



Sustainability Farmer Program
2022 Season

Dear Farmer,

Glass Rooster Cannery would like to partner with you to put your excess produce into shelf stable products. These products will be legal for resale or use in your CSA program. Here is how it works:

GRC will measure the type and amount of produce brought in by each farmer. Next, we will record the number of jars of value-added product created. Since the risk weighs heavier on the farmer than GRC, the farmer has the ability to earn more than GRC at retail. GRC will charge each farmer our costs plus 45% for processing, which will allow the farmer to set their price at 35% or more for retail sale. For example, Farmer 1 brings 400 lbs. of tomatoes, which we turn into 200 - 32 ounce jars of marinara sauce. Our production cost for each jar is \$4.85. Farmer 1 sells value-added product at the market at a minimum 35% mark-up, or \$6.55 retail. Net profit for farmer is \$1.70 or more per jar, \$340 total.

The number of jars is dependent on the quality and type of produce received. We will work with you to decide the best use of the produce brought to us.

Price List:

Type of Produce	Product	Size	Farmer Cost	Suggested Retail
Tomato	Marinara	16 oz.	3.20	4.99
Tomato	Marinara	32 oz.	4.85	7.99
Tomato	Nuthin but sauce	16 oz.	3.00	3.99
Tomato	Nuthin but sauce	32 oz.	3.90	5.99
Tomato	Enchilada Sauce	16 oz.	3.20	4.99
Tomato/Pepper/Onion	Salsa	16 oz.	4.10	6.99
Cucumber	Dill Pickle	16 oz.	3.20	4.99
Cucumber	Sweet Dill Pickle	16 oz.	3.20	4.99
Cucumber	Bread and Butter Pickle	16 oz.	3.20	4.99
Cucumber/onion/pepper	Dill Relish	16 oz.	3.50	5.99
Cucumber/onion/pepper	B & B Relish	16 oz.	3.50	5.99
Corn/onion/pepper	Mexican Salsa	16 oz.	4.10	6.99
Corn/onion/pepper	Hotdog Relish	16 oz.	4.10	6.99
Apple	Sauce	16 oz.	2.40	3.99
Apple	Butter	8 oz.	3.20	4.99
Apple	Butter	16 oz.	3.60	7.99
Pear	sauce	16 oz.	3.60	5.99
Pear	butter	16 oz.	3.60	7.99
Peach	sauce	16 oz.	3.50	5.99
Peach	butter	16 oz.	3.70	7.99

Please ask about other products and options.