



# Expansion Opportunities for Producers

We sent a survey to food producers, processors, and distributors involved in local and sustainable food across Ontario, Canada.

We heard back from 125\* operations connected to **food hubs**.

Here's what we learned about **expansion for producers**.

## What is a food hub?

Food hubs are actual or virtual spaces that collect and distribute food to processors, retailers, restaurants, and/or consumers.

Food hubs can also provide space for other activities including food preparation, handling, processing, education, and/or training.

## What do we mean by "sustainable food"?

Sustainable food systems demonstrate varying degrees of economic viability, social justice/equity, and ecological regeneration from seed to plate

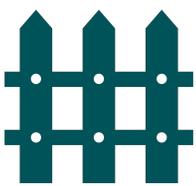
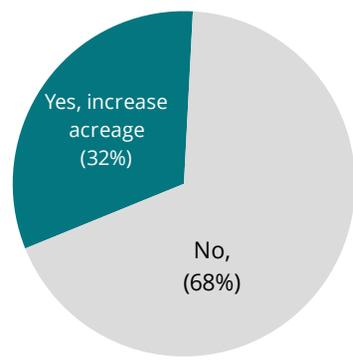
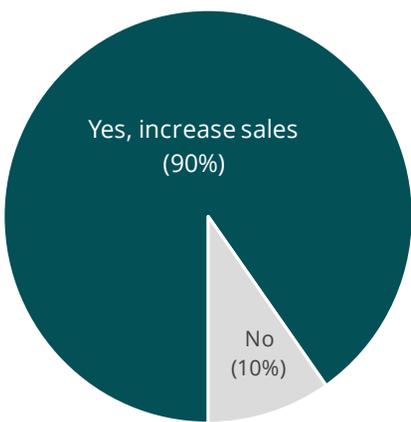
\*Our total sample was 125; response rates for each question may be lower.

## Most producers want to expand sales, but not acreage



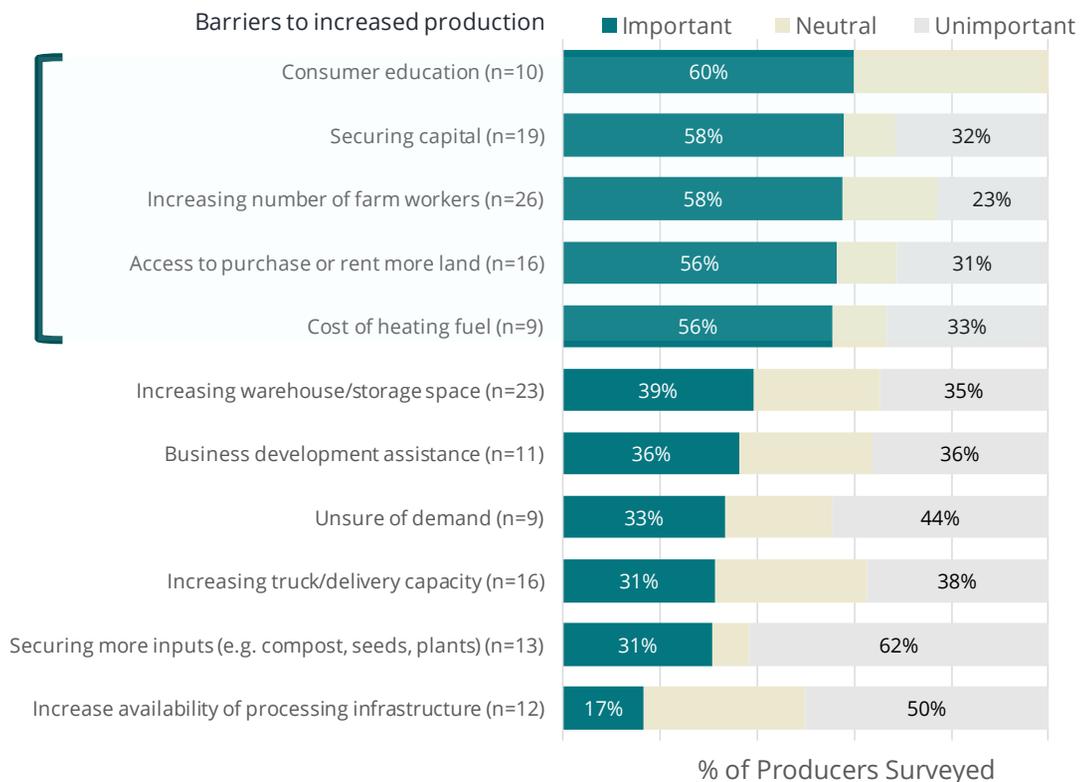
Almost all producers (90%) wanted to **increase their overall sales**. (n=82)

Only about a third of producers surveyed (32%) wanted to **increase their acreage** under production. (n=72)



## Successful expansion needs to address barriers

**Consumer education, securing capital, increasing farm labour, access to land, and heating fuel** were the biggest barriers to expansion for producers.



Learn more about Ontario food hubs and sustainable food:  
[FLEdGResearch.ca](http://FLEdGResearch.ca) @FLEdGResearch

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