



VEGG

Asparagus - 1 Pound Bunch	\$4.00	ea
Beans, Green	\$2.40	lb
Beans, Purple	\$2.40	lb
Beans, Romano	\$2.40	lb
Beans, Yellow	\$2.40	lb
Beets, Red	\$1.35	lb
Beets, Gold	\$1.35	lb
Beets, Chioggia	\$1.35	lb
Beets, Green Top Red	\$1.50	ea
Baby Bok Choy	\$1.20	lb
Bok Choy	\$1.20	lb
Broccoli	\$1.95	lb
Brussels Sprouts	\$2.50	lb
Cabbage, Green	\$0.84	lb
Cabbage, Red	\$0.84	lb
Cabbage, Napa	\$1.00	lb
Carrots, Bulk Rainbow	\$1.17	lb
Carrots, Bulk	\$1.40	lb
Carrots, 2#	\$2.40	ea
Carrots, 5#	\$5.55	ea
Carrots, Purple 2#	\$2.80	ea
Carrots, Green Top	\$1.50	ea
Carrots, Juice 25#	\$14.50	ea
Carrots, Juice 5# Bags	\$2.90	ea
Cauliflower	\$1.90	lb
Cauliflower, Romanesco	\$1.85	lb
Cauliflower, Other Colors	\$1.85	lb
Celery	\$1.50	ea
Celeriac	\$1.15	lb
Corn, Decorative	\$0.65	ea
Corn, Sweet	\$0.50	ea
Cucumbers (Slicing & Euro)	\$1.00	ea
Cucumbers, Pickling (See Specs)	\$1.50	lb
Daikon	\$1.25	lb
Edamame	\$2.35	lb
Eggplant	\$2.00	lb
Fiddleheads (Sustainable Harvest)	\$5.00	lb
Garlic, Bulk	\$4.00	lb
Garlic, Braided	\$8.00	ea
Garlic, Scapes	\$4.00	lb
Garlic, Green	\$2.00	ea
Horseradish	\$3.50	lb
Kohlrabi	\$1.00	lb
Leeks (See Specs)	\$0.90	ea

VEGG... cont

Onions, Green	\$0.75	ea
Onions, Yellow	\$0.90	lb
Onions, Red	\$0.90	lb
Onions, Sweet	\$0.90	lb
Onions, White	\$0.90	lb
Onions, Bagged 3# (All)	\$2.10	ea
Onions, Green Top Candy	\$1.00	ea
Parsnips	\$1.70	lb
Peas, Snow	\$3.00	lb
Peas, Snap	\$3.00	lb
Peppers, Green Bell (See Specs)	\$1.70	lb
Peppers, Red Bell (See Specs)	\$3.00	lb
Peppers, Yellow Bell (See Specs)	\$3.00	lb
Peppers, Purple Bell (See Specs)	\$3.00	lb
Peppers, Anaheim	\$3.50	lb
Peppers, Hot Wax	\$3.50	lb
Peppers, Jalapeno	\$3.50	lb
Peppers, Cubanelle	\$3.50	lb
Peppers, Gypsy	\$3.50	lb
Peppers, Hot Other	\$3.50	lb
Peppers, Extreme Hot (1/2pt)	\$5.00	ea
Popcorn	\$0.50	ea
Potatoes, Fingerling	\$1.50	lb
Potatoes, Roasters	\$0.64	lb
Potatoes, Red	\$0.88	lb
Potatoes, Russet	\$0.88	lb
Potatoes, Yellow	\$0.88	lb
Potatoes, Bag Red - 5#	\$3.75	ea
Potatoes, Bag Russet - 5#	\$3.75	ea
Potatoes, Bag Yukon - 5#	\$3.75	ea
Potatoes, Blue/Specialty	\$1.50	lb
Pumpkins, Jack-O-Lanterns (See Specs)	\$3.00	ea
Pumpkins, Mini Jacks	\$1.00	ea
Radish, Red Pints	\$2.00	lb
Radish, Green Top	\$1.50	ea
Radish, Assorted Large	\$1.00	lb
Ramps (Sustainable Harvest)	\$4.00	ea
Rhubarb	\$2.00	lb
Rutabagas	\$1.30	lb
Shallots	\$5.00	lb
Squash, Summer Green Zucchini	\$1.00	lb
Squash, Summer Other	\$1.00	lb
Winter Squash, Hubbard	\$0.40	lb
Winter Squash, Assorted	\$0.80	lb
Sunchokes	\$1.25	lb
Tomatillos	\$2.50	lb
Tomato, Cherry Pints	\$2.00	ea
Tomato, Bulk Slicing	\$1.95	lb
Tomato, Heirloom	\$2.25	lb
Tomatoes, Vine-On	\$3.00	lb
Tomatoes, Green (Special Order Only)	\$1.20	lb
Tomatoes, Canning	\$0.75	lb
Tomato, Roma	\$1.70	lb
Turnips, White, Red, Amber	\$0.95	lb
Yams, Garnet/Jewel	\$1.20	lb
Yams, Purple/Stokes	\$1.40	lb

FINAL 2019

GREENS

Arugula	\$1.50	ea
Chard	\$1.50	ea
Collards	\$1.50	ea
Endive & Escarole	\$1.35	ea
Culinary Dandelion Greens	\$1.50	ea
Kale, Baby Clams	\$2.25	ea
Kale, Green	\$1.50	ea
Kale, Red	\$1.50	ea
Kale, Lacinato	\$1.50	ea
Lettuce, Butter	\$1.25	ea
Lettuce, Specialty Leaf	\$1.25	ea
Lettuce, Romaine	\$1.60	ea
Lettuce, Green Leaf	\$1.40	ea
Lettuce, Red Leaf	\$1.40	ea
Lettuce, Head	\$1.25	ea
Salad Mix / Baby Greens	\$4.50	lb
Salad Mix / Baby Spinach	\$4.50	lb
Microgreens Clam	\$3.00	ea
Raddicchio	\$1.50	ea
Spinach, Bunch	\$1.40	ea
Watercress	\$1.00	ea

HERBS

Edible Flowers 1/4 oz Pkg	\$2.00	ea
Basil, Genovese Bulk	\$12.00	lb
Basil, Thai Bulk	\$12.00	lb
Basil - 3/4oz Pkg	\$1.40	ea
Basil - 4oz Pkg	\$3.20	ea
Catnip - 3/4oz Pkg	\$1.60	ea
Cilantro Bunch	\$1.25	ea
Dill, Baby 3/4oz Pkg	\$1.60	ea
Dill, Pickling (See Specifications)	\$1.75	ea
Fennel	\$1.50	ea
Lavendar, 3/4oz Pkg	\$1.60	ea
Mint, 3/4oz Pkg	\$1.60	ea
Oregano, 3/4oz Pkg	\$1.60	ea
Parsley, Curly	\$1.60	ea
Parsley, Italian	\$1.60	ea
Rosemary, 3/4oz Pkg	\$1.60	ea
Sage, 3/4 oz Pkg	\$1.60	ea
Savory, 3/4 oz Pkg	\$1.60	ea
Tarragon, 3/4 oz Pkg	\$1.60	ea
Thyme, 3/4 oz Pkg	\$1.60	ea

Mushrooms

Specialty Mushrooms	\$15.00	lb
Morels (Inspected)	\$30.00	lb

FRUIT

Apples - Assorted Local	\$1.50	lb
Apples - Premium (Honeycrisp, Tango, Zestar)	\$2.50	lb
Blackberries, Half Pint	\$2.50	ea
Blueberries, Pint	\$3.45	ea
Cranberries	\$2.25	lb
Elderberries, Half Pint	\$2.40	ea
Grapes	\$3.00	lb
Hop Rhizomes	\$3.00	ea
Ground Cherries, Pint	\$2.00	ea
Melons, Cantaloupe	\$0.70	lb
Melons, Other	\$0.80	lb
Watermelons	\$5.00	ea
Lunker Watermelons	\$6.50	ea
Personal Size Watermelons	\$3.50	ea
Pears	\$1.65	lb
Plums	\$1.50	lb
Cranberry, Pint	\$1.63	ea
Currants, Half Pints	\$2.50	ea
Strawberry, Quarts	\$2.50	ea
Raspberries, Half Pints	\$2.50	ea

Sustainability Matters

At WFC we are conscious buyers. If you are a wild crafter, please be aware of the impact of your harvesting practices.

SPECS

Ramps	Not less than 8 plants per bunch
Yams, Case Sizing Must Be Consistent, Minimum Weight	.85 LB
Bell Peppers, 75% of Color Indicated	
Bunched Beets, Minimum Weight	1.25 LB
Bunched Carrots, Minimum Weight	1.25 LB
Broccoli Stems, Max Length	5"
Celery Stalk, Minimum Weight, 18" long	1.40 LB
Sweet Corn, Filled Out to the End of the Ear	7" Min. Length
Pickling Cukes, Small Max Diameter	1"
Leeks, Minimum Weight, Roughly 1.5" Diameter	.45 LB
Leaf Lettuce (Includes Batavia) Minimum Weight	.85 LB
Romaine Lettuce Min. Weight	.95 LB
Specialty Lettuce Min. Weight	.50 LB
Radish Bunches, Minimum Weight	.40 LB
Spinach Bunch, Minimum Weight	.75 LB
Cherry Tomato Pint, Minimum Weight	.60 LB NET
Greens (Kale, Chard, etc.) Minimum Weight	.66 LB
Arugula Bunches, cleaned Minimum Weight	.75 LB
Fennel Bulbs, Minimum Weight	1.10 LB
Cucumbers Min. Length / Diameter / Weight	7" x 1.75" < & > .50
Pickling Dill Bunch Min. Diameter	1.25"
Cilantro, Parsley and Dill bunches Minimum Weight	.25 LB
Green Top Candy Onions, Bulb Size, Top Size	Bulb diameter 3"-4" & Tops 3-4"
Roasting Potatoes	<1-1/4" Diameter
Bagging Onions	<2" Diameter
Cauliflower	<2.50#
Herb Bunches	.12# NET weight
Carving, Jack-O-Lantern Pumpkins	12lbs+
Watermelons	Min=9/Max=15lb
Lunker Watermelons	>15lbs (for cuts only)
Personal Size Watermelons	<8lbs each

Onions, Shallots & Garlic must be completely cured prior to delivery

Herb packages are hinged, plastic, w/ a label and provided PLU#

Extreme Peppers are defined as 500k+ on Scoville scale



WHOLE FOODS CO-OP GROWER GUIDE CONTENTS

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CERTIFICATION OR NON-ORGANIC EXEMPTION

WFC will not purchase from a grower who has not signed / submitted a most current version of one of the forms listed below. *Why does it matter?* Your product cannot be sold as Organic without the Certified or the Store Exemption Form. Also, Organic product has priority over those offered as non-organic.

YOU MUST SEND US ONE OF THE FOLLOWING:

Copy of a current 3rd party certification (e.g., MOSA, QAI) deeming product listed on certificate to be Certified Organic under the NOP Final Rule

Retail Store Certification for Exempt Non-certified Organic Producers. You qualify to use this form **ONLY** if all the stipulations below are met: *[Statutory Provisions]*

Local Grower Agreement Form (pg. 6) for those who are not selling organic products

Statutory Provisions

National Organic Program; Final Rule, as published December 21, 2000 and effective April 21, 2001: §205.201

- (a) *Exemptions. (1) A production or handling operation that sells agricultural products as “organic” but whose gross agricultural income from organic sales totals \$5,000 or less annually is exempt from certification under subpart E of this part and from submitting an organic system plan for acceptance or approval under §205.201 but must comply with the applicable organic production and handling requirements of subpart C of this part and the labeling requirements of §205.310. The products from such operations shall not be used as ingredients identified as organic in processed products produced by another handling operation.*

Required Action

Persons who sell no more than \$5,000 annually in value of agricultural products and sell or label a portion or all of such agricultural products as organically produced are exempted from certification by a USDA-accredited agency but are required

to produce and handle organic products in accordance with the specified provisions of the National Organic Program Final Rule.

The exempted person shall demonstrate compliance with the National Organic Program Final Rule by the implementation of the following measures:

- Signature on a completed Affidavit form, which attests to a thorough knowledge of the provisions of the Rule and to the production and handling of organic products according to the National Organic Program Final Rule;
- The establishment of record-keeping adequate to trace an organic product from production site through to sale for consumption. Record must be kept for three years; and
- The provision of public access to the above documents. Exempted Small Farmers who demonstrate compliance with the National Organic Program Final Rule shall be able to market non-certified organic products from their farms directly to consumers at direct sales outlets.

PURCHASING GUIDELINES FOR LOCAL NON-ORGANIC PRODUCE

WFC is first and foremost committed to carrying locally and regionally grown *Certified Organic* product. We also support growers who fall under the Affidavit system as defined in the National Organic Program (NOP) Final Rule. (Above) Local organic growers are prioritized over local product that WFC cannot represent as Organic.

To support our LOCAL agricultural community to the greatest extent possible, the Produce Department will purchase select, locally grown non-organic produce that meets **ALL of the following criteria**, as testified to by a signed **Local Grower Agreement Form**.

Grower does not use any inputs on their plants, soil, harvesting equipment or storage facilities that are not allowed under the NOP Final Rule as defined by the accepted and excluded lists found in the Rule

Grower does not apply human waste products on production fields

Grower does not plant genetically modified (GMO) crops or crops grown with treated seeds

Grower rotates crops over several seasons to encourage regeneration, and to allow fallow periods

Grower used the application of organic material as part of soil fertility management

Grower uses tilling and soil conservation techniques that reduce erosion

Grower does not use additional labor in growing; processing or handling that is compensated at a rate lower than the current state minimum wage, with the exemption of on-farm family labor and/or barter arrangements.

If a grower meets the above criteria, purchase arrangements will be considered at the sole discretion of the Produce Manager.

GUIDELINES FOR DELIVERIES

DELIVERY STANDARDS

Set up at least 48 hours in advance. Deliveries need to arrive during receiving hours, Monday – Friday between 6am-2pm OR as scheduled with Produce Manager or Buyer

- No weekend deliveries, exceptions by special arrangement only

DELIVERY PROTOCOL

All deliveries are to come to the alley entrance at Hillside location, the employee entrance (glass door). There is a buzzer system on this door. Push the buzzer, smile for the camera in the upper left corner, and wait to be buzzed in. Someone may ask you to identify yourself, let them know your name and that you have a produce delivery. Deliveries at Denfeld are to come to the loading doc entrance at the back of the building. Use same buzzer protocol. ***Any deliveries, [example. Floral] that require a different receiving location must be approved before each delivery. No exceptions.**

Depending on the size of delivery, various carts may be used. Wait for Produce Staff to identify the appropriate cart.

Make sure your vehicle is close to the building and moved immediately into staff lot when done to avoid congestion in the alleyway. (Hillside)

Do not leave your product unaccompanied unless WFC produce staff are handling it.

You must always be accompanied in back room areas of all WFC locations.

DELIVERY CONTAINERS

Boxes need to be in good working order & **completely clear of any old labeling**, including:

- Labels from other farmers (*Except as noted below*)
- Any old WFC labels (both large rectangular & small origin code)

Used boxes need to be from **organic produce**.

Re-used waxed boxes are available upon request, ask produce staff if you have questions. Re-used boxes must be in good condition and strong enough to not collapse when handled.

All bags used in delivery must be pristine. Produce delivered in used bags – even if it was a bag containing organic produce - will not be accepted.

***Please note:** Non-organic produce is purchased by WFC and non-compliant boxes may end up in reuse areas. It is the grower's responsibility under the WFC Organic Standards Handling Plan to maintain the integrity of their delivery containers. Supply of boxes for reuse is a service WFC provides our grower partners, obviating the need for purchase of new boxes at your expense.*

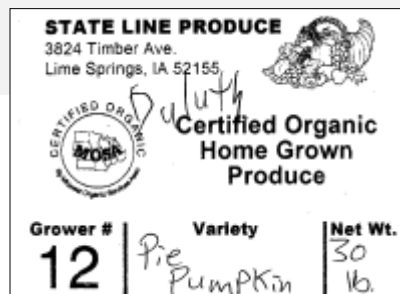
BOX LABELING

Every box needs to be clearly labeled and include the following as per rule guidelines:

1. Your WFC Grower Number
2. Your Farm Status (*Certified Organic, Affidavit Organic, or Non-Organic*)
3. Farm Name
4. Product in box
5. Weight/Count

The custom example label shown uses a 30 count mailing label. Yours does not need to look exactly like this, but it does need to have all the information specified in the list above.

Failure to follow the above protocol may result in all or a portion of a delivery being refused.



INVOICES

All deliveries must include a completed invoice not smaller than 3x5. Invoice must include:

1. Serial/invoice number for tracking
2. Date produce was delivered/packed
3. WFC Location information. (Denfeld or Hillside Specified)
4. Grower contact information and assigned WFC grower number
5. Fully extended pricing and invoice total

All prices must reflect WFC final pricing list. *Deviation from standardized pricing requiring extra labor on the part of WFC staff and will result in a 2% reduction in invoice total to reflect additional labor. This includes missing or incorrect extensions and/or invoice totals.*

Product must meet ordered amounts (except "Up-to" amounts) and specifications from the price list and WFC Produce Department.

SAMPLE INVOICE

718652

ORDERED		SHIPPED	DESCRIPTION	PRICE	UNIT	AMOUNT
	25#		BEETS, CHIOGGIA	1.35	lb	33.75
	24ct		KALE, RED	1.50	ea.	36.00
Total						\$ 69.75

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Direct Grower Agreement

Farm Name: _____

Grower Name(s): _____

Address: _____

Phone Number: _____

I, _____, affirm that my growing practices are in complete compliance with the criteria defined by WFC for its local non-organic purchasing program as detailed on page 4 of the grower guide. I understand that sales to WFC of my produce are subject to meeting and maintaining this criteria throughout the relevant growing season.

Signature of Grower

Date

Signature of Produce Manager

Date

HILLSIDE

610 East 4th Street | Duluth, MN 55805
218.728.0884

**DENFELD**

4426 Grand Avenue | Duluth, MN 55807
OPENING IN 2015

RETAIL STORE CERTIFICATION FOR EXEMPT NON-CERTIFIED PRODUCERS

Farm Name _____

Grower Name(s) _____

Street Address _____

City _____ State _____ Zip Code _____

Phone Number _____ Email Address _____

I, _____, Sell the following Organic products:
print full name

My production and record keeping practices are in compliance with the Organic Food Production Act of 1990, and the USDA Final Organic Rule. My annual gross organic sales are less than \$5,000. I understand that I am subject to up to \$11,000 in civil penalties per violation of the Act and Rule.

► _____ Date _____
Signature of Producer

► _____ Date _____
Signature of Department Manager

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