



Expansion Opportunities for Processors and Distributors

We sent a survey to food producers, processors, and distributors involved in local and sustainable food across Ontario, Canada.

We heard back from 125* operations connected to **food hubs**.

Here's what we learned about **expansion for processors and distributors**.

What is a food hub?

Food hubs are actual or virtual spaces that collect and distribute food to processors, retailers, restaurants, and/or consumers.

Food hubs can also provide space for other activities including food preparation, handling, processing, education, and/or training.

What do we mean by "sustainable food"?

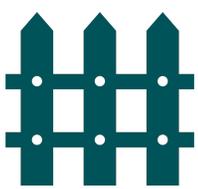
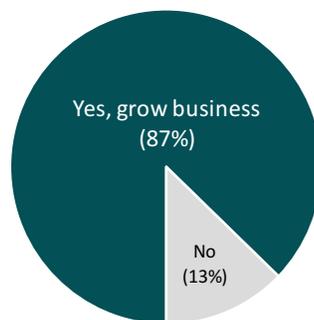
Sustainable food systems demonstrate varying degrees of economic viability, social justice/equity, and ecological regeneration from seed to plate

*Our total sample was 125; response rates for each question may be lower.

Most processors and distributors want to grow their business

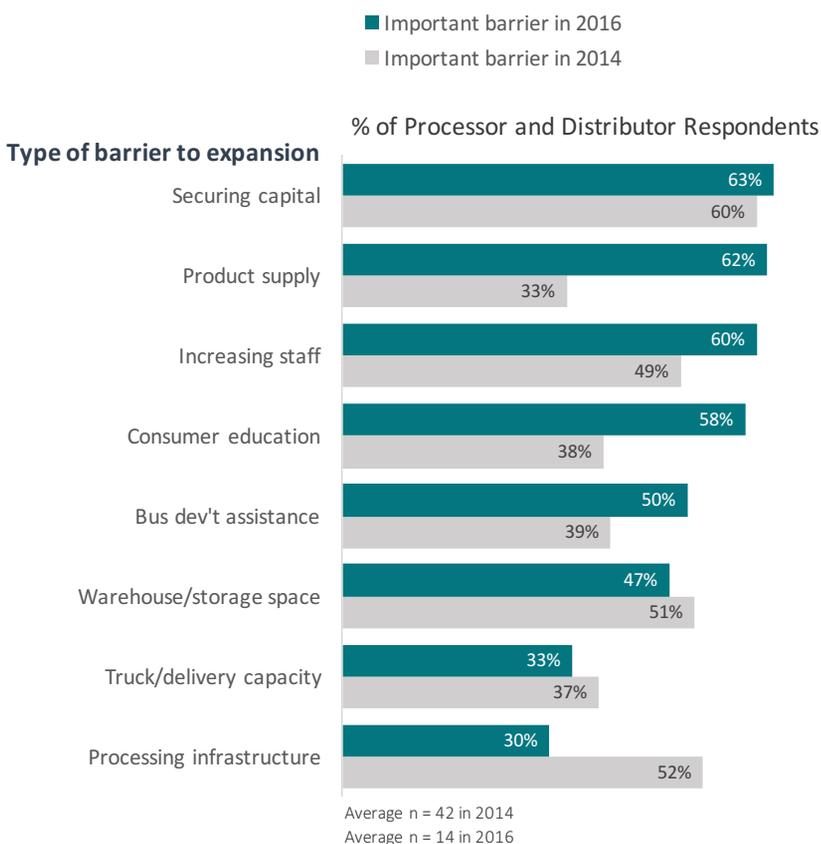
Most processors and distributors surveyed in 2016 wanted to grow their business (n=45).

The percentage who wanted to grow their business was also 87% in the 2014 survey (n=95)



There are barriers to expansion for processors and distributors

Securing capital remains top barrier to expansion for processors and distributors. Compared to 2014, **product supply** and **need for consumer education** may be more significant barriers, whereas processing infrastructure is less of a barrier.



*Limitation: differences in sample from year to year mean these results may not be fully comparable.

Learn more about Ontario food hubs and sustainable food:
FLEdGEResearch.ca @FLEdGEResearch

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