



Welcome Potential New Grower!

As a first step we would like to introduce you to GROWN Locally, our philosophy, and the way we do business. We are a cooperative of Northeast Iowa farms and food producers, mostly in Allamakee and Winnesheik Counties, but we also have members in Howard, Clayton, and Fayette Counties. Many of our members also market products through local farmers markets, and other means.

GROWN Locally was formed as a way to provide locally raised food to our 5 county area. We are devoted to the concept that fresh, high quality food should be available to everyone at a reasonable cost. And, we are avid proponents of sustainable agriculture as a way to provide healthy food, while allowing the farmers to make a decent living and diversify the income from their farms. Some of the farms are certified organic, while others are not. The non-organic farms agree to raise their crops without the use of chemical fertilizers, pesticides and herbicides, and most do not use any. The Cooperative is not certified as an organic handler and does not sell any product as 'organic'.

We expect our members to be active in the operation and administration of the cooperative as a way to keep our overhead costs under control. The Board of Directors and all committee persons are volunteers. We have a paid Coordinator, who handles much of the marketing and logistics, and a paid delivery person to distribute products to our customers. The Coop conducts monthly business meetings, generally on evening of the first Tuesday of the month.

Members are given one year as a probationary member to decide if they want to continue in the cooperative. At then end of that year they are asked to buy into the cooperative with the purchase of a \$100 membership share. The share is not refundable nor transferable to another person without the approval of the Board of Directors, but does entitle the holder to a share of any dividends disbursed by the coop.

We currently deliver products on two days of each week. Each producer is required to inform the Coordinator of their expected harvest about 5 days prior to harvest to allow customers to place their orders. The orders are processed and the producers are told how much of their product is required for each delivery day. Produce is delivered to a central shipping station the day before delivery, and must be cleaned, sanitized and packaged (bagged or boxed) by the producer. Packaging and sanitizing supplies are available through the Coop.

Some long-life products (e.g. potatoes) can be uploaded to inventory once and delivered over several weeks. We currently do not have any storage facilities, so all storage is the responsibility of the producer(s).

We sell primarily to institutions. Prices are generally set prior to the season by general consensus of those producers supplying each crop, but adjustments can be made throughout the season to better reflect supply and demand. The price on some large orders may be negotiated at a lower rate than the standard price, with the consent of the provider(s). The cooperative retains 20% of the selling price to cover overhead. All billing and collection is handled through the cooperative and producers are paid monthly.



We would like your response to a few questions that will help us figure out how we can incorporate your farm into the GROWN Locally Cooperative. Once the Membership Committee has reviewed your response we will contact you to set up a meeting with a couple members to answer your questions and further explain the coop. Please feel free to contact the Membership Committee with any questions you might have.

Contact Information: Name _____

Farm Name _____

Phone _____

Email _____

Where is your farm located: Street _____

County _____

Town _____ ZIP _____

What farm products are you interested in marketing through GL? (check box)

Vegetables

Salad Greens

Fruits or Berries

Eggs

Beef

Pork

Chicken

Lamb

Goat

Other _____

How much land do you have in vegetable production? _____ acres ? Sq. ft.?

How many head of livestock? _____

Are you planning on expanding your operation in the future? _____

Are there particular crops that you currently specialize in, or plan to specialize in? _____

If so, what are they? _____

Would you be willing to shift production to a crop for which the Coop has a large demand? _____

Any questions? _____

Please return to: GROWN Locally
Membership Committee
P.O. Box 41
Decorah, IA 52101

for more information check:
www.grownlocally.com or call
(563) 380-9848