

How It Works

The [redacted] Food Hub will act as a connecting point between growers interested in selling to schools, and school districts interested in locally sourcing fresh and frozen agricultural products. They will carry multiple product lines and provide value added services to strengthen participation. School districts and producers pay a fee to participate in [redacted] Food Hub.

The [redacted] School Food Hub provides services such as:

- Product Aggregation & Processing Services
- Delivery to Schools within 30 Mile Radius.
- Insures Competitive Bid Compliance
- On-Farm Food Safety Verification
- Local Farm Identity Branding
- Marketing Services
- Overall Communication

Producers Receive:

- Streamlined Wholesale Volume Sales Opportunities
- New Markets for U.S. No. 2 Produce
- Widespread Marketing Promotion
- Local Farm Identity Preservation
- Overall Communication
- Single Point of Contact for Aggregation, Accounting & Sales
- On-Farm & Product Technical Assistance
- Fast Payment

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Core Crops Purchased*
(Ranked by Quantity Used)

- Apples
- Onion
- Bell Pepper
- Carrot
- Celery
- Romaine Lettuce
- Pinto Beans
- Potato
- Cucumber
- Broccoli
- Cabbage
- Tomato
- Cantaloupe
- Corn on the Cob
- Peaches
- Pears
- Spinach

* SY2012-2013

Product Lines

The [redacted] Food Hub will offer multiple product lines:

1. Fresh, Prepackaged Produce Items
2. Frozen, Minimally Processed Produce Items (chopped, cubed, sliced & blanched)
3. Frozen, Prepared Sauces, Salsas, & Purees
4. Agricultural Products (i.e. beef, poultry, dairy)

Value-Added Services

- Producer Recruitment
- Products in a Variety of 'Usable' Processed Forms
- Delivery
- Oversight Of The Competitive Bid Process
- Producer On-Farm Food Safety Review
- Crop Planning Assistance to Meet Produce Demands
- Producer & Buyer Communication Liaison
- Custom Processing

"I have been working with [redacted] for the last three years. It's a pure pleasure working with this team of people! Their purchases help build our Colorado company. They are a key part of our success. I wouldn't want to do it without them!" - Wacky Apple

Benefits

Buyers Receive:

- Consolidated Delivery & Invoicing
- Increased Produce Quantity
- Producer Recruiting in Farm to School Sales
- Reduced Administrative Burden
- Overall Communication
- Fresh Local Produce
- Produce Suppliers Meet Competitive Bid Process
- Assurances That Fresh & Processed Food Products Meet Or Exceed Food Safety Standards

Community Receives:

- Dollars Kept Within Local Communities
- Reduced Food Miles & Environmental Impact
- Healthier School Meals Through Improved Produce Quality & Increased Nutritional Value

Pricing Structure

Three-tiered pricing for producers and buyers including:

1. Membership Fees –Value-added services: vendor approval & marketing (producers) & administrative support services (buyers).
2. Fee for Sales – Producer- & buyer-specific based on transaction volume.
3. Delivery Fees – Based on delivery options available & distance.



"Our family farm cherishes the opportunity to work with District 6 providing locally grown produce to the school kids. It's a great way for us to help teach them where their food comes from and the benefits of eating local!" - Leffler Family Farms

[redacted] Food Hub's goal is to provide 'usable' local and regional fresh produce to interested parties when available, and to extend consumption of local/regional produce beyond the growing season through minimally processed products.

The [redacted] Food Hub is a Weld County, Colorado-based government, non-profit, nutrition services enterprise whose mission is to help Northern Colorado and Denver metro area school districts provide nutritious foods to students, educate students where their food comes from and support the local agricultural economy. Additionally, the [redacted] Food Hub will provide nutritious foods to other institutional and retail marketplaces throughout the Northern Colorado region.

For school districts and other markets desiring to provide nutritious, minimally processed food items, and meals using the freshest, most local produce, the [redacted] Food Hub is a local product aggregator, processor and distributor specializing in local school food procurement. As a non-profit company, [redacted] Food Hub is competitive due to the partnership with WCSD6 for facility overhead and a business structure that allows them to cover costs with a minimal profit.



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Fresh Produce Pre-Packaged	Frozen Produce Minimally Processed	Frozen Prepared Salsas, Sauces & Purees	Agricultural Products Beef, Poultry, Dairy
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School Districts	Institutional Markets	Wholesale & Retail Markets
<ul style="list-style-type: none"> • K-12 Schools Participating in Farm to School Programs • Product Lines in 'Usable' Forms, Meeting Federal Nutritional Requirements & Guidelines. 	<ul style="list-style-type: none"> • Hospitals, Nursing Homes, Assisted Living & Other Facilities with Meal Programs. • Food Banks • Colleges, Universities & Prisons 	<ul style="list-style-type: none"> • Corner & Family-Owned Grocery Stores • Restaurants Locally Sourcing Menu Ingredients • Other Small-Volume Purchasers