

Third Biennial Food Hub Conference

Atlanta, Georgia March 31, 2016

Stimulating More Sustainable Production

Company Profiles

First Hand Foods

Total Sales in 2015: \$1.79 Million

Years in Operation: 5

Number of Employees (FTE Equivalent): 4

Number of Farmers/Vendors: 70

Ownership and Business Structure: LLC, with 50/50 ownership between two female business partners

Grass Roots Farmers' Cooperative

Total Sales in 2015: \$1.4 Million

Years in Operation: 2

Number of Employees (FTE Equivalent): 18 (8 of which are processing staff)

Number of Farmers/Vendors: 15

Ownership and Business Structure: Farmer-Owned Cooperative (C-Corp)

La Montanita Coop Distribution Center (CDC)

Total Sales in 2015: CDC 2015 total sales \$7,106,805, external sales \$3,872,343 La Montanita Retail sales \$34M

Years in Operation: La Montanita COOP began in 1976 as a buying cooperative. There are currently 6 retail locations around the state of NM. CDC started in 2006- 250+ customers in 2015

Number of Employees: CDC has 15 Full Time employees currently- drivers, sales, enterprise development, purchaser, manager. Accounting and other functions handled by La Montanita COOP

Number of Farmers/Vendors: 150

Ownership and Business Structure: La Montanita is a customer owned COOP retailer with 17,000 members. The CDC is owned by La Montanita and is expected to be profitable like our retail locations.