WNY DISTRIBUTORS: AN OVERVIEW

Distributors play a large role in getting food from the farms to the schools. In a holistic viewpoint, farmers would deliver their own farm's freshly picked produce directly to a school cafeteria. Allegany and Cattaraugus schools do procure some of their NYS purchases in this manner, which helps to facilitate closer relationships and connections with local farms.

However, a school's orders may not meet the minimum purchase requirement for a farmer to deliver and the farmer might not have all of the products that the school desires (i.e. cantaloupe, peaches, etc.). While many farmers may not have diverse enough operations to fit the school's needs, they can deliver what they have available to supplement salad bars or hot meals and facilitate taste tests. Cafeteria staff may not have the capacity to make multiple small orders, have various deliveries, and track invoices in a certain week, which is a large reason why distributors are key in the Farm to School process.

Districts in Allegany and Cattaraugus County have diversified their unique Farm to School programs to include small farmers and mid-sized to large distributors. The larger distributors (American Fruit and Vegetable, Brigiotta's Farmland Produce, Latina Food Service) are making expanded efforts to stock and label more NY products. However, these NY items will most likely not be sourced directly from Allegany/Cattaraugus County Farms. If a school is interested in supporting hyper-local goods from a variety of farms, they should work more closely with a local distributor or directly with a farmer.

Distributors can be of assistance to Farm to School programs if they carry regional and/or processed NYS products. They function as aggregators for all of these products and have warehouses to support large volumes of products. Larger distributors, who already service the schools, can add new NYS items and label them as such. The following section represents an overview of various sized distributors identified during the first iteration of the From Carrots to Curriculum Project.

THIS INFORMATION IS INTENDED TO BE A HELPFUL GUIDE FOR PROCURING NY PRODUCTS.

FOR MORE INFORMATION OR TO FIND NY PRODUCTS & VENDORS, VISIT CCE HARVEST NY'S 30% DATABASE.

DISTRIBUTORS & STOCKED ITEMS MAY CHANGE AT ANY POINT IN TIME.

PLEASE CONTACT OUR OFFICE IF YOU ARE AWARE OF ANY UPDATES TO THIS INFORMATION.

CCE IS AN EMPLOYER AND EDUCATOR RECOGNIZED FOR VALUING AA/EEO, PROVIDING EQUAL PROGRAM AND EMPLOYMENT OPPORTUNITIES.

CORNELL COOPERATIVE EXTENSION OF ALLEGANY COUNTY DOES NOT ENDORSE ANY OF THE COMPANIES LISTED HERE. THIS BOOKLET IS FOR INFORMATIONAL PURPOSES ONLY.

AMERICAN FRUIT & VEGETABLE CO.

BUSINESS NAME:	American Fruit and Vegetable Company
CONTACT:	Justin Fields
ADDRESS:	205 Mushroom Blvd; Rochester, New York 14623
PHONE:	585-427-7716
EMAIL:	info@afvnys.com
WEBSITE:	http://www.afvnys.com/
ABOUT:	This distributor carries both local and nonlocal products and has been selling to public schools for years. They are very good at labeling (NY) on their order forms and invoices for schools to make an informed choice at their local purchases.
NY PRODUCTS:	American F&V carries many in-season local vegetables as well as year-round apples, sliced apples, eggs, potatoes, onions, tomatoes, cabbage, and cubed butternut squash. They recently started stocking NY Perfect Granola, NY apple cider in the fall, and have Wheatfield Gardens lettuce as a special order product.

RIVERSIDE FARMS

BUSINESS NAME:	Riverside Farms
CONTACT:	Steve DeMarte
ADDRESS:	3314 Riverside Drive; Wellsville, NY 14985
PHONE:	716-560-5594
EMAIL:	SDemarte@gmail.com
WEBSITE:	https://www.brigiottas.com/
ABOUT:	This business is a combination of a direct farm, aggregator, and distributor. Riverside Farms has large acreage in Belfast NY and farm stands in both Belfast and Wellsville, NY. Owner Steve DeMarte both grows his own vegetables and sources locally produced fruits, vegetables, and processed products from throughout Western New York.
NY PRODUCTS:	Many in-season local vegetables and fruit.

YOUR LOCAL PRODUCE CONNECTION, LLC.

BUSINESS NAME:	Your Local Produce Connection, LLC
CONTACT:	Adam Buzzard
ADDRESS:	9444 Trenkle Rd, Cuba, New York
PHONE:	(772) 224-1122
EMAIL:	Adam@YLPC.IO
WEBSITE:	https://www.facebook.com/YOURLOCALPRODUCECONNECTION/
ABOUT:	Your Local Produce Connection (YLPC) is a new company based in Allegany County. The owner is enthusiastic about connecting local farmers with restaurants, grocery stores, and schools. YLPC started selling to schools in SY 18-19, and hopes to expand its

	reach to more schools in the upcoming years.
NY PRODUCTS:	Both local and regional fresh fruits, honey, vegetables, year-round hydroponic lettuce, eggs, tomatoes, apples, and more. YLPC has developed partnerships with Headwater Food Hub in Rochester, Eden Valley Growers in Buffalo, and The Farm Bridge in Kingston to provide their New York products to his clientele.

LATINA BOULEVARD & BOULEVARD PRODUCE

BUSINESS NAME:	Latina Food Service
ADDRESS:	1 Scrivner Dr # 2, Buffalo, NY 14227
PHONE:	(716) 694-1174
EMAIL:	info@LBFFoods.com
WEBSITE:	https://www.latinaboulevardfoods.com/

BUSINESS NAME:	Boulevard Produce
CONTACT:	Amanda Tabaczynski
ADDRESS:	655 Young St, Tonawanda, NY 14150
PHONE:	(716) 656-8400
EMAIL:	ATabaczynski@latinaboulevardfoods.com
WEBSITE:	https://www.latinaboulevardfoods.com/
ABOUT:	Latina Food Service & Boulevard Produce are two sides of one company. Latina Food Service has been a very accommodating distributor in terms of carrying processed NY products and has added these items as they reach the market.
PRODUCTS:	Boulevard Produce stocks in-season and year-round produce. Latina Food Service carries grape slushies, grape juice, dry beans, egg rolls, Slate Food Meat products, NY potato chips, Issa's Pita Chips, Mott's Applesauce, Upstate Farms Products, and more!

MAPLEVALE FARMS

BUSINESS NAME:	Maplevale Farms
CONTACT:	Julie Dunderdale
ADDRESS:	2063 Allen St., Ext., Falconer, NY 14733
PHONE:	716-483-4001
EMAIL:	jdunderdale@maplevalefarms.com
WEBSITE:	http://maplevalefarms.com/
ABOUT:	Maplevale stocks processed products from many brands that are available at food service prices. Maplevale Farms routinely wins the larger grocery bids for public school food associations.
NY PRODUCTS:	Upstate Farms products, NY Great Lakes Cheeses, and McCain's NY French Fries.

BRIGIOTTA'S FARMLAND PRODUCE

BUSINESS NAME:	Brigiotta's Farmland Produce
CONTACT:	Jon Payne
ADDRESS:	414 Fairmount Ave, Jamestown, NY 14701
PHONE:	(716) 483-1916
EMAIL:	Jon@Brigiottas.com
WEBSITE:	https://www.brigiottas.com/
ABOUT:	This distributor carries both local and non-local products. They are very good at labeling (NY) on their order forms and invoices for schools to make an informed choice at their local purchases.
NY PRODUCTS:	Many in-season local vegetables (cucumbers, peeled & cubed butternut, cabbage, and more) as well as year-round apples, apple slices, sprouts, eggs, potatoes, and onions. They also stock NY Potato Chip varieties.

SUNSET FARM (WELLSVILLE)

BUSINESS NAME:	Sunset Farm
CONTACT:	Andrew Harris
ADDRESS:	3196 South Hill Rd, Wellsville, New York
PHONE:	(585) 610-5258
EMAIL:	sunsetsolarfarms@yahoo.com
WEBSITE:	https://www.facebook.com/WellsvilleNyBiodynamicHenhouse/
ABOUT:	Sunset Farms is an Allegany County-based food distribution company that sells high quality and unusual hyper-local grown and foraged fruits and vegetables from Allegany, Steuben, and Cattaraugus Counties. Their usual clientele consist of restaurants in the Buffalo Region.
NY PRODUCTS:	In-season fruits and vegetables only, microgreens

HEADWATER FOOD HUB

BUSINESS NAME:	Headwater Food Hub
CONTACT:	TC Washington
ADDRESS:	6318 ONTARIO CENTER RD., ONTARIO, NEW YORK, USA
PHONE:	585-281-3908
EMAIL:	tc@headwaterfoodhub.com
WEBSITE:	https://www.headwaterfoodhub.com/
ABOUT:	Headwater is a local food hub that is servicing many institutions and restaurants in Central New York. Unfortunately, they don't have a group of clientele in this area and therefore their minimum purchase threshold was too high for schools to meet. In

	2020, Headwater connected with Your Local Produce Connection to help get their local products into the Southern Tier of Western New York.
NY PRODUCTS:	Fresh fruits and vegetables, cheeses, mushrooms, meats, eggs, frozen fruits and vegetables, tofu, beans, The Farm Bridge tomato and apple sauces, microgreens.