



AT BROCCOLI ASSOCIATES, WE DON'T JUST DELIVER
PRODUCTS; WE DELIVER SOLUTIONS

2026 COMPANY PROFILE



315-724-2303



WWW.BROCCOLIASSOCIATES.COM



INFO@BROCCOLIASSOCIATES.COM

ABOUT US

Founded in 1993, Broccoli Associates initially operated as a brokerage company, representing protein manufacturers and their products to redistributors and retail chains throughout the Northeast. In 1999, recognizing the growing need for reliable food sourcing, we expanded our services to support food banks by sourcing essential products, with a particular focus on protein and 'center plate' items.

Over the years, we have built a strong foundation based on customer service, community impact, and sustainable sourcing. These principles have driven our steady growth, allowing us to broaden our product offerings and enhance our logistics capabilities, enabling us to serve food banks across the USA. We now proudly work with 85+ food banks and continually expand our partnerships with manufacturers and vendors to meet the evolving needs of our clients. As a family-owned and operated business, with over three generations in the food industry, we understand the vital role of reliable, high-quality food sourcing for the communities we serve.

Our commitment to excellent customer service, product variety, and effective freight and logistics ensures that we remain a trusted partner for food banks nationwide.

At Broccoli Associates, we don't just deliver products; we deliver solutions, with a deep focus on sustainability, community well-being, and long-term partnerships.

THE COMPETITIVE ADVANTAGE

EXPERIENCE

- Over 45+ years of industry knowledge
- Product guarantee on every item sold
- Specializing in contract pricing, bid quotes
- Payment in 14 days or less

- Relationships with over 35+ major packers
- Work with over 95+ Food Banks
- Servicing all 48 contiguous states

PARTNERSHIPS

PERSONALIZED

- Conduct in-house cuttings and product demos
- Personalized service with each customer
- Custom Box Program with personalized label
- Offer a wide range of products, from proteins to custom packing to cost effective options

TESTIMONIALS

You have a couple of good “employees” on your team and I enjoy working with them. I have worked with a lot of different companies and yours is one of the best. A lot of other people disappeared on us during this pandemic, or suddenly changed the way they wanted to do business. You, RJ, and Chris have done the opposite. You have stepped up and helped us and it has been great.

Rod McGuire - Director of Food Resources



**Greater Cleveland
Food Bank**



The St Pete Free Clinic needs Ground Turkey or Chicken on a monthly basis, despite the ever changing market conditions, Covid-19, Avian Flu, etc. That Broccoli Associates searches high and low to find us product. Helping the St Pete Free Clinic keep our Food Bank and Pantry shelves stocked and running without interruptions so we continue providing quality foods to those in need.

Mario Da Silva - Food Programs & Procurement Coordinator

Broccoli Associates customer service is unmatched. When they state availability and pricing on an item it doesn't change. Their on time delivery record is exceptional. Year after year they have the best pricing on Thanksgiving turkeys and are willing to lock the pricing in early allowing us to budget efficiently. I have worked with BA for two plus decades and compared pricing to many other companies and time after time they are the best choice especially for protein items.

Ann Cote - Food Procurement Manager



Broccoli Associates has by far the best customer service that I deal with. They are always quick to respond and have the answers that I need to make my decisions. Their pricing is always competitive and usually beats their competition on many key items that are popular throughout the food banking industry.

Dan O'Neill - Director of Purchasing

The Broccoli Associates team does a wonderful job to help the Food Bank meet product needs and price points across a wide range of meat, dairy, dry, and frozen categories. They're not just suppliers but also valued friends who truly care about helping us provide the best possible food to our neighbors in need.

Joanne Dwyer - Director of Food Industry Relations



**Regional
Food Bank**
OF NORTHEASTERN NEW YORK

MEET THE BROCCOLI TEAM



CHRIS BROCCOLI
Chief Financial Officer



RICHARD BROCCOLI
President & CEO



GRAHAM MITCHELL
Operations Manager



RJ BROCCOLI
Director of Sales



DANIEL BOWENS
Accounting Manager



ERIN GALAVOTTI
Accounts Manager



AUSTIN LAMAITIS
Sales Coordinator



PRODUCTS

Broccoli Associates offers an extensive product range with over 450 high-quality items across 30 categories, designed to meet the diverse needs of health-conscious consumers

- **Retail-Ready Products:** Perfectly suited for direct-to-consumer distribution, our products provide convenience and variety without compromising on health benefits.
- **Food Service Solutions:** Tailored for kitchens and commissaries, our food service line ensures efficiency and nutrition while maintaining strict quality standards.
- **Value-Added & Nutrition-Conscious Options:** Featuring low sodium, no added salt, low trans-fat, and no added sugars, our offerings cater to various dietary restrictions and budgets, without sacrificing flavor or nutrition.

Whether you require a wide variety of health-focused items or small minimum order quantities, our flexible delivery options and commitment to quality ensure a seamless experience.

PROTEINS

- Beef
- Poultry
- Pork
- Seafood
- Packaged Meats

SHELF STABLE

- Pasta
- Juice
- Canned Fruit & Vegetables
- Canned proteins
- Dry Beans
- Cereal

DAIRY

- Sliced, Bar or Shredded Cheese
- Yogurt
- UHT Milk
- Butter & Margarine

FRUITS & VEGGIES

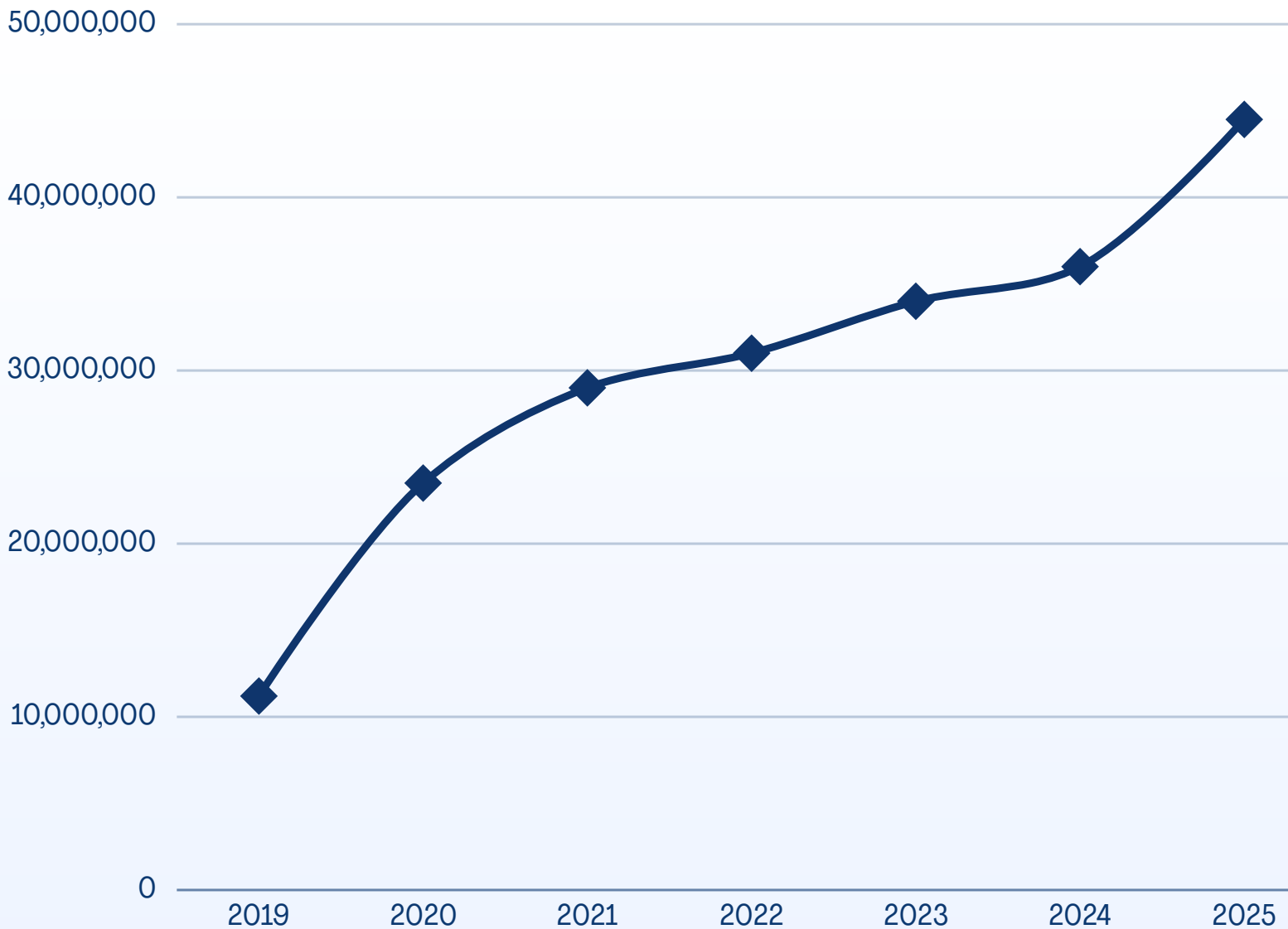
- Frozen 1 lb. Retail Bagged Fruit
- Frozen 1 lb. Retail Bagged Veggies
- Canned Fruit & Veggies
- Custom retail packing options



OVER THE YEARS

LBS. DISTRIBUTED

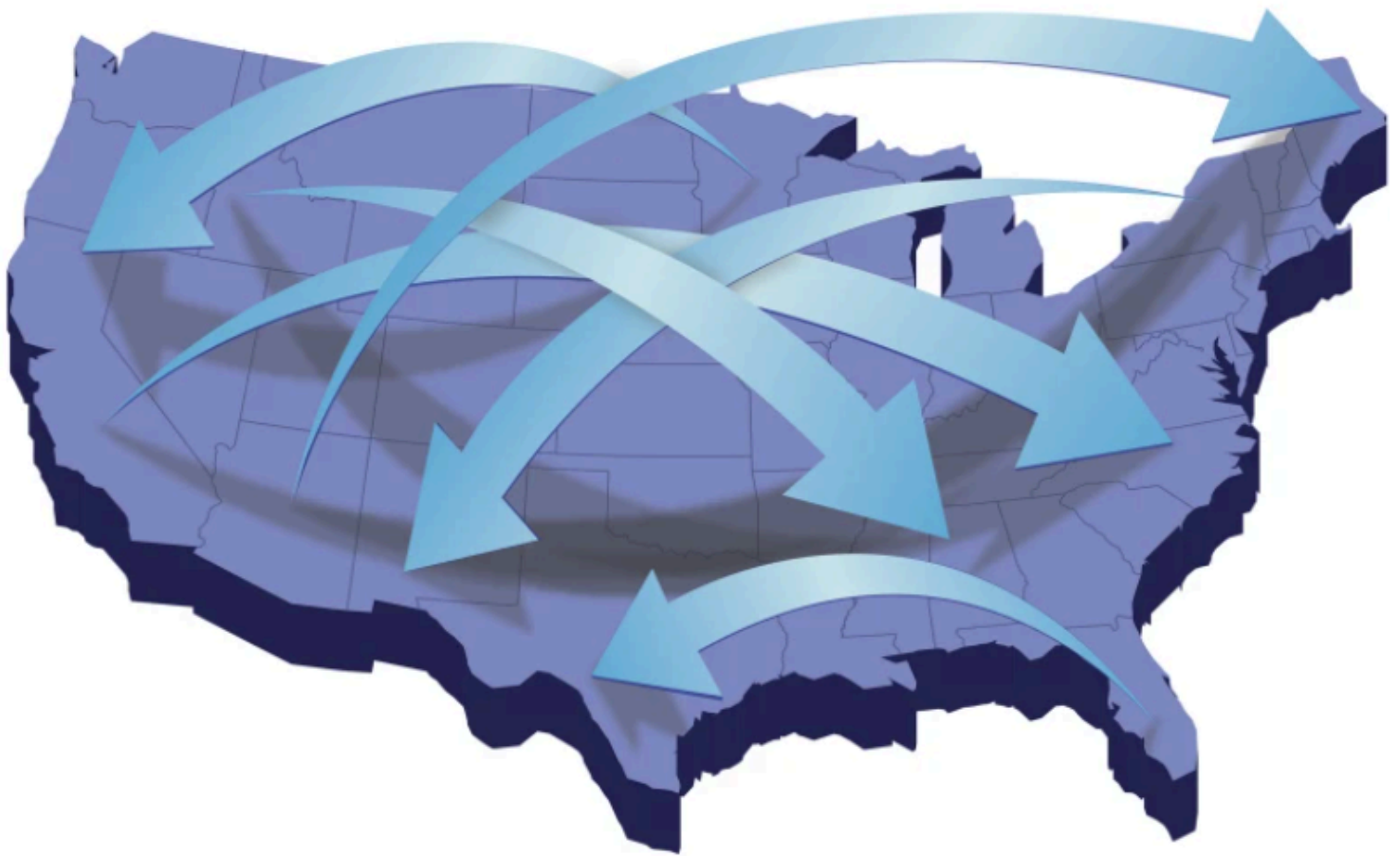
In the last five years Broccoli Associates has shown steady growth pounds distributed but a large increase in the number of overall accounts. We have also gained significant partnerships with key distributors and strategic manufacturers throughout the country.





OUR PARTNERS

At present, our outreach extends to over 90+ Food Banks, made possible through our efficient collaboration with strategic distribution partners and well-equipped warehouses nationwide. This strategic network enables us to seamlessly deliver support where it is needed most, ensuring a widespread impact in the fight against hunger.



VISIT OUR WEBSITE

WE ARE PROUD TO LAUNCH OUR NEWEST VERSION OF OUR WEBSITE!

WWW.BROCCOLIASSOCIATES.COM

NOW FEATURING OUR CUSTOMER ORDERING FORM

THE ORDERING FORM IS NOW AVAILABLE FROM OUR WEBSITE
CLICK THE 'PRICE LIST' BUTTON AND IS SENT VIA EMAIL WEEKLY!

CONTACT US TODAY FOR THE PASSWORD OR TO BE ADDED TO OUR EMAIL LIST.

"How to" Guide

Broccoli Associates, Inc. - Weekly Ordering Form

PROTEIN PRODUCT LIST

Catch weight items are paid by the lb. and are shown below based on average weights.

Use the two yellow columns to add your desired quantity of cases and/or pallets per item and warehouse.

#	Product Description	Catch Weight	Unit Weight	Units per case	Case Weight (lbs.)	Cases per Pallets	QTY Available	Price/lb. Delivered	Price/Case Delivered	ENTER YOUR CASE OR PALLET QUANTITY BELOW		Order Totals			
										CASES	PALLETS	Cases Ordered	Pallets	LBS.	Delivered Price
Warehouse A, 5,000 lb minimum															
1	Turkey, Ground Carolina 12/1#	-	1 lb	12	12	126	2,000	\$2.09	\$25.08			0	0.0	0.0	\$0.00
2	Chicken, Fryers 10-11/5.5# AVG	X	5.5 lb AVG	10-11	60	40	1,200	\$1.29	\$77.40 AVG			0	0.0	0.0	\$0.00
3	Chicken, Roasters 9/8# AVG	X	7-9 lb AVG	9	72	40	1,100	\$1.59	\$114.48 AVG			0	0.0	0.0	\$0.00
4	Chicken, Drums, Tray Pack 10-12/3.5# AVG	X	3.5 lb AVG	10-12	40	40	1,600	\$0.69	\$27.60 AVG			0	0.0	0.0	\$0.00
5	Chicken, Breasts, Tray Pack 24/2# AVG	X	2 lb AVG	24	48	40	1,071	\$1.29	\$61.92 AVG			0	0.0	0.0	\$0.00
6	Chicken, Split Breast Tray Pack 10/4# AVG	X	4 lb AVG	10	41.5	40	1,000	\$0.89	\$42.72 AVG			0	0.0	0.0	\$0.00
7	Chicken, Thighs, Bone in, Tray Pack 12/3.5# AVG	X	3.5 lb AVG	12	42	40	112	\$0.79	\$35.55 AVG			0	0.0	0.0	\$0.00
8	Chicken, Thighs, Boneless/Skinless, Tray Pack 12/2.5# AVG	X	2.5 lb AVG	12	30	40	TECH CUT	\$2.49	\$24.48 AVG			0	0.0	0.0	\$0.00
9	Chicken, Breast Portions Vac-Packed 10/1#	-	1 lb	10	10	100	2,918	\$2.84	\$38.60			0	0.0	0.0	\$0.00
10	Chicken, Drumsticks HALAL, 8/5#	-	5 lb	8	40	50	1,973	\$0.89	\$35.60			0	0.0	0.0	\$0.00
11	Beef, Marinated Beef Portions, Vac-Packed 10/1#	-	2 lb	10	20	400	TECH CUT	\$2.70	\$27.00			0	0.0	0.0	\$0.00
12	Pork, Marinated Pork Portions, Vac-Packed 10/1#	-	1 lb	10	10	100	138	\$1.19	\$11.90			0	0.0	0.0	\$0.00
13	Pork, Ground 90% Brick, 12/1#	-	1 lb	12	12	96	1,364	\$2.85	\$34.20			0	0.0	0.0	\$0.00
14	Pork, IQF 12/1#	-	1 lb	12	12	100	1,926	\$2.94	\$35.28			0	0.0	0.0	\$0.00
15	Tilapia Fillets, 12/1#	-	1 lb	12	12	100	1,462	\$3.24	\$38.88			0	0.0	0.0	\$0.00
Warehouse B, 5,000 lb minimum															
16	Chicken, Drumsticks 8/5#	-	5 lb	8	40	50	1,000	\$0.64	\$25.60			0	0.0	0.0	\$0.00
17	Chicken, Leg Quarters 4/10#	-	10 lb	4	40	50	419	\$0.69	\$27.60			0	0.0	0.0	\$0.00
18	Chicken, Ground Chubs 8.5/15# 10/1#	-	1 lb	10	10	130	798	\$2.31	\$23.10			0	0.0	0.0	\$0.00
NEW	Chicken Thighs, Boneless, Skinless Tray Pack	X	1.4 lb AVG	12	16.8	84	260	\$0.99	\$16.63			0	0.0	0.0	\$0.00
19	Beef, Ground Chubs 80/20% 10/1#	-	1 lb	10	10	160	4,000	\$2.79	\$27.90			0	0.0	0.0	\$0.00
20	Beef, Ground Chubs 90/10% 10/1#	-	1 lb	10	10	160	1,069	\$3.27	\$32.70			0	0.0	0.0	\$0.00
21	Pork, 4oz End Cut Pork Chops, Vac-Packed 5/2# LABELED	-	2 lb	5	10	150	275	\$2.29	\$22.90			0	0.0	0.0	\$0.00
152	Pork, Tenderloins 8/1.8# AVG	X	1.8 lb AVG	8	14.4	100	3,600	\$2.99	\$30.99 AVG			0	0.0	0.0	\$0.00
Warehouse C, 5,000 lb Minimum (2-3 week lead time)															
26	Tilapia, Fillets 10/1#	-	1 lb	10	10	100	2,500	\$3.60	\$36.00			0	0.0	0.0	\$0.00
27	Breaded Chicken Tenderloins 10/2#	-	2 lb	10	20	80	MTD	\$1.89	\$37.80			0	0.0	0.0	\$0.00
28	Breaded Chicken Nuggets 10/2#	-	2 lb	10	20	80	MTD	\$1.89	\$37.80			0	0.0	0.0	\$0.00

Combine items by Warehouse to deliver on the same truck.
Warehouses and their minimums are shown by these rows.

After typing in your desired quantity in the yellow columns, the number of cases, pallets, lbs., and delivered price populate in these four columns.

Use the tabs at the bottom of the Ordering Form to navigate through the product categories. Also, you can view the combined totals on the 'ORDER TOTALS' Tab.

Use the order summary section to see how much product you've ordered per warehouse throughout all tabs. The lbs cell from each Warehouse will change to green once Warehouse minimums are met.

WAREHOUSE A - 5,000 lb. Minimum			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00
WAREHOUSE B - 5,000 lb. Minimum			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00
WAREHOUSE C - 5,000 lb. Minimum			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00
WAREHOUSE D - FOB ONLY			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00
WAREHOUSE G - 5,000 Lb Minimum			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00
WAREHOUSE H - 5,000 Lb Minimum			
Lbs.	Pallets	Cases	\$\$\$
0.00	0.00	0	\$0.00

- PROTEINS
- FRUITS & VEG
- DAIRY
- SHELF-STABLE
- ORDER TOTALS

MESSAGE FROM THE OWNER

Hello,

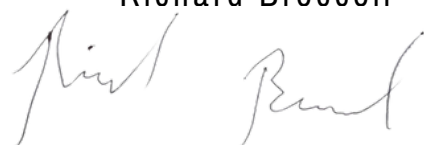
Broccoli Associates is a trading company founded out of necessity and fed by a stubborn will to succeed. In May of 1993 after a series of unfortunate events, my father and his two brothers were left with little choice but to close the meat processing plant in our home city of Utica, NY that provided for our families and the families of over 100 employees. I found myself at home with no college education, no money, a wife, 2-year-old son and another on the way – talk about pressure! It was then I decided to bet on myself and open my own brokerage firm.

In 1999 I received my first call from the Food Bank of Central New York. I didn't know it then, but this was the call that would pivot my business in a way I never imagined. Fast forward over 20 years later and we now work with over a third of the Feeding America Food Bank network in their mission to feed the hungry across our nation. We have grown incrementally over the years in strategic ways to better suit our focus, we have arrangements with warehouse locations and Re-distributors throughout the country to efficiently deliver our goods from coast to coast.

We have experienced a large growth spurt during the pandemic, but we have never forgotten our roots and where we started from, a hard-working, family-owned company with strong business ethics and moral practices. We are large enough to offer competitive pricing, yet small enough to offer customized attention and service, specific to individual needs.

Broccoli Associates was and still is, all about the personal attention to every detail, committed to providing the best possible customer experience. We are growing, and financially sound and are grateful for your interest in partnering with us. We are always interested in establishing new relationships with strong companies and we encourage you to explore our company profile and speak with any one of our team members.

Best regards,
Richard Broccoli



" We are a family-owned company, and our employees and customers are our family too. "

We thank you for
your interest and
future partnership.



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