Getting Started
Rancher Flowchart

Are you a rancher interested in selling to a school? The following flowchart provides a step-by-step recommendation on how to initiate potential sales with your local school food authority.

START

Do you know who to contact at your local school or school district?

Yes

Consider what cuts your school may use (i.e. ground beef, stew meats, roasts)

Understand regulations: Any meat served in Colorado's schools must be processed in a USDA inspected (federally-inspected) facility.

Build your product & price availability sheet

If needed, go through the Rancher Checklist to prepare for your meeting

Meet with your **School Food Service Director.** Bring your availability sheet.

Discuss important details such as: **Availability** (i.e., lead time for processing, timeframe for menuing), **Cost Structure** (i.e., live weight, per head), and **Logistics** (delivery).

Make an Invoice. Provide any other required documents, like a W-9 for payment.

Review Delivery with the school. (i.e., # of drop-off sites, time of day)

Fill the school's order and make your first sale!

Feed Colorado Kids!

No

Check out the "**Connecting with School Buyers**" Resource for tips on how to find the right person and make the connection. And then return to this flowchart!