• **Set up business appointments with farmers**, since many farmers are in their fields or marketing their crops during the day. Try to talk to farmers as early as possible (in the winter is often best), so that they can plant vegetables accordingly.

• **Visit farmers at their farms**, to give you a better idea about availability, pricing, and challenges.

• **Request free samples**, so that you can see if it will meet your districts’ needs and requirements.

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**A Purchasing Agreement with a Farmer Should Include:**

- The total estimated volume of each item to be delivered
- Amount and price of standing order items
- Delivery schedule: time of day, frequency and location
- Packing requirements: standard box, grade, loose pack, bulk, etc.
- Post-harvest handling practices: Is the product pre-cooled?
- How clean should the product be?
- Cost per unit, payment terms, payment process
- Names and phone numbers of the contact people for ordering and billing

Source: VT FEED: A Guide for Using Local Food in Schools, (adapted from Farm to School: A guide for Food Service Professionals® by Alison Harmon at the Pennsylvania State University with the National Farm to School Program, 2002), and Community Alliance with Family Farmers.
WHAT’S IN SEASON?

As a way to support or launch Farm to School programs, districts across Georgia are participating in Harvest of the Month, which is designed to motivate and empower students to increase consumption and enjoyment of fruits and vegetables. Harvest of the Month features a different produce item each month. Purchasing one type of fruit or vegetable from a farmer or through your distributor rather than reforming an entire menu makes it easy for schools to start sourcing locally.

AUGUST
- Apples
- Beans
- Blueberries
- Cantaloupe
- Cucumbers
- Field peas
- Tomatoes

SEPTEMBER
- Apples
- Beans
- Lettuce
- Field peas
- Sweet potatoes
- Tomatoes

OCTOBER
- Apples
- Carrots
- Kale
- Lettuce
- Field peas
- Sweet potatoes

NOVEMBER
- Apples
- Lettuce
- Carrots
- Kale
- Broccoli
- Sweet potatoes

DECEMBER
- Collards
- Lettuce
- Carrots
- Broccoli
- Cabbage
- Sweet potatoes

APRIL
- Strawberries
- Beets
- Carrots
- Collards
- Kale
- Lettuce
- Peas - English
- Spinach
- Radishes

MAY
- Beans
- Blueberries
- Broccoli
- Lettuce
- Collards
- Peaches
- Field peas
- Potatoes - Irish

JUNE
- Beans
- Blueberries
- Broccoli
- Cantaloupe
- Corn
- Cucumbers
- Peaches
- Potatoes - Irish
- Tomatoes

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