

Agricultural Production Practices

		<i>Conventional (Commercial)</i>	<i>Conventional (Non-Certified "Organic," "Sustainable," etc.)</i>	<i>Certified Organic (audited using NOP Standards)</i>
Geography	New Mexico	<p>How Much We Do: \$7,782 (in Produce)</p> <p>Is Anyone Better Off: Keeler Family Farm</p>	<p>How Much We Do: \$105,382 (in Produce)</p> <p>Is Anyone Better Off: Agricultura, Beneficial Farm, Cadwallader Orchard, Cerro Vista Farmc Fatima Martinez, Frisco Farm, Good Earth Family Farm, Desert Garden Farm, Ruby Martinez, Owl Peak Farm, Preferred Produce, Chama River Orchard, Schwebach Farm, True to My Roots Farm</p> <p>How Much We Do: \$363,617 (in Proteins)</p> <p>Is Anyone Better Off: Alameda Farms, Guadalupita Ranch, Kyzer Farm, Four Daughters Ranch, Mesa Top, Old Windmill Dairy, Peculiar Farm, Rolling Hills Farm</p>	<p>How Much We Do: \$232,139 (in Agricultural Products)</p> <p>Is Anyone Better Off: Cottonwood Lane Orchard, Del Valle Pecans, Embudo Valley, Freshies of NM, Hampton Farm, Heidi's Jam, La Mesa, Seco Spice, Tamaya Mill, Tesuque Pueblo Farm</p>
	Regional (300 Mile Radius)		<p>How Much We Do: \$232,139 (in Produce, Honey, and Beef)</p> <p>Is Anyone Better Off: Allicins Ranch, English Orchard, Hobbs Family Farm, Simply Honey, Sweet Grass Co-op</p>	<p>How Much We Do: \$217,344 (in Agricultural Products)</p> <p>Is Anyone Better Off: Big B's, Gosar Ranch, Fox Den Farm, Leroux, Rancho Durazno, Sage Creations, South Tex Organics, White Mountain Farm</p>
	National			<p>How Much We Do: \$1,284,022 (in Produce, Coffee, Chocolate, Maple Syrup, and Dairy)</p> <p>Is Anyone Better Off: Albert's Organic, Equal Exchange Co-op, Maple Valley Co-op, Organic Valley Co-op, Robinson Fresh, Sno Pac Foods, Veritable Vegetable</p>



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Geography	<i>New Mexico</i>	<p>Ends: 1 (Access to Healthy Food) and 3 (Local Economy)</p> <p>Example: Local producer using some form of commercial fertilizer or pesticide</p> <p>Characteristics: Product specific or case-by-case (i.e. crops with pest pressures exceeding organic mitigation strategies)</p> <p>CDC/VC Work: Provision of technical assistance; meeting growers where they're at and helping in their transition to more sustainable production practices; market assessments on the added premiums to products when grown sustainably to incentivize the transition</p>	<p>Ends: 2 (Regen Ag) and 3 (Local Economy)</p> <p>Example: Local, sustainable producer opting out of organic certification (i.e. Silver Leaf Farm)</p> <p>Characteristics: Small, diversified farm (generally not enough revenue, capacity, or justification to undergo organic certification)</p> <p>CDC/VC Work: Ongoing vendor cultivation (to sell to LMC); matching with scale-appropriate market outlets; provision of technical assistance; resource prospecting; leveraging CDC logistics to better serve this grower type; developing a NM Apple Co-op (producer-owned), achieving <u>End 4</u> (Strengthened Co-op Community)</p>	<p>Ends: 2 (Regen Ag) and 3 (Local Economy)</p> <p>Example: Local, certified organic producer (i.e. Freshies of NM)</p> <p>Characteristics: Small to mid-sized; multi-generational and/or more developed business; sells into wholesale markets where organic certification is warranted</p> <p>CDC/VC Work: Ongoing vendor cultivation (to sell to LMC and other wholesale buyers, including other retailers and/or distributors); provision of technical assistance</p>
	<i>Regional (300 Mile Radius)</i>	<p>Limited Applicability</p> <p>Few regional, conventional, agricultural products are sourced by LMC (i.e. CO-milled flour)</p>	<p>Ends: 2 (Regen Ag) and 3 (Local Economy)</p> <p>Example: Regional, sustainable producer (i.e. Sweet Grass, a producer-owned co-op of ranchers in NM and CO), achieving <u>End 4</u> (Strengthened Co-op Community)</p> <p>Characteristics: Small, diversified farm (not enough revenue, capacity, or justification to undergo organic certification)</p> <p>CDC/VC Work: Market assessment for a peeled and packaged garlic product (using CA and NM "seconds" garlic) in order for growers to derive value from their entire harvest</p>	<p>Ends: 2 (Regen Ag) and 3 (Local Economy)</p> <p>Example: Regional, certified organic (i.e. Rancho Durazno, Sage Creations)</p> <p>Characteristics: Small to mid-sized; multi-generational and/or more developed business; sells into wholesale markets where organic certification is warranted</p> <p>CDC/VC Work: Market assessment for a pitted/pureed, frozen cherry product (using CO "seconds" cherries) in order for growers to derive value from their entire harvest</p>
	<i>National</i>	<p>Ends: 1 (Access to Healthy Foods)</p> <p>Example: Limited produce; select bulk items (i.e. grains, nuts, etc.)</p> <p>Characteristics: Lower price point (due to scale and production practices); crops that are found to have the least amount of pesticide residue</p>	<p>Limited Applicability</p> <p>Few (if any) out-of-region, non-certified "organic," agricultural products are sourced by LMC; Local and Regional non-certified "organic" options are sufficiently available</p>	<p>Ends: 1 (Access to Healthy Foods) and 2 (Regen Ag)</p> <p>Example: Out-of-region, certified organic products</p> <p>Characteristics: Typically CA-grown (if produce), sourced through national distributors</p> <p>CDC/VC Work: Local distributor of national, certified organic products including Equal Exchange (worker-owned co-op), Maple Valley (producer-owned co-op), Organic Valley (producer-owned co-op), achieving <u>End 4</u> (Strengthened Co-op Community)</p>