

HOW TO Start a Fruit & Vegetable Stand AT YOUR CHURCH

What you will need: * \$500 start up money * Locked Money Case or Box * Calculator * Pen * Transaction forms * Table for produce * Several baskets of different sizes * Ziploc bags to bundle produce
*Announcement for bulletin * Sign for table * Volunteers * Leader of Produce Stand *

The leader of the Produce Stand is responsible for:

- Negotiating the partnership with the produce vendor or farm
- Being the liaison between the vendor and the church
- Coordinating payment by the church to the vendor
- Ordering produce each week
- Responsible for depositing money from stand or giving money to the Financial Administrator at the church for deposit into the bank within 24 hours of sale
- Scheduling times for packaging and selling produce with volunteers
- Monitoring volunteers and all produce stand operations



Step 1: Do your homework.

Find out who you can buy produce from in the area. Some local produce

vendors include:

* **Combs-** www.combsproduce.com

915 South Harwood St., Dallas, TX 75201

(800) 466-6086

***FreshPoint-** www.freshpoint.com

4721 Simonton, Dallas, TX 75244

972-385-5800

*You may also consider partnering with a local farm: www.eatwellguide.org/search/advanced

As you begin the planning process, Mr. Clemon is also a great resource. Talk to him about how he has developed this ministry at his church.

TIP: Partner with several churches to buy produce together.

Step 2: Talk with your Pastor. After you do some research about who you could get produce from in your area, it's time to talk to your Pastor. Let the Pastor know about your commitment to Christ and to keeping His church healthy. One way to do this is to provide fruits & vegetables to the

congregation at a low cost every week!

While it may be possible to raise money for your health ministry through this stand, this is not the primary goal.

Remember that any money you make goes back into the account to buy more produce for the next week.



Step 3: Talk with budget person or financial administrator at church.

You'll need \$500 to start the stand.

Each week you'll buy, depending on the size of your church, up to \$300 of produce. Whatever money you make from selling the produce will be used the next week to purchase more produce. The goal is to constantly be adding back to the \$500. This account needs to be separate from other accounts on the church budget.

Step 4: Talk with vendor to negotiate a price for produce. If your church is a non-profit organization with a 501-C3, then this may help with a discount. You may also consider partnering with other churches to purchase produce in bulk, which may also increase the discount you could receive on discount.

Please note that these kinds of stands cannot be located outside of the church building due to city codes.



Step 5: Ask for or find space to store the signs, baskets and left over produce.

You'll need access to a refrigerator to store left over produce, and also some space for tables, signs, etc.

Step 6: Figure out how much produce you'll need.

This may take a few weeks to figure out. Things like apples and oranges can last up to two weeks, so you may not purchase them weekly. However, greens, bananas and other produce may only last one week. What you order from week to week will also depend on your congregation's food preferences and what is currently in season. For your first order, ask your wellness club members what they would buy from a produce stand at church.



Step 7: Recruit volunteers and organize to sell produce.

You may need 10-12 people to help with packaging the produce, setting up the stand and then selling the produce. These don't necessarily have to be health ministry members or wellness club members, but this is a great way to keep them involved in the health ministry. At Cornerstone Baptist Church, Mr. Clemon developed the stand using all middle school youth. See example schedule in box:

Saturday at Noon: Produce delivered or picked up & taken to church

Saturday at 1:00-3:00pm: Volunteers package produce in Ziploc bags. Volunteers check produce from previous week and assess whether it can be sold.

Sunday before service: Volunteers set up stand. One person will man the stand during the service to keep money box and produce safe.

Sunday after service: Volunteers sell produce to congregation after service. When flow of people stops, volunteers put produce in the proper storage place for next week, and break down stand area.

Step 8: Advertise the Stand. Ask for space in the bulletin to advertise the fruit stand. You can also request to make an announcement or ask your Pastor make an announcement during the church service. TIP: Use this as a way to promote your health ministry as well. Hand people flyers when they purchase produce with healthy recipes, etc.



Step 9: Start selling produce! Once you've found the vendor, gathered volunteers, and planned for your first week of selling produce- you are ready!

Monitor the items that you sell each week. Pay special attention to what sells fastest, and what is always left over. This may take some time. There are worksheets available to help you track incoming money. Pricing may take some time to determine as well. Use these examples as a guide: 2- peaches for \$1; 5- apples for \$1, 1 bunch greens for \$1.

Step 10: Evaluate if the stand is working.

After a month or two, take some time to evaluate if the fruit and vegetable stand is beneficial to your church.

As the leader of the stand, think about:

- Are we making enough money to buy produce every week?
- Do we have a smooth operation from ordering to packaging produce to selling on Sunday morning?
- How many people are buying produce every week? Is it increasing?

Ask church leaders and congregation:

- What do they think about the produce stand?
- What could the health ministry do to make it easier to purchase these products?
- How can the health ministry improve the fruit stand operation?

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