

Getting Started with Farm to CACFP: A Practical Overview for CACFP Sponsors

Joe Crumbley he/him

Administrative Program Specialist, Summer Food Service Program and Special Projects Office of Superintendent of Public Instruction (OSPI)

(Icon styling on each slide:  = Grant Requirement |  = CACFP Best Practice)



★ Why Farm to CACFP?

🌱 Supports local agriculture and economies

🥕 Enhances meal quality and variety

📊 Builds nutrition awareness among children and adults

🔍 Helps sponsors meet CACFP nutrition goals and menu diversity

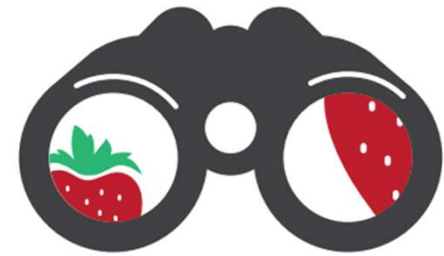
📢 *Survey Insight:* 64% of sponsors requested a beginner-friendly training module





OSPI's Role in Farm to CACFP

-  Provides technical assistance and training
-  Coordinates statewide resources and toolkits
-  Connects sponsors with local producers and partners
-  Develops guidance aligned with USDA and state requirements





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Procurement

Procurement is the purchasing of goods and services. It is a process, which involves planning, drafting specifications, bid advertisement, and awarding and managing the contract. Good procurement consists of four principles: free and open competition, fairness and integrity, responsive and responsible contractors, and transparency.

All entities using Federal Funds must follow procurement guidelines.

Equipment Purchase & Capital Expenditures

- [Equipment and Capital Expenditure Pre-Approval Request Form \(DOCX\)](#)
- [Equipment Purchases Reference Sheet \(PDF\)](#)
- [Pre-Approved Equipment List \(PDF\)](#)

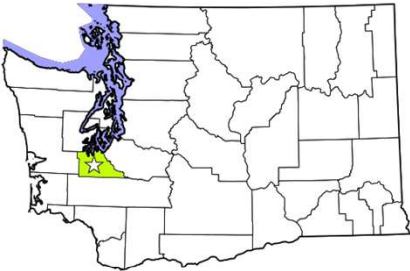
Child Nutrition Services Procurement Contacts

CNSProcurement@k12.wa.us
360-725-6200
Telecommunication Relay Services
[711](tel:3607256200) or 1-800-833-6384

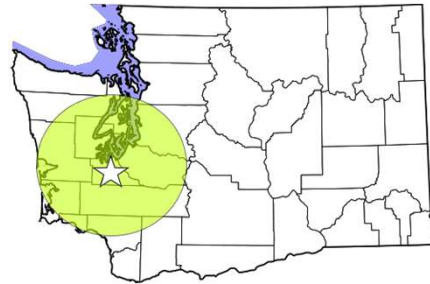
[Staff Contacts](#)



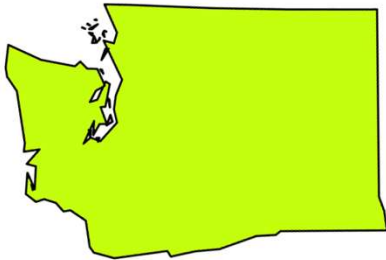
★ What is “Local”? For Farm to CACFP?



Within a County



Within a Radius



Within a State



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★ *These examples show how CACFP sponsors often define “local”*



Within a Region



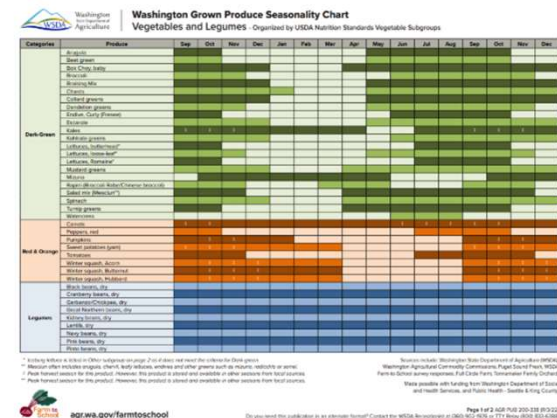
Menu Planning Tips

- 🌻 Use WSDA Seasonality Charts
- 🥕 Feature Harvest of the Month items
- 🌱 Ask vendors for monthly availability
- 🚜 Use icons or labels to highlight WA-grown foods on menus

This slide is fully optional. These are suggested strategies to support local food inclusion, not requirements.



VEGETABLES & LEGUMES



Blackberries aren't technically berries; they're made up of lots of little fruits called drupelets, all clustered together. Blackberries have been eaten by people for thousands of years, with evidence from ancient Europe. In North America, they're used in many dishes, like jams and desserts. You can also use them in soups, sauces, drinks, and even ice cream. Blackberries have a native type called the Trailing Blackberry (Rubus occidentalis). These small, flavorful fruits grow naturally in forests and along roadsides.



Sample Menu Integration

Find Recipe with local foods for CACFP Sites:



[ICN's Recipe Box](#)



*As a reminder, the sponsor is responsible for ensuring standardized recipes and menus meet meal pattern requirements.



[MyPlate Kitchen](#)



[OSU Food Hero](#)



[The Lunchbox](#)



[Vermont FEED](#)



[National CACFP Association Recipes](#)



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PUBLIC INSTRUCTION * Menu examples are for inspiration and do not necessarily reflect required meal patterns or specific grant use.



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Crunchy Hawaiian Chicken Wrap - USDA Recipe for Child Care Centers

Age Group: Ages 6-18

Serving Size: 25-50

This appealing main dish combines seasoned chicken, sweet pineapple, and crunchy shredded vegetables, topped with a delicious poppy seed dressing all wrapped in a warm, whole-wheat tortilla.

CACFP CREDITING INFORMATION

1 wrap (two halves) provides 2 oz equivalent meat, ½ cup vegetable, and 1¼ oz equivalent grains.

½ wrap (one half) provides 1 oz equivalent meat, ¼ cup vegetable, and ¾ oz equivalent grains.

★★★★★ 4.34 from 3 votes





Getting Started with Sourcing



Start small: one local item per month



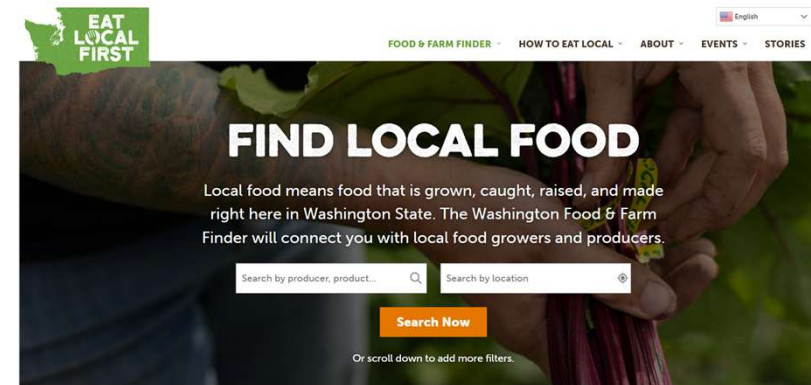
Ask existing vendors about WA-grown items



Explore food hubs and directories (WSDA, Eat Local First)



Try a taste test or themed meal to pilot local items





Finding Vendors



Use the **WA Food & Farm Finder** tool and **WSDA** “buying directly from farms” page.



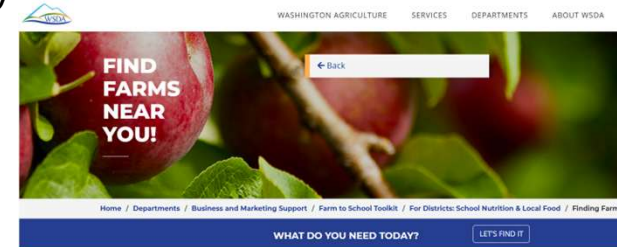
Ask current vendors if they offer **WA-grown options** and list the **farm source**.



Explore **farmers markets, food hubs,** and **local distributors**.



Consider **school gardens** at childcare sites.



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Steps to Connect with Vendors

- 🍓 Step 1: Identify products by reviewing your menu
- 🌱 Step 2 : Finding local farms or other sources of local food.
- 🍏 Step 3: Ask about availability, price, volume, and delivery
- 🍒 Step 4: Confirm delivery and invoice format
- 🍖 Step 5: Place small trial order and document details





Real-World Examples of Farm to CACFP in Action



Source Type

Grocery Store / Farm Stand



Food Hub Orders



CSA / Farm Box



Direct Farm Purchase



CACFP Sponsor Example

Sponsors found WA-grown apples, onions, potatoes at stores. Tip: Look for "WA Grown" labels.

The Children's Center at Burke Gilman Gardens ordered 80+ local items from 40+ farms.

YMCA of the Inland Northwest received farm boxes with seasonal produce like carrots & apples.

Maria's Childcare bought beef from a local ranch. Orcas Daycare ordered lentils from Palouse.





Common Barriers and Solutions

 Farm to CACFP Survey Insight: Top challenges cited were lack of training (58%) and cost barriers (50%)



Barrier: Not sure where to start

Solution: Use OSPI's Quick Start Toolkit



Barrier: Limited volume or vendor access

Solution: Partner with other sites or hubs, check minimums



Barrier: Uncertainty about compliance

Solution: Use USDA Food Buying Guide + OSPI TA





Tips from WA Sponsors

 **Start with just one item** — like carrots, yogurt, or apples

 **Ask current vendors** what WA-grown items they carry

 **Use taste tests** to build interest and reduce food waste

 **Pair meals with fun nutrition lessons** like Harvest for Healthy Kids

 **Use WSDA's farm finder** to locate local producers by product and region





★ Additional Resources



OSPI Farm to CACFP Webpage:
ospi.k12.wa.us/FarmToCACFP ★



USDA Food Buying Guide:
foodbuyingguide.fns.usda.gov ★



WSDA Farm to School Toolkit: [Farm to Preschool](#)



Eat Local First Food & Farm Finder: eatlocalfirst.org ★



Harvest of the Month Recipes & Toolkits:
ospi.k12.wa.us/FarmToCACFP ★





★ What's in the Toolkit?



A quick resources sheet includes:



Local sourcing steps



CACFP compliance tips



Menu ideas



Vendor outreach checklist



Adult Farm to CACFP resource links & examples



The toolkit supports sponsors participating in the WSDA grant, but is also adaptable to regular CACFP operations.





Questions?



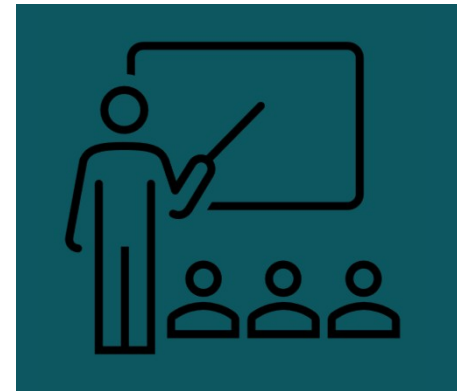
Contact us: farmtocnp@k12.wa.us



Reach out for technical assistance and tools



Let us know how we can support your next steps





Thank You!



Thank you for attending!



Stay connected and share your feedback



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