



WHO WE ARE & HOW WE WORK
DECEMBER 2025

**"IF YOU WANT TO GO FAST, GO ALONE. IF
YOU WANT TO GO FAR, GO TOGETHER"**





60 farms



24 employees

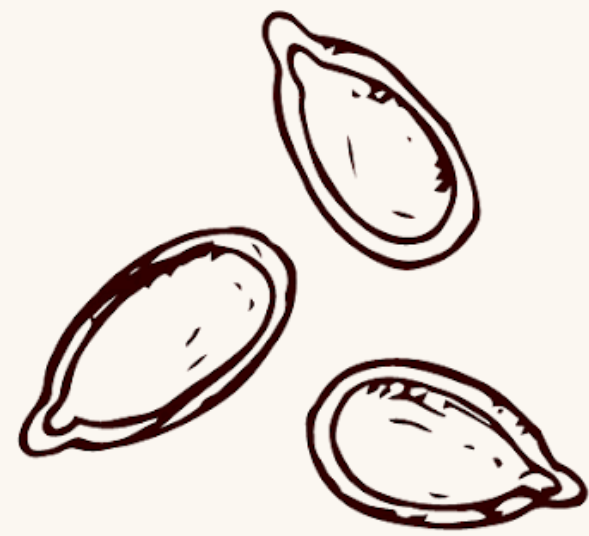


2500 households



Farmer & Worker Owned

- 10 Producer owners
- 10 worker owners
- Started as S-Corp in 2020 and became a Cooperative (C-Corp) in 2024
- Points of Unity ensure shared committed to regenerative farming & equitable distribution
- Bylaws govern our operations, define patronage, etc.
- 501c3 fiscal sponsor allows us to receive grant funds if coops are not eligible entities



FOODSHED

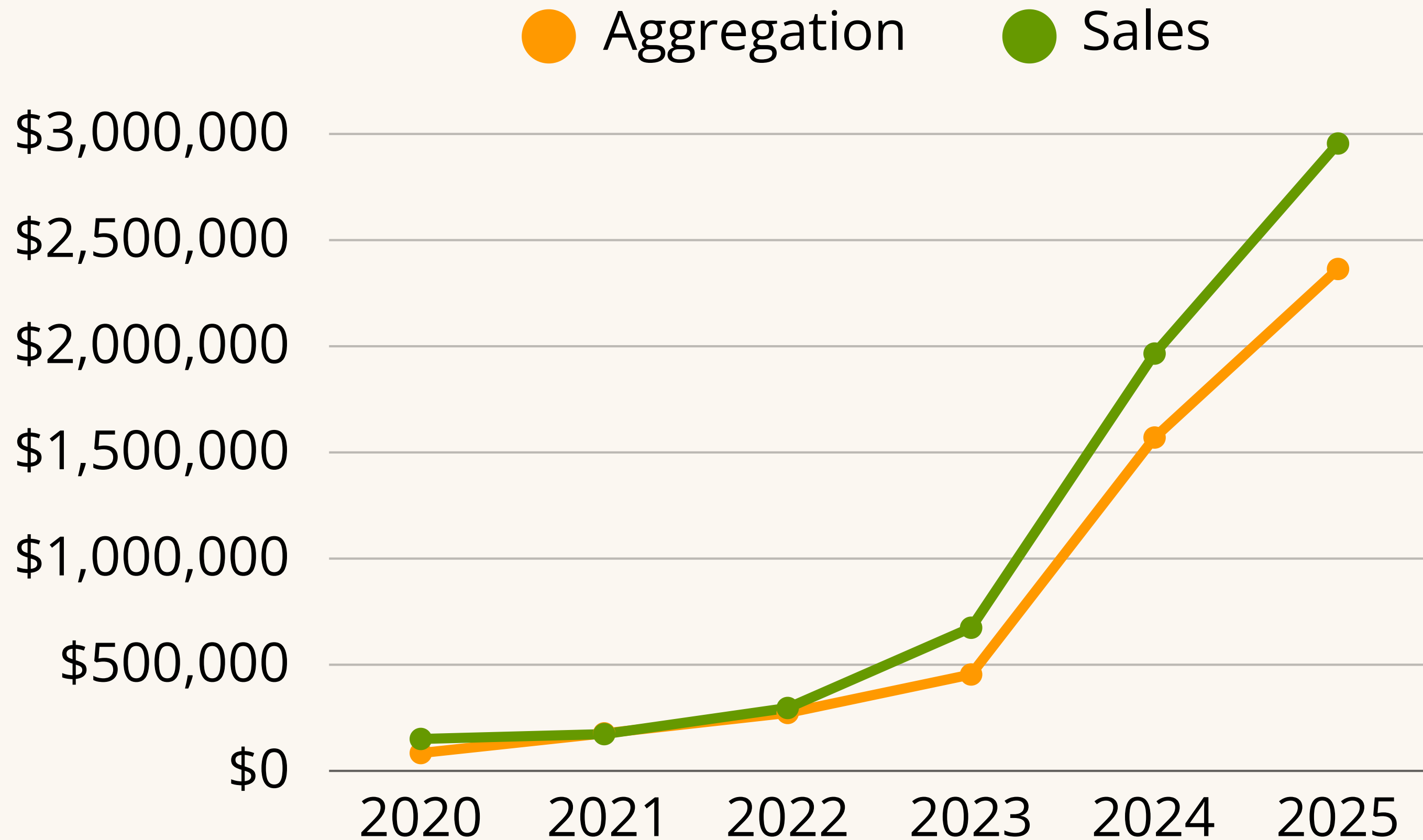
SMALL FARM COOPERATIVE

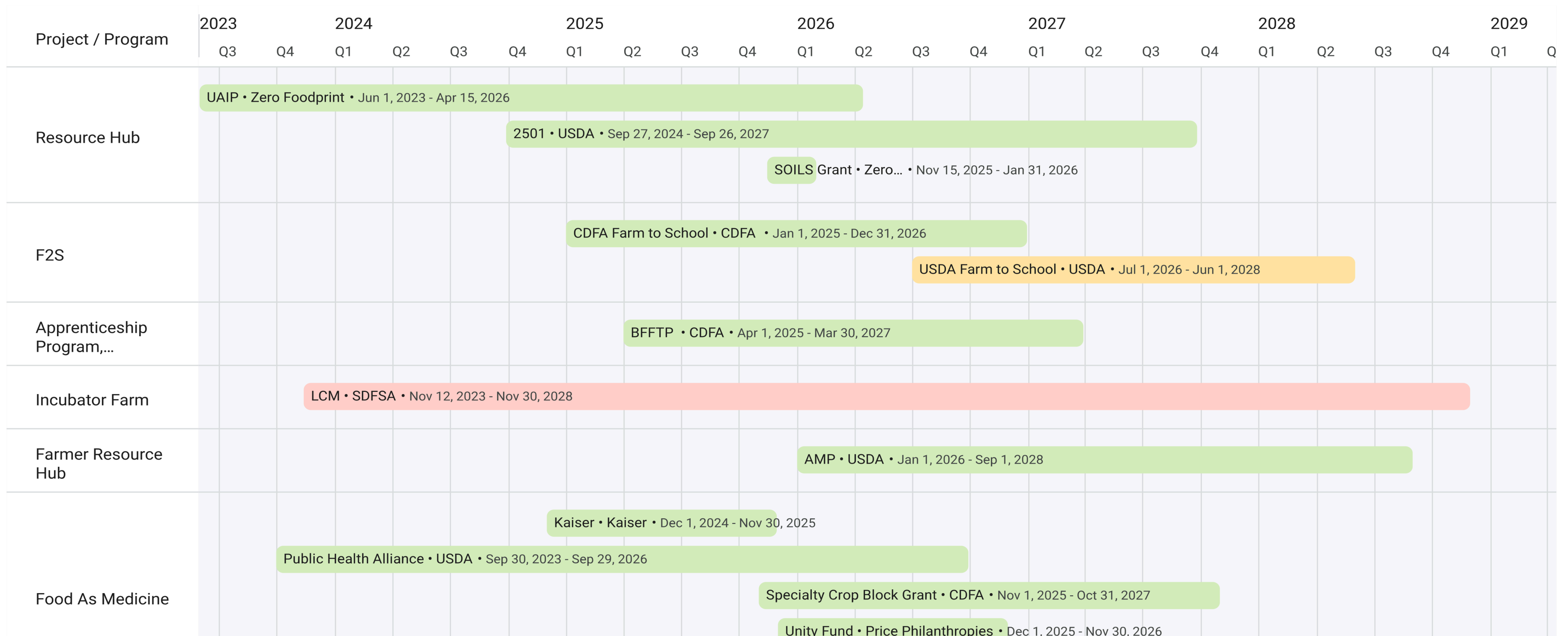
MANAGE INCOME & EXPENSES

DISTRO CLASS

SYSTEMS CHANGE CLASS











Local supply chain management that helps farmers make more \$\$\$.

- Plan
- Order
- Pick up
- Pack
- Deliver
- Pay



Driven by transparent agreements with farms, institutions and community partners and consent-based SoPs.



Foodshed Price Sheet 2025

Items	Price	Unit
Apples	\$2.45	lb
Avocados (Hass)	\$1.75	lb
Avocados (Fuerte)	\$1.75	lb
Avocados (Bacon)	\$2.45	lb
Avocados (Zutano)	\$2.45	lb
Asparagus	\$2.20	bu
Arugula	\$2.75	.4 lb bag or bunch
Basil	\$2.00	.25 lb bag
Beets	\$2.20	bu
Blackberries	\$2.75	clamshell (pint)
Blueberries	\$2.75	clamshell (pint)
Bok Choi	\$2.20	bu/head
Broccoli	\$2.75	head
Broccolini	\$2.50	bunch
Broccoli Romanesco	\$3.00	head
Bulb Onion (dry)	\$1.65	lb
Bulb Onion (fresh)	\$2.00	bu
Cabbage	\$2.75	head
Cantaloupe	\$1.35	lb (3 lbs max)
Carrots	\$2.20	bu
Cara Cara Oranges	\$1.30	lb
Cauliflower	\$3.00	head
Celery	\$2.20	bu/head
Cherry Tomatoes	\$2.75	clamshell (pint)
Cilantro	\$1.90	bu
Corn	\$1.35	ear
Collard Greens	\$2.20	bu
Cucumbers	\$0.80	lb
Daikon Radishes	\$2.00	bu
Dates	\$4.20	lb
Delicata	\$1.80	lb (1 lb max)
Eggplant	\$2.20	lb
Garlic	\$2.00	bu
Grapefruit	\$0.80	lb
Green Beans	\$2.75	.4 lb bag
Green Garlic	\$1.75	bu

Items	Price	Unit
Lettuce	\$2.20	head
Limes	\$1.35	lb
Mandarins	\$1.35	lb
Microgreens	\$2.75	1.5 oz containers
Mushroom (Shiitake)	\$6.15	lb
Navel or Blood Oranges	\$1.25	lb
Oranges (Valencia)	\$1.10	lb
Parsley	\$1.90	bu
Pears	\$2.45	lb
Peas	\$2.20	.4 lb bag
Peppers	\$2.75	lb
Persimmons	\$2.20	lb
Pomegranites	\$2.00	lb
Potatoes	\$2.20	lb
Pumpkins	\$1.80	lb (5 lb max)
Radish	\$1.85	bu
Salad mix	\$2.75	.4 lb bag
Spicy mix	\$2.75	.4 lb bag
Spinach	\$2.75	.4 lb bag
Stone Fruit	\$2.45	lb
Green Onions	\$2.00	bu
Kale	\$2.20	bu
Lemons	\$1.20	lb
Strawberries	\$2.75	basket
Strawberries	\$4.15	clamshell
Summer Squash	\$1.10	lb
Sweet Potatoes	\$2.20	lb
Swiss Chard	\$2.20	bu
Tangelos	\$1.35	lb
Tomatillos	\$2.50	lb
Tomatoes (Heirloom)	\$2.50	lb
Tomatoes (Beefsteak)	\$1.85	lb
Turnips	\$2.20	bu
Valencia oranges	\$0.85	lb
Watermelon	\$1.00	lb (5 lb max)
Winter Squash: Acorn, Butternut, Spaghetti	\$1.80	lb (2 lb max)

PRICING MODEL:
set by farmers

80% to farm
20% to food hub
operations

CROP STANDARDS



CROP STANDARDS 2025

For Any Questions Please Contact
Supply Coordinator (KK): 914-262-5736

Avocados

Weight: 1 lb
Qty: 2-3 fruit depending on size

Other Standards:

- Minimal pest damage
- Firm, not mushy or overripe
- Not too small



Asparagus

Weight / bunch: 0.5 - 0.75 lb

Other Standards:

- Minimal pest damage
- No yellow or rotting leaves
- No bolting or flowering



Beets

Smaller beets (more in a bunch)
Larger beets (fewer in a bunch)
Weight: 1 lb bunch
Qty: Roots/Bunch: 6-8 (smaller beets) Roots/Bunch: 3-4 (larger beets)

Other Standards:

- Nice, leafy greens
- Minimal pest damage on leaves and roots
- Same size bunches even if beets/bunch varies
- No yellow or rotting leaves



Broccoli

Weight/head or bunch:
1-1.5 lbs

Other Standards:

- Minimal pest damage (no aphids)
- Same size bunches even if heads/bunch varies
- No yellow or rotting leaves
- No bolting
- Stems cut neatly





CONTRACTED CROP PLAN

WEEK OF THE YEAR	Monday Date	ABC	Acorn Squash (1.5-2lb each)	Apples (lbs)	Asparagus (bu)	Avocados: HASS (lbs)	Avocados: FUERTE (lbs)	Basil (.25 lb bag)	Beefsteak Tomatoes (lbs)	Beets (1 lb bu)	Blackberries (pint)	Blood Oranges (lbs)
14	3/31/25		0	0	0	0	100	0	0	0	160	595
15	4/7/25		0	0	0	920	100	0	220	200	0	0
16	4/14/25		0	0	575	0	100	0	0	0	60	0
17	4/21/25		0	0	0	0	100	0	40	0	100	595
18	4/28/25		0	0	0	920	100	0	180	200	60	0
19	5/5/25		0	0	550	0	100	0	40	200	0	0
20	5/12/25		0	0	0	0	100	0	0	200	175	525
21	5/19/25		0	0	0	850	100	0	240	400	300	0
22	5/26/25		0	0	550	0	100	0	0	200	60	0
23	6/2/25		0	0	0	100	0	0	40	185	80	0
24	6/9/25		0	0	0	100	85	0	40	325	80	0
25	6/16/25		0	0	0	100	0	0	265	225	40	0
26	6/23/25		0	0	0	100	0	0	40	185	40	0
27	6/30/25		0	0	0	100	85	200	40	325	240	0
28	7/7/25		0	0	0	0	200	205	300	195	200	0
29	7/14/25		0	0	0	0	295	205	0	355	200	0
30	7/21/25		0	0	0	0	200	60	0	195	0	0
31	7/28/25		0	0	0	0	200	205	300	195	200	0
32	8/4/25		0	0	0	0	100	215	0	100	0	0
33	8/11/25		0	0	0	0	202	60	300	100	0	0
34	8/18/25		0	0	0	0	100	260	0	100	0	0
35	8/25/25		0	0	0	0	100	215	0	100	0	0
36	9/1/25		0	102	0	100	0	485	0	100	0	0
37	9/8/25		0	282	0	100	282	60	0	100	0	0
38	9/15/25		0	0	0	100	0	485	0	100	0	0
39	9/22/25		0	302	0	100	0	685	300	100	0	0
40	9/29/25		0	0	0	100	282	60	0	100	0	0
41	10/6/25		100	102	0	100	0	485	300	0	0	0
42	10/13/25		100	482	0	100	282	60	0	0	0	0
43	10/20/25		100	0	0	100	0	485	0	0	0	0
44	10/27/25		100	0	0	100	0	485	300	0	0	0
		TOTAL UNITS	400	1270	1675	4090	3313	4915	2945	4485	1995	1715

SURPLUS WHOLESALE PLATFORM

← → ↺

beta1.localfoodmarketplace.com/Products?category=

☆ ❄ ⚙ A ⚡

Local Food MARKETPLACE

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Categories <

Producers ▼

☒ A Berry Good Producer

☐ C & H Farms

☐ Circle h Farm

☐ Decker Family Farm

☐ Lonesome Whistle Farm

☒ Ochoa's Queseria

☐ Organic Redneck Mckenzie River Farm

☐ Rivers Edge Goat Dairy

☐ San Carlos Organic Quince

☐ SLO Farm: Seasonal. Local. Organic.

Note: The current ordering period closes on Monday, November 02 at 11:30 PM.


All Products

Sort By Category ▼ 🖨

✕ Ochoa's Queseria

✕ A Berry Good Producer


Vegetables



Broccoli Romanesco

A Berry Good Producer


1 head - \$3.00+



Kale Raab

A Berry Good Producer


Bunch - \$1.75+



Rainbow Chard

A Berry Good Producer

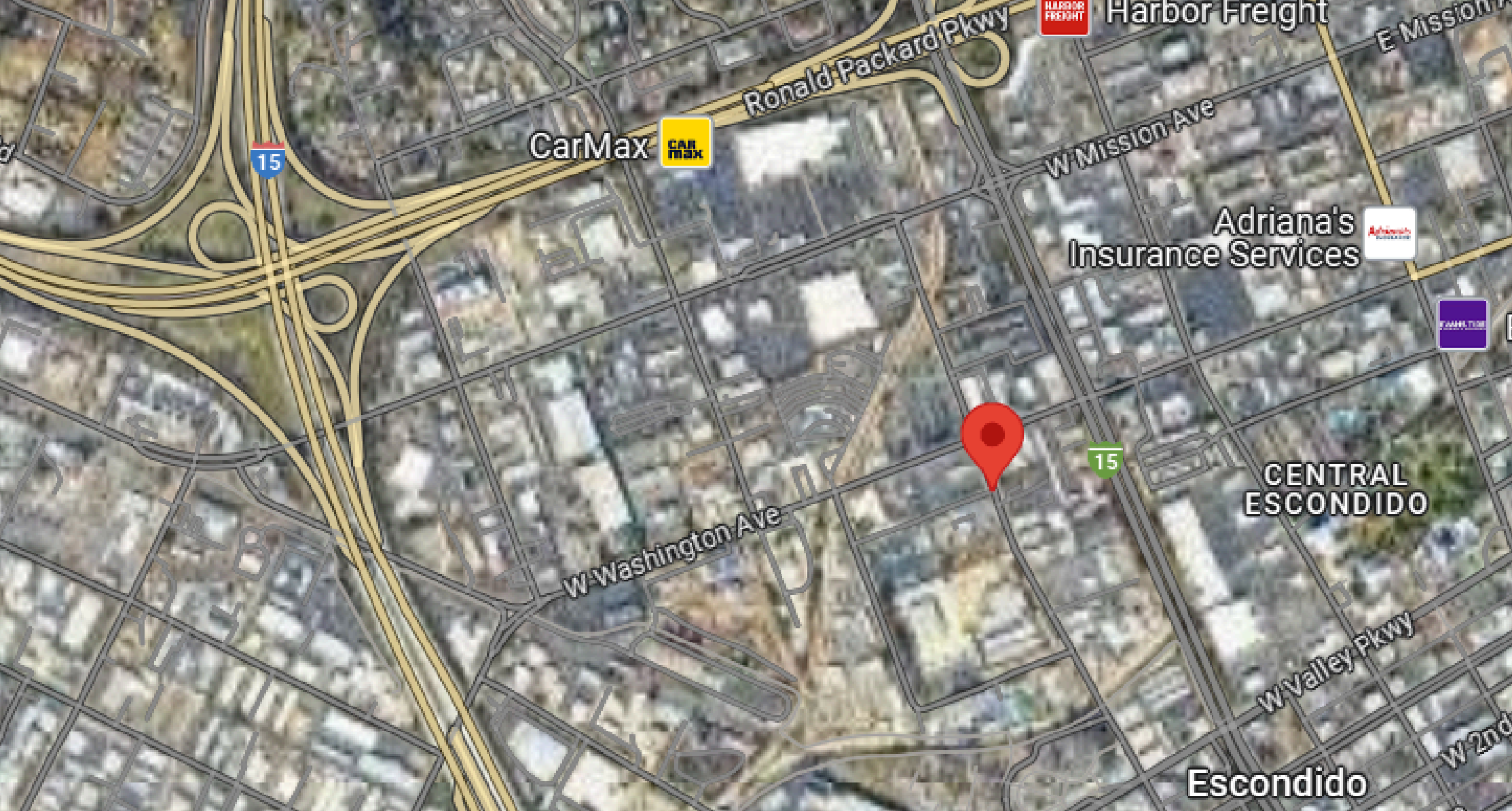
Bunch - \$1.75+



Organic Beets

A Berry Good Producer

Bunch - \$2.00▼ +



Scaling, expanding
& partnering to
meet demand with
new 50,000 sqft
warehouse in
Escondido.



555 N. Quince St.



4089 Fairmount

CITY HEIGHTS
FOOD
FARMACY





Invested in place-based
community
engagement, cultural
knowledge and
leadership.



Engaged with
schools through
sourcing &
education
programming.



Engage with customers through our Saturday retail market and programs like Food As Medicine.

FOODSHED FARMER RESOURCE HUB



AG LIVELIHOOD SHARED PATHWAY

INCUBATING FARMER

ASPIRING FARMER

FARM OWNER

EXPERIENCED FARM OWNER

AWARENESS

OPPORTUNITY

STABILITY

GROWTH

MASTERY

FARM PROFESSIONAL

SKILLED EMPLOYEE

NEW FARM EMPLOYEE



OPPORTUNITY

- training/apprenticeship
- professional development
- scholarships for degree
- living wage job
- access to land

STABILITY

- secure immigration status
- credit vs. debt
- secure housing
- childcare
- affordable healthcare
- reliable transportation
- food security

GROWTH

- room to practice and make mistakes
- continuing education classes
- safe work environment
- adequate/paid time off
- mentorship
- financial literacy
- secure land tenure
- insight to business operations
- leadership skill building
- expanding market demand

AWARENESS

- availability of locally grown food
- multilingual outreach/education
- youth engagement
- positive media image

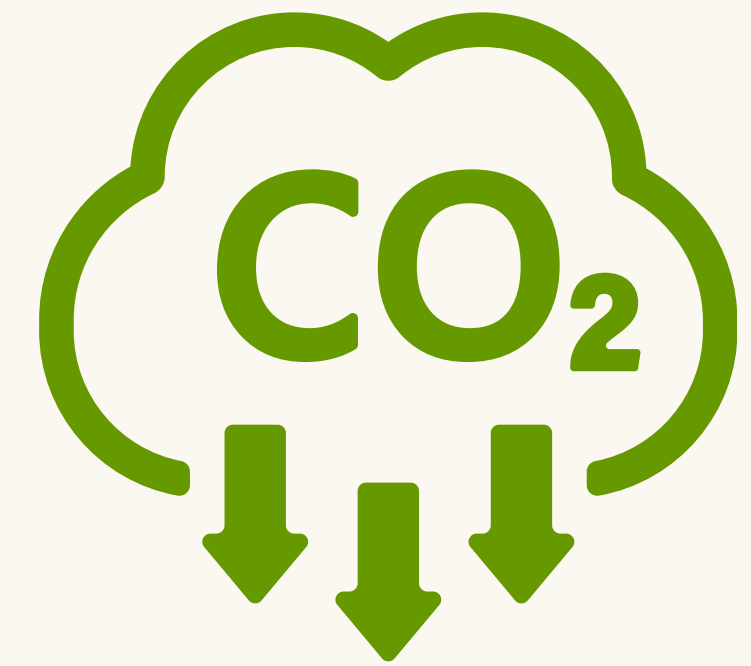


advance
towards new opportunities

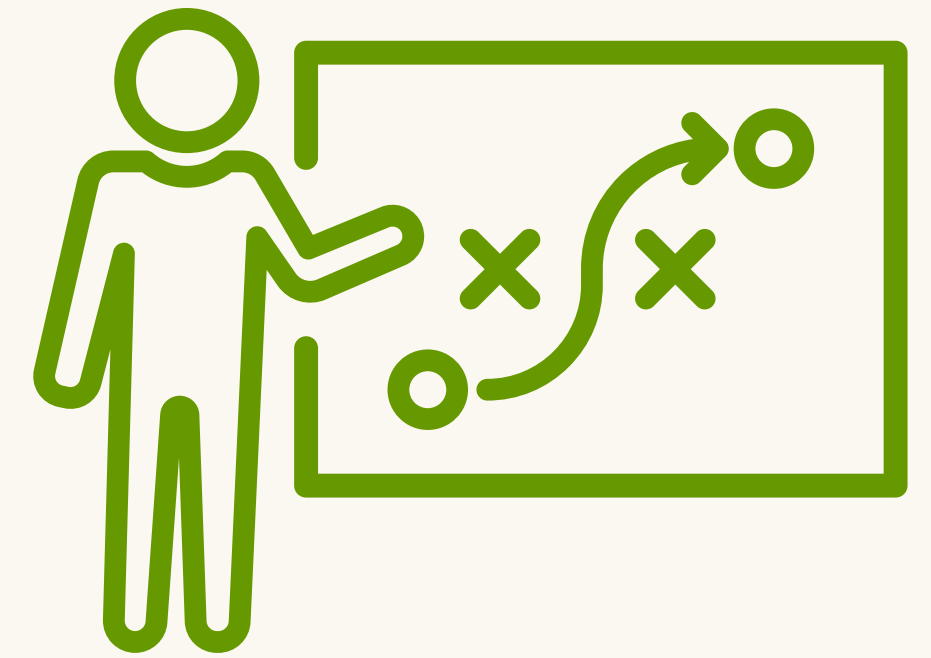
satisfaction
with current employment

MASTERY

- service to others
- readiness for new risk taking
- innovation
- ownership
- asset sharing & investment
- influencing policy



Regenerative and/or
organic incentives &
farmer-to-farmer
mentorship to
improve soil health,
resilience and
sequester GHGs.



USDA & CDFA
beginning
farmer &
farmworker
training
programs.



One-on-one
mentorship and
business
development TA to
identify
opportunities.



AGROTOURISM OPPORTUNITIES

- Multiple customer engagement sites
- Single platform for participant engagement
- Existing pathway to provide direct TA on compliance



FOODSHED
SMALL FARM COOPERATIVE

FOOD HUB + MORE

