



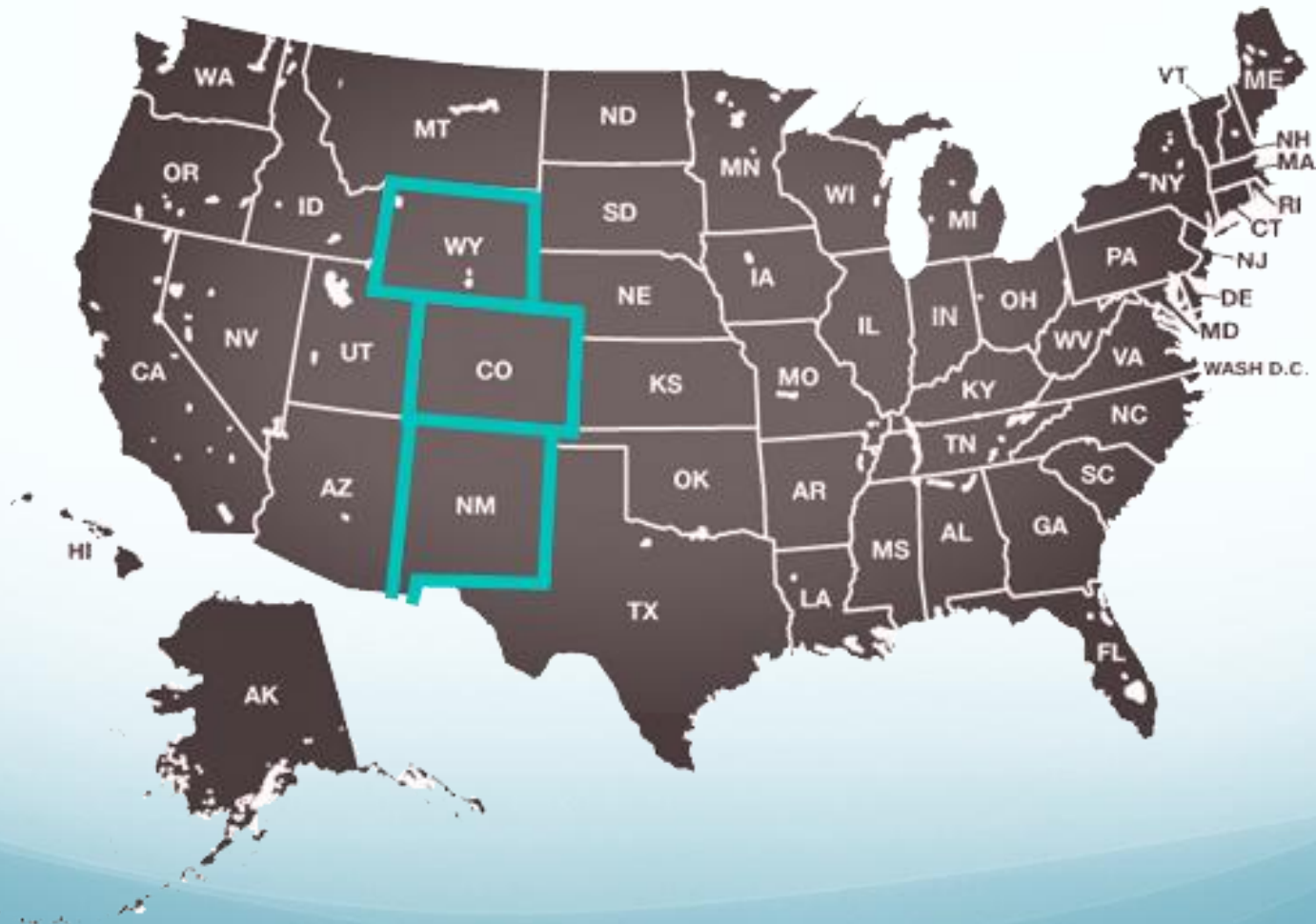
**Rocky Mountain
Farmers Union**
Co-op Development Center

Building a more just, healthy, thriving,
& inclusive economy through
cooperative enterprises in Colorado,
New Mexico & Wyoming



Rocky Mountain Farmers Union

Co-op Development Center





Colorado Food Hub Network & Tap Root Cooperative



7 Cooperative Principles

- **Voluntary and Open Membership**
open to all persons able to use the co-op's services and willing to accept the responsibilities of membership
- **Democratic Member Control**
controlled by its members - usually, members have equal voting rights (one member, one vote)
- **Member Economic Participation**
members contribute equitably to, and democratically control, the capital of their cooperative
- **Autonomy and Independence**
autonomous, self-sustaining organization controlled by its members
- **Education, Training and Information**
provide education and training for its members, officers and employees and inform the general public about the nature and benefits of cooperation and cooperatives
- **Cooperation among Cooperatives**
strengthen the cooperative movement by working together through local, national, regional and international structures
- **Concern for Community**
assist the sustainable development of the community(ies) served

Infrastructure



Distribution Partnership



Tools for Planning & Implementation (Software, Production Planning, MOU)



The Formulas

Denver Sales

- 5% Order Fulfillment + AP/R
- ~3% Hauling
- 7% Staging & Delivery
- 20% Origin Hub

= 35%

Hub-to-Hub

- COGS + 12-15%

Barriers & Opportunities to Address

- Human Resources: Leadership & succession
- Synchronizing schedules & systems
- Building bridges between small & mid-scale producers
- FSMA compliance and GAP certifications
- Funding & financing
- Competitive edge in crowded natural foods marketplace
- Consolidation of hubs

Contact Information

Dan Hobbs, RMFU Lead Cooperative Specialist
719-250-9835 danghobbs@gmail.com

