Producer Worksheet 1B: School Meal Program Case Studies
Finding the School Meal Program for You

Worksheet Objective: Begin to identify which type and size of school meal program might be the right outlet for you by reviewing case studies highlighting how different school meal programs purchase and use local products.

Resources: School Meal Program Case Studies

Directions:

- Review the assigned school meal program mini case study.
- Respond to the questions below and discuss at your table and with the group.

School Nutrition Program Featured in Case Study: _____

1. What makes the school meal program and school district in the case study a good fit for the producer in the case study? (Consider size, scale of production, kitchen capacity, etc.)

2. Based on what you read in the case study, would you consider selling to this type and size of school meal program?

3. Do you have experience selling to school districts for school nutrition programs? What have been the benefits or challenges for you?

4. What are the key factors you saw in the case study that made the producer a good fit for the school meal program type and size?