



Mid-Atlantic Regional Cooperative (MARC) is an unincorporated association with that acts as a shared services and purchasing cooperative to increase purchase volumes and increase bargaining power with suppliers for goods and services, to encourage cooperation and mutual aid among member food banks, and otherwise advance the shared needs of members.

Feeding America (FA), a national partnership of state councils for member food banks has been working to increase community access to fresh fruits and vegetables by supporting the development of purchasing cooperatives. FA successfully completed a pilot for a similar co-op in Texas earlier in 2017 and saw a similar need in the Mid-Atlantic. FA brought together a partnership including Feeding PA (state council for foodbanks), Tenzing Consulting (logistics consultation firm), and KDC (co-op development experts) to support the development of MARC. FA provided financial backing to the MARC during start-up and the first few years to ensure the co-op can meet the necessary scale to support operational sustainability.

The Co-op, launched a three month pilot in June 2017 with 24 founding member food banks joining the effort. KDC supported the project with co-op education, leadership development, and the crafting of key policies and operating agreements. An Executive Director was hired to administer operations and a warehouse and office that was leased in Philadelphia Wholesale Produce Market. MARC operates as a fiscally-sponsored project of Feeding PA, in accordance with a Memorandum of Understanding. Feeding Pennsylvania is a 501(c)3 federally tax exempt organization with a mission as follows: Feeding Pennsylvania promotes and aids our member food banks in securing food and other resources to reduce hunger and food insecurity in their communities and across Pennsylvania.

Today MARC distributes 1.5 Million pounds of fresh produce to Food Banks in the states of Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, Washington D.C., and West Virginia. As the Co-op looks for further opportunities for growth, we can bank on the fact that it will make a tremendous impact, improving access to healthy foods for the most vulnerable community members in our region!

“This ambitious, transformative initiative would not be possible without the indispensable expertise of KDC, which worked methodically to educate all members about cooperative culture and guide the charter formation process. KDC joined the discussion at a pivotal moment and provided much needed guidance to create a strong foundation, which led to the writing of comprehensive bylaws, and agreements on membership and purchasing”

—Jenny Waxberg, MARC Board Secretary

Shared Services Co-op

est. 2017

Industry: Purchasing, Food Bank Supply
Member-Owners: 24
Jobs: 2
Distributed, Annual: to be determined

KDC's Role

- Co-op education for members and steering committee 2017
- Leadership development and steering committee development 2017
- Bylaws, Membership Agreement, Agreement to Purchase, and other contracts 2017
- Board governance training and policies 2017



Mission Fostering a culture of personal and community empowerment through democratic leadership of cooperatively owned enterprises that successfully leverage economies of scale.

Work Consulting, technical assistance, and research support for new and established co-ops (producer, consumer, worker, shared-services) in rural and urban communities in the multi-state area of PA, NJ, DE, MD, & DC.

Funding A 501(c)6 non-profit organization, our work is made possible through grants from the USDA Rural Cooperative Development Grant Program and the Pennsylvania Department of Agriculture.