

Institutional Buyer Interview Questions

Name:

Organization or Company:

1. How many people do you serve? (Indicate if number is daily, weekly or yearly average)

2. Please list your top 3 food vendors.
 - a. _____
 - b. _____
 - c. _____
3. Do you currently purchase any foods locally or regionally, locally meaning inside of Beaufort County, and regionally, meaning within Northeastern NC?
 - a. Yes
 - b. No

If no, please skip to question 7.

4. Which foods do you purchase locally?

5. Which local suppliers, producers, or farmers have you worked with?

6. Why do you choose to purchase locally?

7. Which foods would you be interested in buying locally if you could? If you are able, please make a guesstimate of about how many pounds you could potentially purchase and your budget for these foods.

Locally grown product	Pounds	Price per pound
1.		
2.		
3.		
4.		
5.		

8. Are you aware of the farmers in your area that could provide products in the quantities that you need?
 - a. Yes
 - b. No
9. What are the barriers to purchasing local products?

10. What would make it easier for you to purchase local products?

11. How do you (or would you) make the decision about who to buy from?

12. Do you require Good Agricultural Practice (GAP) certification?

- a. Yes
- b. No

13. What is your approximate annual food budget? (Optional) _____

14. Are you receiving increasing requests about local food options from your customers, clients, or patrons?

- a. Yes
- b. No

15. Would you be interested in a gathering of local farmers, food producers, distributors, and food service directors/restaurant owners etc. in order to build partnerships and expand the market for local foods?

- a. Yes
- b. No

16. Additional comments.
