



**Food hubs** provide a link between farmers, produces, and buyers; offer farmers a fair and consistent pricing for their products and allow a lower barrier of entry into the market.

**Producer services:**

- On farm pick up
- Production and post-harvest handling
- Value adding processing
- Food safety training
- Business management and guidance

**Operational services:**

- Aggregation
- Distribution
- Branding and market development
- Product storage
- Brokering

**Community services:**

- “Buy local” campaigns
- Food bank donations
- Educational programs
- Youth and community employment
- Cooking demonstrations



Grant funding is **extremely important**

The average food hub requires 4 years of assistance/volunteers. However, in 2017 food hubs in business more than just 2 years were no longer majority volunteer. This creates jobs, stimulates the local economy, and gives the community a stake in its success

In a national study, **75%** of food hubs were nonprofit that were internally trading profitability for **greater social impact** – 2017 National Food Hub Survey



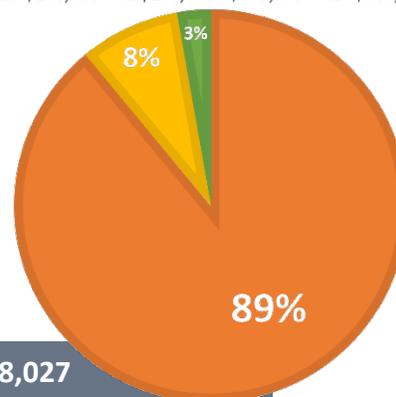
Large farms would benefit from **consistent and reliable** distribution

Majority of farms in Utah are small and middle-sized operations

A regional food hub in Utah has a perfect fit in terms of

1. Independent and small businesses are **highly encouraged**
2. Many **small agriculture operations** that could use help getting into the market
3. A thriving and growing population of **environmentally aware customers**

FARM SIZE  
 >\$100,000    \$100,000 - \$499,999    +\$500,000



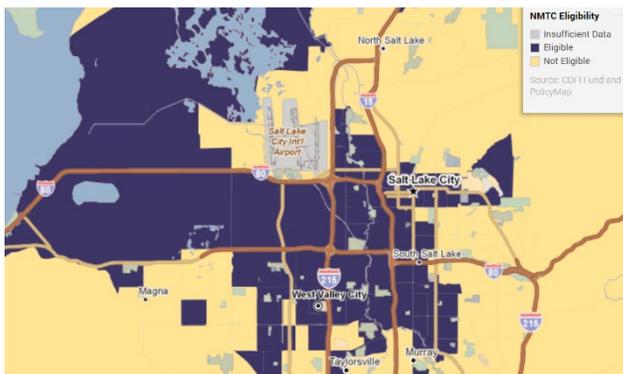
16,941 of 18,027 Utahan farms are under \$250,000 in annual sales

This demographic is the **most sensitive** to changes in the market and failed crop yields, food hubs can help these farmers with a **more secure income**

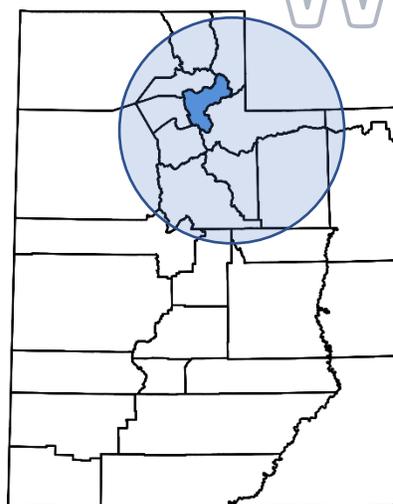


### New Market Tax Credit (NMTC)

- Has been utilized to stimulate food hub investments in other states
- Tax credit equals 39% of the total Qualified Equity Investment over 7 years of the operation
- Meant to fill in gaps nontraditional funding
- Salt Lake City has many possible locations that are eligible



### Where



Types of clients that fall within this radius:

- School districts
- Restaurants
- Health Care Centers
- U of Utah markets
- Day cares

Within 75 miles of Salt Lake City includes Cache Valley to the north and south to Santaquin