



## LOCAL FOOD DISTRIBUTION IN THE NATIONAL CAPITAL REGION

Friday, April 28th, 2017  
8:45 A.M. – 4 P.M.  
National Agricultural Library  
Main Reading Room  
10301 Baltimore Ave  
Beltsville, MD 20705

This one day conference will bring together producers, distributors, organizations working with both, agricultural economic development staff, local policymakers, and others, from the National Capital and the Mid-Atlantic Region. The purpose is to develop a common understanding of the opportunities and challenges for getting more local (and regional) food to market, with an eye toward wholesale market development.

The Metropolitan Washington Council of Governments (COG) recognizes the value of agriculture in and around the region, including the large number of small farmers working to meet the growing demand for local, sustainably produced food. Maintaining and enhancing strong direct-to-consumer markets is essential, however, to increase consumption of local food, so too is the development of wholesale markets.

Expected outcomes from this event are:

- New business contacts.
- Identification of high-level infrastructure, distribution challenges and opportunities for improved efficiency.
- Determining interest in developing an ongoing forum or working group to address food distribution concerns. Could such a group, help local food businesses and organizations increase profitability *and* support local small and medium-size farmers?

**Meeting structure:** Following a short keynote, the conference will feature interactive panel presentations and time for participant questions and comments. Conference participants will be seated at tables and have an opportunity to discuss the panels in small groups. Every table is invited to summarize a question and insight at the end of each panel to inform the last session of the day and potential next steps. All invitees bring exceptional expertise and experience – please share it!

### **Directions and Entry to the National Agricultural Library**

Directions to the National Agricultural Library can be found at <https://www.nal.usda.gov/visit-library>  
Free parking is available on-site. All visitors must present a government issued I.D. such as a driver's license to enter the building.

Reasonable accommodations are provided upon request, including alternative formats of meeting materials.  
Visit [www.mwcof.org/accommodations](http://www.mwcof.org/accommodations) or call (202) 962-3300 or (202) 962-3213 (TDD).

## AGENDA

- 8:45 A.M. 1. ARRIVAL, CHECK-IN, AND NETWORKING**  
*Please allow several minutes for check-in.*
- Participants must be pre-registered by April 25<sup>th</sup> and present a government issued I.D. to enter the National Agricultural Library (NAL). No walk-in registration will be possible*
- A morning beverage service and snacks will be provided.*
- 9:15 A.M. 2. WELCOME AND OVERVIEW OF THE DAY**  
*Brian LeCouteur and Lindsay Smith, Metropolitan Washington Council of Governments (COG)*
- 9:30 A.M. 3. KEYNOTE**  
**GETTING MORE LOCAL FOOD TO MARKET IN THE NATIONAL CAPITAL REGION: A WHOLESALE PERSPECTIVE ON DISTRIBUTION CHALLENGES AND OPPORTUNITIES**  
*Dr. Donald J. Darnall, Executive Director, [Maryland Food Center Authority](#)*
- Includes 10 to 15 minutes of comment, question and answer*
- 10:00 A.M. 4. MEETING THE DEMAND FOR LOCAL FOOD: GROWER AND DISTRIBUTOR PERSPECTIVES ON DEMAND AND GETTING PRODUCE TO MARKET**  
*Greg Bowen, [Land Stewardship Solutions, LLC](#)  
Emily Best, [Tuscarora Organic Growers Cooperative](#)  
Paul Mock, [Mock's Greenhouse and Farm](#)  
Jose Morales, [Keaney Produce](#)*
- 15 minute comment, question and answer*
- 11:00 A.M. 5. DISTRIBUTING LOCAL FOOD TO THE REGION: INFRASTRUCTURE AND TRANSPORTATION PERSPECTIVES**  
*Jon Schermann, Metropolitan Washington Council of Governments (COG)  
Alan Moore, [Local Food Hub](#)  
Jason Lambros, [Coastal Sunbelt Produce](#)  
Laura Richards, [District Department of Transportation](#)*
- 10 minute comment, question and answer*
- Table discussion: From your experience, what barriers and opportunities do you see for growing wholesale markets for local food grown and raised by small and medium-size farmers? For getting more local food to a diverse set of market channels and customers?*
- 12:15 P.M. BREAK TO GRAB LUNCH**  
*Lunch from Glen's Garden Market will be provided*

12:45 P.M.

**LUNCH TIME PANEL: OPPORTUNITIES AND BARRIERS FOR LOCAL FOOD:  
PASTURE-RAISED LIVESTOCK AND DAIRY**

Susan McQuilkin, [Southern Maryland Agricultural Development Commission](#)  
Danielle Vogel, [Glen's Garden Market](#)  
Joe Cloud, [T & E Meats](#)  
Eric Paulson, [Virginia State Dairymen's Association](#)

*10 to 15 min comment, question and answer*

1:45 P.M.

**6. OTHER LOCAL FOOD DISTRIBUTION CONSIDERATIONS**

Kristin Dawson, [Baltimore Development Corporation, Baltimore Food Policy Initiative](#)  
Chris Van Vlack, [Loudoun County Soil and Water Conservation District, Loudoun County Farmer Bureau, COG Regional Agricultural Work Group](#)  
Lea Howe, [DC Greens](#)  
Dena Leibman, [Future Harvest CASA \(Chesapeake Association for Sustainable Agriculture\)](#)  
Ronny Faragasso, [Capital Area Food Bank](#)  
Andrew Rose, [MidAtlantic Farm Credit](#)  
Molly Harris, [LuLu's Local Food Hub](#)  
Patti Miller, [West Virginia Food and Farm Coalition](#)  
David Robishaw, [Virginia Department of Agriculture and Consumer Services](#)  
Ron Williams, Jr., [Dorchester's Farm FoodHUB](#)  
Pat Millner, [USDA Agricultural Research Service](#)  
Tricia Kovacs, [USDA Agricultural Marketing Service](#)

*Each speaker will offer up to a 3 minute response to a two-part question on how and if their business or organization could contribute to, and benefit from, an on-going regional forum to improve the flow of local food from farm to market in the National Capital and Mid-Atlantic regions.*

2:30 P.M.

**NETWORKING BREAK**

3:15 P.M.

**7. WHAT'S NEXT?**

Lindsay Smith, COG  
Panel Leaders: Greg Bowen, Jon Shermann, Kristin Dawson

*Interactive evaluation and review of the day*

3:45 P.M.

**ADJOURN**

The National Agricultural Library closes promptly at 4:30 pm

