



NORTHWEST FOOD HUB NETWORK

2024 Network Summit

Cataldo Ballroom at Gonzaga University—Spokane, Washington

Friday, February 16, 2024

Mission West Community Development Partners

- Cooperative Development Center
- Mission Mountain Food Enterprise Center
- Business Development Program

-
- Technical assistance for local producers
 - Cooperative purchasing for F2S programs
 - Locally sourced value-added products
 - Farmer-owned food hub development



MISSION WEST COMMUNITY DEVELOPMENT PARTNERS



**MONTANA
FOOD & AGRICULTURE
DEVELOPMENT
NETWORK**



Northwest Food Hub Network Summit

Socially distanced! 2022 Network Summit in Mount Vernon, WA



Snowed in! 2023 Network Summit in Missoula, MT



Who's Here With Us Today?

39%

Food Hubs

Local producer-members, managers, and organizers

15%

Public Agency

Our public sector allies at the local, state, and regional level

18%

Market Partners

F2S, healthcare, retail, and value-added processors

28%

Non-Profit Organizations

Community groups dedicated to improving our food system



Previewing Today's Program

- **Building the Network**—An inside look at the forms of deep collaboration, relationship-building, and innovation at the core of our cooperative model.
- **Value Chain Investments**—Agency representatives preview initiatives designed to deliver the resources that regional value chains need to thrive.
- **Growing Farm to School**—Community advocates describe their efforts to bring students closer to their local farms and the food they grow.
- **Perspectives from the Field**—Cooperative leaders and organizers on economic democracy, community, and stewardship of our local food systems.
- **Networking Beyond the Northwest**—Food hub network organizers from all corners of the country share their insights, and outlook on our movement.





Puget Sound Food Hub Cooperative

Mount Vernon, WA



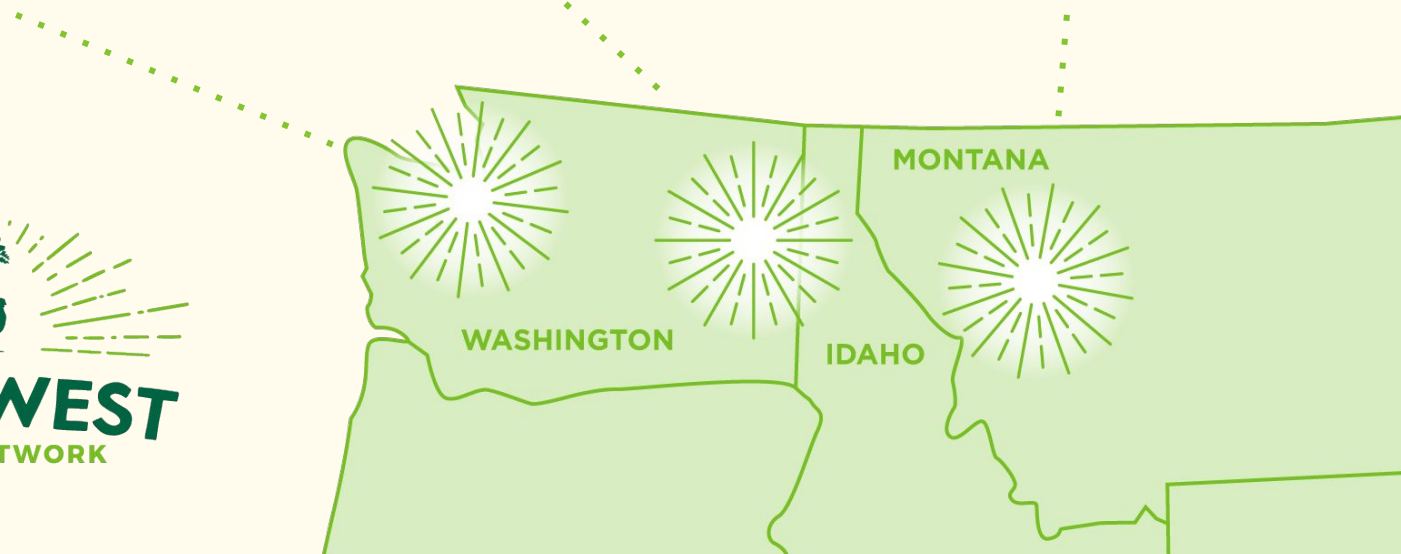
Local Inland Northwest Cooperative Foods

Spokane, WA



Western Montana Growers Cooperative

Missoula, MT



What Is a Cooperative Food Hub?



- Food hubs aggregate, market, and distribute local food to **create economic opportunity** for producers and **expand food access** for communities
- As network of farmer-owned cooperatives, our most important decisions are made **democratically by our producers** and profits are **reinvested and shared**



Principle Six

Cooperation Among Cooperatives

“Effective cooperation involves mutual benefit. Throughout the lifecycle of individual cooperatives there are times when they will need support and others when they will be capable of giving it. **Reciprocity is the bedrock of trust and mutual trust is the foundation of cooperation.**”

- *International Cooperative Alliance*
Guidance Notes on the Cooperative Principles



How We Collaborate

Working Groups

- **Sales Working Group**: Monitors customer demand, assesses sourcing and market expansion opportunities, and plans hub-to-hub trades.
- **Innovation Working Group**: Builds our regional supply chain and works with LFM to improve coordination and route value functionality.
- **Cooperative Working Group**: Manages organizational design and partnerships to create a values-aligned future for our collaboration.
- **Food Safety Working Group**: Coordinates food safety needs assessment, education, technical assistance, and GroupGAP certification.
- **Marketing Working Group**: Develops brand guidelines, digital content, outreach materials, and value-added product packaging.

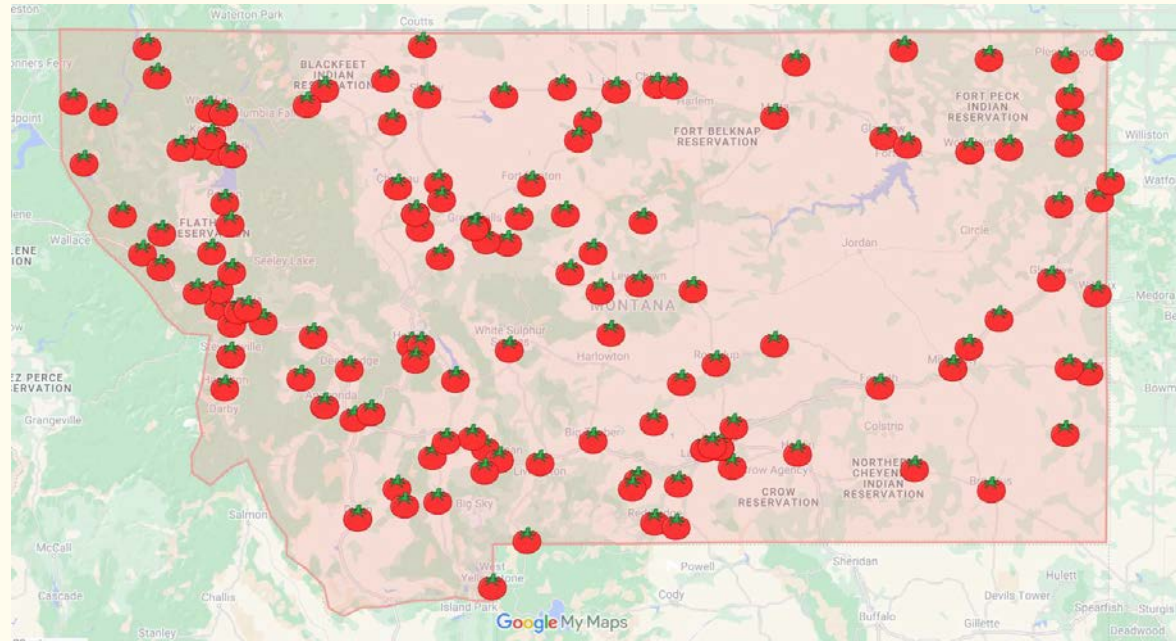


Institutional Market Development

- **\$2+ million** in sales to community institutions in 2023
- **F2S market growth** in partnership with Kitchen Sync and NEWESD
- **PSFH + WMGC combined bid** for Local Food for Schools program
- **Montana Marinara**—our **locally sourced pasta sauce** for schools
 - Made using **10,000+ lbs** of local carrots, squash, and onions
 - Delivered to more than **150 schools** in every corner of the state



Montana Marinara Distribution



*More than 150 school districts received
our picky-eater-approved pasta sauce in 2023*





NORTHWEST

FOOD HUB NETWORK

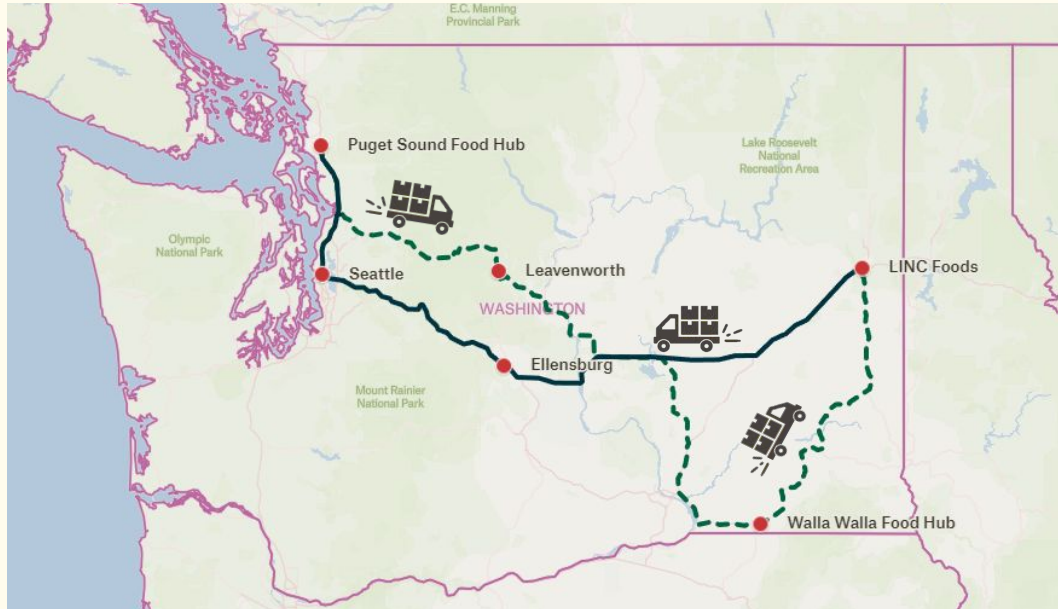


MARINARA MADNESS

MONTANA | SPRING '23



Connecting Our Cooperatives



Our PSFH <> LINC route played a key part in facilitating nearly 100 inventory trades in 2023



Network Design + Coordination

Key features implemented so far:

- Source-transparent online storefronts
- Curated product lists for institutional customers
- Self-service reporting for purchasing managers

Coming soon to a network near you!

- More seamless hub-to-hub invoicing
- Enhanced route value visibility and monitoring
- Producer certification document uploads



Local Food
MARKETPLACE



Sources of Value (So Far) Discovered

Regional Supply Chain Development

- Extend seasonality
- Expand product offerings
- Create market access

Shared Services and Staff

- HR, finance, and marketing
- Technology and distribution
- Network manager role

Systems Design

- Hub-to-hub coordination
- Producer data management
- Production and supply planning

Peer-to-Peer Support

- For food hub managers
- For operations teams
- For network development



Building the Network

- **Andrew Yokom**—Executive Director, Puget Sound Food Hub
- **Dave Prather**—General Manager, Western MT Growers Co-op
- **Amy McCann**—CEO, Local Food Marketplace
- **Elliott Smith**—Co-Founder & CEO, Kitchen Sync Strategies
- **Charlie Michel**—Co-op Development Center Director, MWCDP





Value Chain Investments

Agency representatives preview initiatives designed to deliver the resources that our regional value chains need to thrive.

Value Chain Investments

- **Marcia Ostrom**—Washington State University
- **Laura Raymond**—Washington State Department of Agriculture
- **Hailey Vine**—Montana Department of Agriculture
- **Sydney DeLuna**—Oregon Community Food Systems Network
- **Facilitator: Colette DePhelps**—University of Idaho Extension






Resilient Food Systems Infrastructure (RFSI) Program

- USDA Agricultural Marketing Service Program
 - Grants
 - Food Value Chain Coordination (in some states)
- Administered by State Departments of Agriculture via cooperative agreements with USDA
- Program framework set by USDA with flexibility for states to implement.
- Program will differ from state to state:
 - Grant Timelines
 - Funding Priorities
 - Grant Types and Grant Amounts
 - Equipment only with no match requirement
 - Project grants with match requirement
 - Existence and Type of Value Chain Coordination Activities

To build resilience in the middle of the food supply chain, to provide more and better markets to small farms and food businesses, to support the development of value-added products for consumers, fair prices, fair wages, and new and safe job opportunities.

<https://www.ams.usda.gov/services/grants/rfsi>

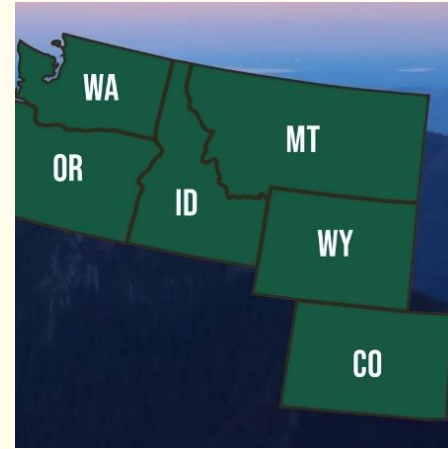
RFSI by State	Montana	Washington
Available Grant Types & Amounts	 <p>Equipment Only :</p> <ul style="list-style-type: none"> \$10,000-\$100,000 No Match Required <p>Project: (Call for Applications is Closed)</p> <ul style="list-style-type: none"> \$100,000 - \$3 Million Match Required 	 <p>Project:</p> <ul style="list-style-type: none"> \$100,000 - \$3 Million Match Required
State Priorities	<ul style="list-style-type: none"> Supporting uptake of technology to increase production and add product lines for ag. products Investing in business capacity to place products in consumer markets. Building cold storage capacity throughout the state Expanding food distribution lines in underserved areas of the state 	<ul style="list-style-type: none"> Creation of more and better market opportunities for small and mid-sized agricultural producers. Additional priorities may be announced when Request for Applications is released
Application Process & Key Dates	<p>Project:</p> <ul style="list-style-type: none"> Initial Application Phase Closed in January. Select applicants were invited to submit full applications. Awards announced in May. <p>Equipment Only:</p> <ul style="list-style-type: none"> Request for Applications coming in Spring. 	<p>Project:</p> <ul style="list-style-type: none"> Open Request for Applications in late Spring 2024
Value Chain Coordination?	<p>Yes.</p> <ul style="list-style-type: none"> Business Enhancement Program to be executed by the MDA Food & Ag Development Center Network. 	<p>Yes.</p> <ul style="list-style-type: none"> Approach and specific offerings are currently in design and will be rolled out after grant application is open. WSDA welcomes stakeholder input regarding needs.
For Information:	<p>Contact: Jim Auer, jauer@mt.gov Hailey Vine, hailey.vine@mt.gov Website: https://agr.mt.gov/RFSI or https://agr.mt.gov/Food-and-Ag-Development-Centers</p>	<p>Contact: RFSI@agr.wa.gov Website: https://agr.wa.gov/services/grant-opportunities/resilient-food-system-infrastructure</p>

RFSI by State	Idaho 
Available Grant Types & Amounts	Simplified Equipment-Only : <ul style="list-style-type: none"> • \$10,000-\$100,000 • No Match Required Infrastructure Grant: <ul style="list-style-type: none"> • \$100,000 - \$3 Million • Match Required
State Priorities	<p>Funding to expand capacity for the aggregation, processing, manufacturing, storing, transporting, wholesaling, and distribution of Idaho food products. Stakeholder-informed priorities are;</p> <ul style="list-style-type: none"> • Transportation, • Distributor development • Retail market development
Application Process & Key Dates	Application Deadline: <ul style="list-style-type: none"> • Friday, March 15, 2024 Q&A Sessions: <ul style="list-style-type: none"> • February 21, 1:00 pm – 2:00 pm MT • March 7, 1:00 pm – 2:00 pm MT
Value Chain Coordination?	Yes. <ul style="list-style-type: none"> • Business Enhancement Program to be executed by the MDA Food & Ag Development Center Network.
For Information:	<p>Contact: RFSI@isda.idaho.gov Website: www.agri.idaho.gov/rfsi/</p>

Northwest & Rocky Mountain Regional Food Business Center

**Connecting, Strengthening,
and Scaling Food Supply Chains**





Provide **foundational business development support** for **small and mid-sized food and agriculture businesses** participating in **local and regional food sectors**

<https://nwrockymountainregionalfoodbusiness.com>



RFBC Activities

Coordination

Technical Assistance

Business Builder Grants



To learn more, visit:

nwrockymountainregionalfoodbusiness.com





Creating Diverse Markets for Climate Resilient Agriculture

The Center provides value chain participants with the skills and resources to perform market research, expand processing infrastructure, develop new products, engage in supply chain contracts, and implement effective marketing campaigns, including:

- Conduct a regional landscape analysis to identify and shape technical assistance and capacity-building priorities for the region
- Identify, communicate, and educate on climate-resilient production practices
- Coordinate and build partnerships with recent regional USDA Climate Smart Commodities grant recipients and other public and private organizations
- Identify key attributes of climate-resilient cropping systems that can be conveyed and potentially valued at a premium
- Provide technical assistance and training to increase grant funding efficacy



Building Meat Supply Chain Capacity

Building on the well-established content and social capital established by the Niche Meat Processor Assistance Network (NMPAN) , the Center will:

- Expand on current collaborations in the region
- Launch a Western Meat School, supporting participants to master all the essentials for direct marketing niche meat from academic, practitioner and peer experts in production, marketing, processing, financing and pricing
- Expand types of convenings and events, such as the International Livestock Forum and Mountain Meat Summit
- Expose regional meat sector leaders to important global and national issues and enable better navigation across the regulatory, market, policy, and workforce challenges



Supporting Right Size Investment & Infrastructure

The Center helps to improve overall access to capital and strengthen business viability by:

- Facilitating scale-appropriate, Right-Sized Investments for physical and non-built infrastructure
- Training and supporting producers, processors, and distributors to better meet the needs of funders and holders of capital
- Provide technical assistance on capital management
- Educating funders and capital holders in making investments with durable system-level benefits improves outcomes and reduces barriers to access



Connecting & Scaling Food Entrepreneurs

The Center serves the food entrepreneur community by:

- Connecting providers with necessary services
- Updating existing services to cater to the need of our regional food entrepreneurs
- Disseminating resources and programs through new and existing networks
- Building, refining, and delivering mentor content and programs appropriate for all pathways, with a particular focus on elevating access for underserved audiences

Value Chain Investments

- **Marcia Ostrom**—Washington State University
- **Laura Raymond**—Washington State Department of Agriculture
- **Hailey Vine**—Montana Department of Agriculture
- **Sydney DeLuna**—Oregon Community Food Systems Network
- **Facilitator: Colette DePhelps**—University of Idaho Extension





Growing Farm to School

Educators and advocates describe their efforts to bring students closer to their local farms and the food they grow.

Growing Farm to School

- Aaron Smith—Seattle Public Schools
- Kendra Dean—NorthEast Washington ESD 101
- Jay Stagg—Montana Team Nutrition
- Tammy Howard—National Center for Appropriate Technology
- **Facilitator:** Blake Lineweaver—Mission West CDP



Aaron Smith—Seattle Public Schools



Kendra Dean—NEWESD 101



Jay Stagg—Montana Farm to School



CORE ELEMENTS OF FARM TO SCHOOL

SCHOOL GARDENS
Creating and tending
school gardens



PROCUREMENT
Serving local products
in school meals



EDUCATION
Conducting educational
activities



Tammy Howard—NCAT



Growing Farm to School

- Aaron Smith—Seattle Public Schools
- Kendra Dean—NorthEast Washington ESD 101
- Jay Stagg—Montana Team Nutrition
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Break for Lunch

Enjoy a locally sourced meal featuring ingredients from our farmers—we'll reconvene at the top of the hour.



MONTANA
FARMERS UNION
COOPERATION • EDUCATION • LEGISLATION





Local Food Safety Collaborative

2023 - 2024 UPDATES

Who is LFSC?

LFSC is a co-operative agreement between NFU and FDA, with a nationwide network of regional food and agriculture organizations working across state lines for good, local food safety management.

**TRAINING &
EDUCATION**

DIRECT ASSISTANCE

**OUTREACH/
COORDINATION**

2024 Partners

- **Auburn University**
- **Billy Mitchell** (Consultant)
- **Carolina Farm Stewardship Association**
- **Community Alliance with Family Farmers (CAFF)**
- **Cornell University/PSA**
- **Iowa Farmers Union**
- **Kentucky Horticulture Council**
- **Keep Growing Detroit**
- **Kansas Farmers Union**
- **Missouri Farmers Union**
- **Montana Farmers Union**
- **New England Farmers Union**
- **Roger Noonan** (Consultant)
- **Tilth Alliance**
- **The United Christian Community Association (TUCCA)**

What kind of work do our partners do?

- Outreach, technical assistance, consultations
- Designing education materials for underserved populations
- Resource development: curriculum, guides, training
- Distribute scholarships for conferences, trainings, or on-farm workshops



LFSC 2022-2023 By the Numbers - Final Totals

54 

Events

1474 

Participants
Reached

1000+ 

Participants
Supported

99 

Technical
Assistances

31 

Consultations

680 

Participants
Supported

25 

Events
Attended

34 

Publications

37,154 

Audience
Reached

LFSC by the Numbers 2022-2023

2023-2024 Projects

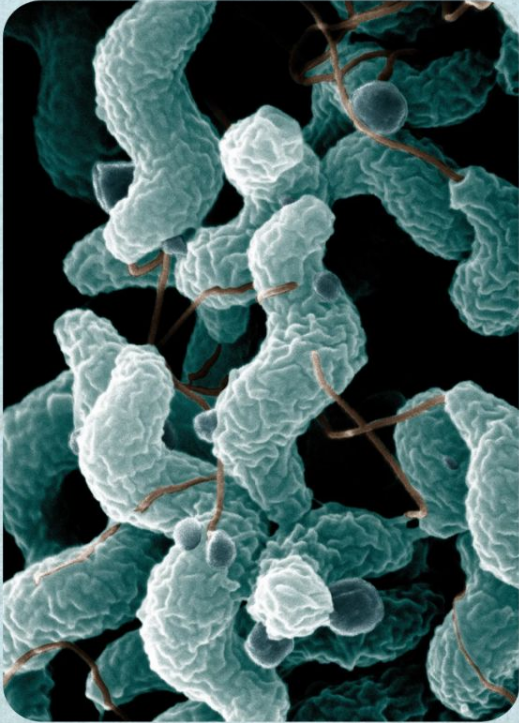
- **CAFF:** expanded “What to Know About Wildfire and Food Safety” resource to include livestock evacuation prep
- **Missouri Farmers Union:** Working with UM extension on handwashing construction, offering on-farm field days
- **Montana Farmers Union:** GroupGAP and Food Hub work
- **Tilth Alliance:** survey grower needs for updated FS programs
- **Keep Growing Detroit:** offer three new marketer orientations two food safety workshops to reach 50 unique growers.



**We accept new
partners annually!**



LFSC Communications



Podcast: Food Safety Dish



- Highlights farmer and expert voices
- Available on most streaming services
- Topics like record keeping, recalls, making food safety plans, water testing, compost, aquaponics, and more!

Lunch and Learn Webinars



- Monthly virtual hour-long webinars
- Conversations with food safety experts
- New and emerging topics in food safety education

Food Safety in Action!

Video series highlighting small-farm food safety implementation



What's the buzz with Northwest Farmers Union?



- Room for many more voices & members!
- Do you have individual or community farm issues you'd want to share with your representatives?
- Opportunities at National Convention, Advocacy events, Fly-In, and more
- Get Involved!

Thank you!

Time for Q+A



Thanks! Keep in Touch

✉ kkavanagh@nfudc.org

📷 [@localfoodsafety](https://www.instagram.com/localfoodsafety)

🌐 <https://localfoodsafety.org/>



GroupGAP Program

Technical Assistance and Certification

- Onboarded **3 internal auditors** to provide food safety TA and certification
- **11 growers** provided risk assessment and FSP-writing assistance at zero cost
- **8 growers** received reduced-cost GAP certification from our auditor team
- Upcoming: FSP workshop, new grower recruitment, Salmon-Safe partnership





Perspectives from the Field

Cooperative leaders and organizers on promoting economic democracy, a sense of community, and stewardship of our local food systems.

Perspectives from the Field

- **Kiara Kashuba**—Gorge Farmer Collective (Hood River, OR)
- **Santos Guadarrama**—LINC Foods (Spokane, WA)
- **Jacob Slosberg**—Puget Sound Food Hub Cooperative (Mount Vernon, WA)
- **Casey Olson**—Glacier Processing Cooperative (Columbia Falls, MT)
- **Lyndsay Gutierrez**—MT Co-op Development Center (Great Falls, MT)



Lyndsay Gutierrez

MT Cooperative Development Center



Do you know that
Montana
Cooperatives
provide more than
\$7 Billion in the
Montana Economy

*Support your local
cooperatives!*



**Owning
our
Identity**
CO-OP MONTH 2023



Kiara Kashuba

Gorge Farmer Collective



Santos Guadarrama

LINC Foods



Jacob Slosberg

Puget Sound Food Hub Cooperative



Casey Olson

Glacier Processing Cooperative



MONTANA PRODUCERS OWNED



Perspectives from the Field

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Take Our Event Survey



Thank you!

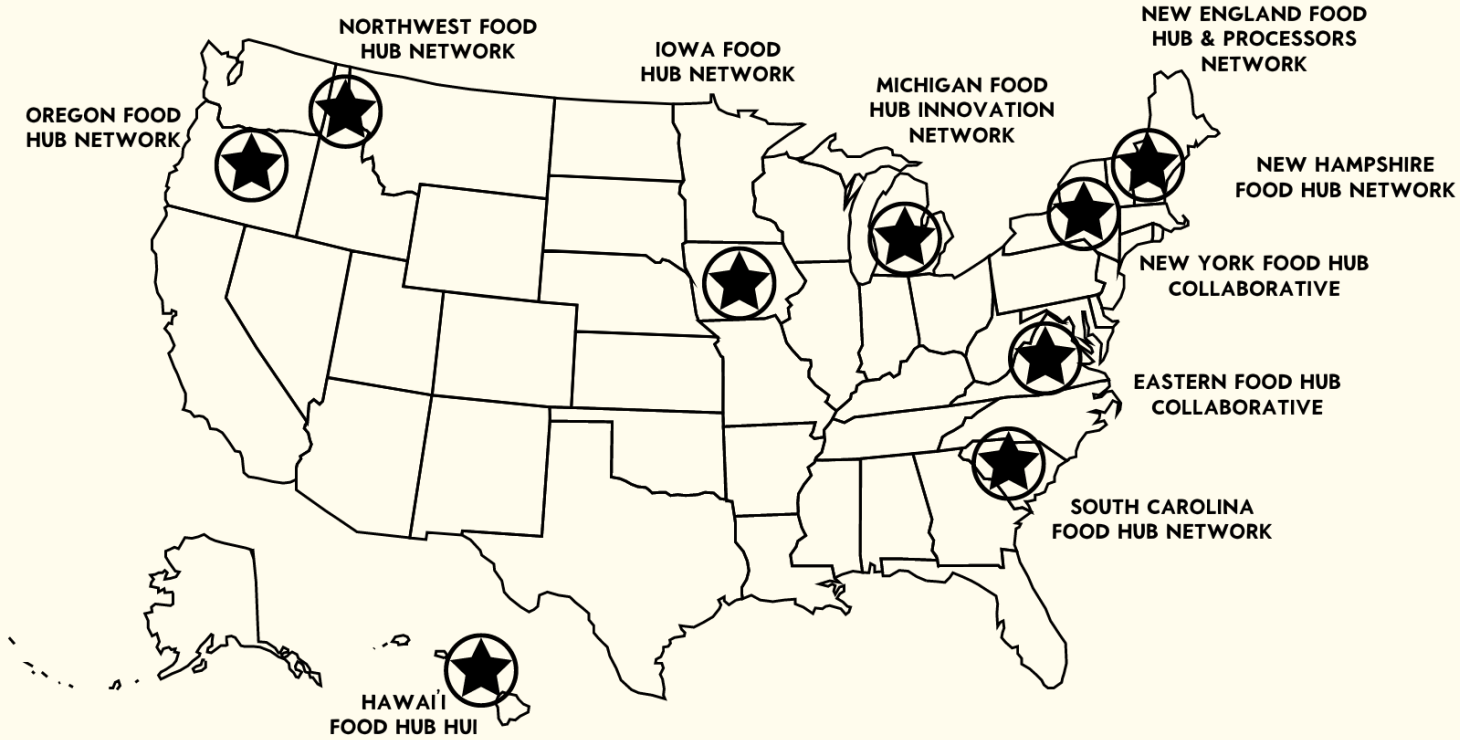




Networking Beyond the Northwest

Food hub network organizers share their experience, insights, and outlook on the future of our movement.

Community of Practice



Networking Beyond the Northwest

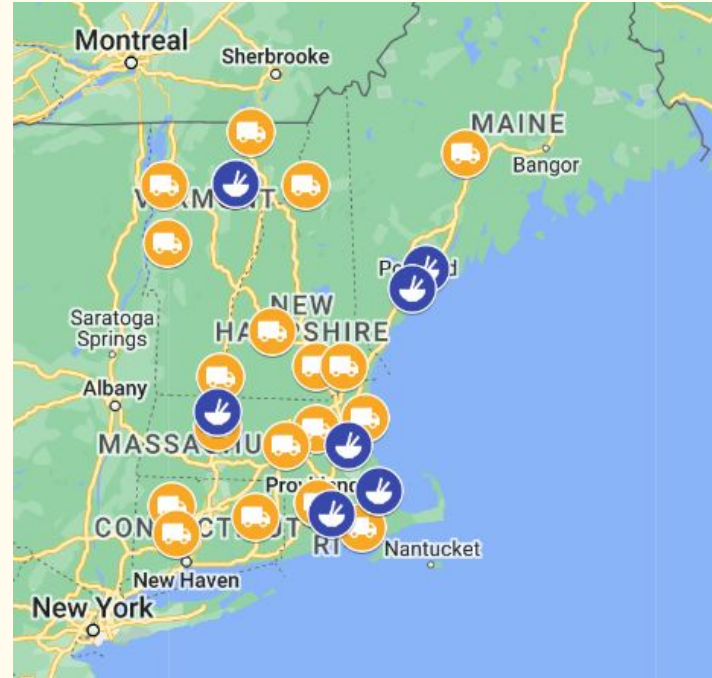
- **Katelyn Porter**—NE Food Hub & Processors Network
- **Will Gray**—Eastern Food Hub Collaborative
- **Sydney DeLuna**—Oregon Food Hub Network
- **Cheryl Bilinski**—New York Food Hub Collaborative
- **Charlie Michel**—Northwest Food Hub Network



Katelyn Porter—NH Food Alliance



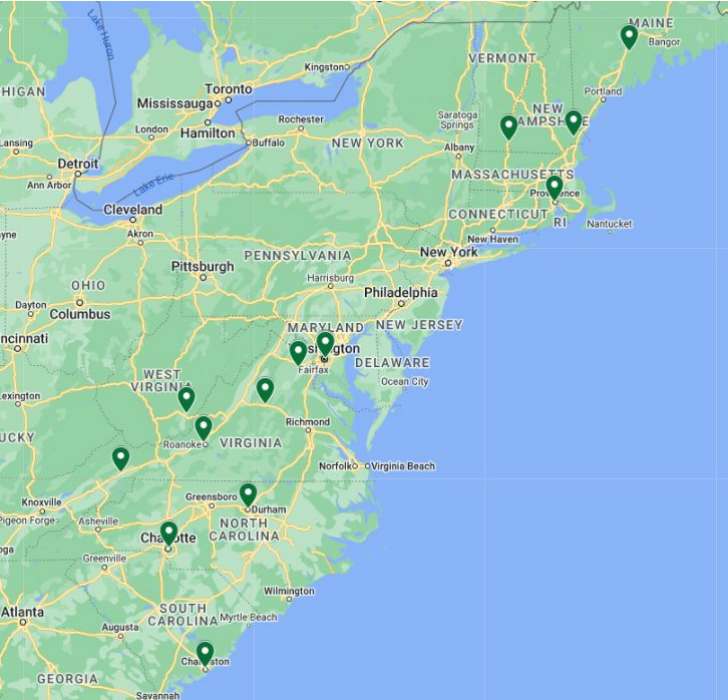
*New Hampshire
Food Hub Network*



NE Food Hub & Processors Network



Will Gray—Eastern Food Hub Collaborative





Eastern Food Hub Collaborative

**FARM
FRESH RI**

4PFOODS

 **Three River
Farmers Alliance**

 **LOCAL
ENVIRONMENTAL
AGRICULTURE
PROJECT**

 **freshlist.**

 **FOOD
CONNECTS**

**APPALACHIAN
sustainable
DEVELOPMENT**




FRESHFARM

**FIRSTHAND
FOODS**
Produce - Raised in North Carolina

**DREAMING
OUT LOUD**
INC.

 **CROWN O MAINE
DISTRIBUTION**

 **NH FOOD
ALLIANCE**

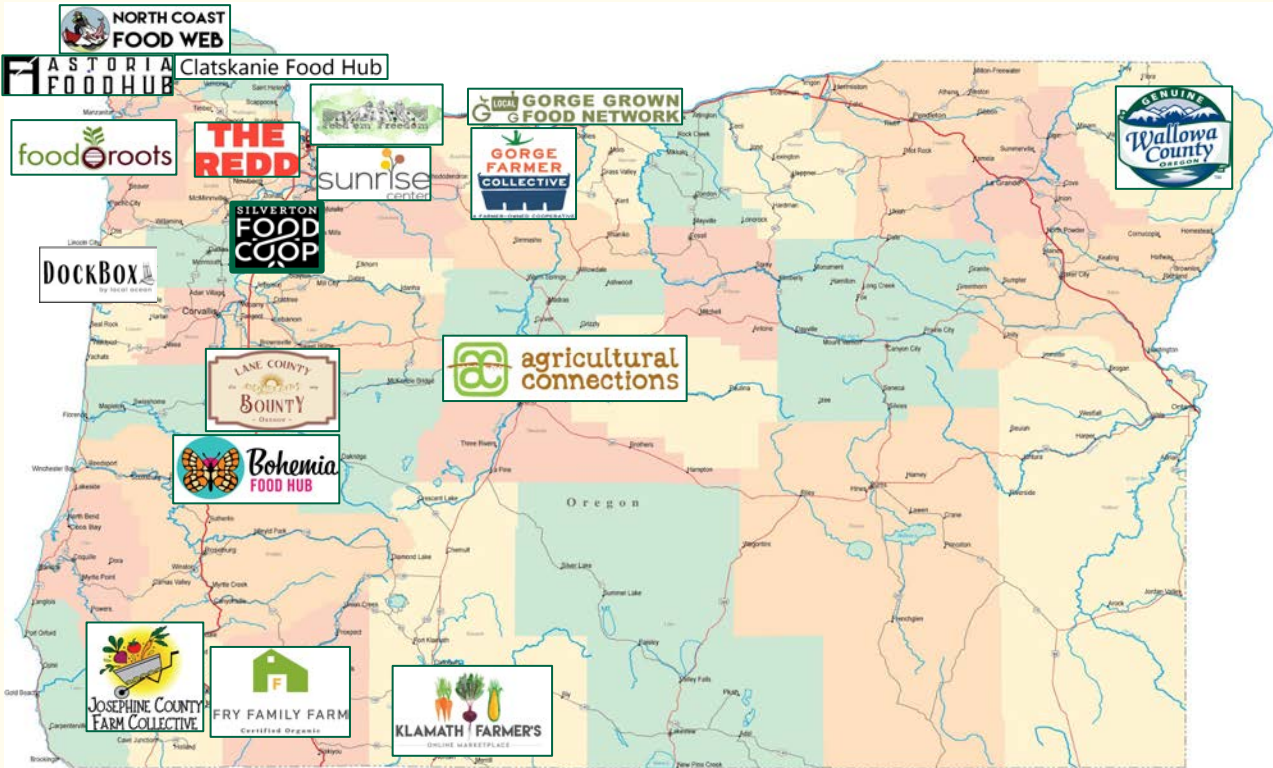
 **WORKING
LANDSCAPES**


SC FOOD HUB NETWORK
LOCAL FOOD TO
LOCAL MARKETS

 **COMMON GRAIN
ALLIANCE**



Sydney DeLuna—Oregon Food Hub Network



NY Food Hub Collaborative

Establish a Collaborative of **interdependent food hubs** designed to work collaboratively to **market NYFPs to institutional markets.**

Identify the potential for **small, mid-size, and socially disadvantaged producers** to be competitive in state agency and institutional contracts.

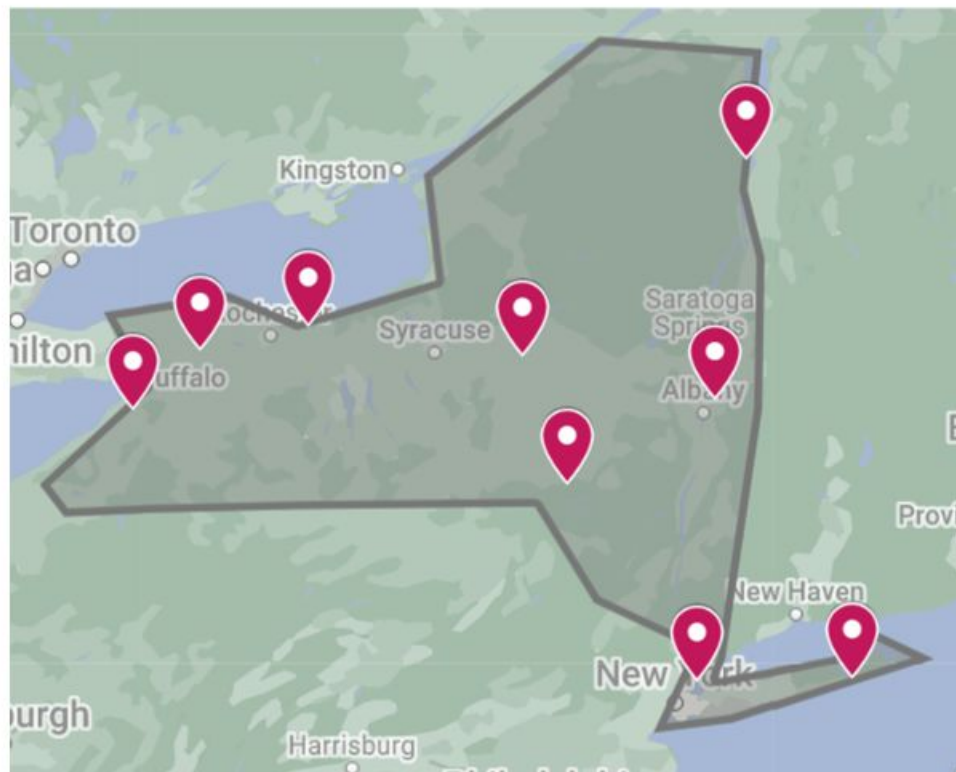
Develop **strategic business relationships** between mid-tier value chain partners



Participating Hubs: Eden Valley Growers, Headwater, Upstate Growers & Packers, Catskills Agrarian, Capital Roots, Essex Food Hub, Grow NYC, East End Food, Farm Fresh First

How?

- Food Hub Retreats → dedicated time and space
- Facilitator support
 - Market Analysis
 - Procurement Guide
 - Identifying Subject Matter Experts
- Asset Mapping



Networking Beyond the Northwest

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- **Charlie Michel**—Northwest Food Hub Network



Final Reflections and Wrap-Up Remarks



Keep in Touch with Us!

Northwest Food Hub Network

- Instagram + Facebook: @nwfoodhubnetwork
- Newsletter: nwfoodhubnetwork.com/subscribe

Mission West Community Development Partners

- Instagram + Facebook: @missionwestcdp
- Website/Newsletter: missionwestcdp.org
- Charlie Michel: charlie.michel@missionwestcdp.org
- Blake Lineweaver: blake@missionwestcdp.org



Post-Summit Social Hour

Time & Location: Lumberbeard Brewing at 4pm PST

Address: 25 E 3rd Ave, Spokane, WA 99202

