

Data	Western Montana Growers Cooperative Sales Information from Dave Prather, GM
Questions for Application:	
How many staff positions do you have at your food hub?	20
Annual Sales	\$3.9 M 2019, 4.2M 2020
Sales minus CSA (and freight and malt)	3.685 M
# of customers accounts	350 wholesale, 500 csa
# of members	40
# of non-member producers	45
Estimate of how many will attend the food safety trainings	15
How many will obtain food safety certifications?	20
Annual Institutional Sales	165000
# of institutional accounts	36
# of transactions	11900
# of delivery vehicles	5
Average route distance	235