



Comparing Entrepreneurial Solutions to Local Food Distribution

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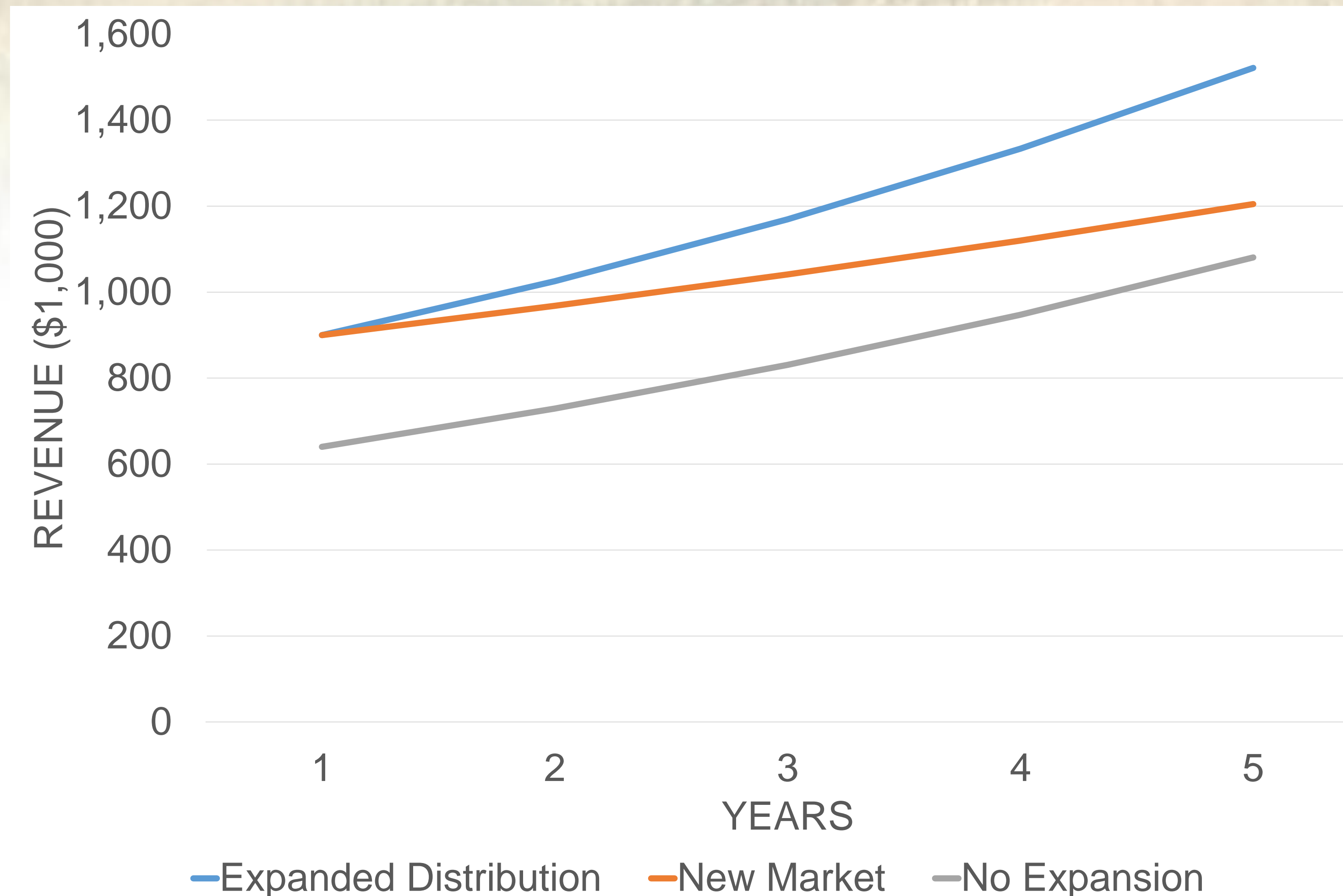
NC STATE Poole College of Management
Supply Chain Resource Cooperative

Project Background

-Farmers' Collective is a small-scale distributor that operates both as a wholesale restaurant distribution business and a community supported agriculture market
-Farmers' Collective wants to increase revenue and expand its geographic area



Revenue

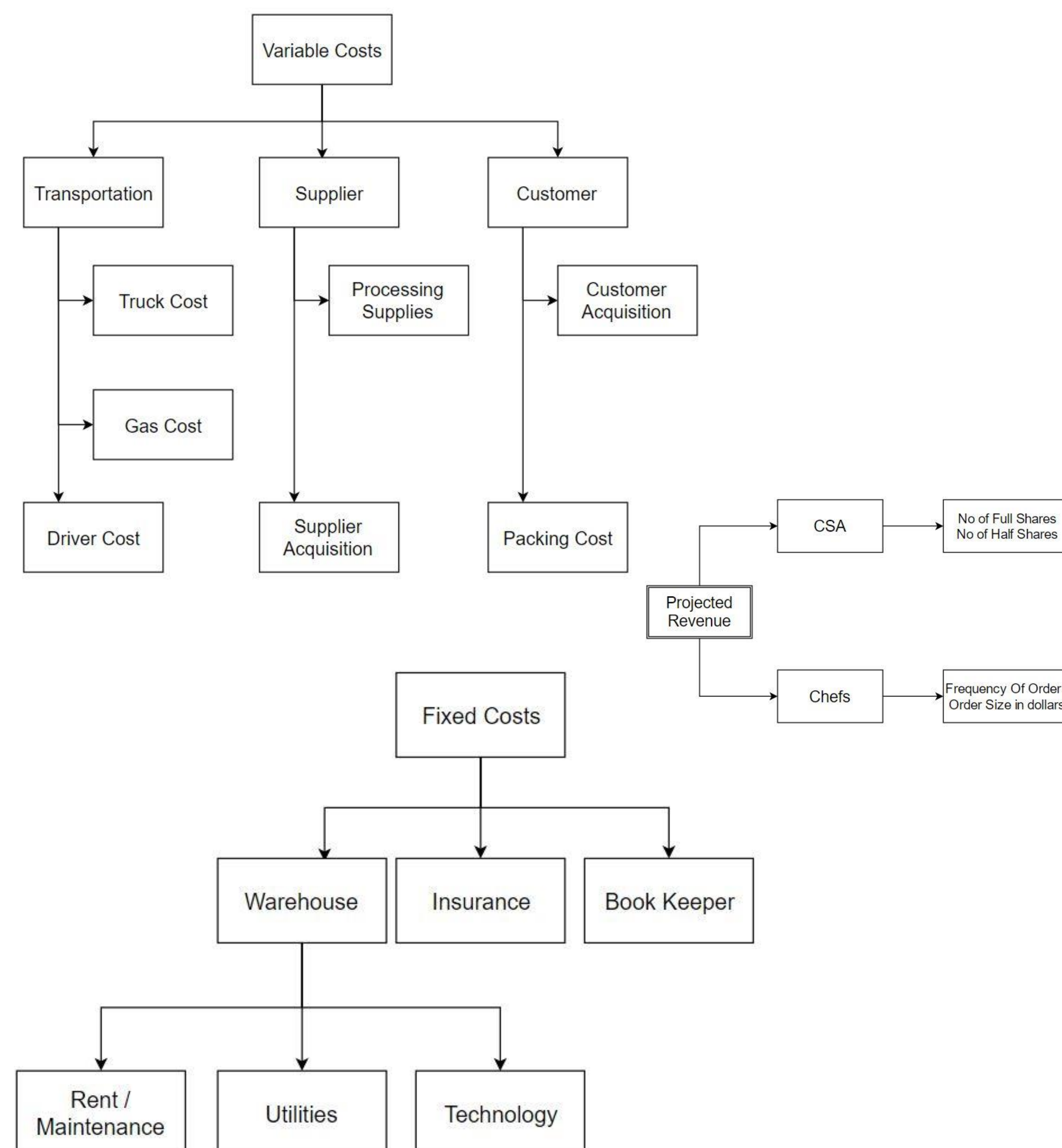


Project Scope

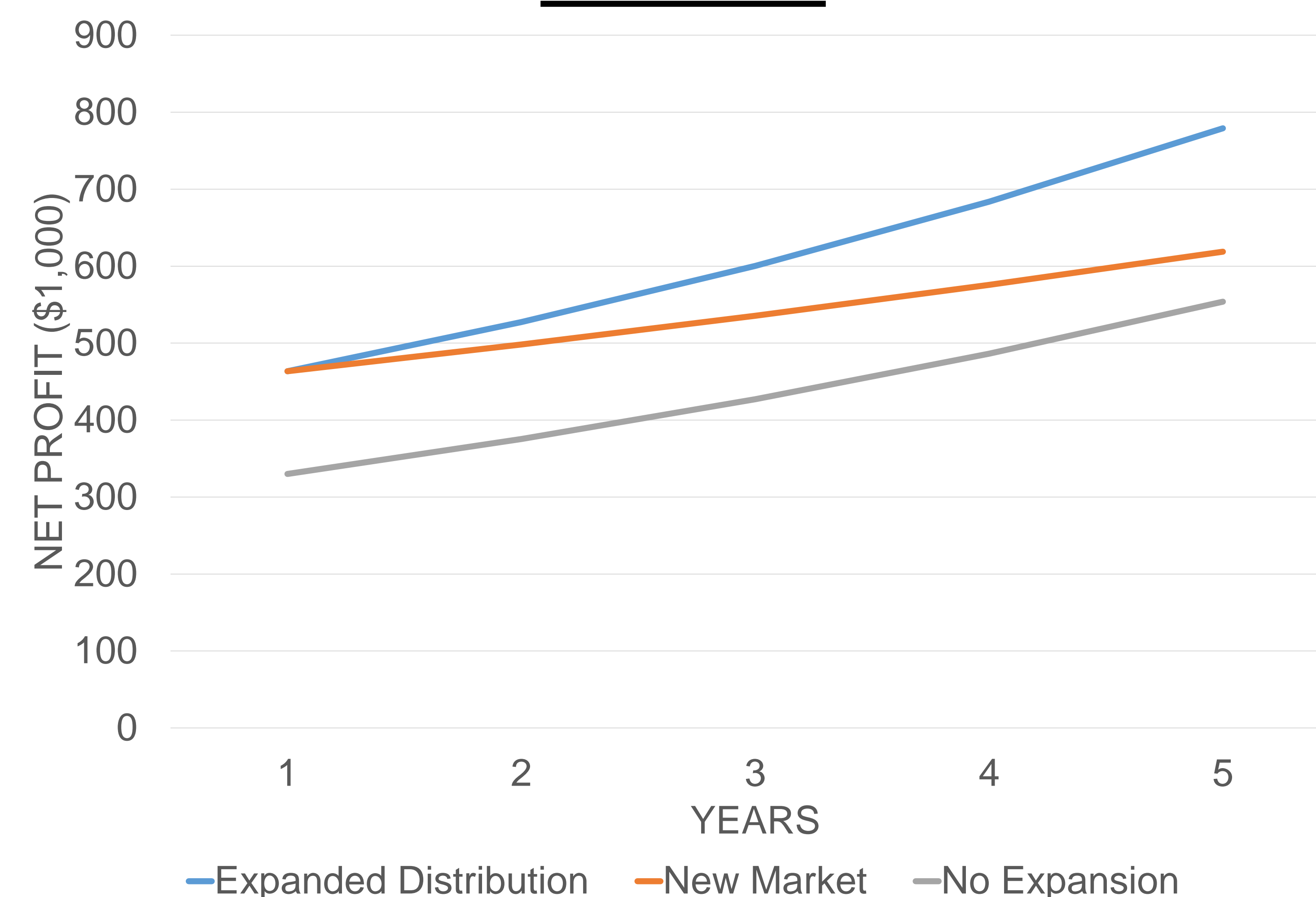
1. Adapt a model to analyze potential growth alternatives and the requirements to reach potential revenue targets.
2. Conduct initial market analysis to determine revenue potential.



Business Maps



Net Profit



Conclusion

After an initial capital expenditure to set up another point of distribution, the lower variable expenses and constant presence in the market allows for further growth over not expanding to the market, and distributing from another area in the region.

Model Outputs

Numbers are hidden due to confidentiality

				CSA		CHEF	
				8%	15%		
Year 2				ANNUAL	MONTHLY	PER ORDER DAY	
Variable costs - Staff							
Truck drivers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Warehouse managers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Order packers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Sales rep	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Bookkeeper	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Sales Tax	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Variable costs - Orders & Fulfillment							
Truck rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Gas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Mileage fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Contingency (1%)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Technology (3%)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Payment Processing fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Fixed costs - Operations							
Office Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Rent	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Utilities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Miscellaneous	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
fixed costs - if you own a truck							
Truck maintenance cost / yr	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Truck insurance cost / yr	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
EXPENSE TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Year 3				CSA		CHEF	
Year 4				CSA		CHEF	
Year 5				CSA		CHEF	

INCOME	ANNUAL	MONTHLY	PER ORDER DAY
HUB Sales Volume	\$0.00	\$0.00	\$0.00
(COGS/Payment to Producers)	\$0.00	\$0.00	\$0.00
HUB Operating Income	\$0.00	\$0.00	\$0.00
CSA Income	\$0	\$0.00	\$0.00
(COGS/Payment to Producers)	\$0.00	\$0.00	\$0.00
CSA Operating Income	\$0.00	\$0.00	\$0.00
REVENUE TOTAL	\$0.00	\$0.00	\$0.00
INCOME TOTAL	\$0.00	\$0.00	\$0.00