



Local Food System Development

Addressing Food Security

(with Cooperatives and Food Hubs)



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THE FOOD/AGRICULTURE ECONOMY

- World - \$4.8 trillion or 10% Global GDP, *Forbes.com, 2007*
- US - \$835 billion or 4.8% USGDP, *USDA ERS 2014*
- Michigan - \$101.2 billion or 24% SGDP, *Pure Michigan, 2015*
- Detroit - \$5.8 billion and 59,000 jobs, *Detroit FPC, 2014*
- Neighborhoods, Rural Community or Tribal Nations???

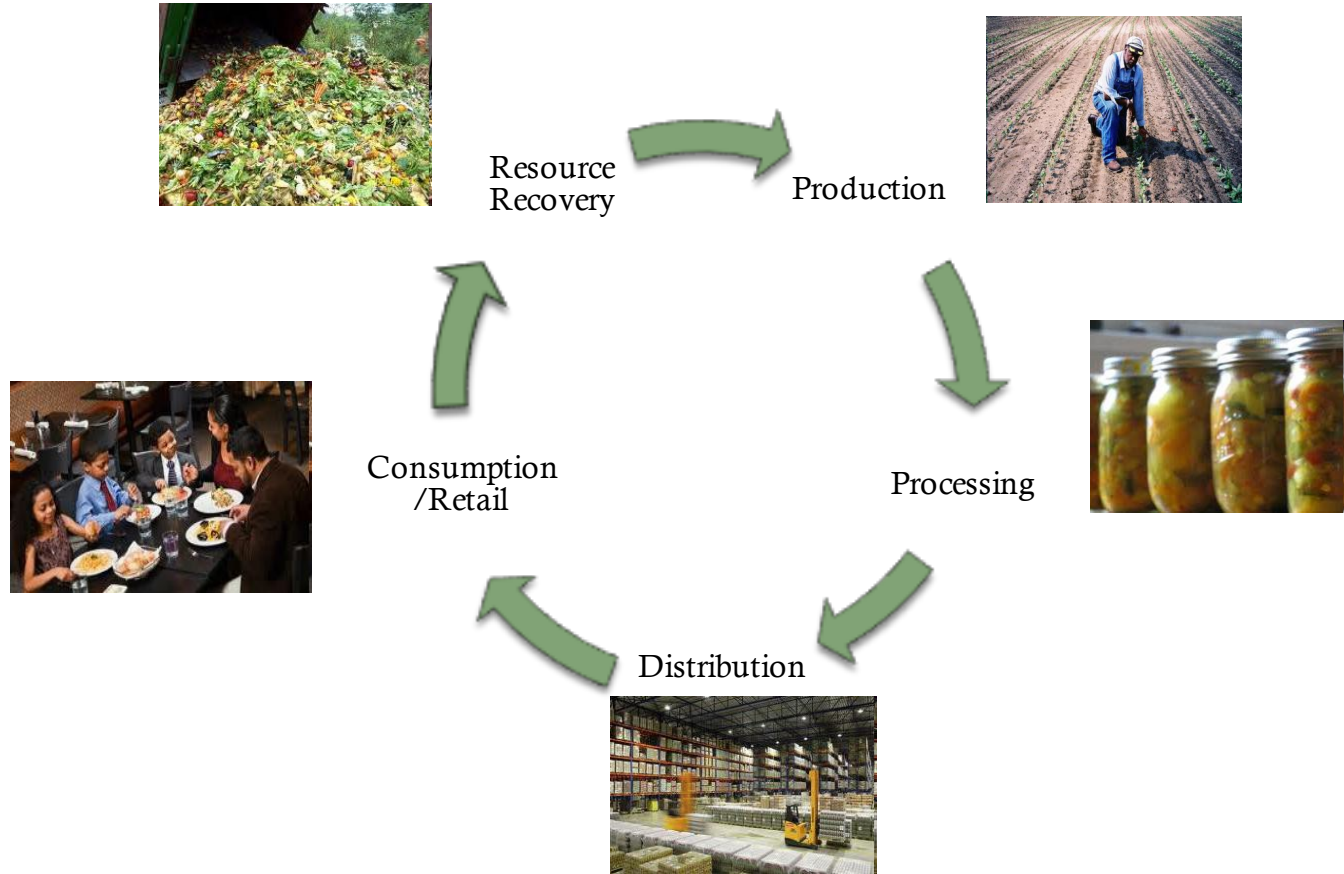
Farm Systems Facts

- US food imports: \$114B (35% fresh fruits, 15% fresh vegetables and 60% fresh seafood); Exported \$141B.
- 9% of US population controls 66% of farmland and 50% of cropland
- 2% of US population are farmers
- Four (4) multinational corporations control 69% of US seed corn market, and 79% of the beef packing industry
- Six (6) corporations control 50% of US retail food sales
- Small business sustains the US economy, but big business controls it.

2012 US Census

What is a Local (Small) Food System?

The activities involved in producing, processing, transporting, storing, selling, eating, and disposing of food locally.



Local Food System Model



Organization of Farmers/Producers/Ranchers

Agricultural Cooperatives and Producers Associations

- **Formed to unite** farmers, ranchers, or producers for the joint working of the land, equipment, output, marketing, processing, distributing and/or selling of farm products
- **Democratically elected**, grassroots, non-partisan, producer-run organization based on designated boundaries
- For profit or non profit

Cooperatives – **each member by vote** makes decisions

Association – **elected Board** makes decisions

A Collective's Food System Advantages and Challenges

Advantages

- **Local farmers participate (collectively)**
- Local buyers easier to market to
- Local community/business relationships enhanced
- Coordination of phases creates opportunities

Challenges

- Requires extensive coordination (detailed)
- Must maintain consistency in quality
- Must maintain capacity
- Competitive pricing and cost controls (fixed)



Recommended Local Food System Markets

Smaller Volume Buyers

- Restaurants, Caterers
- Small Grocers, Food Co-ops
- CSAs
- Mobile Food Markets

Larger Volume Buyers

- Pre K- 12 Schools (Public/Charter)
- Colleges/Universities
- Medical and Assisted Living Facilities
- Correctional Facilities



Requirements for General Markets

Food Safety

- Food Safety Plan
- State Certification
- Group GAP
- GAP

Classifications

- Conventional
- Organic/Naturally Grown
- Certified Naturally Grown
- Certified Organic



Potential Benefits

12 Members, 300 Acres

Build capacity, reproduce idle land and develop new farms

Establish transition plans

Utilize USDA programs



Challenges

No Markets

Lack confidence in Government

Former truckers, wholesale/resellers

Idle land surplus

No generational interest



A Detroit Collaboration

NEW URBAN FARM COOPERATIVE

Advantages

- 46 potential Members
- Organically certified
- Experienced vending at farmers markets
- Grassroots/community and “vulnerable” residents

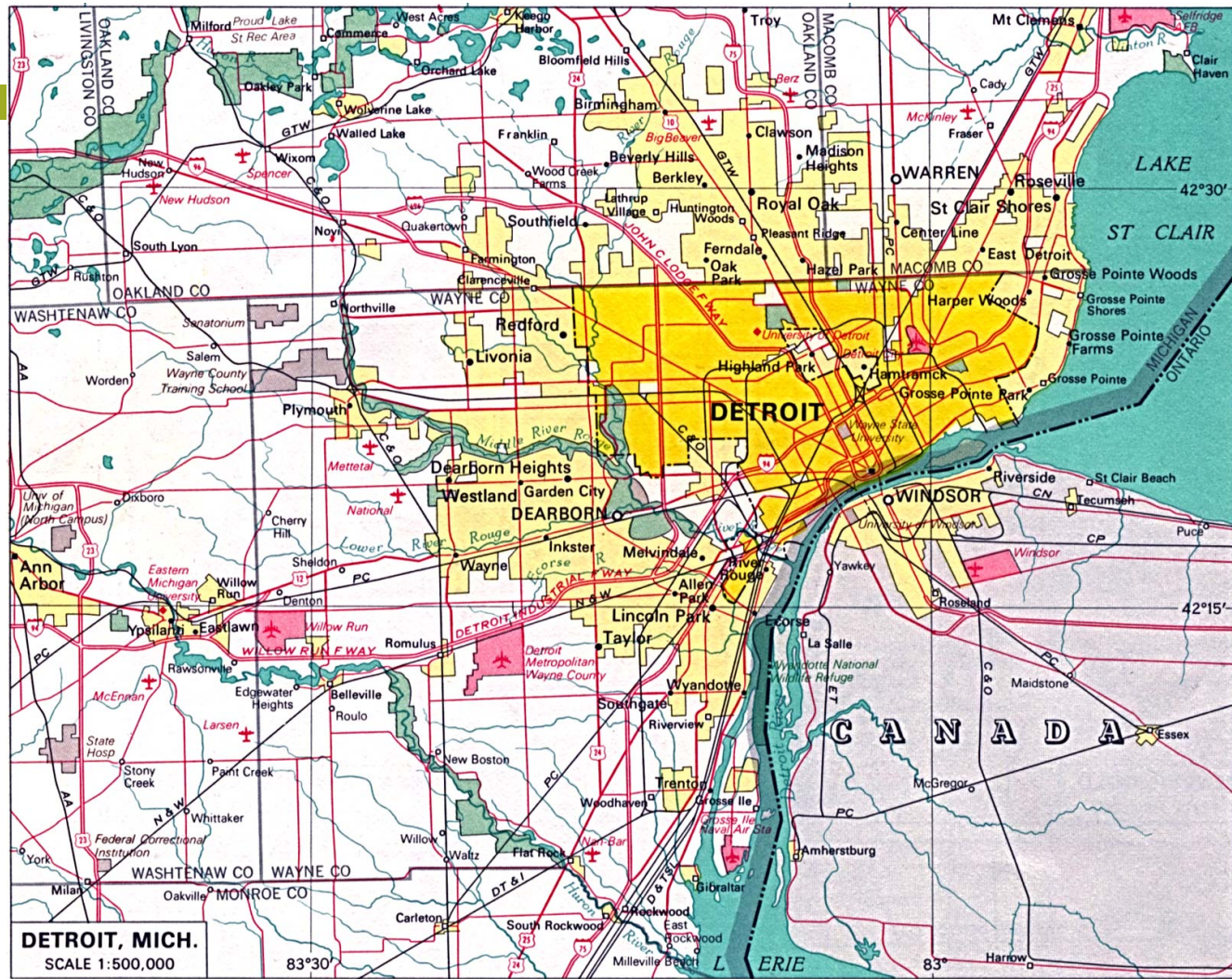


Challenges

- No Land access
- No Markets
- No entrepreneurial encouragement



A Detroit Collaboration



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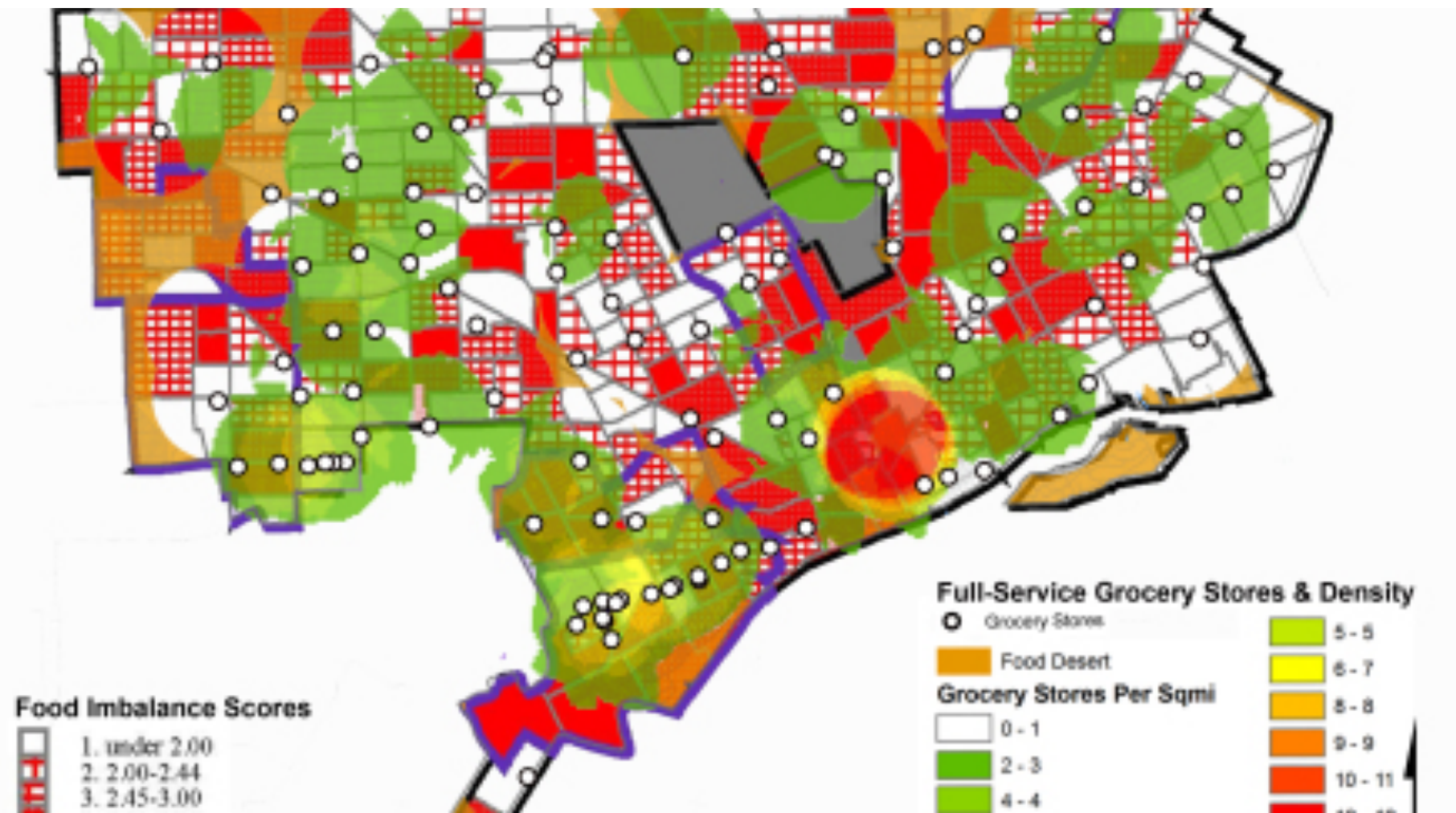
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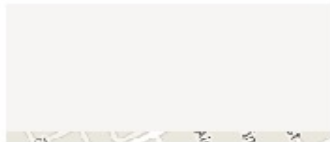
Google Maps 4640 Conner St



Image capture: Sep 2013 © 2016 Google

Detroit, Michigan

Street View - Sep 2013

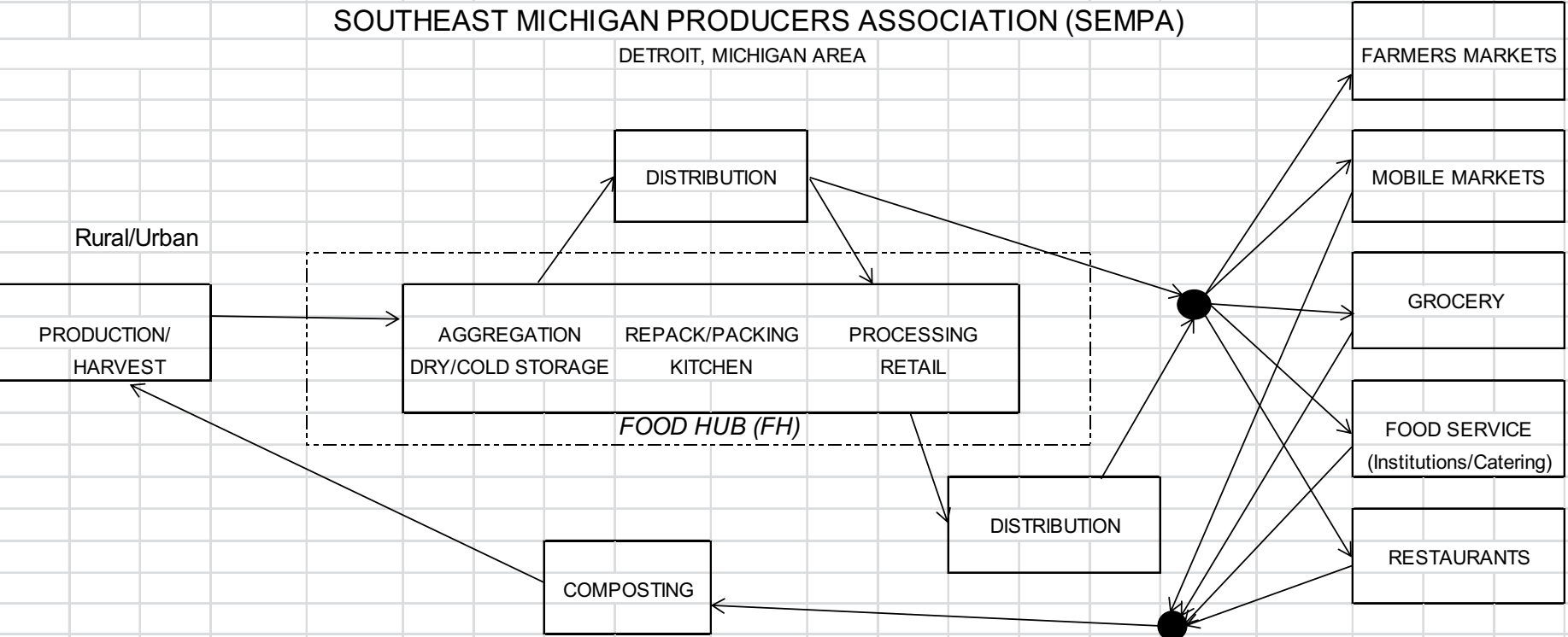


SEMPA Local Food System

DEVELOPING A LOCAL FOOD SYSTEM SOUTHEAST MICHIGAN PRODUCERS ASSOCIATION (SEMPA)

DETROIT, MICHIGAN AREA

Rural/Urban



SEMPA Local Food System Opportunities

<u>Production/Harvest</u>	<u>Aggregation - FH1</u>	<u>Farmers Market</u>
Technical Assistance	Facility	Technical Assistance (Marketing)
-Training (Beginning farmer, certifications, practices, etc)	Technical Assistance	Equipment (pos, display, canopy)
-Services (operation plan/mgt, accounting, legal, other)	-Training (processes, equipment, certifications)	Labor
Equipment (field, office)	-Services (operation plan/mgt, accounting, legal, other)	
Labor	Equipment (wash/pack)	<u>Mobile Market</u>
Misc	Packaging (baskets, etc)	Vehicle and service
	Dry/Cold Storage	Technical Assistance (Marketing)
<u>Distribution</u>	Labor	Equipment (pos, display, canopy)
Logistics plan/mgt		Labor
Vehicles	<u>Processing (VA) - FH2</u>	
Drivers	Facility	<u>Retailer, Restaurant, Food Service</u>
Vehicle service	Technical Assistance	Facility
Permits	-Training (processes, equipment, certifications)	Technical Assistance
	-Services (operation plan/mgt, accounting, legal, other)	-Training (processes, equipment, certifications)
	Equipment (wash/chop/freeze/pack)	-Services (oper plan/mgt, acting, legal, mktg)
	Packaging (containers, wrap, etc)	Equipment
	Dry/Cold Storage	Repackaging
	Labor	Dry/Cold Storage
		Labor



THANK YOU !!!