



Each wholesale crate is labeled with the item name, the amount, and a code for which farmer sent the produce.

## How Can I Learn More?

Garrett College, along with University of Maryland Extension and other partners, is offering a workshop series about growing for a fresh produce cooperative in 2016. **You are encouraged to participate in as many of these workshops as you can!**

More information about the workshop is available at [www.GarrettGrowers.com](http://www.GarrettGrowers.com) or by calling 301-334-6960.



Our clamshell container labels help us comply with labeling requirements and source ID.



Our produce stickers are an instantly recognizable way for customers to know where their produce is from.



Farmer Cooperative

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[www.GarrettG](http://www.GarrettG)

## Why Join Garrett Growers Cooperative?

### → Less Time Spent Marketing

*Produce is picked up at the farm*

*Buyer Contacts and Ordering is handled by the Cooperative*

*Develop a brand without the individual effort or cost*

*Cooperative handles invoicing, payments and personnel costs*

### → Expand Local Sales with Group Marketing

*Buyers get a wide variety of products from one source*

*Buyers deal with one business rather than multiple farmers*

*Consistent production from multiple producers*

### → Increased Farm Efficiency

*Specialize in producing a fewer type of vegetables*

*Sell larger volumes picked and packed for each customer at the farm*

*Growers work together to establish a growing schedule*

*Growers work together to learn growing techniques*

*Market in uniform, returnable crates to reduce the cost of marketing*



## How does the Cooperative Work?

→ Each Member Owns a Part of the Cooperative Business and has One Vote

→ The Membership Elects a Board of Directors to Oversee the Operation of the Cooperative

→ Board of Directors hires a Coordinator Who:

*During the winter, contacts buyers to assess the next season's needs*

*Contacts farmers twice weekly in season to determine availability*

*Prepares availability for buyers and takes orders*

*Contacts farmers with orders for bi-weekly deliveries*

*Creates invoices and info for delivery driver*

→ Membership Works Together to: Divide Up Production, Establish a Growing Schedule, Provide Insurance, Ensure Uniform Food Safety Practices and Standards, and more



*Veggie Boxes delivered to customers each week through the summer provides a great way for our farmers to work together to provide an amazing variety of fresh produce.*

## What is the cooperative?

Once a member retains 20% of through the co

This price pays up, delivery to crates, & opera



*Reusable crates, sustainable optio*

## How do I join Garrett Growers?

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3. If appro comple purcha \$250.

[www.GarrettGr](http://www.GarrettGr)