



Getting Ahead of the Curve:

Forward-Planning Guidance and Success Stories



4P FOODS

Purpose-fueled food for the prosperity of our planet and people



Building the “Missing Middle” to connect communities to local farmers + regenerative food.

Farm to Institution

Theory of Change: DEMAND COMMITMENTS



Institutions commit to contracts



Contracts unlock the critical resources for farmers



Producers invest in their production and infrastructure



Quantify the impact → Better business for Food Service Providers



Forward Planning

Farm to School

Food is Medicine

Farm to University

Food Access



Contracts

Alexandria City and Fairfax County Public Schools *Fresh Fruit and Vegetable program*

Prince William County Public Schools- *Sole source contract for Beef, Apples and Lettuce.*

Regular Orders

Weekly or monthly orders with 8 VA School Districts for produce and protein items.



Prince William County Public Schools

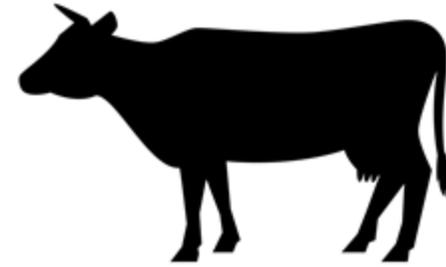
4P Foods has a sole source contract for Beef, Apples and Lettuce to deliver to all 97 Schools in Prince William County.

Beef coming from a blend of farms allowing for a price point where a good portion of the beef is coming from regenerative farms like Kinloch farms.

Apples coming from 3 orchards providing different varieties of Apples throughout the year.

Lettuce is coming from a Hydroponic grower Mock's greenhouse so it will be local and available year round.

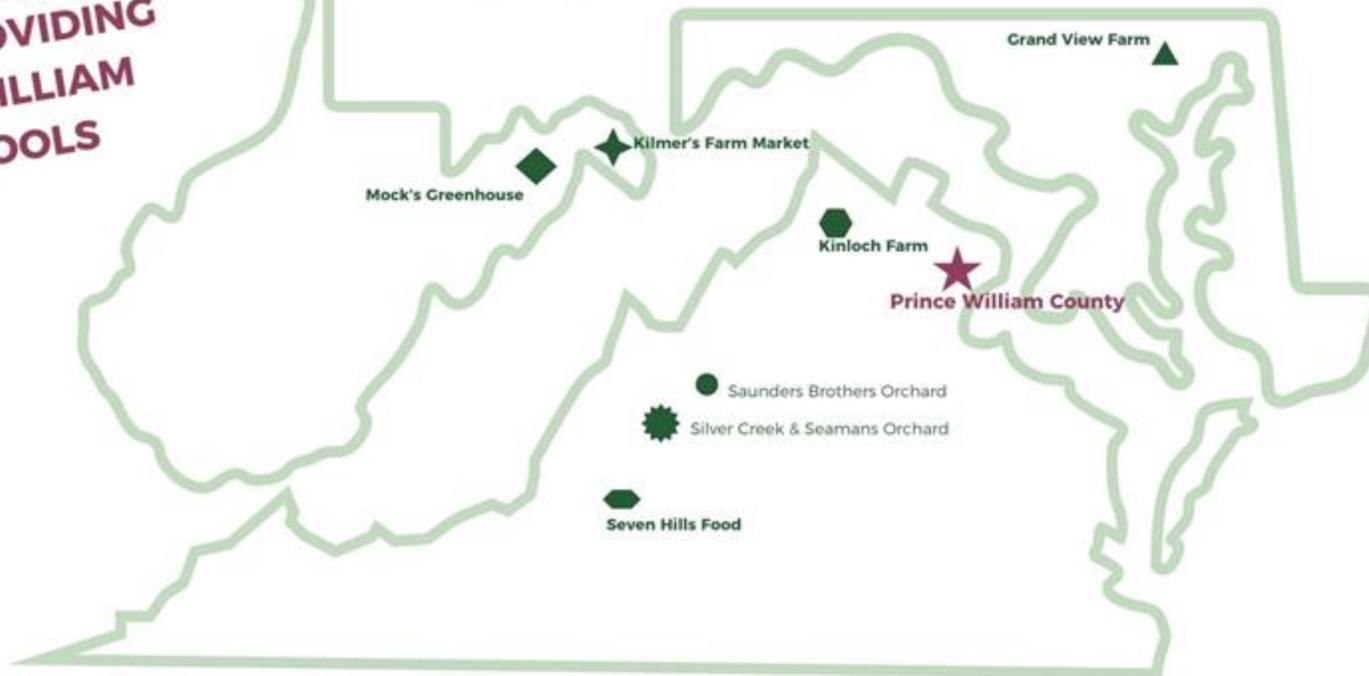
So far in SY25-26 School year, over \$97,000 in Sales and 35,000 lbs of local food delivered to Prince William Schools!



MEET 4P FOODS' NETWORK OF VIRGINIA PRODUCERS PROVIDING FOR PRINCE WILLIAM PUBLIC SCHOOLS

4PFOODS

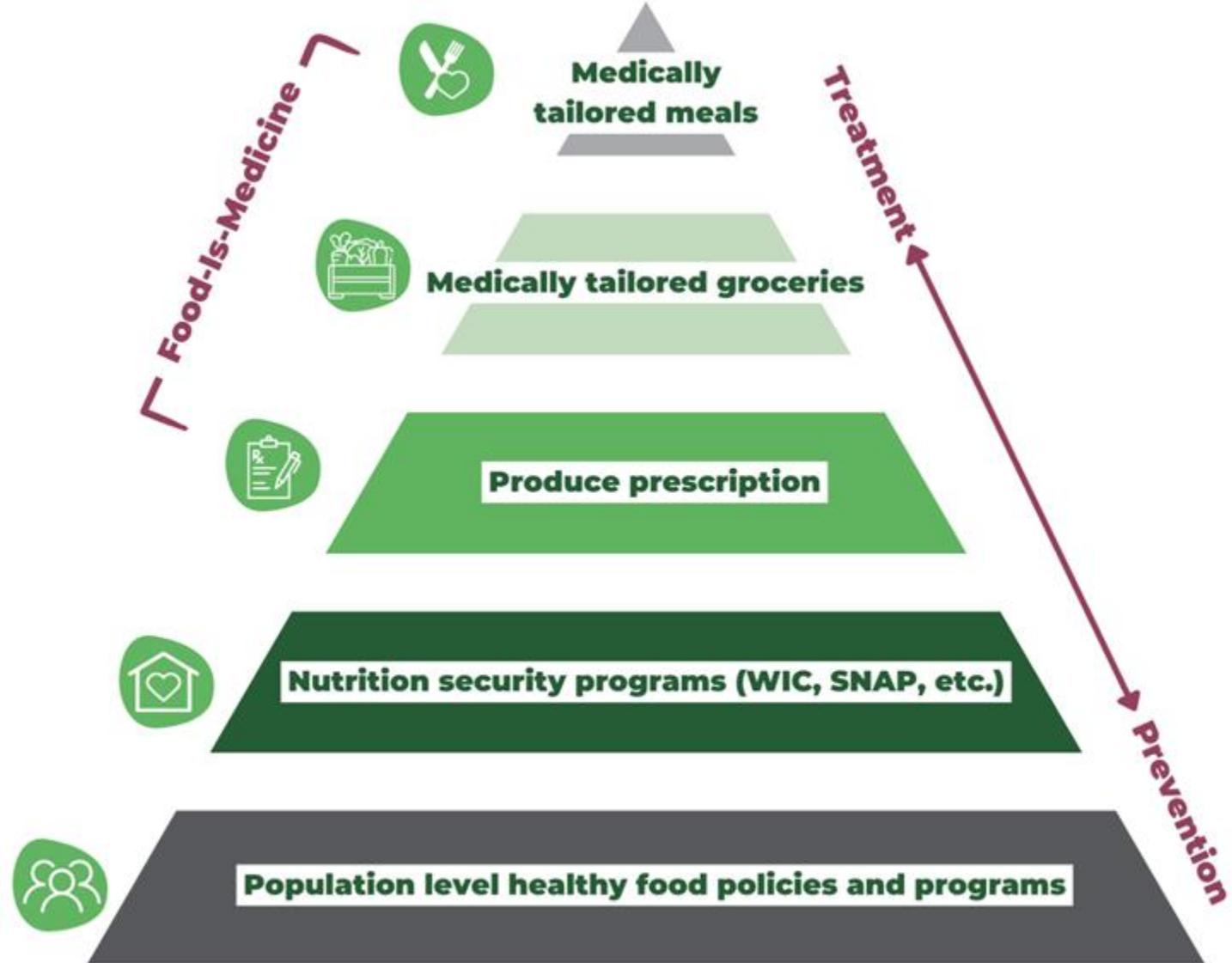
200+ producers in the Mid-Atlantic region. We are on a mission to support regional farmers.



PRINCE WILLIAM GROWERS

◆	Kilmer's Farm Market	Inwood, WV	Owner and Operator of Derek Lewis Kilmer is a third-generation farmer that brought his family's fruit growing and selling into the 21st century
◆	Mock's Greenhouse	Berkley Springs, WV	Family owned producer of hydroponic lettuces and vegetables.
●	Saunders Brothers Orchard	Piney River, VA	The Saunders family grows a variety of apples and asian pears.
▲	Grand View Farm	Forest Hill, MD	Grand View Farm raise their animals with the utmost care and integrity, guided by regenerative practices that prioritize soil health, animal welfare, and ecological balance.
●	Kinloch Farm	The Plains, VA	Kinloch Farms beef is 100% grass fed and finished on over 3000 acres of protected and historic farmland in Virginia's Piedmont,
☀	Silver Creek & Seamans Orchard	Tyro, VA	Independently owned orchards and packing shed that produce a variety of apples and fresh pressed apple cider.
◆	Seven Hills Food	Lynchburg, VA	Dry-aged, pasture-raised, and locally-sourced Bulk Ground Beef from one of the largest independently-owned abattoirs in Virginia.

Food is Medicine



9 | Food is Medicine

Children's Hospital FLiPRX Pilot program started in 2021 with American Heart Association and YMCA with goal to improve the diet quality among food insecure families

- Physicians prescribe produce boxes to children who are both food insecure and have diet-related food disease risk.
- Enrolled Families receive weekly produce deliveries from 4P Foods directly to their home.
- Currently 4P Foods delivers to 165 families
- Through this contract:
 - Set quantity of food planned for initial # of weekly families
 - Set price per box of food
 - Payments made upfront
- FlipRx: 8.5K+ produce bags to 850+ families since 2020

SPRING



SUMMER



AUTUMN



WINTER

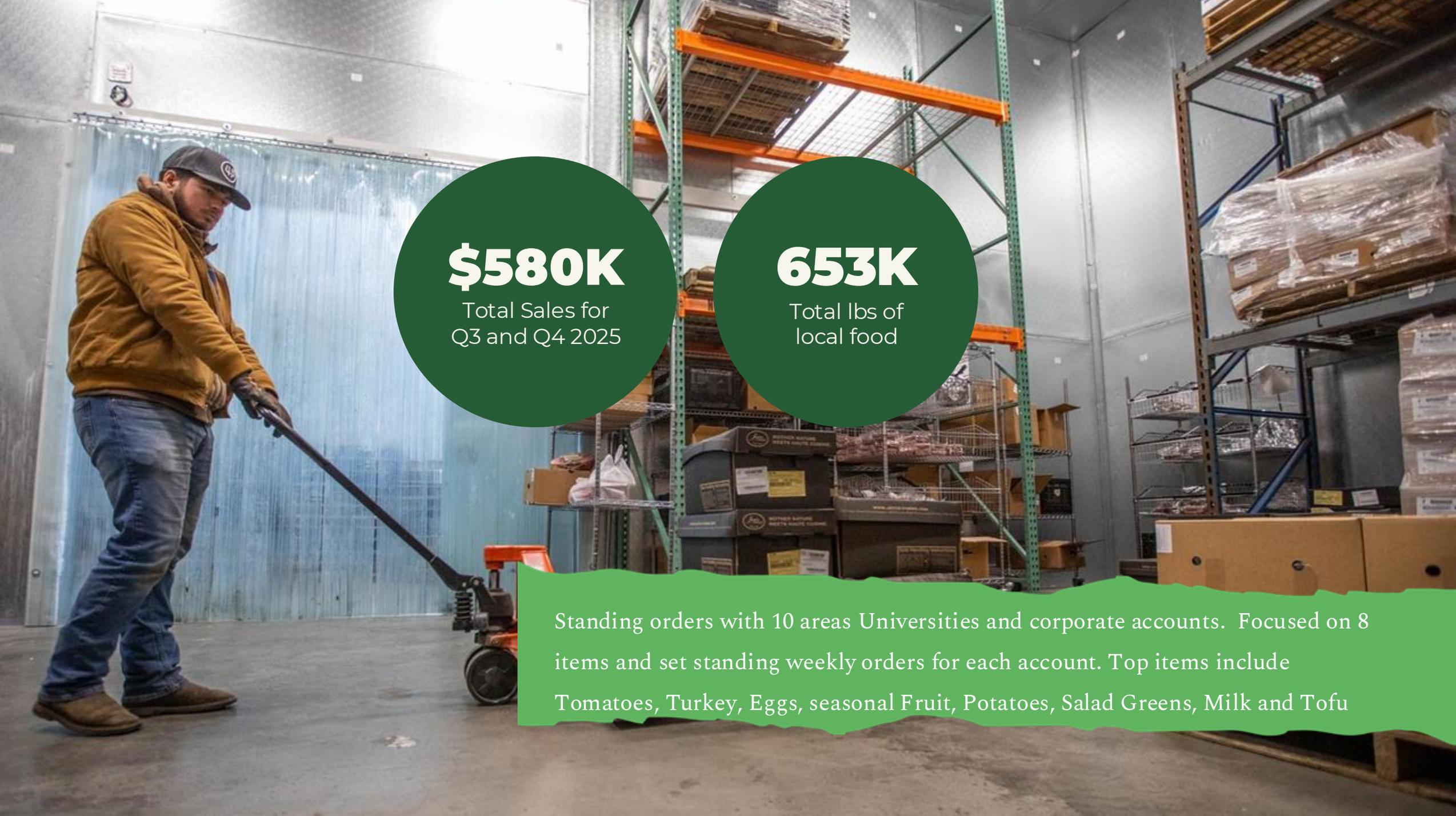




Farm 2 Institution (F2I) Program

4P Foods and FSMC's have partnered to create a unique program that directly supports small to midsize producers by placing a standing order that lasts several months at a time. This program provides:

- 1) less logistics and paperwork for chefs
- 2) competitive pricing due to volume aggregation
- 3) clear source traceability and tracking for sustainability or diverse spend
- 4) impactful storytelling and marketing materials
- 5) a more resilient regional food system



\$580K

Total Sales for
Q3 and Q4 2025

653K

Total lbs of
local food

Standing orders with 10 areas Universities and corporate accounts. Focused on 8 items and set standing weekly orders for each account. Top items include Tomatoes, Turkey, Eggs, seasonal Fruit, Potatoes, Salad Greens, Milk and Tofu

Food Access

- 4P Foods forward plans with DC Central Kitchen to deliver produce to 3 food access Nonprofits.
 - Set # families to serve
 - Set price per share
 - DCCK pays for the produce and 4P Foods Delivers to each partner.
 - Double impact of increasing food access and supporting local farmers
- **\$228,000 invested in local farms in 2025 and over 280,000 lbs of local produce delivered to the community.**



Goldman Farm

Meet Brick Goldman of Goldman Farm in Cullen, Va. He is a founding member of the Southside Virginia Vegetable and Fruit Producers Association. Brick Goldman is known as a community leader, especially among fellow farmers.

“[Food Hubs] have enabled us to get into markets we were never in before,” says Brick Goldman.





**Forward
planning
Support
Farmers**



Together, let's create a more equitable, nutritious, regenerative food system.

Let's honeydew this _____

Amy Zerante

Farm to School Program Manager
amy@4PFOODS.COM

