



# Farm to School Price Report

An analysis of sales from Minnesota’s farm to school procurement funding

## About the sales data

Farm to school grants are available to Minnesota schools from the Minnesota Department of Agriculture (MDA) primarily to procure foods from Minnesota farmers, although some funds can be allotted to equipment purchases. A total of \$3.5 million was allotted to schools for local food purchases for fiscal year 2023, a massive increase over previous years because of a one-time infusion of funding from USDA’s Local Food for School (LFS) Cooperative Agreement Program.

Nearly three-quarters of all sales were direct from farmers to schools. The remaining quarter of sales were split between food hubs and wholesalers.

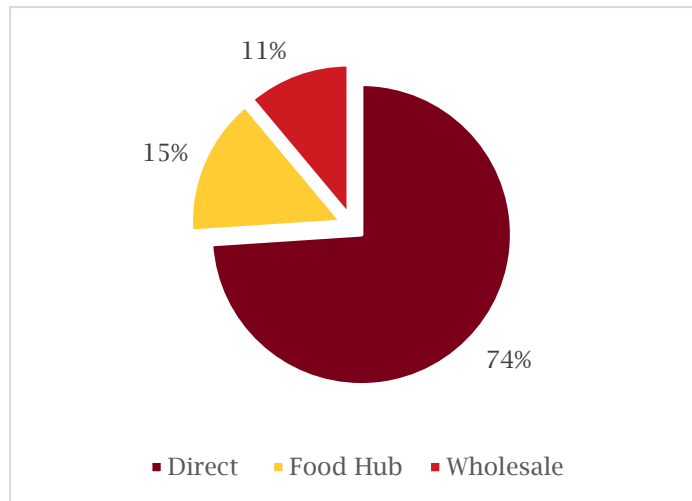


Figure 1: Total sales by source

For an evaluation of the grant program, Extension analyzed sales invoices for \$1.6 million sold to 114 participating schools by 435 Minnesota farmers for the data available through quarter four of fiscal year 2023 only. Schools submitted the sales invoices to MDA for reimbursement through the farm to school grant. Extension compiled the amount sold and prices of all products listed on the invoices for a total of 4,801 sales records.

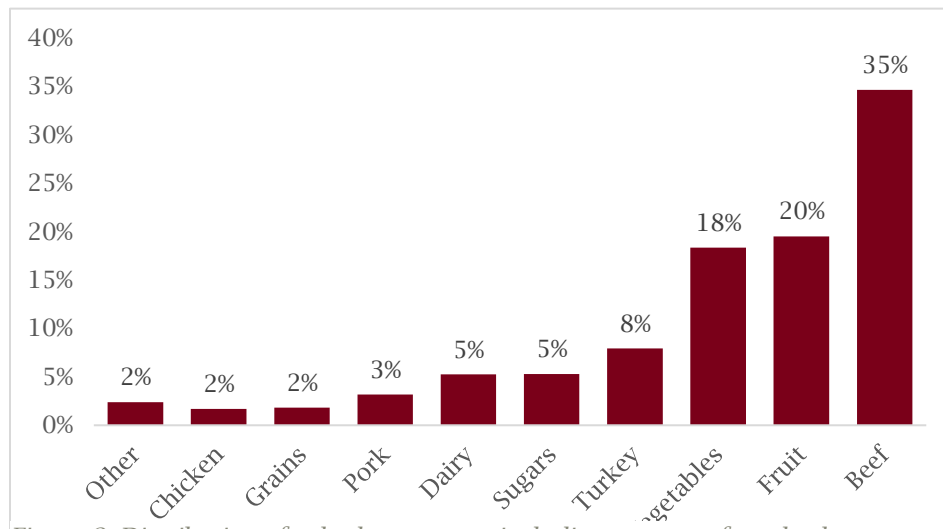


Figure 2: Distribution of sales by category including percent of total sales

## About the average price tables and application

For each product, Extension calculated the average price and provided the range of prices (minimum and maximum prices) as well as number of sales for context. Some products, such as apples, are very popular with schools and the average is based on many sales

transactions (343). In these instances, farmers can be assured this average price accurately represents sales across the state. In contrast, some minor crops such as ground cherries or eggplant are simply not that popular with schools and any average price for products with few sales should be taken with reservations. Certainly not all farms charge the same amount for the same product, and the range provides useful context for any buyer or seller.

Our intention is for farmers to use this data to set prices for their products when selling to schools, and, likewise, assist school buyers to find a reasonable price to pay. Farmers can use the prices in a simple breakeven analysis or enterprise budget to make sure that their enterprise is profitable.

## Price Tables

All prices are per pound unless specified.

### Fruits and Vegetables

<b>FRUIT</b>	Average Price	Minimum	Maximum	No. of Sales
Apples	\$1.77	\$0.30	\$4.14	343
Blueberries	\$7.27	\$2.20	\$15.73	6
Grapes	\$1.75	\$1.00	\$2.50	2
Ground cherries	\$7.92	\$3.50	\$15.00	3
Melons	\$1.31	\$0.40	\$8.00	80
Pears	\$1.85	\$1.44	\$2.25	4
Raspberries	\$7.50	\$6.00	\$12.00	6
Rhubarb	\$3.18	\$2.00	\$3.50	8
Strawberries	\$4.71	\$0.88	\$8.00	66
Watermelon by ct	\$7.54	\$4.00	\$10.00	49
Watermelon by lb	\$0.93	\$0.47	\$1.29	27
<b>VEGETABLES</b>	Average Price	Minimum	Maximum	No. of Sales
Asparagus	\$4.92	\$2.00	\$9.00	19
Basil	\$11.07	\$9.00	\$13.25	13
Beets	\$1.82	\$0.86	\$3.64	54
Broccoli	\$2.37	\$1.20	\$4.00	76
Broccolini	\$2.30	\$2.25	\$2.35	2
Brussels sprouts	\$5.51	\$4.00	\$5.88	15
Cabbage by ct	\$1.77	\$1.77	\$1.77	1
Cabbage by lb	\$1.09	\$0.59	\$2.50	88
Carrots	\$2.59	\$0.62	\$6.44	591
Cauliflower	\$2.31	\$1.20	\$4.00	33
Celery	\$2.04	\$1.00	\$2.75	28
Cherry tomatoes	\$4.05	\$0.83	\$7.20	169
Cilantro by bunch	\$1.50	\$1.50	\$1.50	1
Cilantro by lb	\$8.26	\$4.32	\$10.00	5
Cucumbers by ct	\$1.51	\$1.00	\$2.00	16
Cucumbers by lb	\$1.65	\$0.50	\$5.23	168

Daikon radishes	\$4.10	\$1.58	\$4.23	93
Eggplant	\$2.05	\$0.33	\$3.20	4
Garlic	\$9.51	\$1.00	\$15.00	16
Garlic scapes	\$4.25	\$2.00	\$5.00	4
Green beans	\$2.73	\$0.30	\$6.00	85
Green onions by ct	\$1.65	\$1.65	\$1.65	2
Green onions by lb	\$2.80	\$1.22	\$5.83	10
Greens by package/ct	\$2.50	\$2.50	\$2.50	23
Greens by lb	\$23.47	\$3.20	\$48.48	15
Herbs	\$12.75	\$4.00	\$20.00	12
Hot peppers	\$2.66	\$2.00	\$3.64	4
Kale by bunch	\$1.50	\$1.50	\$1.50	7
Kale by lb	\$5.14	\$2.50	\$15.84	13
Kohlrabi	\$1.84	\$0.75	\$2.40	18
Lettuce by head	\$2.50	\$1.52	\$5.00	18
Lettuce by lb	\$5.89	\$1.62	\$22.00	369
Microgreens	\$32.29	\$3.33	\$57.50	5
Mushrooms	\$10.68	\$7.69	\$15.00	7
Onions by ct	\$2.61	\$1.67	\$3.00	6
Onions by lb	\$1.38	\$0.60	\$4.40	102
Parsnips	\$1.47	\$0.50	\$1.95	8
Peas	\$2.93	\$0.99	\$7.00	35
Peppers by ct	\$2.09	\$1.00	\$3.00	16
Peppers by lb	\$2.68	\$0.40	\$11.50	201
Potatoes	\$1.29	\$0.25	\$4.40	165
Pumpkins by ct	\$2.74	\$0.75	\$10.00	8
Pumpkins by lb	\$1.49	\$1.00	\$1.98	2
Radishes by bunch	\$2.51	\$1.50	\$3.54	4
Radishes by lb	\$2.12	\$1.00	\$3.00	67
Shallots	\$6.68	\$5.00	\$10.00	3
Spinach	\$5.29	\$3.00	\$10.00	5
Summer squash by ct	\$1.57	\$1.00	\$2.50	7
Summer squash by lb	\$1.63	\$1.00	\$2.50	69
Sweet corn by dozen	\$9.32	\$4.00	\$15.00	53
Sweet corn by lb	\$2.49	\$0.47	\$6.00	14
Sweet potatoes	\$1.99	\$1.25	\$2.45	34
Tomatoes	\$2.65	\$0.77	\$11.78	220
Winter squash	\$1.30	\$0.43	\$7.50	108

## Meat

BEEF	Average Price	Minimum	Maximum	No. of Sales
Bratwurst	\$5.39	\$4.06	\$5.58	8
Ground	\$5.57	\$1.36	\$18.66	210
Ground patties	\$6.53	\$3.88	\$10.35	47

Roast	\$7.60	\$4.45	\$26.31	18
Stew meat	\$6.90	\$5.58	\$12.50	8
Whole	\$4.84	\$3.15	\$6.36	4
<b>BISON</b>	Average Price	Minimum	Maximum	No. of Sales
Ground	\$9.78	\$5.73	\$11.75	12
Roast	\$11.00	\$11.00	\$11.00	1
Stew meat	\$12.00	\$12.00	\$12.00	1
<b>CHICKEN</b>	Average Price	Minimum	Maximum	No. of Sales
Breast	\$7.00	\$6.48	\$9.07	5
Whole by ct	\$21.19	\$16.00	\$27.56	3
Whole by lb	\$4.86	\$3.64	\$9.05	10
<b>FISH</b>	Average Price	Minimum	Maximum	No. of Sales
Walleye	\$10.07	\$9.29	\$10.50	3
<b>PORK</b>	Average Price	Minimum	Maximum	No. of Sales
Bratwurst	\$6.00	\$3.82	\$8.45	9
Breakfast Sausage	\$6.39	\$5.50	\$8.25	4
Chops	\$6.71	\$3.29	\$8.31	4
Ground	\$5.82	\$1.15	\$8.75	19
Ground patties	\$6.28	\$4.23	\$8.25	3
Roast	\$6.17	\$2.48	\$10.78	16
Sausage	\$6.67	\$4.50	\$9.78	7
<b>TURKEY</b>	Average Price	Minimum	Maximum	No. of Sales
Breast	\$5.25	\$0.75	\$8.39	117
Ground	\$3.66	\$2.29	\$10.00	17
Ground patties	\$5.49	\$4.39	\$9.19	5

## Other

<b>DAIRY</b>	Average Price	Minimum	Maximum	No. of Sales
Butter	\$4.25	\$2.93	\$7.80	32
Cheese	\$4.93	\$1.61	\$16.73	156
Cheese curds	\$5.61	\$4.80	\$6.83	5
Cottage cheese	\$5.31	\$5.31	\$5.31	6
Sour cream	\$5.32	\$3.76	\$5.64	19
<b>EGGS</b>	Average Price	Minimum	Maximum	No. of Sales
Eggs	\$3.87	\$1.90	\$6.79	47
<b>GRAINS</b>	Average Price	Minimum	Maximum	No. of Sales
Cornmeal	\$0.62	\$0.62	\$0.62	2
Flour	\$1.55	\$0.90	\$2.00	8
Popcorn	\$4.19	\$1.00	\$7.30	4
Rolled oats	\$3.07	\$1.21	\$6.25	6

Wild Rice	\$9.73	\$0.73	\$32.00	38
<b>SUGARS</b>	Average Price	Minimum	Maximum	No. of Sales
Honey	\$5.90	\$3.67	\$19.00	22
Maple sugar	\$12.00	\$12.00	\$12.00	2
Maple syrup by gallon	\$70.55	\$46.09	\$125.00	37

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**Ryan Pesch** is an Extension Educator in Agricultural Business Management who specializes in direct farm marketing and specialty crop

For more information about topics related to selling direct to customer, see <https://extension.umn.edu/business/marketing-farm-products>