

APPENDIX F

INFRASTRUCTURE SURVEY QUESTIONNAIRE

SCALING UP VERMONT'S LOCAL FOOD PRODUCTION, DISTRIBUTION, AND MARKETING

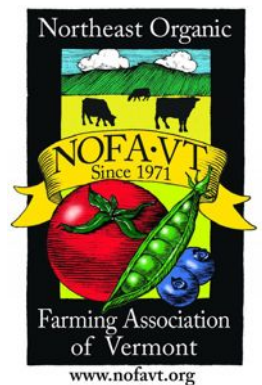
OCTOBER 2012

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Food Education Every Day

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Farm to Institution Infrastructure Survey

NOFA VT Farm to Institution INFRASTRUCTURE Survey

Thank you for participating in NOFA-VT's statewide Farm to Institution local food INFRASTRUCTURE Survey. The goal of our research is to understand local food aggregation, storage, processing, and distribution so we can visualize where and how food is moving across the state. Ultimately, this is aligned with the Farm to Plate strategic plan and will, we hope, enable more access to local foods.

Our focus in this survey is exclusively FRUITS, VEGETABLES, and EGGS.

We are really counting on you to help us gather this information. In order to thank you for your assistance, all responses received by MARCH 14TH, 2012 will be entered into a raffle for one of TEN \$75 GIFT CERTIFICATES to a locally owned restaurant of YOUR choosing.

Please try and be as accurate as possible. To facilitate your ability to complete this survey, please forward it to the individual in your organization who is most knowledgeable about aggregation, storage, distribution, and processing, if it is not you. We expect this survey should take approximately 15-30 minutes of your time.

All responses are confidential and will be used solely for reporting purposes. No individual data will be shared without your consent. Your address data is only being used for mapping purposes and to send the lucky winners their gift certificates!

If you would like to contact us directly, please feel free to call or e-mail.

Thank you,

Erin Buckwalter & Abbie Nelson
NOFA-VT & VT-FEED
802-434-4122
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abbie@nofavt.org

NOFA VT Farm to Institution Infrastructure Survey

General Contact & Organizational Information

***1. Please tell us about your business/organization.**

Organization/Business Name:	<input type="text"/>
Physical Address:	<input type="text"/>
Address Line 2:	<input type="text"/>
Town:	<input type="text"/>
State:	<input type="text"/>
ZIP Code:	<input type="text"/>

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*2. What County are you based in? Please select from the list below.

- Addison
- Bennington
- Caledonia
- Chittenden
- Essex
- Franklin
- Grand Isle
- Lamoille
- Orange
- Orleans
- Rutland
- Washington
- Windham
- Windsor

Other (please specify)

*3. Please tell us about you.

Name:

E-mail Address:

Telephone Number:

4. What is your position in your organization? Please check all that apply.

- Owner
- Director
- Operations Manager
- Coordinator
- Food Purchasing Agent

Other (please specify)

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5. Is your business/organization for profit or not for profit?

Please select that which best describes you:

- For profit
- Not for profit

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SECTION 1: LIABILITY

The following section will ask you questions related to liability. Please answer to the best of your ability.

6. Is your operation licensed, inspected, or certified by any organization or agency?

Please select all that apply.

	Yes	No	Don't Know
USDA	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
VT Agency of Agriculture	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
VT Dept of Health	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organic certifying agency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If other, please specify

7. Does your operation have an approved written HACCP (Hazard Area Critical Control Points) plan in place?

- Yes
- No
- Don't Know

8. Does your operation require producers/suppliers to be GAPs (good agricultural practices) certified, or have an on-farm food safety plan?

	Yes	No	Don't Know
Fruits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please explain

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9. Do you carry product liability insurance? Please select the most appropriate answer.

- Do not carry product liability insurance
- \$1,000,000
- \$2,000,000
- \$5,000,000

Other (please specify)

10. Do you require producers using your services to have liability insurance? Please select the most appropriate answer.

- We do not require product liability insurance
- \$1,000,000
- \$2,000,000
- \$5,000,000

Other (please specify)

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SECTION 2: AGGREGATION

For the purposes of this survey we will define AGGREGATION as a service from which two or more producers' products are coordinated for delivery. The following questions will ask you about your aggregation activities. If your business/organization also distributes, processes, and/or stores product, questions pertaining to these activities will be asked in subsequent sections.

Please answer to the best of your ability.

11. Does your business/organization aggregate fruit, vegetables, and/or eggs? Please select all that apply.

- Fruit
- Vegetables
- Eggs
- My business/organization does not aggregate any fruits, vegetables, or eggs. Choosing this answer will skip over all aggregation questions.

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SECTION 2: AGGREGATION

12. How many aggregation sites SERVING VERMONT does your business/organization manage?

- 1
- 2
- 3
- 4+

13. Please list the addresses and specifics for up to your THREE (3) most active sites SERVING VERMONT. This information will help us map AGGREGATION sites across the state.

Site 1 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 2 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 3 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>

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14. Do your aggregation sites have standard loading docks (48-52 inches), are they covered, and what mechanisms are available? Please check the boxes as applicable for up to your THREE (3) most active sites SERVING VERMONT.

	Site 1	Site 2	Site 3
Yes Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

15. What forms of fruit, vegetables and eggs do you aggregate? Please select all that apply.

	Fruits	Vegetables	Eggs
Fresh- Shelf Stable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fresh- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Canned	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pasteurized	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

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16. Do you charge for your aggregation services? If so, how do you charge? Please check all that apply.

- No Charge
- Flat fee
- By pallet
- By case/piece
- By the square foot or cubic square foot
- By type of services rendered
- By the hour
- Custom quote
- Percent sales commission
- Percent mark-up/margin
- Membership dues
- Payment in-kind
- Monthly fees

Other (please specify)

17. Do you have a set geographic limit you work within for aggregating product? If so, please select that which best describes your geographic scope.

- We have no set limitations.
- We aggregate product that comes from within 20 miles of where it was produced.
- We aggregate product that comes from within 50 miles of where it was produced.
- We aggregate product that comes from within 100 miles of where it was produced.
- We aggregate product that comes from within 250 miles of where it was produced.

Other (please specify)

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18. What forms of fruit, vegetables and eggs do you store? Please select all that apply.

	Fruits	Vegetables	Eggs
Fresh- Shelf Stable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fresh- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Canned	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pasteurized	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

19. With your current infrastructure do you have capacity to handle more aggregation demand? Please indicate how much more aggregation demand you could handle.

	0%	10%	20%	50%	75%	100%	200%
Fresh- Shelf stable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fresh- Refrigerated	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Processed- Canned	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Processed- Refrigerated	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Frozen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pasteurized	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comment

20. If your infrastructure could handle more aggregation demand, please indicate what time of year there is vacancy.

- Year Round
- Fall
- Winter
- Spring
- Summer
- No Vacancy

Other (please specify)

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21. If demand for your aggregation services grew would you be interested in growing to meet this demand?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If no, why not?

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SECTION 3: STORAGE

The following questions will ask you about your storage activities. For the purposes of this survey we will define storage as holding product for 12 hours or longer before selling or distributing it. Please answer to the best of your ability.

22. Does your business/organization store for fruit, vegetables, and/or eggs? Please select all that apply.

- Fruit
- Vegetables
- Eggs
- My business/organization does not store any fruits, vegetables, or eggs. Choosing this answer will skip over all storage questions.

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SECTION 3: STORAGE

23. How many storage facilities SERVING VERMONT does your business/organization manage?

- 1
- 2
- 3
- 4+

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24. Please list the addresses and specifics for up to your THREE (3) most active sites SERVING VERMONT. This information will help us map STORAGE sites across the state. If the locations are the same as those for your aggregation, please write "SAME AS ABOVE" in the street address and move on.

Site 1 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 2 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 3 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>

25. What forms of fruit, vegetables and eggs do you store? Please select all that apply.

	Fruits	Vegetables	Eggs
Fresh- Shelf Stable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fresh- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Canned	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pasteurized	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

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26. Please indicate the type of storage you have. Check all that apply.

- Produce Room -Dry, 40 Degrees
- Produce Cooler - Wet, Refrigerated
- Dry Refrigerated
- Dry Goods
- Frozen
- Controlled Atmosphere- oxygen, carbon dioxide and nitrogen concentrations as well as temperature and humidity are regulated.
- Root Cellar

Other (please specify)

27. Do your storage sites have standard loading docks (48-52 inches), are they covered, and what mechanisms are available? Please check the boxes as applicable for up to your THREE (3) most active sites SERVING VERMONT. If the information is the same as that for your aggregation, please check "SAME AS ABOVE" and move on.

	Site 1	Site 2	Site 3
Same As Above	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Farm to Institution Infrastructure Survey

28. Do you charge for your storage services? If so, how do you charge? Please check all that apply.

- No charge
- Flat fee
- By pallet
- By case/piece
- By the square foot or cubic square foot
- By type of services rendered
- By the hour
- Custom quote
- Percent sales commission
- Percent mark-up/margin
- Membership dues
- Payment in-kind
- Monthly fees

Other (please specify)

29. Do you have a set geographic limit you work within for storing product? If so, please select that which best describes your geographic scope.

- We have no set limitations.
- We store product that comes from within 20 miles of where it was produced.
- We store product that comes from within 50 miles of where it was produced.
- We store product that comes from within 100 miles of where it was produced.
- We store product that comes from within 250 miles of where it was produced.

Other (please specify)

Farm to Institution Infrastructure Survey

30. With your current infrastructure do you have capacity to handle more storage demand? Please indicate how much more storage demand you could handle.

	0%	10%	20%	50%	75%	100%	200%
Produce Room -Dry, 40 Degrees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Produce Cooler - Wet, Refrigerated	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Dry Refrigerated	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Dry Goods	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Frozen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Controlled Atmosphere	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Root Cellar	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

31. If your infrastructure could handle more storage demand, please indicate what time of year there is vacancy.

- Year Round
- Fall
- Winter
- Spring
- Summer
- No Vacancy

Other (please specify)

32. If demand for your storage services grew would you be interested in growing to meet this demand?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If no, why not?

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SECTION 4: PROCESSING

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The following questions will ask you about any light or minimal processing activities (cut, peeled, fresh, frozen) or value added processing you conduct. Please answer to the best of your ability.

33. Does your business/organization maintain processing facilities for fruit, vegetables, and/or eggs? Please select all that apply.

- Fruit
- Vegetables
- Eggs
- My business/organization does not process any fruits, vegetables or eggs. Choosing this answer will skip over all processing questions.

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SECTION 4: PROCESSING

34. What type of processing does your business/organization engage in? Please select all that apply.

	Fruit	Vegetables	Eggs
Light processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Value added processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

35. How many processing facilities SERVING VERMONT does your business/organization manage?

- 1
- 2
- 3
- 4+

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36. Please list the addresses and specifics for up to your THREE (3) most active sites SERVING VERMONT. This information will help us map PROCESSING sites across the state. If the locations are the same as those for your aggregation and/or storage, please write "SAME AS ABOVE" in the street address and move on.

Site 1 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 2 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>
Site 3 Street Address	<input type="text"/>
Town	<input type="text"/>
ZIP CODE	<input type="text"/>
Square Footage	<input type="text"/>

37. Do your processing sites have standard loading docks (48-52 inches), are they covered, and what mechanisms are available? Please check the boxes as applicable for up to your THREE (3) most active sites SERVING VERMONT. If the information is the same as that for your aggregation and/or storage, please check "SAME AS ABOVE" and move on.

	Site 1	Site 2	Site 3
Same As Above	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Standard Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Covered Loading Docks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Pallet Jack	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Forklift	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No Hand dollie/cart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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38. Who are the primary users of your processing services? Please check all that apply.

- For our own private use only
- Growers using their own raw materials
- Non-grower entrepreneurs
- Non-profit organizations
- Community groups
- Workforce development programs

Other (please specify)

39. What type of processing services do you provide? Please select all that apply.

- Private label processing services
- Shared Use/Rental of certified commercial kitchen/co-pack facilities
- Incubator space
- Community kitchen
- Workforce development and job training
- Bulk group supply ordering
- None, facility is privately owned, for private use only

Other (please specify)

40. Please indicate what type of processing equipment you have. Check all that apply.

- Cleaning/cutting/food prep
- Cooking
- Baking
- Steaming
- Pasteurizing
- Canning
- Cryovac/vaccum sealing
- Flash freezing
- Dehydrating

Other (please specify)

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41. Are vendors expected to off-load their own deliveries?

- Yes
- No
- Don't Know

42. What is the lead time required to schedule use of your services? Please check the timeframe that best applies for each service you offer.

	1 week	2 weeks	1 month	1 year
Contract co-packing (private label)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rental of shared use certified commercial kitchen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incubator space	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Community kitchen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workforce development and job training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bulk ordering	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

43. Do you charge for your processing services? If so, how do you charge? Please check all that apply.

- No charge
- Flat fee
- By pallet
- By case/piece
- By the square foot or cubic square foot
- By type of services rendered
- By the hour
- Custom quote
- Percent sales commission
- Percent mark-up/margin
- Membership dues
- Payment in-kind
- Monthly fees

Other (please specify)

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44. Please select the definition that best describes where the businesses/organizations using your processing services come from.

- Businesses/organizations within 20 miles of the facility.
- Businesses/organizations within 50 miles of the facility.
- Businesses/organizations within 100 miles of the facility.
- Businesses/organizations within 250 miles of the facility.

Other (please specify)

45. With your current infrastructure do you have capacity to handle more processing demand? Please indicate how much more processing demand you could handle.

	0%	10%	20%	50%	75%	100%	200%
Contract co-packing (private label)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Shared use commercial kitchen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incubator space	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Community kitchen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workforce development and job training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bulk ordering	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comment

46. If your infrastructure could handle more processing demand, please indicate what time of year there is vacancy.

- Year Round
- Fall
- Winter
- Spring
- Summer
- No Vacancy

Other (please specify)

Farm to Institution Infrastructure Survey

47. If demand for your processing services grew would you be interested in growing to meet this demand?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If no, why not?

Copy of page: Copy of page: NOFA VT Farm to Institution Infrastructure Surv...

SECTION 5: DISTRIBUTION

The following questions will ask you about your distribution activities. For the purposes of this survey we will define distribution as anyone who delivers products to buyers. Please answer to the best of your ability.

48. Does your business/organization distribute fruit, vegetables, and/or eggs? Please select all that apply.

- Fruit
- Vegetables
- Eggs
- My business does not distribute fruits, vegetables, or eggs. Choosing this answer will skip over all distribution questions.

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SECTION 5: DISTRIBUTION

49. What forms of fruit, vegetables and eggs do you distribute? Please select all that apply.

	Fruits	Vegetables	Eggs
Fresh- Shelf Stable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fresh- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Canned	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processed- Refrigerated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pasteurized	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

Farm to Institution Infrastructure Survey

50. How many and what types of vehicles do you have? Please check all that apply.

	1-2	3-5	6-10	>10
Uninsulated car/pick-up truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refrigerated car/pick-up truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Freezer equipped car/pick-up truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Uninsulated euro style sprinter	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refrigerated euro style sprinter	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Freezer equipped euro style sprinter	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Uninsulated cargo van	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refrigerated cargo van	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Freezer equipped cargo van	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Uninsulated box truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refrigerated box truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Freezer equipped box truck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Uninsulated 18-wheeler	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refrigerated 18-wheeler	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Freezer equipped 18-wheeler	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

51. Do you have flexibility in your delivery routes?

- Yes
- No

Comment

52. Do you use computerized mapping or logistics management software to create optimized delivery route sequencing?

- Yes
- No
- Don't Know

Farm to Institution Infrastructure Survey

53. Would you be willing to share your distributions routes with us? Paper maps with your routes drawn on them, or a GIS file (e.g. geodatabase or shapefile) if available would be ideal. We would like this route information in order to begin to identify route intersection points. Knowing these locations will enable all of us to better serve the institutional market with local produce and eggs.

- Yes
- No
- Don't know

If no, why not?

54. Do you charge for your distribution services? If so, how do you charge? Please check all that apply.

- No charge
- Flat fee
- By pallet
- By case/piece
- By the square foot or cubic square foot
- By type of services rendered
- By the hour
- Custom quote
- Percent sales commission
- Percent mark-up/margin
- Membership dues
- Payment in-kind
- Monthly fees

Other (please specify)

Farm to Institution Infrastructure Survey

55. Please select which definition best describes your delivery services geographic range.

We deliver

- We have no set geographic range.
- Up to 20 miles
- Up to 50 miles
- Up to 100 miles
- Up to 250 miles

Other (please specify)

56. With your current infrastructure do you have capacity to handle more distribution demand? Please indicate how much more distribution demand you could handle.

	0%	10%	20%	50%	75%	100%	200%
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comment

57. If your infrastructure could handle more distribution demand, please indicate what time of year there is vacancy.

- Year Round
- Fall
- Winter
- Spring
- Summer
- No Vacancy

Other (please specify)

Farm to Institution Infrastructure Survey

58. If demand for your distribution services grew would you be interested in growing to meet this demand?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If no, why not?

NOFA VT Farm to Institution Infrastructure Survey

SECTION 6: LOCAL SOURCING

For the purposes of this survey we will use Vermont's Farm-to-Plate definition of "local" when asking you for details on your local sourcing.

Farm-to-Plate's definition is: "Products that originated from Vermont or within a 30 mile radius of Vermont."

59. We understand your business/organization may have its own definition of local. Please tell us your definition of local:

- VT products, or within a 30 mile radius of Vermont
- VT only products
- Products from VT and bordering states/provinces
- New York and New England products
- Products originating within a certain radius or geographic range of your organization

Other (please specify)

60. Do you source fruits, vegetables, or eggs that originated from Vermont or within a 30 mile radius of Vermont?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Farm to Institution Infrastructure Survey

61. Are you interested in sourcing, or sourcing more, local fruits, vegetables, or eggs that originated from Vermont or within a 30 mile radius of Vermont?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If not, why not?

62. What motivates, or would motivate you to source fruits, vegetables, and eggs that originated from Vermont or within a 30 mile radius of Vermont?

Please select your TOP FOUR (4) motivations for each food type: fruit, vegetables, and eggs.

	Fruits	Vegetables	Eggs
Buyer demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Feel Good/Cause-Driven" marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competitive advantage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Freshness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taste	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Know your farmer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pressure from upper management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pressure from community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental impact	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support local economy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support local farmers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

Farm to Institution Infrastructure Survey

63. What factors are preventing you from purchasing, or purchasing more, fruit, vegetables, and eggs that originated from Vermont or within a 30 mile radius of Vermont?

Please select your TOP FOUR (4) for each food type: fruit, vegetables, and eggs.

	Fruits	Vegetables	Eggs
Product Liability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Margins	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not available in desired form	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Insufficient product labeling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shipping/handling constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Inventory management constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Receiving constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Storage constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accounting and administrative issues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

Farm to Institution Infrastructure Survey

64. Please rate each of the following tactics as to how helpful they would be to you in sourcing more fruit, vegetables, or eggs from Vermont or within a 30 mile radius of Vermont.

	Helpful	Moderately Helpful	Not at all Helpful
Aggregation sites to facilitate local product pick-up	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to more storage to alleviate limited storage space	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identification of potential producers on existing supply routes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Restructured ordering system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Increased staff	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Assistance with marketing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Changes in accounting protocol	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Changes in warehouse handling system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Changes in warehouse receiving system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

Farm to Institution Infrastructure Survey

65. What have you found are the key marketing "feature-benefit(s)" institutions are looking for when considering products that originated from Vermont or within a 30 mile radius of Vermont?

Please select your TOP FOUR (4).

- Competitive pricing
- Consistent product availability
- Consistent product quality
- Traceability/Food Safety Assurances
- Products available in forms that meet customer needs
- Standardized package sizes
- Larger package sizes
- Designating local products on order forms
- Marketing and promotion
- Marketing support from the producer
- Sales pitches to distribution sales staff
- Increased efficiency in the sourcing, order & delivery process
- Increased availability through mainstream distributors

Other (please specify)

66. What are your promotion strategies for products that originated from Vermont or within a 30 mile radius of Vermont? Please check all that apply.

- Web-based marketing
- Hard copy flyer
- E-mail updates
- Staff meetings to educate and encourage staff to promote products
- Telephone sales calls
- In-person sales calls
- Featured producer program

Other (please specify)

Farm to Institution Infrastructure Survey

67. Are you getting more requests for food produced in Vermont or within a 30 mile radius of Vermont? Please check all that apply.

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If yes, can you quantify how much more?

68. If yes, what customer categories are buying or asking for products produced in Vermont or within a 30 mile radius of Vermont? Please select all that apply.

	Fruit	Vegetables	Eggs
Daycare centers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Summer schools	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
K-12 schools	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colleges & universities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Assisted care/nursing homes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Senior meals sites	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Hospitals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prisons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Corporate owned cafeterias	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State owned cafeterias	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Small retail	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Large retail	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

69. If yes, have you been growing to meet this demand?

	Yes	No	Don't Know
Fruit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vegetables	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Eggs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If not, why not; If so, how?

Farm to Institution Infrastructure Survey

70. For products from Vermont or within a 30 mile radius of Vermont, which services do you, or might you consider providing that would help streamline the distribution of food across the state?

Please check all that apply.

	Do Now	Would Consider Doing
Pick up orders from producer or aggregation site while en-route	<input type="checkbox"/>	<input type="checkbox"/>
Pick up shipments for fee based drop shipment service while en-route	<input type="checkbox"/>	<input type="checkbox"/>
Back haul service for other distributors/aggregators	<input type="checkbox"/>	<input type="checkbox"/>
Pick up/drop off for foodbank/food shelves	<input type="checkbox"/>	<input type="checkbox"/>
Pick up/drop off for community kitchens/shared use processing facilities	<input type="checkbox"/>	<input type="checkbox"/>
Not Applicable	<input type="checkbox"/>	<input type="checkbox"/>

If no or maybe, please explain

71. How do you identify (ID) local options for your buyers when they make their buying decisions/place their orders?

- A special field/column "local" has been added to the sales line item description
- A separate order form for local products has been created
- Local products are listed in a different color
- Local products are in bold font
- Supplier name and City and/or State of Origin are included in the sales line item description

Other (please specify)

NOFA VT Farm to Institution Infrastructure Survey

Thank you for taking the time to tell us about your business/organization. The information you provided will help increase local food purchasing by institutions.

Names will be drawn on MARCH 14TH, 2012 for our raffle prizes! We will be in touch with you directly should you win.

Please answer the next, and last, question, as it is paramount to moving forward. Your consent will help us complete our maps of institutional local food infrastructure across the state, and help farmers and scale-up to better meet your needs.

Farm to Institution Infrastructure Survey

Thank you again for sharing your time with us.

72. Would we be able to display your aggregation, storage, distribution and processing information on a map to help correlate demand with supply-side infrastructure? Your consent is critical for our data collection and mapping purposes, and will help farmers scale up to better meet your needs.

- Yes
- No
- Maybe

If no or maybe, please explain