



CDFA FOOD SYSTEMS FINANCE WEBINAR SERIES

**THE BROADCAST WILL
BEGIN AT 2PM EASTERN**

Submit your questions in
advance using the chat box

View previous webinar
recordings online at cdfa.net

Reframe, Build, Plan to Advance
Food Systems Finance

Reframe, Build, Plan to Advance Food Systems Finance



Angela Blatt

Director, Knowledge & Networks,
Council of Development Finance Agencies
Columbus, OH



Legal Disclaimer

CDFA is not herein engaged in rendering legal, accounting, financial or other advisory services, nor does CDFA intend that the material included herein be relied upon to the exclusion of outside counsel or a municipal advisor. This publication, report or presentation is intended to provide accurate and authoritative general information and does not constitute advising on any municipal security or municipal financial product. CDFA is not a registered municipal advisor and does not provide advice, guidance or recommendations on the issuance of municipal securities or municipal financial products. Those seeking to conduct complex financial transactions using the best practices mentioned in this publication, report or presentation are encouraged to seek the advice of a skilled legal, financial and/or registered municipal advisor.

Questions concerning this publication, report, or presentation should be directed to info@cdfa.net.

ARE YOU A CDFA MEMBER?

Members receive exclusive access to thousands of resources in the CDFA Online Resource Database.

Become a member today at www.cdfa.net

Join the Conversation



Submit your questions by using the chat function!

Defining the Food System Asset Class



ARE YOU A CDFA MEMBER?

Members receive exclusive access to thousands of resources in the CDFA Online Resource Database.

Become a member today at www.cdfa.net

With support from the W.K. Kellogg Foundation, CDFA has been researching how development finance agencies can become more engaged in developing localized food systems through traditional finance approaches. The premise of this project is to suggest and then prove that, if organized and defined properly, the food system can become a defined asset class worthy of traditional investment. Through this work, CDFA aims to advance opportunities and leverage capital to scale local food systems, increase access to better food, and create new living wage jobs in communities across the country.

CDFA Food Systems Finance Research



ARE YOU A CDFA MEMBER?

Members receive exclusive access to thousands of resources in the CDFA Online Resource Database.

Become a member today at www.cdfa.net



VISIT OUR WEBSITE AT CDFA.NET



CDFA FOOD SYSTEMS FINANCE **WEBINAR SERIES**

REFRAME

food systems development as infrastructure
and economic development

BUILD

effective relationships and partnerships
across the entire food system

PLAN

for strategic food system financing



October
www.cdfa.net

CDFA Food Finance White Paper Series:
**Advancing Local Food Systems
Through Development Finance**

Authored by:

Toby Rittner, DFCP
President & CEO

Allison Rowland
Manager, Research
& Technical Assistance

Ariel Miller
Coordinator, Research
& Technical Assistance

Funded with support from
the W.K. Kellogg





Reframe, Build, Plan to Advance Food Systems Finance

ARE YOU A CDFA MEMBER?

Members receive exclusive access to thousands of resources in the CDFA Online Resource Database.

Become a member today at www.cdfa.net

Vicki Carter

Director,
Spokane Conservation District
Spokane, WA

Brittany Tyler

CEO,
Four Roots LLC
Spokane, WA

Reframe, Build, Plan to Advance Food Systems Finance

November 26, 2024

The
SCALE HOUSE MARKET
AT THE QUARRY

VICKI CARTER, DIRECTOR

509.535.7274 x213 / 509.939.7976 cell

Vicki-Carter@SpokaneCD.org

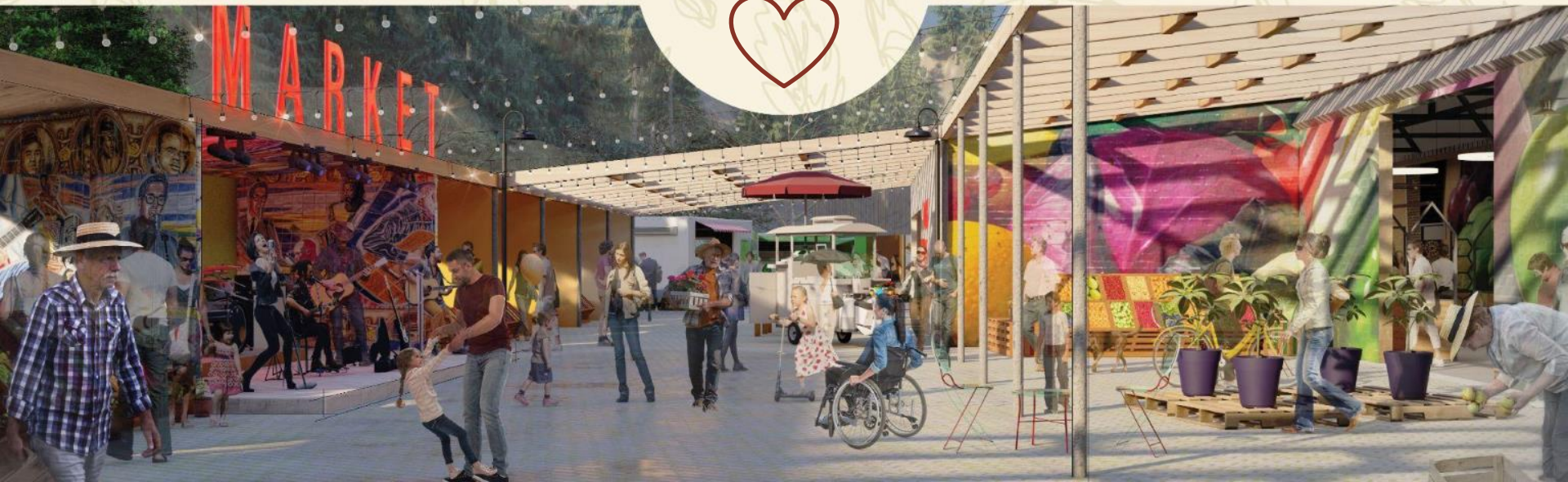


BRITTANY TYLER, CEO

509.818.0689 / 509.615.9709 cell

Brittany@FourRoots.org

The
SCALE HOUSE MARKET
AT THE QUARRY



Reframe

Addressing Food System Gaps

- The COVID-19 Pandemic as a catalyst
 - Exposed vulnerabilities in local food supply chains
 - Magnified disparities in food access and security
 - Highlighted the need for community-centered food solutions
- The Vision for Resiliency
 - Strengthen local food systems to withstand future disruptions
 - Prioritize equitable access to nutritious, locally grown foods
 - Empower small to midsize farmers and food producers

Why Local Matters

- Economic Impact
 - Keep food dollars circulating locally
 - Support sustainable careers in agriculture, food production, and retail
- Environmental Benefits
 - Lower food miles through decreased transportation of goods
 - Promote sustainable farming practices
- Community Health
 - Foster connections between producers and consumers
 - Ensure consistent access to fresh, healthy food for all





Build

Conceptualizing a New Local Resource

- A Permanent-Structure, Year-Round Market
 - A central hub for local food and agriculture
 - Multi-use facilities for retail, education, and food production
 - Space for collaboration, innovation, and community building
- Feasibility Study Insights
 - Demand analysis confirmed strong community interest and need
 - Current site optimizes accessibility and functionality
 - Projections show economic and social benefits outweigh costs

Positive Outcomes

- For Producers
 - A stable, year-round market to sell their goods.
 - Opportunities to scale operations and build resilience.
- For Consumers
 - Reliable access to diverse, local products.
 - A central community gathering space.
- For the Community
 - Increased food security and reduced dependence on external systems.
 - Strengthened connections between local businesses and residents.

Plan

Partnering for success

- A Tri-Sector Partnership Model
 - Public Entity: Provide infrastructure, policy support, and initial funding.
 - Private Business: Manage operations, ensure financial sustainability with a focus on education, outreach, and equity.
 - Nonprofit Organization: Focus on community engagement, increased access to resources, and mission-driven oversight .
- Benefits of Collaboration
 - Shared resources reduce individual risk.
 - Diverse expertise ensures a comprehensive approach.
 - Unified vision maximizes community impact.

Advancing Food Systems Finance

- Strategic Investment in Local Food Systems
 - Prioritize funding for initiatives with economic, social, and environmental returns.
- Engaging Stakeholders
 - Build trust and buy-in through transparent communication.
 - Empower community members to co-create the vision.
- Sustainability and Scalability
 - Ensure financial self-sufficiency while planning for growth.
 - Adapt the model for replication in other communities.





SPOKANE CONSERVATION DISTRICT

Established in 1941 under RCW 89.08 as a special purpose district in Washington State.

Connecting people and resources to create a sustainable future.

PRODUCTION AGRICULTURE

- Implementing Regenerative Agriculture Practices
- Equipment Loans for Direct Seed & No-Till
- Soil Health Curriculum
- **Farmer to Farmer Collaboration**
- **Food System Infrastructure**

FORESTRY DEPARTMENT

- Tree & Landscape Assessments
- Forest Technical Assistance
- Firewise/ Home Hardening Assessments
- Inland Tree Conference and Workshops
- NRAP/SCC – Apprenticeship Program

WATER RESOURCES

- Shoreline/Streambank Restoration
- Fish Passage Enhancements
- Water Quality Improvements
- Livestock and Land Practice Enhancements
- Riparian Plant Propagation

ENVIRONMENTAL EDUCATION

- Resources for Parents & Teachers
- **Outdoor Education Explorer Packs**
- Rain Barrel Workshops
- Backyard Conservation
- **Kids in the Kitchen**



NOURISHING COMMUNITIES THROUGH SUSTAINABILITY, EQUITY, AND LOCALITY

At Four Roots, our mission is to redefine the way our community interacts with food. We're deeply committed to sustainability, bolstering local farmers and food producers, and addressing food insecurity. We strive to make a lasting impact in eastern Washington and beyond.

PIONEERING LOCAL, SUSTAINABLE FOOD SOLUTIONS IN THE INLAND NORTHWEST AND BEYOND

WWW.FOURROOTS.ORG

BRITTANY@FOURROOTS.ORG

THANK YOU TO THE WSDA FOR YOUR PARTNERSHIP!

CONNECTION · AGRICULTURE · EDUCATION · COMMUNITY

We Feed WA
Partnering with the
WASHINGTON STATE DEPT OF AGRICULTURE

COME JOIN OUR
NOVEMBER DISTRIBUTIONS

COME TO

November 13th
Starting at 11:00am
Re-Imagine
107 E Lake Rd,
Medical Lake

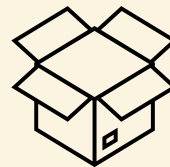
November 27th
Starting at 11:00am
Otis Orchards Library
22324 E
Wellesley Ave,
Otis Orchards

- ✓ Fresh Meat!
- ✓ Local Vegetables!
- ✓ Local Fruit!
- ✓ Recipes to try!



BREAKING DOWN FOOD BARRIERS

Since its inception in 2021, Four Roots has worked tirelessly to source, aggregate, and distribute food from local and regional farmers and ranchers to food insecure community members in Eastern Washington.



Over **5 million pounds** of food in **15 counties** and Eastern WA and North ID



Supported more than **60 farmers and ranchers** and more than **50 partners**

UPPER COLUMBIA RC&D

501(c)3 – Non-profit fiscal sponsor

“We envision enhanced ecosystem resilience, human well-being, and thriving communities through prioritized planning and implementation of member-sponsored projects.”

- Fiscal Sponsor for Vets on the Farm
- Worked with USFS on biofuels project
- Worked with USDA and WSU on biodiesel project



UCRC&D COMMUNITY IMPACT PRIORITIES

LAND MANAGEMENT

- Energy Conservation
- Urban Growth/Development
- Ag Land Suitability
- Forest Health
- Mined Land Reclamation & Revitalization

COMMUNITY DEVELOPMENT

- Food Security
- Resource-based Economic Development
- Small Business Support

CONSERVATION EDUCATION

- New/Beginning Farmer Development
- Farmer Adaptability
- Youth-focused Educational Programming





The Quarry Campus

50-acre site owned by Spokane Conservation District

Purchased in 2017 as a community investment in a rural/urban interface

- Community Partnership Building housing the WA Small Business Development Center
- Pre-school – community-based and nature inspired
- Scenic and historic geology with over 2 miles of trails
- 5-minutes off I-90, on public transportation route
- Bikeable, walkable to surrounding low to mid-income neighborhoods located in a USDA-identified food desert

The SCALE HOUSE MARKET AT THE QUARRY

SUPPORTS:



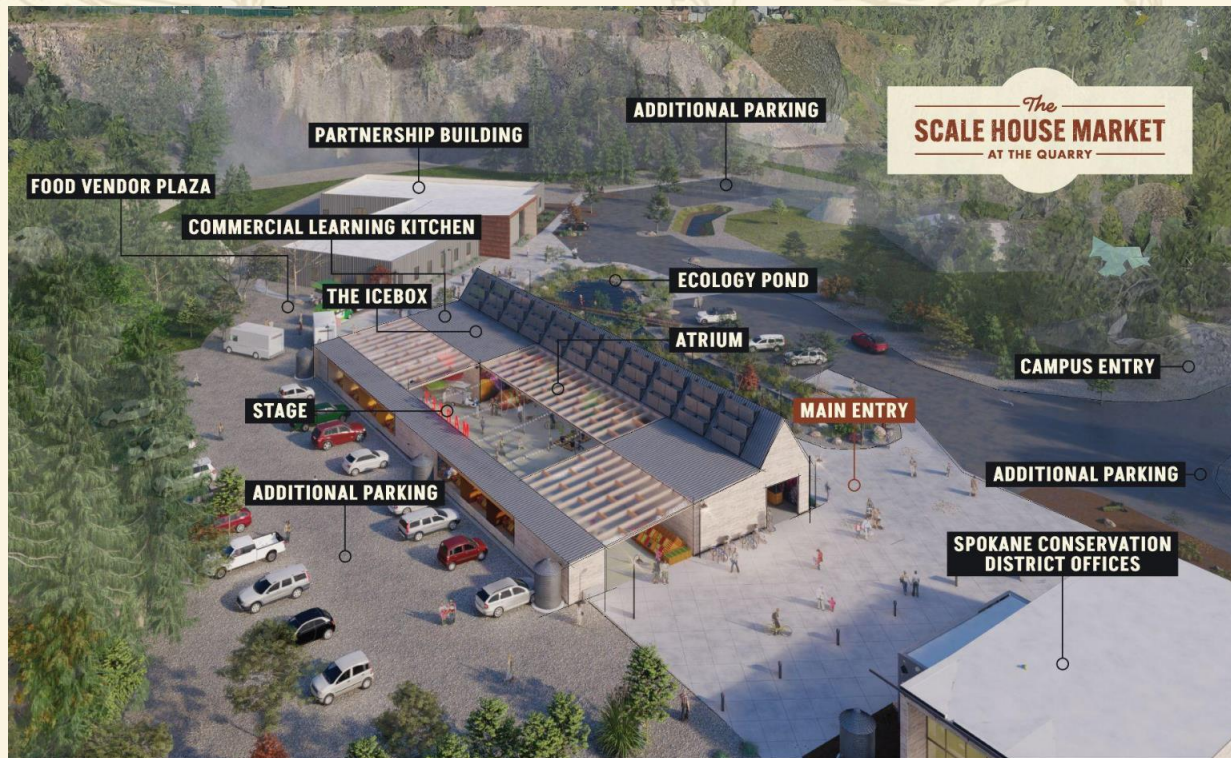
LOCAL/REGIONAL SMALL
FARMS & PRODUCERS



COMMERCIAL KITCHEN &
FOOD STORAGE



COMMUNITY ACCESS TO FRESH
FOOD & EDUCATION





*The ability for farmers to secure a stable LOCAL sales channel leads to the creation of **13 full time jobs per \$1 million** - compared to 3 jobs per \$1 million for non-local sales channels.*

SMALL BUSINESS SUPPORT

- Organizational and educational programming to **guide minority and new** vendors and producers.
- **Year-round** sales channel for vendors to scale-up and right-size their business.
- On-campus assistance from **WA Small Business Development Center**
- Increased **job retention and creation** for local and historically underserved populations.

COMMERCIAL LEARNING KITCHEN

Vendor Processing Center

- Increases Sales Opportunities
- Increases Year-Round Viability
- Decreases Food Waste
- Opportunity to test products, techniques, and ideas

Community Gathering Space For Foundational Learning

- Food Preservation And Preparation Education
- Adult- And Youth-Centered Classes
- Community Resource
- Host for small events



TALKING WALLS – Food for Thought

- Local food murals on interior Market with commissioned art by local muralist to depict the relationship between food and people or from seed to consumer.
- Themes of Food is Medicine, Feast for Your Eyes, Food for Thought, Bee Kind, Make Food Fun, and We All Eat
- Interactive creative design for education and artistic expression of food, agriculture, and community





ONE BUILDING FOR OUR COMMUNITY

The Scale House Market is a place to **meet, connect, and grow** at Spokane's first year-round market and community hub.

The Scale House Market at the Quarry features:

- **Permanent Structure**
 - Ensuring farm and food businesses have a supportive platform for growth and season extension
- **Commercial Learning Kitchen**
 - Educational classes and demonstrations.
 - Vendors and small business owners can rent for food processing.
 - Leasable dry and freezer storage.
- **Vendorship Small Business Programming**
 - Partnering with the adjacent Washington Small Business Development Center.
- **Indoor Mercantile Store**
 - Offering year round sales with 25 vendors.
- **Outdoor Seasonal Market**
 - 7,100 Square Foot open-air area with 30 vendors, food trucks, and a stage.
- **Arts and Culture Activity Space**



Community Impact

WORKFORCE DEVELOPMENT

- Incubator space local farmers/vendors
- Supports 65+ local/regional businesses

FOOD ASSISTANCE PROGRAMS

- \$320,000 annual transactions
- 18,000+ customers

CUSTOMER/VISITORS

- 250,000 annual visitors
- Generates over \$14M in annual sales

Healthier communities mean lower health-care costs and a more productive workforce!



The
SCALE HOUSE MARKET
 AT THE QUARRY

Come Grow With Us!

Construction Costs Needed: \$500,000.00

Capital Equipment Costs Needed: \$534,550.00

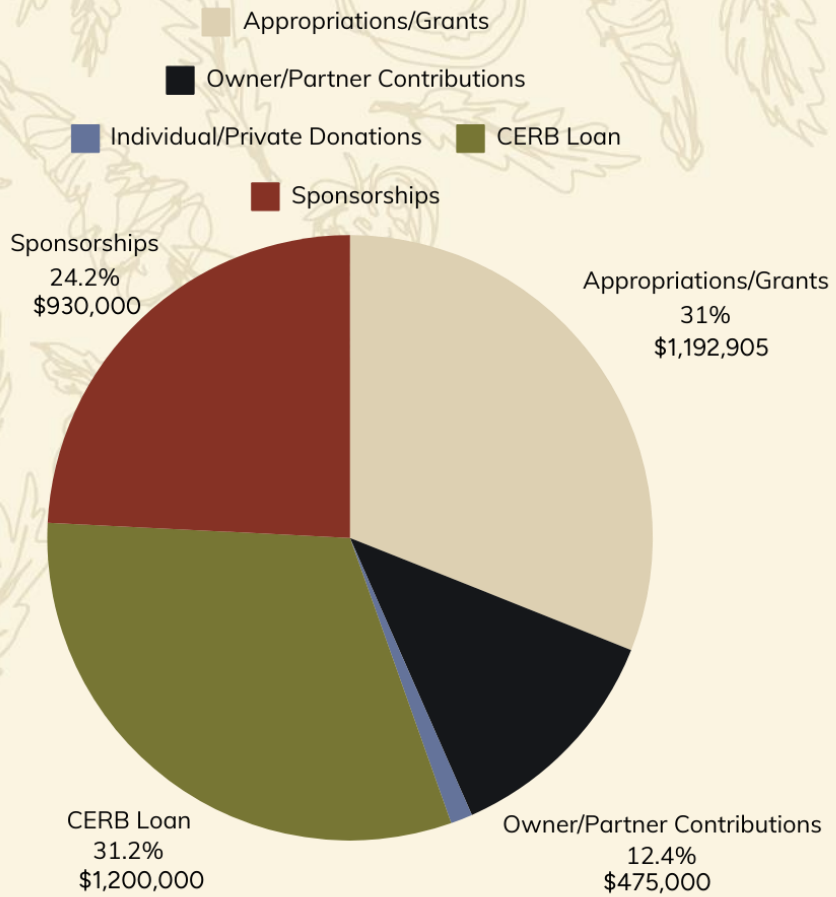
Programming Costs Needed – Year One: \$90,000

Programming Costs Needed – Year Two: \$180,000

www.thescalehousemarket.com

SCALE HOUSE MARKET BUDGET	
Facility Construction	3,672,450
Capital Equipment	727,550
TOTAL PROJECT COST	4,400,000
PROJECT FUNDING SUMMARY	
Owner/Partner Contributions	475,000
Appropriations/Grants	1,192,905
Community Economic Revitalization Loan	1,200,000
Sponsors	430,000
Individual/Private Donations	45,000
TOTAL FUNDING SECURED	3,342,905
FUNDING NEEDED	
	1,057,095
PROJECT COST SUMMARY	
Preliminary Engineering	94,000
Design/Engineering	185,000
Permits	21,000
Construction Labor, Materials & Site Prep	3,075,560
Project Management	47,500
Sales Tax	249,390
TOTAL FACILITY CONSTRUCTION	3,672,450
Mercantile: Shelving, Displays and Other Equipment	250,000
Kitchen Equipment: 18 Refrigeration Units, Ice Maker, Stove, Prep/Commercial Sinks, Dishwasher and Shelving	250,000
Vendor Space: Shelving, Handwashing Stations, Tables and Marketing Displays	200,000
Event/Flex Space: Table and Seating	27,550
TOTAL CAPITAL EQUIPMENT	727,550
TOTAL PROJECT COST	4,400,000

Capital Stack





VICKI CARTER, DIRECTOR

509.535.7274 x213 / 509.939.7976 cell

Vicki-Carter@SpokaneCD.org



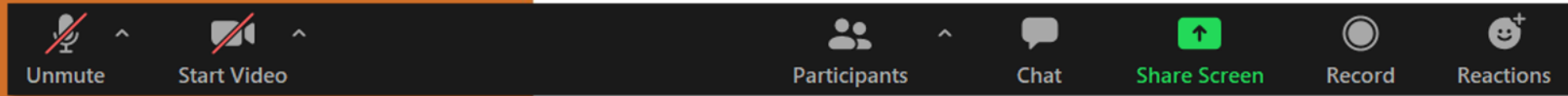
BRITTANY TYLER, CEO

509.818.0689 / 509.615.9709 cell

Brittany@FourRoots.org

The
SCALE HOUSE MARKET
AT THE QUARRY

Audience Questions



**Submit your questions by
using the chat function!**



Upcoming Events at CDFA

CDFA TRAINING INSTITUTE

We offer 20+ courses in development finance designed for all skill levels. Learn more and register today at www.cdfa.net

CDFA-Bricker Graydon Webinar Series: Pairing TIFs with Special Assessments to Spur Retail Revitalization

Tuesday, December 3, 2024 / 2:00 PM – 4:00 PM Eastern

Intro Federal Finance WebCourse

December 9-10, 2024

Daily: 12:00 PM - 5:00 PM Eastern

CDFA Equitable Lending Learning Series: Equitable Lending Assessment Tools & Spreadsheet Solutions

Tuesday, December 10, 2024 / 1:00 PM - 3:00 PM Eastern

VISIT OUR WEBSITE AT CDFA.NET



CDFA FOOD SYSTEMS FINANCE **WEBINAR SERIES**

Contact Us



Angela Blatt

Director, Knowledge & Networks,
Council of Development Finance Agencies
ablatt@cdfa.net

Brittany Tyler

CEO,
Four Roots LLC
brittany@fourroots.org

Vicki Carter

Director,
Spokane Conservation District
vicki-carter@spokanecd.org