



SOUTH FLORIDA
PRODUCE

2024
VENDOR ONBOARDING
PACKAGE





Welcome to South Florida Produce! We are a leading produce wholesaler, distributor, importer, and exporter located in Immokalee, Florida. We are a PrimusGFS certified facility, dedicated to maintaining the highest levels of food safety and security. As part of our ongoing commitment to our customers and in accordance with our food safety compliance program, we require all vendors to complete this package prior to supplying any product to our company and we may require this document and any supporting documents be submitted annually, or as needed. By completing this document, you are confirming your compliance with current FSMA (Food Safety Modernization Act) regulations and the FSVP (Foreign Supplier Verification Program). We appreciate your understanding and thank you for your support!

Please take the time to review the attached vendor onboarding package and ensure that it is completed in its entirety, including providing the following documents:

- A completed W-9
- A **current** copy of your food safety audit (GMP, USDA, PrimusGFS, GlobalGap) including any Corrective Actions and Final Report.
- If you are an organic shipper, a **current** copy of the Organic Certification along with the profile or summary and list of products that are certified, including a copy of the Governmental Authority authenticating the organic certificate.
- An insurance certificate, with a minimum of \$1,000,000 per occurrence for liability insurance and \$5,000,000 aggregate. South Florida Produce, LLC. Must be listed as an additional insured.

South Florida Produce, LLC.
925 New Harvest Road
Immokalee, FL 34142

If you have any questions regarding the requirements needed with this packet, or should you need additional assistance, please email procurement@southfloridaproduce.com.

****IMPORTANT CONTACT INFORMATION****

All passings, confirmations, price lists: procurement@southfloridaproduce.com

All invoices, credit memos: accounting@southfloridaproduce.com,
procurement@southfloridaproduce.com

All food safety documents: foodsafety@southfloridaproduce.com

We look forward to doing business with you!

BLUE BOOK SERVICES
845 E. GENEVA ROAD
CAROL STREAM, IL 60188
Phone 630 668-3500
FAX 630 668-0303
info@bluebookservices.com
www.bluebookservices.com

BLUE BOOK SERVICES

Business Report on South Florida Produce, LLC.

Information available through 02/17/2024



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This COMPLETE BUSINESS REPORT is provided to the subscriber under the terms of the Membership Agreement and is IN CONFIDENCE, for the subscriber's exclusive use, without recourse and without guarantee of correctness. Trade experience information may include disputed items, skipped invoices or other extenuating circumstances.

BB # 386191
South Florida Produce, LLC.
925 New Harvest Rd
Immokalee, Florida 34142-3838
USA
Phone: 239 877-6243
steve@southfloridaproduce.com

Credit Snapshot:

Current HQ Rating:	XXX(30)
Current Blue Book Score:	803 (Industry Avg: 807)
Last Financial Statement Date:	Not Provided
Net Worth:	Not Provided
Avg Trade Practices ('X') Reports: (past 6 months)	3.30 (Industry Avg: 3.42) (scale: 1=poor, 4=excellent)

Business Snapshot:

Business Start Date:	June 27, 2022
PACA License Number:	20220938

Business Ownership:

Steve Veneziano, Managing Member, 100.00%

RATING HISTORY

Current HQ Rating:

XXX(30)
(unchanged since 05/19/2023)

HQ Rating Trend:

Reported Date:	New Rating:
05/19/2023	XXX(30) (current)
07/22/2022	XXX(30)(40)

Current Rating Definitions:

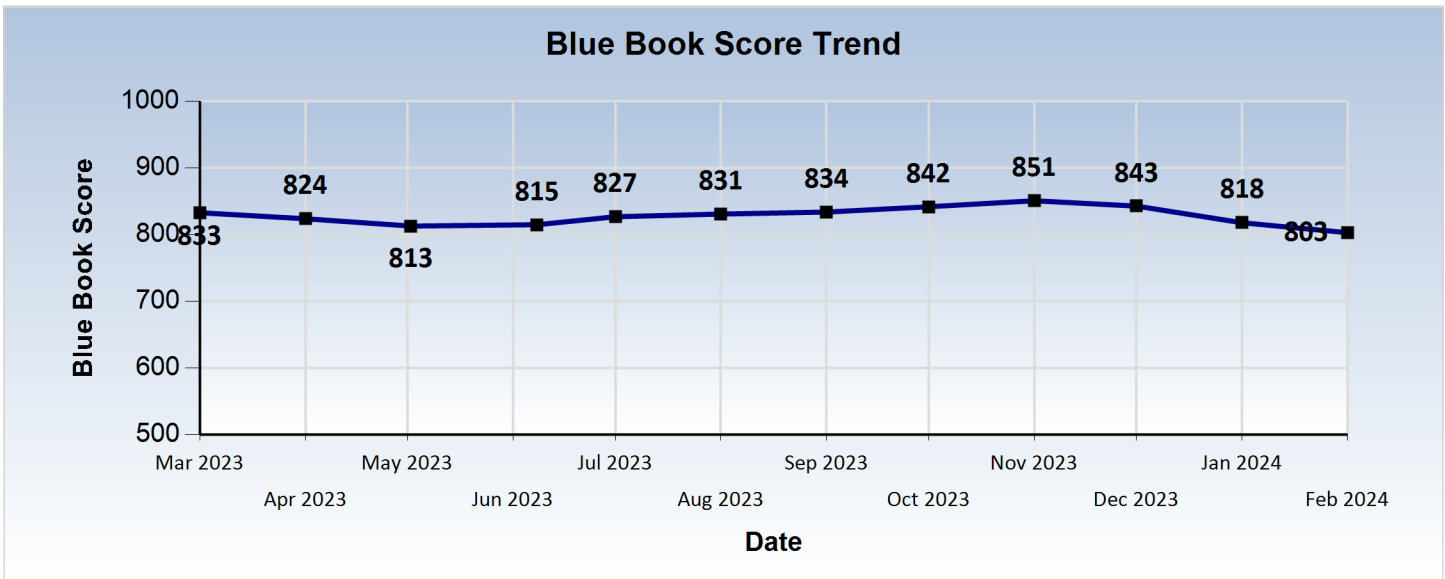
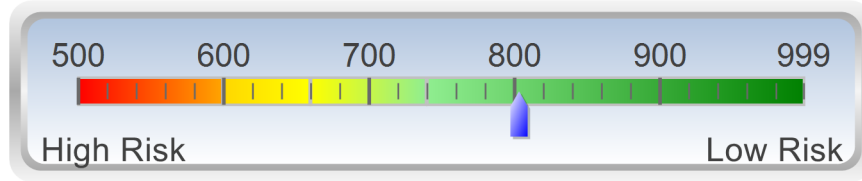
XXX = Good
(30) = Reported has transportation affiliation(s).

For help understanding the Rating Definitions, please review the appropriate reference material in the BBOS Learning Center's [Membership Guide](#).

BLUE BOOK SCORE HISTORY

For more information about Blue Book Scores, please review the appropriate reference material in the BBOS Learning Center's [Membership Guide](#).

BBScore: 803



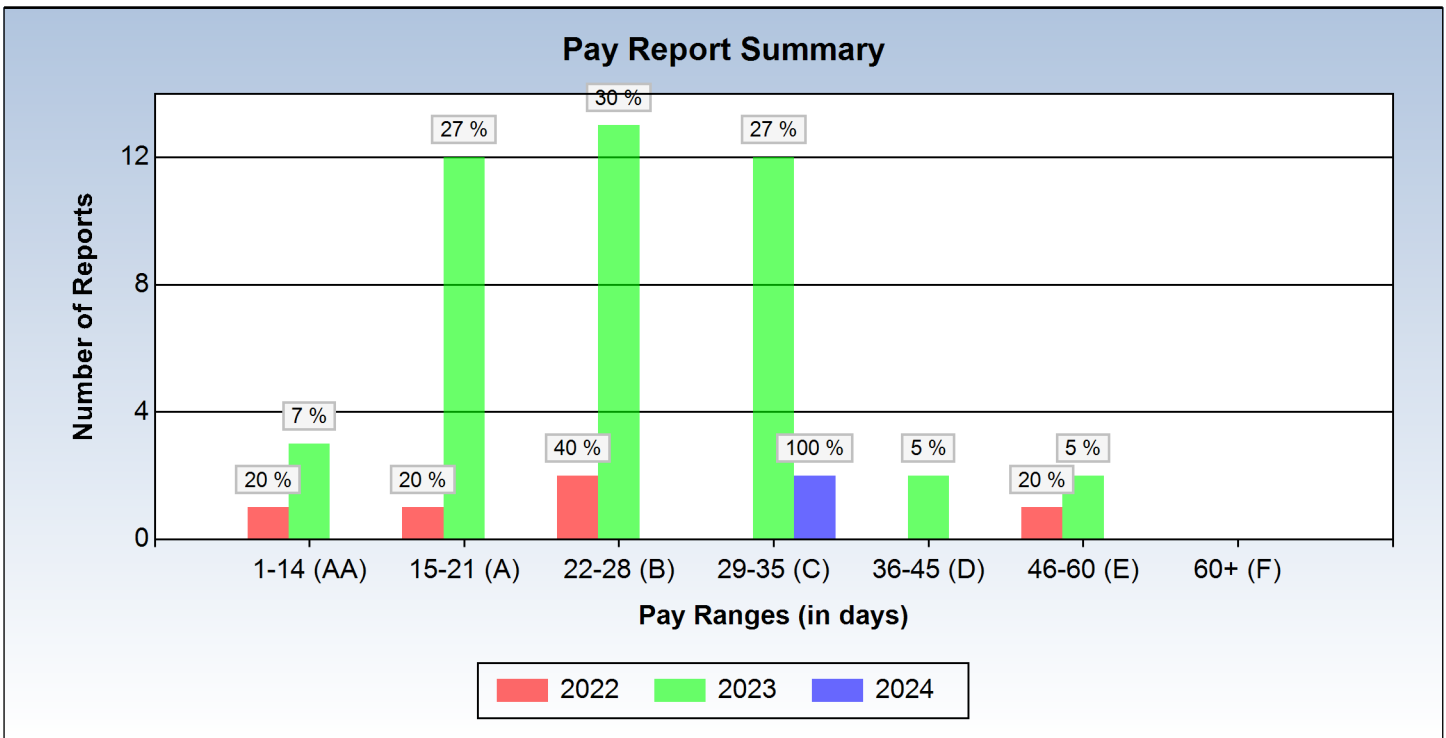
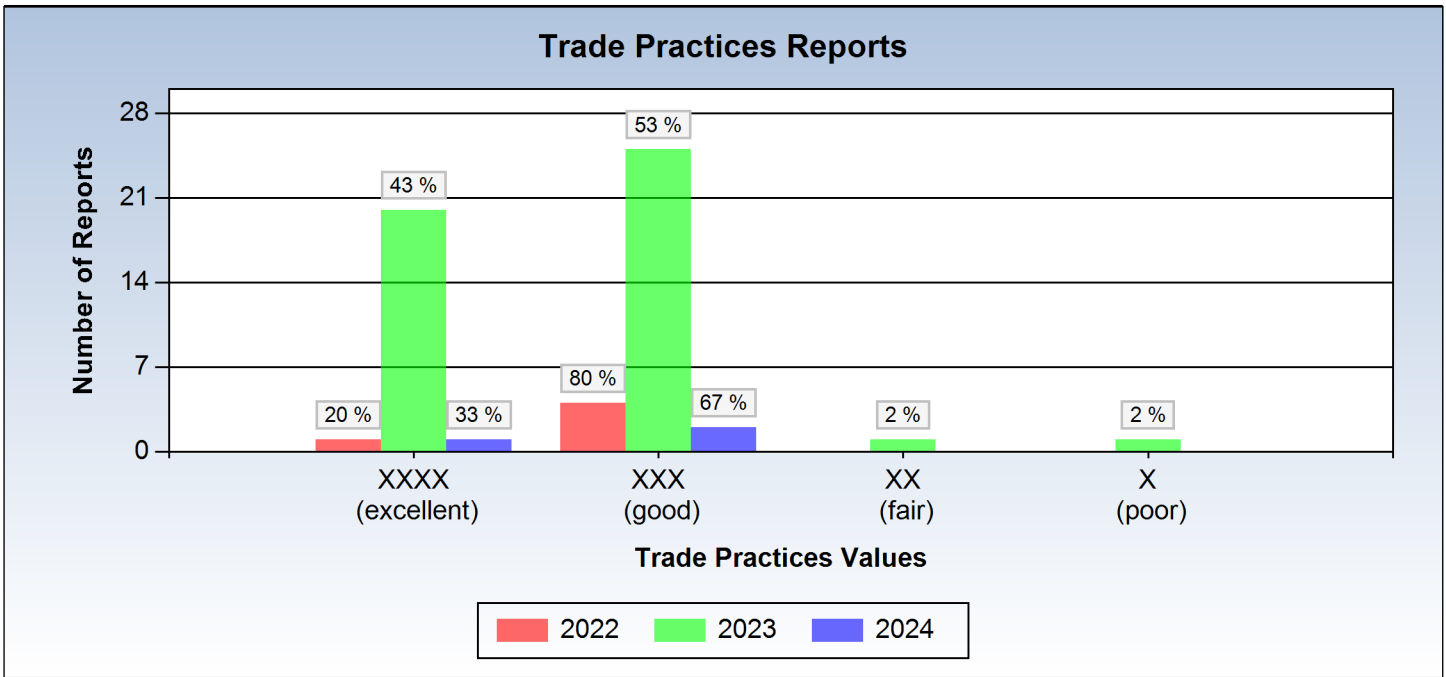
Industry Percentile	Subject Company Score	Industry Average
37	803	807
Subject company falls in the Moderately Low Risk Category		

Note: Percentile is the value at or below which a percentage of data falls.

FINANCIAL INFORMATION

Thus far, we have not received a financial statement upon which a credit worth estimate can be reported, despite our having requested it when the firm was first listed. Additional requests for this information are routinely issued to this firm.

TRADE REPORT SUMMARY



TRADE REPORT DETAILS

Trade practices ratings and pay descriptions (where appropriate) reflect the experience of those who have reported dealings with the subject company. Blue Book ratings are not based solely on trading experience report averages; rather, experienced rating and financial analysts also take into consideration other important factors such as the trend of trading experiences reported over time. If you have any questions about the Trade Report Summary or Trade Report Details in this Business Report, please contact the Blue Book Information & Service Center. For definitions of symbols and terminology, please review the appropriate reference material in the BBOS Learning Center's [Membership Guide](#).

Reports From Produce References					
Report Date	Last Dealt (in months)	Trade Practices	Average Pay (in days)	High Credit (in \$)	Credit Terms (in days)
02/07/2024	1-6 Months	XXX	29-35 (C)	100-250M	
02/05/2024	1-6 Months	XXX	29-35 (C)	50-75M	
01/04/2024		XXXX			
12/11/2023	1-6 Months	XXXX	22-28 (B)	500-1000M	
12/05/2023	1-6 Months	XXX	46-60 (E)	75-100M	
11/05/2023	7-12 Months	XXXX	22-28 (B)	Over 1 million	21 Days
10/12/2023	1-6 Months	XXX	29-35 (C)	100-250M	
10/09/2023	1-6 Months	XXX	29-35 (C)	100-250M	
10/03/2023		XXX			
08/30/2023	7-12 Months	XXX	15-21 (A)	5-10M	21 Days
06/23/2023	1-6 Months	XXXX	15-21 (A)	250-500M	
06/21/2023	1-6 Months	XX	29-35 (C)	75-100M	
06/21/2023	1-6 Months	XXXX	22-28 (B)	100-250M	
06/21/2023	1-6 Months	XXX	22-28 (B)	75-100M	
06/21/2023	1-6 Months	XXX	29-35 (C)	10-50M	
06/21/2023	1-6 Months	XXX	22-28 (B)	75-100M	
06/12/2023	1-6 Months	XXXX	15-21 (A)	5-10M	30 Days
05/31/2023	1-6 Months	XXX	15-21 (A)	250-500M	
05/19/2023	1-6 Months	XXXX	1-14 (AA)	Over 1 million	10 Days
05/19/2023	1-6 Months	XXXX	15-21 (A)	Over 1 million	21 Days
05/17/2023		XXX	29-35 (C)		
05/12/2023	1-6 Months	XXX	36-45 (D)	250-500M	
05/10/2023	1-6 Months	XXX	22-28 (B)	50-75M	
05/08/2023	1-6 Months	XXXX	15-21 (A)	10-50M	
05/01/2023	1-6 Months	XXXX	15-21 (A)	10-50M	
04/26/2023	1-6 Months	XXXX	22-28 (B)		
04/26/2023	1-6 Months	XXXX	1-14 (AA)		
04/26/2023	1-6 Months	XXX	29-35 (C)	100-250M	
04/26/2023	1-6 Months	XXXX	15-21 (A)	75-100M	
04/26/2023	1-6 Months	XXXX	22-28 (B)	10-50M	
04/24/2023	1-6 Months	X	46-60 (E)	5-10M	10 Days
04/02/2023		XXX	22-28 (B)		
03/29/2023	1-6 Months	XXX	36-45 (D)	100-250M	
03/28/2023	1-6 Months	XXX	22-28 (B)	50-75M	
03/23/2023		XXX	22-28 (B)	50-75M	
03/10/2023		XXXX	22-28 (B)	250-500M	
03/06/2023	7-12 Months	XXX	29-35 (C)	10-50M	
03/06/2023	1-6 Months	XXX	29-35 (C)	10-50M	
03/06/2023	1-6 Months	XXXX	15-21 (A)	10-50M	
03/06/2023	1-6 Months	XXX	29-35 (C)	75-100M	
03/06/2023	1-6 Months	XXX	29-35 (C)	50-75M	
02/27/2023	1-6 Months	XXXX	15-21 (A)	Over 1 million	21 Days
02/22/2023	1-6 Months	XXXX	15-21 (A)	10-50M	
02/20/2023	1-6 Months	XXXX		100-250M	
02/20/2023	1-6 Months	XXXX	29-35 (C)	75-100M	
02/14/2023	1-6 Months	XXXX	1-14 (AA)	500-1000M	21 Days
02/07/2023	1-6 Months	XXX	22-28 (B)	75-100M	
02/06/2023	1-6 Months	XXX	15-21 (A)	50-75M	
01/15/2023		XXX			
01/04/2023	1-6 Months	XXX	29-35 (C)	100-250M	
12/16/2022	1-6 Months	XXX	15-21 (A)	100-250M	
12/15/2022	1-6 Months	XXX	22-28 (B)	100-250M	
12/14/2022	1-6 Months	XXX	22-28 (B)	100-250M	
12/13/2022	1-6 Months	XXXX	1-14 (AA)	100-250M	

Reports From Transportation References					
Report Date	Last Dealt (in months)	Trade Practices	Average Pay (in days)	High Credit (in \$)	Credit Terms (in days)
12/12/2022	1-6 Months	XXX	46-60 (E)	5-10M	
Reports From Supply Firms					
Report Date	Last Dealt (in months)	Trade Practices	Average Pay (in days)	High Credit (in \$)	Credit Terms (in days)

BUSINESS BACKGROUND

Business Events

January 1, 2023 All member interest sold to Steve Veneziano.

June 27, 2022 Subject company was established as a Limited Liability Company under Florida law.

PEOPLE BACKGROUND

Steve Veneziano, Managing Member

Date	Company	Title
2023 - Current	South Florida Produce, LLC., Immokalee, FL	Managing Member
2017 - Current	Seed 2 Table Logistics, LLC., Immokalee, FL	Vice President
2014 - Not Avail.	Incredible Fresh, Naples, FL	Oakes Farms Purchasing
2022 - 2023	South Florida Produce, LLC., Immokalee, FL	President
2015 - 2022	Oakes Farms, Immokalee, FL	VP of Oakes/Incredible Fresh/Seed to Table
Not Avail.	Oakes Farms, Inc., Flat Rock, AL	Vice President of Sales
Not Avail.	Oakes Farms, Inc., Moultrie, GA	Vice President Sales
2013 - 2015	Oakes Farms, Immokalee, FL	Director of Operations Sales/Buyer
2013 - 2013	Oakes Farms, Immokalee, FL	Director of Sales

Kyle Cummings, President

Date	Company	Title
2023 - Current	South Florida Produce, LLC., Immokalee, FL	President
2021 - 2022	Premier Produce, Fort Lauderdale, FL	CEO
2021 - 2022	Premier Produce Central Florida, LLC., Melbourne, FL	CEO

BUSINESS PROFILE

Method(s) of Operations:

Distributor: 50%
Receiver: 50%

Product Procured from:

Western/Southwestern United States, Mexico

Product Sold to:

Western/Southwestern United States, Southeastern United States, Northeastern United States, Mexico

Business Size:

Permanent/Full-time employees: 10-19

Commodities:

Fruit, Vegetable

Bank:

First 1 Bank

Sourcing Information:

Brokers and/or Distributors: 25%
Local Wholesalers: 25%
Domestic Shippers: 25%
International Exporters: 25%
Takes Physical Possession of the Product: 75%

Selling Information:

Brokers and/or Distributors: 50%
Grows Own Product: 50%

Facilities:

2 Warehouse(s)
25,000-49,999 sq ft warehousing facilities
Own or Lease Warehousing: Own

Licenses:

PACA License: 20220938

AFFILIATIONS

An affiliation between entities exists when one entity owns all or a portion of another entity, or when a responsibly connected individual in one entity owns all or a portion of another entity, or that individual is a responsibly connected party in another entity.

BB # 342453
Seed 2 Table Logistics, LLC.
Immokalee, FL
Transportation
(35)



Company Information

Company Name _____

d/b/a _____

Address _____

City _____

State _____

Zipcode _____

FEIN _____

Company Type

LLC

Corporation

Non-Profit

Business Type

Grower/Shipper

Processor

Wholesaler

Other

Contact Information

A/R Contact _____

Phone _____

Email _____

Banking Information

Routing: _____

Account # _____

Bank Name _____

Bank Address _____

City _____

State _____

Zip _____

SWIFT Code
(if applicable) _____



Payment Terms _____

Alternate Terms _____

Discount % _____

Food Safety Information

Most recent Food Safety Audit Date _____

Auditing Body _____

Most Recent Score _____

Were any corrective actions given? _____

What was the preliminary score before the corrective actions? _____

Has your Company been a party to, involved in, or named in product recall? _____

Food Safety Contact _____

Email _____

Phone _____

Sales Representative

Sales Rep Name _____

Email _____

Phone _____



Payment Terms _____

Alternate Terms _____

Discount % _____

Food Safety Information

Most recent Food Safety Audit Date _____

Auditing Body _____

Most Recent Score _____

Were any corrective actions given? _____

What was the preliminary score before the corrective actions? _____

Has your Company been a party to, involved in, or named in product recall? _____

Food Safety Contact _____

Email _____

Phone _____

Sales Representative

Sales Rep Name _____

Email _____

Phone _____