

## Complying with Healthy Food Certification (HFC)

### Module 6: Fundraisers

 Connecticut State Department of Education  
Bureau of Child Nutrition Programs

Revised March 2026

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## Complying with HFC Training Modules

- Module 1 Introduction to Training Modules and HFC
- Module 2 HFC Requirements
- Module 3 Connecticut Nutrition Standards (CNS)
- Module 4 Evaluating Foods for CNS Compliance
- Module 5 Laws for Foods and Beverages in HFC Schools
- Module 6 Fundraisers

<https://portal.ct.gov/sde/nutrition/healthy-food-certification/hfc-training-program>

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## Topics

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## Module 6 Topics

- Introduction to fundraisers
- Overview of state and federal laws that apply to fundraisers
- Three categories of allowable fundraisers
- Compliant and noncompliant foods
- Compliant and noncompliant beverages
- Tickets, coupons, and similar items
- Orders and distribution on school premises
- Fundraiser catalogs, fliers, and similar promotions
- Suggested donations for foods and beverages
- Bake sales
- Candy and gum
- Compliance strategies
- Summary of fundraiser requirements
- Resources

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## Key Messages About Fundraisers

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## Overview of Key Messages

- Cannot sell noncompliant foods unless meet HFC exemption criteria
- Cannot sell noncompliant beverages unless meet state exemption criteria
- Fundraisers must comply with other state laws for competitive foods
- State laws apply regardless of when students will receive or consume foods and beverages



All fundraisers must comply

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## Introduction to Fundraisers

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## Fundraisers

Any activities conducted by any school-related or outside organization or group on school premises, during which **money or its equivalent\*** is exchanged for the purchase of a product in support of the school or school-related activities

**Terms to Know**

\* Coupons, tickets, tokens, and similar items

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## Most Fundraisers

- Students pay money to obtain foods and beverages



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## Types of Fundraisers

- Tickets and similar items redeemable for foods and beverages
- Offer foods and beverages for a suggested donation
- Place orders and receiving distribution on school premises



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## Types of Food and Beverages

- Noncompliant foods and beverages
- Compliant foods and beverages



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## Compliant Foods

Foods that meet the Connecticut Nutrition Standards (CNS)

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**Compliant Beverages**

Beverages that meet the requirements of the state beverage statute (C.G.S. Section 10-221q) and USDA's Smart Snacks beverage standards

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**Overview of Laws that Apply to Fundraisers in HFC Public Schools**

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**State Nutrition Standards**

- HFC (C.G.S. Section 10-215f)
- CNS (C.G.S. Section 10-215e)




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**Beverage Requirements**

<b>State</b>	<b>Federal</b>
<ul style="list-style-type: none"> <li>▪ Beverages (C.G.S. Section 10-221q)             <ul style="list-style-type: none"> <li>• All times</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Smart Snacks beverage standards (81 FR 50131)             <ul style="list-style-type: none"> <li>• School day</li> </ul> </li> </ul>




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**State Statute for Nutritious and Low-fat Foods (C.G.S. Section 10-221p)**

- Applies during school day



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**State Competitive Foods Regulations**

- Section 10-215b-1: Selling and giving certain foods
- Section 10-215b: Accrual of income



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### Child Nutrition Programs

- National School Lunch Program (NSLP)
- School Breakfast Program (SBP)
- Afterschool Snack Program (ASP) of NSLP
- Seamless Summer Option (SSO) of NSLP
- Special Milk Program (SMP)
- Fresh Fruit and Vegetable Program (FFVP)
- Child and Adult Care Food Program (CACFP)
- At-risk Afterschool Meals operated in schools
- Summer Food Service Program (SFSP) operated in schools




<https://portal.ct.gov/sde/nutrition/child-nutrition-programs>

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### More Guidance About State and Federal Laws

- State beverage statute
- Federal Smart Snacks nutrition standards
- State statute for nutritious and low-fat foods
- State competitive foods regulations



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### Not All Laws Apply to All Fundraisers




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### When the Laws Apply to Different Types of Fundraisers

- What foods and beverages are being sold
- When selling occurs
- Where selling occurs




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### CSDE Resource

#### Summary Chart: Federal and State Requirements for Competitive Foods in HFC Public Schools



[https://portal.ct.gov/-/media/sde/nutrition/compfoods/summary\\_chart\\_requirements\\_competitive\\_foods\\_hfc.pdf](https://portal.ct.gov/-/media/sde/nutrition/compfoods/summary_chart_requirements_competitive_foods_hfc.pdf)

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### Three Categories of Allowable Fundraisers



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**Allowable Fundraisers Category 1**

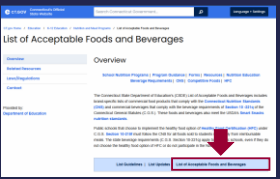
Sales of compliant foods and beverages to students on school premises

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**Allowable Commercial Products**

- Must be listed on CSDE's List of Acceptable Foods and Beverages webpage



<https://portal.ct.gov/sde/nutrition/list-of-acceptable-foods-and-beverages>

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**Allowable Foods Made from Scratch**

- Accurate standardized recipe
- Completed CNS worksheet



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**Reminder: Must Include Accompaniments**

- CNS applies to serving of food plus any accompaniments served with it

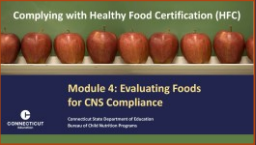


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**More Guidance About Evaluating Foods**

- Module 4: Evaluating Foods for CNS Compliance




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**Category 1 Fundraisers Must Meet Other State Laws**


**During School Day**

- C.G.S. Section 10-221p requires nutritious and low-fat foods



**If CNPs Operate**

- Section 10-215b-23 requires nonprofit school food service account (NSFSA) must receive gross income



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**Example: How Section 10-215b-23 Applies to Fundraisers Selling Compliant Foods and Beverages While CNPs Operate**

NSLP operates from  
**11:00 AM – 1:00 PM**

Fundraiser sells compliant cookies during lunch period

- Section 10-215b-23 requires NSFSA account receives all fundraiser gross income from **10:30 AM – 1:30 PM**



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**Allowable Fundraisers Category 2**

Sales of noncompliant foods and beverages to students at location of an event on school premises after school day or on the weekend

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**Fundraisers That Meet Exemption Criteria**

- State HFC statute
- Beverage statute

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**Sales of Noncompliant Foods and Beverages at Event After School Day or on Weekend**

**If CNPs Operate**

- Must meet state competitive foods regulations

- Section 10-215b-1 prohibits sales of candy, coffee, tea, and soft drinks
- Section 10-215b-23 requires NSFSA must receive gross income

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**Example: How State Regulations Apply to Fundraisers at Events Occurring While CNPs Operate**

ASP operates from  
**4:30 – 5:30 PM**

Fundraiser sells foods and beverages during soccer game (event) from **4:00 – 6:00 PM**

- Section 10-215b-1 prohibits sales of candy, coffee, tea, and soft drinks to students from **4:00 – 6:00 PM**
- Section 10-215b-23 requires NSFSA account must receive gross income from all foods and beverages sold to students from **4:00 – 6:00 PM**

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**Allowable Fundraisers Category 3**


Orders for noncompliant foods and beverages off school premises (fundraiser catalogs)

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### Requirements for Fundraiser Orders

- Students may bring orders and money to school
- Students cannot pick up noncompliant foods and beverages on school premises




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### Allowable Food/Beverage Distribution Procedures

- Parents pick up at school
- Pick-up location is off school premises
- Students pick up at event after school day or on weekend, when CNPs are not operating



Written communication must clearly indicate pick-up policy

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### ☑ Three Categories of Allowable Fundraisers




1. Sales of compliant foods and beverages to students on school premises
2. Sales noncompliant foods and beverages to students at location of an event on school premises after school day or on the weekend
3. Orders for noncompliant foods and beverages off school premises (fundraiser catalogs)

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### Exemptions for Noncompliant Foods and Beverages



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### Requirements for Noncompliant Foods and Beverages

1. Board of education (BOE) votes to allow exemptions
2. Sales meet exemption criteria of state HFC and beverage statutes



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### Three Exemption Criteria

1. The sale is in connection with an event occurring after the end of the regular school day or on the weekend
2. The sale is at location of the event
3. The foods are not sold from a vending machine or school store



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**Event**

An occurrence that involves more than just a regularly scheduled practice, meeting, or extracurricular activity

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**School Day**

The period from midnight before to 30 minutes after the end of the official school day

- Includes summer school programs
- Applies to half days


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**Example of School Day**

- School ends at 3:00 PM
- School day = midnight through 3:30 PM
- After school day = 3:31 PM through 11:59 PM



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**Location**

The same place where the event is being held

- Example**  
Location of a soccer game is the field where the soccer game is played

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**Summary of Requirements for Noncompliant Foods and Beverages**

- Must meet the three exemption criteria
- Additional laws apply depending on when fundraisers operate



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**Tickets and Similar Items**

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### Examples of Tickets and Similar Items

- Coupons
- Tokens
- Gift cards
- Entertainment books



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### Selling Tickets and Similar Items Redeemable for Foods/Beverages

- Same as selling foods/beverages
- Does not matter
  - when or where exchange occurs
  - when foods/beverages consumed




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### Cannot sell Students Tickets and Similar Items Redeemable for Foods/Beverages Unless

- BOE votes to allow exemptions
- Sales meet exemption criteria of state HFC and beverage statutes



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### Example of Noncompliant Ticket Fundraiser

**Monday During School Day**  
School club sells tickets to students on school premises

**Friday After School Day**  
Students can exchange tickets at school for candy bars


- Candy does not comply with CNS
- Fundraiser not eligible for food exemptions



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### Fundraiser Orders and Distribution on School Premises




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### Fundraiser Orders/Distribution on School Premises

- Students place **orders** for foods and beverages on school premises
- Students **receive** foods and beverages on school premises




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### Timing of Distribution and Consumption

- State laws apply regardless of when students will receive or consume foods and beverages
  - Precooked foods**  
Frozen pies, cakes, cookie dough, pizza
  - Bulk products**  
Boxes or bags of candy, cookies, popcorn kernels, gourmet coffee and tea, hot chocolate packets



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### Example 1: Fundraiser Orders and Distribution on School Premises

Students place order during first week of September for doughnuts that they will receive during second week of September

**Not Allowed**

- Doughnuts do not comply with CNS
- Fundraiser orders and delivery do not meet exemption criteria



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### Example 2: Fundraiser Orders and Distribution on School Premises

Students order boxes of frozen cookie dough on school premises, which is distributed to students on school premises

**Not Allowed**

- Boxes of cookie dough do not comply with CNS
- Fundraiser not eligible for food exemptions




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### Options for Allowable Fundraiser Orders on School Premises

**Cookie Fundraiser Order Form**

Name	Number of Boxes			
	Chocolate chip	Oatmeal raisin	Sugar	Double chocolate
1	1	1	1	1
2	1		1	1
6		2	1	1




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### Options for Allowable Fundraiser Orders on School Premises

- Orders are only for compliant foods/beverages
- Students order noncompliant foods/beverages at events that meet exemption criteria
- Students pick up noncompliant foods/beverages at events that meet exemption criteria




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### Important Considerations

- Each option may be subject to other state laws
- May be other acceptable procedures



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**Option 1: Orders are Only for Compliant Foods and Beverages**

- All foods meet CNS
- All beverages meet state beverage statute and Smart Snacks beverage standards

<https://portal.ct.gov/sde/nutrition/list-of-acceptable-foods-and-beverages>

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**Option 1 Procedure**

- Students may **order** foods and beverages on school premises
- Fundraiser may **deliver** foods and beverages to students on school premises

<https://portal.ct.gov/sde/nutrition/list-of-acceptable-foods-and-beverages>

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**Example of Option 1**

- Fundraiser on school premises collects student orders and money for snack foods on CSDE's List of Acceptable Foods and Beverages
- Students receive these foods on school premises later in the week

**Two other laws may apply**

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**Other Laws Required for Option 1**

<p><b>If Orders Occur While CNPs are Operating</b></p> <ul style="list-style-type: none"> <li>Section 10-215b-23 of state competitive foods regulations                             <ul style="list-style-type: none"> <li>Income must accrue to NSFSA</li> </ul> </li> </ul>	<p><b>If Distribution of Foods is During School Day</b></p> <ul style="list-style-type: none"> <li>C.G.S. Section 10-221p                             <ul style="list-style-type: none"> <li>Low-fat dairy foods or fresh or dried fruit must be available for sale to students when food orders are distributed</li> </ul> </li> </ul>
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**Option 2: Students Order Noncompliant Foods/Beverages at Events Meeting Exemption Criteria**

- Orders are at the location of an event after the school day or on the weekend
- Fundraiser may **deliver** noncompliant foods and beverages to students anywhere on school premises

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**Example of Option 2**

- Fundraiser located at school concert (event) in evening takes student orders and money for noncompliant cupcakes
  - Two other laws apply if event occurs while CNPs are operating
- Cupcakes are delivered to students on school premises the next week during the school day

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### Other Laws Required for Option 2

If orders occur while CNPs are operating

- State competitive foods regulations
  - Section 10-215b-1: Students cannot order candy, coffee, tea, or soft drinks
  - Section 10-215b-23: Income must accrue to NSFSA



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### Option 3: Students Pick Up Noncompliant Foods/Beverages at Events Meeting Exemption Criteria

- Students may **order** foods and beverages on school premises at any time




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### Example of Option 3

- Fundraiser on school premises during school day takes student orders and money for candy bars
- Candy bars will be picked up by students in a few weeks at open house held at school in evening



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### Fundraising Catalogs, Fliers, and Similar Promotions for Sales Off School Premises



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### Fundraising Catalogs, Fliers, and Similar Promotions

- Students may sell noncompliant foods and beverages off school premises
- Students may bring orders and money to school
- But students cannot pick up noncompliant foods and beverages at school



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### Sale

Exchange of a determined amount of money or its equivalent (such as coupons, tickets, tokens, and similar item) for foods and beverages



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### Sale on School Premises =

- Exchange of money for fundraiser foods and beverages



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### Example of Noncompliant Catalog Sales Fundraiser

- Students take orders off school premises for frozen cakes, boxes of cookies, and bags of gourmet coffee
- Students bring orders and money to school
- Students pick up the foods and beverages at school for distribution to customers

**Not allowed because**

- Foods do not comply with CNS
- Coffee does not comply with state beverage statute

**Sales = exchange of money or its equivalent for foods and beverages**

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### Options for Allowable Catalog Sales Fundraiser Off School Premises

- Change ordering or pick-up procedure so students are not bringing money to school and picking up noncompliant foods and beverages at school
- Contact CSDE for assistance




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### Option 1: Parents Pick Up Noncompliant Foods/Beverages At School

- Students take orders off school premises and bring orders and money to school
- Must clearly indicate pick-up policy



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### Option 2: Students Pick Up Noncompliant Foods/Beverages at Event Meeting Exemption Criteria

- Students take orders off school premises and bring orders and money to school



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### Option 3: Online Orders of Noncompliant Foods/Beverages

- Students may pick up foods and beverages at school for delivery to customers



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**Option 4: Pick-up Location for Noncompliant Foods/Beverages is Off School Premises**

- Students may bring orders and money to school



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**Offering Foods/Beverages in Exchange for Suggested Donations**




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**Fundraiser Must Meet Same Requirements**

- Asking for a suggested donation is the same as selling because students cannot receive the food or beverage without donating money





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**Example of Fundraiser with Suggested Donation**

- A charity fundraiser on school premises offers students a noncompliant cookie for making a donation
  - **Not Allowed**



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**Option 1 for Allowable Fundraisers with Suggested Donations**

- Offer only compliant foods
  - Use CSDE's List of Acceptable Foods and Beverages webpage



<https://portal.ct.gov/sde/nutrition/list-of-acceptable-foods-and-beverages>

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**Option 2 for Allowable Fundraisers with Suggested Donations**

- Conduct fundraiser at location of event that occurs after school day or on weekend
  - **Example**  
A fundraiser on school premises located at a school concert (event) in the evening offers students a candy bar for donating to a local charity



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## Bake Sales

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## Bake Sales on School Premises

- Must always comply with CNS
  - Not eligible for exemptions
- Includes foods intended to be brought home
- Could sell noncompliant foods to students if located at event after school day or on weekend



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## When CNS Does Not Apply to Bake Sales

- Held on school premises but sell only to adults, e.g., teachers, school staff, and parents
- Held off school premises



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## Candy Sales

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## Examples of Candy (includes Sugar Free)

- Chocolate
- Candy bars
- Chocolate-covered nuts and fruits
- Hard candies and lollipops
- Caramels, taffy, and licorice
- Jelly candies, e.g., gumdrops, gummies, and jelly beans
- Breath mints



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## Requirements for Candy Sales

- Fundraisers cannot sell candy to students on school premises unless sales meet three requirements
  1. BOE voted to allow food exemptions
  2. Sales meet exemption criteria of state HFC statute
  3. Event cannot occur while any CNPs are operating



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## Gum Sales

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### Requirements for Gum Sales (Regular and Sugar-free)

- Gum = food
- Cannot be sold to students on school premises unless sales meet two requirements
  1. BOE voted to allow food exemptions
  2. Sales meet exemption criteria of state HFC statute




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### Other Requirements for Gum Sales

**If Event Occurs While CNPs Operate**

- Section 10-215b-23 of state competitive foods regulations applies
- NSFSA must receive fundraiser's gross income



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## Sales of Coffee, Tea, and Soft Drinks

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### Requirements for Sales of Coffee, Tea, and Soft Drinks


- Fundraisers cannot sell coffee, tea, and soft drinks to students on school premises unless sales meet three requirements
  1. BOE voted to allow beverage exemptions
  2. Sales meet exemption criteria of state beverage statute
  3. Event cannot occur while CNPs are operating



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### ☑ Requirements for Different Types of Fundraisers



▪ Tickets and Similar Items	▪ Suggested Donations	▪ Gum
▪ Fundraiser Orders	▪ Bake Sales	▪ Coffee, Tea, and Soft Drinks
▪ Fundraising Catalogs	▪ Candy	

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## Compliance Strategies for Fundraisers

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## Reminder About HFC Compliance

- HFC funding requires CNS compliance
- District's procedures for competitive foods must include a process to ensure all fundraisers comply with HFC requirements and other state laws




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## Compliance Strategies for Fundraisers

1. Implement districtwide fundraiser approval process
2. Communicate fundraiser requirements to all fundraiser coordinators



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## 1: Implement Districtwide Fundraiser Approval Process




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## Two Elements for Districtwide Fundraiser Approval Process

1. Identify district/school point person
2. Develop fundraiser approval form




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## CSDE Resource

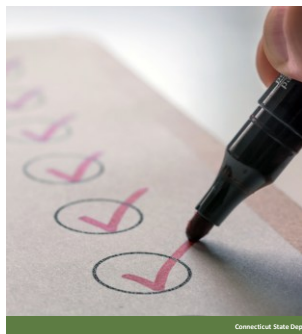
### Sample Fundraiser Form for Healthy Food Certification (HFC)



[https://portal.ct.gov/-/media/sde/nutrition/hfc/sample\\_fundraiser\\_form\\_hfc\\_introduction.pdf](https://portal.ct.gov/-/media/sde/nutrition/hfc/sample_fundraiser_form_hfc_introduction.pdf)

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**2: Communicate Requirements to all Fundraiser Coordinators**

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**Who to Inform**

- School-related groups
- Entities outside district that sell foods to students on school premises
- New staff

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**Training and Resources**

- Use this module
- CSDE's HFC webpage
  - Requirements for Food and Beverage Fundraisers in HFC Public Schools
  - List of Acceptable Foods and Beverages webpage

<https://portal.ct.gov/sde/nutrition/healthy-food-certification/guidance-and-resources>

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**Summary of Fundraiser Requirements**

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**Summary of Fundraiser Requirements for Compliant Foods and Beverages** 

<p><b>Compliant foods and beverages =</b></p> <ul style="list-style-type: none"> <li>▪ Foods meet CNS</li> <li>▪ Beverages meet state beverage statute and Smart Snacks</li> </ul>	<p><b>Allowed anytime if comply with</b></p> <ul style="list-style-type: none"> <li>• Section 10-215b-23 of state competitive foods regulations (income accrual)</li> <li>• C.G.S Section 10-221p (nutritious low-fat foods)</li> </ul>
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**Summary of Fundraiser Requirements for Noncompliant Foods and Beverages** 

<p><b>Noncompliant foods and beverages =</b></p> <ul style="list-style-type: none"> <li>▪ Foods do not meet CNS</li> <li>▪ Beverages do not meet state beverage statute and Smart Snacks</li> </ul>	<p><b>Sales to students not allowed unless</b></p> <ol style="list-style-type: none"> <li>1. BOE voted to allow exemptions</li> <li>2. Sales meet exemption criteria</li> <li>3. If occur while CNPs operate, must comply with competitive foods regulations</li> </ol>
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**Important Reminder**

- Many fundraisers do not meet exemption criteria of state HFC and beverage statutes
- Can only sell compliant foods and beverages



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**Requirements for Fundraisers that Do Not Meet Exemption Criteria**


**Foods must comply with CNS**

- Commercial products
- Foods made from scratch

**Beverages must comply with**

- State beverage statute
- Smart Snacks beverage standards

**Must evaluate all foods and beverages for compliance before selling to students**




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**Local School Wellness Policy (LSWP) Requirements**

- Schools may have additional locally determined requirements for fundraisers
  - Check with district's school wellness policy coordinator

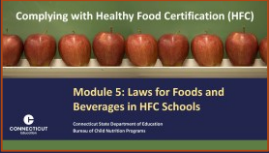


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**More Information About SWP**

- **Module 5: Laws for Foods and Beverages in HFC Schools**



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**Resources**




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**CSDE Resource**

**Requirements for Food and Beverage Fundraisers in HFC Public Schools**



[https://portal.ct.gov/-/media/sde/nutrition/hfc/fundraiser\\_requirements\\_hfc.pdf](https://portal.ct.gov/-/media/sde/nutrition/hfc/fundraiser_requirements_hfc.pdf)

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**CSDE Webpage**

**Beverage Requirements Webpage**

<https://portal.ct.gov/sde/nutrition/connecticut-nutrition-standards>

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**CSDE Resource**

**Requirements for Competitive Foods in HFC Public Schools**

[https://portal.ct.gov/-/media/sde/nutrition/hfc/requirements\\_competitive\\_foods\\_hfc.pdf](https://portal.ct.gov/-/media/sde/nutrition/hfc/requirements_competitive_foods_hfc.pdf)

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**CSDE Resource**

**Summary Chart: Federal and State Requirements for Competitive Foods in HFC Public Schools**

[https://portal.ct.gov/-/media/sde/nutrition/compfoods/summary\\_chart\\_requirements\\_competitive\\_foods\\_hfc.pdf](https://portal.ct.gov/-/media/sde/nutrition/compfoods/summary_chart_requirements_competitive_foods_hfc.pdf)

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**CSDE Webpage**

**Guidance and Resources section**

Healthy Food Certification webpage

<https://portal.ct.gov/sde/nutrition/healthy-food-certification/guidance-and-resources>

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**CSDE Resource**

**Resources for Meeting the Federal and State Requirements for Competitive Foods in Schools**

[https://portal.ct.gov/-/media/sde/nutrition/compfoods/resources\\_federal\\_state\\_requirements\\_competitive\\_foods.pdf](https://portal.ct.gov/-/media/sde/nutrition/compfoods/resources_federal_state_requirements_competitive_foods.pdf)

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**Questions?**

Contact CSDE's HFC coordinator or school nutrition programs staff

<https://portal.ct.gov/sde/nutrition/healthy-food-certification/contact>  
<https://portal.ct.gov/-/media/sde/nutrition/cnstaff/countypassign.pdf>

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**Knowledge Check**

- Knowledge Check for Module 6: Fundraisers



<https://portal.ct.gov/sde/nutrition/healthy-food-certification/hfc-training-program>

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**Thank you for participating!**



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