



Founded in 1999, Penn's Corner Farm Alliance is a farmer-owned cooperative in Southwestern Pennsylvania. Their mission is to provide high quality, farm-fresh products directly to customers while providing a sustainable rate of return to the farmer

Penn's Corner farmers pride themselves on sustainable farming. They use traditional and cutting-edge agricultural techniques that utilize land efficiently and responsibly. Many of their farms are natural, chemical free, or certified organic.

Their farmers operate on a small scale and value biodiversity. Together the co-ops members offer significant volumes at competitive pricing for an impressive array of fresh products ranging from staple crops to specialty products of the highest quality. As a group of more than 30 members they operate a producer co-op to distribute and deliver a wide selection of fruits and vegetables, plant seedlings, flour and whole grains (wheat, spelt, rye, oats, corn, etc.) meats (beef, pork, and lamb), over a dozen types of cheeses, eggs, flowers, wool, and other farm-raised foods.

Every year the Co-op also collects thousands of pounds of produce and fruit from their farmers and sends it to local canneries who offer their own line of value added products including apple sauce, apple butter, jams, jellies, chopped tomatoes, salsa, pickled beans, and more! Some of their vendors produce other valued added products as well.

Their distribution system includes both direct and wholesale sales. The co-op provides direct service to customers in the Pittsburgh area through Community Supported Agriculture subscriptions complete with 7 drop off locations as well as an option for home delivery, an online Farm Stand, and custom Gift Basket orders. They also operate a substantial wholesale arm providing service to restaurants and grocery stores including East End Food Co-op in Pittsburgh. Wholesale clients range from little corner bistros, to specialty grocery stores, all the way up to larger corporate caterers, hotels, and retailers. Penn's Corners Farms are less than 100 miles from Pittsburgh and farmers all hand-pick to order the day before it is delivered. Now that's fresh!

Producer Co-op

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1999

Industry:	Agricultural Marketing
Member-Owners:	30
Jobs:	6
Revenues, Annual:	\$2.5 Million

KDC's Role

- General Consulting: 2003-05, 2007, 2016-17
- Business Plan: 2007
- Financial Modeling: 2017
- Board Development: 2017
- Bylaws, Policies, Contracts: 2017



“Guidance and support specific to co-operatives is hard to find, and we have found the KDC to be very helpful and insightful. We are especially grateful for the instruction on policy based governance, which will allow both the staff and the board to do their jobs better and with much less effort and stress.

-Zeb Bartels, Penn's Corner Farm Alliance President



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.

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