The arm was to discuss the challenges for the development of purchase policy for the purchase of family farm products for school meals in São Paulo, Brazil. Data are from the School Food Coordination of the Municipal Education. The program attends about 930,000 students a day, providing more than 2,000,000 meals a day. The law 11.947/09 determines how the coordination buys these products using 30% of funds from National Educational Development Fund. The difficulties were invisibility of family farmers; lack of logistical structures and regulation of the activities; bureaucracy in purchase; decentralization of resources; social participation in the formulation and control process; promotion of production and consumption; attention to local food habits and food production seasonality. The trend of the purchase was 1% in 2012, 7% in 2013, 17% in 2014 and 27% in 2015. The development of the family farm purchase policy in São Paulo promotes sustainable rural development through income generation keeping the farm in the countryside, ensuring an economically viable practice the entire production process. The program also encourages the inclusion of women and food and nutrition security promoting quality food to the schools.