



CALIFORNIA
FARM TO SCHOOL
NETWORK

SHOW ME THE MONEY

Funding, Resources, and
Co-Designing the
California Farm to School
Network

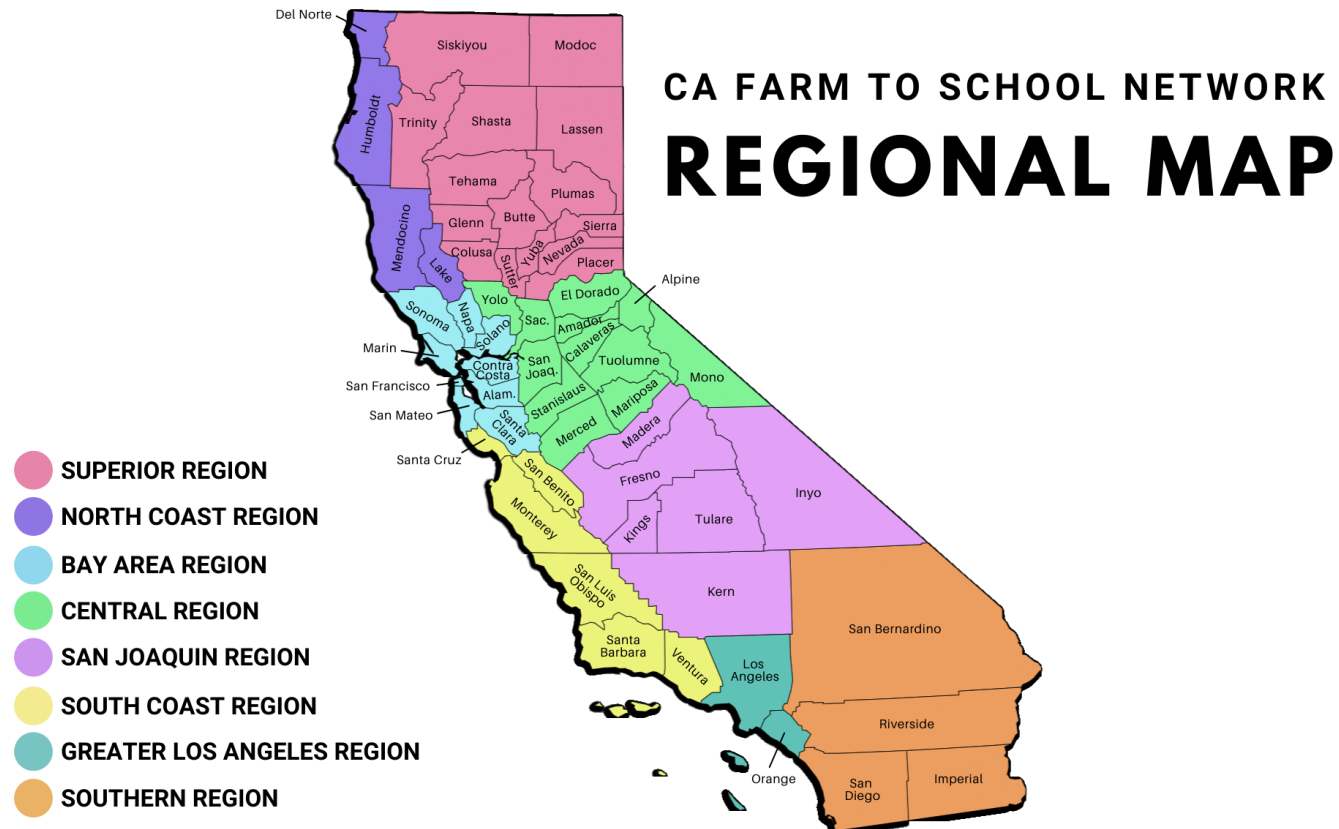


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WHAT TO BRING TO THIS SESSION

- Note paper
- Something to write with
- Space to reflect

In the chat...



- What region are you representing today?
- Why did you sign up for today's session?



Today's Goals!

1. **Mindset:** Truly believe that there is an abundance of funding out there for your farm to school project
2. **Practice:** Identify the federal, state, or local grants that align with your mission
3. **Reflect:** Share the best ways the CA Farm to School Network can support your fundraising efforts

Question 1: If my organization/company/business won the lottery, we would invest in...

- 1 = more staff
- 2 = new school kitchens and lunchrooms
- 3 = farm infrastructure
- 4 = more school facilities (gardens, career tech ed, other)
- 5 = events to celebrate/network
- 6 = Other (say what in the chat)

Question 2: My fundraising goals focus on...

- 1 = Buying or selling more local food
- 2 = Establishing/Expanding/Enhancing school garden spaces
- 3 = Utilizing more experiential learning opportunities like field trips, hands on learning
- 4 = Scaling/sustaining programs
- 5 = fostering equity through farm to school
- 6 = Other (write what it is!)

Question 3: What sector?

- 1 = School Nutrition
- 2 = Classroom Teacher/School Garden Instructor
- 3 = School Garden
- 4 = Farm to school support organization
- 5 = Producer/farmer
- 6 = Other (write in the chat)



Before we even begin applying for grants...

- **Engage Key Stakeholders** (*Including Youth and Historically Underserved Communities*)
- **Create a shared vision**
- **Ask yourself if this is worth it!**
 - Trade Offs (application, reporting, collaborating)
 - Opportunity **MUST** match your program goals and mission
 - “Patch or Pilot”

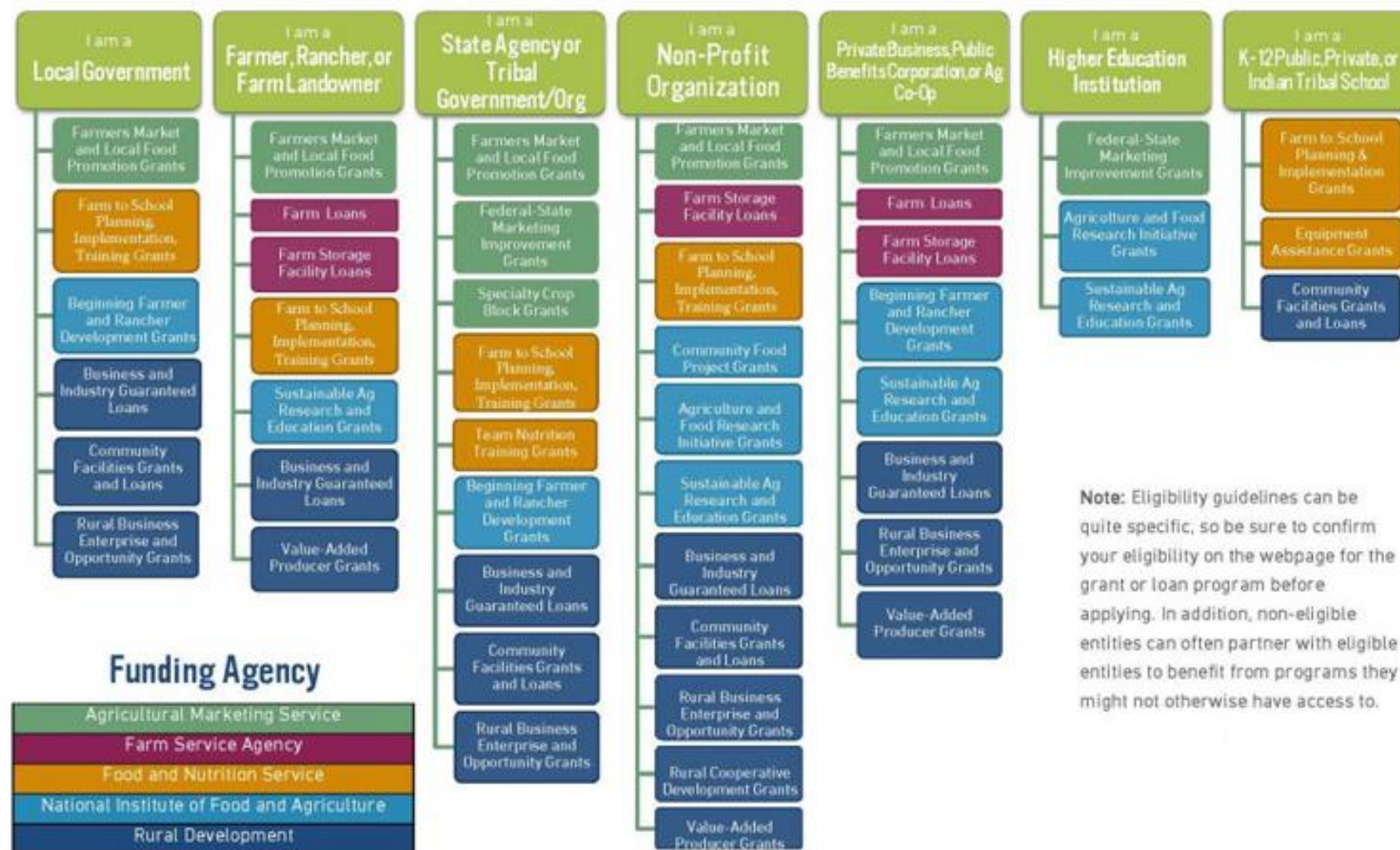
Where we look for grants and funding



- Federal Level = USDA
- State Level
 - CA Dept of Food and Agriculture
 - CA Dept of Education
 - CA Environmental Protection Agency (CalRecycle)
 - Others!
- Local Level
 - Lots and lots of options!

USDA Grants and Loans that Support Farm to School Activities

Funding from the US Department of Agriculture is available to assist farms, schools, and every link in between in feeding kids healthy local meals; teaching them about food, farming and nutrition; and supporting local agricultural economies. While the programs listed below provide a good starting point for those looking to bolster farm to school efforts, other USDA grant and loan programs support local food systems work as well. Visit www.usda.gov/farmtoschool for more information.



Federal Grants – USDA Farm to School Grant

\$20k to \$100k (25% match)

- Designed to improve access to local foods in eligible schools
- Training
- Supporting Operations
- Planning
- Purchasing Equipment
- Developing School Gardens
- Developing Partnerships
- **Implementing programs**

Federal Grants – USDA Farmers Market Promotion \$50k to \$500k (25% match)

- Designed to support the development, coordination, and expansion of direct producer to consumer markets... to help increase access and availability to locally and regionally produced agriculture products.
- Farm to School Connections
 - Harvest of the Month
 - School Trips to farmers markets
 - Food Service Director trips to markets
 - Coordinated marketing materials with cafeteria

Federal Grants –Local Food Promotion Grant

\$25k to \$100k (25% match)

- Designed to support the development and expansion of local and regional food business enterprises to increase domestic consumption of, and access to, locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets.
- **LFPP Planning Grants** can include but are not limited to market research, feasibility studies, and business planning
- **LFPP implementation grants** are used to establish a new local and regional food business enterprise, or to improve or expand an existing local or regional food business enterprise

Pause and Reflect (2 minutes)

- In your notes, please answer the following question:
 1. What is your biggest takeaway from what we just covered?

State Level Grant Opportunities



- CDFA Farm to School Incubator Grant Program
- CDFA Specialty Crop Block Grant
- CDFA Healthy Soils Grants, Water Efficiency, and more
- CDE Equipment Assistance Grant
- Career Technical Education
- CalRecycle Green Waste Reduction Grants/Composting Grants



CALIFORNIA
FARMER
MARKETPLACE

CDFA Farm to School Incubator Grant Program

- **Farm to School Incubator Grant Program (Pilot)**
- \$8.496m in one-time funding to pilot farm to school incubator grant program
- Track 1: Local Farm to School Innovation
- Track 2: Regional Farm to School Partnerships
- Over \$12m requested
- 96 educational agencies applied
- Grantees announced by end of March!

State Grants – CDFA Specialty Crop Block Grant \$50k - \$450k

- Each year, CDFA conducts a two-phase competitive solicitation process to award funds to projects that enhance the competitiveness of California specialty crops. Specialty crops include fruits and vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture)
- Farm to School Connections
 - Grow it in the garden, serve it in the cafeteria
 - Fund your farm to school collaborative
 - Marketing partnerships with videos featuring local producers and products
 - How to buy it, serve it, and get kids to eat it guides

State Grants – CDE NSLP Equipment Assistance Grant

- The grant is designed to help schools serve healthier meals with a focus on serving more fruits and vegetables, improving food safety and energy efficiency, and expanding access.
- No cost sharing or matching fund requirements
- Grants are competitive

State Grants – Career Technical Education (CTE) – Match Required, Funding Varies

- The California Career Technical Education Incentive Grant (CTEIG) is a state education, economic, and workforce development initiative with the goal of providing pupils in kindergarten and grades 1-12, inclusive, with the knowledge and skills necessary to transition to employment and postsecondary education.
- BIG QUESTION!
- Do you know your School District CTE Coordinator?
- Join us Friday @ 10am for more info on CTE!

Pause and Reflect (2 minutes)

- In your notes, please answer the following questions:
 1. What is your biggest takeaway from what we just covered?



Local Resources

- School District LCAP Budget
- Rotary Club(s)
- Home Depot
- Lowes
- Whole Foods
- Whole Kids Foundation
- Savemart
- Sprouts
- Raley's
- Vons
- Local Chamber of Commerce
- PTA



Local Resources

- Slow Food
- Restaurants
- Your local Co-Op grocer
- Fundraising dinner with local chef
- Richest person you know
- Local gardening store (Ace)
- Seed Companies
- Library (tools and seeds)
- UC Extension
 - Master Gardeners, Preservers, Composters
 - Classes and Workshops
- County Ag Commissioner
- District CTE Coordinator



Local Resources

- YOUTH Voices!
- School Food Services Directors
- CA Foundation for Ag in the Classroom
- Dairy Council of CA
- Me and the CDFA Team!
 - Nick Anicich (Nicholas.Anicich@cdfa.ca.gov)
 - Amy Garfinkel (amy.Garfinkel@cdfa.ca.gov)
 - Michael Ackley Grady (Michael.ackleygrady@cdfa.ca.gov)
 - Rachel Finkes (cafarmtofork@cdfa.ca.gov)

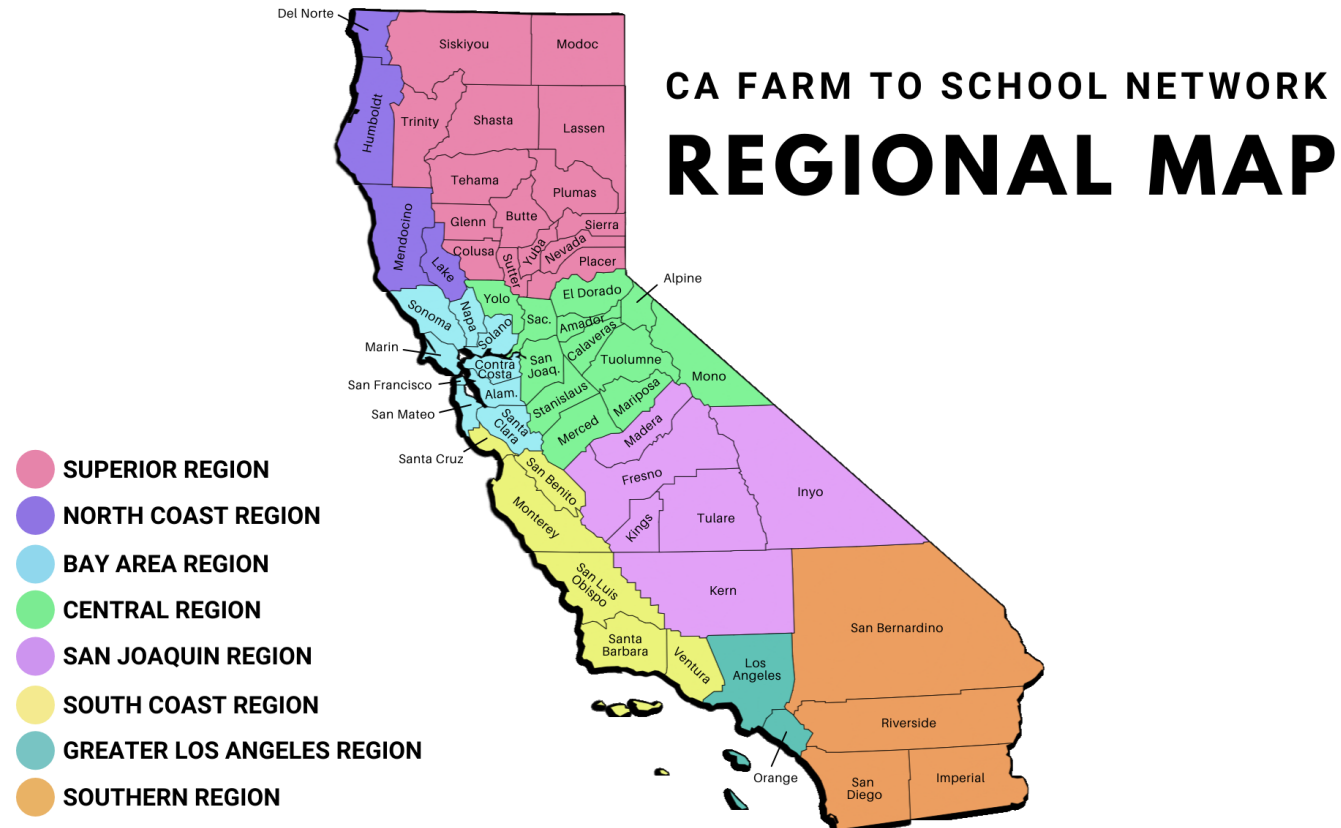
Pause and Reflect (2 minutes)

- In your notes, please answer the following questions:
 1. What is your biggest takeaway from what we just covered?

Take some time to write things down in your notes...

- In your notes, please answer the following questions:
 - If there were grant writing support there for you from CDFA, what would that look like? What questions do you have that still need to be answered? What ongoing support would you need to secure funding?

Building Capacity and Support Throughout CA



- Establishing Regional Facilitation Teams – Summer 2021
- Producer Engagement Sessions – Summer 2021
- Youth and Community Roundtables – Ongoing
- Quarterly Webinars focused on upcoming funding opportunities

Please write in the chat...

- What support structures remain on your wish-list that weren't covered by CA Farm to School Network's planned programming?
- We want to know what will be most effective for you to implement so that we can provide that for you



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FINAL REFLECTION

3, 2, 1 Reflection

Top 3 Takeaways

2 Lingerin Questions

1 Next Right Step to secure
funding

(Don't forget the closing
survey!)

SKILL BUILDERS

Partnership Building to someone new...

- **GET TO KNOW THEM, FIND OUT THEIR GOALS, HELP THEM**
- Hi blank,
 - My name is Nick and I'm the farm to school person with the CA Dept of Ag. I just heard about your program and I am so inspired by what you are doing. I would love to learn more about your work and see how I can best support your mission-- do you have time in the next month or so to meet in person or jump on the phone? Whatever works best for you!
 - Thank you! Hope to hear from you soon-- Nick

SKILL BUILDERS

Partnership Building to someone you know and have struggled with in the past...

- **GET TO KNOW THEM, FIND OUT THEIR GOALS, HELP THEM**
- Hi blank,
 - Hope you are doing well! I just went to a great/amazing/incredible/awesome fundraising workshop and learned about a bunch of new grant opportunities that could work for your program! I would love to learn more about what your priority areas are and see if any of these funding opportunities could help! Do you have time in the next month or so to meet in person or jump on the phone? Whatever works best for you!
 - Thank you! Hope to hear from you soon-- Nick