

# LOCAL FOOD DISTRIBUTION WORK GROUP MEETING

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## A Case Study on the Limits and Promise of Collaboration to Grow and Deliver Local Food

Lindsay Smith, COG  
January 22, 2018



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**A Case Study on the Limits and Promise  
of Collaboration to Grow and Deliver  
Local Food**

## **Welcome Webinar Participants!**

- **Please Mute Your Phone When You Are Not Speaking**
- **Use the Chat Box to Share Any Technological Issues  
and or Questions about the Presentation**
- **Presentation will begin at 1:05 pm**



## About COG

- The Metropolitan Washington Council of Governments (COG) is an independent, nonprofit association
- Brings area leaders together to address major regional issues in the District of Columbia, suburban Maryland and Northern Virginia
- Membership is comprised of 300 elected officials from 24 local governments, the Maryland and Virginia state legislatures, and U.S. Congress





## Regional Food Systems Program

### Priorities

- Foster Local Food and Agriculture Business Connections
- Expand Market Opportunities
- Increase Access to Local Food
- Support Food and Agriculture Policy and Infrastructure



Metropolitan Washington  
Council of Governments

## Local Food Distribution Work Group

A place for interested farmers, farm organizations, local food distributors big and small, food businesses, planners, researchers, advocates and more, to build relationships, learn about our region's supply chain, and identify common issues to be addressed to grow the local food economy in the National Capital Region.

Numerous meetings in 2017 for learning and networking; 2018 schedule in development



April 28, 2017 Panel at the Local Food Distribution the National Capital Region One Day Conference



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### *Popular topics for 2018 in our end of year evaluation:*

- Food safety regulations and audits: Key issues for buyers and growers, and Chesapeake region readiness for GAP, FSMA (offered in conjunction with CFN F2I)
- Other barriers to increasing market access for local food: a deeper dive on customer demand, contracts, pricing, and relationship building
- Market opportunities for local food in the Chesapeake: regional analysis, strategic planning for longer term growth

### *Other potential topics:*

- Community Networks: Leveraging existing infrastructure, community assets for Local Food Distribution – hope to be able to arrange a visit from a New York-based project piloting some innovative solutions on last mile delivery using community resources.
- Site visit
- Others TBD

### *In 2018, we'd like to:*

- Build a team of cross-sector advisors, form a stronger identity for the group
- “Bound the box” on what the group will look at (i.e. hidden networks to existing wholesale issues, concerns, capacity, partnerships, etc.) while remaining open to new requests and opportunities
- Continue to develop new relationships and enhance existing relationships with growers, grower organizations, and buyers
- Share and build on relevant assessments and studies in the region
- Consider how/if other work (e.g. direct markets) can be brought under this umbrella to streamline work flow, reduce number of requests to participants

## Today's Speakers



**Presenter: Dan Hobbs**  
Rocky Mountain Farmers Union

***"WORKING TOGETHER TO GROW & DELIVER LOCAL FOOD TO DENVER: Examining the Promise and Limits of Collaboration via one Multi-Food Hub Cooperative's Experience"***



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**Respondents**  
**Jeremy Mauck**  
Mobile Market Director,  
Arcadia



**Heather Hulse**  
Executive Director,  
Chesapeake Farm to Table



**Mary Oldham**  
Regional Coordinator,  
Value Chain Cluster Initiative  
a program of the  
Natural Capital Investment Fund



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