



Local, Sustainable Products Carried by Distributors Serving Minnesota and Western Wisconsin

A=Raised without antibiotics
F= Food Alliance Certified¹
G=100 percent grass fed
H=No hormones added

O=USDA Organic^{2,3}
N=Certified Naturally Grown⁴
R=Produced without use
of recombinant bovine
growth hormone (rBGH)

MAINLINE DISTRIBUTORS

Company	Sysco Minnesota	US Foods
Warehouse location	Mounds View, Minn.	Plymouth, Minn.
Distribution range	Minnesota, western Wisconsin	Minnesota, eastern North Dakota, eastern South Dakota
Definition of local	No specific definition, but generally Minnesota and boarding states	Within 500 miles
Types of products purchased (when available) from local, sustainable farmers/producers and distributed Note: See names of specific Minnesota and western Wisconsin farmers/ producers below	<ul style="list-style-type: none"> ■ Cheese ■ Cider ■ Maple syrup ■ Pork ■ Produce, including but not limited to: ■ Apples ■ Beans ■ Eggplant ■ Peppers ■ Potatoes ■ Squash 	<ul style="list-style-type: none"> ■ Produce, including but not limited to: ■ Green beans ■ Lettuce ■ Mushrooms ■ Peppers ■ Potatoes ■ Sweet corn ■ Tomatoes ■ Zucchini
For more information	syscomn.com/farmers.htm	usfoods.com
Anderson Maple Syrup⁵ Cumberland, Wis. Maple syrup	X	X

Company	Sysco Minnesota	US Foods
Axdahl Farms (F) Stillwater, Minn. Produce		X
Bushel Boy Owatonna, Minn. Tomatoes	X	
Costa Farm & Greenhouse Mahtomedi, Minn. Produce		X
Ed Field & Sons Andover, Minn. Vegetables		X
Forest Mushrooms St. Joseph, Minn. Mushrooms		X
Jack and the Green Sprouts (O) River Falls, Wis. Sprouts		X
Nuto Farms (F) Rice Lake, Wis. Russet potatoes	X	
Pahl Farms (P) Apple Valley, Minn. Strawberries, vegetables	X	
Pepin Heights Orchard⁶ Lake City, Minn. Apples, cider	X	X
Riverside Farms Elk River, Minn. Vegetables		X
Russet Potato Farm Bancroft, Wis. Potatoes, onions		X
Svihel Farms, Inc. (F) Foley, Minn. Vegetables	X	
Vine Valley Farms Stewart, Minn. Vegetables		X
Waterworks/Rob's Gourmet Greens Hollandale, Minn. Lettuce, herbs		X

REGIONAL/SPECIALTY DISTRIBUTORS

Company	Appert's Foodservice	Bix Produce Company	Co-op Partners Warehouse7	Upper Lakes Food Inc.
Warehouse location	St. Cloud, Minn.	St. Paul, Minn.	St. Paul, Minn.	Cloquet, Minn., Northfield, Minn.
Distribution range	Upper Midwest	Minnesota, western Wisconsin, northern Iowa, eastern North Dakota	Upper Midwest	Upper Midwest
Definition of local	Grown in Minnesota or within a 150-mile radius of St. Cloud.	No specific definition, but primarily Minnesota or Wisconsin grown or produced	Minnesota and boarding states; price list indicates state in which product is grown	Undetermined
Types of products purchased (when available) from local, sustainable farmers/producers and distributed Note: See names of specific Minnesota and western Wisconsin farmers/ producers below	<ul style="list-style-type: none"> ■ Fresh produce (some pre-cut) ■ Cabbage ■ Cucumbers ■ Green beans ■ Peppers ■ Potatoes ■ Tomatoes ■ Winter squash ■ Zucchini 	<ul style="list-style-type: none"> ■ Cheese ■ Fresh produce (pre-cuts, many blends) including but not limited to: ■ Apples ■ Herbs ■ Melons ■ Mushrooms ■ Peppers ■ Potatoes ■ Squash ■ Tomatoes ■ Maple syrup 	<ul style="list-style-type: none"> ■ Butter ■ Cheese ■ Eggs ■ Fresh produce, including but not limited to: ■ Apples ■ Berries ■ Broccoli ■ Carrots ■ Kale ■ Squash ■ Sweet corn ■ Tomatoes ■ Frozen produce ■ Corn ■ Peas ■ Milk ■ Oil (camelina) 	<ul style="list-style-type: none"> ■ Fresh produce including ■ Lettuce ■ Sprouts ■ Tomatoes
For more information	apperts.com	bixproduce.com	cooppartners.coop	upperlakesfoodsinc.com
Anderson Maple Syrup Cumberland, Wis. Maple Syrup		X		
Axdahl Farms (F) Stillwater, Minn. Produce		X		
Big River Farms (O) Marine on St. Croix, Minn. Vegetables, herbs			X	
Bushel Boy Owatonna, Minn. Tomatoes		X		
Cedar Summit Farm (O,R) New Prague, Minn. Fluid milk, drinkable yogurt			X (via drop-ship) ⁸	
Costa Farm & Greenhouse Mahtomedi, Minn. Produce		X		
Crystal Ball Farms (O,R) Osceola, Wis. Fluid milk			X (via drop-ship)	
Donnay Dairy (O) Kimball, Minn. Goat cheese		X	X	

Company	Appert's Foodservice	Bix Produce Company	Co-op Partners Warehouse7	Upper Lakes Food Inc.
Driftless Organics (O) Soldiers Grove, Wis. Beef, produce, sunflower oil			X (via drop-ship)	
Ed Field & Sons Andover, Minn. Vegetables		X		
Eichten's Hidden Acres Center City, Minn. Cheese (R9)		X	X	
Featherstone Farm (O) Rushford, Minn. Produce			X (via drop-ship)	
Ferndale Market (A)¹⁰ Cannon Falls, Minn. Turkey				X
Forest Mushrooms St. Joseph, Minn. Mushrooms		X	X (via drop-ship)	
Future Farm Food and Fuel Baldwin, Wis. Lettuce		X		
Gardens of Eagan (O) Northfield, Minn. Produce			X	
Hoch Orchard (O) La Crescent, Minn. Tree fruits, berries			X (via drop-ship)	
Jack and the Green Sprouts River Falls, Wis. Sprouts		X		
Joe Zywiec Vegetable Farm Cottage Grove, Minn.		X		
Kadejan Poultry (A) Glenwood, Minn. Poultry			X (via drop-ship)	
Larry Schultz Owatonna, Minn. Eggs, poultry			X (via drop-ship)	
Morning Star Farm Cokato, Minn. Cheese			X	
Nagel Produce Arlington, Minn. Produce		X		
Nordic Creamery¹¹ (N,R) Westby, Wis. Butter, cheese			X	
Pahl Farms (F) Apple Valley, Minn. Strawberries, vegetables		X		
PastureLand Belleville, Wis. Yogurt			X (via drop-ship)	
Pastures-A-Plenty Co & Farm (F) Kerkhoven, Minn. Pork			X (via drop-ship)	

Company	Appert's Foodservice	Bix Produce Company	Co-op Partners Warehouse7	Upper Lakes Food Inc.
Pepin Heights Orchard Lake City, Minn. Apples, cider		X		
Poplar Hill Dairy (A,H) Scandia, Minn. Pasteurized goat milk, goat cheese				
Riverside Farms Elk River, Minn. Vegetables		X		
River Valley Sprouts (O) Houston, Minn. Sprouts		X	X	
Songs Mushroom Farm Gays Mills, Wis. Mushrooms		X		
Southeast Minnesota Food Network Beef, bison, cheese, eggs, honey, lamb, pork, poultry, produce, wild rice			X (via drop-ship)	
Svihel Farms, Inc. (F) Foley, Minn. Vegetables	X	X		X
Thousand Hills Cattle Company (A,G,H)²² Cannon Falls, Minn. Beef			X (via drop-ship)	
Vine Valley Farms Stewart, Minn. Vegetables		X		X
Waterworks/Rob's Gourmet Greens Hollandale, Minn. Lettuce, herbs		X		
Wescott Orchard¹⁵ Elgin, Minn. Produce		X		X
Wild Country Maple Syrup (O) Lutsen, Minn. Maple syrup			X (via drop shipment)	

OTHER DISTRIBUTORS

Bergin Fruit & Nut Company (berginnut.com), based in St. Paul, Minn., sells fruit purchased from Wescott Orchard, see endnote 4.

H. Brooks (hbrooks.com): located in New Brighton, Minn., does not sell directly to institutions, but many growers who completed the IATP SARE project farmer/producer surveys sell to H. Brooks, which in turn sells to institutional suppliers.

Reinhart Foodservice (rfsdelivers.com): The La Crosse, Wis. distribution center carries Fifth Season Cooperative products, most of which are foods produced by local, sustainable farmers/producers. For more information visit the Co-op's website at <http://fifthseason.coop/> or download the August 2013 Buyers Newsletter, which contains the Fifth Season 2013 Product List with Reinhart product codes, <http://fifthseason.coop/wp-content/uploads/2013/08/FSC-Buyers-newsletter-August-2013-1.pdf>.

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Developed by Marie Kulick, Earth Wise Communications, with assistance from Emily Barker, IATP.

ENDNOTES

1. Food Alliance Certified Products, Food Alliance, January 2013, <http://food-alliance.org/files/Food%20Alliance%20Certified-Products%202013.pdf> (accessed October 8, 2013).
2. Directory of Minnesota Organic Farms 2012-13, Minnesota Department of Agriculture, <http://www.mda.state.mn.us/~media/Files/food/organicgrowing/organicdirectory.ashx> (accessed October 8, 2013).
3. Minnesotagrown.com, Minnesota Department of Agriculture, <http://www3.mda.state.mn.us/mngrown/home.aspx> (accessed October 8, 2013).
4. List of Farms & Apiaries, Certified Naturally Grown, <http://www.natural-lygrown.org/farm-list.html> (accessed October 8, 2013).
5. Per a phone conversation between Emily Barker (IATP) and a representative from Anderson Maple Syrup on May 1, 2013, the syrup used to make their products is all from US producers, primarily from Minnesota, Wisconsin, Ohio and New York. The syrup is typically comingled to create their products for retail sale, and thus would generally not meet the GGHC FS Credit 3 definition of local. However, for larger, bulk purchases, they will do custom state-produced orders, where all of the syrup would be from a desired state, which would meet the local definition. These orders must specifically be requested by the purchaser.
6. Pepin Heights' apples are usually comingled with apples from other orchards before sale under the Pepin Heights label.
7. Per their Fall/Winter 2012 Product Catalog, Co-op Partners Warehouse (CPW) "works with several regional producers to deliver their product on our trucks." This "drop-ship" method allows additional local producers to sell their product direct to buyers, aggregate orders and have it delivered via CPW. For a list of current Producer Direct Partners, contact CPW.
8. Drop-Shipped Product, Co-op Partners Warehouse, http://www.coop-partners.coop/services_drop_shipping.php (accessed October 8, 2013).
9. Per phone conversation between Marie Kulick, Earth Wise Communications and Tammy Stephens, office manager for Eichtens Hidden Acres LLC on October 8, 2013, all of Eichten's natural cheeses are made on their farm from fresh cow's milk. They do not use GMO-rennet and the milk is produced from cows not given added hormones or rBGH.
10. <http://ferndalemarketonline.com/home/>
11. Milk for cheese and butter comes from Bekkum Family Farms LLC.
12. Home page, Thousand Hills Cattle Company, <http://www.thousandhills-cattleco.com/> (accessed October 8, 2013).
13. Per a phone conversation between Emily Barker (IATP) and a representative from Wescott on February 26, 2013, they have their own orchards in Minnesota, Washington, and Chile. In season, they do local production, but fill in from elsewhere during the remainder of the year. Buyers should confirm with Wescott to verify if current produce is local.