

Farm to Early Care and Education Local Food Purchasing Incentive Programs

PRESENTED BY



Organizing Team



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AGENDA

I

Background on Incentives

II

Five Flash Talks (5 mins each)

III

10 Minute Q&A - Questions in chat throughout

IV

USDA AMS LFS Presentation

V

+ Q&A - Questions in chat throughout

Local Food Purchasing Incentives (LFPIs)

Programs that provide **additional funding** to schools and early care settings to directly offset the cost of local food or **incentivize increased levels of local food purchases**.

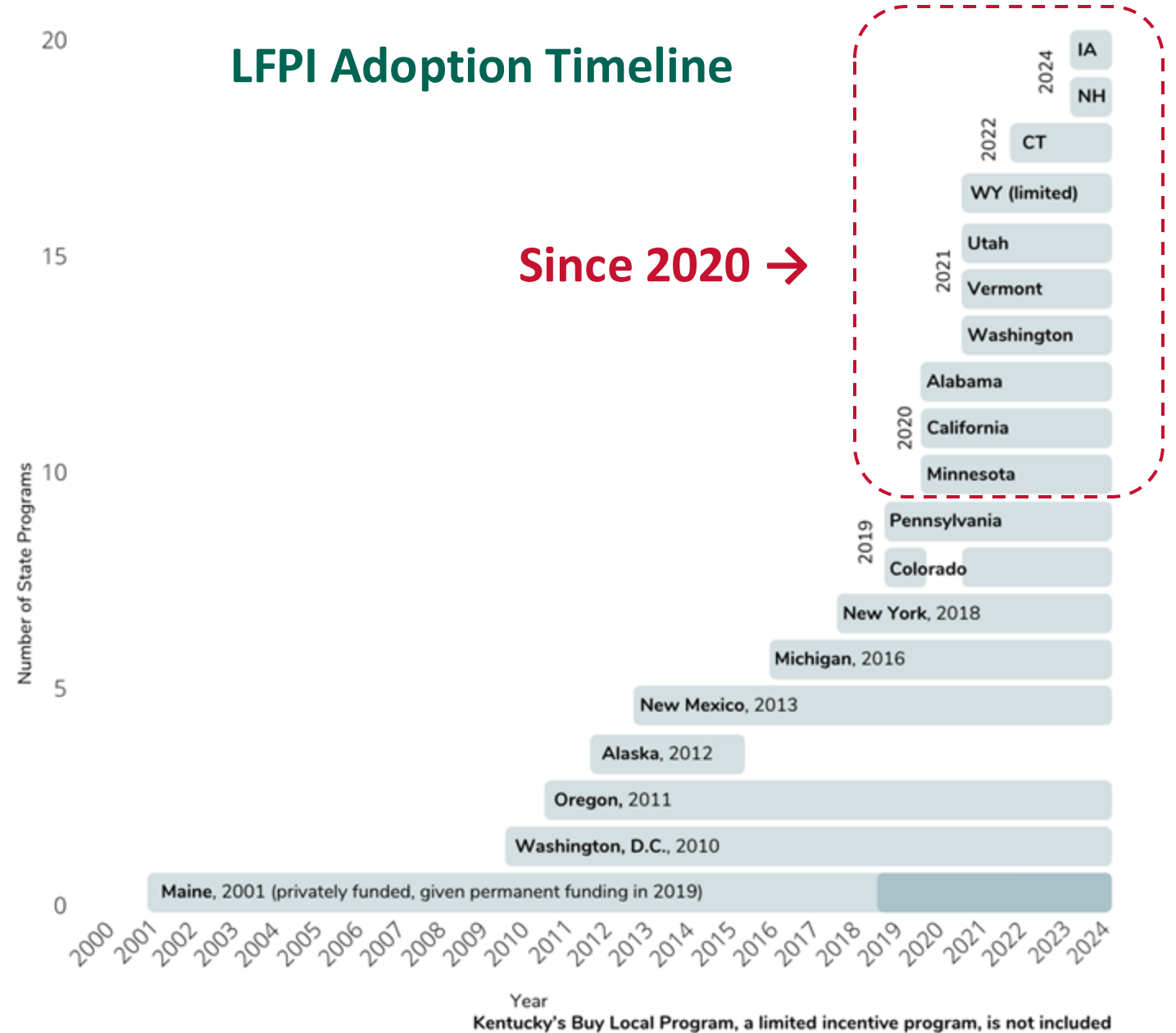
Traditional Incentive Diagram



Local Food Purchasing Incentives

- **< 2020:**
8 states + DC
- **Now:**
19 states +DC
- **Roughly half**
include early
childcare

LFPI Adoption Timeline



Historic Federal Investment in Child Care Facilities

October 1, 2024:

- USDA announced **new evolution** of pandemic-era Local Food for Schools Cooperative Agreement Program
- **\$1.7 billion** to support local food purchases with schools (\$500M), child care facilities (\$200M), food banks, and other institutions (\$500M)

\$200
M
for Child Care

Dec. 10 Presenters



Cheyenne Liberti
Michigan Dept. of
Education



Annette Slonim
Washington Dept. of
Agriculture



Krista Smith
Iowa State University
Extension and Outreach



Laura Spencer
New Mexico ECE &
Care Department



Kimberly Thompson
DC Office of the State
Superintendent of Ed.



Michigan

10 Cents a Meal for
Michigan's Kids and Farms



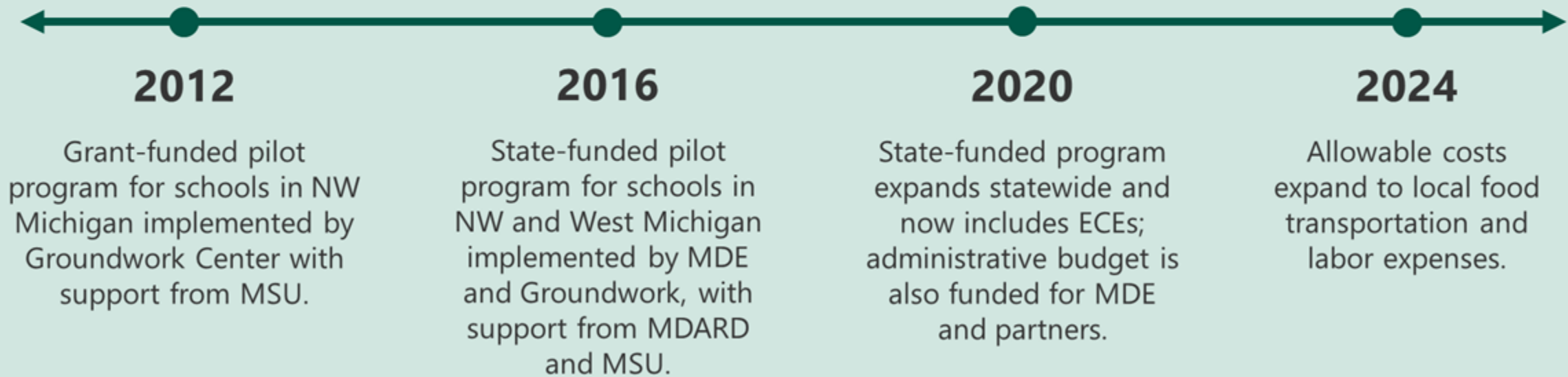
Cheyenne Liberti
Michigan Department of
Education

Farm to Program Consultant



10 CENTS A MEAL

FOR MICHIGAN'S KIDS & FARMS



Snapshot of 2025 ECE Grantees

88

School-Based ECEs

16

**Independent
Childcare Centers**

1

**Sponsor of Centers &
Family Daycare Homes**





Resources for ECEs

- **Funding for Administrative Staff**
- **Garden and Donated Produce Pricing Guide**
- **Community Supported Agriculture**
- **Farm to ECE Network**

*Photographer: Sarah Rypma
Bright Light ECE
Battle Creek, MI*

Best Practices

- ✓ **Implementation Partnerships**
- ✓ **Stakeholder Partnerships**
- ✓ **Integration with CNP State Agency**



Photographer: Sarah Rypma
ValleyHUB
Kalamazoo, MI



Contact the MDE Farm to Program Team:

MDE-FarmToProgram@michigan.gov

Photographer: Sarah Rypma
Ishpeming Public Schools
Ishpeming, MI



Contact Groundwork's Farm to ECE Specialist:

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Washington

Farm to School
Purchasing Grant



Annette Slonim
Washington Department of
Agriculture
Farm to School Lead



Farm to School Purchasing Grants

Provide school nutrition and early care and education programs with additional purchasing dollars to source Washington-grown foods



GOALS

Increase direct-sourcing from a diverse set of Washington farms and food producers
Increase the variety and volume of Washington food purchased for use in child nutrition programs



ELIGIBLE ORGANIZATIONS

Tribal Schools and Early Learning Programs
NSLP, CACFP, SFSP, and SSO Sponsors



AWARDS

Total: \$ 5 Million per biennium
Average award: \$31,570 (range: \$1,000 - 285,000)



Washington
State Department of
Agriculture

ECE Awards Snapshot

2021-2023:

- Round 1: 13 awards, \$75,066.48
- Round 2: 22 awards*, \$249,672.91*

2023-2025:

- Round 1: 23 awards, \$214,450
- Round 2: 5 awards, \$37,500

40 unique recipients

- CACFP Sponsors or Tribal ECE

Total # and \$ amount:

- 63 awards, \$576,689.39

Average Award:

- \$9,153.80

Award Range:

- \$1,000 - \$22,610

Grand Period Range:

- 6 - 18 months

Schools can use grant funds for foods that are:

Whole and minimally processed:

fruits, vegetables, herbs, meat, seafood, legumes, and grains that are 100% grown, raised, caught, or foraged in Washington

Processed or packaged:

foods with a primary ingredient that is 100% grown, raised, caught, or foraged in Washington



Eligible Non-Food Costs



May request up to 25% of total funding for non-food costs that directly support the development and sustainability of farm to school and farm to early care and education programs such as:

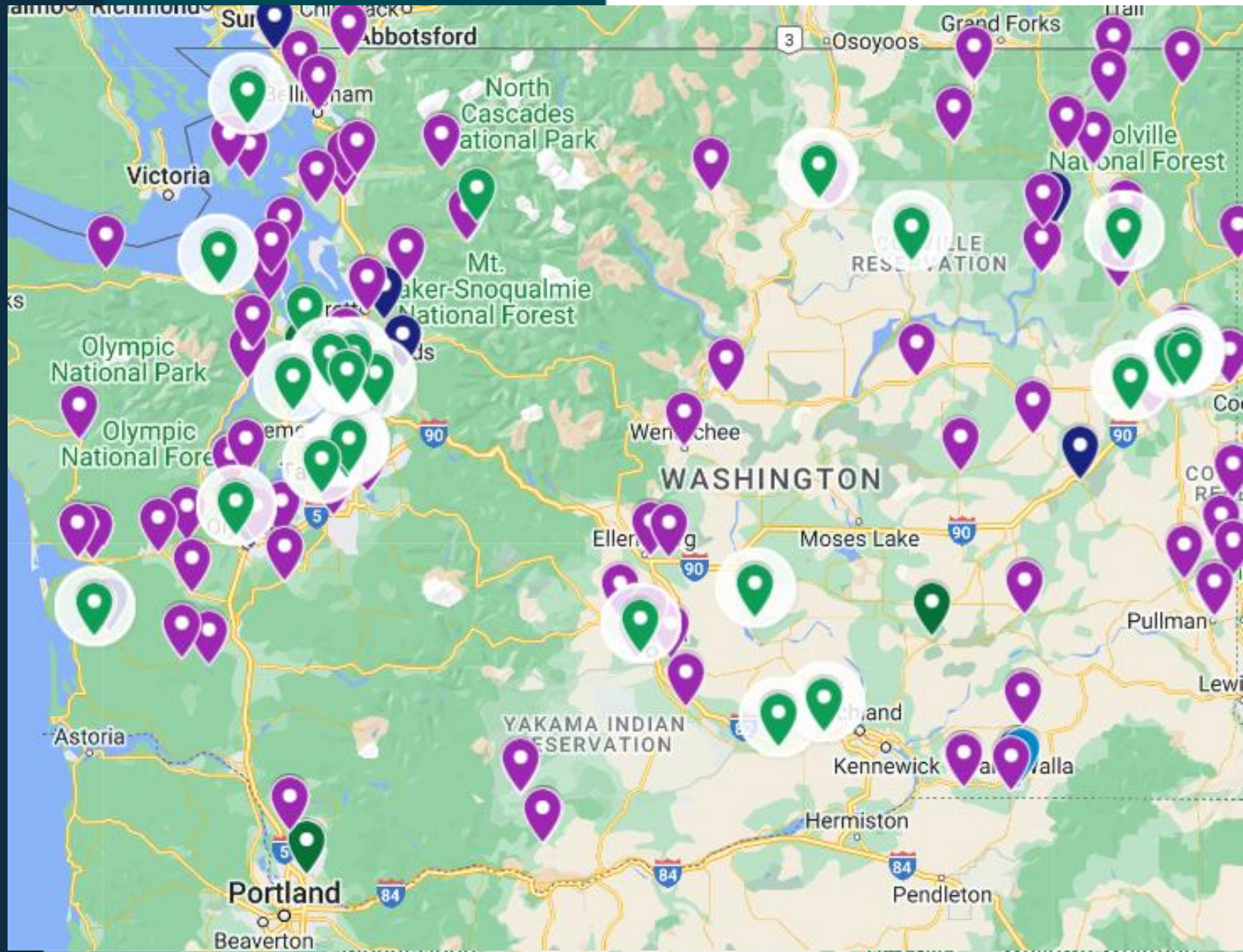
- Equipment
- Materials and Supplies
- Staff Time
- Transportation
- Travel Costs to Farm to School Trainings



Food Mixer purchased by Cela's Creative Learning Academy during the 22-23 grant round.

Current WSDA Farm to School Purchasing Grant Recipients

Funded: 2023 - 2025



Successes

- Innovative models, flexibility
- Learning as we go
- Increased knowledge and capacity for local procurement
- New purchasing relationships with local farms and food hubs

Challenges

- Overall readiness
- Administrative burden/capacity for grantees and administering agency
- Appropriate TA
- Impacts to non-profit food service account

Recommendations

- Start small, limit scope
- Consider unique differences of ECEs vs. schools
- Engage partners to expand web of support
- Anticipate TA needs and resources



Local Food Makes Sense
Pilot Program



Krista Smith
**Iowa State University Extension
and Outreach**
Farm to ECE Coordinator



Funded by ASPHN FIG (Farm to ECE Implementation Grant) 2021 - 2022



2, 1-Year Grants for CACFP
Enrolled Centers and Home-
based Providers



Required purchases from
Food Hubs, Farmers
Markets, and Farmers



Bi-Monthly reporting
collected dollars spent,
sources, menus, recipes



Timeline

February - March
2021 & 2022



Application + Notice of
awards released

April-September 2021 & 2022



6-month local procurement period
with technical assistance available



***Reports due to ISU bi-monthly*

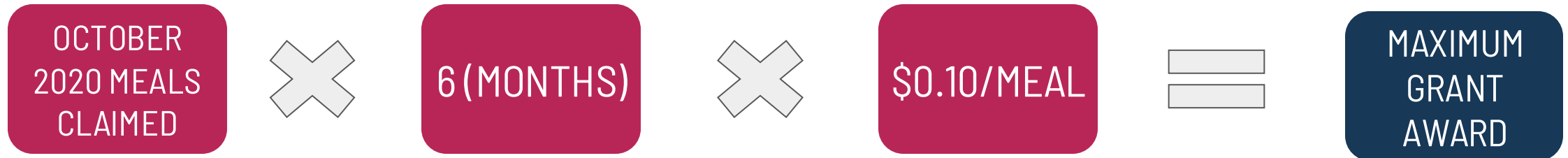
October
2021 & 2022



Post-project survey
administered



Fair Share Funding Model



Provided by IDOE

EXAMPLE

- **Organization Enrollment:** 85 kids
- **October 2020 meals claimed:** 1700 (breakfast) and 1740 (lunch) = 3,340 meals
- **Formula:** 3,340 (October 2020 meals claimed) x 6 (months) x \$0.10 = \$2,064
- **Final Funding:** This site can accept a maximum of \$2,064 from the grant to spend on local food. If they don't think they can spend that much, they can request a smaller amount.



Resources & Technical Assistance

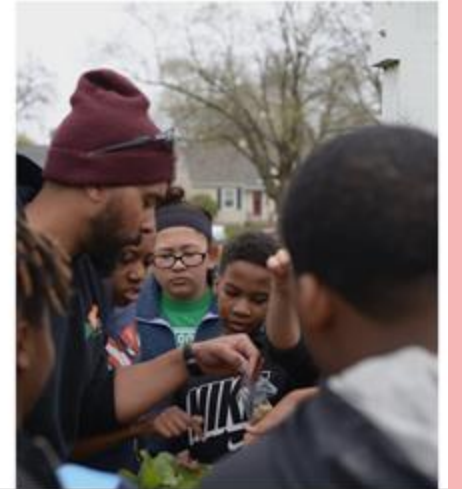
www.IowaFarmtoSchoolEarlyCare.org

- Webinars, contacts
- Resources
 - Local Food Directories
 - Food Education and Gardening
- Lessons
- Activity plans

Farm to School & Early Care Enriches Communities

Farm to school and early care enriches the connection communities have with fresh, healthy food and local food producers by changing food purchasing and education practices at schools and early care sites. Students gain access to healthy, local foods as well as education opportunities such as school and early care site gardens, cooking lessons and farm field trips. Farm to school and early care empowers children and their families to make informed food choices while strengthening the local economy and contributing to vibrant communities.

Farm to school and early care implementation varies by community but always includes one or more of the following:



Impacts/Outcomes (over 2 yrs)

- 27 Grantees
 - 18 counties
 - 14 center-based childcare
 - 13 home-based childcare
- \$55,000+ spent on local food
- 70+ types of food purchased



The Impact of Local Food Makes Cents



73 unique farms and businesses were supported through local food purchases.



5 food hubs were supported through local food purchases.



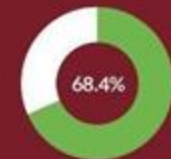
100% of participating providers plan to continue purchasing local foods after the grant ends.



The cost of local foods was found to be much less challenging after participating in the grant.



94.7% of participating sites noted increased consumption of local food by kids in their care.

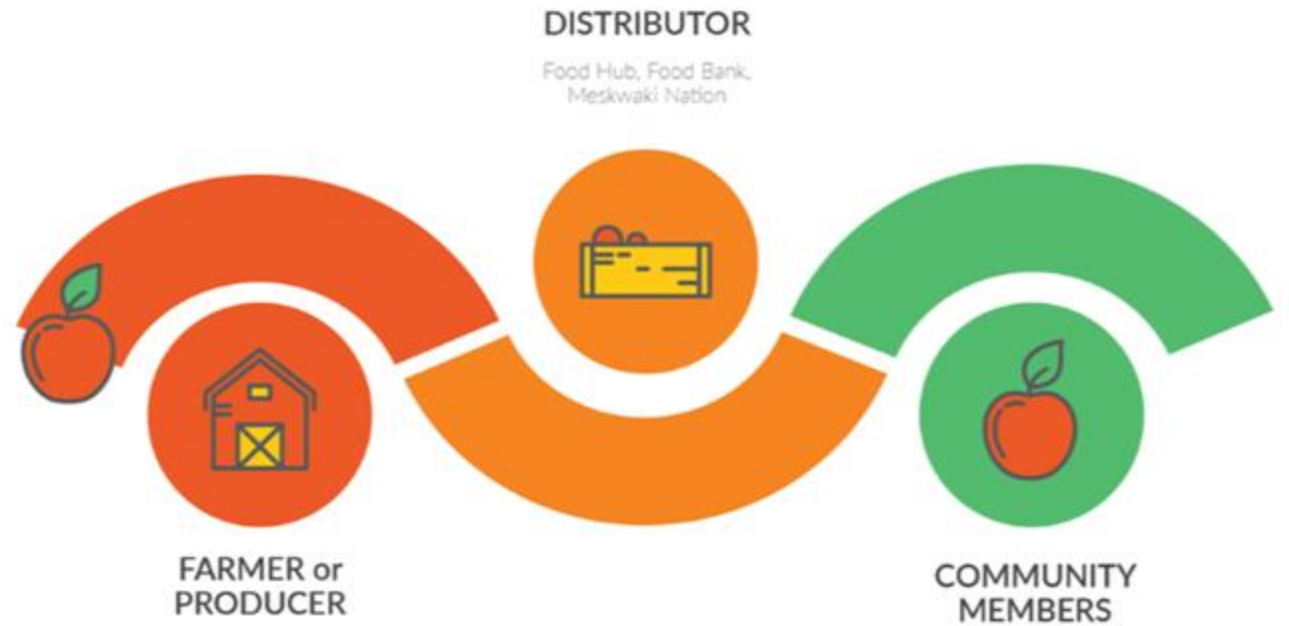


68.4% of participating sites noted enhanced local food partnerships.



LFPA Food Hub Model

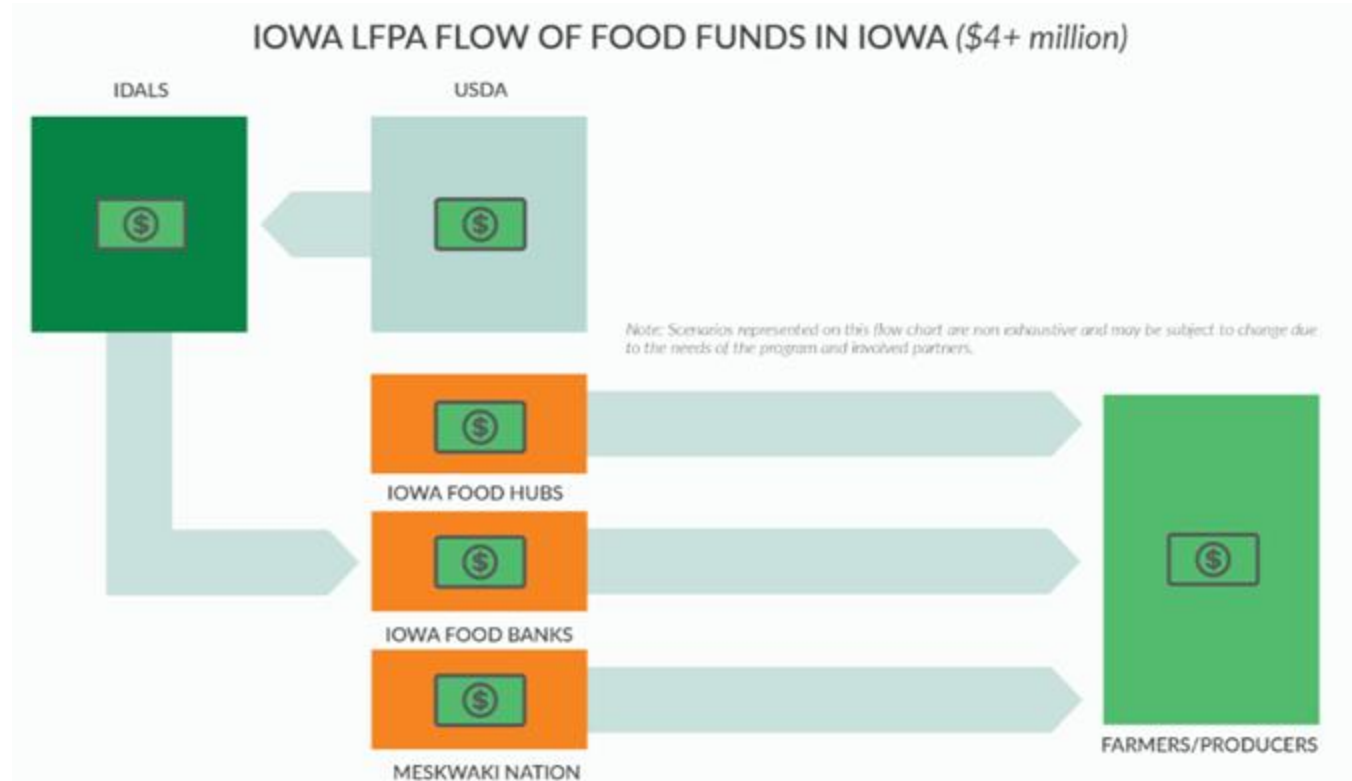
- **Local Farmers/Producers register**
- **ECE sites register**
- **Food Hubs**
 - Source from farmers
 - “Sell” to ECE sites
 - Build relationships
 - Deliver goods
 - Handle administrative processes





LFPFA Food Hub Model

Distributors pay the farmer,
get reimbursed by the Iowa
Department of Agriculture &
Land Stewardship





LFPA Food Hub Model

IOWA LFPA FLOW OF LOCAL GOODS





New Mexico

New Mexico Grown
Grant



Laura K. Spencer
**New Mexico Early Childhood
Education & Care Department**
Program Manager

What is the New Mexico Grown Program?

- NM Grown is a State-funded, multi-generational **local food procurement program** for public institutions operating nutrition programs that serve early childcare sites, k-12 schools, senior centers and food banks across the state.
- The program encourages the purchase of **New Mexico Grown fresh fruits and vegetables, meat, and other non-produce products** grown or harvested by our local farmers and ranchers.
- This grant incentivizes local food purchasing for ECECs through **additional funding on top of CACFP meal reimbursements** to CACFP program operators.



The History

- NM has a long, thriving tradition of small- and mid-sized agriculture – however, **95%** of NM products leave the state!
- Meanwhile, hunger and food insecurity have remained persistent challenges for generations
- NM is committed to changing this cycle, through Governor Lujan Grisham's **Food, Farm & Hunger Initiative**, initiated in 2019 – the largest investment increase in food & agriculture in NM history!
- **New Mexico Grown** grew from this commitment, funded for ECEs by the NM Children's Trust Fund's 2020 **Early Childhood Trust Fund** arm
- Benefits thousands of New Mexicans through an intergenerational approach
- Significant economic, health, and environmental benefits
- Fosters & revolutionizes a food system that addresses hunger while improving economic resiliency

GOVERNOR MICHELLE LUJAN GRISHAM
FOOD INITIATIVE
CULTIVATING A NEW FOOD SYSTEM



New Mexico
GROWN

**Foods grown, raised, or harvested in NM
sold to nutrition programs around the State!**



RFFB

FOOD BANKS



ALTSD

SENIOR CENTERS



PED

**K-12
SCHOOLS**



ECECD

**Child & Adult
Care Food
Programs**

Which programs participate in NM Grown through ECECD?

CACFP center-based programs are eligible*

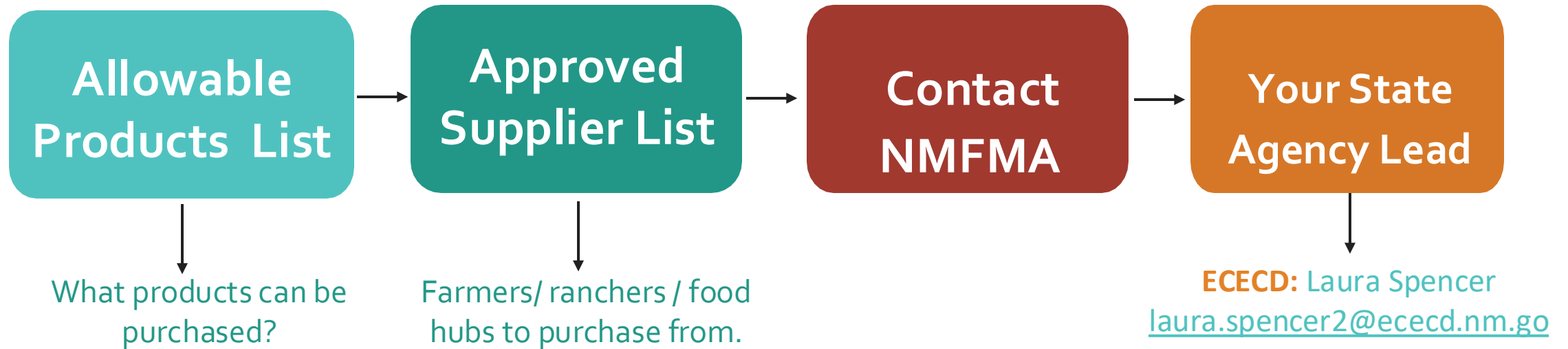
Must be participating in, and in good standing* with, the Child and Adult Care Food Program (CACFP).

Child Care Centers	
PreK programs	
Head Start/Early Head Start programs	
Adult Day Care facilities	
At-Risk Afterschool programs	
Out of School Time	
Emergency Shelters	

* A pilot project is forming to add Home-based childcare providers.

The Process

1. Annual grant applications solicited in spring for each State FY (July 1st – June 30th)
2. ECEs apply & receive award letter for current State FY
3. ECEs contact an approved farmer / rancher / food hub to order



1. ECEs pay approved supplier & receive products; deadline to spend: May 31st
2. ECEs submit invoices, receipts & purchase logs monthly, by email to ECECD
3. ECEs receive reimbursement for NM Grown purchases, from grant funds allocated

What Foods Are Reimbursable Through NM Grown?

- Products must be grown, harvested, or raised in New Mexico!
- Purchases must be made through Farmers/ Ranchers/ or Food hubs on the NM Grown Approved Supplier List (food safety reasons)
 - Vegetables and/or fruits
 - fresh, dehydrated, dried, freeze-dried or minimally processed
 - Herbs
 - Honey
 - Grains and/or flour
 - Traditional foods
 - e.g., corn meal including blue corn mush and atole, chicos, hominy, etc.
 - Chile
 - Plant-based proteins
 - e.g., beans, seeds, nuts
 - USDA inspected and certified meat products
 - Beef, pork, bison, and lamb/mutton products only.
 - NO POULTRY.
 - **Maximum** 40% of the award can be spent on meat products!
- **Not Allowable:** tortillas and other baked goods, dairy, eggs, poultry, edible flowers



LIST OF ALLOWABLE PRODUCTS:

[FY24 Allowable Products_NM Grown.xlsx - Google Sheets](#)



Giving New Mexico farmers, producers, and local food retailers the tools to GROW.

CONNECT • GROW • LEARN

NEW MEXICO GROWN APPROVED SUPPLIER PROGRAM

The New Mexico Grown Approved Supplier Program is designed to grow and diversify the base of New Mexico producers selling to schools and other institutions. The Approved Supplier Program helps assure that fresh produce that moves through schools, early child care facilities, and senior centers, is safe, traceable, and originates from a garden or farm using sound and current food safety practices. The program also helps connect statewide farmers and buyers, and streamline internal purchasing processes.

The NM Grown Approved Supplier Program:

- Allows state-funded buyers to purchase from you!
- Gives buyers confidence that food is safe, traceable
- Gives buyers a "live" 24/7 list of approved vendors

A Program with Open Arms!

- No producer is too small; participation is free
- Technical assistance is available
- Culturally relevant food is encouraged
- Food sovereignty is respected

[Approved Supplier Program Lists](#)



[NM Grown Approved Supplier Program - New Mexico Farmers' Marketing Association](#)

QUICK LINKS

- [Approved Supplier Program List](#)
- [Food Hub Collaboration \(coming soon\)](#)
- [Farmers Group GAP Program \(coming soon\)](#)
- [Value Added Producer Training \(coming soon\)](#)


Approved Supplier Program

The NM Grown Approved Supplier Program is designed to grow and diversify the base of New Mexico producers selling to schools and other institutions. The Approved Supplier Program helps ensure that fresh produce that moves through schools, early child care facilities, and senior centers is safe, traceable, and comes from a garden or farm using sound and current food safety practices. The program also helps connect statewide farmers and buyers to streamline internal purchasing processes.

Note: This list is updated quarterly and as needed to reflect the various products and availability from all of our Approved Suppliers. The list is subject to change based on product availability, growing season, and other conditions that may affect farm and/or ranch operation.

 [Vendors List](#)

Browse all approved Produce Plus, Meat Vendors, Food Hubs, and Distributors participating in the Approved Supplier Program. Apply filters and export lists in a variety of formats for connecting with NM Grown partners.

 [Buyers List](#)



Info for Buyers

Please use the tabs at the top of the list to view and double-check the accuracy of your information, such as address, phone number, and website/social media addresses. Our vendors use this information to contact you regarding food orders and questions. If you need to change or update your information, please contact our team by emailing ASP@farmersmarketsnm.org.

Info for Vendors & Producers

More information on using our Buyers List will be coming soon.

A1:B1 | fx New Mexico Grown Allowable PRODUCE+

	A	B	C	D	E	F	G	H	I
1	New Mexico Grown Allowable PRODUCE+								
2			Fruit, Vegetable, Grain, Legume, Nut, Other	Fresh- whole	Product has undergone activities that do not change the character or nutritional value. Examples include sliced, sliced, chopped, shredded, dried, freeze-dried, ground, frozen. (USDA AMS Definition)	Product has undergone specific processing resulting in a change in the character, or that has been combined with at least one other food component.			
3		Product	Product Type	Unprocessed	Minimally processed	Processed	Specification Notes		
4	Apples	Apple (red delicious, granny smith, golden delick	Fruit	x					
5		Apple, Sauce	Fruit			x	stabilizing agent ok, must be 100% NM Grown		
6		Apple, Specialty (heirloom and higher cost variet	Fruit	x	x				
7	Apricots	Apricot	Fruit	x	x				
8	Arugula	Arugula, Bunch	Vegetable	x					
9		Arugula, Bulk	Vegetable	x					
10	Ash	Ash, Juniper/Cedar	Other		x		Additive for traditional foods		
11	Asparagus	Asparagus (green, white, purple)	Vegetable	x	x				
12	Beans	Beans, Adzuki	Legume	x					
13		Beans, Anasazi	Legume	x					
14		Beans, Bolita	Legume	x					
15		Beans, Pinto	Legume	x					
16		Beans, Tepary	Legume	x					
17	Beets	Beet (red, gold, chlogga, other)	Vegetable	x	x				
18	Bell Peppers	Bell Peppers (green, red, yellow)	Vegetable	x	x				
19		Peppers, Lunchbox	Vegetable	x					
20	Berries	Berry, Raspberry	Fruit	x					
21		Berry, Specialty (blackberries, currants, gogi, gro	Fruit	x					
22		Berry, Strawberry	Fruit	x	x				
23	Bok Choy	Bok Choy (large)	Vegetable	x	x				
24		Bok Choy (baby)	Vegetable	x	x				
25	Broccoli	Broccoli (crowns, florets, head)	Vegetable	x	x				

State Agency Grant Management

- **Food Security Coordinator (1 FTE)**
 - Managed by each participating State Agency
 - For ECECD, funded by the NM Early Childhood Trust Fund
 - Supported by ECECD Family Nutrition Bureau staff
- **Falling Colors – NM Local Food Portal**
 - Database to track approved buyers, budgets, purchases
 - Also has approved foods & suppliers lists
 - Initiated by the Public Education Department via Farm to School grant
 - Now used by all State Agencies to track grant use
 - Maintained by the NM Farmer's Marketing Association



NM Local Food Portal

- Admin
- Budgets
- Buyers
- Products
- Suppliers
- User Management
- Purchases



Help



Laura Spencer
LOGOUT

Search

Start Date

7/1/2024



End Date

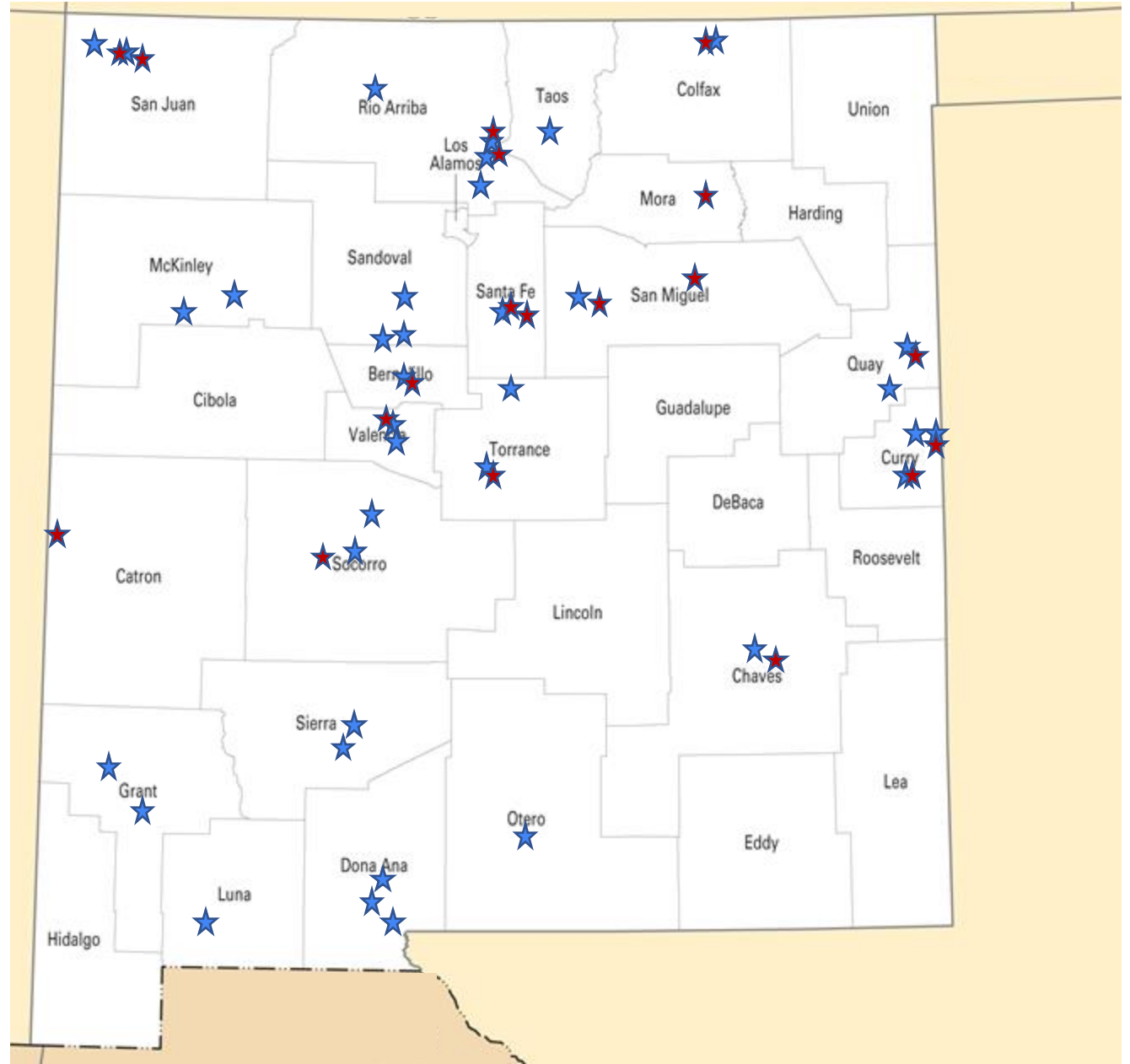
12/1/202



ID	Reference #	Buyer	Supplier	Products	Purchase Date ↓	Total Price
FNJF1206	GUNM-100924	Growing Up New Mexico Early Learning Center at Kaune	Khalsa Family Farms Inc	Nuts, Other; Potatoes, Russet; Tomatoes, Large; Tomatoes, Small, Cherry/Grape/Mixed	10/24/24	\$301.00
CNJF6828	208469	Wesley Kids Childcare & Preschool	Farm of Song	Tomatoes, Small, Cherry/Grape/Mixed; Carrots; Cabbage, Specialty; Kale, Bulk; Lettuce, Green	10/22/24	\$240.00
CNJF4059	INV/2024/00404	Christina Kent Early Childhood Center	Desert Verde Farm LLC	Lettuce, Romaine; Lettuce, Salad Mix; Spinach, Bulk	10/22/24	\$70.50
BNJF2247	21464	Christina Kent Early Childhood Center	National Center for Frontier Communities/ Frontier Food Hub	Beef, Ground; Honey	10/21/24	\$594.00
WNJF4710	LM701028631	Western Heights Learning Center	La Montanita Food Cooperative/ Cooperative Distribution Center	Honey ; Corn, Posole Dried; Beef, Stew Meat	10/17/24	\$272.73
WNJF4053	GUNM-100224	Growing Up New Mexico Early Learning Center at Kaune	Khalsa Family Farms Inc	Kale, Bulk; Cucumber, Specialty; Cucumber, Specialty; Tomatoes, Small, Cherry/Grape/Mixed; Tomatoes, Small, Cherry/Grape/Mixed	10/17/24	\$206.00
VNJF2181	331	J K Corporation - Count Your Blessings	Bill King Ranch	Beef, Ground	10/16/24	\$150.00

Approved Suppliers to date:

- Albuquerque
- Alcalde
- Algodones
- Anthony
- Arrey
- Bernalillo
- Belen
- Caballo
- Corrales
- Clovis
- Cuba
- Deming
- Espanola
- El Rito
- Farmington
- Galisteo
- Gila
- Las Cruces
- Las Vegas
- La Luz
- Los Lunas
- Magdalena
- McAlister
- Moriarty
- Mountainair
- Ohkay Owingeh
- Pecos
- Prewitt
- Portales
- Taos
- Texico
- Tierra Amarilla
- Tucumcari
- Sabinal
- Santa Fe
- Santa Cruz
- San Miguel
- Shiprock/ Cudeii
- Socorro
- Stanley
- Silver City
- Raton
- Roswell
- Ribera
- Velarde
- Wagon Mound





The Impact

- **New Mexico Grown** allows an additional **68,850** New Mexicans to eat locally produced fruits and vegetables, meat, nuts, and other foods in schools, senior centers, and preschools.
- In New Mexico where 1 in 5 children face food insecurity and poor food quality, we **reduce hunger and increase freshness & nutritional content of meals** by supplying State-funded local foods to ECEs.



THANK YOU!

Questions?

Laura Spencer

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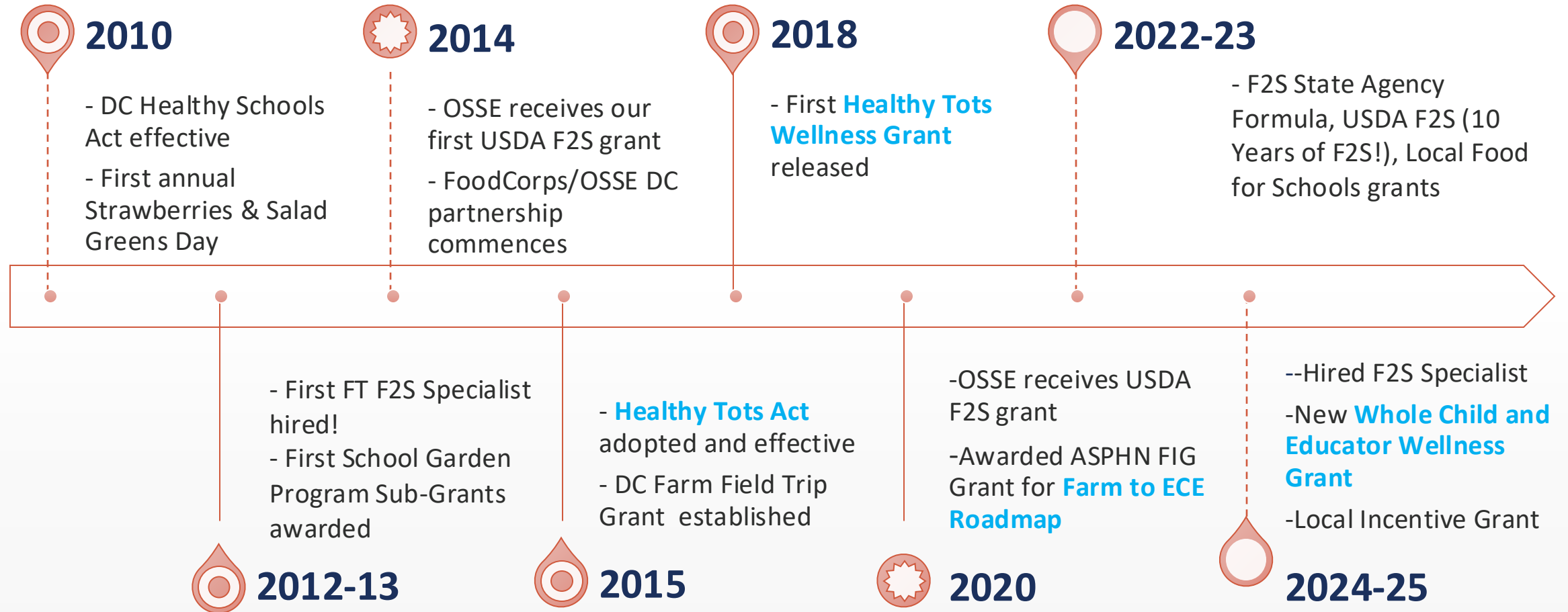
Washington, D.C.

DC Healthy Tots Act and
Wellness Grants



Kimberly Thompson
DC Office of the State
Superintendent of Education
Child Nutrition Programs Grants
Analyst

Farm to CNP Milestone Timeline



Healthy Tots Act Deep Dive

- **Healthy Tots Act** (HTA) of 2014 provides funding and resources to support child care facilities' ability to serve nutritious meals and to offer high-quality wellness programming.
 - **HTA Local5 component:** CACFP facilities receive an additional 5 cents reimbursement (Local 5) for each lunch or supper served that contains at least one component (except milk) meeting the definition of a locally-grown, unprocessed food.
 - Local means: DC, MD, VA, WV, NC, PA, DE or NJ
 - Local 5 is recommended but not required
 - All sites receive technical assistance on Local5 eligibility and claiming during annual claims training.
 - Grant making: Make funds available for competitive grants on:
 - physical activity, nutrition, gardens, natural play areas, and farm-to-preschool programs.
 - Rule making: Issue rules on nutrition and physical activity standards, environmental sustainability, local and unprocessed foods, health eating/farm to ECE and staff training.
 - Track and monitor progress using [OSSE Wellness Guidelines](#) and grant metrics and reporting.

Healthy Schools Act Deep(er) Dive

- Additional \$0.05/meal reimbursement for every meal served using local produce (at either breakfast or lunch) under the National School Lunch Program (NSLP) or School Breakfast Program (SBP)
 - Healthy Schools Act requires a local component daily
 - Locally Grown & Unprocessed Tracking logs provided by SFAs
- Coordinate a Growing Healthy Schools Month
- Annual Strawberries & Salad Greens day
- Healthy Students Amendment Act of 2018



Healthy Tots Wellness Grant (2018-2024)

- Four program areas include:
 - F2ECE/local procurement, outdoor learning/environmental education, staff wellness and physical activity.
 - Areas have evolved over grant cycles.
- Grant has operated for three two-year competitive cycles: FY18/19, FY20/21 and FY23/24.
- Farm-to-ECE program: [FRESHFARM](#) provides local procurement, professional development and family engagement services.
 - Brings local foods to 15 child care facilities to help them maximize Local5 funding.
- Outdoor learning (gardening): [City Blossoms](#) provides garden and bilingual nature-based programming.



Key Partners

- DC Office of Planning
- DC Food Policy Council (led by DC Office of Planning)
- FoodCorps
- DC Department of Health
- DC Division of Early Learning
- Healthy Youth & Schools Commission

Areas of Success

- Local legislation that mandates local foods be incorporated into meals, including the \$0.05 reimbursement.
- FIG Grant partnership: Grant provided funding to support D.C. Farm to Early Childcare (ECE) Coalition and Farm to ECE Roadmap.
- Farm-to-ECE Market Share.
- DC Food Policy Council included implementing Farm to ECE Roadmap in FY24 priority plan.
- FRESHFARM's Food Prints to pilot their curriculum in two ECE sites with DC Health SNAP-Ed grant funds.
- Grant restructure: Healthy School and Healthy Tots grant were combined and rebranded as Whole Child and Educator Wellness Grant after Healthy Tots funding was repealed.



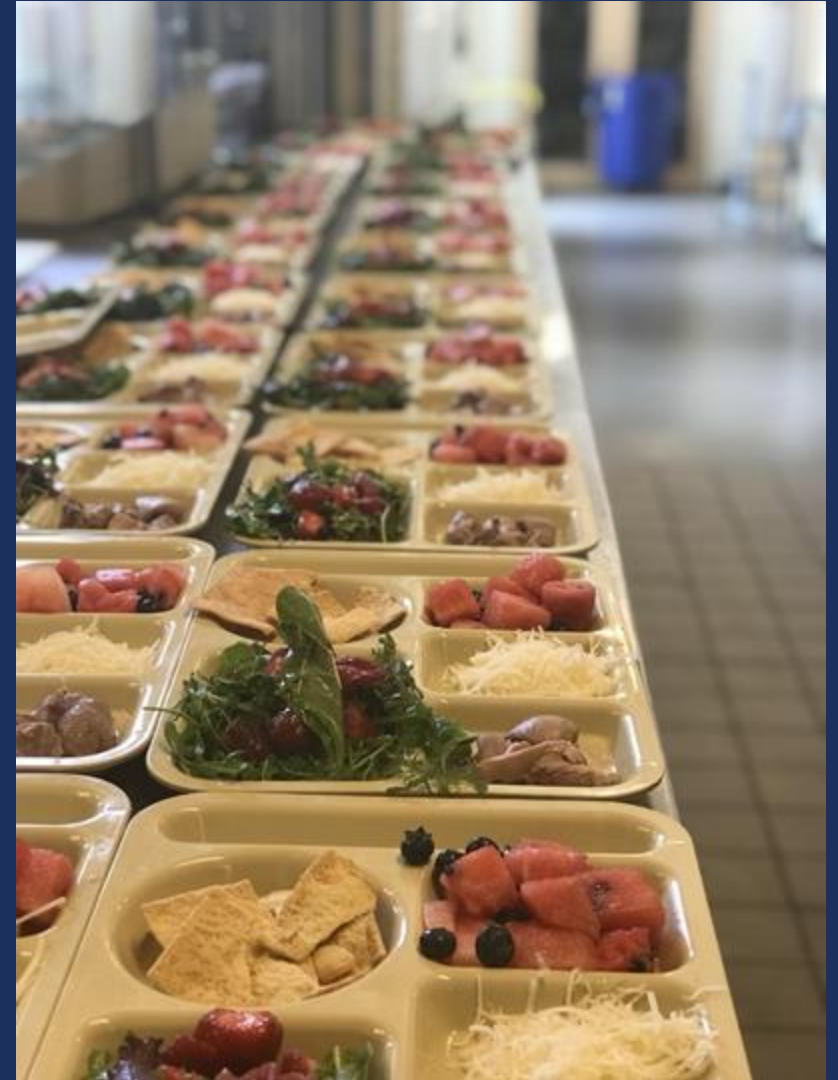
State (*ahem...District*) Barriers and Challenges

- Farm-to-ECE concerns
 - Less support than K-12, economies of scale challenges, limited experience and time of staff
- Gardening concerns
 - Maintaining gardens over summer and winter months, transportation
- Funding
 - Healthy Tots Funds repealed in FY25



What will move the needle?

- Everyone must “tell the story”
- Ensure resources are accurate, accessible and easy to use
- Increase meaningful engagement
- Continued collaborations with local CBOs for produce sourcing and transportation
- Start a coalition or working group
- Targeted private and public fund funding



Resources

- **HTA Home Page:** [Healthy Tots Act and Grant Information](#)
- **LEGISLATION:** [Healthy Tots Act Part 1 \(pages 45-49\) Healthy Tots Act Part 2 \(HTA CACFP Participation Waiver\) \(pages 98-99\)](#)
- **TOOLKIT:** [Toolkit for Procuring Local Foods in Child Nutrition Programs](#)



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Webinars and Farm to School/ECE Newsletters:

NEXT WEBINARS

January 14th @ 2-3pm ET

CACFP Sponsor Organizations- Untapped Farm to ECE Champions

February 11th @ 2-3pm ET

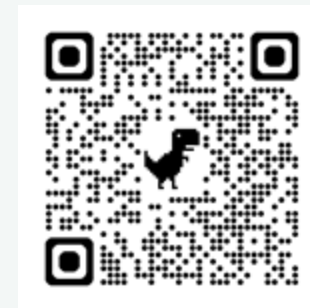
Connecting Systems: Farmers and Educators



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Thank you, Speakers!

Questions?



Cassandra Bull
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Emia Oppenheim
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Time for a Presentation by USDA Agricultural Marketing Service

Elizabeth Lober

Webinars and Farm to School/ECE Newsletters:

NEXT WEBINARS

January 14th @ 2-3pm ET

CACFP Sponsor Organizations- Untapped Farm to ECE Champions

February 11th @ 2-3pm ET

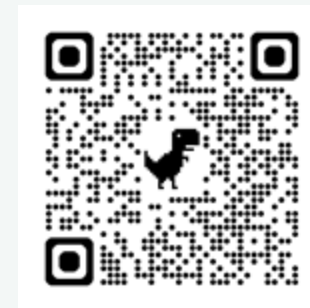
Connecting Systems: Farmers and Educators



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