Produce Sales
Why have a farm stand?

- Apply real world math and garden skills of weighing, counting, harvesting, classifying, pricing produce
- Practice handling money and customer service skills
- Connect to local farmers and community members
- Encourage healthy eating at home with fresh vegetables
- Make a small income for your school garden
- Students have FUN and look forward to this tradition
<table>
<thead>
<tr>
<th><strong>Materials:</strong></th>
<th><strong>People:</strong></th>
<th><strong>Space:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>● Harvest baskets</td>
<td>● Volunteers! Two is best</td>
<td>● not much garden space! We use 3 beds 8X4 feet (1 for each week that we run the stand)</td>
</tr>
<tr>
<td>● Scale(s)</td>
<td>● Farmers to buy wholesale from</td>
<td>● A table to set up the stand - could be inside or outside</td>
</tr>
<tr>
<td>● Cash box</td>
<td>● School administration to approve farm stand</td>
<td>● *if starting seedlings, need grow lights or greenhouse space (possibly from a partnering farm or nursery)</td>
</tr>
<tr>
<td>● Cooler or insulated carrier</td>
<td>● Enthusiastic class and teacher to plan, grow, run the stand</td>
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<tr>
<td>● Easel chalkboard</td>
<td>○ We do the Farm Stand with 2nd and 3rd graders</td>
<td></td>
</tr>
<tr>
<td>● Ball jars, rubberbands, ziploc bags, paper bags, sticky labels, yarn, scissors, tubs</td>
<td>● Supportive community to buy produce</td>
<td></td>
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</tbody>
</table>
Planning Garden for Farm Stand Crops

Things to keep in mind: garden space, time until harvest, school season
Planning Garden with Students

- Read seed packet or seed catalogue descriptions, looking for key information like “days to harvest” “cold hardy” “early variety”
- Mark farm stand date on the calendar - plan backward from desired harvest date
- Choose appropriate varieties
- Make class calendar with days to direct seed or start in trays (including succession planting)
Planting seeds and taking care

- Revisit seed catalogue or packets
  - Find seed spacing in inches
- Plan square foot garden
  - Measure garden bed perimeter and calculate area in feet
  - Graph garden bed with number of square feet
  - Create individual crop guides for square foot seed spacing in inches
  - Apply in garden bed!
They have grown more than I thought.

The turnips

There is a lot of carrot sprouts in one box. It contained 15 carrot sprouts.
Connecting with Local Farmers

- Our farm stand is possible only with the help of local farmers
  - We order wholesale from 3 farms in order to have a variety of produce
- Have a farmer come in and speak with the students beforehand, or take a field trip to a farm or farmer’s market
- Making a social connection will help students appreciate the farming profession and the planning, patience and work that goes into selling produce
Preparing for farm stand

- Have students **make signs**
  - Advertise at nearby businesses, libraries, at school for families
- Send **letter home** to parents about unit and ask for permission for students to stay after school to help
- Find parent or garden club **volunteers** to help with day-of farm stand set up
- Make **wholesale orders** with farmers
- Make **price list** for students
  - Farmer can tell you what to sell it for or you can use market prices as guide
- Keep orders and **receipts on file**
Setting up the Farm Stand!

- Before class:
  - Send coordinator or volunteer to **pick up wholesale orders** and bring to school in coolers
  - **Create checklists for students** for each station with clip boards
  - **Group students** to work alongside a volunteer
  - Have **materials ready** for harvesting, labeling, packing up
1) Stand Set Up

- Set up tables and tent
- Clean jars for holding flowers and herbs
- Count money pre-sale
- Write price list on big chalkboard
- Write prices on mini chalkboards for individual produce
- Prepare day’s vegetable tasting for customers
- Review price list spreadsheet
  - crop/farm or garden/price/how many sold

2) Garden Harvest

Example:
- 6 bunches of baby turnips
  - 8 turnips to a bunch
- 6 bunches of cilantro
  - 30 sprigs to a bunch
- 2 bags of baby lettuce
- 3 bunches of kale
  - 10 leaves to a bunch

*If no volunteer for this group, have laminated “how to harvest” cards and/or revisit harvesting the week before stand

3) Farm Produce

Example:
- Allen Farm Eggs
  - Wash and dry
  - Pack into carton
  - Label “Allen Farm Eggs $3”
- Morning Glory Bok Choy
  - Weigh
  - If less than 1 lb, price at $2.75
  - If 1 lb or more, price at $3
- Thimble Farm Greens
  - Weigh into 8 oz bags
  - Label “Thimble Farm Greens $4”

Finish early? Make thank you cards for customers and farmer partners
1) Stand Set Up

2) Garden Harvest

3) Farm Produce
Farm Stand - Math Standards 2nd/3rd grade

Operations and algebraic thinking

- Represent and solve problems involving addition and subtraction
- Represent and solve problems involving multiplication
- Work with equal groups of objects to gain foundations for multiplication
- Use addition to find the total # of objects in arrays

Measurement and data

- Work with time and money
- Measure and estimate volumes and masses
- Represent and interpret data
- Measure and estimate lengths in standard units
- Relate addition and subtraction to length
- Understand concepts of area and relate area to multiplication and addition
- Recognize perimeter as an attribute of plane figures
- Partition shapes into parts with equal areas - express the areas of each part as a unit fraction of the whole