:

How do you want to feel when your roadmap is published? How can you make sure that happens?



# What's inside the roadmap?

- Opening Letter from First Partner + CDFA Secretary
- History of F2S in CA
- Our Approach
- F2S Impacts
- Goals + Statement of Principles
- 8 Recommendations + case study
- Gratitude + Thank You



# Farm to School Impacts

- Nutrition Security
  - Increases meal participation, consumption, and attendance
- Education
  - Improves engagement, achievement, and wellbeing
- Economic Resilience
  - Invests federal dollars locally, scaling circular economies
- Environment
  - Creates stable, consistent marketplace for climate smart agriculture
- Racial Justice
  - Increases economic opportunity for producers of color, improving culturally relevant food access and educational opportunities for youth



# Our Goals

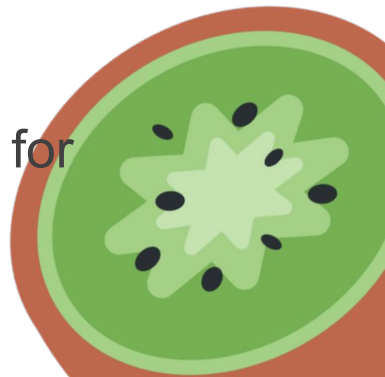
Four High-Level Goals for the  
Farm to School movement



- 1 Cultivate Equity**  
Create opportunities for those who have been historically excluded to improve the health and well-being of the people, places, and communities that define CA's food system.
- 2 Nurture Students**  
Engage students with nutritious, delicious, culturally relevant meals that nourish their bodies and minds
- 3 Build Climate Resilience**  
Leverage school buying power to support California producers and incentivize climate smart agriculture practices that promote climate resilience and environmental sustainability
- 4 Create Scalable and Sustainable Change**  
Implement policies and dedicate funding to create lasting impacts for local communities

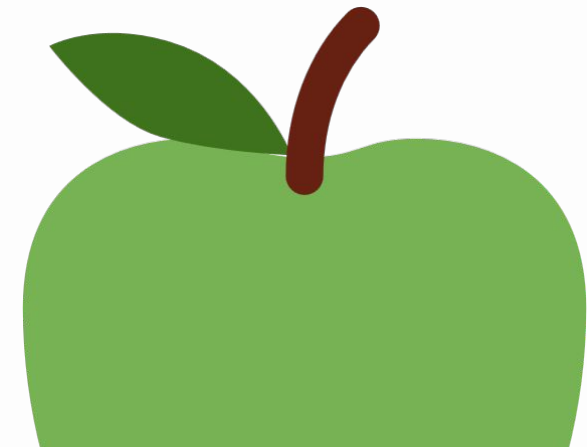
# Roadmap Recommendations

- 1) Provide scalable support structures for farm to school growth
- 2) Transform school meal environments and experiences in collaboration with youth
- 3) Invest in school food careers and scratch cooking infrastructure
- 4) Develop model food education standards and expand youth leadership opportunities
- 5) Strengthen relationships between producers and schools
- 6) Expand and create inclusive access to school food markets for a wide range of California producers
- 7) Change the culture of school food through storytelling
- 8) Establish consistent impact metrics for California farm to school



# Recommendations in the budget:

- 2021/2022 Budget includes:
  - School Meals for All!
  - \$30m one-time for the CA F2S Incubator Grant + \$30m for the CA F2S Incubator Grant
  - \$150m school kitchen infrastructure and training
  - \$15m Farm to Community Food Hubs
- In January, Governor Newsom proposed:
  - \$3m ongoing for 16 regional F2S staff to grow the F2S Network
  - \$30m one-time funding to expand CA F2S Incubator Grant
  - \$450m school kitchen infrastructure and training



# CA School Food

- California Department of Education (CDE) oversees school meal implementation with USDA
- CDFA is Farm to School lead + implementation partner on school food programs

## Recent Investments include:

- Universally Free Meals (CDE)
- \$650m Kitchen Infrastructure + Training (CDE)
- \$100m School Food Best Practices (CDE)
- \$60m CA F2S Incubator Grant (CDFA)
- \$45m Healthy School Food Apprenticeship
- \$35m Southwest Regional Food Business Center (USDA)
- \$23m Local Food for Schools (USDA)
- \$15m Farm to Community Food Hubs (CDFA)
- \$3.5m (ongoing) 16 Regional F2S Staff (CDFA)



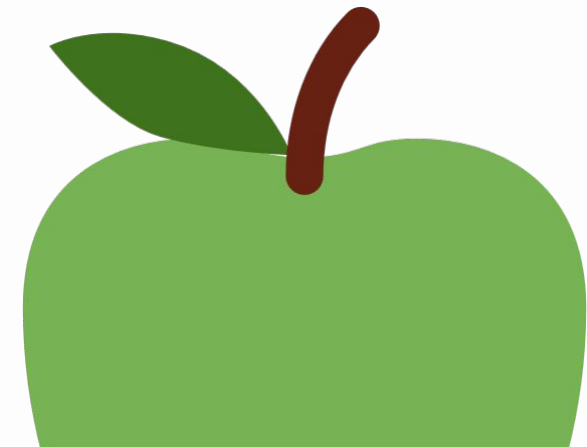
# 2022–23 Total Meal Reimbursement Rates

	Total
Basic Breakfast (Non-Severe Need)	\$3.155
Especially Needy Breakfast (Severe Need)	\$3.5650
Lunch	\$5.3250



# Summarizing Roadmap Outcomes

- Drastically improved coordination, communication, and relationships
- Clarified future program goals for grants, new investments, and legislation
- Accurately communicated funding needs



## Pause + Reflect:

What are the dream outcomes for your roadmap? Funding? Collaboration? Something different?



# Implementation + Challenges

- School Food Realities
  - Relationships with Producers
  - Micro/informal/formal purchases
  - Lack of infrastructure
- Food Hubs + Distribution
  - Defining the term + marketing
  - Territory + profit margins
  - Limiting legislation language
- SO MUCH happening all at once
  - 7 open grant opportunities right now
  - Hiring
  - Government moving slowly





# Local Foods for Schools Cooperative Agreement

- \$23 million federal funding for California
- State award under review by USDA
- Noncompetitive; optional
- Award based on October 2021 enrollment
- CA grown, local farmers/producers with emphasis on small businesses or socially disadvantaged
- Unprocessed, minimally processed foods
- Requires quarterly reports of purchases



# School Food Best Practices

- \$100 million state California
- Noncompetitive; optional
- Base + porportional amount for October 2021 meals served + porportional amount for free and reduced-price meal percentages
- Procuring California-grown or produced, sustainably grown, whole or minimally processed foods to support equity in the procurement practices of local educational agencies.
- Using California-grown, whole or minimally processed foods in plant-based or restricted diet meals for pupils.
- Procuring plant-based or restricted diet meals for pupils in the procurement practices of local educational agencies.
- Freshly preparing meals onsite.



# Final Thoughts + Questions

Nick Anicich, CDFA Farm to School Program  
Manager

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What is one action that you are likely to do or do differently, as a result of this session?



# WHAT'S NEXT?

## Breakout Two - 10:45am-12:15pm

**Bringing Policy Down To Earth** - What the "Right to Farm" Means in 2023: Contextualizing the Right to Farm with Indigenous Food Sovereignty - EAST BREAKOUT

**Key Factors in Agriculture** - Useful Tech that Scales - WEST BREAKOUT

**Young Leaders** - OPTION A: Sourcing your Colorado specialty - CLASSROOM 1

**Young Leaders** - OPTION B: Collaborating Through Community - SHOW ARENA

**Young Leaders** - OPTION C: How to Navigate Food Waste & Scrappy Cooking - CLASSROOM 2

**Connecting Supply and Demand** - WORKSHOP: Developing a Colorado Farm to School Road Map: How to Get More Colorado Products into Schools - SHOW ARENA

**Effective Approaches to Addressing Hunger** -Beyond Free Food: Changing the Status Quo on Hunger Relief. - AUCTION ARENA

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 **FOOD SYSTEMS INSTITUTE**  
COLORADO STATE UNIVERSITY



**COLORADO**  
Department of Agriculture



**COLORADO FOOD SYSTEMS**  
ADVISORY COUNCIL



**COLORADO BLUEPRINT  
TO END HUNGER**

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# TODAY'S AGENDA

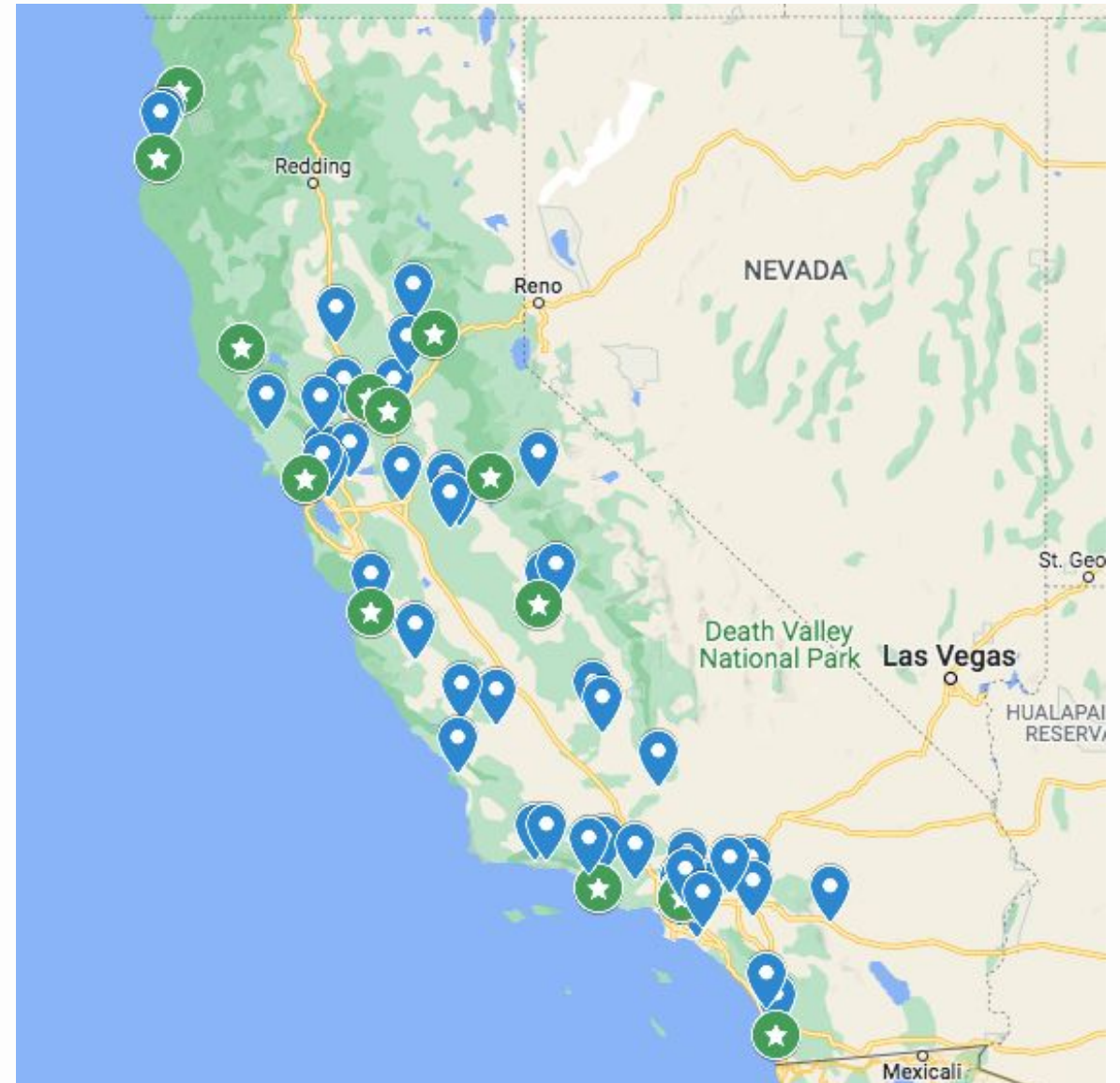


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# California Farm to School Incubator Grant 2021- \$8.5M

- 60 grantees throughout the state
- Projects connect local food purchasing + student engagement
- Flexible funding and collaborative learning environment
- Oversubscribed by \$4.5M during pandemic, receiving 80 applications from across the state



# California Farm to School Incubator Grant 2022 - \$30M

- Flexible funding to advance F2S
  - Procurement + Education Grants
  - Early Care + Education Grants
  - Producer Grants
  - Partnership + Collaboration Grants
- Collaborative learning and support for grantees to create lasting impact
- Prioritizes HEALTHY, EQUITABLE, RESILIENT food system projects in alignment with F2S Roadmap
- Funded 120 projects, received \$60m in applications



# Long Beach Unified

- Enrollment = 75,000+
- Partner with local non-profit to build school gardens and hire educators
- Nutrition services refines procurement to prioritize local, climate smart foods for school meals
- CDFA helps find local organic farms



# LBUSD

- Gardens are finally getting off the ground (literally)! We partnered with local non-profit Ground Education to build brand new gardens at Roosevelt and Addams Elementary. Both are large, urban K-5 elementary schools with very needy populations. We also received applications from 34 additional school sites (K-12) who will each receive a \$1,000 Garden Support Grant to refurbish, rebuild, and maintain their existing school gardens. All 34 sites had previously had a school garden of some sort, but all were unused and in various states of disrepair due to the year and a half COVID closure. We look forward to purchasing lots of supplies and plants for them in the 3rd and 4th quarters.
- We also made a fabulous connection with a family-owned farm in Riverside, Tarsadia Farms, to provide us with locally-grown organic oranges to serve in the cafeteria. We were able to visit the farm to make nutrition education materials to go along with the produce served. Our students are so excited to learn there are actual people (the Patel family!) who lovingly grow and harvest the food they eat. Making that personal connection has been a big boost for us and a great learning experience for our students.
- We had 100% fill rate on our deliveries from our direct ship and food hub vendors for grant-fund purchased locally-grown produce. That is the highest fill rate of all of our vendors!



# Turlock Unified

- Enrollment = 13,000
- Partner with Career Technical Education Program (FFA/Ag + Culinary)
- School Farm field trips + sourcing in Cafeteria
- School Farm to Culinary Program
- Procure CA Grown products for meals
- Special Farm to School Activations w/bbq trailers
- Leverage state leadership for school district buy-in + marketing



# Fiery Ginger Farm + SPORK Food Hub

- Small farm located in Yolo County
- Farm based education + field trips, sell products to schools, support school gardens and special events, student internships
- Expand to create SPORK Food Hub
- Increased from 4 school district partners to 12+ school district partners
- Leverage CDFA support for relationship building + funding



# Network Leads

- Main point of contact for grantees in their region
- Recruiting other local school districts to apply for funding and join the network
- Hosting tours and events and info sessions and webinars and all the rest
- Cheerleading, storytelling, filling gaps
- Ultimate connector between people, strong relationship builders
- Tracking, tracking, tracking



# Producer Engagement Specialists

- Making sales happen for schools, local producers, and any necessary intermediaries
- Seeing deals through, never leave a farmer or buyer in the dark
- Tracking sales, matchmaking partnerships, and other impacts





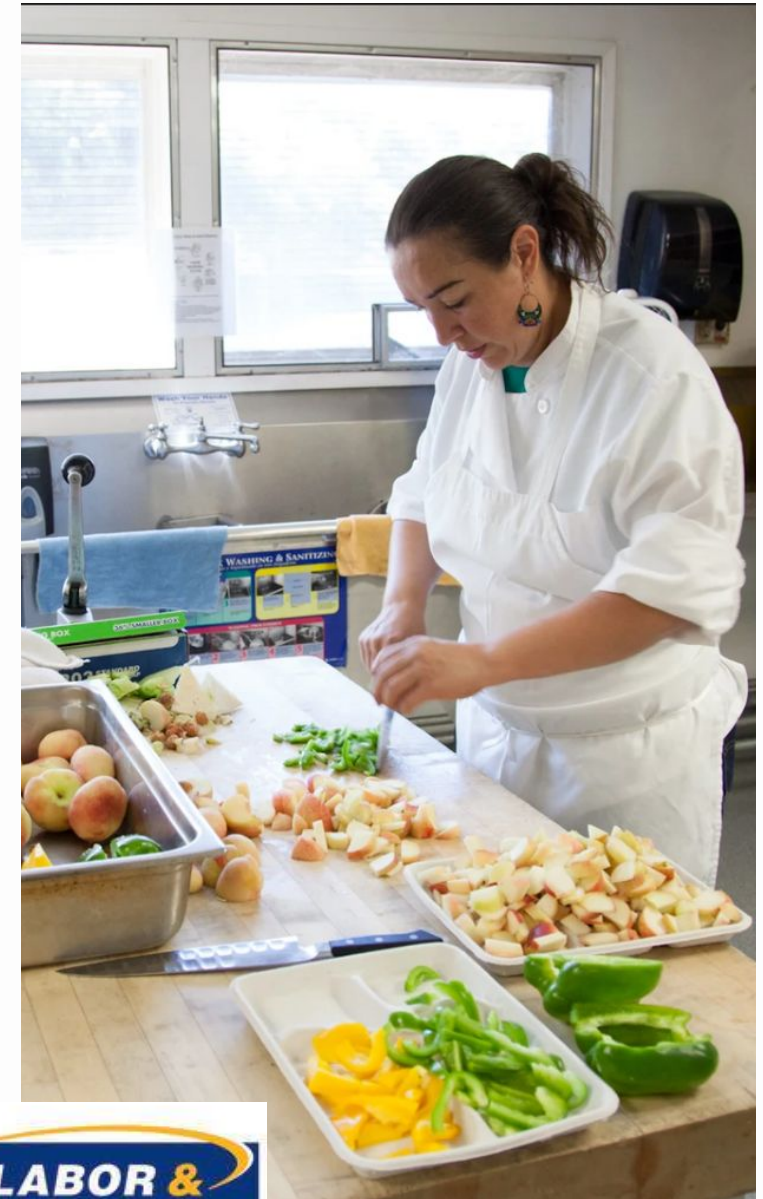
# Collaborative Implementation: School Kitchen Infrastructure and Training

- California Department of Education
- Distributing \$150m for school kitchen infrastructure and training (KITS)
- Governor Newsom proposed additional \$450m investment to support the program
- Coordinating with CDFA to ensure CA F2S Network Programs and Grantees utilize funding and training
- Implementing alongside school meals for all



# Collaborative Implementation: School Food Apprenticeship Program

- California Community Colleges + Chef Ann Foundation + CA LWDA + CDFA
- Apprenticeship pipeline program through which community college students gain work experience in school kitchens while they learn about institutional food service with a focus on scratch cooking.
- Includes new + existing workers + fellowship for mid-senior level workers interested in leading scratch cooking school nutrition programs
- Funding through California Apprenticeship Initiative project, High Road Training Partnership grant funds, Workforce Development Board, and private philanthropy



# Other State Funding Opportunities

- \$600m School Kitchen Infrastructure and Training (KIT)(CDE)
- \$300m Career Technical Education Grant (CDE)
- \$275m Supply Chain Assistance (USDA/CDE)
- \$150m Green Schoolyards (CNRA)
- \$100m School Food Best Practices Fund (CDE)
- \$60m CA Farm to School Incubator Grant (CDFA)
- \$45m Healthy School Food Apprenticeship Program (CALWDA)
- \$23m Specialty Crop Block Grant Program (CDFA)
- \$23m Local Food In Schools (USDA/CDE)
- \$15m Farm to Community Food Hubs (CDFA)
- \$12m Urban Agriculture Grant Program (CDFA)
- \$10.9m Equipment Assistance Grants (USDA/CDE)
- \$4m Community Composting Grant (CalRecycle)
- \$3.9m Farm to School State Agency Support (CDE)
- \$3m California Farm to School Network (CDFA)

