

**This one day  
summit is worth  
6.75 CEU's**

## **30% Incentive Program Summit**

**August 4, 2020 | 9am - 4:30pm**

**T**he NYS Department of Education and NYS Department of Agriculture & Markets are hosting a one-day summit to offer guidance and training to all interested stakeholders for the NY 30% Initiative.

**The goal is to increase participation in the program and there will be topics covered such as:**

### **How to Get Started with Farm to School**

- Overview
- Required documentation
- Product Formulation Statements
- What information is required for the 30% audit
- NY Grown & Certified
- Working with CCE Farm to School Coordinators
- Where to find local products
- How to develop a procurement plan
- Using the 30 % Calculator

### **Procurement**

- Procuring local items
- Geographic Bid Language
  - How to draft geographic bid language and how farmers/food processors can respond
  - Best practices and lessons learned
- Selling to Schools
  - Training farmers on how to sell to schools

### **Working with Distributors**

- Information for distributors regarding program participation
- Distributor participation (answer common question about how to define NY products), how to code, how to qualify a product
- FSDs – how to work with distributors
- NY Grown & Certified
  - Overview of program
  - How to become certified

### **Buying Local Meats**

- Vendor Database - how vendors can submit products for the database and how FSD's use it.
- Local Food Buyer Learning Center
- Submitting applications for Ag & Markets Grants

**Deadline to  
Register is  
July 31, 2020**