

Action/Research Plan

Action/Research Team's Sector: Health

Working Title for this Initiative or Business Opportunity: Cooperative Institutional Procurement & Distribution of Commodities

Overview of Initiative (a brief description): To create an enterprise that will allow local producers, suppliers and entrepreneurs to provide area institutions with commodities currently being purchased outside the area.										
Potential Market: <table><thead><tr><th><i>Providers</i></th><th><i>Customers</i></th></tr></thead><tbody><tr><td>1. Local suppliers of food/farmers</td><td>SLC Government</td></tr><tr><td>2. Purchasing broker</td><td>Hospitals/Nursing Homes</td></tr><tr><td>3. Storage/Distribution Center</td><td>Prisons</td></tr><tr><td>4. Local suppliers of other commodities</td><td>Schools/Colleges</td></tr></tbody></table>	<i>Providers</i>	<i>Customers</i>	1. Local suppliers of food/farmers	SLC Government	2. Purchasing broker	Hospitals/Nursing Homes	3. Storage/Distribution Center	Prisons	4. Local suppliers of other commodities	Schools/Colleges
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Groups/Organizations/People with whom to connect: Potential local vendors including farmers Access to national cooperatives Existing purchasing cooperatives Purchasing officers at institutions Access to large vendors										
Information needed to enhance this opportunity: How can technology help to develop program Volume of items currently used Health, safety & regulations regarding bidding Opportunities to market healthy products										
Potential research projects to gather needed information: What is the volume of different commodities used and needed What is being bought and where is it coming from What price would different commodities need to be to be competitive Regulatory restrictions Standards of buyers Surveying Ag community to understand existing and future capacity										
Additional resources and support needed for this opportunity: Capital to start new businesses Business expertise Technical assistance Connections with Ag community Training on business and marketing for Ag community										

Additional ideas for Initiatives and Businesses in this sector – prioritized, especially for 2003-2004

Health Insurance Alternatives and Cost Containment <ul style="list-style-type: none">• Consumer driven health care• Population health management Research needed: current healthcare costs and strategies for cost containment
Continuum of Care for Senior Citizens <ul style="list-style-type: none">• Home assistance/case management• Assisted Living Facility Research needed: study on needs/gaps of residential/healthcare options

Team Convener(s) for 2003-2004: Tedra Cobb, temporary

Proposed Date/Time for next meeting to develop agenda: TBA