

Appendix 2:

Additional distribution models for local and regional food

Enterprise and contact information	Description
<p>Appalachian Sustainable Agriculture Project 729 Haywood Rd. Asheville, NC 28806 www.asapconnections.org</p>	<p>An organization devoted to developing local distribution and processing options for growers. They publish marketing materials for consumers and buyers in the region, fostering relationships for local food.</p>
<p>Badgerland Produce Auction N2954 State Hwy 22 Montello, WI 53949</p>	<p>Badgerland Produce Auction has area farmers (Amish and non-Amish) supplying fresh Wisconsin farm produce to be sold by auction two to three times per week.</p>
<p>Big River Foods 14220-B Ostlund Trail N. Marine on St. Croix, MN 55047 www.mnfoodassociation.org</p>	<p>Big River Foods is a distributor of local produce, offering semiweekly deliveries during the growing season from their farm distribution center near Stillwater.</p>
<p>Black River Produce 449 River St. North Springfield, VT 05150 www.blackriverproduce.com</p>	<p>Black River Produce has supplied northern New England and New York State businesses with daily deliveries for nearly three decades. Their fleet of more than 30 refrigerated trucks delivers fresh organic and conventional produce, seafood, dairy, meats and other specialty products. They are a member of the Vermont Fresh Network.</p>
<p>Bon Appétit 100 Hamilton Ave., Suite 400 Palo Alto, CA 94301 www.bamco.com</p>	<p>Bon Appétit Management Company is an onsite restaurant company that provides café and catering services to corporations, colleges and universities, and specialty venues. They have over 400 locations in 29 states.</p>
<p>Chenango Bounty 99 N. Broad St. Norwich, NY www.chenangobounty.com</p>	<p>Chenango Bounty provides local distribution services to the Greater Chenango County region. They offer home delivery and provide trucking, sales and (limited) storage to area growers.</p>
<p>Creation Gardens 609 East Main St. Louisville, KY 40202 www.whatchefswant.com</p>	<p>Creation Gardens is a gourmet produce and provisions company serving the Louisville area. They hired a farm forager to help build relationships with local growers and nurture relationships with chefs and retailers.</p>
<p>Crown O' Maine Organic Cooperative PO Box 565 Madawaska, ME 04756 www.crownofmainecoop.com</p>	<p>Crown O' Maine distributes locally grown produce across the length and breadth of Maine. COMOC works with buying clubs, restaurants, and retailers to provide food from local farmers, fishermen and artisans. Products from 53 Maine growers are brought to their central warehouse in Newport, where they then distribute and deliver the products around the state.</p>
<p>Deep Root Organic Cooperative PO Box 633 Johnson, VT 05656 www.deeprotoorganic.com</p>	<p>Deep Root Organic Cooperative consists of 19 member farms from throughout Vermont and the eastern townships of Quebec. Founded in 1986, Deep Root is one of the oldest cooperatives of organic vegetable growers in the Northeast. Due to their size and the variety of member farms, they offer a wide range of products throughout the year.</p>
<p>Farm Buyers Club PO Box 306 Amisville, VA 20106 www.farmbuyersclub.com</p>	<p>The Farm Buyers Club is a direct-to-consumer buying club connecting consumers with local farms in the Piedmont region of Virginia.</p>
<p>Farm to Chef Express PO Box 285 Mechanicville, NY 12118 www.farmtochefexpress.org</p>	<p>Farm to Chef is a non-profit distributor of local foods from the Adirondack region. They provide sales, trucking and delivery for 24 local farms, all located within a 200-mile area north of New York City, reaching into the foothills of the Adirondack Mountains.</p>

Enterprise and contact information

Description

Farmer Chef Connection
721 NW Ninth Ave., Suite 200
Portland, OR 97209
www.farmerchefconnection.org

A program of Ecotrust.org, this organization helps to build relationships between farmers and chefs and promotes regional food systems. The website provides product listings and contact information for over 450 farms located in Oregon and Washington.

Featherstone Fruits and Vegetables
43090 City Park Rd.
Rushford, MN 55971
www.featherstonefarm.com

Featherstone Fruits and Vegetables is an 80-acre family produce farm, certified organic since 1997. They produce over 40 different vegetable crops for fresh delivery to food co-ops, natural food stores and wholesalers from the Twin Cities to Chicago. They are exploring the option of aggregating organic vegetables for other producers at their farm, including cold storage and distribution services.

Grasshoppers Distribution
1501 Portland Ave.
Louisville, KY 40203
www.grasshoppersdistribution.com

Grasshoppers Distribution is the first producer-owned, all-local food distributor in Kentucky. They were founded as an LLC in 2006 when farmers came together to address the extraordinary need for marketing and distribution infrastructure under one roof. Their mission is to increase marketing opportunities for local farmers, give farmers a fair return on their products and provide customers with an authentic connection to the growers.

Harmony Valley Farm
S3442 Wire Hollow Rd.
Viroqua, WI 54665
harmonyvalleyfarm.com

Harmony Valley Farm consists of 200 acres of woods, pastures and crop land lying along Spring Creek in Wisconsin's Driftless Area. They are a well-established organic vegetable farm with diverse markets; they also sell organic fruit and pastured beef. Harmony Valley is exploring the potential for aggregating other vegetable farmers' products and offering cold storage and shipping services.

Heritage Foods USA
PO Box 827
New York, NY 10150
www.heritagefoodsusa.com

Heritage Foods USA was formed in 2001 as the sales and marketing arm for Slow Food USA, a non-profit organization dedicated to celebrating regional cuisines and products. The Heritage Turkey Project, which helped double the population of heritage turkeys in the United States and upgraded the Bourbon Red turkey from "rare" to "watch" status on conservation lists, was Heritage Foods USA's first foray into saving American food traditions. In 2004 it became an independent company dedicated to saving not only turkeys but also Native American foods, pigs, sheep, bison, cows, reef-net salmon, goats and all breeds of food livestock.

High Plains Food Cooperative
5655 S. Yosemite St., Suite 400
Greenwood Village, Colorado 80111 www.
highplainsfood.org

This cooperative of producers and consumers from the Colorado High Plains and Rocky Mountain Front Range is modeled after the Oklahoma Food Cooperative. The essential business of the cooperative is to provide a marketplace where willing buyers and sellers can meet. At no time does the cooperative ever have title to any of the products, and it maintains no inventory. It places a strong emphasis on sustainability.

Hudson Valley Fresh
47 S. Hamilton St.
Poughkeepsie, NY 12601
www.hudsonvalleyfresh.com

Hudson Valley Fresh is a non-profit organization made up of producers who collectively distribute products in the Hudson Valley region. They share a commitment to providing regional products at prices that sustain the farmers who grow them, and showcasing their proud agricultural heritage through a diversity of local products.

Iowa Food Cooperative
137 Lynn Ave., Suite 200
Ames, IA 50014
www.iowafood.org

Practical Farmers of Iowa organized this storage, ordering and distribution cooperative modeled after the Oklahoma Food Cooperative. This cooperative provides a web-based marketplace of Iowa-grown food for buyers and sellers, but owns no inventory of its own.

Just Local Food Cooperative
772 First Ave.
Eau Claire, WI 54703
justlocalfood.blogspot.com

Just Local Food Cooperative came together in late 2003 as the Clearwater Collective. They incorporated as a worker-owned cooperative, with a goal of increasing access to and consumption of regional foods. Their mission is to provide local and fairly traded goods, taking care to assure that the producers and workers involved are compensated appropriately, and the consumers have access to quality products at fair and reasonable prices. This co-op currently has more than 50 suppliers.

Keany Produce Company
3310 75th Ave.
Landover, MD 20785
www.keanyproduce.com

Keany Produce Company is a wholesaler of vegetables and other goods in the Washington D.C. area. The company began delivering fresh fruits and vegetables in 1978 to restaurants in Old Town Alexandria. The Keany brothers and their father have worked tirelessly to provide their customers with the finest quality produce at a fair price. In 2005, they were selected as Purveyor of the Year by the American Culinary Federation Nation's Capital Chef's Association.

Enterprise and contact information

Description

Keewaydin Farms
15270 Haucke Ln.
Viola, WI 54664
www.keewaydinfarms.com

Keewaydin Farms is both an independent organic family farm (CSA and dairy) and an aggregator/distributor for 18 certified organic farms in their region. Keewaydin sells and distributes to CSA members and retail and wholesale accounts in the Minneapolis, La Crosse and Madison markets. Keewaydin Farms is exploring the possibility of investing in more transportation, cold storage and processing facilities.

La Montanita Co-op
3361 Columbia NE
Albuquerque, NM 87107
www.lamontanita.coop

La Montanita started out as a retail food cooperative in the 1970s. They currently operate a warehouse that provides pick-up, supply and storage services for producers and distribution of regional products to retail outlets in the New Mexico region. They also work with growers to improve post-harvest handling and packing for wholesale markets. They created the "Beneficial Farms Eco Label," which provides assurance to shoppers that local foods not certified organic are produced in a manner consistent with sustainable farming practices.

Locally Grown Markets
locallygrown.net

LocallyGrown.net is a web-based tool intended to facilitate virtual local farmers' markets. Market managers and vendors are able to post availability a week ahead of pick up time; consumers have a two-day window in which to order. Most markets designate a physical location and time frame during which pick-up happens. Payment is made in person by consumers when items are picked up. Tools for wholesale orders with differential pricing are available.

Mission Mountain Food Enterprise Center
Ronan, MT 59864
www.mtmountainmarket.org

Mission Mountain is a non-profit economic development center dedicated to assisting farmers, gardeners, fishermen, restaurateurs and manufacturers with a passion for creating great food.

Nebraska Food Cooperative
PO Box 94691
Lincoln, NE 68509
www.nebraskafood.org

The Nebraska Food Cooperative brings together producers and consumers who care about the land, share an enjoyment of simple food and seek equitable relationships. This marketing and distribution service is designed to improve market access for farmers and local food access for consumers.

Old Soul Organics
Fayetteville, AR
www.oldsoulorganics.com

Old Soul Organics distributes organic and natural foods to commercial food operations, buying groups, hospitals and schools. They distribute a full range of fresh and frozen organic foods, including produce. They source from local and national growers.

Oklahoma Food Cooperative
1524 NW 21
Oklahoma City, OK 73106
www.oklahomafood.coop

The Oklahoma Food Cooperative is a marketing network of farmers and consumers. All items sold through the cooperative are grown or produced in Oklahoma and sold by the producers.

Organically Grown Company
Eugene, OR
www.organicgrown.com

Organically Grown Company is a member-owned business based in Eugene, Oregon. Founded by farmers in 1982, it has become the largest wholesaler of organic fruits, vegetables and herbs in the Pacific Northwest.

Red Tomato
1033 Turnpike St.
Canton, MA 02021
www.redtomato.org

Red Tomato is non-profit organization that markets fresh fruits and vegetables from family farms in the northeastern and southeastern U.S. to supermarkets and other customers throughout New England.

Southeast Minnesota Food Network
12124 75th St.
Elgin, MN 55616
southeastmnfoodnetwork.com

This network is a producer-driven distributor of locally grown food from southeastern Minnesota. It formed in 2001 when a group of food producers, processors and consumers decided to organize a food network to share costs, facilities and markets.

Superior Grown/
Northland Food and Farming Cooperative
1409 Grimmer Rd.
Two Harbors, MN 55616

Superior Grown was a project designed to facilitate market connections between producers, growers, restaurants, farmers' markets and consumers for the purchasing of locally produced food. Funded by NRCS and the University of Minnesota, the program has shifted its focus from marketing and distribution to farmer training programs coordinated by the Silver Creek Institute.

Enterprise and contact information

Description

Tuscarora Organic Growers
22275 Anderson Hollow Rd.
Hustontown, PA 17229
www.tog.coop

Tuscarora Organic Growers (TOG) cooperative took root in 1988 when a group of neighboring organic fruit and vegetable farmers discussed the possibility of joining forces for marketing their products. The growers are all located in the Chesapeake Bay Watershed.

Veritable Vegetable
1100 Cesar Chavez St.
San Francisco, CA 94124
www.veritablevegetable.com

Veritable Vegetable's business model is based on principles of diversity, advocacy, integrity and a rigorous work ethic. They describe their work as "an opportunity to be both individually creative and cooperative, and we see ourselves as both a business and an instrument for social, economic and environmental change."

Western Montana Growers Cooperative
PO Box 292
Arlee, MT 59821
www.wmgcoop.com

The Western Montana Growers Cooperative is a coalition of growers in the Flathead, Jocko, Mission and Bitterroot Valleys and Belt, Montana, whose goal is to provide the wholesale market in the western region of Montana with fresh, quality products from their farms.

Whole Farm Co-op
33 2nd St.
Long Prairie, MN 56347
www.wholefarmcoop.com

Whole Farm Co-op represents 30 member families in central Minnesota. They are committed to creating farms that nourish their families spiritually and economically and to sustaining the environment. They provide consumers with safe, wholesome food and knowledge of where it comes from.

Appendix 3: Additional resources for Wisconsin entrepreneurs

Agricultural of the Middle

Value chain case studies profile mid-scale food enterprises
www.agofthemiddle.org

Building Purchasing Relationships With a School Food Service

[www.reapfoodgroup.org/farmtoschool/food service/Purchasing relationship suggestions_june08 draft.pdf](http://www.reapfoodgroup.org/farmtoschool/food%20service/Purchasing%20relationship%20suggestions_june08_draft.pdf)

Wisconsin Licensing, Labeling, Food Safety and Regulation Requirements

(Excerpted from *Wisconsin Local Food Marketing Guide: A Producer's Guide to Marketing Locally Grown Food*. Published by the Wisconsin Department of Agriculture, Trade and Consumer Protection, October 2009.)

www.datcp.state.wi.us/mktg/business/marketing/val-add/directmktg/pdf/Chapter4October2009ver.pdf

Something Special from Wisconsin

www.somethingspecialwi.com

Wallace Center: Community Food Enterprise

www.wallacecenter.org/our-work/current-initiatives

Wisconsin Grocers Association—GrocersBuyLocal

grocersbuylocal.com