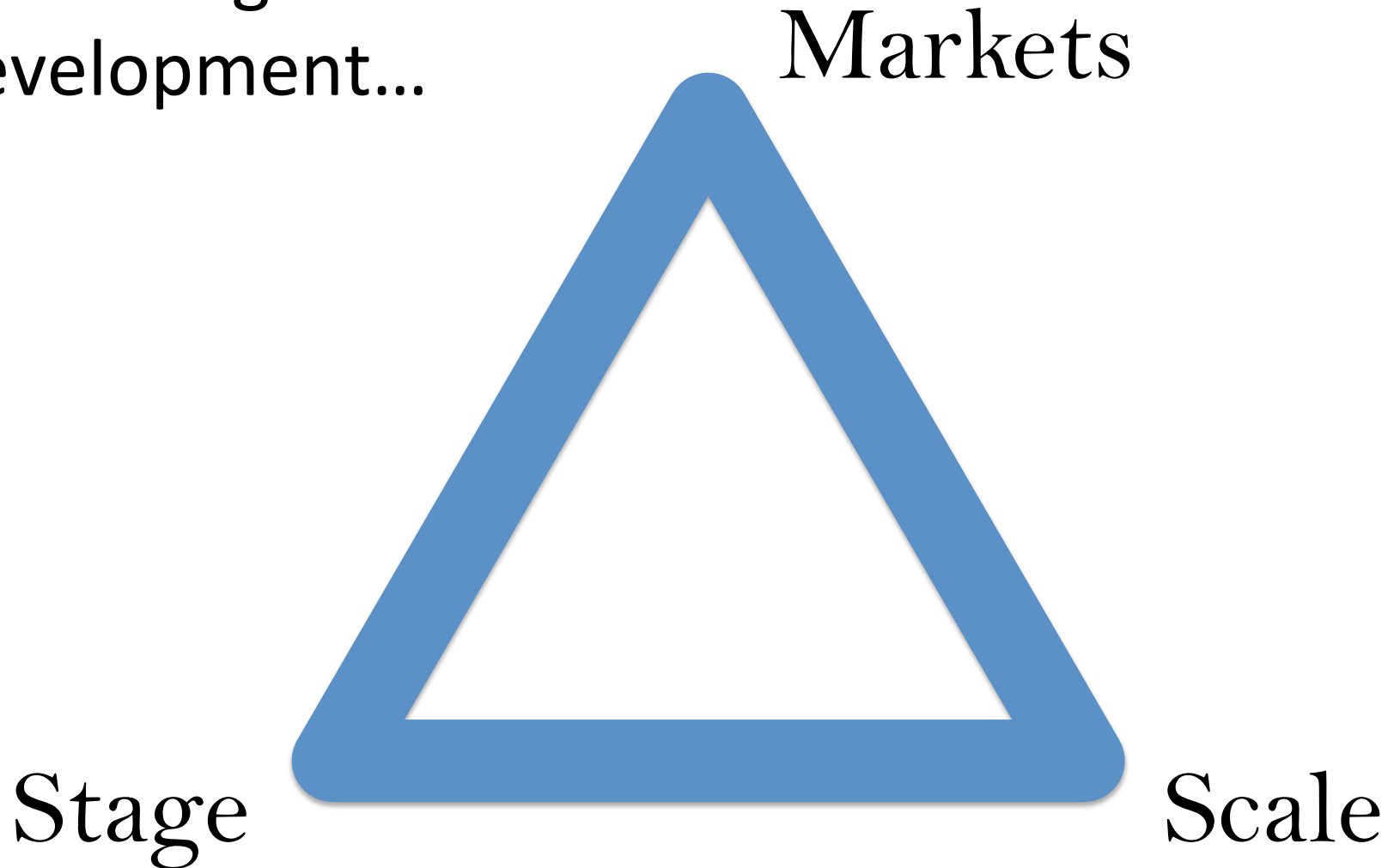
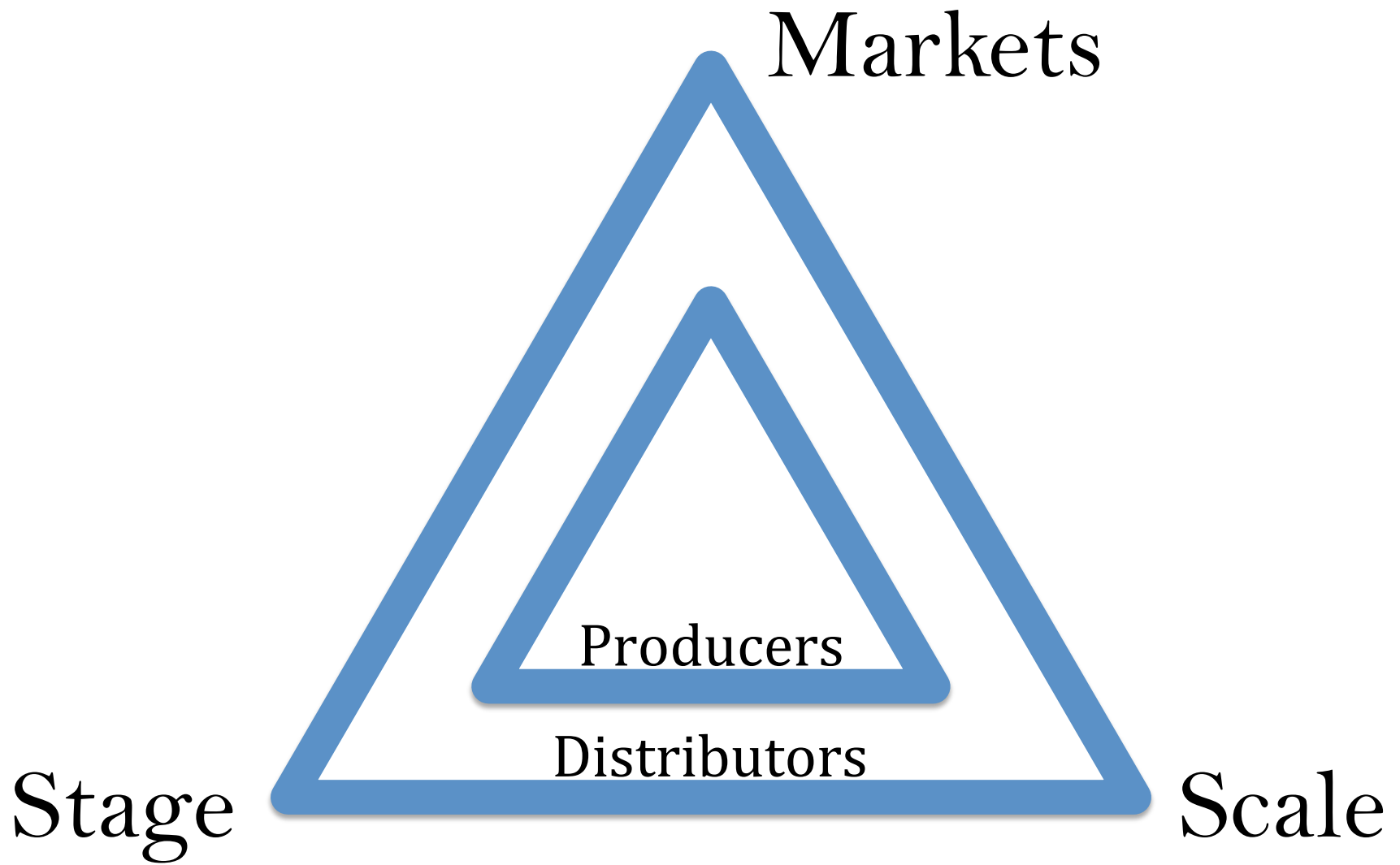


# The Triangle of Development...



What to do when thinking about  
food systems?



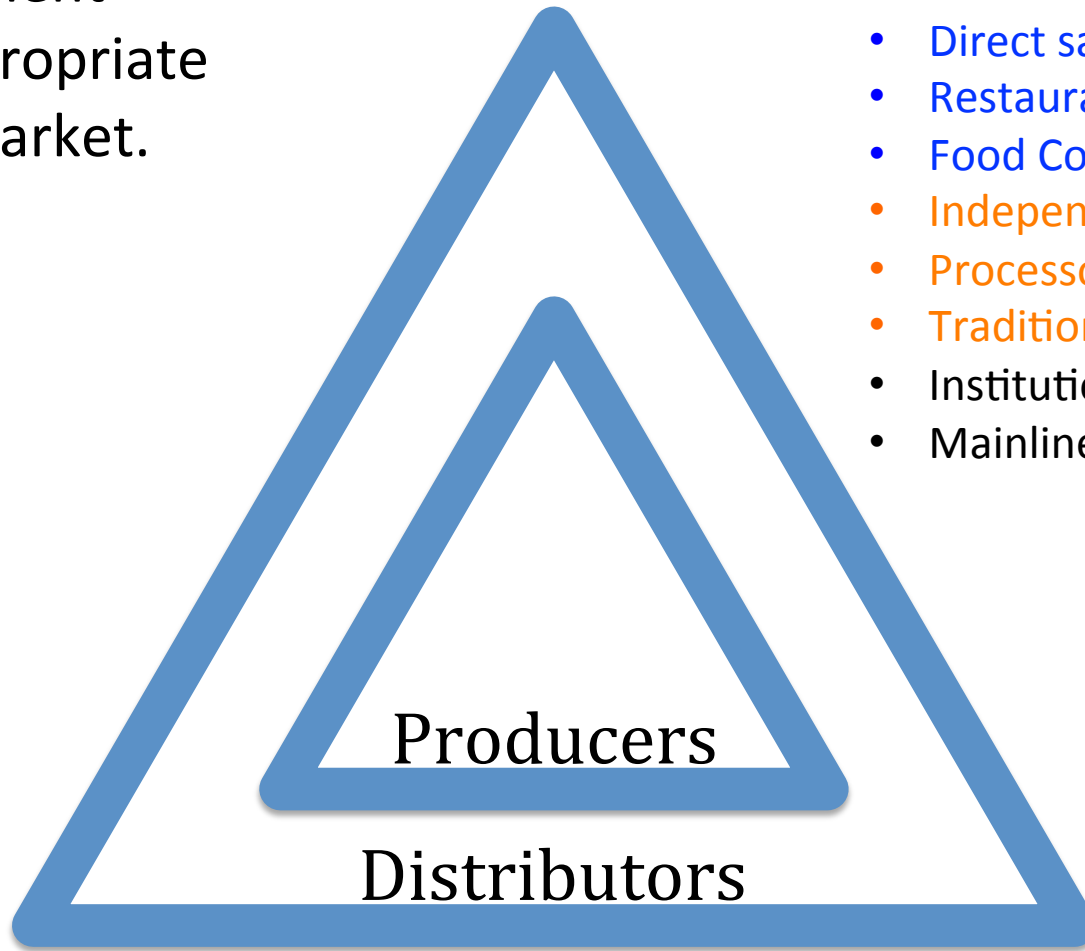
Match your stage of development with an appropriate scale and market.

# Markets

- Direct sales
- Restaurants
- Food Co-ops
- Independent grocers
- Processors
- Traditional grocers
- Institutions
- Mainline Distributors

# Stage

- Pre-venture
- Start
- Early Growth
- Growth
- Mature



# Scale

- Micro
- Small
- Medium
- Large