



# Capability Statement

## ABOUT US

Black River Valley Natural (BRVN) is a Dairy and Non-Dairy value added food processor offering a wide range of in-demand, attractively packaged and competitively priced retail ready and bulk packaged products. We are currently meeting the demands of 80+ Wholesale buyers throughout NY state to include Retail, Service, Commercial and Institutional.

## CORE COMPETENCIES

### Dairy:

Creamline Milk, Creamline Yogurt, Greek Yogurt, Butter, Compound/Flavored Butter, Cheese Curd, Farmer's Cheese (multiple retail sizes/flavors and bulk)

### Shelf-Stable:

Granolas (multiple retail sizes/flavors and bulk), Pancake Mix (multiple retail sizes/flavor and bulk)

### Refrigerated:

Hummus (multiple retail sizes/flavors and bulk)

### Artisanal Fermented Foods-Live/Active Crock-Fermented:

Sauerkrauts (3 flavors), Kimchi (Mild and Spicy), Korean Carrots

## PAST PERFORMANCES

BRVN has successfully met the needs and demands of diverse customer sectors, with timely on-demand delivery across a service area of greater than 10,000 square miles.

Processing 80k gallons of milk annually, and tens of thousands of units of non-dairy products making available \$525k in retail ready product each year.

### Meeting dairy and non-dairy purchasing needs of:

- **Installments/Institutions:** SUNY ESF, OHM BOCES, Public Schools (Sandy Creek, Lowville Academy, SLCS)
- **Local and Regional Grocers in Central and Upstate NY:** Chanatry's Market, DiOrio's IGA, DeSanti's Market, Mazzaf-ero's, Chaumont Country Store, and many others  
**Co-ops:** Hunner's Market, Clayton Co-Op, Potsdam Co-op
- **Restaurants(Casual and Fine dining):** Motus, Tailor and the Cook, Hearth of Malone, Ozzies, and many others

## COMPANY SNAPSHOT

**Government Business POC:** Andrew Gracey

**Phone:** 315-761-2551

**Email:** andrew@blackrivervalleynatural.com

**Address:** 4012 Center Street/PO Box 407  
Lyons Falls, NY 13368

## DIFFERENTIATORS

BRVN provides a uniquely diverse line of retail ready and obviously premium/artisanal high demand food products with proprietary and markedly local/clean offerings.

- Vertically integrated company controlling all phases of manufacture, packaging, and delivery
- Highest quality products at the best possible prices
- Able to scale quickly and efficiently to meet market and volume demands
- FREE Refrigerated Delivery available within 60 miles of 13368
- No order minimums

## COMPANY DATA

**DUNS # 118321468**

**CAGE Code 978N8**

**NAICS: 311230, 311511, 311991, 424410, 424430, 424490, 445299**

**Licenses and Certifications:** Dairy processing, Milk receiver, Food warehouse, Farm products dealer, Frozen dessert wholesaler, NYS 20-C Commercial Kitchen, BPCS Certified