### 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:** 155
- **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.