



RURAL GROCERY INITIATIVE
JUNE 2025

CATALOG OF

LOCAL SOURCING INNOVATIONS

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This Catalog of Local Sourcing Innovations highlights pioneering businesses and/or organizations that have developed unique solutions to connect locally produced food with independent grocery stores. Communities are invited to use this catalog to learn more about local sourcing models and opportunities across the country.

Help us grow the catalog! If you know of additional examples of local sourcing models, please consider sharing them. This could include creative methods of aggregating local food, streamlining distribution systems, developing programs to help grocers purchase local food, and more. The Rural Grocery Initiative will review submissions and consider them for inclusion in the catalog.

[Complete a short survey to contribute to the catalog.](#)

ENTITY NAME & SUMMARY	PLACE	STATE	OPERATIONAL FOCUS	OWNERSHIP STRUCTURE	YEAR ESTABLISHED
<u>Farm Runners</u> Farm Runners is a regional distributor that buys products from local farmers across Western Colorado and distributes product to restaurants, grocery stores, and schools. They also operate a brick-and-mortar grocery store that primarily features local food. They also run a CSA with produce boxes that can be picked up at various locations across the region.	Hotchkiss	CO	<ul style="list-style-type: none"> • Aggregation • Distribution • Retail Sales • Producer Services 	Private, for-profit	2012
<u>Farmers Fresh Market</u> Farmers Fresh Market is a locally-owned grocery store offering a variety of local products and national brands, including organic, health foods, and conventionally prepared foods.	Ignacio	CO	<ul style="list-style-type: none"> • Retail Sales 	Private, for-profit	2015
<u>Bloomington Farm Stop Collective</u> Bloomington Farm Stop Collective is a year-round brick-and-mortar grocery store operated by a producer-owned agricultural cooperative of over 60 farmers. All products are produced by local member-farmers. They also operate a small cafe within their grocery store.	Bloomington	IN	<ul style="list-style-type: none"> • Production • Retail Sales 	Cooperative	2021
<u>Balls Food Stores</u> Balls Food Stores (BFS) has 25 stores across the Kansas City metro. The company operates its own central warehouse, which enables them to efficiently source local food from roughly 100 local producers located within a 250-mile radius. From there, BFS distributes local food to their stores as well as more than 30 stores owned by other retailers.	Kansas City	KS	<ul style="list-style-type: none"> • Retail Sales • Aggregation • Distribution 	Private, for-profit	1923
<u>Sunflower Provisions</u> Sunflower Provisions is a retail grocery store that has a brick-and-mortar, but also offers online ordering for pick up or local delivery. They offer a wide variety of local products, as well as organic and health food products from national distributors, to provide a centralized source of groceries to the Lawrence, Kansas community.	Lawrence	KS	<ul style="list-style-type: none"> • Retail Sales 	Private, for-profit	2020
<u>Black Church Food Security Network</u> BCFSN is a network of Black churches across the country that support local, Black-owned farms and use their existing infrastructure to become local food hubs. BCFSN programs help churches develop agricultural projects and farmers markets. Started in Maryland, it now has member congregations across the country.	Baltimore	MD	<ul style="list-style-type: none"> • Production • Aggregation • Distribution • Retail Sales 	501(c)(3) non-profit	2015
<u>Howard County's Roving Radish</u> Roving Radish is a program of Howard County government which aggregates products from local and regional farmers and distributes them in a meal box subscription program to Howard County residents. Those in financial need receive a discounted subscription.	Howard County	MD	<ul style="list-style-type: none"> • Aggregation • Distribution • Retail Sales 	Government	2014

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<p><u>Independent Retailers Shared Services Cooperative's (IRSSC) Common Market Management LLC</u></p> <p>IRSSC provides consulting to independent businesses on a range of topics, including operations, succession planning, and maximizing market opportunities. It created the Buy-Local Loyalty Program, which "offers discounts on products produced locally in Maine" at participating retail outlets. The program lowers the cost of local food for customers while ensuring a fair price for farmers.</p>	Union	ME	• Retail Sales	Private, for-profit	2015
<p><u>Agricole Farm Stop</u></p> <p>Agricole Farm Stop operates a consignment model grocery store where local farmers and artisans receive 75% of the retail sale price of their products. They also have a cafe that sources local ingredients to help offset the operating costs of the store front.</p>	Chelsea	MI	• Retail Sales	Private, for-profit	2019
<p><u>Argus Farm Stop</u></p> <p>Argus Farm Stop is a brick-and-mortar farmers market grocery store operating on a consignment model. Rather than buying products in bulk and selling them for a mark-up, farmers retain ownership of their products and set their own prices, while Argus Farm Stop takes 30% of sales to cover the cost of operating a storefront. They work with around 100 local producers and farmers of produce, meat, fish, baked goods, dairy, eggs, prepared foods, and garden supplies.</p>	Ann Arbor	MI	• Retail Sales	Private, for-profit	2014
<p><u>East Lansing Food Coop</u></p> <p>East Lansing Food Coop is a consumer-owned cooperative grocery store. Members pay a \$30 annual membership fee to get a 3% discount on in-store purchases. They offer a variety of local products and national brands.</p>	Lansing	MI	• Retail Sales	Cooperative	2022
<p><u>Great Lakes Farm to Freezer</u></p> <p>Great Lakes Farm to Freezer purchases fresh produce in bulk from small and midsize farmers around the Great Lakes region. They process and freeze the fresh produce and then utilize various distributors to deliver their products to grocery stores, schools, and other institutions in the Great Lakes region.</p>	Traverse City	MI	• Processing	Private, for-profit	2014
<p><u>Lakeshore Depot</u></p> <p>Lakeshore Depot operates a consignment model grocery store, sourcing from Michigan farms as much as possible. They pay local farmers/producers 70-75% of gross sales. The business also offers a CSA where customers receive a produce box weekly. They have a brick-and-mortar grocery store with the option of shopping online for in-store pick up.</p>	Marquette	MI	• Retail Sales	Low Profit Limited Liability Corporation (L3C)	2024
<p><u>South East Market</u></p> <p>South East Market is a grocery store that sources from local BIPOC and women-led farms. They offer a weekly subscription box and give the community the opportunity to sponsor/subsidize the cost of groceries for lower-income shoppers.</p>	Grand Rapids	MI	• Retail Sales	Private, for-profit	2021

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<u>Little Farm Association</u> Consumers can join this private member organization to gain online access to local product listings from roughly 40 local farmers. Products are then delivered to customers' homes on a weekly basis, or customers can pick up at various locations in the region.	Seymour	MO	<ul style="list-style-type: none"> • Aggregation • Distribution • Retail Sales 	501(c)(3) non-profit	2022
<u>Root Cellar</u> Root Cellar is a brick-and-mortar grocery store that also offers Local Food Subscription boxes each week. Consumers can either pick up their boxes at the store or have them delivered.	Columbia	MO	<ul style="list-style-type: none"> • Retail Sales 	Private, for-profit	2011
<u>Chicory Market</u> A locally-owned grocery store and community hub, Chicory Market has a strong focus on locally-sourced food and features product from over 50 local farmers and foodmakers.	Oxford	MS	<ul style="list-style-type: none"> • Retail Sales 	Private, for-profit	2017
<u>Farmacy Marketplace</u> In Her Shoes developed the Farm Business Enhancement program to help farmers build capacity and access new markets. Recognizing the need for more retail outlets where local farmers could expand their revenue streams, the organization established Farmacy Marketplace and Farmacy Mobile.	Webb	MS	<ul style="list-style-type: none"> • Producer Services • Retail Sales 	501(c)(3) non-profit	2022
<u>Center for Environmental Farming Systems' (CEFS) Farm to Senior Services</u> Farm to Senior Services is a program of North Carolina State University's Center for Environmental Farming Systems which connects small and mid-sized farmers to senior-related food programs such as Meals On Wheels.	Raleigh	NC	<ul style="list-style-type: none"> • Aggregation • Distribution 	501(c)(3) non-profit	2021
<u>Farmer Foodshare</u> Farmer Foodshare is a food hub that sources from small and mid-sized farms. They offer mini grants to help underrepresented producers and beginning farmers. They run a multi-farm, sliding scale CSA program and provide produce to numerous institutions such as schools, daycares, and local organizations.	Durham	NC	<ul style="list-style-type: none"> • Aggregation • Distribution • Producer Services 	501(c)(3) non-profit	2012
<u>Good Bowls</u> Good Bowls is a product of Equiti Foods. Good Bowls sources fresh produce and meat from local farmers which it then prepares into meals and freezes. These meals are then distributed to outlets like grocery stores and hospitals as well as sold directly to consumers via online ordering and subscriptions.	Hillsborough	NC	<ul style="list-style-type: none"> • Aggregation • Processing • Distribution • Retail Sales 	Private, for-profit	2016
<u>Happy Dirt</u> Happy Dirt grows and distributes organic produce. Originally known as Eastern Carolina Organics with an exclusive focus on locally grown food, it rebranded in 2019 and now sells food grown outside of North and South Carolina, allowing the company to sell product year-round. About 40% of the company is owned by 16 farmers.	Durham	NC	<ul style="list-style-type: none"> • Production • Aggregation • Distribution 	Private, for-profit	2004

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<u>Old Homestead Farm Store</u> Old Homestead Farm grows and sell beef, chicken, turkey, pork and eggs on 150 acres. They sell these as well as the products of 21 other local farmers and artisans at their on-farm store.	New Ipswich	NH	<ul style="list-style-type: none"> • Production • Retail Sales 	Private, for-profit	2019
<u>Philmont Cooperative</u> Philmont Cooperative is a producer- and consumer-owned cooperative where 75% of market foods are sourced from local (NY) producers. About 75-82% of each dollar spent goes back to the person who grew or made the food. Membership is \$100 or 10 hours of volunteer time for all producers and customers.	Philmont	NY	<ul style="list-style-type: none"> • Retail Sales 	Cooperative	2018
<u>Random Harvest Market, Cafe, and Community Space</u> Random Harvest is a worker-owned market, cafe, and community space in Craryville, NY that offers food and goods sourced directly from over 100 local producers. Using a consignment model, farmers receive 70% of the retail sales dollar on their products. They also have a Food Access Fund to make their products more accessible to lower-income residents of the Hudson Valley.	Craryville	NY	<ul style="list-style-type: none"> • Retail Sales 	Cooperative	2015
<u>Rolling Grocer</u> Rolling Grocer started as a mobile market and then transitioned to a brick-and-mortar grocery store. It primarily carries organic food, with a strong commitment to purchasing from local producers. To make this high quality food more accessible to residents with fewer resources, the store implements an innovative Fair Pricing System, similar to a sliding scale.	Hudson	NY	<ul style="list-style-type: none"> • Retail Sales 	501(c)(3) non-profit	2018
<u>Lancaster Fresh Market, Inc's Keller Market House</u> Lancaster Fresh Market is a non-profit which operates a year-round brick-and-mortar storefront (Keller Market) as well as a farmers market. The Keller Market operates on a consignment model where producers receive 70-80% of retail sales of their products.	Lancaster	OH	<ul style="list-style-type: none"> • Retail Sales 	501(c)(3) non-profit	2015
<u>Local Roots</u> Local Roots is a cooperatively-owned, brick-and-mortar, consignment model grocery store that sells products from over 300 local producers. They also have a commercial kitchen which is available for rent and is used by Local Roots to prepared for their cafe.	Wooster	OH	<ul style="list-style-type: none"> • Retail Sales 	Cooperative	2009
<u>Rural Action's Sustainable Agriculture Program</u> Rural Action works in rural Ohio to sustainably develop the regional economy. They offer mentorship, internships, and apprenticeships for young and aspiring farmers. They promote local food access through distribution and retail sales outlets.	Athens	OH	<ul style="list-style-type: none"> • Aggregation • Distribution • Processing • Producer Services 	501(c)(3) non-profit	1991
<u>FARMacy Community Farmstop</u> FARMacy Community Farmstop is a "pay what you will" grocery store that offers fresh and local produce, some of which is grown through their community garden programs.	Rock Hill	SC	<ul style="list-style-type: none"> • Production • Retail Sales 	501(c)(3) non-profit	2021
<u>Boone Street Market</u> Boone Street Market is a non-profit, brick-and-mortar, consignment model grocery store where local producers receive 75-80% of the sale price of their products.	Jonesborough	TN	<ul style="list-style-type: none"> • Retail Sales 	501(c)(3) non-profit	2008

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<u>My Foodshed</u> My Foodshed is a digital food hub launched by Ogallala Commons to educate and inform the public about local food in the High Plains region (including Texas, Kansas, Oklahoma, Colorado, and New Mexico). It also facilitates wholesale aggregation and distribution to hospitals and schools through its Rurally Incubated Supply Chain (R.I.S.C.). It provides technical assistance to help producers grow their business, such as online resources, zoom calls, and gatherings.	Nazareth	TX	<ul style="list-style-type: none"> • Aggregation • Distribution • Producer Services 	501(c)(3) non-profit	2006
<u>Jon Henry General Store</u> Jon Henry General Store sells locally produced food and gifts, and offers a food box subscription program. Many of the products are sourced directly from the farm of the family who owns the store.	New Market	VA	<ul style="list-style-type: none"> • Retail Sales 	Private, for-profit	2018
<u>Vermont Farmers Food Center</u> VFFC increases access and availability of locally produced food in the Rutland Region by expanding markets and market access, aggregation, and distribution of locally produced and value added agricultural products. They also offer a variety of educational programs.	Rutland County	VT	<ul style="list-style-type: none"> • Aggregation • Distribution • Producer Services • Retail Sales 	501(c)(3) non-profit	2012
<u>PCC Community Markets</u> PCC is an organic consumer-owned cooperative grocery store chain with 15 brick-and-mortar storefronts. Customers pay a one-time, \$60 fee to become members. PCC sources locally from producers in the Pacific Northwest, as well as offering organic and health foods from national brands.	Seattle	WA	<ul style="list-style-type: none"> • Retail Sales 	Cooperative	1953
<u>Feeding America Eastern Wisconsin</u> Feeding America Eastern Wisconsin offers several programs to improve local access to healthy foods. Through its FarmLink and Tribal Elder Food Box initiatives, food pantries have funding and connections to purchase products directly from local farmers to nourish food-insecure community members.	Milwaukee	WI	<ul style="list-style-type: none"> • Aggregation • Distribution 	501(c)(3) non-profit	1982
<u>Great Lakes Intertribal Food Coalition</u> Great Lakes Intertribal Food Coalition runs a food distribution service which purchases products from indigenous and local farmers and then delivers the boxes to tribal elders in the region. They also offer grants to help tribal producers start, expand, or maintain food businesses.	Menominee Nation	WI	<ul style="list-style-type: none"> • Aggregation • Distribution • Producer Services 	501(c)(3) non-profit	2021
<u>Wisconsin Food Hub Cooperative</u> Consumers can join this private member organization to gain online access to local product listings from roughly 40 local farmers. Products are then delivered to customers' homes on a weekly basis, or customers can pick up at various locations in the region.	Waupaca County	WI	<ul style="list-style-type: none"> • Aggregation • Distribution • Producer Services 	Cooperative	2012
<u>Public Market</u> Public Market is a non-profit brick-and-mortar consignment model grocery store where farmers retain ownership of their products, set prices, and receive 70-80% of the retail sale price. The storefront also operates a farm-to-table cafe.	Wheeling	WV	<ul style="list-style-type: none"> • Retail Sales 	501(c)(3) non-profit	2019
<u>Tri-State Local Foods, Inc.'s The Wild Ramp</u> The Wild Ramp is a non-profit brick-and-mortar consignment model grocery store where farmers retain ownership of their products, set prices, and receive 80% of the sale price. They have a kitchen which utilizes surplus produce for prepared foods. They also offer online ordering and subscription options to their customers.	Huntington	WV	<ul style="list-style-type: none"> • Retail Sales 	501(c)(3) non-profit	2012



This Comparison Chart was developed through a collaboration between the Rural Grocery Initiative at Kansas State University and USDA Agricultural Marketing Service. It is part of a larger research project, "Local Sourcing Innovation in Independent and Locally-Owned Groceries." Funding was provided through USDA Cooperative Agreement No. 23-TMLRF-KS-0021.

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