

FOOD + COMMUNITY

2025 Wholesale Orientation

We're excited to grow with you!

Contacts

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This material is based upon work that is supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, under award number FLW24-015 through the Sustainable Agriculture Research and Education program under subaward number FLW24-015. USDA is an equal opportunity employer and service provider.

Sample Contract



arm Name: Sample	e Contract	The Good Acre Production Contract, February 2025					
	SEASC	N CROP TOTA	LS				
Crop	Season Case Total	Number in Each Box	Box Type	Purchase Price	Total		
Beans, Green	70	25 Pounds	1 1/9 bushel	\$71.00	\$4,970.00		
Tomato, Slicer	70	20 Pounds	20lb Tomato Flat	\$40.00	\$2,800.00		
Beet, Red	60	25 Pounds	5/9 bushel	\$31.00	\$1,860.00		
Cucumber, Slicing	63	20 Pounds	5/9 bushel	\$24.00	\$1,512.00		
Carrot, Orange	40	23 Pounds	5/9 bushel	\$36.75	\$1,470.00		
Onion, Yellow	20	40 Pounds	1 1/9 bushel	\$46.25	\$925.00		
Cucumber, Pickling	30	20 Pounds	5/9 bushel	\$24.00	\$720.00		
Pepper, Bell, Red	10	25 Pounds	1 1/9 bushel	\$68.75	\$688.00		
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Cucumber, Pickling	30	20 Pounds	5/9 bushel	\$24.00	\$720.00	
Pepper, Bell, Red	10	25 Pounds	1 1/9 bushel	\$68.75	\$688.00	
Greens, Kale, Green Curly	10	24 Count	Cabbage	\$42.75	\$427.50	
Onion, Scallions	12	24 Count	5/9 bushel	\$33.75	\$405.00	
			Tota	al Contract	\$15,777.50	
			Total Flex	Spending	\$5,000.00	
Grand Total						
WEEKLY DELIVEDY ODDEDO						
WEEKLY DELIVERY ORDERS						

	WEEKLYL	DELIVERY ORD	JEK9	
Delivery Week	Crop	Number of Cases	Purchase Price	Total
6/23/2025	Onion, Scallions	12	\$33.75	\$405.00
7/14/2025	Beans, Green	10	\$71.00	\$710.00
7/14/2025	Cucumber, Pickling	15	\$24.00	\$360.00
7/21/2025	Cucumber, Slicing	12	\$24.00	\$288.00
7/28/2025	Carrot, Orange	10	\$36.75	\$367.50
7/28/2025	Cucumber, Slicing	12	\$24.00	\$288.00
8/4/2025	Beet, Red	20	\$31.00	\$620.00
8/4/2025	Carrot, Orange	15	\$36.75	\$551.25
8/4/2025	Onion, Yellow	15	\$46.25	\$693.75
8/11/2025	Beans, Green	20	\$71.00	\$1,420.00
8/11/2025	Tomato, Slicer	15	\$40.00	\$600.00
8/18/2025	Beet, Red	20	\$31.00	\$620.00
8/18/2025	Cucumber, Pickling	15	\$24.00	\$360.00
8/18/2025	Tomato, Slicer	15	\$40.00	\$600.00
8/25/2025	Beans, Green	10	\$71.00	\$710.00
8/25/2025	Cucumber, Slicing	27	\$24.00	\$648.00
8/25/2025	Tomato, Slicer	20	\$40.00	\$800.00
9/1/2025	Beans, Green	10	\$71.00	\$710.00
9/1/2025	Carrot, Orange	15	\$36.75	\$551.25
9/1/2025	Onion, Yellow	5	\$46.25	\$231.25
9/1/2025	Tomato, Slicer	20	\$40.00	\$800.00
9/8/2025	Cucumber, Slicing	12	\$24.00	\$288.00
9/8/2025	Greens, Kale, Green Curly	10	\$42.75	\$427.50
9/15/2025	Beans, Green	20	\$71.00	\$1,420.00
9/15/2025	Beet, Red	20	\$31.00	\$620.00

Flex Spending Crop List 2025



Annual Flex Spending: \$5000 **Weekly Limit:** \$500 for *specific crops*

Use 2025 Purchase Prices to find total \$ value of flex spending crops. Final decisions rest with Procurement Manager.

Limited Flex Spend	No Flex Spending	
Asparagus Pepper, Fresno		Greens, Eggplant Leaf
Beans, Edamame	Pepper, Habanero	Greens, Pumpkin Vine
Beans, Green	Pepper, Poblano	Greens, Spinach, Water (Pak Bung)
Beans, Romano	Pepper, Serrano	Greens, Sweet Potato Leaves
Beans, Yellow Wax	Pepper, Thai Chili	Herbs, Basil
Broccoli	Radish, Green Top, French Breakfast	Herbs, Hmong Postpartum
Brussels Sprouts	Radish, Green Top, Red	Herbs, Mint
Cabbage, Napa	Rhubarb	
Cauliflower	Unlimited F	lex Spending
Fennel	Beet, Gold	Pepper, Jalapeno
Garlic, Bulb	Beet, Red	Potatoes, Blue
Garlic, Scapes	Beet, Red, Green Top	Potatoes, Red
Greens, Arugula	Cabbage, Green	Potatoes, Russet
Greens, Bok Choy, Baby	Cabbage, Red	Potatoes, Yellow
Greens, Chard	Carrot, Orange	Radish, Daikon
Greens, Collards	Carrot, Orange, Green Top	Radish, Watermelon
Greens, Gai Lan	Carrot, Rainbow	Rutabaga
Greens, Kale, Green Curly	Cucumber, Pickling	Squash, Summer, Yellow
Greens, Kale, Lacinato	Cucumber, Slicing	Squash, Summer, Zucchini, Green
Greens, Mustard	Eggplant, Bitterball	Squash, Winter, Acorn
Greens, Spinach	Eggplant, Globe	Squash, Winter, Buttercup
Greens, Spinach, Malabar	Eggplant, Japanese	Squash, Winter, Butternut
Greens, Spring Mix	Ground Cherries	Squash, Winter, Delicata
Greens, Tatsoi	Kohlrabi	Squash, Winter, Kabocha
Herbs, Cilantro	Leeks	Squash, Winter, Kuri
Herbs, Dill	Melon, Cantaloupe	Squash, Winter, Pie Pumpkin
Herbs, Parsley	Melon, Watermelon, Seeded	Squash, Winter, Spaghetti
Lettuce, Green or Red Leaf	Melon, Watermelon, Seedless	Sweet Corn
Lettuce, Romaine	Onion, Fresh, w/ Tops	Sweet Potatoes
Okra	Onion, Red	Tomatillos
Onion, Shallot	Onion, Scallions	Tomato, Cherry, Pint
Peas, Snap	Onion, White	Tomato, Grape, Pint
Peas, Snow	Onion, Yellow	Tomato, Heirloom
Pepper, Anaheim, Red	Parsnips	Tomato, Roma
Pepper, Bell, Orange	Pepper, Anaheim, Green	Tomato, Slicer
Pepper, Bell, Red	Pepper, Banana	Turnips, Green Top, Hakurei
Pepper, Carmen	Pepper, Bell, Green	Turnips, Purple Top

Sample PO (Purchase Order)



The Good Acre 1790 Larpenteur Ave West Falcon Heights MN 55113 United States wholesale@thegoodacre.org

ATTN:

The Good Acre 1790 Larpenteur Ave West Falcon Heights MN 55113 United States

Purchase Order

#PO00440

Delivery Date 8/4/2025 Order Date 7/29/2025

VENDOR

Zach Dowd -v 1234 1st Ave S Minneapolis MN 55403 United States SHIP TO

The Good Acre 1790 Larpenteur Ave W Falcon Heights MN 55113 United States **Warehouse Hours**

Monday, Thursday, Friday

7am - 3pm

ITEM	DESCRIPTION	FLEX	QTY	RATE	AMOUNT
Beet, Red Beet, Red	25 Pounds	Contracted	20	\$31.00	\$620.00
Carrot, Orange Carrot, Orange	25 Pounds	Contracted	15	\$36.75	\$551.25
Onion, Yellow Onion, Yellow	40 Pounds	Contracted	15	\$46.25	\$693.75
Greens, Kale, Green Curly 24 ct Greens, Kale, Green Curly 24 ct	24 Count	Flex	10	\$42.75	\$427.50

TOTAL

\$2,292.50

Memo:

Terms: Due upon receipt

Thank you for your business! www.thegoodacre.org

1 of 1

Invoices





Always include an invoice when you deliver your produce to our warehouse. The top, **white copy is for us,** the yellow copy is for your records.

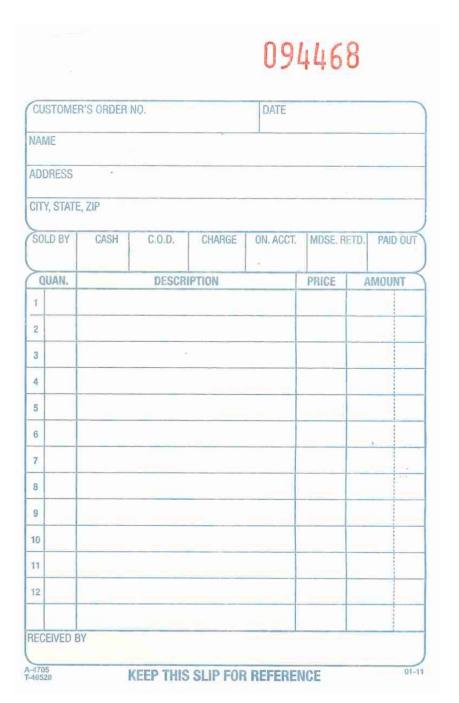
Please have your invoice ready when you deliver - it is faster for us and you if don't write it out at the dock.

Available for purchase through TGA's website.

Practice writing an invoice

Include:

- Name
- Date
- PO Number
- Billing Address
- Quantity of each item
- Item Name (specify type)
- Price
- Totals



Labels



Why are labels important?

Good business - we know what product belongs to which farmer Food safety - we can track produce

Labels need to include:

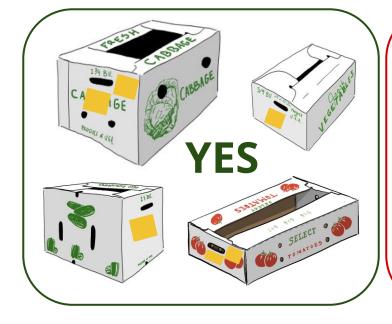
- Your Name/Farm Name
- Your Address
- Product Name (specify type, ex: *Slicing* Cucumber, *Roma* Tomato)
- Weight/Count (example: 20#, or 24 bunches)
- Date Harvested

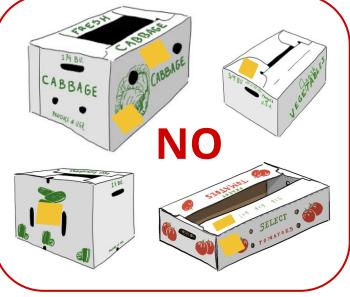
Labels need to be waterproof and in an easy-to-find location on the box.

TGA no longer sells pre-printed labels.

	•
FARMER NAME PRODUCER CODE: 123 123 Any Street, St. Paul MN 55106	
PRODUCT:	
WEIGHT/COUNT:	
DATE HARVESTED:	

Label Locations





Create your own

Writing Labels



Labels need to include:

- Your Name/Farm Name
- Your Address
- Product Name (specify type, ex: *Slicing* Cucumber, *Roma* Tomato) Weight/Count (example: 20#, or 24 bunches)
- Date Harvested

Example Label	Create Your Own Design
FARMER NAME PRODUCER CODE: 123 123 Any Street, St. Paul MN 55106 PRODUCT: WEIGHT/COUNT: DATE HARVESTED:	
Crop 1: Red Beets	Crop 2: Orange Carrots
PRODUCT: WEIGHT/COUNT: DATE HARVESTED:	PRODUCT: WEIGHT/COUNT: DATE HARVESTED:
Crop 3: Yellow Onions	Crop 4: Curly Kale
PRODUCT: WEIGHT/COUNT: DATE HARVESTED:	PRODUCT: WEIGHT/COUNT: DATE HARVESTED:

Farm Supplies





Scan the QR Code or order online at www.thegoodacre.org/farm-shop

Orders take 1 business day to process and prepare. We are unable to make sales at the dock during deliveries.



Box Liner for root crops & some herbs/greens



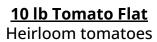
Invoice Booklets



Fertilizer
8-4-2 Sustane
12-0-0 Ohio Earth Foods
5-2-5 Ohio Earth Foods

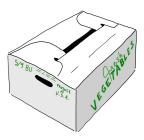


20 lb Tomato Flat Roma tomatoes Slicer tomatoes





Tomato Clamshell
Grape Tomatoes



5/9 Boxes



Cabbage (1 ¾) Boxes



1 1/9 Boxes

We no longer carry:

- Labels
- Wax paper

Changes to Highlight

Produce Specs



- Rainbow Carrots (in 1 1/9 box) are now 23lbs
- Kohlrabi (in 5/9 box) are now 23lbs
- Bell Peppers (in 1 1/9 box) are now 23lbs
- Roma & Slicer Tomatoes are packaged in 20lb Tomato Flats
- Most greens can now be packaged in 24ct (in cabbage box) AND 12 ct in 1 1/9 box)
- Bok choy can now be brought in as regular or baby. We have 2 specs, but each box must have consistent sizing.
- All root crops need need a poly lined bag
- Some herbs and bulk lettuces need poly lined bag
- Pickling cukes sizes: 3.5" max length, 1.25" diameter
- Scallions make sure you have the right variety!

We did not contract sweet potato leaves, eggplant leaves, or pumpkin vine because the customer (Second Harvest Heartland) requested that we don't do those anymore since they don't hold up in storage well (wilt quickly, turn black).

Delivery Information

DOCK HOURS: Monday, Thursday, Friday

7am - 3pm

Staff Lunch: 12-12:30pm

Delivery Tags

These are the most common issues TGA sees during deliveries. Instead of using Learning Tags, Receiving Staff will document any issues in the computer system and Grower Support will follow up if needed.

Logistics

Invoicing, Labeling, Late Delivery



Produce Standards

Not graded, Not cooled, Underweight

Quality

Over Blemished, Under/overripe, Wrong Bunch size, Wrong Variety

The Good Acre Produce Accepting Standards

- 1. Does the delivery have a Pick Order (P.O.) Or if in LEAFF, do they have an invoice?
- 2. Does the PO include everything on the delivery? Only what is listed will be accepted, nothing more.
- 3. Is the delivery vehicle free from hazardous chemicals or other harmful substances?
- 4. Are the bunches/case weight correct according to standards?
- 5. Is there a label with correct information, lot#, farm name, number, address and date? (All names should match.)
- 6. Are the sizes of produce uniform less than 25% are over/under sized?
- 7. If there are blemishes on the produce, does it look like it will affect the storage or usability of the produce? Blemishes should affect less than 25% of the overall product.
- 8. Is the produce clean and packed neatly?
- 9. Has the product been handled appropriately based on its post harvest requirements? i.e. produce that should be dry is not wet
- 10. Has the product been cooled or harvested within 12 hrs and looks like it will last 5 days before it reaches the end destination?

A 'NO' answer to any of the questions will lead to rejection, until the problem is resolved.



Produce Safety Rule: Does it apply to you?



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How much produce did you sell in the past 3 years? Use tax records to find these numbers.

2022: \$_____ 2023: \$_____ 2024: \$_____



FIND THE AVERAGE

Total from last box \$

Divide by 3 = \$_____

Is this amount larger than \$31,925?



THE RULE DOES NOT APPLY TO YOU

Food safety is still important!

- Food safety resources UMN Extension
- Keep records of annual sales

YES

HOW MUCH PRODUCE DO YOU SELL TO:

LIST 1

Farmers Markets \$

CSA \$

Family/Friends \$

Schools \$

Restaurants \$_____

Other \$

TOTAL \$_____

LIST 2

The Good Acre \$_____

Wholesale buyer \$_____

Other \$

TOTAL \$_____

Is LIST 1 higher in sales?

You are not fully covered/"qualified exempt"

Good Agricultural Practices must be

- Include Farm Name & Address on signs and labels
- Keep records of annual sales
- Food Safety Resources UMN Extension
- Take MDA questionnaire every 3 years
- Use Good Agricultural Practices on your farm

101AL \$____

Is List 2 higher in sales?

The Produce Safety Rule applies to you You are "fully covered" by the rule.

- Farmer must attend PSR grower training
- Farm will be inspected by MDA
- Keep records of annual sales and food safety practices
- Good Agricultural Practices must be used and recorded
- Take MDA questionnaire every 3 years



The Good Acre is here to help you!

2025 Purchase Prices



Product	Purchase Price	Total/Box	Box Size
Asparagus	\$50.00	10 Pounds	5/9 bushel
Beans, Edamame, Bunched	\$48.00	24 Count	Cabbage
Beans, Green	\$71.00	25 Pounds	1 1/9 bushel
Beans, Romano	\$71.00	25 Pounds	1 1/9 bushel
Beans, Yellow Wax	\$71.00	25 Pounds	1 1/9 bushel
Beet, Gold or Chioggia	\$31.00	25 Pounds	5/9 bushel
Beet, Red	\$31.00	25 Pounds	5/9 bushel
Beet, Red, Green Top	\$32.45	12 Count	1 1/9 bushel
Broccoli	\$37.00	18 Pounds	1 1/9 bushel
Brussels Sprouts	\$48.50	10 Pounds	5/9 bushel
Cabbage, Green	\$40.75	45 Pounds	Cabbage
Cabbage, Napa	\$50.75	20 Pounds	1 1/9 bushel
Cabbage, Red	\$40.75	45 Pounds	Cabbage
Carrot, Orange	\$36.75	23 Pounds	5/9 bushel
Carrot, Orange, Green Top	\$24.00	12 Count	1 1/9 bushel
Carrot, Rainbow	\$36.75	23 Pounds	5/9 bushel
Cauliflower	\$27.50	15 Pounds	1 1/9 bushel
Celeriac	\$37.50	25 Pounds	5/9 bushel
Cucumber, Pickling	\$24.00	20 Pounds	5/9 bushel
Cucumber, Slicing	\$24.00	20 Pounds	5/9 bushel
Eggplant, Bitter Ball	\$24.00	20 Pounds	5/9 bushel
Eggplant, Globe	\$37.00	25 Pounds	1 1/9 bushel
Eggplant, Japanese	\$34.25	25 Pounds	1 1/9 bushel
Fennel	\$48.50	25 Pounds	1 1/9 bushel
Garlic, Bulb	\$50.00	10 Pounds	5/9 bushel
Garlic, Scapes	\$62.75	24 Count	1 1/9 bushel
Greens, Bok Choy (and Baby)	\$46.25	24 Count	1 1/9 bushel
Greens, Chard 24 ct	\$42.75	24 Count	Cabbage
Greens, Chard 12 ct	\$23.38	12 Count	1 1/9 bushel
Greens, Collards 24 ct	\$42.75	24 Count	Cabbage
Greens, Collards 12 ct	\$23.38	12 Count	1 1/9 bushel
Greens, Gai Lan	\$55.00	24 Count	Cabbage
Greens, Kale, Green Curly 24 ct	\$42.75	24 Count	Cabbage
Greens, Kale, Green Curly 12 ct	\$23.38	12 Count	1 1/9 bushel
Greens, Kale, Lacinato 24 ct	\$42.75	24 Count	Cabbage
Greens, Kale, Lacinato 12 ct	\$23.38	12 Count	1 1/9 bushel
Greens, Mustard 24 ct	\$42.75	24 Count	Cabbage
Greens, Mustard 12 ct	\$23.38	12 Count	1 1/9 bushel
Greens, Spinach, Malabar 12 ct	\$36.50	12 Count	1 1/9 bushel

2025 Purchase Prices, continued



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Greens, Spinach, Water (Pak Bung) 24 ct	\$48.50	24 Count	Cabbage
Greens, Spinach, Water (Pak Bung) 12 ct	\$26.25	12 Count	1 1/9 bushel
Greens, Sweet Potato Leaves	\$35.25	12 Count	1 1/9 bushel
Ground Cherry	\$39.00	12 Count	5/9 bushel
Herbs, Cilantro	\$41.50	24 Count	5/9 bushel
Herbs, Dill	\$41.50	24 Count	5/9 bushel
Herbs, Mint	\$36.00	24 Count	5/9 bushel
Herbs, Parsley	\$36.00	24 Count	5/9 bushel
Kohlrabi	\$35.00	23 Pounds	5/9 bushel
Leeks	\$35.25	20 Pounds	1 1/9 bushel
Lettuce, Red or Green Leaf	\$42.75	24 Count	Cabbage
Lettuce, Romaine	\$42.75	24 Count	Cabbage
Melon, Cantaloupe	\$26.75	35 Pounds	1 1/9 bushel
Melon, Watermelon	\$30.75	35 Pounds	Cabbage
Okra	\$58.00	10 Pounds	5/9 bushel
Onion, Fresh, w/ Tops	\$33.50	15 Count	1 1/9 bushel
Onion, Red	\$46.25	40 Pounds	1 1/9 bushel
Onion, Scallions	\$33.75	24 Count	5/9 bushel
Onion, Shallots	\$30.00	10 Pounds	5/9 bushel
Onion, White	\$46.25	40 Pounds	1 1/9 bushel
Onion, Yellow	\$46.25	40 Pounds	1 1/9 bushel
Parsnip	\$34.75	25 Pounds	1 1/9 bushel
Peanuts	\$107.50	25 Pounds	1 1/9 bushel
Peas, Snap	\$41.25	10 Pounds	5/9 bushel
Peas, Snow	\$41.25	10 Pounds	5/9 bushel
Pepper, Anaheim	\$25.00	10 Pounds	5/9 bushel
Pepper, Banana	\$25.00	10 Pounds	5/9 bushel
Pepper, Bell, Green	\$40.75	23 Pounds	1 1/9 bushel
Pepper, Bell, Orange	\$68.75	23 Pounds	1 1/9 bushel
Pepper, Bell, Red	\$68.75	23 Pounds	1 1/9 bushel
Pepper, Carmen	\$50.00	20 Pounds	1 1/9 bushel
Pepper, Habanero	\$40.50	10 Pounds	5/9 bushel
Pepper, Jalapeño	\$30.00	10 Pounds	5/9 bushel
Pepper, Poblano	\$46.25	20 Pounds	1 1/9 bushel
Pepper, Serrano	\$30.00	10 Pounds	5/9 bushel
Pepper, Thai Chili	\$35.00	5 Pounds	5/9 bushel
Potatoes, Red	\$57.25	50 Pounds	1 1/9 bushel
Potatoes, Yellow	\$57.25	50 Pounds	1 1/9 bushel
Radish, Daikon	\$39.00	25 Pounds	5/9 bushel
Radish, Green Top, Red	\$43.50	24 Count	1 1/9 bushel

2025 Purchase Prices, continued



Radish, Watermelon	\$36.50	25 Pounds	5/9 bushel
Rhubarb	\$58.25	25 Pounds	Cabbage
Rutabaga	\$26.25	25 Pounds	5/9 bushel
Squash, Summer, Zucchini, Green	\$24.00	20 Pounds	5/9 bushel
Squash, Winter, Acorn	\$27.00	35 Pounds	1 1/9 bushel
Squash, Winter, Buttercup or Kabocha	\$29.50	35 Pounds	1 1/9 bushel
Squash, Winter, Butternut	\$29.50	35 Pounds	1 1/9 bushel
Squash, Winter, Delicata	\$40.75	35 Pounds	1 1/9 bushel
Squash, Winter, Spaghetti	\$29.50	35 Pounds	1 1/9 bushel
Squash, Winter, Pie Pumpkin	\$31.00	35 Pounds	1 1/9 bushel
Sweet Corn	\$31.25	48 Count	1 1/9 bushel
Sweet Potatoes	\$65.75	40 Pounds	1 1/9 bushel
Tomatillos	\$32.75	10 Pounds	5/9 bushel
Tomato, Grape or Cherry, Pint	\$40.50	12 Count	5/9 bushel
Tomato, Green	\$38.75	25 Pounds	5/9 bushel
Tomato, Heirloom	\$26.00	10 Pounds	10lb Tomato Flat
Tomato, Roma	\$40.50	20 Pounds	20lb Tomato Flat
Tomato, Slicing	\$46.00	20 Pounds	20lb Tomato Flat
Turnip, Purple Top	\$27.75	25 Pounds	1 1/9 bushel