

Fruitful Network Development LLC
7435 Valley View Road
Hudson, OH 44236
February 4, 2026

Oberlin Food Hub
Attn: Program Coordination Team
4540 Commerce Ave
Cleveland, OH 44103

Dear Oberlin Food Hub Team:

What would it look like for a food hub to test new coordination and planning tools at a fraction of typical consulting cost while directly shaping how those tools are designed?

My name is Dylan Montgomery, founder and technical lead of Fruitful Network Development LLC, and I am reaching out at the suggestion of Karl Knopp, with whom I have been discussing operational and coordination challenges faced by community-supported agriculture organizations in Ohio.

Fruitful Network Development builds applied software tools for local and regional agricultural networks, focused on improving planning, visibility, and coordination across growers, distribution, and member communication while remaining farmer- and community-controlled.

I'm applying for a USDA SBIR Phase I grant (Topic 8.6) to feasibility test technologies that strengthen community-based agriculture. If funded, I would pilot and evaluate an implementation with a small number of early partners, including services far below market value in exchange for feedback.

For Oberlin Food Hub, a Phase I pilot could involve:

- Mapping and testing coordination workflows.
- Evaluating planning, inventory visibility, or member communication tools.
- Identifying digital system friction and benefits.
- Ensuring technical alignment with cooperative and community values.

This is an exploratory, collaborative, and short-term engagement, not a finished product or long-term contract. I want to determine if this approach is practical and worth developing further. I welcome a brief conversation to see if Oberlin Food Hub would be a good fit for a Phase I pilot or consultation.

Thank you for your time and for the work you do supporting local agriculture in Ohio. I appreciate your consideration and look forward to the possibility of speaking further.

Sincerely,

Dylan Montgomery

Founder & Technical Lead

Fruitful Network Development LLC

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