



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

## Not Ready to Commit?

The Coop may work with you to sell on a probationary basis, so you can learn how things work and if they will work for you.

### Contact the coop to discuss:

240-321-9636

garrettgrowers@gmail.com



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

# Curious about joining?



Farmer Cooperative

Garrett Growers Cooperative offers fresh vegetables, fruits, herbs, and berries delivered to area restaurants, caterers, and grocery stores as well as through a weekly “Veggie Box” CSA vegetable subscription.

Read on to learn if joining a cooperative is right for you!



## 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 cost to sell through the cooperative?

Once a member (see below), the cooperative retains 20% of the selling price of produce sold through the cooperative.

This price pays for coordination of sales, farm pick up, delivery to customers, use of crates, labels for crates, & operation of the cooperative.



*Reusable crates provide our wholesale customers with a sustainable option.*

## How do I become a member of Garrett Growers Cooperative?

Membership is open to any producer, however membership must be approved by the board of directors. **To become a member:**

1. Complete a membership application
2. The board of directors will review the application and do a farm visit
3. If approved for membership, you will complete a membership agreement and purchase 100 shares of stock at the cost of \$250.