



## MECHANISMS FOR PURCHASING LOCALLY

- **Wholesale Distributors**
  - Distributors are the link to many institutional food service operations and a true resource for producers who do not have transportation or storage capabilities
    - Request local food products from your distributor whenever possible
  
- **Direct Purchasing**
  - Institutions can purchase bulk food products at wholesale prices directly from the producer
  - Food service staff can call or meet with the producer directly to establish purchasing arrangements
  - Producers with a guaranteed market can often offer reduced prices
  
- **Contract Growing**
  - Institutions and producers can prearrange a price and quantity of a given product for the coming year
  - Producers can provide a better price as they have a guaranteed market
  - Some risk is involved due to weather and other natural occurrences
  
- **CSA (Community Supported Agriculture)**
  - CSA subscribers receive weekly shares of a producers crop after paying an up-front price for operating costs
  
- **Marketing Cooperatives**
  - Producers can work together to share in the distribution, marketing, processing, selling and/or billing of their products
  - The benefit of buying from a cooperative is that there are more options for variety and quantity