MECHANISMS FOR PURCHASING LOCALLY

• Wholesale Distributors
  o 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
  o Institutions can purchase bulk food products at wholesale prices directly from the producer
  o Food service staff can call or meet with the producer directly to establish purchasing arrangements
  o Producers with a guaranteed market can often offer reduced prices

• Contract Growing
  o Institutions and producers can prearrange a price and quantity of a given product for the coming year
  o Producers can provide a better price as they have a guaranteed market
  o Some risk is involved due to weather and other natural occurrences

• CSA (Community Supported Agriculture)
  o CSA subscribers receive weekly shares of a producers crop after paying an up-front price for operating costs

• Marketing Cooperatives
  o Producers can work together to share in the distribution, marketing, processing, selling and/or billing of their products
  o The benefit of buying from a cooperative is that there are more options for variety and quantity