



Transportation and Marketing

Local Food Promotion Program

Fiscal Year 2017

Description of Funded Projects

Number of Grants Awarded: 51
Amount of Funds Awarded: \$13,390,186.70

For more information, please visit the grant program's website: <https://www.ams.usda.gov/lfpp>

NOTE: The below project descriptions were provided by the grant recipients.

Alabama

Recipient:	Central Alabama Regional Planning & Development Commission Montgomery, AL	Award Amount:	\$66,442.00
		Match Amount:	\$22,147.33
Project Type:	Planning	Total Project Amount:	\$88,589.33

Central Alabama Region's Local Food Economy Development Plan

The Central Alabama Regional Planning & Development Commission (CARPDC) will engage stakeholders with the help of an experienced consultant to complete a food hub/cooperative feasibility study. Depending on the results of this study, CARPDC will develop a business plan to establish a food hub to increase farmer income and access to healthy food for the local population. It is anticipated that the food hub feasibility study and business plan will result in stakeholder buy-in and the development of an achievable implementation plan with identified sources and uses of funds.

Arizona

Recipient:	Yavapai-Apache Nation Camp Verde, AZ	Award Amount:	\$81,016.00
		Match Amount:	\$27,005.33
Project Type:	Planning	Total Project Amount:	\$108,021.33

Improving Agricultural Production through a Planning Grant to Expand from a Department of the Nation to a Full Enterprise

The Yavapai-Apache Nation (Nation/YAN) Agriculture Department will begin the planning process to transition the Nation from its current operation that provides produce and beef products for its members to a full commercial enterprise. Specifically, project staff will 1) locate and contract/hire an expert in agricultural business; 2) determine through the planning project what products would be best for commercial production; 3) locate possible local and regional markets for the Nation's product; 4) develop partnerships with other local agriculture businesses; and 5) match the production of the Nation's agricultural business to meet the needs of the market as identified. The long-term benefits from this project include establishing a market place where locally produced products are sold, which will increase employment in the Nation's agriculture department in the area of local and regional agriculture and markets.

California

Recipient:	AG Link, Incorporated Ballico, CA	Award Amount:	\$378,480.00
		Match Amount:	\$133,381.00
Project Type:	Implementation	Total Project Amount:	\$511,861.00

Ag Link Farm 2 School

AG Link, Incorporated will improve and expand the consumption of and access to locally grown, fresh, in-season produce to school food service agencies and the communities they serve. This will directly benefit the local grower/packers it buys from as well as school food service agencies it sells to and the millions school children they feed daily. Specifically, project staff will network, educate, and inform school food service buyers about local products; provide supply chain solutions for producers and schools; improve distribution logistic efficiencies and compliance for Ag Link, a local food aggregator/distributor. The expected outcome of this project are that domestic consumption of and access to locally grown products will increase by improving and expanding a local and regional food business that functions as an intermediary between producers and buyers as an aggregator and distributor.

Recipient:	Fresh Approach Concord, CA	Award Amount:	\$120,859.03
		Match Amount:	\$40,941.70
Project Type:	Implementation	Total Project Amount:	\$161,800.73

Phase 2: Enhancing Supply Chain Management and Expanding Sales for Freshest Cargo, A Mobile Farmers' Market

Fresh Approach will improve its local food business enterprise and prepare it for expansion by improving supply chain management, creating automatic processes, and expanding Freshest Cargo's (FC) impact through increased consumer sales. By expanding the cloud-based point-of-sale system to include automatic invoicing, order placement, and reporting capabilities, this project will increase the sale of California-grown produce in low-income/low-access communities in the San Francisco Bay Area. Sourcing from 60 small farms, FC will be available to reach a population of at least 100,060 consumers across 28 sites in 4 counties. This will result in the sale of 105,000 pounds of California-grown produce returning \$100,000 to the farmers. This technologically robust local supply chain will create a path for supply to meet demand in areas traditionally underserved by local farmers, increasing economic opportunity and community health.

Recipient:	North Coast Opportunities, Inc. Ukiah, CA	Award Amount:	\$100,000.00
		Match Amount:	\$34,000.00
Project Type:	Planning	Total Project Amount:	\$134,000.00

Collaborative Opportunity for Planning a Community Kitchen (CO-PACK) Project

North Coast Opportunities (NCO), the Community Action Agency for Lake and Mendocino Counties, will work with local partners to increase access to local foods by developing a shared-use kitchen and co-pack facility. NCO will carry out a comprehensive planning process to fully understand the needs of local producers and consumers; determine the most appropriate shared-use kitchen model and location for meeting their needs and the most effective branding and marketing strategies; and develop a business plan for moving forward with the development of the shared-use kitchen. It is anticipated that through this planning process, NCO will find ways to assist local businesses and farmers increase their access to markets and increase their profits.

Recipient:	Sustainable Solano, Inc. Benicia, CA	Award Amount:	\$97,969.00
		Match Amount:	\$38,297.00
Project Type:	Planning	Total Project Amount:	\$136,266.00

Solano Community Food Centers

Sustainable Solano, with its partners, will conduct a feasibility study, develop a business plan, and outline implementation for Solano Community Food Centers: small-scale, consumer-driven food businesses, sourced by local farmers, in each of Solano County’s seven cities. Food Centers will be drop-off and pick-up locations for local food, include a licensed kitchen for the creation of ready-to-eat meals, and host educational programs. Previous studies on Solano County concluded that effective local food system development lies not in one large, stand-alone hub, but by collaborating with existing supply chain stakeholders and infrastructure. This planning project will engage stakeholders and partners in examining how several centers can serve the local food supply chain by identifying effective locations, expanding sales outlets for farmers/ranchers (including community supported agriculture (CSA) programs), streamlining transportation/distribution, creating food processing jobs, meeting local demand for raw and value-added products, and educating the public on the value of local food. Expected outcomes are 1) an economically-sustainable business plan; 2) key partners and resources identified and in place for successful implementation; and 3) a viable model for increasing access to and consumption of locally-produced agricultural products within Solano County. The long-term goals are a sustainable local food economy and healthy communities.

Recipient:	The Regents of the Univ. of Calif., U.C. San Diego La Jolla, CA	Award Amount:	\$100,000.00
		Match Amount:	\$33,760.00
Project Type:	Planning	Total Project Amount:	\$133,760.00

Viva Urban Growers' Cooperative Feasibility Study

The University of California San Diego, Center for Community Health (UCSD CCH) will conduct a feasibility analysis to better understand the opportunities and challenges of developing an urban grower aggregation hub. This hub will include a distribution system that will primarily serve under-resourced urban neighborhoods, delivering fresh locally grown produce to small independent neighborhood food markets and potentially local restaurants and catering enterprises. The analysis will identify technical assistance needs of both growers and small market owners (e.g., business skills, local food education and promotion, neighborhood outreach, and greater understanding of the low-income shopper target demographic) to support the development of the Viva Urban Growers’ Cooperative. The overarching goal is to fill a gap in the coordination of resources available to small-scale urban growers (less than one acre) and buyers (average per market produce purchases are \$500-1,500 per week) in San Diego. At the end of the 18-month period, UCSD CCH will have determined the needs of both small-scale urban growers and buyers in the San Diego area in order to build an effective and efficient aggregation hub, and then develop a comprehensive plan in preparation for the implementation phase.

Colorado

Recipient:	GoFarm Golden, CO	Award Amount:	\$495,547.00
		Match Amount:	\$165,182.00
Project Type:	Implementation	Total Project Amount:	\$660,729.00

Connecting Communities to Local Food by Expanding Local Market Opportunities for Beginning Farmers

GoFarm’s will integrate support of beginning farmers (supply-side) with distribution of local produce within communities (demand-side) by strategically locating refrigerated shipping containers in close proximity to existing and/or new farms and underserved communities. The customized containers serve as local food hubs that are convenient for deliveries by local farmers and as food share pickups by shareholders. The goal of the project is to increase sales of local food and building GoFarm’s capacity to purchase local produce from beginning farmers by increasing community participation in a Local Food Share program. Building on GoFarm’s demonstrated expansion model, the proposed project includes placement of three new containers in or near underserved communities, marketing and selling Local Food Shares, establishing strong relationships with beginning farmers to supply the food, and connecting communities to their local agriculture through education and engagement. By the completion of the 3-year project, GoFarm will reach operational sustainability at three new container locations, providing market access to 10 beginning farmers and reaching at least 900 new consumers.

District of Columbia

Recipient:	Community Foodworks Washington, DC	Award Amount:	\$496,497.29
		Match Amount:	\$175,588.17
Project Type:	Implementation	Total Project Amount:	\$672,085.46

Pop Up Food Hubs: Transforming the Farmers Market into a New Model of Inclusive Food Distribution

Community Foodworks (CFW) will implement an innovative model of local food distribution that creates new and diversified income streams for farmers through a combination of direct-to-consumer, subscription, and wholesale food sales: the Pop Up Food Hub (PUF). The implementation of the PUFH model at three CFW markets will benefit 15 small farms by creating \$715,000 in new sales to more than 10,000 individuals and 50 community-based organizations over 3 years. Project staff specifically plan to 1) establish a new wholesale distribution program at three CFW farmers' markets located in Washington, DC (Columbia Heights, Rhode Island Row, and Kenilworth-Parkside Farmers Markets) that enables community institutions to procure local produce directly from small and mid-size farms; 2) expand CFW's Market Share Community Supported Agriculture (CSA) program by adding participants and pick-up sites at the three CFW farmers' markets in order to generate additional income and cultivate a new and engaged customer base for participating farmers via aggregated subscription sales; and 3) increase the viability of the three CFW farmers' markets by diversifying vendor revenue streams and increasing direct-to-consumer sales.

Recipient:	Dreaming Out Loud, Inc. Washington, DC, DC	Award Amount:	\$205,221.68
		Match Amount:	\$80,250.00
Project Type:	Implementation	Total Project Amount:	\$285,471.68

From Farms to Food Deserts: A Market-Based Approach to Linking Local Farmers to Urban Consumers and Food Entrepreneurs

Dreaming Out Loud, Inc. will develop new market opportunities for local and urban farmers; enhance infrastructure of local food businesses to aggregate, process, and distribute local food; increase the amount of fresh and value-added local product available in low-income/low-access (LI/LA) urban communities; and incubate and support new farmers, food entrepreneurs, and microenterprises from LI/LA urban communities. By September 2019, this project will invest \$100,000 in local farmers and increase sales of local agricultural products in LI/LA census tracts nine-fold.

Florida

Recipient:	Star of the Sea Foundation Key West, FL	Award Amount:	\$460,464.00
		Match Amount:	\$158,790.14
Project Type:	Implementation	Total Project Amount:	\$619,254.14

SOS Community Center Kitchen

The Star of the Sea Foundation will develop the SOS Community Center Kitchen in order to increase demand for locally-grown and produced products; increase access to/supply of healthy locally-grown products; satisfy/balance this supply and demand by expanding our successful large scale community kitchen; and facilitate job creation and economic development. It is anticipated that local farm and ranch operations see an increased demand created by a large commercial kitchen producing thousands of meals each week, as well as from the demand created by local entrepreneurs using the shared use kitchen to prepare their products for sale to the consumer. In fact, it is expected that the kitchen will generate \$720,000 in revenue by the end of the grant. Specifically, project staff will expand meal production in the Foundation's Community Kitchen, connect with additional children's and seniors' feeding organizations and local entrepreneurs, identify demand for local products, contract with farmers/producers to meet that demand, and set-up and staff the kitchen under expert guidance. Expected outcomes in 5 years are to triple local healthy meal production and to generate \$500,000 per year of revenue making the kitchen financially self-sustaining.

Georgia

Recipient:	Metropolitan Atlanta Rapid Transit Authority Atlanta, GA	Award Amount:	\$500,000.00
		Match Amount:	\$200,000.00
Project Type:	Implementation	Total Project Amount:	\$700,000.00

Ensuring Healthy Food Gets Around: Pairing Produce and Public Transportation in Atlanta

Metropolitan Atlanta Rapid Transit Authority (MARTA) will partner with Community Farmers Market, the Atlanta Community Food Bank, and Georgia Food Oasis-Atlanta to execute the Fresh MARTA Market initiative. The Fresh MARTA Market provides a convenient location for public transit dependent individuals and families to purchase fresh produce and healthy foods. The Market contributes to sustainability for local farms and food enterprises by creating new market opportunities linked to public transportation; aggregating and distributing local produce; building connections, skills and technical assistance for local farmers; and supporting food hubs that purchase local and regional produce. This project builds on the successful 2015 Fresh MARTA Market pilot and expansion for a truncated 2016 market season. The successful continuation of this project for 2017-2019 will address critical food access needs, increase domestic consumption of and access to local agricultural products and produce, and support the regional food economy.

Hawaii

Recipient:	Hoku Nui Maui, LLC Makawao, HI	Award Amount:	\$463,710.00
		Match Amount:	\$154,570.00
Project Type:	Implementation	Total Project Amount:	\$618,280.00

Mobile Slaughter Unit (MSU) and Mobile Cut and Wrap Unit to Increase Consumption of Local Meat and Create a New Market for Ranchers

Hoku Nui Maui, LLC will support the economic viability of local ranchers and meet the strong market demand for locally-grown and processed meat (cattle and lamb) by purchasing and managing a Mobile Slaughter Unit (MSU) and Mobile Cut and Wrap Unit to process local meat into USDA-inspected meat that can be sold into the local market. This project adds critical slaughter and processing infrastructure to the community and will slaughter, process, and distribute 56,000 pounds of beef and lamb primarily into the Makawao region, which is comprised of 2,286 households representing a population of 7,184 people. Hōkū Nui will work with 10 local ranches to purchase, process, and distribute cattle under the Hōkū Nui brand. The processed beef and lamb will be sold into five new markets—Hōkū Nui's own vertically integrated markets (farm stand, food truck, and restaurant), and into a popular locally owned supermarket and a locally owned restaurant chain.

Illinois

Recipient:	Delta Institute Chicago, IL	Award Amount:	\$434,240.00
		Match Amount:	\$206,125.00
Project Type:	Implementation	Total Project Amount:	\$640,365.00

Artisan Grain Collaborative: Creating Diversified Infrastructure for Local Grains in the Upper Midwest

The Delta Institute, in collaboration with the Artisan Grain Collaborative, will build a strong regional grain and legume value chain by ensuring that farmers have access to varieties best suited to local markets; developing quality protocols; providing high-quality distribution and logistics; testing baking performance and creating recipes; educating bakers/chefs about how best to use local whole and stone-ground grains; and ensuring that grains reach underserved communities. Key outcomes are increased throughput of diverse local grains and increased farms and consumers engaged from baseline, thus equating to greater farm and business profitability.

Recipient:	Phoenix Bean, LLC Chicago, IL	Award Amount:	\$332,430.00
		Match Amount:	\$160,470.00
Project Type:	Implementation	Total Project Amount:	\$492,900.00

Bridging The Gap In The Local Food Chain: This Project addresses the Systemic Problem of Access to Locally Produced, Simple, Clean, Healthy, and Affordable Local Food

Phoenix Bean, LLC will provide support for local and regional food producers that plan to scale-up through farmer collaboration, buyer education, investment in aggregation and processing technology, and community partnership and education, focusing on soy. In the short-term, this project will increase farmer incomes by providing a direct sales channel for their premium soybeans. Each participating farmer is expected to increase sales by an average of \$30,000 to \$100,000 per year and production of 4,000 bushels per year. Specifically, project staff will 1) collaborate with local soybean farmers through education and production planning; 2) educate buyers about soybean products and closed-loop soybean production; and 3) upgrade Phoenix Bean’s soybean production and operation technology.

Indiana

Recipient:	Trellis Growing Systems, LLC Fort Wayne, IN	Award Amount:	\$38,152.00
		Match Amount:	\$12,717.00
Project Type:	Planning	Total Project Amount:	\$50,869.00

An Economic Feasibility Study of Establishing a Local IQF Facility to Add Value to Blackberries and Strawberries Sourced from Small Farms in Indiana and Ohio

Trellis Growing Systems, LLC will conduct a feasibility study to establish an Individual Quick Freeze facility in Circleville, Ohio. This facility would process fruit sourced from Indiana and Ohio into a line of premium blackberry and strawberry products for local and regional sale. It is expected that producers will see by the end of the project an 1) increased consumption of and access to locally and regionally produced berry products; 2) increased customers and sales of local and regional berry products, 3) establishment of a local and regional food business enterprise; 4) development of new market opportunities for farm operations serving local markets; and 5) improvement in the profitability of small farming operations. The project staff will specifically complete an Economic Feasibility Study, develop a sustainable Business Model Plan, and develop new marketing opportunities for fruit farm operations serving local markets.

Iowa

Recipient:	Handicap Village dba Opportunity Village Clear Lake, IA	Award Amount:	\$91,428.00
		Match Amount:	\$39,000.00
Project Type:	Planning	Total Project Amount:	\$130,428.00

The Opportunity Good Food Box: A Pilot to Investigate Multi-Farm CSA in North Iowa

Opportunity Village will test a multi-farm community supported agriculture (CSA) food box program as a strategy to increase access to, and consumption of, locally-grown food in North Iowa. It is expected that this pilot will generate new and increased sales for North Iowa local food producers and provide basis upon which to build this new enterprise into the local food hub in North Iowa to reach sustainable growth. The pilot will include planning the CSA logistics with support from a pair of experienced CSA farmers, marketing the program to worksites, and testing a 50 CSA share pilot for a 23 week season during 2018. This 50 full share equivalent (FSE) pilot may involve up to 75 individuals purchasing full or partial shares. The project staff will collaborate with worksite partners both in marketing and setting up delivery sites and evaluate the project’s sustainability with input from the producers, aggregator, consumers, and business partners.

Recipient:	Iowa Valley Resource Conservation and Development Amana, IA	Award Amount:	\$226,335.00
		Match Amount:	\$79,800.00
Project Type:	Implementation	Total Project Amount:	\$306,135.00

Strengthened Iowa's Food Hub Network through Training, Outreach and Shared Warehousing and Storage

Iowa Valley Resource Conservation and Development will cooperatively increase the awareness of food hubs in Iowa through developing training for farmers, outreach to food industry associations, and adding new food hub nodes to the already-established network of shared transportation and warehousing. Some of the long-term impacts include increased sales and distribution of local farmers as well as the development of new food-hub enterprises in Iowa that will diversify the farmers' income potential. Project staff will specifically 1) create in person and live broadcasted informational sessions for farmers about Iowa's food hubs and annual sales outlooks to increase Iowa farmer knowledge of the role of food hubs; 2) increase the Iowa food industry's awareness of Iowa food hubs to gather broad and meaningful support for Iowa's food hubs by hosting formal outreach booths and presentations; 3) strengthen and expand Iowa's network of collaborative supply chains and add new food hubs to the network of shared distribution and warehousing by developing standards of operating procedures for labeling shipments and training protocols; and 4) facilitate the Iowa Food Hub Managers Working Group through quarterly peer-to-peer professional development opportunities for food hub managers and staff at Iowa food hubs' facilities.

Recipient:	Lutheran Services in Iowa Des Moines, IA	Award Amount:	\$64,364.00
		Match Amount:	\$33,849.00
Project Type:	Planning	Total Project Amount:	\$98,213.00

Global Greens Refugee Farmer Food Hub: Feasibility Study and Business Plan

The Lutheran Services in Iowa will create a sustainable business plan to lay out the ongoing operations and growth goals for the Global Greens Food Hub. It is anticipated that the results of this plan will help growers generate an increase in their income through wholesale/aggregated outlets which can then be invested back into their business the following year. Specifically, project staff will complete a feasibility study for the Global Greens Food Hub; research current market potential, pricing and fee structures; and evaluate necessary supplies and infrastructure.

Recipient:	Wapello County Agricultural Extension District Ottumwa, IA	Award Amount:	\$103,353.10
		Match Amount:	\$49,647.55
Project Type:	Implementation	Total Project Amount:	\$153,000.65

Produce with a Purpose

Wapello County Agricultural Extension District will implement "Produce with a Purpose", which will increase the number of fruit and vegetable producers in a six-county region; increase the number of consumers who purchase local foods in Wapello County; and provide high quality, relevant educational opportunities to producers and consumers. The project will create a local food box program to reach more consumers, increase access to fresh produce in low-income areas, develop relationships with producers and aspiring producers, and engage local business owners who seek to source food locally. To aid producers in increasing the supply of local products, Produce with a Purpose will provide targeted educational opportunities to help producers develop their businesses and scale up production, while encouraging new producers to begin production. In addition to producer education, Produce with a Purpose will provide educational programs to consumers. Ultimately, the goal is to increase the number of producers and scale of production to the point where they are able to have enough profitable produce to sell to local businesses and large-scale institutions.

Kentucky

Recipient:	FoodChain, Inc. Lexington, KY	Award Amount:	\$189,552.00
		Match Amount:	\$83,674.00
Project Type:	Implementation	Total Project Amount:	\$273,226.00

FoodChain's Teaching and Processing Kitchen for Central Kentucky

FoodChain, Inc. will utilize its commercial kitchen to function as a processor, adding value to lower grade fruits and vegetables produced in the Central Kentucky region, and providing jobs in local food aggregation, processing, and distribution. This kitchen will purchase second-grade and surplus produce from area farms to do light processing. Project staff will market and sell local produce in a convenient, usable form while extending its season, making local food available to families and institutions at affordable prices. The kitchen provides an accessible aggregation point to develop new market opportunities and increase farmer income by purchasing formerly unsellable product. Sales of the product will create jobs in the local food economy and increase urban, low-income access to local, nutritious foods. The kitchen will also serve as an educational center: teaching preparation skills, meal planning, and basic food handling to increase local food consumption and facilitate career paths through local food.

Maine

Recipient:	Greater Portland Council of Governments Portland, ME	Award Amount:	\$500,000.00
		Match Amount:	\$205,361.00
Project Type:	Implementation	Total Project Amount:	\$705,361.00

Scaling for Growth in the Portland Foodshed

The Greater Portland Council of Governments will address a lack of processing infrastructure and an inefficient distribution network. Outcomes include a \$7.5 million increase in the sales of local food; reduction in food waste by 10 percent; 15 new acres of farmland planted; development of a virtual marketplace for surplus and seconds; optimization of transportation routes; and creation of light and value-added processing capacity. Specifically, project staff will: 1) provide outreach, education, and training on local food sourcing to 907 farms, wholesalers, institutions, processors, and retailers within the Portland foodshed; 2) provide fast track services to 15 farms that leads to an increase in acreage devoted to local food production and an increase in the capture of lost food revenue; 3) use technology platforms that optimize sourcing and transportation to increase local food purchasing among processors, retailers, and institutions by \$7.5 million; and 4) reduce food waste by 10 percent through the enhancement of regional food businesses that add value to second quality produce and recycle that which cannot be processed.

Recipient:	Gulf of Maine Research Institute Portland, ME	Award Amount:	\$99,473.00
		Match Amount:	\$34,736.00
Project Type:	Planning	Total Project Amount:	\$134,209.00

Addressing Supply Chain Challenges for Local Seafood

The Gulf of Maine Research Institute will work with New England fishermen to address barriers to marketing local seafood to local markets. Target markets include restaurants, retailers, academic and corporate institutions, and farmers' markets. Barriers include navigating the Federal dealer permitting process; understanding food safety restrictions (particularly important for farmers' markets); and addressing offloading, processing, and transportation needs. The outcome of this effort will be simple and clear technical assistance targeted to fishermen-led enterprises regarding dealer licensing, logistics, and food safety protocols necessary to reach these markets.

Massachusetts

Recipient:	Franklin County Community Development Corporation Greenfield, MA	Award Amount:	\$446,210.00
		Match Amount:	\$153,290.00
Project Type:	Implementation	Total Project Amount:	\$599,500.00

Expanding Safe and Sustainable Supply Chains and Year Round Market Opportunities in Massachusetts

Franklin County Community Development Corporation (FCCDC) will expand and improve production and processing efficiencies and food safety, expand market opportunities for farmers, and increase local product sales to institutions and retail markets, including those accessible to low-income residents. The outcomes of the project will be improved equipment for more efficient processing of local products that are distributed by regional distributors to more institutions and retail markets. Specifically, the project's objectives are to 1) meet or exceed all food safety requirements and produce high quality local food products to increase sales to institutional and retail markets; 2) increase processing efficiencies, and therefore volume, via strategic specialized equipment procurement; 3) increase sales and market options of lightly processed, value added local products through retail channels and institutional channels; and 4) work with established mid-level local distributors to provide planning and analysis to improve upon the farm to institution supply chain.

Recipient:	World Farmers, Inc. Lancaster, MA	Award Amount:	\$497,382.00
		Match Amount:	\$130,199.00
Project Type:	Implementation	Total Project Amount:	\$627,581.00

Connecting Immigrant and Refugee Farmers to New and Expanded Markets in the Northeast

World Farmers, Inc. will work with 250 immigrant and refugee farmers at Flats Mentor Farm to increase sales and enhance promotion of their crops throughout Massachusetts and beyond. In addition to increasing sales and market potential, it is anticipated that participating farmers' branding and public visibility will be improved through print, in-person, and online campaigns - including thoughtfully translated materials to reach overlooked potential customer bases. World Farmers expects to achieve three key objectives: 1) implement and expand farmer-driven and -identified markets that facilitate the sale of locally-grown ethnic produce directly to local consumers; 2) facilitate increased aggregated sales of locally-grown produce to mobile markets, schools, businesses, ethnic supermarkets, and other food retail establishments in Massachusetts and beyond; and 3) prepare the farmers at Flats Mentor Farm to become Certified in Good Agricultural Practices/Good Handling Practices (GAP/GHP).

Minnesota

Recipient:	Cooperative Development Services, Inc. St Paul, MN	Award Amount:	\$412,500.00
		Match Amount:	\$150,300.00
Project Type:	Implementation	Total Project Amount:	\$562,800.00

Expanding Local Foods Procurement and Consumption through Cooperative Food Retailers and Distributors

Cooperative Development Services, Inc. will engage in targeted activities to increase consumer purchase of local food in the Minneapolis-Saint Paul area. Project staff will provide technical assistance to farmers and ranchers entering wholesale markets; provide technical assistance to cooperative retail grocers; and implement on-going collaborative marketing efforts to drive purchases of local products. After the project's conclusion, on-going benefits include 300 farmers/ranchers with increased ability to compete in wholesale markets; a 10 percent expansion in markets; new marketing tools and relationships to help natural foods retailers promote local foods; and a new full time position providing on-going distribution support to producers will be supported by a major local foods distributor.

Recipient:	Shared Ground Farmers' Cooperative Minneapolis, MN	Award Amount:	\$150,000.00
		Match Amount:	\$50,375.00
Project Type:	Implementation	Total Project Amount:	\$200,375.00

Growing an Immigrant Farmers' Co-op through Expanded Consumer Access

The Shared Ground Farmers' Cooperative (SGFC), in collaboration with the Latino Economic Development Center, will address the need for locally grown produce in conventional grocery store outlets to meet consumer demand, particularly for socially disadvantaged farmers. By developing new, larger volume markets, SGFC will increase sales to \$600,000 over a 3 year period, therein supporting 40 farms and increasing local food access to an additional 182,800 consumers. Specifically, project staff expect to: 1) increase consumer access to local grown foods to 182,800 consumers over the course of 2 years by entering into the conventional grocery market and assisting with simplifying the local food sourcing process; 2) support immigrant/minority farmers by expanding SGFC sales volume to \$600,000 over the next 2 years by entering the conventional grocery market; 3) as new, larger volume markets are identified, SGFC will make it a priority to work specifically with businesses in low income/low food access areas and market fresh, local food to these consumers so as to help increase fresh, local food consumption; and 4) increase the number of SGFC owner farms who are Good Agricultural Practices (GAP) certified to increase farmers' ability to access new, larger volume markets and assist SGFC in securing conventional grocery store purchase agreements.

Mississippi

Recipient:	Up in Farms, LLC Jackson, MS	Award Amount:	\$499,259.27
		Match Amount:	\$167,425.00
Project Type:	Implementation	Total Project Amount:	\$666,684.27

Leveraging Partnership Networks to Improve Food Safety and Tighten Supply Chain Links from Field to Wholesale

Up in Farms, LLC will improve the quality, safety, and efficiency of the food-delivery system to incentivize wholesalers and retailers to purchase and market locally-grown goods and help our producers earn a sustainable living. This will be done by helping smaller-scale food and farming enterprises access local wholesale and retail markets in central Mississippi and Delta regions, addressing entry barrier challenges in supply-chain food-safety compliance; on-farm and transportation cold-chain access; aggregation coordination; and inefficiencies that hinder marketing and distribution. Objectives include developing a supply-chain Quality Management System and GroupGAP (Good Agricultural Practices) policy; a network of coordinated cold-storage aggregation sites; a marketing partnership and distribution network; and an integrated technology solution that lowers costs and improves management efficiency across the farm-to-buyer system.

Missouri

Recipient:	Missouri Coalition for the Environment St. Louis, MO	Award Amount:	\$45,416.00
		Match Amount:	\$15,139.00
Project Type:	Planning	Total Project Amount:	\$60,555.00

St. Louis Farm to Institution Feasibility Study

The Missouri Coalition for the Environment (MCE) will conduct a study to identify, assemble the resources, and connections needed to build the system of sourcing of products to area institutions, and thereby increase product sales and local food access for consumers. Some of the short-term impacts include an increase in farmers understanding of the potential profitability of selling locally produced food to institutions as well as for increased understanding of Fair Shares CCSA of the potential for helping member farmers reach new markets. Project staff will specifically assess the 1) demand of locally sourced agricultural products from institutions; 2) regulatory demands of farmers with Good Agricultural Practices (GAP) and the Food Safety Modernization Act (FSMA) certification training; and 3) available and potential supply from area farmers, including standardization of agricultural products in order to aggregate from farmers of various sizes, defining 10 target agricultural products area farmers can produce to meet the large volume requirements of institutions, and researching models for transportation of products and traceability back to the farmer for consumer awareness. Additionally, the study will promote the farmer narrative to institutions.

Montana

Recipient:	American Independent Business Alliance Bozeman, MT	Award Amount:	\$355,843.00
		Match Amount:	\$402,075.42
Project Type:	Implementation	Total Project Amount:	\$757,918.42

Durango Regional Food Recovery Hub

American Independent Business Alliance will increase the consumption of local produce in the Durango area by developing new market opportunities for farm and ranch operations as well as individual landowners. The Hub will aggregate, process, store, and distribute locally gleaned produce for commercial consumption by independent, locally-owned business entrepreneurs and non-commercial consumption by area residents including low-income families participating in healthy food assistance programs. The Hub will address gaps in the intermediary non-direct-to-consumer supply chain activities by 1) hiring a full-time coordinator to organize all aspects of maximizing and scaling up gleaning efforts including workforce needs as well as the timing, distribution, and use of locally gleaned fruit and vegetables; 2) creating a website and phone app virtual “food hub” pairing system as well as a distributed network of aggregation centers that connect this local food source to area residents, low-income families, and locally owned and operated food-based businesses; and 3) creating a business plan to ensure the Hub is self-sustainable after grant funds are expended. Outcomes will include 1) increased access and availability of healthy, locally-produced foods for low income families; 2) increased access to local produce and value-added local products to all regional residents; 3) Decreased pre-consumer food waste; 4) economic benefits to local, independent businesses and the agricultural sector; and 5) decreased human-bear conflicts.

New Hampshire

Recipient:	Kearsarge Food Hub Bradford, NH	Award Amount:	\$52,052.00
		Match Amount:	\$18,313.00
Project Type:	Planning	Total Project Amount:	\$70,365.00

Kearsarge Area Value Chain Assessment and Action Plan for a Resilient Local Food Distribution Enterprise

The Kearsarge Food Hub (KFH) will connect institutional markets and small-scale local producers within a 30-mile radius of Bradford, New Hampshire by assessing existing infrastructure, current institutional activities and producer capacities, and potential opportunities for expansion by planning for a wholesale local food transportation enterprise. One of the goals of this project is to lay a foundation for a platform of discourse and collaboration, which are pivotal elements of a resilient local food system. The expected outcomes of the project are threefold: 1) Area Value Chain (Needs and Opportunities) Assessment; 2) Collaborative Statewide Focus Group and Resulting Action Plan; and 3) KFH Business Plan for Wholesale Distribution Enterprise.

New Jersey

Recipient:	Local 130 Seafood Asbury Park, NJ	Award Amount:	\$479,439.00
		Match Amount:	\$256,904.00
Project Type:	Implementation	Total Project Amount:	\$736,343.00

Scaling Local New Jersey Seafood Access and Consumption

Local 130 Seafood will expand and deepen local New Jersey and mid-Atlantic fishermen’s market penetration and create more reliable demand across the state. This will be achieved through a comprehensive product marketing and delivery campaign through creating a mobile seafood market, and directly aligning with existing farmers’ markets currently not offering local seafood. The project will increase demand and sales of local seafood, enabling Local 130 to buy more product from local New Jersey fishing cooperatives and small vessels. This will make local seafood more accessible to all consumers across the state of New Jersey.

New Mexico

Recipient:	Hispanic-American Institute, Inc. Albuquerque, NM	Award Amount:	\$469,749.00
		Match Amount:	\$250,950.00
Project Type:	Implementation	Total Project Amount:	\$720,699.00

Central New Mexico Local Food Initiative

The Hispanic-American Institute, Inc. will provide outreach, training, and technical assistance to a minimum of 60 Local Food Business Enterprises (LFBE), including farmers, ranchers, and food producers, to develop their capacity to market to Intermediate Market Enterprises (IME). It is expected that LFBEs will increase their sales to IMEs by a total of 25 percent over the 3-year program period. The project staff will specifically provide outreach, training, and technical assistance to a minimum of 10 IMEs to develop their capacity to buy from LFBEs. Additionally, innovative marketing tools will be used to link a minimum of 15 LFBEs with IMEs. Project staff will also expand the capacity of The Mixing Bowl, the largest community kitchen in New Mexico co-located with the applicant at the South Valley Economic Development Center in Albuquerque, to do business with LFBEs and IMEs.

Recipient:	La Montantia Coop Albuquerque, NM	Award Amount:	\$496,228.88
		Match Amount:	\$176,835.20
Project Type:	Implementation	Total Project Amount:	\$673,064.08

Regional Production Planning, Value Chain Development, and Group GAP Certification for Increased Access to Local Wholesale Markets in New Mexico

The La Montantia Coop will integrate New Mexico's assets through a holistic approach to production planning, quality assurance, and technical assistance. It will increase sales for identified value chains, and address the needs for potential and nascent value chains. This project will leverage partnerships between agricultural businesses, an operational food hub, food safety professionals, and wholesale buyers in New Mexico. Activities will include technical assistance for producers; the implementation of traceability systems necessary to enter local wholesale channels; the provision of Group GAP certification, distribution, and production planning for local growers and buyers; the expansion of volume and market diversification for producers; and improved marketing/branding for vendors.

New York

Recipient:	Bedford Stuyvesant Restoration Corporation Brooklyn, NY	Award Amount:	\$256,254.00
		Match Amount:	\$90,478.00
Project Type:	Implementation	Total Project Amount:	\$346,732.00

Farm to Institution Program Expansion to Senior Centers

Bedford Stuyvesant Restoration Corporation will enhance and expand farm-fresh food purchasing at senior centers and other senior-serving institutions, and the capacity of local and regional distributors to participate in Central Brooklyn's food system. The project's goal is to connect 15 senior-serving institutions and 1,500 low-income senior citizens with healthy, fresh, and local foods. With a baseline of zero, it is expected that the initial year will achieve up to \$20,000 in sales volume, and see a 10 percent increase in sales annually in future years. Project staff will coordinate, market, and promote the program; educate institutional staff, seniors, and participating vendors; and to improve distribution infrastructure (cold storage, packing, and short-distance distribution) to reduce waste and ensure sustainability and growth can be achieved.

Recipient:	Cornell Cooperative Extension of Jefferson County Watertown, NY	Award Amount:	\$65,996.00
		Match Amount:	\$20,439.00
Project Type:	Planning	Total Project Amount:	\$86,435.00

Charting the Course: Food Hub Asset Mapping in Northern New York

Cornell Cooperative Extension of Jefferson County (CCE) will develop a detailed, mapable database of the Food System in the contiguous counties of Jefferson, Lewis, Oswego, and St. Lawrence. This database will serve the planning, pilot, and implementation needs of a proposed four-county food hub scheduled to be operational by June 2019, as requested by State Senator Ritchie. Inadequate information exists to conduct needed grower/producer support and outreach, determine existing and needed infrastructure, identify efficient transportation routes, and facilitate needed networks between growers/producers and markets. CCE's goal is to work with a State public authority's ArcGIS mapping database system and Cornell's recently formed Regional Food Systems team to develop a replicable, successful food hub implementation process model and develop toolkits that break down these complex components. For example, by mapping detailed farm data, transportation systems, and markets, locally-grown foods can be overlaid and aligned with appropriate markets and potential food hub models. While it is pertinent that a systems approach to establishing a rich dataset that guides the planning and implementation of a food hub be developed, it will also help CCE and project partners understand this specific unique food system.

Recipient:	Council on the Environment, Inc. d/b/a GrowNYC New York, NY	Award Amount:	\$490,898.01
		Match Amount:	\$127,827.57
Project Type:	Implementation	Total Project Amount:	\$618,725.58

Growing Greenmarket Co: Cultivating Demand, Expanding Distribution Networks, and Developing Local Food Systems Workers

GrowNYC will expand upon its successful 2014 LFPP project and continue to develop supply chains between Northeast food producers and New York City wholesale buyers. The proposed project will use education and training as a powerful tool to grow distribution of local foods in New York City: institutional cooks will receive the industry-specific training to help them include more local ingredients in their meal programs; culinary professionals and shoppers at the Grainstand will learn about new varieties of local grains and how to prepare them; and Greenmarket Co. staff will receive enhanced training that will improve Greenmarket Co.'s efficiency, effectiveness, and customer service. In addition to facilitating an increase of local food sales of more than 240 percent, this project will develop an informed buyer base and sustainable distribution routes that will continue to benefit local farmers beyond the grant period.

Recipient:	Field Goods, LLC Athens, NY	Award Amount:	\$25,000.00
		Match Amount:	\$12,500.00
Project Type:	Planning	Total Project Amount:	\$37,500.00

Expanding Consumer Access to Local Meat and Value-Added Products: Website for Online Purchasing

Field Goods, LLC will create an online mail-order service for consumers to purchase local meat and pantry item by developing an executable business model that leverages Field Goods' existing operations and experience. Within 12 months of implementing this system, it is expected that this service would increase producer sales of existing and new products. The project will focus on four critical components, including: product development, consumer education, mail-order food safety, and packaging and shipping.

Recipient:	GardenShare, Inc. Canton, NY	Award Amount:	\$28,156.00
		Match Amount:	\$7,173.00
Project Type:	Planning	Total Project Amount:	\$35,329.00

Mobile Farmers Market Feasibility Study

GardenShare, Inc. will study the feasibility of a mobile farmers' market to serve some of the remote and smaller communities in St. Lawrence County. The feasibility study will identify farmers, customers, potential locations for the mobile market to stop, and perhaps most important, evaluate the financial feasibility and potential sustainability of such a project. Additionally, it will determine the financial viability of the mobile farmers' market and ensure that neither GardenShare, nor local farmers undertake a project that is not viable; identify customers' interest in fresh produce and if there is interest, help GardenShare identify ways to provide that produce; and help local farmers better understand customer demand and plan for the following season.

North Carolina

Recipient:	Carolina Farm Stewardship Association Pittsboro, NC	Award Amount:	\$342,383.00
		Match Amount:	\$116,207.00
Project Type:	Implementation	Total Project Amount:	\$458,590.00

Growing Local Food Capacity from Field to Plate

The Carolina Farm Stewardship Association will increase consumption of and access too locally- and regionally-produced agricultural products by providing outreach, training, and technical assistance to farmers interested in accessing wholesale markets and the food hubs and cooperatives that aggregate and distribute local produce. This project will provide technical assistance to 919 program participants who attend a workshop (675), receive direct consulting services (150), or access wholesale markets through the Farm to Retail Market Cooperative (26) or the Coalition for Healthier Eating Community Food Hub (68). Project staff will specifically assist food hubs in both North and South Carolina by providing them, and the farmers they work with, direct technical assistance on 1) organic certification; 2) Good Agricultural Practices (GAP) certification and food safety compliance; 3) post-harvest handling; 4) seasonal high tunnel production for wholesale markets; and 5) business planning.

Recipient:	Working Landscapes Warrenton, NC	Award Amount:	\$495,559.50
		Match Amount:	\$166,837.00
Project Type:	Implementation	Total Project Amount:	\$662,396.50

Cultivating Resilience: Developing Farm-to-Fork Value Chains in Northeastern North Carolina

Working Landscapes will collaborate with other food hubs and distributors and support organizations, to increase community ownership of our food system by developing farm-to-fork linkages that better serve our region's food producers and customers. To supply these emerging regional value chains, Working Landscapes Food Hub will increase its ability to provide value-added, locally sourced products for regional markets through an expanded fresh-cut produce line, pasture-raised meats, and products developed by entrepreneurs in our shared-use kitchen. At the same time, the project will assist farmers and food businesses in preparing to serve regional markets, and educate children and families about the delicious harvests available from our network of local farmers. The result will be increased income for 54 farmers and food businesses that will serve more than 120,000 consumers, leading to a more robust regional food economy.

Ohio

Recipient:	Green Umbrella Regional Greenspace Alliance Cincinnati, OH	Award Amount:	\$322,483.00
		Match Amount:	\$120,700.00
Project Type:	Implementation	Total Project Amount:	\$443,183.00

The Ohio Valley Local Food Hub Project

The Green Umbrella Regional Greenspace Alliance will bring together two food hubs in the region to increase producer sales, increase the number of Good Agricultural Practices (GAP) certified or “Produce Rule” compliant farms and food hubs, and increase the consumption and access to locally-produced agricultural products by institutions and households. Specifically, it is intended to increase farm sales that market through local food hubs to \$1.4 million; to provide farm safety planning to over 30 producers and 2 food hubs; and to increase consumption of local agricultural products to over 1,200 household and wholesale clients by the end of the project. To fulfill these outcomes, project staff will develop new institutional market opportunities by developing relationships with new large institutional clients, creating a customized crop plan for each institutional client, managing ongoing ordering and distribution for institutional clients, and measuring the scale and impact of sales. Additionally, effort will be made to improve the market opportunities for partner farms and food hubs by helping producers and the food hubs meet new federal food safety guidelines as well as building warehousing and transportation capacity to manage increased volumes.

Recipient:	North Union Farmers Market Cleveland, OH	Award Amount:	\$100,000.00
		Match Amount:	\$43,349.65
Project Type:	Planning	Total Project Amount:	\$143,349.65

North Union Farmers Market will Collaborate with Leading Experts to Plan and Pilot a Farm-to-Institution Sales Program as part of a Local Food Hub we are Developing in Northeast Ohio

The North Union Farmers Market will develop a robust farm-to-institution program that forms a critical component of our larger efforts to build Cleveland’s first full-service food hub. This effort is expected to help farmers increase their understanding of costs and benefits of farm-to-institution sales through training on: harvest, storage, and transportation; GAP and other government certification standards; selection of crops for maximizing institutional sales; packaging for wholesale markets; and other best practices. The project will: 1) compile data on farmers and potential institutional customers in the 16 county region; 2) engage FamilyFarmed to help devise a curriculum for farmers addressing food safety regulatory compliance, certification, best practices, and train to meet wholesale demands; 3) create a marketing program and multifunction website to promote and process farm-to-institution sales; 4) provide formal training for farmers; 5) pilot the wholesale sales project during the 2018 summer growing season; and 6) analyze pilot outcomes to refine approach and increase scale.

Pennsylvania

Recipient:	Common Market Philadelphia Philadelphia, PA	Award Amount:	\$499,705.61
		Match Amount:	\$166,667.00
Project Type:	Implementation	Total Project Amount:	\$666,372.61

Building a Mid-Atlantic Food System

The Common Market will leverage its existing food hub infrastructure, including our Philadelphia warehouse and truck fleet, to connect the New York and Washington, DC, metropolitan areas’ institutional and wholesale markets with at least 65 farmers, small processors, cooperatives, and other producers in Pennsylvania, New Jersey, Maryland, New York, Delaware, and Virginia. By extending their procurement and sales relationships across the Mid-Atlantic, they aim to increase the seasonal availability of produce and harness the buying power of institutions, retailers, and other wholesale customers in major metro areas to support regional farms and generate \$6.5 million in annual sales by the end of the grant. They also aim to develop a new line of locally-branded frozen vegetables to offer Mid-Atlantic customers greater access to regional produce year-round. The project improves our staff capacity to market local and regional products and create a food system that will make local agriculture thrive.

Recipient:	Philabundance Philadelphia, PA	Award Amount:	\$100,000.00
		Match Amount:	\$34,490.00
Project Type:	Planning	Total Project Amount:	\$134,490.00

Re-Imagining the Food Bank: A Model for Purchasing Locally-Produced Agricultural Products

Philabundance (PHLB) will conduct a feasibility study to discover ways to both increase the amount of and access to local farm products that reach low-income communities throughout our service area, primarily through the creation of new markets for local farmers. Specifically, the feasibility study will assess what’s needed to increase consumption of local farm products through distribution at the existing PHLB network agencies as well as potential new outlets as well as identify produce and dairy farms to meet the needs of new direct and indirect customers through increased sales. Additionally, project staff will conduct two pilots, including: 1) sales of fresh produce and dairy products to individuals and organizations including agencies, partner food banks, corner stores or other venues and 2) projects to establish new food manufacturing opportunities for locally purchased produce and dairy products, including valued-added processing to extend shelf life of local produce. Additionally, a business plan will be developed for a PHLB “buy local” purchasing plan to increase availability of fresh produce, dairy and value-added products in communities in need.

Puerto Rico

Recipient:	Semila, LLC Arecibo, PR	Award Amount:	\$46,130.00
		Match Amount:	\$16,848.00
Project Type:	Planning	Total Project Amount:	\$62,978.00

Viability of Local Production

Semila, LLC will help local farmers to harvest products that are of high local demand by conducting market research on the feasibility of products in Puerto Rico. Specifically, project staff will 1) conduct market research on the viability of the following highly perishable or specialty products: cacao, soursop, breadfruit, passion fruit, bell pepper, Cuban pepper, peppermint, basil, and cillantrillo; 2) disseminate the information gathered through the necessity study to all interested in developing an agricultural project of the north and central area of Puerto Rico; 3) and give access to the information collected to all interested in developing an agricultural project in Puerto Rico.

South Carolina

Recipient:	Mill Community Ministries Greenville, SC	Award Amount:	\$238,400.33
		Match Amount:	\$80,351.45
Project Type:	Implementation	Total Project Amount:	\$318,751.78

Mill Village Market at Greenlink Transit Station Project will Establish a Local Food Retail Outlet within the Public Transit Station in Downtown Greenville, South Carolina

Mill Community Ministries will transform a vacant space within the downtown Greenville, South Carolina Greenlink Bus Transit Station into an affordable farmers’ market storefront. Through the retail grocery store and weekly farmers’ market, local farmers, ranchers, and food artisans will gain new opportunities to sell their products, increasing the number of local food products available in downtown by 50 percent over 3 years. This project will increase the number of consumers who purchase local foods, impacting not only the surrounding residents and bus riders, but also business commuters to downtown from all income levels.

South Dakota

Recipient:	Thunder Valley Community Development Corporation Porcupine, SD	Award Amount:	\$81,780.00
		Match Amount:	\$28,380.00
Project Type:	Planning	Total Project Amount:	\$110,160.00

Food Sovereignty as an Economic Driver

The Thunder Valley Community Development Corporation will conduct a market and feasibility study, complete a business plan, and work to identify and secure investments to operate a Grocery Store. This project will encourage more local farming and ranching by increasing the availability of local markets and foster the development of a local food system from planting to selling in the Thunder Valley Community. Specifically, the project staff would 1) identify the correct model for the Grocery Store; 2) create a business plan for the Grocery Store; 3) identify key partners in the grocery store operations; 4) secure investors for the startup and sustainability of the Grocery Store; and 5) within two years of this grant period have a fully functional grocery store.

Texas

Recipient:	Sustainable Food Center, Inc. Austin, TX	Award Amount:	\$100,000.00
		Match Amount:	\$53,571.71
Project Type:	Planning	Total Project Amount:	\$153,571.71

Planning for a Central Texas Food Hub: Feasibility Study and Business Plan

Sustainable Food Center Inc., in collaboration with the City of Austin Office of Sustainability and Austin Public Health, Texas Center for Local Food, the National Center for Appropriate Technology, and Farmshare Austin, will gather stakeholders across central Texas to determine the viability of a food hub for local food aggregation, minimal processing, storage, and distribution to existing and expanded intermediated markets serving the greater Austin area. The project team will coordinate with external technical advisors to conduct a feasibility study that accurately assesses local food production capacity and demand by gathering input from Central Texas producers, distributors, and Austin-area buyers; and to develop a formal business plan for implementation. This project seeks to align the collective expertise of the project team, including Texas Center for Local Food's FoodLINC work around value chain facilitation, to build on existing initiatives that address healthy food access in the Austin area, and to understand the opportunities and barriers central Texas farmers face in scaling up aggregation to meet demand for larger-volume intermediated markets in the Austin area.

Virginia

Recipient:	Salatin&Cloud LC (dba T&E Meats) Harrisonburg, VA	Award Amount:	\$370,532.00
		Match Amount:	\$123,510.00
Project Type:	Implementation	Total Project Amount:	\$494,042.00

T&E Meats: Building Markets for Local Pastured Meats & Meat Products for Small Scale Producers

T&E Meats', in collaboration with Salatin&Cloud LC, will expand market access and opportunity for over 200 farmer-partners in Virginia. The project will increase overall economic viability by providing valuable data around yields and efficiencies and include outcomes such as an increase of annual production of 70,000 pounds of value-added meat products, 50 farmers receiving yield reports, and seven farmers capable of receiving traceable bar-coded products. Specifically, project staff will increase farmers' access to dependable processing services for the first time, allowing them to sell higher margin value-added products, increasing market opportunities, and profitability. It will also increase traceability and packaging quality and expand market penetration beyond farmers' markets and community supported agriculture (CSA) programs.

West Virginia

Recipient:	West Virginia Community Development Hub, Inc. Fairmont, WV	Award Amount:	\$277,297.00
Project Type:	Implementation	Match Amount:	\$123,029.00
		Total Project Amount:	\$400,326.00

West Virginia Mini Market Hub Project

The West Virginia Community Development Hub, Inc. will recruit five markets who want to expand their markets' activities to include collective marketing ventures. Project staff will provide these markets with the expertise and resources needed to help them expand beyond their usual direct marketing activities and sell their vendors' aggregated goods into new local, regional, and statewide markets. The markets are expected to benefit from increased vendor retention and overall market sales; the vendors will be able to enter new markets without bearing all of the costs associated with doing so; and the model can be sustainable at a smaller scale because it piggybacks off of – and adds to – the capacity of existing farmers' markets.