

## **Appendix B: Organic Product and Supplier List**

Listed below are products and suppliers that were identified during the course of our research for the Organic School Roadmap. Please note that this is not a comprehensive list of available organic products. Many of the school districts interviewed 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: <a href="CCOF Member Directory">CCOF Member Directory</a>, Community Alliance with Family Farmers <a href="Farm-Directory">Farmer's Pal Listing</a>, and <a href="Local Harvest Listing">Local Harvest Listing</a>.

Produce Distributors, Food Hubs and Aggregators who carry organic and currently sell to districts. Please

see table "Other produce distributors" for details on other distributors interviewed for this report. Distribution **About** Product(s) Company Region(s) 50-mile radius of Variety of fresh Founded in 1947 by Albert Del Masso, Bay Cities Produce **Bay Cities** Produce Co. Company is a family-owned and operated produce distributor San Leandro, CA. and frozen and processor located in San Leandro, California. Bay Cities produce, plus services school districts and other institutions, carrying a full a complete line of custom line of fresh, frozen, and prepared fruits and vegetables. The company notably offers a complete line of custom cut produce, 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. Organic and local produce available. Daylight Foods offers an array of organic options and Currently goes Variety of **Daylight** transparent tracking of where products are sourced. Daylight from Chico to fresh fruits and **Foods** 150 is a new program focused on helping its customers Bakersfield, and vegetables source foods grown "in their backyard," within 150 miles of from the Bay Area Daylight Foods, emphasizing support for local family farms to Merced County. and benefits to the local economy. Daylight 150 focuses on organic and seasonal produce from farms using sustainable growing and harvesting methods. Daylight is also an approved vendor under Unprocessed Fresh Fruit and Vegetable Pilot Program. Specializes in organic and local foods. Most of California, Earl's Earl's is one of only five distributors in the country that is 100% Variety of organic certified. A California Certified Green Business, Earl's from the Central organic **Organic** has a strong commitment to sustainability in all aspects of their Coast to the fruits and **Produce** business operations. Schools in CA that have worked with Earl's California-Oregon vegetables (475+ line were able to prioritize local produce within Earl's distinguished border. Ships local zones of 100 miles, 250 miles, or the state of California. nationwide. items at any The three schools featured in the Conscious Kitchen study given time) 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.

Gold Star Foods	from small, local farms committed to sustainable agriculture, and allows clients to add Farmers' Market items to order guides. FreshPoint also has the Local Farmer Finder application, through which customers can define geographic boundaries surrounding their zip code and find local farmers and their products that are distributed by FreshPoint Sysco. Organic and local foods are available.  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.
	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 Sysco. <b>Organic and local foods are</b>	of Industry	
FreshPoint Sysco	FreshPoint is North America's largest wholly owned produce distributor, supplying schools and universities, as well as other institutions. FreshPoint has a program known as The Produce Hunter, through which FreshPoint works to procure produce	In California, distributes out of Union City, Turlock, and City	Variety of produce
Food 4 Thought	Food 4 Thought, LLC brings quality fresh produce into schools to help students eat healthy and learn better. Its Farm to School program partners with small, family-owned California farms that share their commitment to student health and nutrition, including a few organic farms. They provide fresh fruits and vegetables — grown, picked and packed in student-sized portions. Food 4 Thought offers extensive programs and educational support to schools through "Harvest of the Month" classroom support kits, banners, and other educational materials. Each student receives a properly-sized sampling of that month's harvest: fresh or dried fruits or cut, washed and bagged vegetables — ready to serve. For schools new to Harvest of the Month, the Food 4 Thought team helps with training and implementation, including a variety of fundraising options for school teams and organizations that meet the requirements of California SB12. <b>Organic and nonorganic products available for schools</b> .	Most of California, East Bay, South Bay, Sacramento, Lodi, Central Valley. (*not above Golden Gate or in the LA region, not as much in the central coast region)	Some Organic Fruits, Vegetables, Dried Fruit, Nuts, and also non-organic California grown farm fresh produce
Farm Fresh to You	Created in the 1970s, Farm Fresh to You is operated by Capay Organic, a second generation- family farm. They are fairly new to working with schools, and have a wide variety of farm-fresh, mostly California organic produce and food to meet your needs. The company delivers organic food directly to school districts and partners with local farms and artisans in your area. Farm Fresh to You has been farming organically for over 40 years. Certified organic by CCOF, Capay Organic is the second organic farm ever certified in Yolo County by CCOF. The company has a strong commitment to sustainability, including reducing food miles and promoting crop biodiversity. Farm Fresh to You offers school fundraiser programs through which family and friends can enjoy fresh, organic produce from Farm Fresh to You and provide a promo code for their schools, in turn giving money back to these schools. <b>Organic foods available to schools</b> .	Sacramento, Stockton, San Jose, Napa, Yuba City, Modesto, Santa Rosa, San Diego, Escondido, Temecula, Riverside, San Bernadino, Pomona, Anaheim, Irvine, Long Beach, Los Angeles, Pasadena, Thousand Oaks, Santa Clarita, Santa Barbara, Gaviota, Ventura areas	Organic Fruits and Vegetables (mostly California grown), as well as other organic foods

Heath and Leujeune	Founded in 1981, Heath and Leujeune is a Southern California-based organic distributor, specializing in organic whole produce, pulses, herbs and some lightly processed (chopped) produce, including grown in California and beyond. They source some of their products from other countries outside of the United States. Heath and Leujeune is a CCOF certified organic wholesaler with a strong dedication to sustainability, including using green alternatives for their packaging, composting, transportation, and recycling, <b>Open to delivering organic foods to schools</b> .	US and Canada	Organic Fruits, Vegetables, Pulses Herbs, Dried Fruit
Modesto Food	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.  Organic and local foods available.	Greater Bay Area, CA	Specialty meat and dairy
Pacific Rim Produce	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, schools, food processors, food delivery companies, and meal subscription companies. <b>Organic and local foods are available</b> .	Warehouse is located in Oakland, CA. Distributes to North Bay, South Bay, Sacramento, Stanislaus, East Bay, San Francisco	Variety of fresh fruits and vegetables, dairy, dried fruits and a variety of oils
Riverside Food Hub	The Riverside Food Hub was developed as a pilot program within the Riverside Unified School District that sources food from local, sustainable and organic farms. Utilizing the district's infrastructure and staff, the hub not only serves RUSD's produce needs for its food service program, but also serves neighboring smaller school districts and programs. Tarsadia Organic & Family Farm participates in the hub and offers delicious organic peaches.  Organic and local produce available to schools.	Riverside County	Variety of fresh fruits and vegetables
Sun Pacific	Founded in 1969 by Berne Evans, Sun Pacific is a family-run and owned California distributor and farming operation that has converted thousands of acres to organic fruit: kiwi, tangerines, grapes, etc. They operate on land from Bakersfield to the Sequoias in the San Joaquin Valley of California. As one of the largest produce farmers in California, they pack and ship 75 million boxes of produce globally. They also are committed to using sustainable growing practices, including but not limited to, using low volume irrigation systems, integrated pest management, and solar panels. They are happy to deliver to school districts across California. <b>Offer both organic and nonorganic products</b> .	California	Organic kiwi, grapes, mandarin, cara cara oranges, navel and heirloom navel oranges, lemons, and other non- organic citrus
Tahoe Food Hub	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. Organic and local produce available to schools.	Tahoe-Truckee region	Variety of fruits and vegetables

The Berry Man, Inc.	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. <b>Organic and local foods are their specialty</b> .	Central coast CA, from Big Sur to Malibu	Wholesale produce, dairy, pasta, oil, etc.
United Natural Foods (UNFI)	UNFI is a North American food wholesale distributor 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. <b>Organic foods available to schools</b> .	United States	Variety of food items, brands, produce, and business services.

Milk Produc	Milk Producers			
Company	About	Distribution Region(s)	Product(s)	Price
Straus Family Creamery	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</u> <u>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 works with other distributors that are outside of Clover's 100-mile range.	North Bay Area, CA  Daylight Foods, Fresh Point (Sysco), 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]

Meat Prod	Meat Producers			
Company	About	Distribution Region(s)	Product(s)	Price
Mindful Meats	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, an 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. All chickens have access to the outdoors, sufficient water, and shade, and can behave naturally in straw and branches – scratching, pecking, playing, hiding.	Distributes direct to school districts across California, as well as through GoldStar, Sysco, and some independent meat distributors.	Chicken – whole; drumsticks Turkey whole	Whole Organic chickens: \$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)	
The Abundant Table	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.	Ventura County	Variety of produce; well-known for famously sweet carrots.	

Coke Farm	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.	Through distributors (e.g., Daylight Foods, Bay Cities Produce)	Variety of fresh fruits and vegetables
Fiery Ginger Farm (transitional organic)	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 farm's mission 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.	Sacramento region	Variety of fresh
Go Green Agriculture	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.	Located in Encinitas, in the Northern area of San Diego County	Organic Lettuces
High Desert Farming Initiative	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.	Reno region	Variety of fruits and vegetables
Hillview Farms	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
Indian Springs Organic Farm	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.

Kandarian Organic Farms	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
Stone's Throw Farm	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	Other Food Items			
Item & Company	About	Distribution Region(s)	Product(s)	Price
Pasta: Etto Pastificio	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 its 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.
ZBars snack bars	Clif Bar & Company created ZBars to fuel kids with wholesome, nutritious snacks. 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
88 Acres seed bars	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

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)
AgLink	Working with more than 50 school districts across the state of California, AgLink exclusively serves schools, and focuses 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, <b>organic is not currently distributed</b> 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
American Produce Distributors	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
FEED Sonoma	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 1st farmer- and employee-owned fresh produce cooperative. <b>Organic and local Foods available. Interested in working with schools but has not yet</b> .	Sonoma County, CA	Variety of fresh produce, fruits and nuts, eggs, flowers, honey and bee products
NextGen Foods	Next Generations 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, NextGen 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
Sunrise Produce	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. Currently not selling organic to schools but carries it for other customers.	Southern California	Variety of fresh fruits and vegetables

Vesta Foodservice (formerly LA/SF Specialty)	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.	Most of California, and large areas of Nevada, Arizona, and Hawaii	Variety of fresh produce, dairy, and specialty foods
Veritable Vegetable	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. Currently distributing Straus dairy to two school districts, but not looking to expand.	All over California, parts of Arizona, Colorado, Nevada, and New Mexico. Also ships to Hawaii and New York	Variety of organic produce, dairy, eggs, flowers, and other grocery items