

Community Economic Development Grant 2023-24

Row 10

Name of Applicant (Organization)	Central Coast Food Web
Mailing Address	3814 Yaquina Bay Road Newport, OR 97365
Name of Contact Person	Sara O'Neill
Contact Phone	(541) 283-6246
Contact Email Address	sara@centralcoastfoodweb.org
Name of Project	Shared Use Connex Freezer
Total Project Budget	\$37,289.00
Amount Requested from this Program	\$37,289.00
Project Description	<p>The Central Coast Food Web is a 501(c)(3) nonprofit organization that offers technical, marketing, and infrastructure assistance to food producers and food businesses in Lincoln County. It is our mission to help shorten supply chains in the food system to reduce the environmental impacts and economic loss to our community that occurs when the majority of our seafood is exported to distant markets and 90% of seafood consumed on the coast is imported. Our request for funds is specifically to meet the crucial need to offer low-cost, shared use freezer storage to food producers in Lincoln County. The CCFW exists to provide opportunities for producers and food businesses that want to directly market locally or regionally to retain more of the economic value of their own products. In the case of seafood producers, a small number of existing large scale buyers and processors set prices based on global commodity market rates, driving revenues for our fisheries down dramatically. For small-to-mid sized producers, who are disadvantaged by the mismatch in scale of their enterprises, the exposure to low commodity prices can be economically devastating. The ability to process, package, and freeze their catch will allow a more profitable, vertically-integrated business model to meet the demand for local, sustainably-harvested seafood while delivering competitive retail price revenues to the producer. Research indicates that even just a 10% increase in local seafood usage on the Oregon Coast would generate an additional \$90 million for local economies (1). The CCFW is well positioned to deliver positive outcomes to producers who engage in direct-marketing. Our facility is currently reducing the barriers to direct-marketing food products by offering seafood processing space, equipment, and inventory storage at low cost. Our staff, in addition to maintaining the facility and coordinating its shared use, is actively providing technical and marketing assistance to our producer partners, of which there are twelve and counting. Our greatest and most concerning limitation to date is our shortage of freezer storage, without which all the other aspects of direct-marketing high value items like seafood and meat become logistically difficult, if not impossible. Freezer capacity for the proposed unit is maximized at 40,000#. For the project</p>

to succeed, we would like to see over 50% capacity use in the first year, moving to 75% capacity in year two. This project will be able to self-sustain with funds generated by nominal user rents. (See estimated operational costs in the “Other Funding” section). The results of this award would bring a permanent resource to producers in Lincoln County that will add value to our local economy and our food system for decades to come. References: <https://oregonbusiness.com/19545-the-ocean-cluster-initiative-keeping-more-local-seafood-lc>

Funding Funds for the freezer container and installation would be provided for entirely by this Impact Grant. Additional funds for space, power, administration and maintenance will all be born by the CCFW. Estimated costs are \$250/month for power, \$300/month for space, and \$500 a month for administration. These costs will be covered by other sources of organizational funds, including nominal charges for the storage space to users. We estimate charging \$50-65 per month per pallet space, depending on volume used. This is significantly less than comparable storage charges in the Willamette Valley.

Collaboration Our producer partners: The CCFW operates the Yaquina Lab, our Bay Road facility in Newport. Our facility offers seafood processing and product storage to local producers, which gives us regular opportunities to hear from farmers and fishermen about their needs and priorities. The shared use environment of the Yaquina Lab gives us regular insight on the most important bottlenecks in developing a viable direct-marketed product for sale. The lack of affordable freezer space is time and again a stated critical setback. The Oregon Ocean Cluster Initiative and Oregon Food Hub Network: The CCFW works hand-in-hand with the Oregon Ocean Cluster Initiative (OCI), which is working across a number of partner organizations to re-localize seafood in our region. We are working with our partners in the OCI and the Oregon Food Hub Network to develop a ‘Hub to Hub’ distribution network among food hubs like ours that will be able to offer logistical solutions to producers that want to market their products regionally. Freezer space here at the Lab will offer product storage and marketing opportunities within this transit network that will establish Lincoln County as a main driver of local and regional seafood supply chains. Oregon Coast Visitors Association: Our partner, the Oregon Coast Visitors Association (OCVA), has submitted a \$500K grant to NOAA Saltonstall Kennedy that will expand on the CCFW/Newport freezer hub to include a series of chest freezers and freezer vans across the region. This is the next step of creating a cold chain network to reach more populated urban markets. That decision is expected in May 2024.

Viability The CCFW operates its Yaquina Lab facility based on membership agreements with producers and other food-related businesses, who make use of office and conference spaces, seafood processing, dry goods and refrigeration storage. We utilize a software platform called Food Corridor to maintain all required insurance and licensing requirements, as well as to allow users to reserve space and equipment on their phones. We are staffed by two Executive Directors, who are committed to assisting producers with technical and practical aspects of operating in a shared use environment. Our policies outline normal use parameters for facilities and regular walk throughs and communication with producers ensures efficient operation, organization, and cleanup. Our administrative capacity will easily integrate shared freezer users within our existing daily operations. Our backup generator system, installed in Fall of 2023, stands ready should electrical service be interrupted to onsite freezer units. The Lab (prior to CCFW’s inception) successfully brokered freezer space in the existing on-site Local Ocean Seafoods’ Connex containers for 5 seafood producers. This was highly successful and valuable. Due to expanded use of the Local Ocean freezers for their own use, they no longer have space available for other partners. Based on this experience, and also new partnerships with Lincoln County farmers, we know that we will have adequate demand for freezer use from at least 8 food businesses immediately. We expect those numbers to grow to 12 over the first 3 years. Freezer capacity for the proposed unit is maximized at 40,000#. For the project to succeed, we would like to see over 50% capacity use in the first year, moving to 75% capacity in year two. This project will be able to self-sustain with funds generated by nominal user rents. (See estimated operational costs in the “Other Funding” section).

Desired Start Date 03/01/24

Desired Completion Date 08/31/24

Name of Chief Executive Laura Anderson

Position Title Founder, Board President

Chief Executive Email laura@localocean.net

Tax ID# 92-1315814

Type of Applicant 501(c)(3) Nonprofit

Grant Pool Impact Grant (\$60,000)

Date Submitted 12/18/23 10:26 AM



Central Coast FOOD WEB

“Shared Use Connex Freezer”

Lincoln County Community and Economic Development Grant Program 2023-2024

Project Budget

Item	Cost as Bid
Connex Freezer Unit (40ft)	\$16,450.00
Transformer	\$3,750.00
Ground Delivery	\$3,000.00
Gravel Pad and Driveway Prep	\$3,774.00
Electrical Upgrade and Unit Install	\$6,925.00
Project Administration	\$3,390.00
Total Project Budget	\$37,289.00



Conexwest
 800 Avenue H
 San Francisco, CA 94130
 (855) 878-5233

Quote

Quote date: Nov 4, 2022 11:44 AM
 Quote number: 2397724000285747882
 Valid until:
 Customer PO:

Thank you for choosing Conexwest. We are pleased to provide you the following quote.

CUSTOMER:

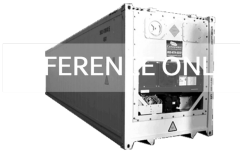


Northwest Reliable LLC

DELIVER TO:

Newport OR 97365

Account name: **Northwest Reliable LLC**
 Contact name: **Paul Dunphy**
 Phone number: **(541) 961-2744**

Sales rep: **Karl Hellebuck**
 Direct number: **(510) 213-6831**

Product details	Quantity	List price	Total	Tax
<p>1. 40ft Used Cargo Worthy High Cube Refrigerated Certified ISO Container 460V 3P 30A 40HCRF3C</p>  <p>40ft Used Cargo Worthy High Cube Refrigerated Certified ISO Container 460V 3P 30A - 40ft x 8ft x 9ft 6in (H) - White RAL9010 Color - Used Cargo Worthy Container - Working Machinery - Temperature Range -20F to +70F - Operating Power 460V 3P 30A ***</p> <p>*** Optional Operating Voltage a) 220V 3P 50A w/ Transformer (req. item REF-TRU or REF-TRN) b) 220V 1P 50A w/ Phase Converter (req. item REF-PHN)</p>	1	\$ 16,450.00	\$ 16,450.00	\$ 0.00
<p>2. Transformer New 220V 3P 50A REF-TRN</p>  <p>New Transformer for Refrigerated Containers - Input Power 220V 3P 50A - Output Power 460V 3P 30A - Input Plug Nema 14-50P</p>	1	\$ 3,750.00	\$ 3,750.00	\$ 0.00
<p>3. POR 40ft Tilt-Bed Ground Delivery POR40TILTBED</p>  <p>40ft Tilt-Bed Ground Delivery</p>	1	\$ 3,000.00	\$ 3,000.00	\$ 0.00
			Sub Total (with tax) \$ 23,200.00	
			Adjustment \$ 0.00	\$ 0.00
			Grand Total \$ 23,200.00	

Notes:

Lead time: stock.
 Estimated delivery date Nov 25, 2022.

To accept this proposal please reply to the original email.
 Thank you for your business, your trust and your confidence. It is our pleasure to work with you.
 CONEXWEST SHIPPING CONTAINERS
 (855) 878-5233 | conexwest.com

NorthWest Reliable, LLC

Quote #344

Sent on 12/13/2023

Phone (541)961-2744

Email paul@northwestreliable.com

From NorthWest Reliable, LLC

PO Box 1363

Newport, OR 97365 CCB#

194178

LCB# 9240

Central Coast Food Web

3814 Yaquina Bay Road

Newport, Oregon 97365

Product/Service	Description	Qty.	Unit Price	Total
Connex Freezer Box setup related work	<p>Trade labor, non-skilled labor, materials to set up operational customer provided connex freezer 40' container. Proposal based on time and materials. Trade labor - 15hrs @ \$135/hr electricians, \$1200 labor charges for field welding, setup, conduits installed, lighting prep interior box, \$1500 Forslund Crane service onsite to place box in final location (rolloff cannot place box where needed for operation); \$1600 projected materials including wiring, misc conduits, disconnect, strut, fittings, fasteners, \$600 for add'l temperature data logging/alert equipment adding to existing array.</p> <p>Not included: 240v - 480v transformer for connex; connex box & delivery, permitting for branch circuit.</p> <p>Terms / notes: Proposal valid until 12/31/2023. Pricing may adjust after 1/1/2024. Balance due on completion.</p>	1	\$6,925.00	\$6,925.00

Total

\$6,925.00



381 Kosydar Rd
Siletz, OR 97380

Lincoln County Farm Bureau

13 December 2023

Attn: Lincoln County Community and Economic Development Grant Program
Lincoln County Board of Commissioners
255 W Olive St., Room 201
Newport, OR 97365

RE: Letter of Support

Esteemed Lincoln County Commissioners and EDALC Board of Directors,

Formally incorporated as an Oregon 501(c)(5) non-profit in 1988, the Lincoln County Farm Bureau (LCFB) represents over fifty farm families across Lincoln County, families engaged in all sectors of agricultural production.

The Officers and Board of the LCFB would like to voice our organization's support of the Central Coast Food Web's (CCFW) application for Impact Grant funding for accessible shared-use freezer and cold storage infrastructure in Lincoln County. LCFB Producers have identified lack of local processing and storage facilities as a primary obstacle to accessing local and regional food markets, markets that are essential for the sustainable development of Lincoln County agriculture and resilient local food systems. We believe that CCFW's proposal would address that need both efficiently and directly.

We have also considered that:

Producer Surveys conducted in 2022 by [Ten Rivers Food Web](#)¹ demonstrate a leading need for cold storage for local produce and freezer storage for meat.

Similarly, [The Lincoln County Community Food Assessment](#)² identified an increase in direct-to-consumer agriculture during recent years, as well as an increase in small farms' and consumer desire to participate in those markets. Prescriptions for developing these markets included 1) Year-Round Access to Local Food, 2) Infrastructure, including Processing and Freezer/Cold Storage, 3) Marketing and Distribution Assistance, and 4) Labor. The grant proposal addresses all of these, providing needed infrastructure while freeing up producer capacity to address other urgent needs.

¹ https://www.tenriversfoodweb.org/_files/ugd/647b5a_62718cae667b43718738e3c8edbf66c4.pdf

² https://www.tenriversfoodweb.org/_files/ugd/647b5a_40a81844da0c4e428bad4f0834742bf4.pdf

The [2022 Regional Health Assessment of Lincoln, Linn, and Benton Counties](#)³ noted that Lincoln County suffers the greatest food insecurity in the study area. Developing local food storage for local distribution would secure an essential link between Lincoln County’s food producers and the local markets that need that food.

The recently-presented [Lincoln County and Benton County Climate and Health Assessment](#)⁴ reflected that Food Insecurity was the highest-ranked respondent concern associated with climate change, with 68% being “Very Concerned” and 18% being “Somewhat Concerned.” No respondents were “Not at All Concerned.”

Recognizing the above, the Lincoln County Farm Bureau is grateful for the opportunity to support efforts to develop and enhance resilient local food systems. CCFW’s proposal is an achievable and important step in those efforts, with immediate benefits to Lincoln County producers and consumers, as well as creating a foundation for building and development of cooperative and allied initiatives in the future.

Respectfully Submitted,

Lincoln County Farm Bureau:

Cathy Steere, President
Brenton Gibson, Vice-President
Sara O’Neill, Secretary
Sue Miller, Treasurer
Jerry Kosydar, Director
Alan Fujishin, Director
Lorissa Fujishin, Director
Tim Miller, Director
Joe Steere, Director

³ <https://www.co.lincoln.or.us/DocumentCenter/View/2250/2022-Regional-Health-Assessment-PDF>

⁴ <https://www.co.lincoln.or.us/DocumentCenter/View/4051/Lincoln-Benton-Climate-Assessment-PDF>. Pg. 28.

The purpose of the Lincoln County Farm Bureau is to work for the solution of the problems of the farm, home, and the rural community, using the recognized advantages of organized action to the end that those engaged in the various branches of agriculture in Lincoln County may have and secure opportunities for happiness and prosperity in their chosen occupations.

Seal Rock Seafood LLC
20240 Blaine Rd.
Beaver, OR 97108
541-418-1849

To the Lincoln County Board of Commissioners:

I am writing in support of the Central Coast Food Web's application for funds to purchase and install a shared use Connex West freezer unit at their Yaquina Lab facility.

Seal Rock Seafood is passionate about making connections with customers in our community and providing them with fresh seafood. Our goal is to catch, process and distribute fresh seafood from the beautiful Oregon Coast while providing career opportunities in our community. Commercial and recreational fishing has been my passion for the past 25 years and expanding the business for our customers and opportunities of employment are our primary goals.

As we develop Seal Rock Seafood, our focus is to build the business as organically as possible, allowing us to build lasting relationships with our customers and our community. This can be accomplished by offering fresh seafood products directly from the boat to the customers and restaurants. Building lasting relationships through social media and quality customer service are our highest priorities.

Our business model requires reliable freezer storage of fish. At our current capacity, we lack the space and funds to purchase and install our own freezer unit. What's more, the seasonality of our industry would mean that an individually-owned unit would not be fully utilized in the off-season. Working in the shared use freezer at the Yaquina Lab would allow us to rent space when we need it, and use those funds elsewhere when we don't.

This necessary infrastructure will allow our business to direct-market seafood in our own community, and allow us to retain more value for our product than if we sold through commodity channels. We would urge the commissioners to grant the award and allow the CCFW to further develop their shared facilities for producers.

Sincerely,



Patrick Dean
Owner, Seal Rock Seafood