



Yolo Food Hub

Presentation to the Yolo County Board of Supervisors

TODAY'S AGENDA

April 26, 2022

- 1 Business Plan
- 2 Market Research
- 3 Partners
- 4 Operations
- 5 Phases of the Hub
- 6 Financing
- 7 Our Ask
- 8 Questions



Business Plan

Yolo Food Hub will create new market channels and support for small to medium-sized growers, including new farmers, economically disadvantaged farmers, veterans entering agriculture and others.



2014 SACOG Food Hub Study

Yolo Food Hub builds on the food hub study sponsored by SACOG through Rural-Urban Connections Strategy (RUCS).



Regional Excitement

There is significant demand for the hub from the community, additional and potential partners, funders, and users of the hub.



Collaboration and Communication

Yolo Food Hub partners meet every other week and keep in touch by email and phone between meetings.



Final Plan

Funded by USDA's LFPP grant, the final Business Plan, including a marketing plan, will be completed in Q4 of 2022.

Yolo Food Hub will support local farmers by creating a supply channel for large-scale buyers primarily, including existing fresh produce distributors and wholesalers, institutions such as schools and hospitals, restaurants, food banks, incarceration facilities, governments, and other commercial and nonprofit customers seeking locally grown, source-identified food.



MARKET RESEARCH



GROWER
SURVEY

Completed

INSTITUTIONAL
SURVEY

Pending

The results from these surveys will allow the Yolo Food Hub project partners to create a facility that is equitable, sustainable, and offers a wide range of valuable demand-driven services to customers and producers.

Yolo Food Hub Project Partners

Yolo Food Hub is a public/private partnership knitting together the experience, skills and resources needed to develop a successful food hub serving the Sacramento Region. Because agriculture forms the basis of Yolo County's rural economy, there is a public interest in investing in the facilities and infrastructure that will increase rural farmer access to markets. The entity structure is pending.



New Season CDC is an Esparto-based 501c3 nonprofit with 20 years of experience in purchasing and rehabilitating derelict properties to serve the community and build the local economy. New Season Board President, Jim Durst, is the co-owner/operator of **Durst Organic Growers**.



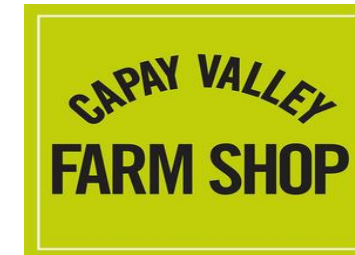
Spork Food Hub is a pilot project of Fiery Ginger Farm to sell products from local farms and artisans to schools and restaurants.



Kitchen Table Advisors is a nonprofit fueling the economic viability of small, sustainable farms and ranches through practical business advising and trusted relationships.



Valley Vision is a civic leadership organization dedicated to improving the livability of the Sacramento region. The Yolo Food Hub is a core project priority in both the region's Food System Action Plan and Community Economic Development Strategy.



Capay Valley Farm Shop is a majority farmer-owned social venture with over 15 years of experience connecting a network of local farms to regional markets.



Yolo Food Bank has 50 years of experience serving the nutrition needs of food insecure people



The **Esparto Train Station** is owned by Maria McVarish, who brings decades of experience in architectural design, real estate development, property management and community design work. She is an expert on the region's railroad and farming history.



Hatamiya Group is an economic, strategic, and business advisory consulting firm for corporate, legal, government, and non-profit leaders.

Phases of the Yolo Food Hub

1

Phase 1 (2022-2023)

County Funding work scope extends from \$2M in approved funds from Yolo County and covers site acquisition and additional costs. **Cost: \$3.7M.**

2

Phase 2 (2023-2024 Fiscal Year)

Phase 2 focuses on increasing Oakdale food hub facility capacity to 12,000 sf, including equipment costs for 3 new processing lines. Includes \$50,000 budget for Phase 3 fundraising. **Cost: \$3.4M.**

3

Phase 3 (2024-2025 Fiscal Year)

Phase 3 includes purchase and development of the Esparto Depot and existing metal building, designing and installing a commercial kitchen in the Depot, interior renovations throughout, restoring the wood platform/deck on three sides, general site and building accessibility improvements, public parking lot and landscaping. **Cost: \$3.3M** (subject to third-party appraisal).



Picture of the Oakdale Barn property

The total project cost for all three phases of work is approximately \$10.4M

PHASE 1 (2022-2023)

County Funding work scope extends from \$2M in approved funds from Yolo County and covers the following costs:

- Oakdale barn property purchase, taxes and insurance (assumes existing residence can be mortgaged for \$400,000 and that rents will cover mortgage payments)
- Phase 1 ESA
- Engineering and architectural designs for basic improvements for 8,000 square feet of the barn (overall structural repairs, patching/refinishing concrete floor)
- Bare-bones interior improvements to 5,000 sf for storage services
- Road improvements in coordination with Caltrans
- Permits and fees for all of the above
- Administrative costs
- \$50,000 fundraising budget for Phase 2 work



1. PROPERTY ACQUISITION

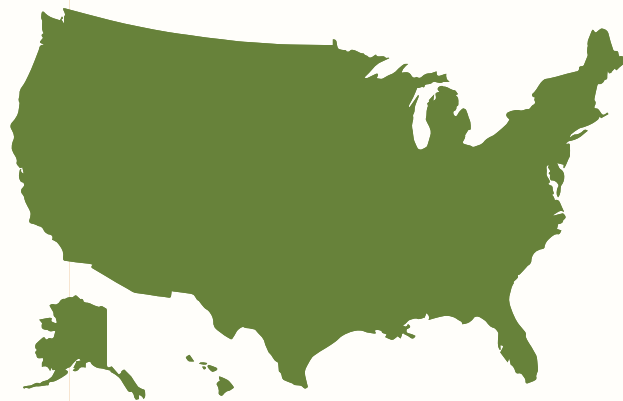
2. PROPERTY IMPROVEMENTS

3. OPERATIONAL

Financing

The Yolo Food Hub project team will leverage Yolo County's funding commitment through the following resources:

Federal



USDA LFPP, USDA Rural Facility, US EDA, Congressional request

State



CERF, CDFA Community Food Hub Grant, CDFA Infrastructure, State budget request

Private



The Yolo Food Hub project team has met with the following agencies: California Department of Food and Agriculture, U.S. Department of Commerce, Economic Development Administration, and United States Department of Agriculture.

Our Ask

Receive presentation and consider approval of a subaward agreement in the amount of \$2,000,000 for land acquisition and preliminary build-out costs in substantially the form provided, subject to approval by the County Administrator and County Counsel to ensure compliance with federal regulations.



Questions?

