

Comox Valley Agri-food Product Guide

List of Buyers, Producers, Distributors and Related Policy



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Introduction

At this point, there is no official title for this document or this project. In early discussions, it was referred to as a producer toolkit. Regardless, the purpose of the project is:

- to develop a toolkit that will:
 - help Comox Valley food producers improve their ability to access buyers, and
 - help purchasers locate and purchase food products from the Comox Valley.

The toolkit will contain three main components:

- 1) a directory of local producers and purchasers, and
- 2) a list of policies and regulations that may impact producers and purchasers, and
- 3) strategies for improving the sale of local agri-food products.

Directory of Producers and Buyers

The directory of local producers and purchasers (local and nonlocal) has been developed, in the form of a Microsoft Access database, so it can be easily expanded and or maintained over time. As such, the directory is expected to be dynamic so it will be printed/published as needed rather than printing it as part of a regular publication.

The current lists are attached to this document as:

Appendix A – Buyers, processors and transport companies

Appendix B – Comox Valley Producers

Regulatory Framework

Direct farm marketers, whether at the Farmers' Market or at a farm gate stand, develop a relationship with their customers. The customers get to know and trust the producer. This is one of the main reasons that consumers are buying food direct from the producer. Producers who want to sell to more distant customers will not have that direct connection. Those customers, whether they are local restaurants or large scale distributors, want to know that the food they are buying is safe and high-quality. To some extent, policy and regulation increases with the number of links in the distribution chain.

Quality Begins at Home

With or without policy and regulation, the first step for producers is to develop or adopt systems to ensure they are producing safe, consistent, high-quality product. There are a number of well developed systems, programs that can be implemented and there is documentation and support for implementation.

Food Safety Systems Implementation

In January 2010, the governments of Canada and BC announced the Food Safety Systems Implementation (FSSI) producer program to promote food safety awareness and deliver educational programs to producers. The program will reimburse 90% of eligible costs to a maximum of \$3000 per farm for approved projects.

Enterprise Infrastructure Traceability Program (EITP)

The Enterprise Infrastructure Traceability Program is designed to assist primary and secondary operations in the BC agri-food sector to purchase and install traceability infrastructure/systems in their operation to demonstrate “movement of information” of their agri-food product from receiving to shipping.

FoodSafe/ MarketSafe

The FoodSafe program is a comprehensive food safety training program designed for the food service industry. MarketSafe is a food safety training program for farmers and producers who make, bake or grow products to sell at farmers' markets or other types of temporary markets. MarketSafe was developed by BC FoodSafe in partnership with the BC Association of Farmers' Markets and will be introduced in late April 2010.

Canadian Food Inspection Agency (CFIA)

The CFIA develops and delivers programs and services designed to protect Canadians from preventable food safety hazards. Details of these programs can be found on their website: www.inspection.gc.ca. Among others, CFIA programs and services include:

- Food Safety Enhancement Program (FSEP) which is the CFIA's approach to encourage and support the development, implementation and maintenance of Hazard Analysis Critical Control Point (HACCP) systems. They have produced manuals to assist in development.
- Canadian On-Farm Food Safety Program which provides national producer organizations with the opportunity to develop strategies and tools to educate producers and implement programs.
- Biosecurity - the CFIA develops national biosecurity standards, protocols and strategies for livestock, poultry and aquaculture production in collaboration with producer organizations, provincial governments and academia.
- Manuals and hazard specific plans for reportable diseases
- Inspection services
- Programs assessing the safety of plants, animal feeds, fertilizers and pest control products, and
- Verification that imported plants and plant products meet Canadian requirements and that exported plants and plant products meet foreign requirements.

Good Agricultural Practices (GAP)

Good Agricultural Practices are being developed and defined by organizations and governments globally. They are a collection of principles for on-farm production and post-production processes, resulting in safe and healthy food and non-food agricultural products, while taking into account economical, social and environmental sustainability.

The CanadaGAP Program is an on-farm food safety program for producers, Packers and storage intermediaries of horticultural crops. It is designed to help producers and Packers implement effective food safety procedures in their operation. Six commodity specific manuals have been developed.

Environmental Farm Planning

Although they are not directly related to food safety, environmental farm plans will help farmers identify and mitigate environmental risks related to their farm operations.

Beyond the Farm Gate

Purchasing Policies

The following are key considerations for food producers who want to sell product to major retailers in BC (Source: "The Listing Process" which can be found online at: <http://www.agf.gov.bc.ca/foodprocessing/documents/retailer/section3.pdf>.)

- Most important step is to be listed on a retail buyer's product list. Buyer must be convinced that the product is:
 - unique, high quality and appeals to niche market segments, and
 - good enough to bump another product off the shelf, in some cases
- Don't expect the buyer to come looking for you. The process is supplier initiated.
- Buying decisions are usually made at the company's headquarters, not at the store.
- Identify the individual buyer responsible for the product type you are selling and ask for their

purchasing policies related to your product.

- Most food retail companies make buying decisions by committee.
- Suppliers must provide enough relevant information to allow informed buyer decisions
- There are purchase planning cycles for some products:
 - products for Christmas – six months advance notice
 - produce and fresh meats – 3 to 12 weeks advance
 - horticultural products – could be forward contracted up to one year
- Product presentation – supplier must consider the buyer’s needs and provide relevant information including, among others:
 - Item description
 - Package/case dimensions and weights
 - UPC codes
 - Pricing and price changes
 - Order sizes – minimum quantities
 - dates of availability
 - delivery information
 - product specifications related to HAACP, organic certification, etc.
 - samples
 - brochures

Summary of Provincial Legislation

Note: the legislation listed below includes regulation that is considered to be relevant to food safety, marketing and distribution. There are a number of other regulations that impact agriculture in BC that are not included.

Food Safety Act

The act requires that “food establishments” be licensed and allows for inspections of food establishments. Food establishments include, by definition, any place where, or any vehicle in which, in the ordinary course of business, food is grown, raised, cultivated, kept, harvested, produced, manufactured, slaughtered, processed, prepared, packaged, distributed, transported were sold, or is stored or handled for any of those purposes. An operator (the manager, owner or lessee of a food establishment – note this includes vehicles - boats, airplanes, railcars, motor vehicles, trailers and other movable structures, among others) is responsible for ensuring that the food in his or her food establishment is safe for human consumption.

Temporary Food Market Guidelines

The Vancouver Island Health Authority has posted a document entitled “Temporary Food Market Guidelines” on their website (www.viha.ca). The guideline provides recommendations for preparation and display of food intended for sale at temporary food markets. These guidelines apply to farmers markets and other temporary charitable or public events. The guidelines define “lower risk foods” that are acceptable for home preparation and sale at the temporary market. They also define “high-risk foods” that are not acceptable for home preparation and sale. There are special provisions for the sale of shell eggs and other raw foods of animal origin. Generally these products require preparation in approved facilities and special handling at the market.

Natural Products Marketing Act

The purpose and intent of this act is to provide for the promotion, control and regulation of the production, packing, storage and marketing of natural products in B.C., including prohibition of all or part of that production, transportation, packing, storage and marketing. Basically, this act allows for the creation of marketing boards and commissions. These entities have the ability to regulate how products are marketed.

There are a number of commodities that are affected by the act, on Vancouver Island, including but not limited to: poultry products, dairy, greenhouse tomatoes and cucumbers and peppers, potatoes.

Agricultural Land Commission Act

The Act provides a legislative framework for the preservation of land resources useful to the agricultural industry and consistent with the needs of the community. The legislation provides for the continuation of the B.C. Agricultural Land Commission and outlines its objectives and powers. Generally, the ALCA should not impact on the users of this toolkit but it may limit the types of land uses allowed, especially, with some value added activities on the farm.

Agricultural Produce Grading Act

The Act provides the legislative framework for quality control standards for specific agricultural products through the establishment of grading systems. Grading systems are established for each product by regulation under the Act. The Act may be applied to produce grown, slaughtered, produced, kept, sold or offered for sale or consumption in British Columbia. A licensing system and powers and duties of inspectors to enforce the legislation are described. Agri-food producers should be aware of the specific grading systems and requirements that may apply to the products they are growing/producing.

Agri-Food Choice and Quality Act

The purpose of the Act is to allow a person engaged in the food or agriculture industry to obtain certification that the agri-food product they produce or the practices they follow in the production and selling of agri-food products meet prescribed standards. On the issuance of a certificate, the proponent may advertise the agri-food product as meeting the prescribed standards or being produced and sold in accordance with the prescribed standards. The obvious example of certified standards are the organic standards but there have been others developed as well, i.e., locally developed and used standards for “Heritage” Dairy Production.

Animal Disease Control Act

The Act, administered by the Provincial Veterinarian, provides a statutory authority to limit the spread of contagious diseases in animals, including aquatic animals. It allows for the control of animals infected or thought to be infected and establishes criteria for preventing health risks. The Act also covers the duties and powers of inspectors appointed under the Act, quarantine procedures, and the obligations of animal owners.

British Columbia Wine Act

The purpose of this Act is to establish the British Columbia Wine Institute which may establish standards for wines manufactured from grapes grown in British Columbia.

Commercial Transport Act

This Act covers the registration, licensing and operation of commercial vehicles. Its goal is to ensure public safety. Provisions under the act cover vehicle and load size, weight, projections and overhangs. Under the Act, the police and appointed inspectors can prohibit the operation of any vehicle they feel is unsafe.

Drinking Water Protection Act

This Act has requirements for protecting British Columbia’s drinking water supplies. The Drinking Water Regulation will require water purveyors to prepare a source-to-tap assessment of their water supply system to determine potential risks to water quality, and to prepare an assessment response plan in the event that potential hazards to water quality are identified in the assessment. For purposes of conducting these assessments a water purveyor will be considered to be an individual or group of persons that is operating a water supply system that supplies drinking water to more than one property, or where water is provided for consumption by others.

Provincial standards for drinking or potable water can be obtained from Provincial Health Authorities.

Fish Inspection Act

The Act ensures quality and wholesomeness in the fish industry by providing the authority to regulate activities concerning the handling, processing, storing, grading, packaging, marking, transporting, marketing and inspection of fish and fish products. The regulations ensure that fish processed and sold within British Columbia have met specified requirements.

Fisheries Act

The British Columbia Fisheries Act provides for licensing and regulatory control of activities associated with commercial fisheries and aquaculture operations. The primary concerns are the licensing of: fish processing plants; fish buying establishments; fishers selling their own catch; wild oyster and marine plant harvesting; and aquaculture operations with the province of British Columbia.

Food Products Standards Act

This Act allows the Province to establish compositional and quality standards for processed foods by:

- a) adopting federal standards if they exist under the Food and Drugs Act (Canada); or
- b) by establishing provincial standards by regulation if federal standards do not exist; or
- c) if federal or provincial standards have already been established under the first parts, by establishing premium product standards that are more rigorous than the federal or provincial standards.

Game Farm Act

This Act enables the orderly development and production of the game farming industry. It allows for specific types of game to be raised for agricultural purposes, conditional on a Game Farm License being issued.

Health Act

The Act provides the legislative framework which permits the health of British Columbians to be monitored and safeguarded. Included in the Act are provisions aimed at preventing disease, removing health hazards, and permitting appropriate actions when problems arise.

Specific regulations cover the reporting and control of infectious, contagious and communicable diseases, the prevention and removal of health hazards, sanitation standards in private dwellings and public buildings, ventilation, sewage handling, and water and food safety.

Restaurants, bakeries, slaughterhouses, canneries, dairies, market gardens and farms handling manure are bound by specific regulations included in the Act. Regulations also cover dead animal disposal, on-farm washroom facilities and workplace conditions.

The Act regulates farm practices that may result in a health hazard. Such hazards can occur when nutrients, contaminants or pathogens are discharged into or on to land, water or air. Refuse, unpurified sewage, and other substances may not be discharged to the environment.

Inspections and enforcement are carried out by public health inspectors and local boards of health or may be assigned to community health councils. Inspection personnel have the authority to order that a hazard be eliminated.

Highway Act

The Act governs all public highways and roads. Its purposes are to ensure travel on these routes is safe and to protect B.C.'s transportation infrastructure. Provisions in the Act prohibit a variety of activities which may damage public highways and roads.

Signs and mail boxes cannot be erected without a permit from the B.C. Ministry of Transportation and Highways. To obtain a fruit stand sign, a roadside vendor must provide safe access and sufficient parking. Lights which distract motorists are forbidden.

Liquor Control and Licensing Act

This Act provides for the establishment of British Columbia's Liquor Control and Licensing Branch and outlines its duties and powers. These include the right to sell liquor for immediate consumption in public places, grant licenses and permits, impose terms and conditions concerning the type of liquor sold, hours of operation, seating capacity, whether food must be served, whether entertainment is permitted, supervise the conduct and operation of licensed establishments, and license and oversee the production and storage of liquor and wine. Specific regulations cover license types, fees, and terms and conditions including hours of operation, employees' and customers' age, staff training, advertising, price lists, entertainment, food sales, off sales, etc.

Liquor Distribution Act

The Act governs the wholesale and retail sale of liquor in British Columbia. Permission may be granted under the Act to establish a liquor store at a manufacturing premise, such as a winery or brewery, to sell products to the general public.

Livestock Identification Act

The Act establishes a system for the registration of brands in the province, for brand inspection and for the transfer of brands. The Act describes inspectors' powers. The Act stipulates that records of cattle, beef and hides purchased must be kept. Regulations under the Act address the shipment of livestock and provide terms and conditions for the licensing of hide dealers, slaughterhouses and livestock dealers.

Local Government Act

The Act provides the legislative framework which enables municipal governments to operate, as well as regional districts and improvement districts. It covers such things as the creation of new municipalities, the definition of boundaries, the election of a council, the assessment and collection of taxes, administration, property management, and spending.

The Act also determines municipal governments' powers concerning the licensing and regulation of local businesses, community planning, zoning, public works and utilities, highways, waterways, waste disposal, public health and welfare, justice, fire protection, heritage conservation, parks, recreation and community services.

Under the Act certain provisions address farming such as those covering: (1) community planning, (2) zoning, (3) nuisance regulations, (4) the removal and deposit of soil, (5) weed and pest control, and (6) water use and drainage.

Amendments to the Municipal Act address planning for agriculture. Changes to this Act state that community plans may include policies that help maintain and enhance farming and may now designate development permit areas to protect farming (e.g. buffering to separate farming and residential areas).

Of particular importance is a new division, added to Part 29 titled Division (4.1) - Farm Standards and Bylaws. This new division:

- requires the approval of the minister responsible for FPPA for rural land use bylaws and zoning bylaws of local governments that would restrict the farm use of land in farming areas. Farming areas are defined as land within the Agricultural Land reserve or under an aquaculture license.
- allows for the creation "farm bylaws" that will give more flexibility in specific planning standards for agricultural operations.
- allows the minister to establish agricultural standards for the guidance of local governments in the preparation of the various bylaws affecting agriculture.
- enables the regional implementation of a three-year process to review zoning and rural land-use bylaws to meet the minister's standards.

Meat Inspection Act

The Act establishes a framework for the regulation of animal slaughter and the sale of meat and meat byproducts in British Columbia. The Act provides for the appointment of inspectors and outlines their powers and responsibilities. It also outlines meat slaughterers' duties. Regulations cover facility and

equipment requirements, slaughtering procedures, sanitation standards and the disposal of condemned carcasses and byproducts. The slaughter of meat for one's own consumption is also covered in the Act.

Milk Industry Act

The Act describes the requirements to operate a dairy farm. On proof of compliance, the Ministry issues a certificate that the farm is an approved dairy farm for the purpose stated in the certificate. Under the Act, every dairy farmer is required to maintain suitable milk houses, provide housing for cattle and an adequate supply of water, and use safe and clean methods of milk production. The Act provides for an inspection system to ensure that standards of sanitation are adequate and places certain restrictions on milk vendors.

Natural Products Marketing (BC) Act

The Act provides for a system of schemes that enable the producers of agricultural commodities to control and regulate the production, transportation, packing, storage and marketing of natural products in the province.

The Act provides for the constitution of marketing boards and commissions under these schemes and gives them certain powers. A supervisory and appellate Board, the B.C. Marketing Board, is also created under the Act.

Under the Act, marketing boards and commissions may promote the commodities their members produce. They may also restrict or prohibit the production, transportation, packing storage and marketing of those products in whole or in part.

Plant Protection Act

The Act provides for the prevention of the spread of pests destructive to plants in British Columbia. It gives inspectors the power to enforce provisions in the Act, including the establishment of quarantine areas. This Act is the provincial counterpart to the federal Plant Protection Act. The B.C. Plant Protection Advisory Council helps enforce the Act by advising provincial and federal officials of potential insect, plant disease, weed and other hazards.

Power Engineers and Boiler and Pressure Vessel Safety Act

The purpose of this Act is to ensure boiler and pressure vessel safety in British Columbia. The Act provides for the appointment of inspectors and outlines their powers. The Act outlines the responsibilities of boiler, pressure vessel and refrigeration equipment owners and qualifications needed by personnel operating it. Specific regulations cover the design, construction, installation, inspection, operation, condition, alteration maintenance, transportation, repair, testing, sale and exchange of boilers, pressure vessels, pressure piping, fittings and refrigeration equipment.

Waste Management Act

The Act gives the Ministry of Water, Land and Air Protection responsibility for waste management throughout the Province. The Waste Management Act regulates....waste discharge...confinement, storage, disposal and transportation of special wastes...spill prevention and reporting activities....contaminated site remediation activities; provides authority to regional waste managers to issue pollution abatement orders and pollution prevention orders; includes enforcement provisions and provides for an appeal to the Environmental Appeal Board.

Regulations pursuant to the Waste Management Act address specific issues including agricultural waste control, open burning smoke control, compost production and use, petroleum storage, antisapstain chemical waste control, and spill reporting.

Strategies

Part of the overall strategy is to clearly identify the potential participants, or target groups who can clearly make good use of this information. On the sellers side, it is suggested that the information should be

promoted to farmers, aquaculture producers, fishers and small-scale value added producers of all of these products.

Another important link in the chain that seems to be overlooked is delivery services. Ultimately, this group would be confined to businesses with vehicles that have been approved for food delivery although requirements vary depending on products. Local transport of small volumes of food products is probably the most expensive component, i.e. the biggest challenge, related to distribution of local foods. It is somewhat difficult to identify these businesses; they are not specifically listed in the Yellow Pages. Many of them seem to drive around with near empty trucks!

Strategy 1 – “Producer Toolkit” – Hardcopy and Online Version

The interviews, discussion and research conducted in this project indicate that there is a strong demand for local product but producers will need to change the way they do things if they want to sell beyond the Farmers’ Market. Some of these changes may be needed just to maintain or increase sales at the Farmers’ Market.

The toolkit needs to emphasize something like a “top 10 list” of things to do to make it easier for your customer to purchase from you, including:

- 1) Plan and prepare in advance – even for sales at the Farmers’ Market, it pays to plan and grow or produce products that fit with the mix of other products at the market. Beyond that, distributors, stores, and restaurants have access to long lists of products and producers. These lists are developed well in advance of when the product is needed. A producer can’t expect to just “show up with a great product” and get an order that day.
- 2) Get on a list – easier said than done in some cases but buyers buy from a product list of some kind. Some are simple and basic. Others contain thousands of one-line listings, backed by product specification sheets. Either way, orders come from lists.
- 3) Know the customer – this should be on every business’s top 10 list. It is critical to understand the customer’s needs and wants. Price is not the most important factor for those who want to buy local. For some, it is quality. For others it is freshness and shelf life or packaging or delivery time or preparation, consistency, trust....there are so many factors that may be important.
- 4) Communicate – buyers tell stories about farmers who drop off product for them to try out and don’t even leave their name and phone number. If you want to sell to these customers, you must be aware of their needs. There has to be open communications. It is suggested that e-mail is one of the better tools available for this because the buyer and seller can work on their own schedules and still stay in touch, however, e-mail must be checked regularly – each day, not once a week. Buyers probably don’t want to spend time on the phone. Everyone is busy and both buyer and seller need to respect that.
- 5) Develop systems -- use the technology that’s available to develop efficient systems for accepting and processing orders, advising customers of product availability and prices and, generally providing the level of service that the buyer expects or requires. Fax orders may still work but the fax machine is quickly becoming obsolete. Phone orders take time for both buyer and seller. Online order processing is probably the way of the future. For buyers, the preferred system varies. Some restaurants still like to maintain personal contact with producers so they order by phone or face to face. Knowing your customer will help to identify the right system.
 - a. Traceability – this is another area of concern for customers. Food safety problems can destroy businesses at every level of the supply chain. Producers must be able to protect their buyers from liabilities that could arise from contaminated food.
- 6) Establish and maintain consistent product quality – as noted above, these buyers have access to product lists and ordering processes that allow them to purchase, very easily, products that are very consistent and readily available. This is essentially what a local producer is competing with and it is what the buyer expects and needs to produce the product they sell on a daily basis.
- 7) Deliver – the seller needs to provide service and the consistent quality product when it is needed. No excuses. The buyers understand that farmers deal with nature and that there is uncertainty in timing and

yields, however, it is still up to the farmer to deliver as promised or that buyer will be going back to the product list that he can rely on. The seller also needs to realize that the timing of delivery may be very critical to the purchaser's market. Weekends are busy for restaurants and they want fresh product so they will likely demand delivery on a specific day, and not during meal time, with enough time to prep for weekend meals.

8) Develop marketing materials and information – Marketing and distributing beyond the Farmers' Market inherently means that the producer no longer has direct contact with the end consumer. Some purchasers/distributors deal with thousands of products. Each product is described, on their list, in six or eight words or less. If an individual producer wants to get product on the shelf, they must get the attention of the buyers in the chain.

9) Branding product and developing a reputation that customers will ask for by name is another step in the process – probably best left until the product and systems are all fine tuned.

10) Think outside the box - monitor, measure, manage – collect information and use that information to stay in the market. One local retailer commented that he doesn't buy a lot of local produce because the shelf life isn't great. Picking varieties with better shelf life might help get product into that store. Another commented that he will gladly pay more for seasonal produce when it is out of season but there is far too much when it is in season.

Strategy 2 – Workshop “How to Sell to Restaurants and Retailers”

These comments are based on interviews with people who want to buy more local product:

Producer or product uncertainty – restaurateurs and other potential buyers recognize that producers are faced with uncertainty caused by weather, etc. Even so, these buyers have commitments. They need product when it is ordered and they can't turn away business because they don't have the ingredients that they have ordered. One potential purchaser noted that there was an apathetic attitude amongst some producers. This is the beginning of an argument that “if you are going to be in business, act like you are in business”.

Adopt a business philosophy and develop business practices including some of the following (if not all):

- Make it easy for the customer to do business with you
- Quality and uniform consistency. Certainly, restaurant owners require uniform quality product because they need to produce consistent meals for their customers. They have noted that if you want to sell to them you will need to provide:
 - sample product
 - references
 - perhaps, payment terms
 - service, including on-time delivery
 - a proper paper trail

Strategy 3 – Develop Island Standards – VIP

There has been plenty of discussion, over the years, about what to call that middle ground between organic and conventional. It really is the typical system used by Vancouver Island farmers. It is not organic but it is not conventional either. Recently, it has been referred to as it “near organic”. It is basically a production system that uses chemical fertilizers (quite diligently because of the cost), but does not use pesticides and growth hormones. Livestock producers may use antibiotics but only for the humane care of their animals. What is this system called?

Natural Pastures Cheese tried to brand their product as “natural” when they first started but they were told that this was illegal. In the US, the term LISA (low input sustainable agriculture) was used but it never seemed to catch on. Perhaps, it could be adopted as the code of practice for Vancouver Island producers and branded as VIP – or “Certified VIP” under the Natural Product Marketing Act?

Strategy 4 – Promote/Support More Cooperative Efforts

There are a number of opportunities to develop businesses that would improve marketing and distribution systems for agri-food producers on Vancouver Island. However, to make these work requires the support of a huge percentage of producers. Potential opportunities include:

- **Broker/distributor** – there is the potential for a business to represent and distribute Vancouver Island product to various types of vendors on the island. Ultimately, a broker could partner with an existing delivery service that has extra capacity. To develop a business that would perform both functions would require consistent, significant volumes that are probably not available. If an existing broker could increase his volume and an existing delivery service could increase its volume, it could be a win-win business opportunity.
- **Local deliveries** – there seems to be a number of small operations that are selling and delivering small volumes of product or need to deliver small volumes on a regular basis. Because of the volume, the unit cost of delivery is very high. In many cases, one farmer is driving past another farm to deliver product. Cooperation would allow both farmers to cut their marketing costs.
- **Outlets dedicated to sale of local product** - There are businesses that are dedicated to the sale of local product – some will only sell local product. These businesses require volume to justify staying open enough hours to cover their overhead costs and to compete with larger outlets. Farms who have excess product or the capacity/resources to produce more (without increasing their costs) could provide product to these businesses. The increased sales would help the retailer and the farmer. Many, many consumers purchase all of their groceries at larger outlets because of convenience. If the smaller independents can provide more selection, and more local product, perhaps more consumers will move their business.
- **Value adding** – the idea of developing a community kitchen or shared use processing facility has been discussed in the Comox Valley for at least two decades. These facilities are relatively capital intensive and, to be viable, must be well used and well managed. Again, it would take high levels of cooperation, amongst local producers, to justify developing this type of operation locally.



Appendix A Buyers List

August-17-10

2:10:11 PM

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Alderlane Farmhouse Bakery		Black Creek	B.C.	
	Phone 250-337-4004	Email			
	Primary product				
	Processed product				
Processor	BiteSize Specialty Foods Co.	4000 South Island Hwy.,	Campbell River	B.C.	
	Phone 250-203-1111	Email www.bitesizespecialtyfoods.com			
	Primary product				
	Processed product	jams and jellies, pickles, preserves - canned vegetables			
Processor	Dark Side Chocolates	2722 Dunsmuir Ave.,	Cumberland	B.C.	V0R 1S0
	Phone 250-336-0126	Email info@darksidechocolates.com			
	Primary product				
	Processed product	chocolate			
Processor	Gunter Bros. Meat Co. Ltd.	6200 Ledingham Road	Courtenay	B.C.	V9N 1J3
	Phone 250-334-2960	Email gunbros@telus.net			
	Primary product				
	Processed product	beef - cuts, bison, goat meat cuts, ham, hamburger, lamb - cuts, pork -- cuts, sausages - beef, sausages - pork, venison			
Processor	Middle Mountain Mead	3505 Euston Rd.	Hornby Island	B.C.	V0R 1Z0
	Phone 250-335-1392	Email helengrond@yahoo.com			
	Primary product				
	Processed product	mead			
Processor	Natural Pastures Cheese Co	625 McPhee Ave	Courtenay	B.C.	V9N 2Z7
	Phone 250-334-4422	Email			
	Primary product				
	Processed product	cheese			
Farmer - mixed, Processor, Value-added	Stonecroft Farm	2165 Kelland Road	Black Creek	B.C.	
	Phone 250-218-5789	Email glenandkathybeaton@live.com			
	Primary product	blueberries, partridge, pheasant, turkey			
	Processed product	poultry products			

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Thai Sauce Company				
	Phone	250-338-0751	Email		
	Primary product				
	Processed product	salsas and hot sauces			
Processor	The Botanical Soap Shop		Comox	B.C.	
	Phone	250-650-2223	Email		
	Primary product				
	Processed product	soap, essential oils			
Processor	Aquatec Seafoods Ltd.	820 Shamrock Place	Comox	B.C.	V9M 3P6
	Phone	250-339-6412	Email	info@aquatec.bc.ca	
	Primary product				
	Processed product				
Aquaculture, Processor	Baynes Sound Oyster Co. Ltd.	PO Box 159	Union Bay	B.C.	V0R 3B0
	Phone	250-335-2111	Email	baynessound@shaw.ca	
	Primary product				
	Processed product				
Processor	Brown's Bay Packing Co. Ltd.	15007 Browns Rd.,	Campbell River	B.C.	V9H 1N9
	Phone	250-287-7200	Email	info@brownsbaypacking.com	
	Primary product				
	Processed product				
Processor	Campbell River Fishing Co. Ltd.	1330 Homewood Rd.	Campbell River	B.C.	V9W 3N7
	Phone	250-286-0887	Email		
	Primary product				
	Processed product				
Processor	Campbell River Seafoods Ltd.	1900 Island Hwy	Campbell River	B.C.	V9W 2G2
	Phone	250-287-4121	Email		
	Primary product				
	Processed product				
Processor	Captain's Seafood Ltd.	2410 Kilpatrick Ave.	Courtenay	B.C.	V9N 7L4
	Phone	250-897-5795	Email	ssthurber@shaw.ca	
	Primary product				
	Processed product				

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Denman Island Chocolate	4321 Denman Rd.	Denman Island	B.C.	V0R 1T0
	Phone 250-335-2418		Email info@denmanislandchocolate.com		
	Primary product				
	Processed product				
Aquaculture, Processor	Fanny Bay Oysters Ltd.	8260 South Island Hwy	Fanny Bay	B.C.	V0R 1W0
	Phone 250-335-0125		Email		
	Primary product				
	Processed product				
Processor	Heavenly Goodies Bakery & Chocolates	6601 North Island hwy	Courtenay	B.C.	V0R 2M0
	Phone 250-337-8326		Email		
	Primary product				
	Processed product				
Processor	Hornby Island Seafoods	RR1	Hornby Island	B.C.	V0R 1Z0
	Phone 250-335-2996		Email hornbyislandseafoods@telus.net		
	Primary product				
	Processed product				
Processor	Island Farms Dairies Co-op Association	2220 Dowler Place	Victoria	B.C.	V8W 2M1
	Phone 250-360-5200		Email		
	Primary product				
	Processed product				
Aquaculture, Processor	Island Scallops Ltd.	5552 Island Hwy. W	Qualicum Beach	B.C.	V9K 2C8
	Phone 250-757-9811		Email		
	Primary product				
	Processed product				
Aquaculture, Processor	Mac's Oysters Ltd.	Site 7, C2, RR1	Fanny Bay	B.C.	V0R 1W0
	Phone 250-335-2129		Email macs_oysters@yahoo.com		
	Primary product				
	Processed product				

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Pan Fish Canada	124 - 1334 Island Hwy	Campbell River	B.C.	V9W 8C9
	Phone 250-286-1599		Email		
	Primary product				
	Processed product				
Processor	Paradise Island Foods Inc.	6451 Portsmouth Rd.	Nanaimo	B.C.	V9V 1A3
	Phone 250-390-2644		Email		
	Primary product				
	Processed product				
Processor	Saputo Inc.				
	Phone		Email		
	Primary product				
	Processed product				
Processor	Shin-mei-do Miso	3906 Wren Rd.	Denman Island	B.C.	V0R 1T0
	Phone 250-335-0523		Email		
	Primary product				
	Processed product				
Processor	St. Jeans Cannery Ltd.	242 Southside Rd.	Nanaimo	B.C.	V9R 6Z5
	Phone 250-754-2185		Email info@stjeans.com		
	Primary product				
	Processed product				
Aquaculture, Processor	Stellar Bay Shellfish Ltd.	7400 West Island Hwy	Bowser	B.C.	V0R 1G0
	Phone 250-757-9304		Email seanreid@stellarbay.ca		
	Primary product				
	Processed product				
Processor	Natural Glacial Waters	8430 Beray Rd.,	Fanny Bay	B.C.	V0R 1W0
	Phone 250-335-9119		Email		
	Primary product				
	Processed product				
Aquaculture, Processor	Pentlatch Seafoods Ltd.	3320 Comox Rd.	Courtenay	B.C.	V9N 3P8
	Phone 250 339-4545		Email RichHardy@shaw.ca		
	Primary product				
	Processed product				

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor, Wholesaler	Albion Fisheries Ltd.	1077 Great Northern Way	Vancouver	B.C.	V5T 1E1
	Phone 604-875-9411	Email alb-van@albion.bc.ca			
	Primary product				
	Processed product	Seafood - frozen or processed, Seafood - fresh			
Processor	Avalon Dairy Ltd.	5805 Wales St	Vancouver	B.C.	V5R 3N5
	Phone 604-434-2434	Email gayhahn@avalondairy.com			
	Primary product				
	Processed product				
Processor	Canadian Phytopharmaceuticals Corp				
	Phone	Email			
	Primary product				
	Processed product	nutraceuticals			
Processor	Celex Laboratories				
	Phone	Email			
	Primary product				
	Processed product	medicinal herbs			
Farmer - livestock, Processor	Cluck Stops Here - Lori's Farm	1229 Walz Rd.	Qualicum Beach	B.C.	V9K 2S8
	Phone 250-752-3082	Email gumbootz@telus.net			
	Primary product				
	Processed product				
Processor	Happy Planet Foods				
	Phone	Email happy@happyplanet.com			
	Primary product				
	Processed product				
Processor	Hertel Meats Ltd.	8750 Bland Road	Port Alberni	B.C.	V9Y 8N7
	Phone 250-723-9698	Email hertels@alberni.net			
	Primary product				
	Processed product	bacon, ham, pork -- cuts			

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Limberis Seafood Processing Ltd.	5025 Limberis Dr.	Ladysmith	B.C.	V9G 1M6
	Phone 250-245-3021	Email			
	Primary product				
	Processed product				
Processor	Living Synergy	1090 Quatsino Dr.	Sidney	B.C.	V8L 5R8
	Phone 250-655-6604	Email info@livingsynergy.com			
	Primary product				
	Processed product				
Processor, Wholesaler	Allied Food Services	1100 Venables Street	Vancouver	B.C.	V6A 2E2
	Phone 604-251-2291	Email alferguson@pacific-produce.com			
	Primary product				
	Processed product	dairy products, produce - fresh, produce - frozen or processed			
Processor, Wholesaler	Blundell Seafoods Ltd	11351 River Road	Richmond	B.C.	V6X 1Z6
	Phone 604-270-3300	Email			
	Primary product				
	Processed product	Seafood - frozen or processed, Seafood - fresh			
Processor, Wholesaler	Central Food Co. Ltd	12160 Horseshoe Way	Richmond	B.C.	V7A 4V5
	Phone 604-271-9797	Email awong@centralfoods.com			
	Primary product				
	Processed product	produce - fresh, produce - frozen or processed, grocery products			
Processor, Wholesaler	Jim M. Koo Produce Ltd	777 Clark Drive,	Vancouver	B.C.	V5L 3J3
	Phone 604-253-6622	Email			
	Primary product				
	Processed product	dairy products, produce - fresh, produce - frozen or processed, grocery products			
Processor, Supplier, Wholesaler	Neptune Food Services Inc.	1700 Cliveden Avenue	Delta	B.C.	V3M 6T2
	Phone 604-540-3701	Email hconnelly@neptunefoodservice.com			
	Primary product				
	Processed product	poultry products, Seafood - frozen or processed, Seafood - fresh, dairy products, produce - fresh, produce - frozen or processed, grocery products, meat products - mixed			

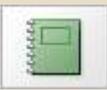
Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor, Wholesaler	North Douglas Sysco Food Services Phone 250-475-3311	602 Barbon Place Email gable.brad@northdouglas.sysco.com	Victoria	B.C.	V8Z 1C5
	Primary product				
	Processed product Seafood - frozen or processed, Seafood - fresh, dairy products, produce - fresh, produce - frozen or processed, grocery products, meat products - mixed				
Processor, Wholesaler	Pacific Produce - Nanaimo Phone 250-758-0191	4911 Wellington Road Email byronkrastel@pacific-produce.com	Nanaimo	B.C.	V9T 2H5
	Primary product				
	Processed product dairy products, produce - fresh, produce - frozen or processed, grocery products, meat products - mixed				
Processor, Wholesaler	Seven Seas Distribution Co. Ltd Phone 604-324-8777	8295 Crompton Rd Email	Vancouver	B.C.	V5X 4H8
	Primary product				
	Processed product Seafood - frozen or processed, Seafood - fresh				
Processor, Wholesaler	Wild West Organic Harvest Phone 604-276-2441	2120 Van Dyke Place Email	Richmond	B.C.	V6V 1X9
	Primary product				
	Processed product dairy products, produce - fresh, produce - frozen or processed, grocery products				
Processor, Wholesaler	Yen Bros. Food Service Ltd Phone 604-255-6522	1988 Vernon Drive Email	Vancouver	B.C.	V6A 3Y6
	Primary product				
	Processed product Seafood - frozen or processed, Seafood - fresh, produce - fresh, produce - frozen or processed, grocery products, meat products - mixed				
Processor, Wholesaler	Gordon Food Services (also Neptune FS) Phone 604-540-5400	1700 Cliveden Avenue Email	Delta	B.C.	V3M 6T2
	Primary product				
	Processed product				
Processor, Wholesaler	B & C Food Distributors Phone 250-544-2333	6711 Butler Cres Email glenn@bcfood.com	Saanichton	B.C.	V8M 1Z7
	Primary product				
	Processed product				

Business Type	Business name	Street Address	Town or City	Province	Postal Code
Processor	Island Spirits Distillery		Hornby Island	B.C.	
	Phone		Email	peter@islandspirits.ca	
	Primary product				
	Processed product	spirits - vodka, gin, distillery			
Processor	Shelter Point Distillery				
	Phone		Email	jay@shelterpointdistillery.com	
	Primary product				
	Processed product	distillery, spirits - whiskey			
Processor	Island Pastures Beef Producers	6409 Tsolum River Rd.	Merville	B.C.	V9N 7J3
	Phone	250-897-0619	Email	rdangus@telus.net	
	Primary product				
	Processed product	beef - cuts			
Aquaculture, Processor	Evening Cove Oysters	1360 Stewart Avenue	Nanaimo	B.C.	V9S 4E1
	Phone	250-753-2272	Email	eveningcoveoysters@shaw.ca	
	Primary product				
	Processed product				
Aquaculture, Processor	French's Clam Co.	Box 28	Lund	B.C.	V0N 2G0
	Phone	604-483-2063	Email		
	Primary product				
	Processed product				
Aquaculture, Processor	Pacific Northwest Shellfish Co.	8851 Beckwith Road	Richmond	B.C.	V6X 1V4
	Phone	604-244-9936	Email		
	Primary product				
	Processed product				
Aquaculture, Processor	Perfect Oysters	4652 Montrose Bay	Courtenay	B.C.	V9N 9S8
	Phone	250-897-8627	Email		
	Primary product				
	Processed product				

Business Type	Business name	Street Address	Town or City	Province	Postal Code
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Processor	Prontissima Pasta			B.C.	
	Phone	250-338-3636	Email	gourmet@prontissimapasta.com	
	Primary product				
	Processed product				

Aquaculture, Processor	Welcome Bay Oysters		Cortes Island	B.C.	
	Phone		Email		
	Primary product				
	Processed product				



Appendit B Farm Producer List

August-17-10

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Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Anderton Nursery	2012 Anderton Rd.	Comox	B.C.	V9M 4B1	250-339-4726	

Email [Website](#)

Production system [Production volume](#) [Distribution](#)

Brand name [Specific Products](#)

Primary product bedding plants/annuals, bulb flowers, cedar hedging, Herbs, mixed nursery plants, pond plants, trees - mixed

Processed product hanging baskets

ASH Berry Farm	3210 Royston Rd	Royston	B.C.	V9N 9R3	250-336-8872	
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Email strawberry@ashberryfarm.ca [Website](#) www.ashberryfarm.ca

Production system Non-certified organic [Production volume](#) [Distribution](#)

Brand name [Specific Products](#)

Primary product bulb flowers, cedar hedging, cucumbers - pickling, raspberries, rhubarb, strawberries, trees - mixed

Processed product

Ashprington Farm	5157 N.Island Hwy	Courtenay	B.C.	V9J 1N2	250-218-0142	
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Email [Website](#)

Production system [Production volume](#) [Distribution](#)

Brand name [Specific Products](#)

Primary product bamboo, cedar hedging, pumpkins, raspberries

Processed product

Bare Paw Farm	3186 Higgins Road	Courtenay	B.C.	V9J 1N2	250-337-8780	
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Email [Website](#)

Production system [Production volume](#) [Distribution](#)

Brand name [Specific Products](#)

Primary product cut flowers, hay, mixed berries, mixed nursery plants, mixed vegetables

Processed product

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Beaufort Vineyard & Estate Winery	5854 Pickering Road	Courtenay	B.C.	V9J 1T4	250-338-1357	
Email	beaufortwines@shaw.ca		Website	www.beaufortwines.ca		
Production system		Production volume		Distribution		
Brand name	Beaufort	Specific Products	Wine: pinot gris, wild child, ortega, gewurtstraminer, panacea, foreplay, chimera, black, cassis			
Primary product	grapes					
Processed product	wine					
Bee Happy Farm	8376 Island Highway	Black Creek	B.C.	V9J 1H2	250-337-5910	
Email	ejt@shaw.ca		Website			
Production system	Non-certified organic	Production volume	small scale	Distribution		
Brand name	Specific Products					
Primary product	mixed berries, raspberries					
Processed product	bees and bee products, honey					
Bees & Blooms Nursery	2940 Lanyon Road	Courtenay	B.C.	V9N 9N5	250-338-0186	
Email	carlita1@shaw.ca		Website			
Production system	Conventional	Production volume	small scale	Distribution		
Brand name	Specific Products					
Primary product	bedding plants/annuals, fruit trees, mixed nursery plants, trees - mixed					
Processed product	bees and bee products, organic fertilizer					
Berry Best Farm	2156 Coleman Rd.,	Courtenay	B.C.		250-338-0234	
Email			Website			
Production system	Non-certified organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	blueberries, mixed vegetables, raspberries, strawberries					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Big D's Bees	2186 Endall Rd.,	Black Creek	B.C.		250-202-1999	
Email	bigdsbees@gmail.com		Website			
Production system	Production volume		Distribution		CV farmers market - Sat., CV farmers market - Wed., Farm gate, Independent stores	
Brand name	Specific Products					
Primary product	blackberries					
Processed product	bees and bee products, honey					
Black Rooster Farm Market & Nursery	2440 Hardy Rd.,	Courtenay	B.C.		250-897-3898	
Email			Website			
Production system	Non-certified organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	blueberries, fruit trees, mixed nursery plants, mixed vegetables, raspberries, roses, trees - mixed					
Processed product	hanging baskets					
Blue Moon Estate Winery	4905 Darcy Rd.,	Courtenay	B.C.	V9J 1R5	250-338-9765	250-898-8597
Email	george@bluemoonwinery.ca		Website		www.bluemoonwinery.ca	
Production system	Conventional	Production volume		small scale	Distribution	
Brand name	Blue Moon	Specific Products		Fruit table wine: dusk, soleil, midnight; Port: eclipse, dark side		
Primary product	blueberries					
Processed product	berry wine					
Cedar Meadow Ranch	1750 Surgenor Rd.,	Black Creek	B.C.	V95 1G6	250-337-5784	
Email			Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	hay, lamb					
Processed product	lamb - cuts					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Celiam Acres	2925 Baird Rd.,	Courtenay	B.C.	V9N 9N6	250 703 2646	
Email	jfsrn@shaw.ca		Website			
Production system	Semi-conventional (low input)	Production volume	small scale		Distribution	CV farmers market - Sat., CV farmers market - Wed.
Brand name	Specific Products					
Primary product	chicken, cornish hens, ducks, eggs - free range, mixed berries, mixed tree fruits, mixed vegetables, turkey					
Processed product						
DeeKayTee Ranch and DKT farm market	6301 Headquarters Rd.,	Courtenay	B.C.	V9J 1M9	250-337-5553	
Email	info@logcabinandbunkhouse.bc.ca		Website www.logcabinandbunkhouse.bc.ca			
Production system	Semi-conventional (low input)	Production volume	small/medium scale	Distribution		
Brand name	DeeKayTee Ranch raised naturally	Specific Products		our home grown beef, chicken, turkey, pork, lamb, in season veggies, free range eggs, jams, jellies, pickles		
Primary product	beef - grass fed, chicken, cucumbers, eggs, mixed vegetables, pork, squash, tomatoes, turkey					
Processed product	agri-tourism, beef - cuts, hamburger, honey, jams and jellies, on-farm B&B, pet food, pies					
Devonshire Farm	5147 North Island Hwy.,	Courtenay	B.C.		250-334-4552	
Email	Website					
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	beans, corn, cucumbers - pickling, mixed tree fruits, peas, potatoes, strawberries, turf					
Processed product						
Eatmore Sprouts & Greens Ltd.	2604 Grieve Rd.,	Courtenay	B.C.	V9J 1S7	250-338-4860	250-334-0216
Email	eatmore@shawbiz.ca		Website eatmoresprouts.com			
Production system	Certified Organic	Production volume		Distribution		
Brand name	Eatmore	Specific Products		Alfalfa Sprouts, Deli Sprouts, Garlic Sprouts, Onion Sprouts, Clover Sprouts, Broccoli Sprouts, Mixed Bean Sprouts, Sunflower Greens, Pea Shoots, Microgreens, squash, garlic		
Primary product	beans, beets, cucumbers, lavender, mixed vegetables, sprouts					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Emerald Acres Organic Farms Ltd.	4585 South Island Hwy.,	Campbell River	B.C.		250-923-0058	
Email	jdoknjas@telus.net		Website			
Production system	Certified Organic	Production volume			Distribution	CV farmers market - Sat., CV farmers market - Wed.
Brand name		Specific Products				
Primary product	apples, grapes, kiwifruit					
Processed product						
Fiesta Greenhouses	3152 York Rd.,	Campbell River	B.C.		250-923-2671	
Email			Website			
Production system	Non-certified organic	Production volume			Distribution	CR farmers market, CV farmers market - Sat., Farm gate, Wholesaler
Brand name		Specific Products				
Primary product	cucumbers, peppers - sweet, tomatoes					
Processed product						
Finlay Creek Farm	2731 Rennison Rd	Courtenay	B.C.		250-338-9743	
Email	waterslip@shaw.ca		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	beans, cucumbers, garlic, lettuce, mixed vegetables, peas, tomatoes					
Processed product						
Fir Ridge Farm	2166 Hardy Road	Courtenay	B.C.	V9J 1T2	250-338-9046	
Email	firridgefarm@hotmail.com		Website			
Production system	Non-certified organic	Production volume			Distribution	
Brand name		Specific Products				
Primary product	apples, beef - grass fed, chicken - pasture, mixed tree fruits, mixed vegetables, nativeplants, plums, rutabaga, salad greens, spinach					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Freedom Farm	2099 Coleman Road	Courtenay	B.C.		250-898-8413	
Email	woroniak@telus.net		Website			
Production system	Non-certified organic	Production volume			Distribution	CV farmers market - Sat., CV farmers market - Wed., Farm gate
Brand name	Specific Products					
Primary product	cucumbers, mixed herbs, mixed vegetables, peppers - sweet, tomatoes					
Processed product						
Glen Alwin Farm	6126 Island Highway North	Courtenay	B.C.		250-334-4665	
Email	glenalwin@shaw.ca		Website		www.glenalwinfarm.net	
Production system	Non-certified organic	Production volume			Distribution	CR farmers market, CV farmers market - Sat., Farm gate
Brand name	Specific Products					
Primary product	beef - grass fed, goat, hay, lamb					
Processed product	agri-tourism, wool					
Good Earth Farms	7376 Island Highway	Black Creek	B.C.	V9J 1G6	250-337-2261	
Email			Website		www.goodearthfarms.ca	
Production system	Non-certified organic	Production volume			Distribution	CV farmers market - Sat., CV farmers market - Wed., Farm gate
Brand name	Specific Products					
Primary product	mixed vegetables, raspberries, strawberries					
Processed product						
Grassi Point Farm Market	4066 Island Highway South	Courtenay	B.C.	N9N 9R8	250-338-7520	
Email			Website			
Production system		Production volume			Distribution	
Brand name	Specific Products					
Primary product	beef - grass fed, mixed tree fruits, mixed vegetables					
Processed product	cheese, hanging baskets, honey, jams and jellies					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Greenhaven Gardens	5676 Green Ave.,	Union Bay	B.C.		250-335-1683	
Email					Website	
Production system		Production volume			Distribution	CV farmers market - Sat., Farm gate
Brand name		Specific Products				
Primary product	mixed nursery plants					
Processed product						
Guthrie Road Gardens	1876 Guthrie Road	Comox	B.C.		250-339-4367	
Email	gparsons327@msn.com				Website	
Production system		Production volume			Distribution	Farm gate
Brand name		Specific Products				
Primary product	cut flowers					
Processed product						
Halstead Farm	931 Williams Beach Road	Merville	B.C.	V0R 2M0	250-337-5589	
Email	halsteadfarm@gmail.com				Website	
Production system	Certified Organic	Production volume			Distribution	
Brand name		Specific Products				
Primary product	chicken - pasture, mixed herbs, mixed vegetables					
Processed product						
Happy Creek Farm	4069 Fraser Road	Courtenay	B.C.	V9N 9P4	250-334-9799	
Email	hcfnuts@yahoo.ca				Website	
Production system	Non-certified organic	Production volume			Distribution	CV farmers market - Sat., CV farmers market - Wed.
Brand name		Specific Products				
Primary product	nuts - mixed					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Hazelmere Farms	3222 Grant Rd.,	Courtenay	B.C.	V9N 9P7	250-336-2308	
Email	huawongs@telus.net		Website	www.hazelmerefarm.blogspot.com		
Production system	Certified Organic	Production volume		Distribution	CV farmers market - Sat., Farm gate	
Brand name	Specific Products					
Primary product	apples, figs, mixed herbs, mixed vegetables, pears, raspberries					
Processed product	pickles					
Innisfree Farm	3636 Trent Road	Courtenay	B.C.	V9N 9R4	250-336-8768	
Email	thierryv@telus.net		Website	www.innisfreefarm.ca www.gardenswithoutborders.org		
Production system	Non-certified organic	Production volume		small scale	Distribution	
Brand name	Specific Products					
Primary product	culinary herbs, cut flowers, medicinal herbs, mixed vegetables					
Processed product						
Ironwood Farm	8301 South Island Highway	Fanny Bay	B.C.	V0R1W0	250-335-2557	
Email	ironwoodfarm@shaw.ca		Website			
Production system	Certified Organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	arugula, bedding plants/annuals, cut flowers, mixed herbs, mixed tree fruits, mixed vegetables					
Processed product						
Island Bison		Campbell River	B.C.		250-923-2108	
Email	islandbison@telus.net		Website	islandbison.com		
Production system	Non-certified organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	bison					
Processed product	bison					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Island Dahlias	1270 Mayfair Rd	Comox	B.C.	V9M 4C2	250-339-9985	
Email	beachwood@shaw.ca		Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	cut flowers					
Processed product						
Island Sweetness Farm	2834 Smith Road	Courtenay	B.C.		250-334-0735	
Email	hanatim@aol.com		Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	blackberries, mixed berries, strawberries					
Processed product						
Karason Farms	4062 York Road	Merville	B.C.		250-923-1803	
Email			Website			
Production system	Non-certified organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	chicken - pasture, eggs - free range					
Processed product						
Kate's Flowers	6752 Rennie Rd	Courtenay	B.C.		250-338-2516	
Email			Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	flowers					
Processed product	hanging baskets					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
McClintock's Farm	3419 Dove Creek Road	Courtenay	B.C.		250-334-4562	
Email	mcclin@island.net		Website			
Production system	Production volume		Distribution		CR farmers market, CV farmers market - Sat., Farm gate	
Brand name	Specific Products					
Primary product	beef - grass fed, blueberries, corn, raspberries					
Processed product						
McGinnis Berry Crops Limited	3583 Dove Creek Road	Courtenay	B.C.		250-338-8200	
Email	mcginnis@berrycrops.net		Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	currants					
Processed product						
Nature's Way Farm	4905 Darcy Rd.,	Courtenay	B.C.		250-338-9765	
Email	marla@natureswayfarm.ca		Website		www.natureswayfarm.ca	
Production system	Certified Organic	Production volume		Distribution		CV farmers market - Sat., CV farmers market - Wed., Farm gate
Brand name	Specific Products					
Primary product	blueberries, edible flowers, mixed vegetables, salad greens, strawberries					
Processed product						
berry wine, culinary studio						
Old Rose Nursery		Hornby Island	B.C.	V0R 1Z0	250-335-2603	
Email			Website		www.oldrosenursery.com	
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	roses					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Outback Nursery	6016 Headquarters Road	Courtenay	B.C.	V9J 1M7	250-703-0723	
Email	outback.nursery@gmail.com		Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	berry plants, fruit trees, mixed nursery plants, trees - mixed					
Processed product						
Pattison Farms	2124 Dzini Road	Black Creek	B.C.	V9J 1H1	250-897-2510	
Email	patfarm@telus.net		Website		www.pattisonfarms.com	
Production system	Certified Organic	Production volume		Distribution		CV farmers market - Sat., CV farmers market - Wed., Farm gate, Independent stores, Restaurants
Brand name	Specific Products					
Primary product	apples, mixed herbs, mixed vegetables, pears, raspberries, vegetable transplants					
Processed product						
Plant Collector Nursery & Garden	1886 Waveland Road	Comox	B.C.		250-339-3565	
Email			Website			
Production system	Production volume		Distribution			
Brand name	Specific Products					
Primary product	mixed nursery plants, trees - mixed					
Processed product						
Rankeillour Farm	7493 Howard Rd	Merville	B.C.	V0R 2M0	250-337-0202	
Email	rfarm@telus.net		Website			
Production system	Non-certified organic	Production volume		Distribution		CV farmers market - Sat., CV farmers market - Wed., Farm gate
Brand name	Specific Products					
Primary product	chicken - pasture					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
River Meadow Farms Nursery/Turf	3125 Piercy Avenue & 4738 Condensory Road	Courtenay	B.C.		250-338-8354	
Email					Website	
Production system		Production volume			Distribution	Farm gate
Brand name		Specific Products				
Primary product	bulb flowers, cedar hedging, mixed nursery plants, trees - mixed, turf					
Processed product						
Rockbottom Farm					250-337-8243	
Email	sthorel@telus.net				Website	
Production system	Non-certified organic	Production volume			Distribution	CV farmers market - Sat.
Brand name		Specific Products				
Primary product	basil, mixed vegetables, tomatoes					
Processed product						
Seaview Game Farm	1392 Seaview Road	Black Creek	B.C.	V9J 1J7	250-337-5182	
Email	info@seaviewgamefarm.com				Website	
Production system		Production volume			Distribution	CV farmers market - Sat., CV farmers market - Wed., Farm gate
Brand name		Specific Products				
Primary product	deer, mixed vegetables					
Processed product	on-farm B&B, petting farm, venison					
Sieffert Farm Market	720 Knight Rd	Comox	B.C.	V9M 3T3	250-339-2988	
Email					Website	
Production system		Production volume			Distribution	Farm gate
Brand name	Tyee Valley	Specific Products	Potatoes			
Primary product	mixed berries, mixed tree fruits, mixed vegetables, potatoes					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Smith Lake Farm	1481 Larkin Road	Merville	B.C.		250-337-2051	
Email	cleaadair@hotmail.com		Website	www.smithlakefarm.com		
Production system		Production volume		Distribution		
Brand name	Specific Products					
Primary product	eggs					
Processed product	agri-tourism, on-farm B&B					
Snapdragon Acres	8668 Lory Road	Black Creek	B.C.		250-337-8200	
Email	sdacres2@telus.net		Website			
Production system	Certified Organic	Production volume		Distribution	CV farmers market - Sat., CV farmers market - Wed., Farm gate	
Brand name	Specific Products					
Primary product	chicken - pasture, chicks, poults, culinary herbs, edible flowers, eggs - free range, mixed vegetables, turkey					
Processed product						
Stonecroft Farm	2165 Kelland Road	Black Creek	B.C.		250-218-5789	
Email	glenandkathybeaton@live.com		Website			
Production system	Non-certified organic	Production volume		Distribution		
Brand name	Specific Products					
Primary product	blueberries, partridge, pheasant, turkey					
Processed product	poultry products					
Stoney Bog Farm	7522 Island Hwy	Merville	B.C.		250-337-1910	
Email			Website			
Production system		Production volume		Distribution	Farm gate	
Brand name	Specific Products					
Primary product	beef , blueberries, chicken - pasture, lamb, raspberries					
Processed product	wool					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Tannadice Farms Ltd.	3465 Burns Rd.,	Courtenay	B.C.	V9J 1S3	250-338-8239	
Email	info@tannadicefarms.com		Website	www.tannadicefarms.com		
Production system		Production volume		Distribution		
Brand name	Tannadice	Specific Products	Black Angus beef, Pastured poultry, 'High health' pork			
Primary product	beef , chicken - pasture, pork					
Processed product	beef - cuts, pork -- cuts, poultry products					
The Tasty Tattie Farm	7912 Island Highway	Black Creek	B.C.		250-337-5321	
Email		Website				
Production system		Production volume		Distribution		
Brand name		Specific Products				
Primary product	cucumbers, cucumbers - pickling, eggs - free range, mixed vegetables, raspberries, salad greens, strawberries, tomatoes					
Processed product						
Victorian Acres Farm	3964 Dove Creek Road	Courtenay	B.C.		250-338-4964	
Email	dasatodd@telus.net		Website			
Production system	Non-certified organic	Production volume		Distribution	Farm gate	
Brand name		Specific Products				
Primary product	beef - grass fed, chicken - pasture, hay, turkey					
Processed product						
Warwick Dahlias	1672 Constitution Road	Black Creek	B.C.		250-337-8985	
Email	jeaninerichardson@shaw.ca		Website			
Production system		Production volume		Distribution		
Brand name		Specific Products				
Primary product	bulb flowers, cut flowers					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Watrin Orchard / Farm Market	1507 Philmonte Rd.,	Comox	B.C.	V9M 4B2	250-339-7784	
Email	lrwatrin@shaw.ca		Website			
Production system	Organic methods	Production volume			Distribution	CR farmers market, CV farmers market - Sat., Farm gate
Brand name		Specific Products				
Primary product	apples, cherries, eggs, garlic, mixed vegetables, pears, plums, potatoes, rhubarb					
Processed product	bacon, bees and bee products, honey, jams and jellies, preserves - canned vegetables, sausages - beef, sausages - pork					
Wellspring Farms	2186 Endall Road	Black Creek	B.C.		250-337-5994	
Email	aao@telus.net		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	blackberries, blueberries, hay, raspberries, straw, strawberries					
Processed product	berry wine					
Cluck Stops Here - Lori's Farm	1229 Walz Rd.	Qualicum Beach	B.C.	V9K 2S8	250-752-3082	250-752-0007
Email	gumbootz@telus.net		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product						
Processed product						
Waveland Berry Farm	1882 Waveland Road	Comox	B.C.	V9M 4E5	250-339-3124	
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	bedding plants/annuals, blueberries, garlic, mixed berries, plums, raspberries, strawberries					
Processed product						

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Seal Bay Farm					250-338-2508	
Email	dlightfoot@telus.net		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	goat, mixed herbs, mixed vegetables, strawberries					
Processed product	goat meat cuts, jams and jellies, salsas and hot sauces					
Hamilton Family Farms	285 Country Aire Dr	Campbell river	B.C.	V9W 7N1	250-923-1513	
Email	bnhamilt@telus.net		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	cranberries					
Processed product						
Evansdale Farms			B.C.			
Email	patrickevans@shaw.ca		Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	raspberries					
Processed product						
Comox Valley Hothouse	5641 Bates Rd.	Courtenay	B.C.	V9J 1X3	250-334-8377	
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	cucumbers					
Processed product						
Sunshine Acres	8486 Island Hwy	Black Creek	B.C.	V9J 1H3	250-337-8157	
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	chicken					
Processed product	poultry products					

Business name	Street Address	Town or City	Province	Postal Code	Phone	Fax
Huband Cherry Orchard		Courtenay	B.C.			
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product						
Processed product						
Comox Valley Production		Comox	B.C.			
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	corn, potatoes					
Processed product						
Christines Cluckery		Comox	B.C.			
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	ducks					
Processed product						
Nanoose Edibles	1960 Stewart Road	Nanoose Bay	B.C.	V9P 9E7	250-468-2332	
Email			Website			
Production system		Production volume			Distribution	
Brand name		Specific Products				
Primary product	mixed vegetables					
Processed product						