

Appendix B: Organic Product and Supplier List

Listed below are products and suppliers that were identified during the course of our research for the Roadmap. Please note that this is not a comprehensive list of available organic products or companies. Many of the school districts interviewed for the Organic School Food Roadmap are sourcing from the farms and distributors included in this list. Prices reflect a moment in time. Please contact companies directly for current pricing.

Additional directories providing information on farms, distributors, and other food producers are available through the following organizations: [CCOF Member Directory](#), Community Alliance with Family Farmers [Farm Directory](#), [CDFA Marketplace](#), [Farmer's Pal Listing](#), [Regenerative Meat Buying Guide by the Savory Institute](#), and [Local Harvest Listing](#).

Produce Distributors, Food Hubs and Aggregators who carry organic and currently sell to districts. Please see table "**Other distributors**" for details on other distributors interviewed for this report.

Company	About	Distribution Region(s)	Product(s)
Bay Cities Produce Company	<p>Founded in 1947 by Albert Del Masso, Bay Cities Produce Company is a family-owned and operated produce distributor and processor located in San Leandro, California. Bay Cities services restaurants, schools and institutions, foodservice, government and retailers, carrying a full line of fresh, frozen, and prepared fruits and vegetables. The company notably offers a complete line of custom cut produce, processed daily in their 55,000 square foot facility in San Leandro, CA. Custom cuts are available from conventional and certified organic produce.</p> <p>Organic and local produce available.</p>	50-mile radius of San Leandro, CA.	Variety of fresh and frozen produce, plus a complete line of custom cut produce
Daylight Foods	<p>Offers an array of organic options and transparent tracking of where products are sourced. Daylight 150 is a new program focused on helping its customers source foods grown "in their backyard," within 150 miles of Daylight Foods. Inspired to promote more local sourcing, Daylight 150 was created to enhance support for local family farms and invest in the local economy. Daylight 150 focuses on organic and seasonal produce, and on farms using sustainable growing and harvesting methods. Daylight is also an approved vendor under Unprocessed Fresh Fruit and Vegetable Pilot Program. Daylight Foods specializes in organic and local foods.</p>	Currently goes from Chico to Bakersfield, and from the Bay Area to Merced County.	Variety of fresh fruits and vegetables
Earl's Organic Produce	<p>Earl's is one of only five distributors in the country that is 100% organic certified. A California Certified Green Business, Earl's has a strong commitment to sustainability in all aspects of their business operations. Schools in CA that have worked with Earl's were able to prioritize local produce when possible, within Earl's distinguished local zones of 100 miles, 250 miles, or the state of California. The three schools featured in the Conscious Kitchen study purchased 86% of their produce from Earl's during the 2018-19 school year. Earl's specializes in organic foods and has a strong commitment to sustainability.</p>	Most of California, from the Central Coast to the California-Oregon border. Ships nationwide.	Variety of organic fruits and vegetables (475+ line items at any given time)

<p><u>FreshPoint</u></p>	<p>FreshPoint, a division of Sysco Corporation, is North America's largest wholly owned produce distributor, supplying schools and universities, as well as other industries, including local fine dining restaurants. FreshPoint has a program known as The Produce Hunter, through which FreshPoint works to procure produce from small, local farms committed to sustainable agriculture, and allows clients to add Farmers' Market items to order guides. FreshPoint also has the <u>Local Farmer Finder</u> application, through which customers can define geographic boundaries surrounding their zip code and find local farmers and their products that are distributed by FreshPoint.</p> <p>Organic and local foods are available.</p>	<p>In California, distributes out of Union City, Turlock, and City of Industry.</p>	<p>Variety of produce</p>
<p><u>Modesto Food</u></p>	<p>Regional distributor for the greater San Francisco Bay Area—delivering meat, poultry, game birds, ducks, and select dairy products. Licensed to produce and pack Halal and organic.</p> <p>Organic and local foods available.</p>	<p>Greater Bay Area, CA</p>	<p>Specialty meat and dairy</p>
<p><u>Pacific Rim Produce</u></p>	<p>Pacific Rim Produce carries over 200 items, with a focus on sourcing from local California farms (within 250 miles of their headquarters in Alameda, CA). They also specialize in procuring a wide variety of more difficult-to-get Asian produce, with consistent product availability. Locally owned and family operated since 1993, the company provides quality produce to restaurants, markets, schools, food processors, food delivery companies, and meal subscription companies.</p> <p>Organic and local foods are available.</p>	<p>Warehouse is located in Oakland, CA.</p>	<p>Variety of fresh fruits and vegetables, dairy, dried fruits and a variety of oils</p>
<p><u>Riverside Food Hub</u></p>	<p>The Riverside Food Hub was developed as a pilot program within the Riverside Unified School District. Utilizing the district's infrastructure and staff, the hub not only serves RUSD's produce needs for its food service program, while supporting local, sustainable and organic farms, but the food hub also serves neighboring smaller school districts and programs. Tarsadia Organic & Family Farm participates in the hub and offers delicious organic peaches.</p> <p>Organic and local produce available to schools.</p>	<p>Riverside County</p>	<p>Variety of fresh fruits and vegetables</p>
<p><u>Tahoe Food Hub</u></p>	<p>Tahoe Food Hub is a non-profit organization based in Truckee, CA, with a mission to build a food system that supports regenerative and sustainable farming practices by increasing access to local food for North Lake Tahoe. They also offer a variety of programs that educate their community on the important role that a local food system has on the community, economy, and environment. Its Farm to Market program has a network of more than 50 farms and ranches within 150-miles of North Lake Tahoe. It provides a fair-trade marketplace that makes it easy for restaurants, small grocers, resorts, schools and the public to access local food producers. Its Farm to School program teaches the next generation the importance of local food and sustainable agriculture, connecting students with where their food comes by using experiential learning at their education farm, Mountain Roots. The Feed Your Neighbor program partners with local hunger relief agencies to connect local people and local farms to donate produce to those in need, ensuring equal access to good food.</p> <p>Organic and local produce available to schools.</p>	<p>Tahoe-Truckee region</p>	<p>Variety of fruits and vegetables</p>

<u>The Berry Man, Inc.</u>	A wholesale produce distributor supplying restaurants, resorts, institutions, caterers, and markets across the central coast in California. It provides organic and pesticide-free produce that is sourced from local, small farms. Organic and local foods are their specialty.	Central coast CA, from Big Sur to Malibu	Wholesale produce, dairy, pasta, oil, etc.
<u>United Natural Foods (UNFI)</u>	UNFI is a North American food wholesaler that engages in the distribution of natural, organic, and specialty foods and non-food products. UNFI's wholesale segment is engaged in the national distribution of natural, organic, specialty, produce, and conventional grocery and non-food products, and provides retail services. Organic foods available to schools.	United States	Variety of food items, brands, produce, and business services.
<u>Gold Star Foods</u>	Founded in 1978, Gold Star Foods Inc. is one the nation's leading food distributors to K-12 schools, supplying more than 800 school districts across the Southwestern U.S., serving more than 6.5 million meals per day. Gold Star Foods distributes processed and USDA, "Brown Box" or "Value Added" commodities, with dedicated staff and a depth of online tools to help schools utilize Commodity Programs. Gold Star also operates a Farm Fresh to School Program. In addition, Gold Star has worked with the Center for Good Food Purchasing to create a vendor score card based on its values-based standards and approves a list of vendors for the Good Food Purchasing Program. Limited organic available, but more may be available upon request.	Southwestern U.S. Currently has operations in CA, AZ, NV, OR, MD, VA, LA, and CO.	All items used in school meal programs, including frozen and fresh foods, produce, paper and supplies.

Milk Producers				
Company	About	Distribution Region(s)	Product(s)	Price
<u>Straus Family Creamery</u>	Straus Family Creamery sources from nine family-owned dairies in Marin and Sonoma Counties that adhere to organic standards and go beyond in terms of their environmental stewardship and animal access to pasture. Straus's partnership with these farms has helped inspire dairies to transition to organic. Between Marin and Sonoma Counties, 90% of all dairies are now certified organic. Straus milk undergoes gentle pasteurization to maintain its purity and true milk flavor. No additives are used in Straus's milk. Their certified organic dairy products, which also includes butter, yogurt, sour cream and other dairy products, are certified kosher and gluten free. While all organic products are always non-GMO, Straus products are also Non-GMO Project Verified. Adhering to organic standards, cows are never given hormones or antibiotics, graze on organic pastures, and are given 100% organically grown supplemental feeds.	North Bay and San Francisco Bay Areas, CA. Veritable Vegetable is currently the only distributor to schools.	Bulk milk, yogurt	\$0.34 per 8 ounce serving of milk at bulk price.

<u>Clover Sonoma</u>	The Clover brand dates back to 1916 when fresh milk was first bottled and distributed by the Petaluma Cooperative Creamery – a small creamery in the company's hometown of Petaluma, California. With both organic and conventional milk and dairy products, Clover Sonoma distributes for themselves on the most efficient and effective routes, and work with other distributors that are outside of Clover's 100-mile range.	North Bay Area, CA. Daylight Foods, Fresh Point (Sysco), and Palo Alto Foods all carry Organic Clover Sonoma milk	Milk cartons	\$0.30-\$0.40 per 8-ounce unit for conventional, \$0.55-\$0.65 for organic [\$0.25 more per unit]
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Meat Producers

Company	About	Distribution Region(s)	Product(s)	Price
<u>Mindful Meats</u>	Northern California-based Mindful Meats is organic, pasture-raised, and Non-GMO Project Verified (note that all organic products are always non-GMO). Mindful Meats uses fine cuts of meat to make their ground beef instead of lower-quality meat often found in other ground beef products. Mindful Meats is proud to source "dual purpose" animals. This means the animal has been raised for more than just one purpose: the cows are raised on organic pasture, initially as dairy cows and at the end of their lives provide organic beef to the community. One cow provides an average of 80,000 pounds of food during her lifetime, including milk, cream, butter, cheese, ice cream, and beef, as opposed to their counterpart the beef animal that provides only about 600 pounds of beef during in total. Mindful Meat's cows live longer than their beef cattle counterparts. A Mindful Meats dairy cow lives on average 6 years, compared to a beef cow which generally lives no longer than 2 years of age.	Distribution through Marin Sun Farms , across CA.	Ground beef	\$3.95-\$3.99 per lb.
Pittman Family Farms [aka Mary's Chicken]	Family-owned and operated, Mary's sons, David & Ben Pittman, are third-generation farmers who direct the company today. David and Ben have been taught by their father, Rick, who learned from his father, Don, about good animal husbandry and to care for the welfare of animals. Mary's Free-Range Organic Turkeys are highly regarded in their humane farming practices, with freedom to move and a premium organic diet. Their feed is certified organic and does not contain any of the following: animal by-products, GMOs, antibiotics, hormones, pesticide or chemical fertilized treated grains. Note that all organic products are always non-GMO. All chickens have access to the outdoors, sufficient water and shade, and can behave naturally in straw and branches – scratching, pecking, playing, hiding.	Distributes directly to school districts across California, as well as through GoldStar, Sysco, and some independent meat distributors.	Chicken – whole; drumsticks Turkey – whole	Whole Organic chickens: range from \$2.80-\$3.30 per lb. (depending on size of birds/order) Whole Organic turkeys (frozen): \$3.55 per lb.

Produce Farms (please contact farms directly for further details on distribution)

Company	About	Region(s)	Organic Product(s)
<u>The Abundant Table</u>	<p>The Abundant Table is a four-acre certified organic farm in Camarillo, CA, producing a diverse yield of crops that are grown using sustainable, organic principles. They provide organic food to the local community through a community supported agriculture (CSA) program, as well as distribution to local schools, markets, and restaurants. The organization supports food-insecure communities through their food justice programs and donates excess food through food banks and faith-based institutions. As a democratically run cooperative, The Abundant Table emphasizes a healing relationship with the land through its educational programs.</p>	<p>Ventura County</p>	<p>Variety of produce; well-known for famously sweet carrots.</p>
<u>Coke Farm</u>	<p>Coke Farm, located in San Juan Bautista, CA, is both an organic grower and distributor. Since 1981, Coke Farm has also served as an all-organic food hub for more than 70 growers in the region. The Hub is a way to economically uplift and empower organic farmers while engaging customers to commit to being part of the organic farming movement. The producers range in size from 5-acre farms to 1,000+ acre ranches. Due to the mild climate of the area, they can grow year-round and feature unique seasonal products, from beans and broccoli to tomatoes and winter squashes. They offer hundreds of organic fruits and vegetables as well as mixed lettuces and can meet demand for high volume as a result of their collective approach. One "outstanding in the field" item they are particularly well known for producing is delicious organic strawberries.</p>	<p>Through distributors (e.g. Daylight Foods, Bay Cities Produce)</p>	<p>Variety of fresh fruits and vegetables</p>
<u>Fiery Ginger Farm</u> (transitional organic)	<p>Fiery Ginger Farm is an urban farm located in West Sacramento, California providing naturally grown food and hands-on learning opportunities to the families in their community. The mission of their farm is to grow the highest quality food using sustainable practices, deliver hands-on land-based educational experiences, and develop community where they farm. They believe that urban farms are powerful agents of change for the environment, the food system and the cities they service.</p>	<p>Sacramento region</p>	<p>Variety of fresh fruits and vegetables</p>
<u>Go Green Agriculture</u>	<p>Go Green grows a variety of certified organic crops hydroponically in its five-acre greenhouse. The farm's culture is founded on family, fun and excellence through innovation. Go Green was founded in 2009 in Pierre Jr.'s dorm room. Inspired by his dad to become an entrepreneur and by a professor working with NASA to grow food in space, Pierre set out on a mission to combine technology and agriculture to solve industry challenges.</p>	<p>Located in Encinitas, in the Northern area of San Diego County</p>	<p>Organic lettuces</p>
<u>High Desert Farming Initiative</u>	<p>In addition to acting as a demonstration and research resource at the University of Reno in Nevada, the Desert Farming Initiative (DFI) operates a year-round commercial farm producing a large variety of fruits, vegetables, herbs sold at many Reno area establishments. All crops are produced with organic farming methods and the DFI is currently in the process of obtaining organic certification.</p>	<p>Reno region</p>	<p>Variety of fruits and vegetables</p>

<u>Hillview Farms</u>	Hillview Farms is diversified certified organic vegetable farm located in the foothills of the Sierra Nevada Mountains in the town of Auburn, California. They grow over 50 varieties of vegetables and fruits using sustainable practices, which include no-till, cover cropping, no pesticides or sprays, crop rotation, and beneficial habitats.	Placer and Nevada Counties	Variety of fruits and vegetables
<u>Indian Springs Organic Farm</u>	Indian Springs Organic Farm is a 33-acre farm in Penn Valley, CA, and has been certified organic since 1987. As one of the longest standing organic farms in California, Indian Springs grows a variety of row crops and has an orchard, plus a wood lot and pasture for their sheep. They also have burros, cows, and chickens, and make their own compost to improve soil fertility.	Nevada County	Variety of fruits and vegetables, flowers, and pumpkin patch.
<u>Kandarian Organic Farms</u>	Known as a progressive and community-oriented farmer, Mr. Kandarian works with the school food service programs on bulk discount purchasing. Kandarian Organic Farms cultivates 100% organic, GMO-free, "ancient grains." These grains possess high amounts of omega-3, B vitamins and zinc. Kandarian Organic Farms' website explains that "Ancient grains are more than just relics from the past once again en vogue, they are grains and seeds with a robust texture, stellar nutritional profile, and unmatched versatility. Chock full of B vitamins, minerals like magnesium, potassium, and iron, they also provide much needed fiber and antioxidants. From amaranth to spelt, ancient grains are loaded with trace vitamins and protein to keep you going. Offers a 30% discount to districts who purchase in bulk. Average cost (with discount) is \$7 per lb.	Located in San Luis Obispo County, with direct shipping available nationwide	Quinoa, Millet, Teff, Chia, Emmer Farro, Ethiopian Blue Tinge Farro, Spelt, Rye, Kamut, and Einkorn, as well as the wheat/rye hybrid Triticale, Black Barley, gluten-free Nude Oats, and Sonora White Wheat
<u>Stone's Throw Farm</u>	Stone's Throw Farm, located in Colfax, California, supplies the greater Placer/Nevada country area with high quality CCOF-certified organic produce and flowers. They are dedicated to their local community of wildlife, pollinators neighbors and friends, and aim to be responsible stewards of their creeks, trees, soil and plants.	Placer and Nevada Counties	Variety of fruits and vegetables. Flowers.

Other Food Items

Item & Company	About	Distribution Region(s)	Product(s)	Price
<u>Pasta: Etto Pastificio</u>	Located in Paso Robles, Etto Pastificio is the producer of high-quality small batch, organic durum semolina fresh and dried pastas. Etto is family-owned, sources quality local ingredients, and values both its customers and the community. This company delivers their pasta to San Luis Coastal USD in large reusable containers that eliminate packaging waste and saved valuable staff time.	Schools located in the central coast region of CA. Plans to expand in future years!	Variety of dried pastas.	\$2.50 per lb.
<u>ZBars snack bars</u>	Clif Bar & Company created ZBars to fuel kids with wholesome, nutritious snacks. "The Clif Kid® nutrition pact is our promise to provide delicious snacks made with all the good stuff (and none of the bad stuff) active kids need to grow, develop, and thrive." Z-Bars are made with certified organic ingredients, are non-GMO, contain no high-fructose corn syrup, and have no artificial flavors.	Available through Gold Star.	Variety of energy snack bars.	\$0.58 per bar

<u>88 Acres seed bars</u>	88 Acres is a reminder of the rural roots that bind farm to pantry. Packed with complete protein, healthy fats, and essential vitamins and minerals, the seed company's snack bars are certified non-GMO, vegan, wheat, soy and gluten-free, and with no artificial preservatives or sweeteners, accommodating a variety of dietary needs and allergy concerns. 88 Acres' seed bars are made with simple ingredients, including a variety of organic seeds and single-origin foods.	Bakery and distribution center in Massachusetts. Ships throughout the United States.	Variety of gluten-free, nut-free, and vegan seed bars.	Unknown
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Other distributors interviewed for this report but do not currently sell to districts **or** do not carry substantial organic products.

Company	About	Distribution Region(s)	Product(s)
<u>AgLink</u>	Working with more than 50 school districts across the state of California, AgLink exclusively serves schools, and focus especially on schools that make local and seasonal produce a priority. AgLink is also an approved vendor under Unprocessed Fresh Fruit and Vegetable Pilot Program. 99.9% of all products AgLink handles are locally grown within a 100-mile radius from its facility in Merced County. Due to lack of demand, AgLink does not supply schools with organic produce items. Although its processing and handling facility is organic certified and most of their suppliers offer organic items, organic is not currently distributed to the schools they service, primarily due to lack of competitive pricing.	Sacramento to Bakersfield and Santa Rosa to Monterey, plus Santa Barbara/Oxnard and a few schools in LA	Variety of fresh fruits and vegetables
<u>American Produce Distributors</u>	American Produce Distributors is a family-owned business, serving customers across all segments of the foodservice industry for more than 30 years. With a full line of fresh produce, herbs, and other foodservice products, American Produce prides itself as one of the few truly local providers of fresh produce from their distribution facility in National City, CA. Upon request, American Produce has been able to provide local and organic product options.	Southern California	Variety of fresh fruits and vegetables
<u>FEED Sonoma</u>	FEED Sonoma is a regional food hub currently based in Sebastopol, CA, that aggregates and distributes produce from 80+ local farms throughout Sonoma County. All FEED Sonoma producers follow sound, organic practices, with over 50% of growers being certified organic, although the cost of certification can be unfeasible for some. As of May 2020, FEED Sonoma became California's 1 st farmer- and employee-owned fresh produce cooperative. Organic and local foods available. Interested in working with schools but has not yet.	Sonoma County, CA	Variety of fresh produce, fruits and nuts, eggs, flowers, honey and bee products
<u>Next Generation Foods</u>	Next Generation Foods was founded in 2006 by Farmer-CEO Michael Bosworth, who envisioned and built a distribution model emphasizing quality above all else. He and his team work to both discern customers' needs as well as cultivate personal relationships with local farmers and artisans. With a strong commitment to sustainable agriculture, excellence, and transparency, Next Generation Foods currently distributes to local restaurants, co-ops, and UC Davis. Organic and local foods available. Interested in working with schools but has not yet.	Sacramento Area, Northern CA	Variety of fresh produce, nuts, rice, and specialty food products

<p>Sunrise Produce</p>	<p>Sunrise Produce offers an array of fresh fruits and vegetables as well as a variety of portion packed individual servings for school meal programs. Although Sunrise Produce does not currently supply school districts with organic items, they support the Farm to School initiative by sourcing fresh fruits and vegetables from local Southern CA farms. They also have a weekly School Market Updates newsletter to inform school food service professionals about the industry’s constant market changes, from updates and alerts to best buys</p> <p>Currently not selling organic to schools but carries it for other customers.</p>	<p>Southern California</p>	<p>Variety of fresh fruits and vegetables</p>
<p>Vesta Foodservice (formerly LA/SF Specialty)</p>	<p>Founded in 1985 as LA Specialty Produce Co., this wholesale produce company quickly grew in products, services, and coverage area. Today, Vesta Foodservice’s distribution covers most of California and large areas of Nevada and Arizona.</p>	<p>Most of California, and large areas of Nevada, Arizona, and Hawaii</p>	<p>Variety of fresh produce, dairy, and specialty foods</p>
<p>Veritable Vegetable</p>	<p>Veritable Vegetable is a women-owned and led organic produce distribution company based in San Francisco, California. Established in 1974, Veritable Vegetable is a Certified B Corporation that is known for its values-based procurement, focus on sustainability, and extensive organic offerings. Powered by a zero-emission green fleet, the company works to build a more sustainable and equitable food system.</p> <p>Currently distributing Straus dairy to two school districts, but not looking to expand.</p>	<p>All over California, parts of Arizona, Colorado, Nevada, and New Mexico. Also ships to Hawaii and New York</p>	<p>Variety of organic produce, dairy, eggs, flowers, and other grocery items</p>

