The MARC can absorb large quantities of produce – much larger than any one food bank. We can set up long-term deals and make volume commitments for when you have more product than you can send to your markets. Food banks are shifting to more fresh and nutritious foods and want to distribute more produce. We help them by coordinating procurement and logistics.

James DeMarsh, Director of Mid-Atlantic Regional Cooperative, has more than a decade of experience – from working on vegetable farms in Massachusetts, to wholesale produce sales and buying experience in the Philadelphia area.

WHAT IS IT?
The Mid-Atlantic Regional Cooperative (MARC) is a regional produce distribution system for Feeding America food banks. We cover from New England to Virginia with 23 participating food banks. Currently the MARC distributes approximately 1.5 million pounds of produce a month.

WHAT ARE THE BENEFITS?
- If you consign your unsold produce to a wholesaler, we may be an alternative. While we try to pay the lowest price possible, we offer a fixed price at the time of sale – no waiting to see what your return will be when you consign your produce to a third party.
- We also accept donations that can qualify for tax deductions on the market value of your produce.
- Our central hub is based in the Philadelphia Wholesale Produce Market, which makes for easier logistics.
- Flexible with packaging and can distribute almost any commodity.
- Receive compensation instead of paying disposal fees.

HOW DOES IT WORK?
The MARC is a great tool for farmers and importers to use because we speak produce. We know the language and make it as easy as possible for them. We work efficiently to handle any load that is delivered, and redistribute the produce to member food banks. Using the MARC is also attractive in terms of potential tax deductions and payment for product.

– James DeMarsh, Director of MARC