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LOCAL FOOD PURCHASE ASSISTANCE IMPACT REPORT

A Preliminary Assessment of the LFPA Program



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DEFINITIONS OF TERMS

- **Cooperator** – state or tribal government who applied to the LFPA program and received the LFPA award for their state or tribe.
- **Subawardee** – an entity that received a subawarded contract with the state or tribal cooperator to act as the aggregator and/or distributor of LFPA vendor and producer purchased foods.
- **Vendor** – a non-farm or multi-farm, local and domestic, food aggregator supplying food into the LFPA program through the subawardees to the receiving communities.
- **Producer** – an individual farm producer selling local and domestic food into the LFPA program through the subawardees to the receiving communities.
- **Emergency feeding organizations (EFOs)** – public or private nonprofit entities—including food banks, pantries, and soup kitchens—designated by states to provide emergency nutrition assistance to low-income, unemployed, or distressed individuals.



Introduction and Background

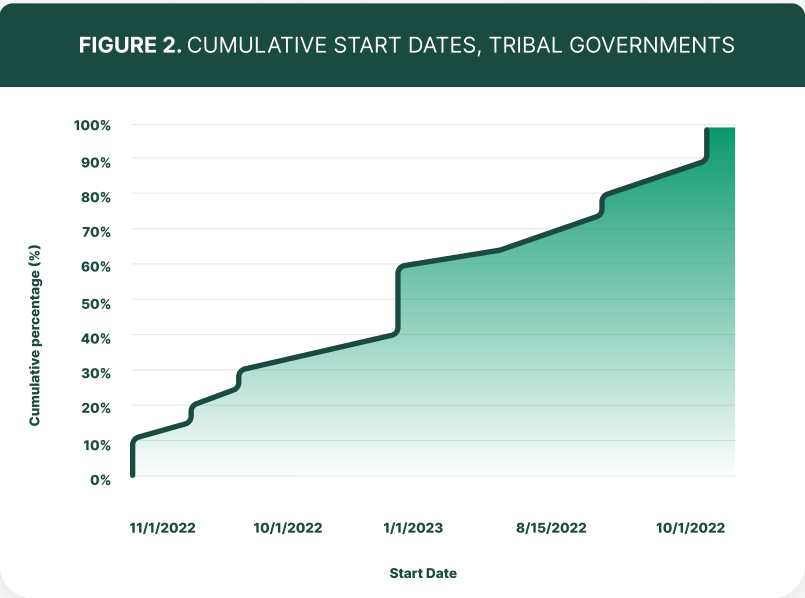
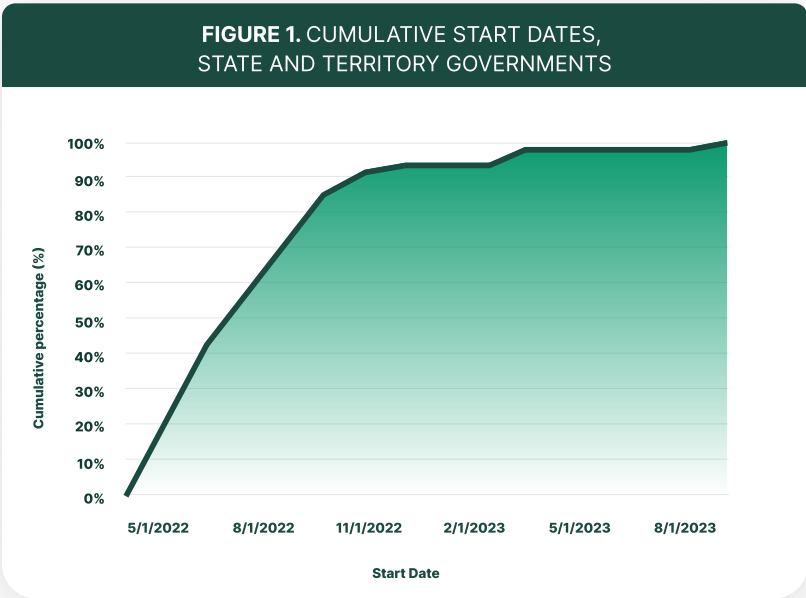
The Local Food Purchase Assistance (LFPA) Cooperative Agreement Program
was designed to maintain and improve food and agricultural supply chain resilience through the procurement of local, domestic agricultural commodities.

LFPA was launched in the context of the COVID19 pandemic, which had exposed critical vulnerabilities in food supply chains and heightened demand for emergency food assistance. The program formed part of USDA’s broader pandemic response, building on lessons learned from the Farmers to Families Food Box Program implemented from 2020-2021, which sought both to address immediate needs and facilitate investments in long-term local food system resilience and regional capacity. The focus on local and regional foods reinforced broader goals to support regional markets and reduce the distance between producers and consumers expanding access to healthy foods in rural, remote, and underserved communities.

Announced in December 2021 and led by the U.S. Department of Agriculture’s Agricultural Marketing Service (USDA AMS) Commodity Procurement Program, the program allocated up to \$400 million in funds for cooperative agreements with states, federally recognized tribal governments, and territorial governments to purchase and distribute local, domestic foods.

Funding for the program was authorized under the American Rescue Plan Act of 2021 (ARPA), which directed the Secretary of Agriculture “to make loans and grants and provide other assistance to maintain and improve food and agricultural supply chain resilience” (Public Law 117-2, Section 1001(b)(4)).

Individual award amounts were calculated using The Emergency Food Assistance Program (TEFAP) formula as a guide, which accounts for poverty rates and unemployment levels to ensure alignment between federal investment and state nutrition assistance needs. LFPA awards were made on a rolling basis beginning April 2022. The first state/territorial-led project began in May 2022, while the last began in August 2023. The first tribal government-led project began in August 2022, and the last began December 2024. **The timing of the projects for both state and tribal governments is illustrated in Figures 1 and 2.**





The LFPA Request for Applications (RFA) outlines the program's goals for improving food and agricultural supply chain resilience. First, purchases were meant to strengthen markets for local and regional agricultural products. Second, the RFA identified expanding economic opportunities for producers. Third, LFPA aimed to establish and broaden partnerships among food supply chain actors and to increase the availability of fresh and nutritious foods for individuals and families in rural, remote, and underserved communities.

To achieve these program goals recipients were required to purchase domestic, local and regionally produced foods and distribute them to communities in need through food banks, schools, and community organizations. Per the RFA, local and regionally produced foods “means food that is raised, produced, aggregated, stored, processed, and distributed in the locality or region where the final product is marketed to consumers, so that the total distance that the product travels between the farm or ranch where the product originates and the point of sale to the end consumer is at most 400 miles, or both the final market and the origin of the product are within the same state, territory, or tribal land.”

In addition to program specific requirements, LFPA Cooperative Agreements follow the USDA AMS General Terms and Conditions in conjunction with the Uniform Administrative Requirements at 2 CFR Part 200. Importantly, the Terms and Conditions indicate that “the recipient must use its own documented procurement procedures which may reflect applicable state, local, and tribal laws and regulations, provided that the procurements conform to applicable Federal law and...standards.”

The combination of program requirements, USDA AMS General Terms and Conditions, 2 CFR Part 200, and ARPA legislative authority determine what costs are allowable when implementing an LFPA agreement.

Thus, while purchasing domestic, local/regional food was the focus of the LFPA program, funds could be spent on costs other than the purchase of foods that meet the domestic and local requirement. Specifically, recipients could use project funds to cover allowable administrative costs such as salaries and indirect costs.

The purchase of supplies, such as boxes to package food in for distribution, was also allowable under the program, as was rental of storage space or trucks to facilitate the aggregation and distribution of food purchased. Importantly though, while equipment rentals were allowed, the purchase of equipment was not allowable; as a result, recipients were not able to purchase trucks or cold storage space.

OPERATIONALIZING LFPA AND THE ADDITION OF LFPA PLUS

Within the bounds of the requirements described above, LFPA emphasized local adaptability and management. Recipients had significant independence in designing a plan to respond to the program requirements and were able to tailor procurement strategies to their local rules and regulations, agricultural resources, seasonal availability, and community needs. Further, recipients had the discretion to conduct procurement directly or they could choose to subaward funds to a qualified entity to implement their procurement and distribution plans.

AMS encouraged awardees to engage directly with producers and community-members in planning and implementation, brokering durable relationships across food supply chains. In alignment with LFPA's initial goals of building resilient local food networks and addressing gaps in food access, nearly all projects centered emergency feeding organizations as their primary site for distribution.

In addition, cooperators facilitated their procurement and distribution processes in a variety of ways, reflecting the capacity and needs of local stakeholders involved with each project. Some cooperators, such as Alabama's Department of Agriculture, directly purchased food from producers in the state, then partnered with organizations in state such as Tuskegee University for the processing and distribution of food products to their distribution sites.

In other cases, cooperators such as Wisconsin's Department of Agriculture, Trade, and Consumer Protection, leaned on existing local food networks established by organizations including the Wisconsin Food Hub Cooperative to handle procurement as well as processing and distribution to statewide emergency food providers. Still others, such as Oregon's Department of Human Services, partnered directly with Oregon Food Bank and their network of emergency feeding organizations to coordinate the entirety of their procurement, processing and distribution plans directly.

In November 2022, [USDA announced a forthcoming RFA](#) for the Local Food Purchase Assistance Cooperative Agreement Program Plus (LFPA Plus), as an extension of LFPA, with the [RFA](#) formally released in March 2023.

LFPA Plus allowed recipients who received an LFPA award to add LFPA Plus funds to their existing cooperative agreements. Eligible recipients that had not received an LFPA award were able to establish new LFPA Plus only agreements. As with LFPA, LFPA Plus also aimed to support local producers through the purchase of local food and to distribute that food to communities in need. Awards were made on a rolling basis beginning in June 2023.

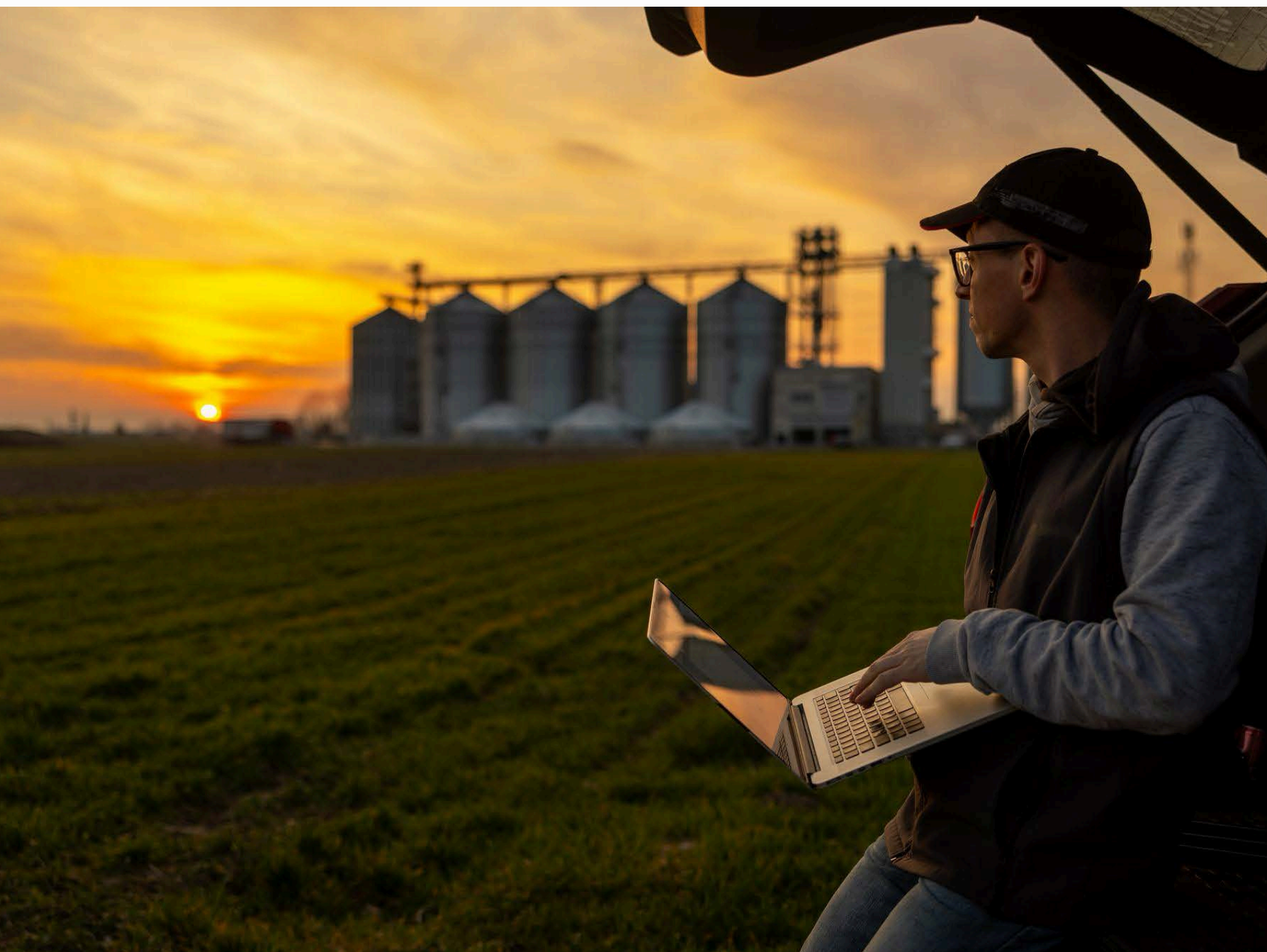
The requirements for implementing LFPA Plus were largely the same as LFPA in that the program requirements for domestic, local and regional purchasing are the same as LFPA, and the USDA AMS Terms and Conditions in conjunction with the Uniform Administrative Requirements at 2 CFR Part 200 were still applicable.

The legislative authority funding for LFPA Plus agreements differed though. These funds were authorized under Section 5(c) of the Commodity Credit Corporation Charter (CCC) Act (15 USC 714c(c)). CCC funds can only be used for the purchase of food, and those foods must be unprocessed or minimally processed, which created a new requirement for LFPA Plus agreements. Administrative costs, supplies, etc., were not allowable under CCC funds.

For recipients that already had an LFPA agreement and subsequently received an LFPA Plus award, the LFPA Plus CCC funds were added to the existing LFPA agreement and the programs were administered concurrently.

As a result, for recipients that received awards under both programs, the implementation of the programs is similar. due to the timeframe considered for analysis here, however, only projects that initially received an LFPA award were included.

In March 2025, USDA announced that LFPA would not receive new funding beyond existing cooperative agreements. The last LFPA agreements are scheduled to close in December 2026. Despite its closing, LFPA reflects a significant federal effort to integrate local food system development with nutrition assistance and offers lessons for future initiatives.



Methodology

PROJECT GOALS

The objectives of the Local Food Purchase Assistance Program are aligned with USDA-Agricultural Marketing Service Commodity Procurement's mission of facilitating strategic procurement, transport, and distribution of U.S. agricultural products.

The aim of this study was to provide a comprehensive examination of the design, structure, network relationships, and implementation strategies of the LFPA program, with a specific consideration of tribal governments.

This includes identifying common challenges and successful practices in federally-facilitated investments in long-term local food system resilience. In addition, this study considers the economic and non-economic impacts, along with the regional capacity and support of regional markets in reducing the distance between producers and consumers, and aiding in the expansion of access to healthy foods in rural, remote, and underserved communities.

LFPA demonstrated the potential for a federal program to integrate local food system development with nutrition assistance. Although USDA announced in early 2025 that the program will not receive new funding, this research offers insights for future initiatives seeking to achieve similar programmatic goals of strengthening local food and agricultural supply chain resilience.

Specifically, this project had four goals:

01

Analyze and characterize the structure and implementation of LFPA Cooperator agreements among state and tribal governments.

02

Characterize the economic and non-economic impacts of LFPA agreements relative to the anticipated deliverables of LFPA cooperators.

03

Identify common challenges faced by cooperators and subawardees, best/replicable practices and ongoing areas of need to address those challenges and sustainably strengthen and expand mid-tier value chains in local and regional food systems.

04

Provide a publicly available report on the impact LFPA had on farm to food assistance and local and regional food procurement that will aid USDA, state cooperators, and other industry stakeholders, in understanding this investment and consideration of future investments in similar programs.

DATA SOURCES AND REPORTING INDICATORS

We examined the implementation of LFPA projects from June 2022 – December 2024.¹ This report draws from a mix of qualitative and quantitative data sources provided by state and tribal governments related to the execution and performance of LFPA projects, including:

- 1. LFPA approved project plans
- 2. Procurement and distribution records
- 3. Performance reports

Each state, territory, and tribal government was required to submit an application to receive LFPA funds. At a minimum, the application had to include information detailing the lead organization (for state applications, this would be an individual department, such as a Department of Agriculture), a summary of planned activities, typically inclusive of potential partners/subawardees, budget, a reporting and evaluation strategy, and projected outcomes, including a set of pre-defined objectives provided by the USDA. These pre-defined objectives are listed in **Table 1** (note that some indicators are not included in this table and are explained in further detail later in the report).

To assess progress towards indicators for Outcomes 1 and 2, each state, territory, or tribal government’s actual indicator for the reporting year (i.e., data from the annual report) was compared to the goal indicator as a percentage of total progress. For example, if a state set the indicator 1a goal as 100 farmers/producers and their actual indicator for the reporting year was 50 farmers/producers, then the state’s indicator progress would be 50%.

TABLE 1. LFPA PROGRAM OUTCOMES AND INDICATORS.

OUTCOME	INDICATOR
1. Provide an opportunity for states and tribes to strengthen their local and regional food system.	1a. Total number of farmers/producers who participated (Producers) 1c. Total dollars expended to purchase local and regional food (Purchases)
2. Establish and broaden partnerships with farmers/ producers and the food distribution community to ensure distribution of fresh and nutritious foods.	2a. Estimate of total dollars to be expended (Expenditures) 2c. Estimate of the number of locations distributing food (Distributions)
3. Post-project outcomes: continuation of partnerships after the conclusion of LFPA.	3a1. Percent of new marketing opportunities established by purchasing from local and regional farmers/producers 3a2. (of total in 3a1) What percent will likely be sustained after funding ends
4. Unique outcome for your project.	4a. Initiatives are strongly encouraged to add Indicator(s) based on relevant initiative efforts

¹Note that as of December 2024, only two of the LFPA projects had closed out. Further, several projects only began in Q4 2024. As a result, this report should not be understood as a complete recounting of the impact of LFPA, but rather as a ‘snapshot’ of the program.

DATA SOURCES AND REPORTING INDICATORS

Under the agreement terms, LFPA awardees were required to submit quarterly performance reports detailing purchases and distributions as well as annual and final reports. In their quarterly reports, cooperators were required, at a minimum, to provide a narrative detailing their activities during the previous quarter, any deviations they made from their original proposal, difficulties they encountered, solutions that they devised to address those difficulties, and their planned activities for the following quarter. In addition to this narrative report, cooperators were required to provide a spreadsheet summary of the food purchases and distributions made that quarter.

For purchases, the following information was required:

- Participant type: whether the recipient was a state agency or tribal government
- Purchase quarter
- Vendor name (farmer, distributor, food hub, etc.)
- Name of producer who sold food to the vendor
- Purchase city
- Purchase state
- Purchase zip code
- Dollar value of the purchased product
- Product type (e.g. produce, meat)
- Additional Comments

For distributions, the following information was reported:

- Participant type
- Distribution quarter
- Organization distributing food
- Organization receiving food
- Value of food distributed
- Tribal region (if applicable)
- Distribution city
- Distribution state
- Distribution county
- Distribution zip code
- Additional comments

A photograph of a man wearing a hat and a plaid shirt, walking through a grassy field. He is holding a bundle of hay. Several cows are visible in the field, some looking towards the camera. In the background, there are large trees and a fence line under a clear sky.

In their annual reports, cooperators were required to provide a narrative summarizing their progress from the previous year, specifically including their progress towards the outcomes detailed in their proposal.

QUANTITATIVE ANALYSIS OF LFPA PERFORMANCE AND IMPACT

The quantitative analysis presented in this report includes two components:

1. Summary of cooperator progress towards their stated objectives
2. Summary and characterization of LFPA purchases and distributions

For our analysis of cooperator progress towards their objectives, we considered cooperator performance towards objectives 1a, 1c, 2a, and 2c. The project research team chose to focus on indicators 1 and 2 due to the robustness of the data, and the qualitative and quantitative outcomes of these indicators across annual, progress, purchase, and distribution reports for both state and tribal government reporting. In addition, indicator 3 relies on an assessment of post-project sustainability, which did not fit the timeline that was assessed for this project. Indicator 4 varies across states, removing the possibility of aggregating the outcome for analysis here.

As a baseline, we pulled the proposed targets for each objective from the approved project plans for each LFPA project. From here, the annual reports for each year were reviewed to collect data on outcome and indicator progress for each program year. In some instances, the annual reports also included updates to the outcome and indicator goals due to additional funding from LFPA+, raising ambition (e.g., making indicator goal higher), or right-sizing goals (e.g., making indicator goal smaller). In these cases, updates were included and used to assess indicator progress going forward. In this report, we present indicator progress as the percentage of cooperators which met (or surpassed) their stated goals for indicators 1a, 1c, 2a, 2c, in each project year. Further, we split this analysis into separate categories for state/territorial government cooperators (n = 55) and tribal governments (n = 20). The research team at MSU conducted the analysis for state/territorial cooperators, and the Indigenous Food and Agriculture Initiative led the analysis for tribal governments. Projects that began after the start of this evaluation effort

were not included. In addition, as stated earlier, based on timing of the research (October 2023-March 2025), there were cooperator quarterly and annual research reports that were not available to researchers due primarily to timing of cooperator submissions and/or availability of data to researchers. In these instances, cooperators who did not have annual reports available for each project year at the time of analysis were removed from the analysis presented here. In the first reporting year, 2 states, 1 territory, and 2 tribes had report delays. In the second reporting year, 13 states, 3 territories, and 10 tribes had report delays.

Quantitative analysis of spending draws on quarterly Purchase and Distribution Reports submitted to USDA's Commodity Procurement Program by state and tribal awardees under LFPA between August 2022 and December 2024. This analysis was led by the research teams at MSU and Tuskegee University. Note that as of the time of this analysis, many LFPA projects remained under progress, with ending dates as late as December 2026. As such, while the analysis presented here provides useful insights into spending-related trends, it is not a complete reflection of the spending done by cooperators under LFPA.

Prior to analysis, administrative reporting inconsistencies in data entry were addressed through systematic cleaning and standardization. This ensured that records could be accurately aggregated and compared across multiple reporting periods. Following cleaning, purchase and distribution values were aggregated by year, jurisdiction (state agency or tribal government), and by smaller geographic units such as zip code. Purchase and distribution values were also normalized on a per capita basis using U.S. Census population estimates to allow comparison across places of different population sizes. For states, we used American Community Survey population estimates from 2024 (U.S. Census Bureau, 2024), and for territories, we used population totals from the 2020 Census (U.S. Census Bureau, 2021).

Quarterly reports included indicators identifying distribution locations as underserved (low income/low access). We augmented programmatic indicators with data from USDA's Economic Research Service's Food Access Research Atlas

(FARA, 2019) to identify the proportion of distributions reaching communities with both low income and low access to food. In this dataset, low income is defined as census tracts with a poverty rate of 20% or higher (or median family income at or below 80% of the area median), while low access is defined as tracts where a significant share of residents live more than 1 mile (urban) or 10 miles (rural) from the nearest supermarket.

Spatial analysis was conducted to identify and illustrate geographic patterns of implementation. State level data was aggregated into regions. Where data permitted, vendor purchase records were linked to the distributing organizations that delivered food, making it possible to trace and visualize the movement of food through LFPA.

QUALITATIVE ANALYSIS OF LFPA PROGRAMS

The qualitative analysis of the LFPA projects consisted of:

1. Summary and characterization of LFPA program structure
2. Analysis of common successes and challenges encountered by cooperators

To begin, the research teams at MSU and IFAI aggregated the information detailing individual LFPA projects provided by state and tribal governments into a spreadsheet characterizing common components of each approved project plan. To determine which elements of the approved project plan to include in the spreadsheet, the MSU and IFAI teams separately reviewed a subset of their allotted approved project plan drafting a preliminary set of indicators to track for the full set of approved project plans. Then, the two teams met to compare and coordinate their lists, identifying relevant indicators to track across the entire set of approved project plans, as well as specific indicators relevant to state or tribal government approved project plans.

To document and characterize the successes and challenges encountered by the cooperators during the LFPA projects, we performed thematic analysis on the written

portions of the annual and quarterly reports in years one and two, as well as the lessons learned and success stories submitted by the cooperators as part of their reporting. As with the approved project plans, the files were divided among the research teams, with MSU handling state and territorial cooperators, and IFAI handling tribal cooperators. The analysis of the documents associated with tribal cooperators was conducted with direct engagement and cooperation between IFAI and tribal governments. No details or names outside of the entities engaged with IFAI will be used in this report.

To conduct the thematic analysis, MSU first produced an initial codebook. This codebook was based on an extensive review of the literature to identify salient concepts linked to farm-to-institution programs and local food procurement. Additional concepts emerged through reflexive conversations between the project team and points of contact with USDA-AMS in the Transportation and Marketing Program and Commodity Procurement during the initial review of the approved project plans and throughout the process of obtaining and processing the data for analysis. From there, the project lead created a list of descriptive codes that included both concepts from the literature and our own initial reflections on the data. Two additional project team members reviewed the codebook and used it to code 10% of the data for validity of the codebook and intercoder reliability. After two cycles of these reflective and iterative steps, a full codebook was developed and used to code the remaining data. The files were coded and analyzed in MAXQDA software. The codes were then organized into themes during the analysis phase, which are reported below. These themes were formed using an inductive approach to expand our analysis (Saldaña, 2021:267). Representative coded segments were also extracted from the data using MAXQDA for presentation in this report. Summaries were written for each theme to understand trends, provide comparisons across cooperators, and for analytic discussion across research team members in the process of theorizing the data (Esposito & Evans-Winters, 2021).

Findings

National Summary of Spending and Distributions

Table 6 provides an overview of the dollar values of purchases and distributions made during the study period, 2022–2024. **During this time, the states, territories, and tribes used more than \$365 million of LFPA funding, purchasing food from more than 13,000 producers, aggregating food products through more than 2,600 vendors, and distributing food through more than 1,800 organizations.**

TABLE 6. NATIONAL OVERVIEW OF LFPA EXPENDITURES 2022 - 2024			
CATEGORY	STATES & TERRITORIES	TRIBES	TOTAL
Purchase Value	\$327,605,329	\$37,460,219	\$365,065,548
Total Number of Purchases	110,407	5,192	115,599
Total Number of Distributions	208,444	2,285	210,729
Unique Vendors*	1,685	918	2,603
Unique Producers**	11,427	1,615	13,042
Distributing Organizations	1,653	155	1,808
Receiving Organizations	31,667	333	32,000

*Unique Vendors represents the unique number of non-farm vendors supplying fresh and minimally processed foods through the state's LFPA programs which could represent a food hub or aggregator of local and regional foods. **Unique Producers represents the unique number of direct farm producers supplying minimally processed foods into LFPA state programs.

Table 7 illustrates annual LFPA spending from 2022–2024. Total LFPA purchases grew from \$6.3 million in 2022 to \$240.8 million in 2024. This increase in spending is in part a reflection of additional projects coming online across the study period. In the following sections, we also argue that the rapid ramp in spending is in part a reflection of the project gaining momentum as cooperators identified and addressed early setbacks in their efforts. This spending occurred in over 9,000 localities across nearly every state and territory, keeping hundreds of millions of dollars circulating locally.

TABLE 7. PURCHASE VALUE BY YEAR.				
YEAR	2022	2023	2024	TOTAL
Purchase Value	\$6,291,693	\$118,009,163	\$240,764,692	\$365,065,548

Tables 8 and 9 characterize how LFPA purchases were distributed among product types for state/territory and tribal cooperators, respectively. LFPA procurement patterns reveal how federal investment can support U.S. producers in meeting consumer demand across categories most exposed to imports such as produce and nuts, seeds and legumes (Economic Research Service, 2025). Purchases were concentrated in fresh produce (57% of state and territory purchases; 25.9% of tribal purchases) and meat and poultry (24.1% of state and territory purchases; 48.8% of tribal purchases).

TABLE 8. STATE AND TERRITORY GOVERNMENT LFPA SPENDING BY PRODUCT CATEGORY 2022-2024.		
PRODUCT	PURCHASE VALUE	% SHARE
Produce	\$186,735,038	57%
Meat & Poultry	\$78,952,884	24.1%
Dairy & Milk	\$18,345,898	5.6%
Eggs	\$14,742,240	4.5%
Bread & Grains	\$8,845,344	2.7%
Nuts, Seeds, & Legumes	\$7,207,317	2.2%
Fish & Seafood	\$6,879,712	2.1%
Snacks & Condiments	\$3,931,264	1.2%

PRODUCT	PURCHASE VALUE	% SHARE
Meat & Poultry	\$18,280,587	48.8%
Produce	\$9,702,220	25.9%
Fish & Seafood	\$3,820,942	10.2%
Snacks & Condiments	\$1,610,789	4.3%
Prepared Meals	\$1,078,886	2.8%
Beverages	\$824,125	2.2%
Dairy & Milk	\$749,204	2%
Bread & Grains	\$599,634	1.6%

Tribal governments placed greater emphasis on protein supply chains, with nearly half of purchases in meat and poultry, including traditional protein sources such as bison and deer, and 10 percent in fish and seafood.

REGIONAL SPENDING SUMMARY AND TRENDS

Reflective of the emphasis on local food procurement, regional analysis of food purchases revealed variation in the spending behavior of cooperators across the country. **For the purposes of this analysis, states were organized into regions as defined within the USDA's Regional Food Business Center Program (RFBC), illustrated in Figure 3.²** Regional analysis was underway prior to the termination of the RFBC program in July 2025.

FIGURE 3. REGIONAL FOOD BUSINESS CENTER REGIONS

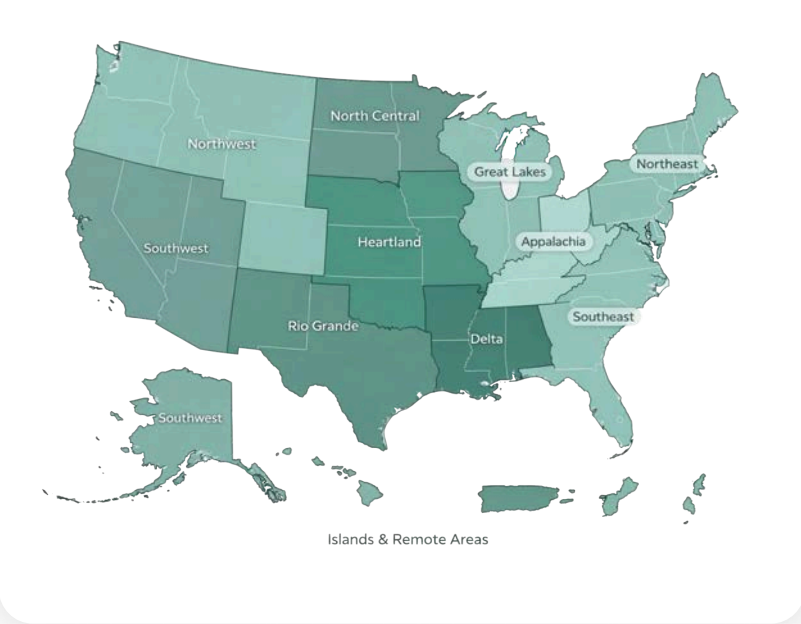


Table 10 provides a regional overview of spending between 2022-2024, while figure 4 illustrates per capita LFPA spending across the regions. The Delta region achieved the highest per-capita investment (\$1,780 per 1,000 residents), while the Northeast achieved the broadest reach, connecting 2,763 producers and 10,711 receiving organizations across complex urban–rural corridors.

²These regions were chosen due to the synergies in the areas of focus of both the RFBC and the LFPA. The RFBC was terminated in July 2025; however, this occurred after the study period, and as such, the regional definitions were left unchanged for this report.

TABLE 10. REGIONAL OVERVIEW-TOTAL-2022-2024.

REGION	PURCHASE VALUE	# OF PURCHASES	# OF DISTRIBUTIONS	UNIQUE VENDORS	UNIQUE PRODUCERS	# OF ORGS DISTRIBUTING FOOD	# OF ORGS RECEIVING FOOD
Islands & Remote Areas	8,000,002	2,418	923	280	559	260	285
Northwest	22,693,316	5,796	7,916	392	1,652	329	2,414
Southwest	27,100,455	6,254	6,431	183	1,585	106	1,821
Rio Grande	55,403,390	3,706	18,934	40	311	64	5,213
North Central	12,779,948	2,644	3,707	284	568	60	743
Heartland	25,790,193	27,969	33,591	248	1,102	134	2,366
Great Lakes	38,411,031	7,547	7,373	413	1,602	235	3,172
Appalachia	36,657,338	9,290	7,381	256	1,028	29	1,560
Southeast	44,346,005	17,746	14,151	161	1,615	300	3,304
Delta	28,094,736	3,645	8,163	123	390	50	1,004
Northeast	65,789,133	28,584	102,159	294	2,763	267	10,711

FIGURE 4. REGIONAL PURCHASE VALUE PER 1K CAPITA MAP SHOWING INTENSITY VARIATION.

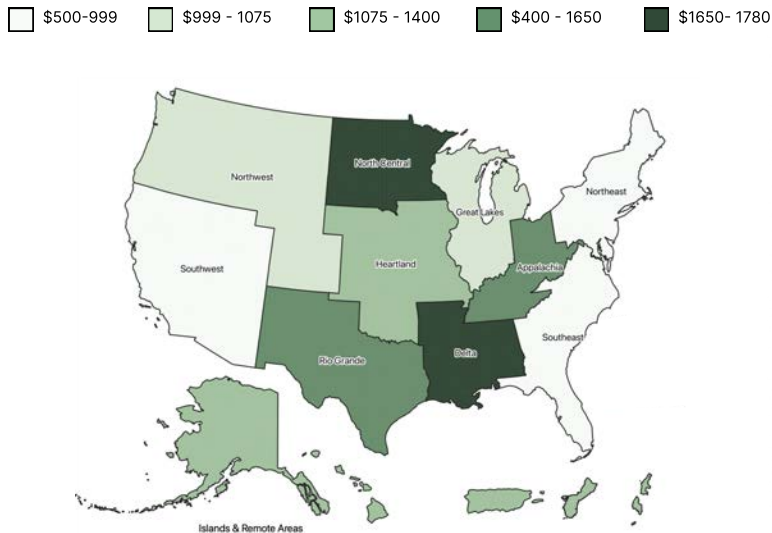
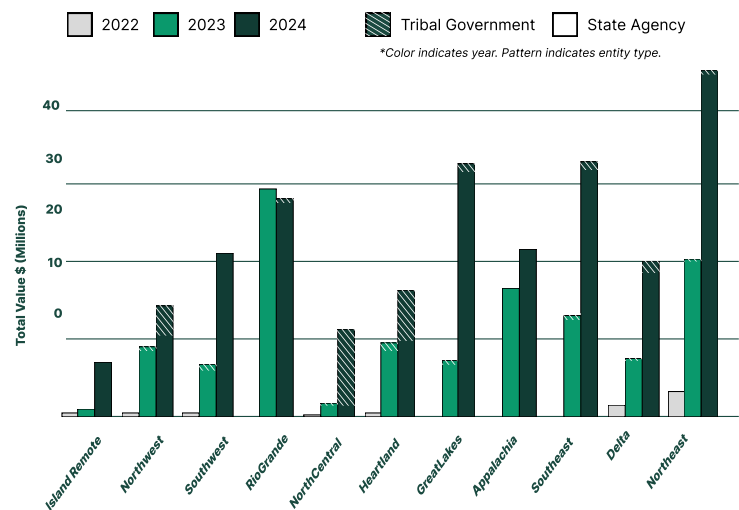


Figure 5 illustrates annual spending between 2022–2024 by region and cooperator type. As with the national trends, spending across the regions increased each year. The exception to this was the Rio Grande region, which had roughly even spending in 2023 and 2024.

FIGURE 5. REGIONAL PURCHASES BY STATE/TERRITORIAL COOPERATORS AND TRIBAL GOVERNMENTS BY PROGRAM YEAR 2022-2024.



Regional and state-level spending patterns across categories reveal significant variance in the food products cooperators prioritized.³ Among state and territory cooperators, most aligned with the national trends of having the highest spending levels on produce.

³A complete list of regional and cooperator-level spending by food categories can be found in the Appendix.

However, two regions diverged from this pattern, reflected in Tables 11 and 12. Both the Rio Grande and North Central regions’ top spending category was meat and poultry, with produce as the second highest spending category.

TABLE 11. LFPA SPENDING BY PRODUCT TYPE FOR STATE AND TERRITORY GOVERNMENT COOPERATORS, RIO GRANDE REGION.			
REGION	PRODUCT CATEGORY	SPENDING TOTAL	% OF TOTAL SPEND
Rio Grande	Meat & Poultry	\$21,722,819	39.5%
	Produce	\$17,609,644	32%
	Bread & Grains	\$5,636,857	10.2%
	Nuts, Seeds, &	\$4,739,850	8.6%
	Legumes	\$2,862,648	5.2%
	Eggs		

TABLE 12. LFPA SPENDING BY PRODUCT TYPE FOR STATE AND TERRITORY GOVERNMENT COOPERATORS, NORTH CENTRAL REGION.			
REGION	PRODUCT CATEGORY	SPENDING TOTAL	% OF TOTAL SPEND
North Central	Meat & Poultry	\$1,414,679	47.6%
	Produce	\$967,189	32.5%
	Dairy & Milk	\$391,397	13.2%
	Bread & Grains	\$71,757	2.4%
	Eggs	\$62,759	2.1%

Within these two regions, a closer look at state-level spending reveals that this spending pattern is primarily driven by Texas in the Rio Grande region, and the Dakotas in the North Central region. Texas spent 39.7% of their food spending on meat and poultry, while North Dakota spent 71.2% on meat and poultry, the top spending category for both states. South Dakota spent 32.5% of their food purchases on meat and poultry, nearly identical to their spending on produce at 32.6%. This spending is likely in part a reflection of each state’s relative strengths in beef and/or bison production, as each state ranks in the top ten in production in at least one of the two categories (USDA, 2025).

While the remaining regions largely followed the national spending patterns, further investigation of regional and state-level spending revealed other instances of cooperators potentially leaning into local and regional agricultural strengths within their programs.

Examples include:

- **Alaska emphasized seafood** (27.4% of total purchase value for state agencies), taking advantage of regional fisheries.
- **California concentrated on produce** (97% of state purchases), supporting one of the nation’s largest agricultural sectors.
- **Texas, the nation's largest beef producer**, spent its LFPA funding most heavily on meat (39.7%).

A similar investigation of regional spending trends among tribal government cooperators similarly illuminated pockets of specializations among LFPA projects. **One such example is the Islands & Remote Areas region, summarized in Table 13.**

TABLE 13. SPENDING BY PRODUCT TYPE FOR TRIBAL GOVERNMENT COOPERATORS, ISLANDS & REMOTE AREAS REGION			
REGION	PRODUCT CATEGORY	SPENDING TOTAL	% OF TOTAL SPEND
Islands & Remote	Fish & Seafood	\$2,408,517	54.6%
	Meat & Poultry	\$1,514,839	34.4%
	Produce	\$459,960	10.45
	Eggs	\$15,145	0.35
	Snacks & Condiments	\$5,770	0.1%

As with the states, the standout in this region were tribes in Alaska, where 54.6% of LFPA food spending went to fish and seafood, again taking advantage of local fisheries.

Other notable results among tribal government cooperators include:

- **57.7% spending on hot prepared meals** in tribal LFPA spending in Connecticut, reflective of a programmatic focus on delivering pre-made meals to tribal elders in the state.
- **In two other coastal states, Washington and Louisiana**, tribes collectively spent more on fish and seafood than on other meat and poultry. In addition to Alaska, these are the only three states where tribal spending on fish and seafood exceeded spending on meat and poultry.

CORE CHALLENGES IN PROGRAM IMPLEMENTATION

In their reporting, cooperators frequently discussed encountering numerous challenges during the first year of their programs, which inhibited spending during that year. However, as cooperators developed solutions to those challenges, they often experienced rapid and significant growth in their spending and distribution of food products during their second year, also resulting in several other beneficial outcomes for producers and consumers alike. This is reflected in part by the evolution of LFPA spending illustrated in Table 7, though it is important to note that the increase in spending across 2022-2024 is also in part a result of additional projects coming online over time. In this section we discuss nine commonly identified challenges that cooperators faced during their projects, with a particular focus on the challenges which emerged as cooperators sought to initiate their projects in the first year.

CHALLENGE 1: LEGISLATIVE APPROVALS

In the early phases of their projects, many cooperators referenced administrative challenges appropriating the funds allocated to them. One issue specific to state cooperators was obtaining state legislative approval to begin spending their funds. Since LFPA funding was provided through the American Rescue Plan Act, in several cases appropriating the funds for individual awards required additional approval from state legislatures, even after the agreements received approval via the USDA. In several instances, cooperators reported delays in the state-level approval process, which pushed these projects past their proposed start date, occasionally leading to further delays with the rest of the workplan.

“[We] had a delay in contracting with our Subaward partner due to necessary actions needed by state officials since the LFPA funding was through the American Rescue Plan Act. Additional approvals that were needed in-state pushed back our contracting timeline approximately a month, therefore delaying the start of project deliverables.”

CHALLENGES SUMMARY

- **CHALLENGE 1:** LEGISLATIVE APPROVALS
- **CHALLENGE 2:** PRICE NEGOTIATIONS WITH PRODUCERS AND VENDORS
- **CHALLENGE 3:** STAFF TURNOVER AND KNOWLEDGE TRANSFER
- **CHALLENGE 4:** RECRUITING VENDORS AND PRODUCERS INTO THE LFPA CHANNEL
- **CHALLENGE 5:** MEETING LOCAL FOOD SAFETY REQUIREMENTS
- **CHALLENGE 6:** LOGISTICS OF FOOD PROCUREMENT AND DISTRIBUTION
- **CHALLENGE 7:** PROJECT ADMINISTRATION
- **CHALLENGE 8:** EXOGENOUS SHOCKS OR FOOD SYSTEM DISRUPTIONS

CHALLENGE 2: CONTRACT AND PRICE NEGOTIATIONS WITH PRODUCERS AND VENDORS.

A less frequent but significant challenge for some cooperators and subawardees was determining a fair price with the producers for their food. Many LFPA projects favored direct, individual negotiations with producers, which resulted in significant variance in the prices quoted by producers within a given state.

As a result, cooperators and subawardees reported two distinct challenges related to prices in their reporting:

1. Uncertainty about what constituted 'fair value' for the product in question
2. Difficulty agreeing on a price with individual producers

In the first case, cooperators were able to find reference price points for the products in question, such as direct market research or other similar resources from neighboring states which had more detailed pricing information. In the second, negotiations would frequently take several rounds of back and forth offers before a contract could be finalized. In some instances, cooperators noted being unable to establish contracts with individual producers due to difficulties determining a price, which resulted in both parties walking away without a contract.

Other cooperators noted difficulties in establishing contracts but did not list a specific cause for the delay. In total, 24 out of 52 state/territory cooperators explicitly cited an issue with executing contracts as a cause for a delay in their project. These experiences reflect a common challenge associated with establishing local food systems documented in the academic literature (Harris et al., 2012). Building local food systems requires a different knowledge and skill set than that associated with established, often globalized supply chains. Producers and regional aggregators and processors must be competent in establishing contracts and other legal skills often left to specialists in larger businesses. Similarly, administrators working within government departments and related institutions must adapt to working with individuals and organizations with less capacity to efficiently develop proposals and establish contracts.

In short, while the specific manifestations of these difficulties varied across cooperators, their relative ubiquity and the existing literature suggests that cooperators generally did not allocate enough time to establish purchasing agreements with their partners, leading to widespread delays.

CHALLENGE 3: STAFF TURNOVER AND KNOWLEDGE TRANSFER

The administrative challenges presented here were compounded in several cases by staff turnover or shortages among the lead agencies for the agreements. Given that several cooperators did not anticipate the resources needed to formally establish contracts with their subawardees and producers, this led to existing staff being pushed beyond capacity, resulting in (or exacerbating) delays. In several instances, high-leverage tasks such as contract negotiations and finalization were the responsibility of a single employee or administrator. When those individuals left their roles, it created an immediate lack of capacity to take on the work needed to advance the projects.

“[Cooperator] experienced delays in contract development and execution of the program due to staffing needs. Upon hiring the Procurement Specialist and Grants Specialist, [we were] able to make quick progress in finalizing, releasing, and signing the first contract and award.”

Additionally, given the intimate role that the departing individuals played in the development of the project, replacing them with another person able to immediately fill all the responsibilities associated with LFPA agreements proved particularly difficult. These challenges mirror those found across the literature on local food systems discussing the importance and precarity of having institutional ‘champions’ who can lead the advancement of local food procurement (Bagdonis et al., 2009; Buckley et al., 2013).

While these champions are often vital to the success of such initiatives due to their enthusiasm and skillset, hinging these significant efforts on an individual also creates the potential for significant loss should that champion leave their role, leading scholars to argue for building redundancy in staffing by empowering multiple individuals in implementing local food procurement plans when feasible (Warsaw et al., 2021).

“There has been a delay in the subaward set up...Currently our Research Administration Services, who process sub awards, is understaffed and has a backlog of tasks to perform. [We] interviewed candidates for the Program Manager position, however, the candidate pool either lacked the experience required or was not a good fit. Other staffing strategies are currently being considered with the goal of fulfilling all immediate staffing needs within the next quarter.”

CHALLENGE 4: RECRUITING VENDORS AND PRODUCERS INTO THE LFPA CHANNEL

Cooperators also reported early challenges effectively recruiting producers and vendors in their programs.

Broadly, these challenges can be grouped into the following categories:

1. Recruiting vendors and producers with adequate capacity to serve project goals
2. Difficulties navigating the application process for vendors (distributors, aggregators, food hubs), and individual producers
3. Recruiting targeted producer and vendor populations into the program

Multiple cooperators stated that vendors lacked the capacity to meet the reporting requirements necessary to apply and successfully participate in their programs. As an example, one state, when discussing their challenges with getting food banks to apply to act as vendors, described the challenges food banks had developing a budget that aligned with the requirements of the application.

“One of the goals from the listening sessions and the advisory planning committee was to keep the application process very simple. Due to the nature of developing state contracts and awarding funds, this process was still viewed as complex. The process was kept as simple as possible, but it still required several steps to complete the application. Most applicants were able to navigate the application process, but difficulties were encountered with the submitted budgets. Due to the state fiscal year vs, the entire project – grantees needed to provide additional clarification on the award amount for the designated periods.”

Individual producers had similar difficulties when applying to participate in their state or tribal LFPA program. All entities needed to apply to participate in their state, territory, or tribal LFPA program, including not only subawardees, but vendors and producers as well. In some cases, producers already had working relationships with their local food banks and other aggregators, and did not understand the need to apply to be a producer via the LFPA program in order to receive compensation.

“One issue [a subawardee] has run into, is educating the farmers on the process. One farmer called and demanded that they buy from him because he knew they had the money from the grant. He also requested that they reimburse him for the “donations” he made to the food bank in months past, with grant funds. After a calm conversation with him about their company process, our partner was able to bring the farmer to an understanding about the grant itself and about their company procedures.”

A final recruiting challenge mentioned by several state and tribal cooperators was identifying vendor and producer populations specifically targeted [in LFPA approved project plans] by each cooperator. While not a requirement of the LFPA program, nearly all cooperators dedicated additional resources to recruiting specific populations within their state that have been historically underrepresented among producers selling through farm-to-food assistance.

Cooperators reported several challenges in their efforts to encourage these producers to participate:

1. Lack of trust between producers and the USDA
2. Producers not willing to share personal or demographic information with state agencies to apply to be an LFPA vendor.
3. Producer’s lack of knowledge and understanding of USDA expectations for the LFPA Program

CHALLENGE 5: MEETING LOCAL FOOD SAFETY REQUIREMENTS

Another limiting factor for producers seeking to participate in LFPA was the legal and commercial requirements for food retail. While LFPA did not define any food safety requirements, subawardees providing food through individual LFPA projects were required to comply with local food safety laws. In many states, there are fewer regulations placed on retail in farmers markets,

the primary market channel for many small-scale producers, than in institutional or retail markets. In institutional market channels, for example, producers may be required to purchase liability coverage as protection against foodborne illness risks. As some cooperators noted, complying with these safety and certification requirements is a costly process, placing pressure on producers to bring on more staff or dedicate time to regulation compliance, both of which add costs for producers.

“While most [producers] were approved, there were more we anticipated who do not yet meet [food safety] standards. [We] worked with food hub partners and the farmer applicants to put in place the policies and procedures necessary to remove the barrier for participation, which is requiring a higher volume of technical assistance than anticipated at this stage in the project.”

In addition to challenges complying with local food safety regulations, a lack of supply chain infrastructure was also a challenge for many farmers seeking to sell via LFPA. This was particularly true for smaller farms, which often lacked the production scaling and infrastructure, such as cold storage, distribution trucks, skilled staff or packaging capabilities, to reliably meet the needs of the institutions buying their products.

“Additionally, it has been tough for some of our subawardees to establish new purchasing relationships with producers...who also have the product availability (production volumes, storage/transportation capacity) to meet the distribution needs of the project. As a result, we have multiple sub-awardees who may be purchasing from the same farm, as that farm is able to meet demand (quantity, regularity, delivery needs).”

CHALLENGE 6: LOGISTICS OF FOOD PROCUREMENT AND DISTRIBUTION

As the cooperators ramped up their purchasing in the first year of their projects, many encountered their own issues related to the logistics and infrastructure of aggregating and distributing food from local producers, which hampered their spending and contributed to lower rates of projects hitting their first-year goals. One direct consequence of the initial delays in contracting and recruiting was limited seasonal planning with farmers for the 2023 growing season. Many LFPA projects began during the late summer or fall of 2022, timing which corresponded with when farmers begin to plan the crops they will produce for the next growing season. With contractual delays pushing back the functional start of many programs, the result was that producers had already planned their crops for the season once they began to engage with LFPA projects, leading to numerous situations where cooperators were unable to procure the amount of food they planned during the first year of the project.

Institutional buyers, particularly those new to local food procurement, also faced infrastructure barriers parallel to those faced by producers. Compared to purchasing from large food distribution companies which could supply both large quantities of food and food products with minimal refrigeration needs (e.g. canned products, pre-packaged meals, etc.), buying fresh produce from local producers required greater storage capacity and logistical sophistication to avoid spoilage. Several cooperators noted coming to this realization, and the associated challenges with adjusting to this new distribution channel.

“This delay prevented [us] from reaching agreements with farmers before spring crop planting, and thus, farmers could not commit acreage to the LFPA program. [We were] only able to obtain excess or uncommitted products from their farmer base.”

“It did take time to make connections to the producers and locations to start... In [our state], our production season for a variety of products depends on the season of the year. Planning to grow or produce more products does take planning and may not be reflected until the following season. Moving forward we have made more contacts with producers and are confident that next year’s report will meet and achieve the goals we have set.”

“Almost all sub-awardees have shared that while getting funding to purchase local food is great, LFPA does increase the demand on their limited administrative and storage capacity. A lack of cold storage has been an often-cited barrier by sub-awardees due to the current restrictions of what can be reimbursed by LFPA funds. Both of the Community Outlets onboarded in this quarter faced challenges, as they are accustomed to sourcing from large-scale distributors to accommodate the large product volumes required for each order. The Council has observed that smaller scale farmers may have challenges in fulfilling order volumes and aggregation across multiple farms is critical to meet demands of Community Outlets.”

These problems were compounded in rural areas, where several cooperators reported struggling with purchasing and distributing food in remote areas of their states due to limited transportation networks in addition to the aforementioned storage and processing barriers.

CHALLENGE 7: PROJECT ADMINISTRATION

Cooperators also faced additional administrative challenges as the year progressed. The most commonly reported difficulties were with recordkeeping and other financial administrative tasks on the part of subcontractors, vendors, or producers. This was amplified by other challenges that the cooperators were facing, such as limited staff capacity, delayed start times, and difficulty recruiting producers into their programs.

“Some of our sub-awardees continued to express challenges associated with the administrative burden associated with the reporting and reimbursement requirements of the USDA and the state. The challenges around meeting reporting and eligibility requirements and doing so on time have been further compounded by a need for more institutional capacity at the organizational level of the sub-awardees, including changes in staffing that resulted in knowledge loss.”

Cooperators also reported their own challenges navigating federal reporting requirements, including requesting reimbursement through EZFed grants, a federal grants management platform, and filing regular progress reports. This occasionally resulted in delayed reimbursement for producers, or stress for program administrators.

CHALLENGE 8: EXOGENOUS SHOCKS OR FOOD SYSTEM DISRUPTIONS

Finally, a small number of cooperators dealt with exogenous shocks to the local food system during the first year of their projects. These included (but were not limited to) natural disasters such as hurricanes or typhoons, unseasonably cold periods during growing seasons, or the ongoing outbreak of bird flu on farms during 2023 and 2024. These events directly reduced the supply of food available, diminishing the capacity of cooperators to focus on procurement efforts, or both. In the case of disrupted supply, given the focus of LFPA funds on local procurement, states facing these conditions could not pivot to spending those funds on food from other states, resulting in lower purchases and distributions than planned.

OVERCOMING CHALLENGES

Reflective of the significant investments made during the first year of the LFPA, cooperators reported significant growth in food purchases and distributions in their second project year. Several of the structural challenges from the initial months of the program, such as administrative and contractual delays, were one-time problems and thus solved once the projects picked up. This section discusses the strategies that cooperators used to specifically address the challenges described in the previous section.

RESPONSE 1: DEDICATED COORDINATION EFFORTS AMONG LOCAL FOOD STAKEHOLDERS

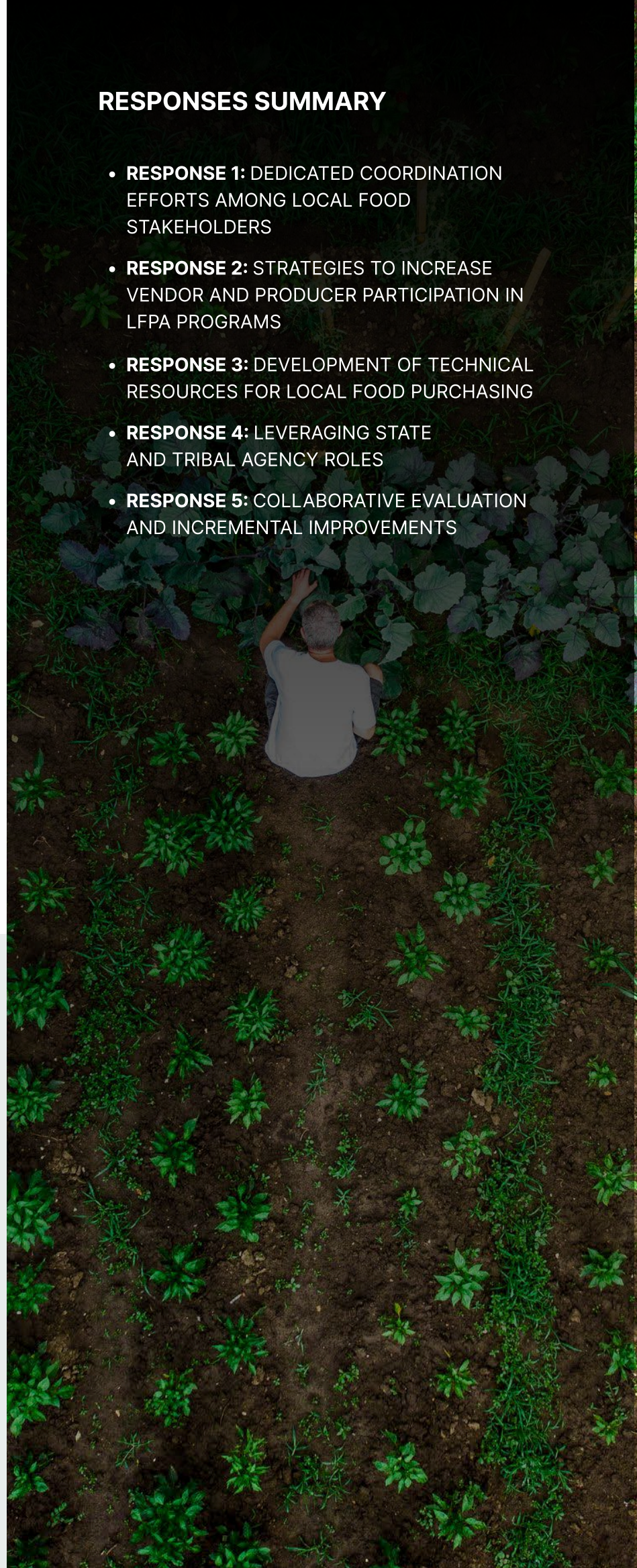
In their reporting, cooperators shared highly varied strategies for managing smaller or new producers and vendors with limited capacity to distribute their products. In some cases, cooperators sought greater levels of centralization, having a single subawardee or aggregator act as a 'hub' for either purchase or distribution to ease cost barriers for smaller and rural producers or vendors. In other cases, cooperators found decentralizing a more valuable approach, instead encouraging 'pockets' of producers serving a more local subawardee (distributor) directly.

The details of these efforts relied on a number of factors in place at the time of the LFPA award for each state or tribal government, such as:

1. The geographic distribution of the subawardees (distributors) relative to producers
2. The economic and logistical challenges for all parties from LFPA cooperator to the receiving community
3. The existing farm-to-food assistance infrastructure, to support the LFPA program [i.e., existing purchase and distribution channels through aggregators, food hubs, distributors and food banks including mid-tier infrastructure of cold storage, refrigerated trucks, storage facilities, and personnel capacity]

RESPONSES SUMMARY

- **RESPONSE 1:** DEDICATED COORDINATION EFFORTS AMONG LOCAL FOOD STAKEHOLDERS
- **RESPONSE 2:** STRATEGIES TO INCREASE VENDOR AND PRODUCER PARTICIPATION IN LFPA PROGRAMS
- **RESPONSE 3:** DEVELOPMENT OF TECHNICAL RESOURCES FOR LOCAL FOOD PURCHASING
- **RESPONSE 4:** LEVERAGING STATE AND TRIBAL AGENCY ROLES
- **RESPONSE 5:** COLLABORATIVE EVALUATION AND INCREMENTAL IMPROVEMENTS



RESPONSE 2: STRATEGIES TO INCREASE VENDOR AND PRODUCER PARTICIPATION IN LFPA PROGRAMS

To address initial challenges recruiting prospective producers and vendors, several states took proactive steps to engage with their farming communities.

These strategies included:

- Attending producer, industry, and other related events (e.g. public health conferences)
- Engaging directly with statewide producer organizations
- Hosting virtual technical assistance calls and webinars for prospective producers
- Hiring LFPA program managers or other staff dedicated to outreach and engagement
- Creating and/or disseminating databases with producer contact information to subawardees
- Encouraging farmer-to-farmer outreach and word-of-mouth advertising about LFPA
- Partnering with land grant institutions and extension offices for outreach
- Farm visits with prospective producers

To ensure success, cooperators often layered multiple strategies to reach the widest audience possible. In several cases, state cooperators and tribal governments played a vital role as organizations large enough to effectively develop, aggregate, and/or distribute resources such as producer and vendor listservs. This aligns with previous research suggesting the importance of governmental agencies as a key component to build local food systems by coordinating localized supply chains which can be dispersed and disconnected (see, for instance, Fagundes et al., 2022).

Further, reflecting the structural roadblocks with the timing of the start of LFPA programs and farmers seasonal planning, several state and tribal cooperators also noted taking these steps in the spring and early summer months of 2023 to ensure that farmers could adequately plan their crops for 2024 to be able to successfully participate in LFPA.

As a result of these efforts, cooperators saw significant improvement in recruitment. The number of cooperators reporting success in reaching their target recruitment numbers increased in year two compared to year one. Included in this success was a similar ramp up in success recruiting producers from priority populations (indicator 1a).

CASE STUDY BREAKOUT: MONACAN INDIAN NATION

The following case study shows how several strategies from this section were used in a tribal LFPA project to address common challenges cooperators faced during LFPA implementation).

Approved project plan summary:

The Monacan Indian Nation (MIN) Walut Pí:se “Food is Good” Project, located in Virginia aimed to assist and support local farmers and vendors while providing good, healthy local foods to tribal citizens and the community.

Initially, the MIN identified 19 local vendors or distributors and made efforts in developing partnerships with them. While the primary goal of the program was to provide healthy, local foods to its tribal citizens, the MIN understood the potential for their program to have a broader impact, both on vendors, as well as non-tribal citizens.

The MIN's initial objectives were:

- By the end of month 24, create partnerships with at least 19 local and socially disadvantaged food distributors to purchase foods for distribution and to help build and expand economic opportunities
- By the end of month 24, distribute 1,300 safe, healthy, and locally-produced meals and food items per month to the underserved Monacan Tribal citizens and community members
- By the end of month 24, host four gatherings of local producers and create three monitoring and evaluation tools to share the lessons learned, improve outcomes, and to foster sharing and adoption of promising best practices

In its annual report for the first year, MIN highlighted they provided meals to 2,886 families. Many of the meal items included locally sourced foods from more than 20 vendors. On a monthly average, MIN reported provision of quality food to 434 families and 1,124 individuals in its service area. Further, as part of its LFPA programming, it worked with existing local foodbanks to distribute food to as many low income and eligible recipients in the community as possible. Many Tribal LFPA programs reported challenges in locating enough vendors, or vendors with enough capacity, in their first years. Nearly half (46%) of American Indian/Alaskan Native farms have an annual MVS (market value surplus) of less than \$2.5K (Congressional Research Service, 2023) and Tribal lands are predominantly in rural areas (if not remote locales). MIN relied on a network of existing food and nutrition support organizations, such as Blue Ridge Area Food Bank's food finder app to connect with those in need.

Further, MIN tapped into its own internal network, securing direct support from a tribal citizen with a career in produce vending to locate and secure purchase agreements with vendors. MIN purchased \$247,000 from local and regional vendors in its first year. This success in its initial year is even more pronounced given that in one of its first quarterly reports, MIN listed one of its main challenges as "We have found it to be a bit difficult to make contact with the correct person or persons that run the small businesses we would like to purchase food from."

The MIN LFPA staff also utilized numerous public outreach and engagement strategies to raise awareness of their program. This included speaking engagements to supporting organizations like the local food bank network, but also through guest analysis surveys to ensure their services meet client's needs.

The Monacan Indian Nation's Walut Pí:se "Food is Good" Project stands as a compelling example of how Tribal-led initiatives under USDA can thrive when granted the flexibility to lead with local knowledge and priorities. By its design, LFPA empowered the nation to shape a program that reflected the situation on the ground. This included giving the tribe the ability to adjust and rapidly respond to realities on the ground to meet the program's overall goals. This autonomy enabled MIN to build strong partnerships with over 20 vendors, leverage internal expertise, and collaborate with regional food banks to deliver thousands of healthy, locally sourced meals. Crucially, the program's success was amplified by the tribe's robust public outreach efforts—sharing its story by engaging stakeholders through events, surveys, and strategic communication. The Monacan Indian Nation's approach demonstrates the power of local control, community buy-in and advancing food access and economic opportunity in rural America.

RESPONSE 3: DEVELOPMENT OF TECHNICAL RESOURCES FOR LOCAL FOOD PURCHASING

Cooperators also developed a range of technical support resources to assist producers and subawardees in navigating local food purchasing. In their project proposals, most cooperators stated their intentions to develop these tools, specifically anticipating the challenges that both producers and institutional buyers, especially food banks, might encounter in this process.

Common examples of such resources included:

- Virtual 'office hours' to support producers and subawardees navigating application and certification requirements
- Webinars dedicated to common questions and challenges for subawardees, including food safety regulations, pricing, and delivery
- Online toolkits detailing resources for farmers, institutions, and consumers related to local food systems
- Social media toolkits and other branded materials for stakeholders to raise awareness of the LFPA

As the LFPA project began, and cooperators started to experience headwinds in their work, they expanded or refined these resources to adapt to the specific needs of their states. A common approach discussed by multiple states was engaging in one-on-one troubleshooting with stakeholders, both in the form of virtual office hours, but also via direct face-to-face outreach:

"Program administrative staff met with LFPA distributors to provide one-on-one technical assistance (TA) support with goals to provide accountability and strengthen distributors' ability to work with subawardees. One positive outcome of this TA is increased communication between food banks and farmers as they work to understand each other's capacity and needs."

RESPONSE 4: LEVERAGING STATE AND TRIBAL AGENCY ROLES

The cooperators leveraged their roles as statewide departments or tribal governments to effectively centralize and coordinate resources that were being developed to ensure their distribution to the widest audience possible. At times, these were resources developed by the cooperator directly, and then distributed to participating farmers and institutions, such as one state's efforts to distribute a guide to wholesale marketing to all producers in their program:

"[E]ach producer approved to participate in the program [received] a quick start guide along with a resource about demystifying the wholesale market. Many of the producers approved to participate in the program are new to the wholesale market and the project manager has worked to promote educational opportunities about wholesale when available."

In other cases, the cooperators acted as a coordinator and aggregator of resources developed by their partners for distribution across their networks. For example, one cooperator utilized a listserv and directory of producers and community partners to serve as both a site to stimulate producer recruitment and engagement and as a site to share resources, events, and other information between the stakeholders involved in the project. In another example, a cooperator coordinated with their existing partners to create a community of practice to support emergency food organizations across the state with critical resources to address common challenges with local food procurement:

“[We] have taken steps to conduct listening sessions with SNAP-Ed providers, facilitating the creation of a community of practice composed of those nutrition educators working in food pantries. Through this community of practice SNAP-Ed providers will gain a better understanding of farm to community programing, fill gaps in service and help augment the procurement, distribution, and utilization of culturally relevant foods.”

“[We] launched a new portal for vendors that houses all the vendor resources (price and packaging guidelines, delivery terms, payment terms, etc.) so that the resources for this program can be accessed in a centralized location versus being sent as email attachments. This portal also allows producers to upload their product forecast sheets directly to [us], again streamlining the onboarding process to allow us to begin purchasing from vendors sooner.”



RESPONSE 5: COLLABORATIVE EVALUATION AND INCREMENTAL IMPROVEMENTS

The success of these interventions was in part the result of collaborative evaluation led by the cooperators to assess the areas of strength and those in need of improvement throughout the first year of the project. While many of the challenges that the cooperators discussed were apparent from the purchasing and distribution outcomes of the first year, the interventions to build and improve in the second year varied based on the individual strengths, needs, and resources of stakeholders (producers, subawardees/distributors, and cooperator) across each state. As a result, designing effective strategies required engaging with multiple perspectives to not only develop interventions, but then to iterate on them as necessary.

“[W]e were uniquely positioned...to connect to a supply of growers and distribution networks. Our biggest lessons learned have come from trying to design systems around existing programs. Designing tools that we think will work, only to go back to the drawing board once they are deployed. Finding systems that work for our partner sides, as well as our evaluation and program management needs, and most importantly, something that can be easily navigated by producers, is a constant learning process.”

“This offseason has provided time to grow and develop better practices; to celebrate the successes and reflect on the challenges of the first LFPA season; to survey farmers and participants; to train growers in best practices; to complete handshake agreements and build trust; to improve our overall programming; to ensure that next season we are ready to tackle any obstacles that come our way.”

Mirroring the variety of the interventions themselves, the evaluation strategies also varied across the cooperators.

These included:

- End of year/season surveys distributed to farmers and distributors
- Interviews and focus groups with key institutional stakeholders involved in each project
- Farmer listening tour
- Co-development of outreach strategies with subawardees
- Informal polling of producers about LFPA programming
- Conducting needs assessments based on current local food models
- Hiring additional staff focused specifically on data collection in support of subawardees
- Networking meetings for producers and subawardees to share their experiences and data

CASE STUDY BREAKOUT: COLORADO

The following case study is an exploration of the strategies used by cooperators to address the common challenges they faced implementing their LFPA projects, this time from the perspective of a state cooperator.

Approved Project Plan Summary: The State of Colorado, led by its Department of Human Services (CDHS), proposed to increase local food procurement via a decentralized request for applications from stakeholders across the agricultural supply chain. CDHS disseminated the RFA in conjunction with a range of partners, including Colorado Blueprint to End Hunger, Hunger Free Colorado, Nourish Colorado, and Colorado State University. The scope of work of the RFA included projects to promote and procure Colorado grown food products, packaging locally grown food products for household consumption, transporting and storing local food products, and identifying distribution sites for locally grown food.

The aims of the \$12 million LFPA and LFPA Plus award were to:

- Support 50 local producers and/or vendors through awards funded via the RFA
- Purchase \$9.8 million of local food grown within the state
- Distribute locally grown food to at least 75 localities across the state
- Increase expertise within CDHS and the Colorado Department of Agriculture to facilitate providing technical assistance to stakeholders across the state

As with many other cooperators, CDHS frequently noted that their subawardees struggled to manage the administrative tasks associated with accepting federal funding, including reporting and reimbursement requirements. To address these concerns, CDHS provided a range of technical resources to the recipients of their subawards. CDHS provided checklists and the grant agreement process to provide individual partners with clear guidance about how to comply with the necessary reporting requirements. They also provided webinars and other general resources for all grantees to access and receive 1-on-1 support for those still struggling after the initiation of their awards. These resources were heavily utilized in part because CDHS interacted with all their subawardees continuously and kept them engaged, providing them with a relative library of best practices that supported LFPA program scaling and success. CDHS reported that subawardees began to experience rapid decreases in administrative reporting errors within two to three quarters after their project start dates. Further, while CDHS noted that additional support is needed to address challenges that persist related to institutional capacity to support local food procurement, LFPA was instructional in this way for many institutions, guiding their direction in the future:

“LFPA has had a huge impact on the availability of fresh produce and meat for those experiencing food insecurity across the state. Sub-awardees also reported positive spillover effects of this grant on improving their institutional capacity by fostering the creation of more robust tracking and reporting systems and new partnerships, leading to better decision-making and a more efficient and sustainable supply chain.”

LFPA Outcomes 2022-2024

Improved Farm Economic Viability

This section provides a brief overview of how state, territory, and tribal government cooperators performed in meeting the core outcomes of their project, as represented by the standardized indicators given for each project. Table 14 lists the outcomes considered for this section.

OUTCOMES SUMMARY

- **OUTCOME 1:** IMPROVED FARM ECONOMIC VIABILITY
- **OUTCOME 2:** EXPANDED LOCAL FOOD DISTRIBUTION NETWORKS
- **OUTCOME 3:** SPURRED INVESTMENT IN LOCAL INFRASTRUCTURE
- **OUTCOME 4:** MET REGIONAL NEEDS THROUGH FLEXIBLE DESIGN
- **OUTCOME 5:** INCREASED DISTRIBUTION TO COMMUNITIES ACROSS ALL REGIONS

TABLE 14. INDICATORS SUMMARIZED IN THIS SECTION.

OUTCOME	INDICATOR
1. Provide an opportunity for states and tribes to strengthen their local and regional food system.	1a. Total number of farmers/producers who participated (Producers)
	1c. Total dollars expended to purchase local and regional food (Purchases)
2. Establish and broaden partnerships with farmers/producers and the food distribution community to ensure distribution of fresh and nutritious foods.	2a. Estimate of total dollars to be expended (Expenditures)
	2c. Estimate of the number of locations distributing food (Distributions)

Table 15 presents a summary of the state and territory cooperators’ performance towards their LFPA objectives, while Table 16 does the same for tribal cooperators. The percentages represent the number of cooperators that met the indicator goal in year 1 and year 2 of their projects. Note that ‘year 1’ and ‘year 2’ in this instance refers to the first full year of each individual project, as indicated in the annual report, and not a common period of time (e.g. 2022, 2023, etc.).

TABLE 15. PERCENT OF STATES AND TERRITORIES

(n=52 year 1, n=39 year 2) that met the indicator goal in the first two years of LFPA.

INDICATOR	1A	1C	2A	2C
Year 1	23.1%	1.9%	0.0%	30.8%
Year 2	48.7%	5.1%	10.3%	51.3%

Similar to the pattern of spending across 2022-2024, performance across the outcomes improved from year one to year two. This reflects the qualitative findings that cooperators were able to improve their performance as their projects progressed, and they addressed initial challenges and setbacks. This pattern of improved performance on project outcomes extends to tribal cooperators, whose outcome performance is reported in Table 16.

TABLE 16. PERCENT OF TRIBES

(n=12 year 1, n=10 year 2) that met the indicator goal in the second year of LFPA.

INDICATOR	1A	1C	2A	2C
Year 1	55.6%	0.0%	0.0%	38.9%
Year 2	60.0%	10.0%	20.0%	70.0%

OUTCOME 1: IMPROVED FARM ECONOMIC VIABILITY

First, the dollars spent via LFPA significantly improved the immediate economic viability of farms across the country. As seen in Table 6, we identified more than 13,000 unique producers who sold products through LFPA. In their reporting, cooperators frequently cited direct feedback from farmers about how this stable source of revenue, even if on a temporary basis, improved their operations:

“During this past year [we were] able to meet farmers in person and discuss the benefits of LFPA funds. Many farmers stated that this program allowed them to leave the 2023 growing season with a strong profit margin. Participating farmers from the Young and Beginning Farmers network stated that LFPA procurement funds have set them up for seasons to come. One farmer stated that this program meant the difference between closing the farm next season and entering next season strong, they will be entering next season strong and continuing their participation in the LFPA program.”

OUTCOME 2: EXPANDED LOCAL FOOD DISTRIBUTION NETWORKS

In addition to the breadth of farmers supported through this program, LFPA also served to significantly expand the marketing channels available to farmers. Over 32,000 unique receiving organizations were identified in the procurement data, many of which were emergency food organizations who were new entrants into local food purchasing (Cohen et al., 2024). While it is beyond the scope of this study, previous scholarship has long established the economic benefits of institutional spending on local food, specifically noting the ‘multiplier’ effect associated with circulating dollars through local food procurement (see, for instance, Christensen et al., 2018). Expanding the network of institutions procuring local food in turn likely seeded multiplier effects that strengthened local economies across

the country. Another key benefit cited by all stakeholders was the enhancement of market channels and partnerships. Producers reported that the program facilitated connections with intermediaries and local food assistance organizations, providing new market channels that allowed for more significant crop production. Food assistance organizations highlighted the importance of these connections in strengthening their partnerships throughout the food system, enabling them to source fresh, locally grown food to meet pressing community needs. Intermediaries also benefited from the increased engagement with small and emerging producers, which helped expand their network of growers. Stakeholders noted that they anticipate many of these relationships will contribute to future collaboration and continued growth of the local food economy.

OUTCOME 3: SPURRED INVESTMENT IN LOCAL INFRASTRUCTURE

For both producers and institutions, LFPA spending also spurred new investment in physical infrastructure to further facilitate localized supply chains.

While awardees were not permitted to use LFPA funds directly on infrastructure, cooperators reported increased investment among subawardees and producers in two ways:

1. Funds were able to offset other costs associated with local food procurement (e.g. administrative costs), and this, combined with administrative support directly from cooperators freed up funds to instead invest in physical capital
2. Among producers, the promise of guaranteed income encouraged new investments in the necessary infrastructure to ensure they could sell through LFPA

Several sub-awardees shared more specifically, that having LFPA funds allowed them to allocate non-LFPA funds to improve their infrastructure, such as acquiring more cold storage and improving transportation logistics, which helped improve efficiency, decrease post-harvest waste, and improve food handling and safety. LFPA funds served to support long-term financial and logistical sustainability of the supply chains they helped to develop.

OUTCOME 4: MET REGIONAL NEEDS THROUGH FLEXIBLE DESIGN

As summarized in the regional overview, LFPA’s flexible design further amplified the economic impact by allowing states, territories, and tribal governments to tailor procurement and distribution strategies to their agricultural strengths and community needs.

Rather than imposing uniform implementation requirements, the program aligned with local market realities, producer capacity, and distribution networks.

Vendor and producer variety also strengthened program resilience. States with broad vendor networks spread risk and opportunity, for instance:

- Colorado supported 45 vendors across 103 localities
- Pennsylvania coordinated \$23.7 million in purchases across 171 cities
- South Dakota emphasized livestock, engaging 209 vendors across 68 localities (allocated \$9.6 million across state and Tribal programs)
- Kentucky supported 208 vendors across 100 localities

Other states achieved high transaction volumes through concentrated relationships. Most notable among these was Delaware, which supported 4,724 distributions while procuring food from only six vendors. Ultimately, both strategies generated substantial economic circulation, showing that flexible federal frameworks can succeed across diverse agricultural and market landscapes.

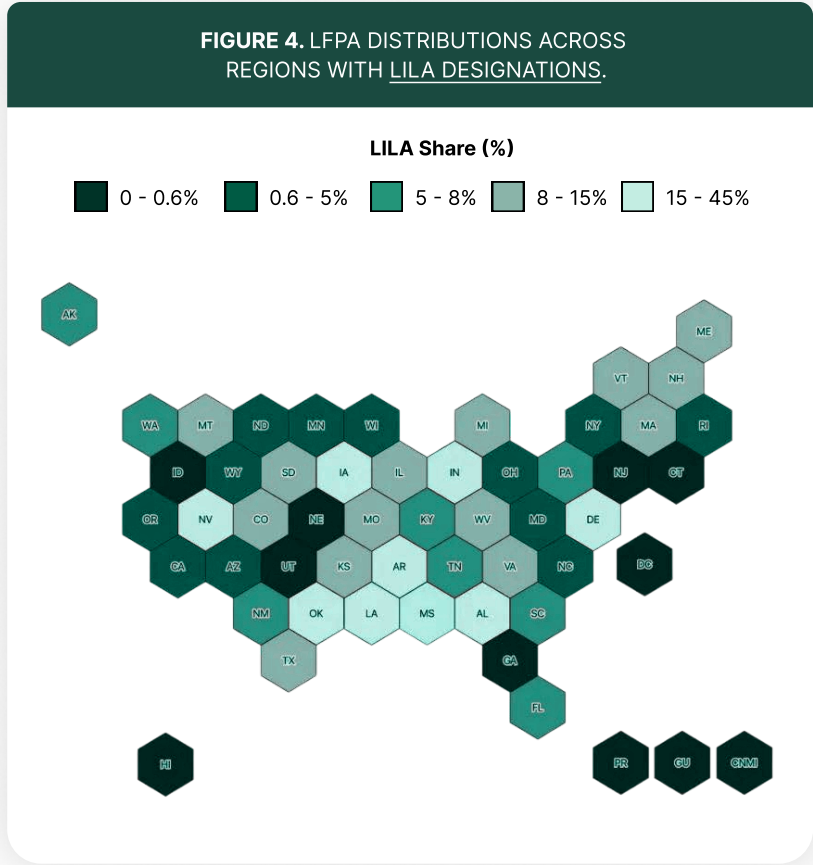
OUTCOME 5: INCREASED DISTRIBUTION TO COMMUNITIES ACROSS ALL REGIONS

The funds from LFPA also had a notable effect on delivering food to communities most in need of access to fresh produce and other food products.



In addition, LFPA deliveries also reached areas identified by USDA as low income and low access (LILA). Nearly 10% of distributions occurred in these census tracts, highlighting the program’s reach into communities facing both economic and geographic barriers to food access. In addition, LFPA’s distribution data was overlayed with the Distressed Community Index, and found that nationally 35% of distributions were in distressed communities-substantial given that ~15% of Americans live in these communities.

Figure 4 illustrates the share of distributions made to census tracts with designated LILA across all LFPA projects during the study period.



Numerous cooperators also noted how the funds allotted via LFPA increased the quality of the food that subawardees, namely emergency food organizations, were able to provide.

This improvement in quality was the result of several factors:

1. First, a shift towards fresh produce as opposed to the canned products typically available via conventional supply chains
2. Second, greater variety of produce and meat products that clients were able to receive as a result of institutions procuring seasonal food from local producers
3. Third, a shift towards regionally and culturally specific foods as a result of buying from local producers

Several quotes were submitted by cooperators providing details on product quality:

“Receiving fresh produce from the local farms has helped our pantry tremendously.

Many of our clients are concerned with the sodium levels in canned vegetables, so providing them with healthy options is vital to the overall health of the clients and the community. We are so grateful for the farm cooperatives reaching out to our pantry and being a part of making a difference in the lives of families within the community. Everyone should have the opportunity to eat healthy, fresh produce that is life sustaining, especially our senior clients who suffer from various health conditions.”

“An unexpected benefit is the variety of products being distributed to recipients, including fresh produce that may have been difficult to source locally prior to LFPA.

These items include things like watermelon, cantaloupe, greens, tomatoes, squash, local honey, more diverse meat proteins such as ground pork, beef and pork roasts, pork chops, etc. that provide recipients with novel AND nutritious food products. It has also enabled food banks to provide increased amounts of critical nutritional staples such as milk.”

“We are extremely happy with the quality of the vegetables we have received so far. Our community members are also pleased as they can cook with fresh greens instead of canned goods.”

These changes not only increased the satisfaction that families relying on emergency feeding organizations had with the food they received, it also likely led to an increase in nutritional quality. Previous scholarship on farm to school programs, for instance, has found that exposing children to fresh produce at a young age via school gardens and local food procurement not only increases their willingness to try and consume fresh fruits and vegetables, it has a spillover effect on the consumption patterns of their parents as well (Mishra et al., 2022). While the reporting about this effect was limited, some cooperators did note this possible effect as well:

“Our professional staff and volunteers conducted select oral interviews with the clients. All of the clients were extremely pleased with the quality of fresh produce and the dairy products which we distributed. Many of the foods are things which they would not have ordinarily bought for themselves, such as fresh romaine lettuce, fresh beets, fresh radishes, and herbs. Clients related how their nutritional intake improved, and they were eating healthier foods.”



Discussion and Conclusion

LFPA ADDRESSING A DUAL MANDATE

In alignment with its original intent, the LFPA program to date has successfully worked to maintain and improve food and agricultural supply chain resilience through the procurement of local, domestic agricultural commodities. As of the end of 2024, the program mobilized \$365 million while proving relationship-based approaches work across large variations in scale, geography, and market structure. By linking over 13,000 producers and 32,000 receiving organizations, LFPA seeded durable connections likely to persist beyond direct program funding. This approach provided a blueprint for strengthening national food security and agricultural competitiveness. These investments can take time, but LFPA demonstrated how targeted support can strengthen local and regional food networks, boost economic opportunities for American farmers and producers, and enhance national food security through focused procurement assistance.

One of the most pronounced benefits of LFPA was empowering states and tribal agencies to act as a centralizing force in local food system development, while also allowing these actors the flexibility to design their approaches in a way that met the needs of their constituents. Previous scholarship on local food system development has consistently noted the administrative and technical burdens that are associated with this work, and the severe restrictions this can place on food value chain actors engaged in local food procurement, who may lack the human capital to navigate the particulars of local food procurement (Mishra et al., 2022). Organizations dedicated to local food systems have historically worked to address these shortcomings to meaningful success, but these efforts have also demonstrated limited scalability due to

similar capacity concerns. By virtue of their size and network, statewide and tribal organizations are uniquely positioned to aggregate the resources and assistance needed to overcome many of these logistical barriers to local food system development, as seen across many of the LFPA projects in practice.

At the same time, while many of the cooperators used similar overarching strategies in this centralizing role, such as providing administrative assistance to subawardees and producers to support local food procurement, the details of these approaches varied greatly based on the current status of their state or tribe's local food systems development, types of agricultural production, and geographical diversity encompassed in each project. As a result, future efforts at stimulating local food system development should similarly consider directing funds at helping states and tribal governments deepen their role as a coordinating actor in local food systems, while giving them the flexibility to mold that work in a way that best suits their needs.

CHALLENGES HIGHLIGHT NEED FOR INVESTMENT IN SUPPLY CHAIN TRANSITION

While many of the LFPA program challenges were unforeseen by the cooperators, they are commonly seen in the existing literature on local food procurement (Brislen et al., 2022), particularly in localized supply chains which emphasize small and mid-sized farms. For small-scale producers, particularly those which operate in direct-to-consumer markets, there is a reduced need for significant storage infrastructure, as food products are often sold directly after harvest. Similarly, given the lower barrier to entry in direct-



to-consumer marketing channels, small producers also invest less in processing capacity, as food products are often sold 'as is' (e.g. whole carrots vs. peeled carrots) to their consumers. Direct-to-consumer operations are also typically cash businesses, requiring less knowledge of more advanced financial administration (e.g. invoice preparation) than when selling to institutional buyers. But these challenges faced by cooperators at the beginning of LFPA proved a necessary future investment, even if indirectly met, to support infrastructure development for mid-tier agriculture in order to support the continual pathway for small producers and aggregators to scale to larger distribution markets, including farm to food assistance procurement channels.

For food assistance buyers, many of which are used to purchasing from broadline distributors, or large distributors that handle large volumes of agricultural product distribution, shifting their buying to more local and regional producers, required significant changes on their part as well. For food banks, individual small farms are unlikely to provide sufficient quantities of a given food product to meet food assistance needs. As such, providers often need to contract with multiple producers to ensure a sufficient supply of food, which increases administrative needs to negotiate prices and quantities along with scheduling multiple delivery windows. Our findings suggest that these can be mitigated in part through infrastructure investments, and increased network development and partnerships with organizations capable of managing aggregation such as food hubs, producer cooperatives and regional suppliers, linking local and regional food systems to larger procurement channels.

LONG TERM SUSTAINABILITY AND FUTURE CONSIDERATIONS

As the projects progressed, cooperators provided mixed feedback about the long-term viability of their programs once LFPA funding ended. While cooperators noted the tremendous infrastructure gains made to local purchasing networks as a result of their projects, some commented that continued investments were needed to support the additional work to maintain purchasing relationships with both local producers and their traditional broadline distributors.

PRICING, COSTS AND FUTURE INVESTMENT

A persistent concern raised by cooperators was the cost of the food purchased locally versus purchased from traditional broadline distributors. This is both a result of differences in the products themselves (e.g. fresh vs. canned produce), but also the function of economies of scale. As noted earlier, cooperators cited difficulties at times negotiating prices with individual farmers, finding them higher than expected in some instances. While the investments in infrastructure theoretically mitigate some of this difference, cooperators shared concerns from buyers about their ability to continue to pay producers a fair rate without external funds to subsidize the cost:

“Many of the farms we are working with have expressed a desire to continue in some way after funding runs out but are not sure how that would look. We would also like to find a way to continue having a relationship with and supporting these farms, but what they need in compensation exceeds what our typical budget can accommodate.”

Future investments, whether from federal or non-federal sources such as private or state-based funding, would need to focus on mechanisms that support American farmers receiving fair prices for their fresh and minimally processed food sold into procurement channels and simultaneously keep costs down for buyers.

A few cooperators expressed interest in finding other private or public (non-federal) funds to continue successful elements of their projects. Some subawardees also expressed plans to secure non-federal funding, though this was not widespread, and the status of these efforts as of the time of writing this report is uncertain.

SUSTAINING TECHNICAL ASSISTANCE

Over the last five years, federal, state and local investments have together increased local and regional capacity to support smaller scale producers and vendors in scaling. Several LFPA cooperators reported that the processes developed through their LFPA engagements could help support producers who had successfully scaled up their operations. They noted that these processes could also assist producers in moving into other regional consumer supply chains with the budgets and resources to help them continue growing in their market channels.

“All of these food hubs will only be able to continue distributing to emergency feeding organizations with external funding, but they will provide opportunities to move their producers into other wholesale markets such as schools.”



These projects affirmed that more detailed applicant technical assistance should be integrated into future federal RFP processes, including:

- Encouraging applicants to connect with stakeholders in their food system prior to proposal submission to identify existing barriers to local food procurement, including gauging awareness of and capacity for managing the administrative burdens associated with local food procurement.
- Explicitly building time into the start of projects to account for administrative tasks such as contracting with subawardees and producers.
- Anticipating the need for logistical support related to transportation, storage, etc., and making plans to support producers and buyers in overcoming those challenges

Finally, while this report provides a snapshot of the qualitative and quantitative reporting done by cooperators pursuant to completing LFPA projects, there are several potential avenues for more research into the impacts of LFPA which could further inform future efforts at local food system development.

Potential avenues for future research include:

- **Longitudinal analysis** to examine the extent to which LFPA contributed to durable markets and relationships for local food products as well as expanded long-term distribution capacity
- **Comparative assessments** including interviews and focus groups to investigate why some states, territories and tribes achieved stronger outcomes than others to identify replicable strategies
- **Supplement this analysis with an infrastructure assessment** to identify gaps in food supply chain infrastructure and guide investment priorities for future procurement initiatives
- **Evaluate opportunities** for integration of local procurement programs like LFPA into other federal nutrition assistance programs
- **Interviews and case studies** with participating farmers/producers and vendors to understand how LFPA influenced their operations, market viability, and long-term business planning
- **Mixed methods research** characterizing the long-term sustainability of the local food procurement infrastructure developed during LFPA projects, including the role of sustained funding (when available) in supporting that sustainability

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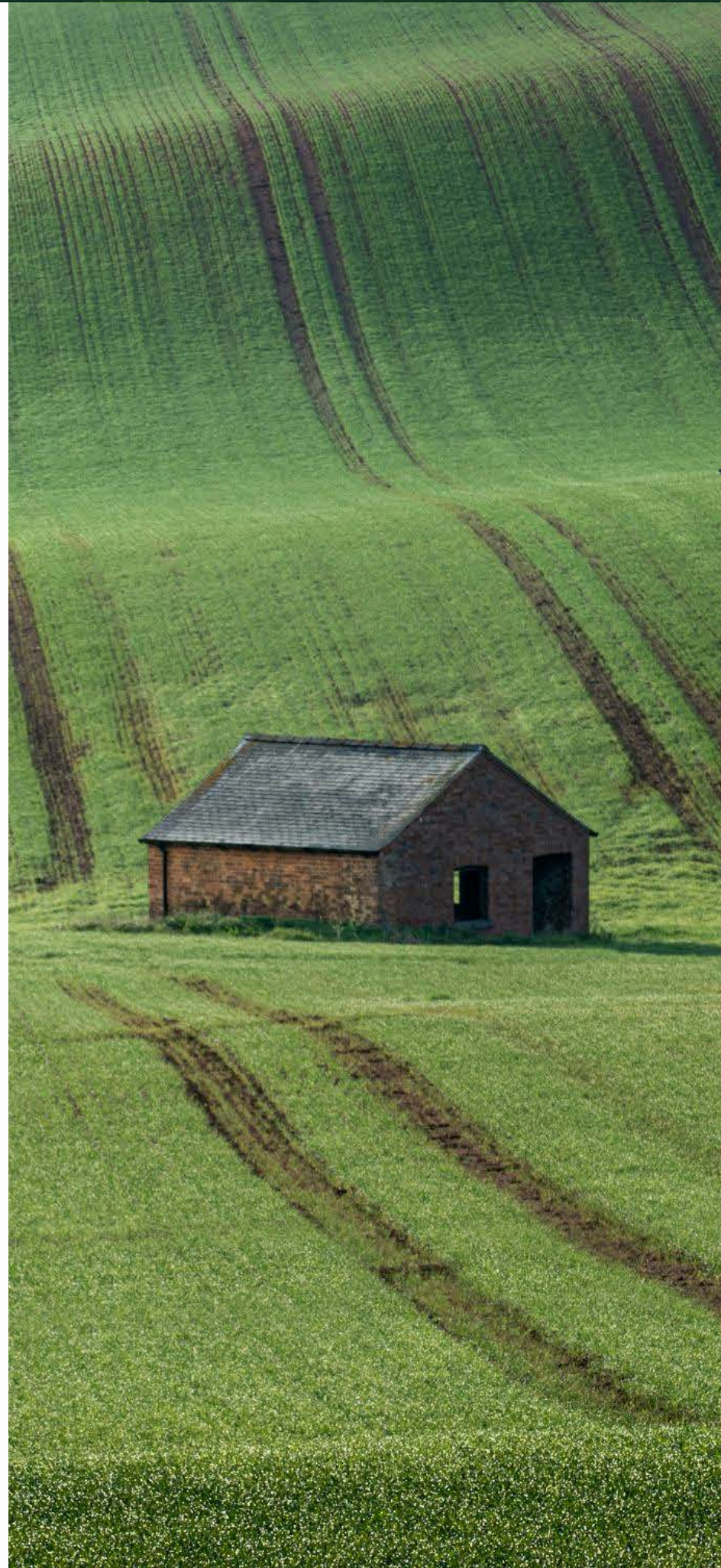
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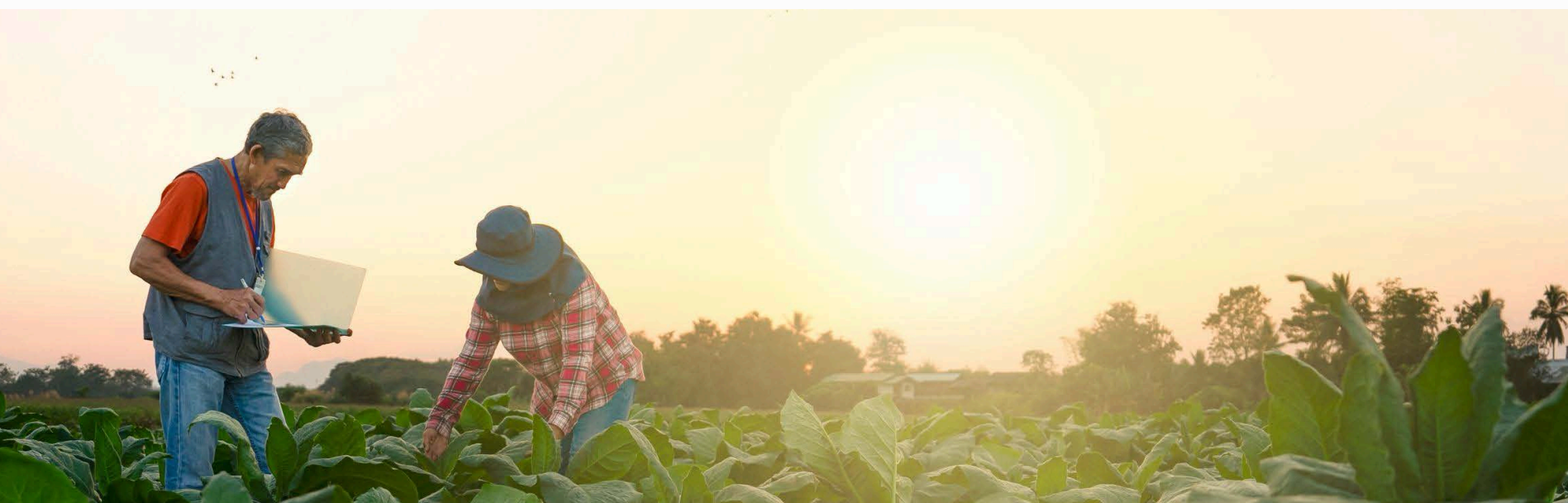
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Appendix

**API: STATE/TERRITORY GOVERNMENT
LFPA SPENDING - TOP 5 PRODUCT TYPES, BY REGION (2022 - 2024)**

Region	Product	Value	% Share
Appalachia	Produce	\$18,694,121	51%
	Meat & Poultry	\$11,470,072	31.3%
	Dairy & Milk	\$2,409,501	6.6%
	Snacks & Condiments	\$1,313,142	3.6%
	Eggs	\$1,090,064	3%
Delta	Produce	\$19,695,355	74.3%
	Meat & Poultry	\$4,539,714	17.1%
	Fish & Seafood	\$1,578,006	6%
	Bread & Grains	\$496,096	1.9%
	Dairy & Milk	\$71,328	0.3%
Great Lakes	Produce	\$22,270,725	60%
	Meat & Poultry	\$8,934,355	24.1%
	Eggs	\$2,423,567	6.5%
	Dairy & Milk	\$1,937,279	5.2%
	Bread & Grains	\$761,486	2.1%
Heartland	Produce	\$12,945,690	70.9%
	Meat & Poultry	\$3,634,577	19.9%
	Dairy & Milk	\$576,600	3.2%
	Eggs	\$448,130	2.5%
	Snacks & Condiments	\$446,204	2.4%

Region	Product	Value	% Share
Islands & Remote	Produce	\$3,151,595	94%
	Fish & Seafood	\$134,348	4%
	Meat & Poultry	\$48,368	1.4%
	Bread & Grains	\$18,461	0.6%
	Eggs	\$283	0%
North Central	Meat & Poultry	\$1,414,679	47.6%
	Produce	\$967,189	32.5%
	Dairy & Milk	\$391,397	13.2%
	Bread & Grains	\$71,757	2.4%
	Eggs	\$62,759	2.1%
Northeast	Produce	\$36,914,592	56.7%
	Meat & Poultry	\$10,091,624	15.5%
	Dairy & Milk	\$8,294,579	12.7%
	Eggs	\$5,395,903	8.3%
	Fish & Seafood	\$2,610,821	4%
Northwest	Produce	\$10,592,691	56.2%
	Meat & Poultry	\$4,870,505	25.8%
	Fish & Seafood	\$1,164,811	6.2%
	Eggs	\$904,117	4.8%
	Dairy & Milk	\$501,357	2.7%
Rio Grande	Meat & Poultry	\$21,722,819	39.5%
	Produce	\$17,609,644	32%
	Bread & Grains	\$5,636,857	10.2%
	Nuts, Seeds, & Legumes	\$4,739,850	8.6%
	Eggs	\$2,862,648	5.2%

Region	Product	Value	% Share
Southeast	Produce	\$27,045,863	63.7%
	Meat & Poultry	\$9,342,018	22%
	Dairy & Milk	\$2,082,024	4.9%
	Fish & Seafood	\$1,290,995	3%
	Eggs	\$1,215,248	2.9%
Southwest	Produce	\$16,585,852	78.8%
	Meat & Poultry	\$2,753,704	13.1%
	Dairy & Milk	\$1,000,882	4.8%
	Eggs	\$378,967	1.8%
	Snacks & Condiments	\$247,609	1.2%

**AP 2: TRIBAL GOVERNMENT LFPA SPENDING –
TOP 5 PRODUCT TYPES, BY REGION (2022 - 2024)**

Region	Product	Value	% Share
Appalachia	Produce	\$11,900	100%
Delta	Produce	\$843,686	52.7%
	Fish & Seafood	\$391,622	24.4%
	Meat & Poultry	\$191,026	11.9%
	Beverages	\$97,122	6.1%
	Bread & Grains	\$46,101	2.9%
Great Lakes	Produce	\$518,245	40.1%
	Snacks & Condiments	\$205,623	15.9%
	Meat & Poultry	\$165,075	12.8%
	Bread & Grains	\$131,029	10.1%
	Beverages	\$84,063	6.5%
Heartland	Meat & Poultry	\$4,756,598	63.2%
	Produce	\$1,391,447	18.5%
	Snacks & Condiments	\$714,112	9.5%
	Nuts, Seeds, & Legumes	\$266,168	3.5%
	Dairy & Milk	\$172,365	2.3%

Region	Product	Value	% Share
Islands & Remote	Fish & Seafood	\$2,408,517	54.6%
	Meat & Poultry	\$1,514,839	34.4%
	Produce	\$459,960	10.4%
	Eggs	\$15,145	0.3%
	Snacks & Condiments	\$5,770	0.1%
North Central	Meat & Poultry	\$7,404,423	75.5%
	Produce	\$1,495,596	15.2%
	Beverages	\$537,796	5.5%
	Bread & Grains	\$202,223	2.1%
	Snacks & Condiments	\$132,542	1.4%
Northeast	Prepared Meals	\$362,747	56.9%
	Produce	\$246,642	38.7%
	Snacks & Condiments	\$20,917	3.3%
	Meat & Poultry	\$4,307	0.7%
	Beverages	\$1,944	0.3%
Northwest	Meat & Poultry	\$1,322,076	34.4%
	Produce	\$940,870	24.5%
	Fish & Seafood	\$652,907	17%
	Prepared Meals	\$571,905	14.9%
	Dairy & Milk	\$116,625	3%
Rio Grande	Meat & Poultry	\$280,985	72.6%
	Snacks & Condiments	\$41,000	10.6%
	Nuts, Seeds, & Legumes	\$34,049	8.8%
	Produce	\$28,903	7.5%
	Eggs	\$2,275	0.6%

Region	Product	Value	% Share
Southeast	Produce	\$1,065,160	56%
	Meat & Poultry	\$550,534	28.9%
	Snacks & Condiments	\$145,437	7.6%
	Bread & Grains	\$48,590	2.6%
	Eggs	\$34,262	1.8%
Southwest	Produce	\$2,695,678	44.6%
	Meat & Poultry	\$2,084,244	34.5%
	Dairy & Milk	\$410,403	6.8%
	Fish & Seafood	\$276,152	4.6%
	Snacks & Condiments	\$202,662	3.4%

AP3: STATE AND TERRITORIAL COOPERATOR LFPA SPENDING BY PRODUCT TYPE, BY STATE (2022 - 2024)			
State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
AK	Produce (\$288,851, 58.9%)	Fish & Seafood (\$134,348, 27.4%)	Meat & Poultry (\$48,368, 9.9%)
AL	Produce (\$7,423,952, 95.1%)	Fish & Seafood (\$386,400, 4.9%)	
AR	Produce (\$2,367,509, 51.5%)	Bread & Grains (\$6,236, 0.1%)	Meat & Poultry (\$2,222,823, 48.3%)
AZ	Produce (\$5,867,560, 86.3%)	Meat & Poultry (\$573,228, 8.4%)	Eggs (\$358,324, 5.3%)
CA	Produce (\$8,323,039, 97.3%)	Dairy & Milk (\$80,422, 0.9%)	Meat & Poultry (\$59,040, 0.7%)

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
CNMI	Produce (\$227,117, 95.3%)	Eggs (\$11,156, 4.7%)	
CO	Produce (\$4,664,760, 52.4%)	Meat & Poultry (\$2,690,655, 30.2%)	Eggs (\$754,874, 8.5%)
CT	Produce (\$3,932,167, 86.6%)	Meat & Poultry (\$325,965, 7.2%)	Dairy & Milk (\$195,424, 4.3%)
DC	Produce (\$50,018, 42.2%)	Snacks & Condiments (\$68,448, 57.8%)	
DE	Meat & Poultry (\$347,233, 47.9%)	Produce (\$318,861, 43.9%)	Eggs (\$57,290, 7.9%)
FL	Produce (\$5,500,402, 46.2%)	Meat & Poultry (\$3,352,852, 28.2%)	Dairy & Milk (\$1,654,278, 13.9%)
GA	Produce (\$6,797,175, 61.7%)	Meat & Poultry (\$3,238,275, 29.4%)	Nuts, Seeds, & Legumes (\$666,339, 6.0%)
GU	Produce (\$300,000, 100.0%)		
IA	Produce (\$2,053,159, 51.7%)	Meat & Poultry (\$1,023,091, 25.8%)	Dairy & Milk (\$478,321, 12.0%)
IL	Produce (\$9,376,609, 54.4%)	Meat & Poultry (\$5,483,488, 31.8%)	Dairy & Milk (\$1,097,644, 6.4%)

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
IN	Produce (\$4,500,118, 61.6%)	Eggs (\$1,544,483, 21.1%)	Meat & Poultry (\$928,133, 12.7%)
KS	Produce (\$3,674,177, 75.0%)	Meat & Poultry (\$894,778, 18.3%)	Snacks & Condiments (\$252,888, 5.2%)
KY	Produce (\$3,146,962, 55.0%)	Meat & Poultry (\$1,817,811, 31.8%)	Eggs (\$346,838, 6.1%)
LA	Produce (\$7,483,417, 71.4%)	Meat & Poultry (\$2,277,176, 21.7%)	Bread & Grains (\$489,860, 4.7%)
MA	Produce (\$4,977,299, 67.3%)	Meat & Poultry (\$769,829, 10.4%)	Fish & Seafood (\$609,896, 8.2%)
MD	Produce (\$3,746,404, 58.7%)	Eggs (\$1,025,495, 16.1%)	Dairy & Milk (\$634,358, 9.9%)
ME	Produce (\$2,474,263, 85.4%)	Bread & Grains (\$196,952, 6.8%)	Nuts, Seeds, & Legumes (\$104,401, 3.6%)
MI	Produce (\$5,633,650, 67.5%)	Meat & Poultry (\$1,419,330, 17.0%)	Dairy & Milk (\$676,187, 8.1%)
MN	Produce (\$422,792, 55.9%)	Meat & Poultry (\$272,930, 36.1%)	Eggs (\$25,012, 3.3%)
MO	Produce (\$3,293,982, 72.9%)	Meat & Poultry (\$842,442, 18.6%)	Eggs (\$211,084, 4.7%)

AP3: STATE AND TERRITORIAL COOPERATOR LFPA
SPENDING BY PRODUCT TYPE, BY STATE

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
MS	Produce (\$2,420,477, 67.2%)	Fish & Seafood (\$1,032,121, 28.7%)	Dairy & Milk (\$60,056, 1.7%)
MT	Produce (\$414,815, 42.7%)	Meat & Poultry (\$369,175, 38.0%)	Eggs (\$96,022, 9.9%)
NC	Produce (\$6,299,171, 71.6%)	Meat & Poultry (\$1,394,565, 15.8%)	Eggs (\$411,039, 4.7%)
ND	Meat & Poultry (\$776,767, 71.2%)	Produce (\$177,902, 16.3%)	Bread & Grains (\$59,700, 5.5%)
NE	Meat & Poultry (\$338,513, 66.8%)	Produce (\$152,604, 30.1%)	Snacks & Condiments (\$7,486, 1.5%)
NH	Produce (\$268,021, 39.0%)	Meat & Poultry (\$196,314, 28.6%)	Dairy & Milk (\$190,893, 27.8%)
NJ	Produce (\$3,220,255, 48.1%)	Meat & Poultry (\$1,992,054, 29.8%)	Fish & Seafood (\$1,097,417, 16.4%)
NM	Produce (\$1,821,025, 51.2%)	Meat & Poultry (\$1,273,999, 35.8%)	Eggs (\$334,692, 9.4%)
NV	Meat & Poultry (\$1,716,087, 39.9%)	Produce (\$1,503,792, 35.0%)	Dairy & Milk (\$838,489, 19.5%)
NY	Produce (\$5,230,051, 55.0%)	Meat & Poultry (\$1,622,269, 17.1%)	Dairy & Milk (\$1,133,642, 11.9%)

APP STATE AND TERRITORY COOPERATOR LFPA
SPENDING BY PRODUCT TYPE, BY STATE

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
OH	Produce (\$9,193,712, 46.6%)	Meat & Poultry (\$6,116,543, 31.0%)	Dairy & Milk (\$1,618,638, 8.2%)
OK	Produce (\$3,771,767, 86.3%)	Meat & Poultry (\$535,753, 12.3%)	Snacks & Condiments (\$64,512, 1.5%)
OR	Produce (\$2,692,004, 68.6%)	Fish & Seafood (\$745,786, 19.0%)	Meat & Poultry (\$372,681, 9.5%)
PA	Produce (\$10,958,959, 46.2%)	Dairy & Milk (\$5,372,713, 22.7%)	Meat & Poultry (\$4,167,023, 17.6%)
PR	Produce (\$2,562,744, 100.0%)		
RI	Produce (\$944,258, 66.9%)	Fish & Seafood (\$238,011, 16.9%)	Eggs (\$86,439, 6.1%)
SC	Produce (\$4,465,371, 84.3%)	Meat & Poultry (\$328,066, 6.2%)	Dairy & Milk (\$189,242, 3.6%)
SD	Produce (\$366,495, 32.6%)	Meat & Poultry (\$364,983, 32.5%)	Dairy & Milk (\$335,649, 29.9%)
TN	Produce (\$3,449,681, 44.2%)	Meat & Poultry (\$3,321,566, 42.5%)	Dairy & Milk (\$484,080, 6.2%)
TX	Meat & Poultry (\$20,448,820, 39.7%)	Produce (\$15,788,619, 30.7%)	Bread & Grains (\$5,567,401, 10.8%)

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
UT	Produce (\$891,462, 63.6%)	Meat & Poultry (\$405,350, 28.9%)	Dairy & Milk (\$81,970, 5.8%)
VA	Produce (\$3,983,745, 73.4%)	Meat & Poultry (\$1,028,261, 19.0%)	Dairy & Milk (\$223,399, 4.1%)
VT	Produce (\$794,037, 73.0%)	Meat & Poultry (\$180,973, 16.6%)	Dairy & Milk (\$56,202, 5.2%)
WA	Produce (\$2,786,620, 58.7%)	Meat & Poultry (\$1,188,342, 25.1%)	Fish & Seafood (\$419,025, 8.8%)
WI	Produce (\$2,760,349, 65.2%)	Meat & Poultry (\$1,103,404, 26.1%)	Snacks & Condiments (\$148,591, 3.5%)
WV	Produce (\$2,903,767, 86.1%)	Meat & Poultry (\$214,152, 6.4%)	Eggs (\$118,092, 3.5%)
WY	Meat & Poultry (\$249,650, 80.1%)	Produce (\$34,492, 11.1%)	Snacks & Condiments (\$14,850, 4.8%)
TOTAL	Produce (\$186,700,436, 57.0%)	Meat & Poultry (\$78,822,434, 24.1%)	Dairy & Milk (\$18,224,845, 5.6%)

**AP 4: TRIBAL GOVERNMENT LFPA
SPENDING BY PRODUCT TYPE, BY STATE (2022 - 2024)**

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
AK	Fish & Seafood (\$2,408,517, 54.6%)	Meat & Poultry (\$1,514,839, 34.4%)	Produce (\$459,960, 10.4%)
AL	Produce (\$138,446, 36.1%)	Meat & Poultry (\$115,232, 30.1%)	Beverages (\$72,722, 19.0%)
AR	Snacks & Condiments (\$12,600, 57.0%)	Bread & Grains (\$8,101, 36.6%)	Nuts, Seeds, & Legumes (\$1,422, 6.4%)
AZ	Meat & Poultry (\$74,294, 36.6%)	Produce (\$49,234, 24.3%)	Eggs (\$28,271, 13.9%)
CA	Produce (\$2,625,387, 48.2%)	Meat & Poultry (\$1,723,922, 31.7%)	Dairy & Milk (\$381,979, 7.0%)
CO	Prepared Meals (\$571,402, 100.0%)		
CT	Prepared Meals (\$362,747, 57.7%)	Produce (\$241,178, 38.4%)	Snacks & Condiments (\$20,917, 3.3%)
FL	Snacks & Condiments (\$22,776, 54.3%)	Produce (\$14,350, 34.2%)	Bread & Grains (\$4,800, 11.4%)
ID	Fish & Seafood (\$66,088, 55.4%)	Meat & Poultry (\$31,180, 26.2%)	Produce (\$20,587, 17.3%)
KS	Produce (\$50,850, 61.4%)	Meat & Poultry (\$28,303, 34.2%)	Snacks & Condiments (\$3,700, 4.5%)

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
LA	Fish & Seafood (\$391,622, 72.0%)	Meat & Poultry (\$75,794, 13.9%)	Produce (\$51,981, 9.6%)
MA	Produce (\$5,464, 63.5%)	Beverages (\$1,944, 22.6%)	Dairy & Milk (\$1,197, 13.9%)
MI	Produce (\$314,739, 58.2%)	Snacks & Condiments (\$91,816, 17.0%)	Eggs (\$57,350, 10.6%)
MN	Produce (\$856,779, 66.6%)	Bread & Grains (\$202,223, 15.7%)	Meat & Poultry (\$149,314, 11.6%)
MO	Bread & Grains (\$41,502, 75.9%)	Snacks & Condiments (\$7,000, 12.8%)	Dairy & Milk (\$3,189, 5.8%)
MS	Produce (\$653,259, 100.0%)		
MT	Meat & Poultry (\$386,689, 50.8%)	Produce (\$245,181, 32.2%)	Dairy & Milk (\$51,420, 6.8%)
NC	Produce (\$842,238, 89.6%)	Meat & Poultry (\$94,630, 10.1%)	Nuts, Seeds, & Legumes (\$3,093, 0.3%)
ND	Produce (\$11,160, 100.0%)		
NE	Produce (\$545,473, 48.8%)	Snacks & Condiments (\$395,500, 35.4%)	Meat & Poultry (\$157,200, 14.1%)

State or Territory	Top 3 Product Types (with Purchase Value, % Share of Total Purchase Value)		
NV	Meat & Poultry (\$286,029, 72.2%)	Snacks & Condiments (\$31,581, 8.0%)	Produce (\$21,057, 5.3%)
NY	Meat & Poultry (\$557, 84.8%)	Eggs (\$100, 15.2%)	
OK	Meat & Poultry (\$4,571,095, 72.9%)	Produce (\$795,124, 12.7%)	Snacks & Condiments (\$307,912, 4.9%)
OR	Meat & Poultry (\$420,296, 55.1%)	Produce (\$166,335, 21.8%)	Fish & Seafood (\$87,202, 11.4%)
SD	Meat & Poultry (\$7,255,109, 85.3%)	Produce (\$627,657, 7.4%)	Beverages (\$537,796, 6.3%)
TN	Produce (\$11,900, 100.0%)		
TX	Meat & Poultry (\$280,985, 72.6%)	Snacks & Condiments (\$41,000, 10.6%)	Nuts, Seeds, & Legumes (\$34,049, 8.8%)
VA	Meat & Poultry (\$455,904, 49.5%)	Produce (\$208,571, 22.6%)	Snacks & Condiments (\$122,661, 13.3%)
WA	Produce (\$508,767, 31.3%)	Fish & Seafood (\$499,617, 30.7%)	Meat & Poultry (\$483,912, 29.7%)
WI	Produce (\$203,506, 27.1%)	Meat & Poultry (\$132,519, 17.6%)	Bread & Grains (\$116,029, 15.4%)

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