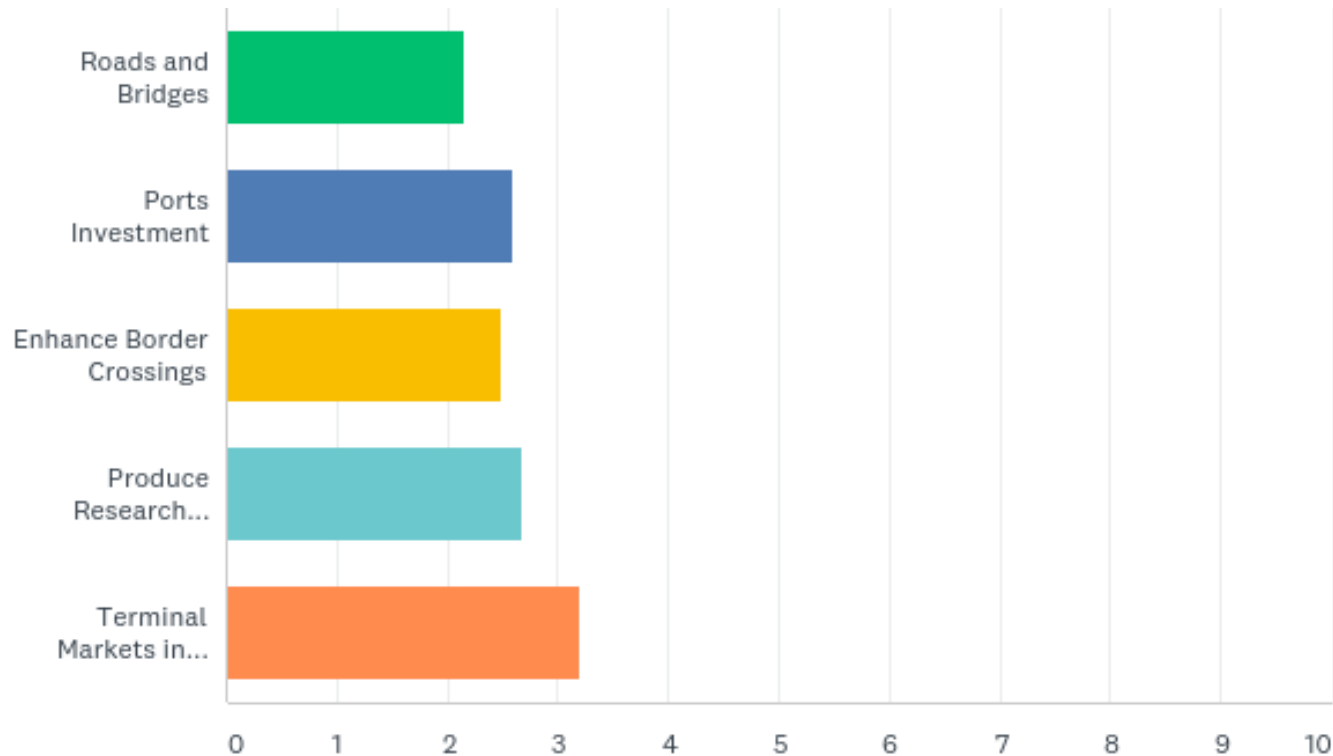


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# Public Policy Issues for the Fresh Produce Industry & Wholesale Markets

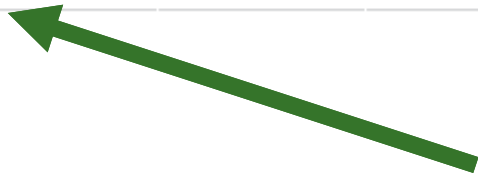
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## Government Relations Survey: How important are these areas to your business?



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	CRITICAL	VERY IMPORTANT	IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT AT ALL	NOT FAMILIAR WITH THIS ISSUE	TOTAL	WEIGHTED AVERAGE
Roads and Bridges	30.22% 110	38.19% 139	21.15% 77	7.42% 27	1.92% 7	1.10% 4	364	2.16
Ports Investment	20.72% 75	32.32% 117	24.59% 89	12.15% 44	8.84% 32	1.38% 5	362	2.60
Enhance Border Crossings	27.15% 98	29.36% 106	22.16% 80	12.19% 44	7.48% 27	1.66% 6	361	2.48
Produce Research facilities infrastructure investment	15.11% 55	30.49% 111	33.52% 122	14.56% 53	4.40% 16	1.92% 7	364	2.68
Terminal Markets in major Cities	9.09% 33	18.73% 68	33.06% 120	23.97% 87	12.67% 46	2.48% 9	363	3.20



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## What's Keeping Our Members Up at Night?

- Will there be enough labor to harvest my product?
  - Further down the supply chain – will I have enough product to meet my customers' demands?
- Can I meet the new FSMA requirements?
  - What renovations need to take place at my facility to meet new standards?
  - Are my local growers meeting regulations and customer requirements?

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## What's Keeping Our Members Up at Night?

- What's happening with international trade?
- Transportation, transportation, transportation
  - Driver shortages, hours of service and road conditions

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## Infrastructure – What are We Hearing?

- \$1 billion dollar investment
- Focus on roads, bridges, transit and other public works
- Encouraging investment to enable rural economies
- Capital financing for real property purchases
- Some funds available as “block grants” administered by states
- Public-private partnerships

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## Transportation Needs for the Industry & Markets

- Highway system key to produce transportation
  - Rail plays less and less of a role
- New transportation regulations are a stress point
  - Need for more regional produce distribution points vs. “DSD”?
- Can we make the case that the markets are key “transportation hubs”?

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## Rural Infrastructure Program

- Encouraging investment in rural economies
  - Facilitate freight movement, etc.
- The case for wholesale markets as “food hubs”
  - Aggregation point for products from rural areas
  - Infrastructure supporting small, rural businesses



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## TIGER Discretionary Grants

- \$500 million DOT funding opportunity, but the 2017 deadline has passed
- Projects that will have a significant impact on the Nation, a metropolitan area, or a region
- Special consideration to projects that improve infrastructure conditions, address public health and safety, promote regional connectivity, or facilitate economic growth or competitiveness
- Projects in \$5-\$25 million range
  - Hunts Point received \$10m in 2012 to make freight rail improvements
- Role in new infrastructure plan?

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## Farm Bill Reauthorization

- Largest federal government investment in the specialty crop industry -- \$600 million annually
- Since 2002 we have seen a 10X increase in funding through the Farm Bill – totaling \$3 billion in the 2014 reauthorization
- Key programs in research, state block grants, nutrition priorities, pest and disease, trade supported in the Farm Bill
- Current Bill will expire in 2018

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## Wholesale Markets Role in Federal Feeding Programs

- Stores that participate in SNAP/WIC required to stock certain categories of food
- Can markets play a role in educating tenants & customers on the benefits of stocking fresh produce for SNAP/WIC customers?

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# Farmers Market & Local Food Promotion Program Grants

- “Project involves intermediary non-direct-to-consumer supply chain activity”
  - Moving product from origin to distributor
  - Moving product from distributor to retail outlet
  - Outreach, training and technical assistance

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## Specialty Crop Block Grant Programs

- State Departments of Ag can apply
  - Food safety one area
  - Can state run wholesale markets play a role in food safety training for “local” growers?

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## Questions?

- What are you hearing from your market tenants?
- How can United help you?