

CONTACT

If you are interested in selling to the Hub, please contact Cullen Naumoff at (440) 775-6219 or cnaumoff@oberlinproject.org. We are particularly interested in hearing from farmers who will have the identified pilot products available in 2015.



The Oberlin Project

Oberlin Food Hub

The Oberlin Food Hub will open its doors in July 2015. We want your food!

WHAT IS THE OBERLIN FOOD HUB?

The Oberlin Food Hub (Hub) is an aggregation and distribution center that increases access to local products for wholesale buyers. The Hub enables small and medium-sized producers and farmers to more easily sell to local buyers. The Hub will include a commercial kitchen available for use by food producers and entrepreneurs.

Frequently Asked Questions

HOW DOES THE HUB DEFINE "LOCAL?"

The Hub prefers to purchase food grown, raised, or made in the following Ohio counties: Lorain, Huron, Erie, Medina, Wayne, Ashland, and Cuyahoga. Food from outside these counties will be considered on a case-by-case basis, taking into account product availability locally and customer demand. All products must be from Ohio. Value-added products, such as baked goods or pasta, do not necessarily need to be made from locally sourced ingredients, although the Hub will likely pay a higher price for products that do.

WHO WILL I BE SELLING TO?

Products will be purchased outright by the Hub and offered wholesale to institutional buyers including restaurants, educational institutions, hospitals, etc. Eventually, a smaller percentage of products will be retailed at stores in Oberlin, Elyria, and Lorain.

HOW WILL MY PRODUCT BE TRANSPORTED?

Producers interested in selling products to the Hub will have two choices. Producers can bring products directly to the Hub with advance agreement, or producers can arrange for pick-up from one of the Hub's contracted transportation companies with the acknowledgment that transportation fees will be added.

DO I NEED TO MEET A MINIMUM QUANTITY REQUIREMENT?

Not necessarily. Decisions will be made on a case-by-case basis. Distance, demand, existing routes, and quantity will all be taken into account.

The Hub's transportation system is designed for efficiency and utilization of existing transportation methods when possible.

WHAT ARE YOU PAYING FOR PRODUCTS?

The Hub is committed to supporting producers and will pay prices that reflect our values. A price list for products will be available at the beginning of each season.

WHAT TYPE OF PRODUCTS DO YOU NEED?

During Phase 1, expected to run from July 2015 to December 2015, the Hub is particularly interested in the following items:

- Honey
- Syrup
- Rolled oats, black beans, corn meal, and golden white soft wheat pastry flour
- Potatoes
- Sweet corn
- Chicken
- Eggs
- Peaches
- Greens (salad mix and spinach)
- Squash (summer and winter)

During Phase 2, the Hub is looking for the full range of locally grown and produced products, from fresh produce, meats, dairy, eggs, grains, dried beans, flours, honey, syrup, value-added products, baked goods, and more (anticipated to begin in January 2016). In addition, the Hub is interested in working directly with interested landowners and farmers to grow crops we know to be in particular high demand and/or not readily available currently from local farmers.

WILL THE HUB PURCHASE FROZEN PRODUCTS?

Yes, the Hub will have freezer storage in Phase 1, as well as flash freezing capabilities in Phase 2. Flash freezing will enable produce (ie. berries, sweet corn, beans, Brussels sprouts, etc.) to be preserved at the height of production for later sale.

WHAT TYPE OF INSURANCE AND/OR SAFETY CERTIFICATIONS DO I NEED?

All suppliers will be required to submit a Farm-Food Safety plan, updated with the Hub annually. Starting in 2017, all suppliers will be required to complete OSU Extension's Good Agricultural Practices (GAP) certification course.

DO I NEED TO GROW IN A PARTICULAR MANNER TO SELL TO THE HUB?

No, the Hub does not require products to be grown/raised in any particular manner, although there is an identified demand for organically and sustainability grown food from our customers. The Hub will likely pay a higher price for certified products.

WHEN CAN I START SELLING INTO THE OBERLIN FOOD HUB?

The Hub will begin purchasing and selling into wholesale markets in July 2015. At this time, the Hub will only be interested in purchasing the aforementioned products. At the start of January 2016, the Hub anticipates demanding a full portfolio of products.