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— DENVER, COLORADO —

Session title: **Value Chain Coordination**

Note Taker: Diana Reznikoff (It was my true intention to capture the voices of the facilitator and panelists. Thank you for your patience if there was any misinterpretations or missing comments)

Main points of each panelist:

1. Facilitator: Elliott Smith [Kitchen Sync Strategies](#)

Presentation (see slide deck for in-depth details) Short notes-

What is Value Chain Coordination? History of Supply Chain vs. Value Chain

Supply Chain Tactics- Predatory...

Value Chain Strategies- Relationships....

Processorà Distribution

Value Chain Roles- Market Matching....

Value Chain Enabled Roles- Foster Relationships...

Bounding Value Chain- Market Channel....

Why Value Chain Coordination, it builds resilience... redistribute risks more fairly.

Facilitator Questions (FQ) to Panelists:

FQ1. Why do you do the work?

FQ2. What systems do you lean on?

FQ3. Are Grants a resource to lean on?

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FQ4. What are the headaches from the past year? And/or What are you excited about for the future?

Conversation points:

Recap of FQ1. Goal- Community Building

Mission- Equity

“Network is a net that works”

Panelists (panelist answer PA)

2. Speaker 1: Vanita Patel- [Switch Gears Farm](#)

PA1. To provide produce on a larger scale and build relationships.

PA2. Partnerships and community building.

PA3. Value added systems have moved us to reevaluate what we grow with a water conservation lens.

PA4. Our goal has always been to not be complacent. We are working to understand the needs of our community. We have partnered with local food pantry clients to help shape what to grow in our next growing season. This allows us to try to stay true to the needs of our community.

3. Speaker 2: Lindsay Hull- [Mapleton Public Schools](#)

PA1. I became involved with local agri procurement through as a recipient of the CO Local Food Program Grant. Before this, I was unaware of resources to locally grown produce. Connecting with Kathryn at East Denver Food Hub made the process less overwhelming. My focus is to provide healthy foods to my (school) kids (throughout the Mapleton Public Schools).

PA2. Partnerships

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PA3. School Authority funds come from the USDA with fixed prices which limit our purchasing power. Public schools purchase a lot of produce from lower priced commodities from CA. Overall, the CO Local Food Program and the USDA Local Food Grant are low impact with huge returns.

PA4. Only looking forward. In future I want to be more strategic in planning and making more partnerships.

4. Speaker 3: Abe Rosenberg- [San Luis Local Foods Coalition](#)

PA1. System building. Equity is a big driving force to the work that I do

PA2. Partnerships, push for collaboration not competition creates fairer market price for farmers

PA3. Yes, grants are great but many of them have restrictions that are not a good fit for farmers. This has led the Coalition to diversify our funding resources.

PA4. This is messy work and takes time. Building partnerships and understanding the community is the key to our work.

5. Speaker 4: Kathryn Ardoin- [East Denver Food Hub](#)

PA1. Pushing to see big change in the Value Chain around labor rights, environment/regenerative practices, animal rights and equity.

PA2. Partnerships and community building.

PA3. It is criminal how inaccessible grants can be. If you don't know how to research for grants and/or write in grant language you are unable to take advantage of grant opportunities. We need better access to grant funding.

PA4. This year has been reactionary to the market prices. In future, I hope for long-term plans and contracts with farmers with the potential for set pricing. School districts are a great place to create more consistency.

Key points of panel discussion:

1. Community and relationship building creates more accessibility, accountability and sustainability in the CO Value Chain

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2. Mission is to increase equity in Value Chain Coordination
3. The pass of FF (School Lunch For All) is a game changer. The impact will increase the need for more processing and labor to feed all the CO schools.
4. Definition of Value Chain Coordination- Is a set of roles and activities of redistributing risk more fairly
5. It can't be about competition, and it needs to be all about collaboration.
6. High demand for more processing facilities

Question and Answer Summary:

**Policy: Call to Action-** Support the "Forward Thinking Bill": Provide funds and initiatives that facilitate efficiency and sustainability in the supply chain of locally grown Colorado agriculture. Please reach out to Jen O'Neal, [Hunger Free Colorado](https://www.hungerfreecolorado.org), Community Food System Senior Manager, Jen@hungerfreecolorado.org

1. Number 1 Wishlist item?

Vanita- More Black and Brown leadership.

Lindsay- Policy shift to make USDA funding less restrictive.

Abe- Fall of capitalism.

Kathryn- 1. Hard infrastructure in processing facilities, cold storage and trucks and 2. Accessibility to funding without the need to hire a grant writer.

2. What will be the impact of implementing FF( Free Lunch for All) on local agriculture?

Vanita- Top wish to help scale up production is heated greenhouses.

Lindsay- Schools will have the choice to opt-in or out starting in the 2023/24 school year just for free lunch. (Wendy from Nourish, In 2024/25 school year there will be local food purchasing with up to .25 cents per meal count in school who opt-in to the local food purchasing program).

Abe- FF could have a great impact on farmers but farmers will need to scale up processing. There are not enough farmers to feed all schools.

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Kathryn- There may be a need for required certification in food safety like Good Agricultural Practices (GAP).

3. What are suggestions for more efficiency in scaling up processing?

We need more commissary and processing facilities. Especially in and around Agri locations.