

## Local Food Purchase Assistance (LFPA) Cooperative Agreement Final Performance Report

LFPA Cooperative Agreement recipients will complete the final performance report after the agreement Period of Performance has ended. The final performance report is a description of activities accomplished over the entire agreement period.

<b>Organization Name:</b> Pennsylvania Department of Agriculture				
<b>Federal Award Identification Number (FAIN):</b> AM22LFPA0000C029				
<b>Agreement Period of Performance:</b> August 1, 2022 to July 31, 2025				
<b>Final Outcome Indicators:</b>				
	<b>Indicator</b>	<b>Description</b>	<b>Estimated</b>	<b>Final</b>
	1.a.	Total number of local producers/vendors that are expected to participate in the program	75	191
	1.c.	Total dollars expected to be expended to purchase local and regional food through the program	\$28.45m	\$28.47m
	2.a.	Estimate of total number of dollars expected to be expended	\$28.45m	\$28.47m
	2.c.	Estimate of the number of locations expected to distribute food	1,000	2,385
	<b>Outcome 3: #1</b>	Percentage of new marketing opportunities established by purchasing from local and regional farmers/producers, and of those, what percentage will likely be sustained after the funding is expended.	35%	36.6%
	4.a.	Total Number of new relationships established with small farms who will participate in the "Direct to Agency" program	15	65
	4.b.	Funds spent on "Direct to Agency" program	\$1.5m	\$1.82m
<b>Performance Progress Report Narrative:</b>				
<p>Only complete this section if there were project activities conducted that were not captured in the previous quarterly progress report.</p> <p>The performance progress report must include a written narrative of activities accomplished over the reporting period, including:</p> <ul style="list-style-type: none"> <li>• Summary of progress completed during the reporting period</li> <li>• Deviations from the proposed project plan</li> <li>• Difficulties encountered</li> <li>• Solutions developed to overcome difficulties</li> <li>• Major planned activities for the next quarter</li> <li>• Optional: Success stories and lessons learned</li> </ul>				
n/a				

**Final Report Narrative:**

The final performance report must include a written narrative of activities accomplished over the period of performance, including:

- A narrative description of progress made over the course of the agreement in reaching each final outcome
- Optional: Success stories and lessons learned; additional supporting information available (e.g. pictures, publications, websites)

The Commonwealth of Pennsylvania is grateful for the opportunity to have worked with the USDA on the Local Food Purchase Assistance Cooperative Agreement Program – LFPA and LFPA Plus. The Pennsylvania Department of Agriculture (PDA) managed the LFPA program and subcontracting work with Feeding Pennsylvania, the statewide association of Feeding America food banks. Feeding PA works with 13 non-profit food banks covering all 67 counties in Pennsylvania. These food banks have a thorough understanding of the needs in their regions and how best to serve our neighbors in their area, but are also skilled at connecting with local farms, producers, and processors. LFPA further helped with our goals of supporting Pennsylvania’s agricultural industry and providing food assistance to communities across the Commonwealth.

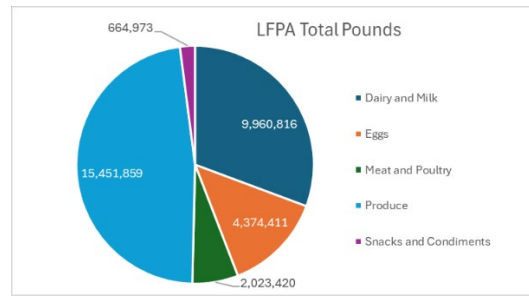
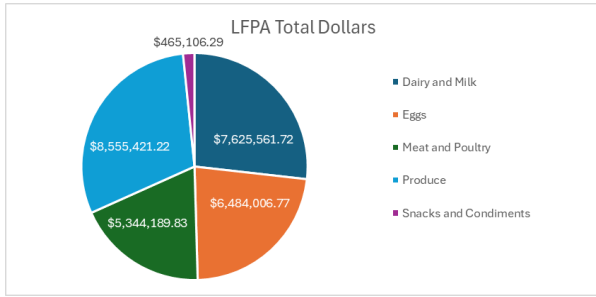
Agriculture is Pennsylvania’s top economic industry, and our production is quite diverse, including fresh fruits and vegetables, potatoes, meats (pork, beef, poultry, lamb, goat), eggs, a wide variety of dairy products, and value-added foods using local ingredients. Agriculture production occurs in all 67 counties in Pennsylvania, and we made sure to target producers across the entire Commonwealth with the LFPA program. This allowed growers, producers, and processors to develop better relationships with Feeding PA and their network of food banks to get fresh, nutritious foods for our neighbors in need.

Our work on the LFPA Program mirrors PDA and Feeding PA’s efforts with the Pennsylvania Agricultural Surplus System (PASS) program. PASS utilizes state funding, which is distributed among the network of 13 food banks covering all 67 counties in the Commonwealth. PASS and LFPA both focus on procuring products grown, produced, and processed within Pennsylvania. We expect to work with the PASS program in the future to continue the relationships we have established with new vendors from the LFPA Program. Our partner food banks have a network of over 3,000 food distribution agencies (i.e., food pantries, soup kitchens, military shares, etc.) to reach all neighbors in need of assistance. Neighbors must qualify for food assistance and our PASS and LFPA products are always charitably distributed – no fee and no services are required to receive food products.

This network of 13 food banks increased their local purchases through the LFPA program in the third and final year. We utilized the advanced payment process so food banks could pay their vendors promptly (typically within 2-3 weeks) and then be reimbursed in a timely fashion each month. Our network was flexible and could quickly establish relationships with new vendors to our program, while vendors were able to plan out their business and production expenditures knowing they would be paid for their sales in a timely manner. The food banks reported their purchasing and distribution information each month

for approval and entry into our quarterly report templates. We used this information to track spending and distribution, as well as progress towards reaching our goals for the program.

Through this statewide vendor network, Pennsylvania has met its spending goal, with over \$28.47 million of food purchases throughout the Commonwealth using LFPA/LFPA Plus funds. Dollars spent on food were spread quite evenly across the product categories of produce, dairy and milk, eggs, and meat and poultry. Produce accounted for the greatest share of pounds purchased.

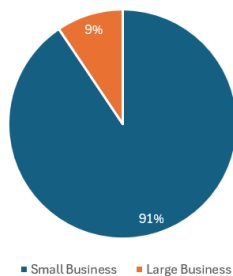


With the amount budgeted to Pennsylvania for LFPA and LFPA+ totaling \$29.92 million, **over 95% of our funding was directed toward local food purchases** benefiting agricultural producers and other food companies in Pennsylvania. The majority of the administrative funds for our three-year period were directed toward our non-profit food bank partners. They used these dollars for a variety of costs supporting their efforts in LFPA, including expenditures associated with cold storage, transportation, packaging, product inventory and distribution, salary/benefits, and some even used the dollars to purchase additional food products from their local partners.

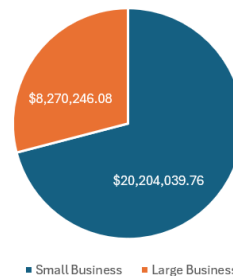
Food	95.15%	\$28,474,285.81	
Payments to Food Banks	3.21%	\$961,122.71	
Administrative Costs	1.63%	\$489,201.48	(PDA and FPA)
<b>Total</b>	<b>100.00%</b>	<b>\$29,924,610.00</b>	

The LFPA program has allowed Pennsylvania to reach far more local producers and vendors than we had originally anticipated, surpassing our target number of 75 participant vendors with a total of 191 businesses. Upon closer analysis of our participating vendors, 173 qualified as small businesses per the SBA's guidelines and they accounted for \$20.2 million in sales to our charitable food system.

LFPA Vendors By Business Size

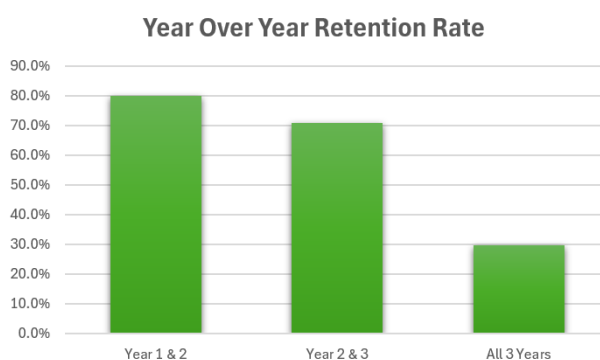


LFPA Vendor Sales By Business Size



Additionally, while all Pennsylvania growers, producers, and processors were eligible to participate, our food banks focused on working with vendors within each of their respective regions. This effort expanded the reach of our LFPA program with vendors based in 48 of the Commonwealth's 67 counties. (See *Appendix #3 – Map of Vendors and Locations*)

LFPA provided the opportunity for local agriculture and food businesses to both start new relationships with regional food banks, as well as grow existing relationships with the charitable food system. In total, 57 vendors sold their products to our participating food banks throughout all three years, a retention rate of 29.8% (57/191). Also of note, over 70% of our vendors participated in consecutive years, with 80% (72/90) of Year 1 vendors returning in Year 2 and 70.8% (109/154) of Year 2 vendors returning in Year 3. These figures are a testament to our local growers and producers' ability to build a mutually beneficial relationship with their food banks, leading to repeat business.



Over the course of the program, 70 of the 191 total vendors (36.6%) were new vendors selling to the food banks for the first time – relationships which Pennsylvania food banks are hoping to maintain going forward using PASS funds. This figure has exceeded our original goal of working with 35% new-to-the-food-banks vendors and is a testament to ambition and business acumen of our local producers to help feed their communities. PDA, Feeding PA, our food banks, and this vendor network continue to come together to establish fair, mutually beneficial pricing where vendors can cover their costs and support their business, while food banks can efficiently use their funding to feed as many neighbors as possible.

We have exceeded our goal regarding food distribution agencies throughout the program, with just over 2,385 agencies distributing 32,475,478 pounds of food. Utilizing this distribution network, our network of food banks not only met, but surpassed our goal of partnering with a minimum of 15 vendors to coordinate Direct to Agency deliveries of products, allowing more local producers to work with the agencies serving neighbors in their area. These relationships help address logistical challenges and cut costs. In total, 65 of the vendors involved with the LFPA/LFPA Plus program completed Direct to Agency deliveries, resulting in \$1.82 million being spent on these food purchases, exceeding our program goal of \$1.5 million.

These Direct to Agency deliveries accounted for 6.4% of total food purchases, which is impressive considering these orders were often very small, meaning many transactions were needed to reach the \$1.82 million sales figure across three years. By allowing businesses to

coordinate directly with agencies, purchase orders could be tailored to fit the needs of the community while offering increased flexibility in regard to delivery timelines. Deliveries were often completed weekly or bi-weekly, allowing for the freshest possible product to be on hand for distribution days at agencies, while also enabling them to best manage their food storage capacities. Many of the Direct to Agency partner vendors were located closer to the agencies they served than larger regional food bank distribution hubs, leading to a transportation cost benefit to both the producers and food bank as a result.

The agriculture industry, and the food system it supports, is at the whim of Mother Nature and global economics, but support from programs like the USDA-LFPA program has helped to weather the storm. During the Highly Pathogenic Avian Influenza (HPAI) outbreak in early 2025, food banks were able to rely on LFPA funds to purchase higher-cost eggs, without sacrificing quality protein sourcing for their neighbors. Looking back over the past three years, LFPA funding has provided a financial boost for the purchasing of other higher cost, high demand foods, such as ground beef, cheese, and fluid milk. While farms face a plethora of challenges, the LFPA program supported their business, allowing them to sell their products within their community.

The LFPA program has enabled Pennsylvania producers and processors to build mutually beneficial partnerships with food banks in their community to help serve their neighbors in need. LFPA has allowed buyer/seller relationships to get off the ground with new vendors to start selling to the charitable food system, as well as strengthened existing relationships with current vendors. Fair prices were able to be paid for high quality Pennsylvania food products to nourish communities facing hunger while aiding producers in managing their inventories and helping them to achieve business stability, and even growth. We appreciate the opportunity to work with the USDA on the LFPA program to provide economic opportunities and support partnerships with Pennsylvania farms, producers, and processors and their work with our charitable food network.

**Appendix #1 – New Vendors / First-time Participants**

Business Name	Business City	County	Category
<b>Year 1 New Vendors</b>			
Baken Creek Farm LLC	Landisburg	Perry	Produce
Flinchbaugh's Orchard	Hellam	York	Produce
Glory Be Farm	Manheim	Lancaster	Meat and Poultry
Good Work Farms	Nazareth	Northampton	Produce
Goot Essa	Howard	Centre	Dairy and Milk
Homefields, Inc.	Millersville	Lancaster	Produce
Hunter Hill CSA	Easton	Northampton	Produce
Lapp Specialty Eggs	Oxford	Chester	Eggs
Mapes Farm Fresh LLC	Mifflinburg	Union	Dairy and Milk
Meadowland Farms	Mt. Pleasant Mills	Union	Dairy and Milk
New Morning Farm LLC	Hustontown	Fulton	Produce
Oasis Creamery LLC	Ronks	Lancaster	Dairy and Milk
OHF Orchards, LLC	Bloomsburg	Columbia	Produce
Old McDonald Had A Farm Stand	New Freedom	York	Produce
Quaker Valley Orchards	Biglerville	Adams	Produce
Salem's Market & Grill	Pittsburgh	Allegheny	Meat and Poultry
Shady Grove Farms	Greencastle	Franklin	Produce
Shemps Farm	Bellefonte	Centre	Produce
Terra Fauna Farms	Northampton	Northampton	Produce
TWNM Community Food Growing Program	Boalsburg	Centre	Produce
York Fresh Foods	York	York	Produce
<b>Year 2 New Vendors</b>			
B.A.D. Farm	Kempton	Lehigh	Meat and Poultry
Bialecki Farm	Thompson	Lehigh	Meat and Poultry
Borger Farms	Kunkletown	Monroe	Produce
Buffalo Shoppe	Lake Ariel	Wayne	Meat and Poultry
Cattle Creek Farms	Nazareth	Northampton	Meat and Poultry
Clover Farms Dairy	Reading	Berks	Dairy and Milk
Creamworks Creamery	Waymart	Wayne	Dairy and Milk
Dale Koehler and Sons Farm	Bethlehem	Northampton	Meat and Poultry
Daniel Huhn Farm	Stroudsburg	Monroe	Meat and Poultry
David Hauenstein Farm	Forest City	Susquehanna	Meat and Poultry
David Huhn Farm	Stroudsburg	Monroe	Meat and Poultry
Destiny Dairy Bar	Carlisle	Cumberland	Dairy and Milk
Doe Mountain Produce	Emmaus	Lehigh	Produce
Far Away Farms	Honesdale	Wayne	Produce
Flint Hill Farms	Coopersburg	Lehigh	Dairy and Milk
Hilltop Farm	Dayton	Armstrong	Eggs
Hunsbergers Valley View Farm	Hegins	Schuylkill	Eggs
John Nierer Farm	Danielsville	Northampton	Produce
Josie Porter Farm	Stroudsburg	Monroe	Produce
Kanagy Custom Meats	Rebersburg	Centre	Meat and Poultry

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Legacy Hydroponics	Waterford	Erie	Produce
Leidy's LLC	Rheems	Lancaster	Meat and Poultry
Leonard Hauenstein	Forest City	Susquehanna	Meat and Poultry
Liberty Gardens	Bethlehem	Northampton	Produce
Little Pond Arts Retreat	Nazareth	Northampton	Meat and Poultry
Martz Farms	Duncannon	Perry	Produce
Monocacy Farm Project	Bethlehem	Northampton	Produce
PA Horticultural Society Farm Park	Philadelphia	Philadelphia	Produce
Pot O Gold Dairy	Cambridge Springs	Crawford	Dairy and Milk
Raspberry Ridge Creamery	Bangor	Northampton	Dairy and Milk
Robinson Family Farm	Lake Ariel	Wayne	Produce
Rock Run Butchering Company	Newville	Cumberland	Meat and Poultry
Rohrbach's Farm Market/DMB Events	Catawissa	Columbia	Produce
Trauger's Family Market	Kintnersville	Bucks	Produce
WB Saul School of Agriculture	Philadelphia	Philadelphia	Dairy and Milk
Willow Wisp Farm	Damascus	Wayne	Produce

**Year 3 New Vendors**

Giorgio Mushrooms (Curtze)	Blandon	Berks	Produce
Gould's Produce	Brodheadsville	Monroe	Produce
Heagy's Orchard	Meadville	Crawford	Produce
Honeybee Shoppe	Manheim	Lancaster	Condiments
Maola Local Dairies	Philadelphia	Philadelphia	Dairy and Milk
My Little Farm Stand	Easton	Northampton	Produce
Pieri Farm	Coopersburg	Bucks	Produce
Plainville Farm	New Oxford	Adams	Meat and Poultry
Rootz Produce LLC	Jessup	Lackawanna	Produce
SMUCKERS MEATS	Mount Joy	Lancaster	Meat and Poultry
Stryker farms	Saylorsburg	Monroe	Meat and Poultry
Wahoo Enterprises	Tyler Hill	Wayne	Produce

**Appendix #2 – Direct to Agency Vendors**

Business Name	Business City	County	Category
Avisatto's Far Away Farm	Honesdale	Wayne	Produce
BAKEN CREEK FARM, LLC.	Landisburg	Perry	Produce
Bechdolt Orchard	Hellertown	Northampton	Produce
Bialecki Farm	Thompson	Wayne	Produce
Borger Farms	Kunkletown	Monroe	Produce
Brace's Orchard	Dallas	Luzerne	Produce
Brian Campbell Farms	Berwick	Columbia	Produce
Cattle Creek Farms	Nazareth	Northampton	Meat and Poultry
COUNTRY CREEK PRODUCE FARM, LLC.	Chambersburg	Franklin	Produce
Creamworks Creamery	Waymart	Wayne	Dairy and Milk
Daniel Huhn Farm	Stroudsburg	Monroe	Meat and Poultry
David Hauenstein Farm	Forest City	Wayne	Eggs
David Huhn Farm	Stroudsburg	Monroe	Meat and Poultry
DESTINY DAIRY BAR	Carlisle	Cumberland	Dairy and Milk
Doe Mountain Produce	Emmaus	Lehigh	Produce
Emerald Valley Artisans	Washington	Washington	Dairy and Milk
FLINCHBAUGH'S ORCHARD	Hellam	York	Produce
Flint Hill farm	Coopersburg	Lehigh	Dairy and Milk
FRANKLIN SUSTAINABLE FARMS	Spring Run	Franklin	Produce
Galliker Dairy Company	Johnstown	Cambria	Dairy and Milk
GLORY BE FARM	Manheim	Lancaster	Meat and Poultry
Good Work Farm	Nazareth	Northampton	Produce
Gould's Produce	Broadheadsville	Monroe	Produce
Harvest Valley Farms	Valencia	Butler	Produce
Hillandale Farms of W PA, Inc.	New Kensington	Westmoreland	Eggs
HOMEFIELDS, INC.	MILLERSVILLE	Lancaster	Produce
Hunter Hill CSA	Easton	Northampton	Produce
Josie Porter Farm	Stroudsburg	Monroe	Produce
Kolb's Farm Store	Spring City	Chester	Dairy and Milk
Lato Sud	Beach Lake	Wayne	Produce
Leonard Hauenstein Farm	Forest City	Susquehanna	Meat and Poultry
Liberty Gardens	Coopersburg	Lehigh	Produce
Little Pond Arts Retreat	Nazareth	Northampton	Meat and Poultry
Living Hope Farm	Harleysville	Montgomery	Produce
MAPES FARM FRESH LLC	Mifflinburg	Union	Dairy and Milk
Marburger Farm Dairy, Inc.	Evans City	Butler	Dairy and Milk
MEADOWLAND FARMS	Mt. Pleasant Mills	Snyder	Meat and Poultry
Monocacy Farm Project	Bethlehem	Northampton	Produce
My Little Farm Stand	Easton	Northampton	Produce
NEW MORNING FARM, LLC	Hustontown	Fulton	Produce
OASIS CREAMERY, LLC.	RONKS	Lancaster	Dairy and Milk
OLD MCDONALD HAD A FARM STAND	NEW FREEDOM	York	Produce
PA Horticultural Society Farm Park	Philadelphia	Philadelphia	Produce

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Pennypack Farm	Horsham	Montgomery	Produce
Pieri Farm	Coopersburg	Bucks	Produce
Pocono Mountain Dairies	Blakeslee	Monroe	Dairy and Milk
QUAKER VALLEY ORCHARDS, LLC.	BIGLERVILLE	Adams	Produce
Raspberry Ridge Creamery	Bangor	Northampton	Dairy and Milk
Robinson Family farm	Lake Ariel	Wayne	Produce
Rohrbach's Farm Market/DMB EVENTS LLC	Catawissa	Columbia	Produce
Schneiders Dairy Inc	Pittsburgh	Allegheny	Dairy and Milk
SHADY GROVE FARMS/Caleb Hess	Greencastle	Franklin	Produce
SHEMPS FARM	BELLEFONTE	Centre	Produce
Terra Fauna Farms, LLC	Northampton	Northampton	Produce
The Buffalo Shoppe	Lake Ariel	Wayne	Meat and Poultry
Trauger's Farm Market	Kintnersville	Bucks	Produce
Turner Dairy Farms, Inc.	Pittsburgh	Allegheny	Dairy and Milk
Twin Maple Farms	Bath	Northampton	Produce
TWNM COMMUNITY FOOD GROWING PROGRAM	Boalsburg	Centre	Produce
Vale Wood Farms	Loretto	Cambria	Dairy and Milk
Valley View Farm	Honesdale	Wayne	Eggs
Wahoo Enterprises	Tyler Hill	Wayne	Produce
WAY-HAR FARM MARKET, LLC.	Bernville	Berks	Dairy and Milk
Willow Wisp Farms	Damascus	Wayne	Produce
YORK FRESH FOOD FARMS	YORK	York	Produce

**Appendix #3 – Map of Vendors and Locations**

