

# Selling Local Food to Schools

Selling to schools offers many benefits to producers, including:

- *Committed market with constant, steady demand*
- *Reliable prices*
- *Increased community awareness and support*
- *Market diversity*
- *Promotion of child nutrition*



**Learn more at our FREE 1 hr presentation on the web!**

**On March 1, 2012, at 12:00 pm**

**Go to:**

**<http://go.osu.edu/SellingToSchools>**

**Learn about:**

- *Marketing to schools*
- *Distribution models*
- *Classroom visits and farm field trips*
- *Addressing seasonality*
- *The school food bid process*



This webinar is offered by OSU Extension, OPGMA and the Ohio Farm to School Advisory Group.  
For additional information, visit <http://farmtoschool.osu.edu/content/news.htm>

