

Quick Guide for Merchandising

- Contracts can be acreage or bushel contracts
- Must be certified organic to market under the organic label
- Access to storage or temporary storage is recommended. Generally, storage outside of the harvest window will offer a price premium
- Review all quality specs prior to signing contract
- Food grade options frequently require specific seed varieties
- Contract prices need to be submitted to Crop Insurance by July 15th
- Delivery radius is typically larger than ten miles
- Some contracts are marketed “picked-up” on the farm
- Rule of thumb for trucking is \$2.00/running mile

