Cutting Edge State Level Initiatives for Food Hub Development

Michigan  Ontario  New York
Michigan Food Hubs* and the Network - 2014

- U.P. Food Exchange
- Cherry Capital Foods
- Eastern Market
- Washtenaw Food Hub
- NW Michigan Hub
- West Michigan Co-op
- Allen Street Market Place
- Sprout Urban Farm

9 local food hub facilitators
MSU Ext. & MDARD field support
385 people on the List serv

*Potential new food hubs in Flint, SE Michigan, Muskegon, Albion, Jackson
U.P. Food Exchange
Cherry Capital Foods
Eastern Market
Allen Market Place
Washtenaw Food Hub
MI Food Hub Network Convening
Possibility grows here.
These rows of crops are for the patients and staff at Scarborough Hospital.
Lessons Learned - Government/NGO cooperation in Ontario, Canada

• Both sides need to be committed to long-term collaboration.

• NGOs get better results when they are subject-matter experts rather than just advocates.

• Flexibility in approach a must when interacting with government and vice versa.

• The importance of recognizing an opportunity and acting on it.

• Be prepared to measure your impact at all stages. Governments, industry and the public expect it.
Agriculture as Economic Development through Rural-Urban Partnerships
- **848,000** + acres of farmland
- **5,326** individual farms
- **$810** million region-wide farm gross economic impact
- **$512** million in sales at farm gate
- **$25** million in direct sales
Farm to Table Co-packers has a 30,000 sq ft facility. Including a dedicated processing line, a full bakery and diversified flex space. The facility has three loading docks and over 10,000 sq ft of storage space for refrigerated, frozen and dry goods.

- Bottling, Canning, IQF, Dry Pack
- Works with over 75 Regional Farms and over 60 Private Labels
• $60,000 NYS Ag & Mrkts 2006 Food Ag Industry Devl (FAID) Grant

• $350,000 Owner capital

• $292,000 NYS 2010 Empire State Development BluePrint Grant

• $370,000 Commercial Loan w/ NYBDC-SBA guarantee

• $50,000 USDA RBEG IQF equipment by HVADC

• $500,000 PRI financing

• $375,000 NYS Ag & Mrkts 2013 REDC grant admin by HVADC
In 2006, WSF received a New York State Department of Agriculture and Markets Food and Agriculture Industry Development (FAID) Grant to conduct a feasibility study on creating a regional label for a line of frozen vegetable products.

**Products**

- **CSA SHARE:**
  - Red Tomato Puree, 24 oz
  - Pepper Mix 12 oz
  - Sweet Corn 16 oz
  - Whole Raspberries 5 oz
  - Broccoli Florets 12 oz
  - Green Bean, 12 oz
  - Butternut Squash Puree, 16 oz
  - Fall Greens Mix 12 oz
  - Blueberries 8 oz
  - Blackberries 8 oz
  - Cauliflower 12 oz
  - Edamame 12 oz
CO-PACKING CLIENT

rick's picks
TOTALY PICKLED SINCE 2004

phat beets™
aromatic pickled beets
hand-picked & all natural
NET WEIGHT: 15 OZ. (427g)

green tomato condiment™
curried green tomato pickles
hand-picked & all natural
NET WEIGHT: 15 OZ. (427g)

handy corn™
vibrant corn relish
hand-picked & all natural
NET WEIGHT: 15 OZ. (427g)

mean beans™
spicy green bean pickles
hand-picked & all natural
NET WEIGHT: 13 OZ. (370g)
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