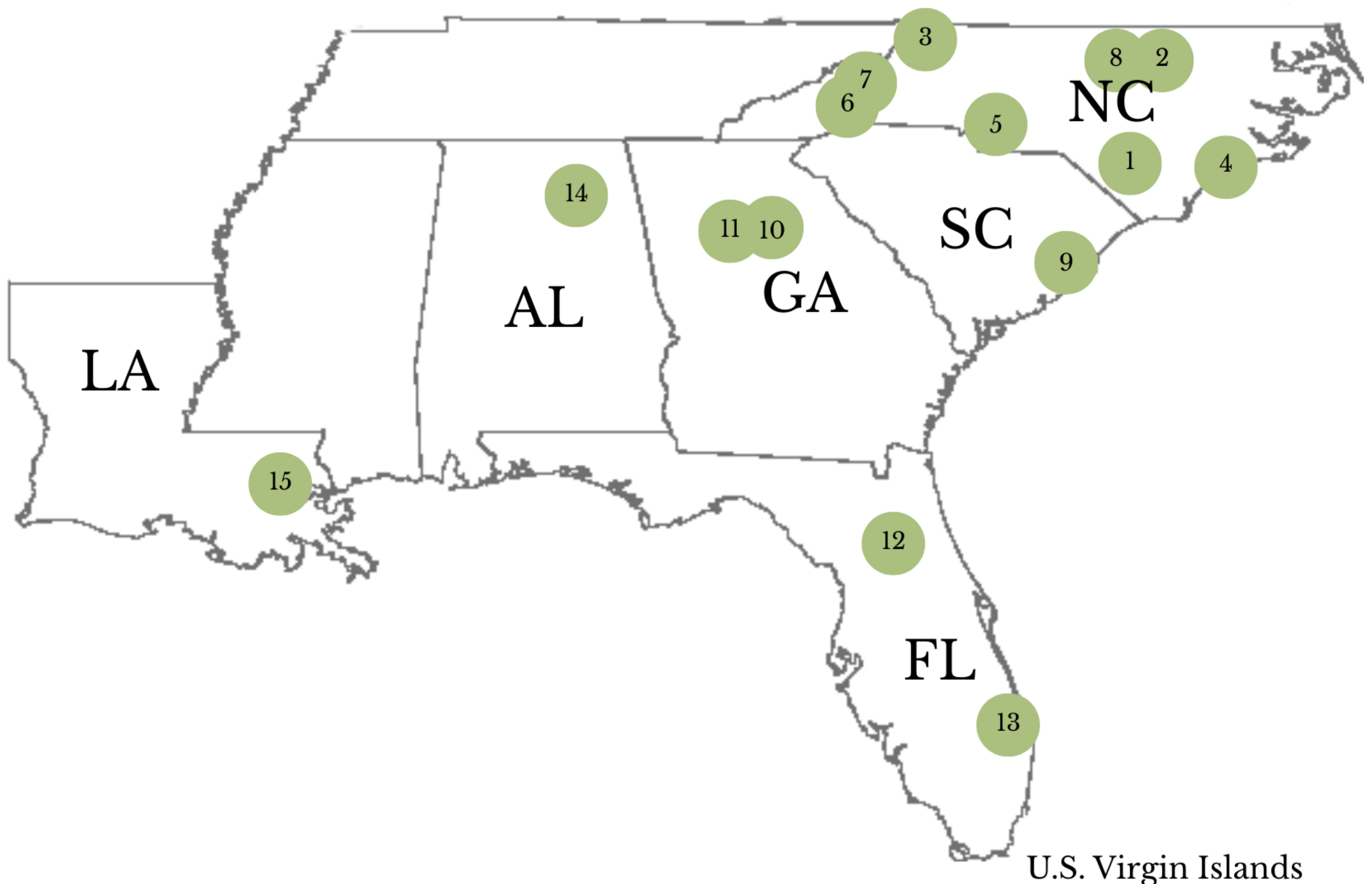


SOUTHEASTERN ORGANIC BUYERS GUIDE

This map shows the locations of buyers and certified handlers who participated in the SE TOPP Organic Buyer & Handler Survey, conducted by the Carolina Farm Stewardship Association. The survey helps connect Southeast organic and transitioning farmers with real market opportunities by highlighting where organic buyers are located and what they are sourcing.



carolina farm
stewardship association

United States Department of Agriculture
Agricultural Marketing Service
National Organic Program
Transition to Organic Partnership Program



NORTH CAROLINA

1. Apple Crate Naturals

Buyer Type: Grocery
Contact: Emily Davis
emily.applecrate@gmail.com
(910) 426-7777
Website: www.applecratenaturals.com

2. Happy Dirt

Buyer Type: Wholesaler/ Distributor
Contact: Hannah Taylor
hannah@happydirt.com
(919) 608-8099
Website: www.happydirt.com

3. Earth Fare

Buyer Type: Grocery
Contact: Chris Allen
bnel30produce@earthfare.com
(828) 528-4226
Website: www.earthfare.com

4. Feast Down East

Buyer Type: Food Hub
Contact: JT Crawford
foodhub@feastdowneast.org
(910) 524-0128
Website: <https://www.feastdowneast.org>

5. Freshlist

Buyer Type: Food Hub
Contact: Erin Bradley
vendors@freshlist.com
(980) 236-7466
Website: <https://freshlist.com>

6. Gaia Herbs

Buyer Type: Wholesaler/ Distributor/ Farm
Contact: Kate Renner
krenner@gaiaherbs.com
(828) 577-1460
Website: www.gaiaherbs.com

7. Weaver Street Market

Buyer Type: Grocery
Contact: Carolyn Twesten
carolyn.t@weaverstreetmarket.coop
(919) 241-1772
Website: www.weaverstreetmarket.coop

8. The Mate Factor

Buyer Type: Processor
Contact: James Case
james@matefactor.com
(828) 255-8300
Website: matefactor.com

NORTH CAROLINA

Buyer Information	Apple Crate Naturals	Happy Dirt	Earth Fare	Feast Down East, Inc.
Preferred Contact Method	Email	Email, Phone	Phone, In-person	Email, Phone, In-person
Require Information Before Buying	Products offered, Price list, Volume available per product per purchase, Product samples	Products offered, Price list, Volume available per product per purchase, certifications (gap/primus, organic), information on wholesale experience	Products offered, Price list, Volume available per product per purchase, Product samples	Products offered, Price list, Volume available per product per purchase
Products Purchased	Produce, Dairy, Meat, Value-Added Products	Produce, Dairy, Value-Added Products	Produce, Dairy, Meat, Flowers, Value-Added Products	Produce, Dairy, Meat, Value-Added Products
Sales Outlets	Grocery Stores, Restaurants	Grocery Stores, Restaurants, Aggregated CSAs	Grocery Stores	Grocery Stores, Institutions, Restaurants, Aggregated CSAs, Food Assistance Programs
Does Crop Planning with Farmers	No, but open to it	Yes	No	Yes
Minimum Purchasing Volume for Produce	1 case	~\$500	N/A	N/A
Maximum Purchasing Volume for Produce	Product depending	N/A	\$17,000	\$15,000-\$20,000 a week
Minimum Purchasing Volume for Meat	\$100	N/A	N/A	N/A
Maximum Purchasing Volume for Meat	\$3,000	N/A	N/A	N/A
Minimum Purchasing Volume for Value-Added	\$25	\$250	N/A	N/A
Maximum Purchasing Volume for Value-Added	\$1,000	N/A	N/A	Depends on inventory & space
Preferred Organic Certification Requirements	NOP Certified Organic, Transitioning to Certified Organic	NOP Certified Organic	N/A	Pesticide free growing practices
Food Safety Requirements	N/A	GAP Certification	N/A	Site visit
Liability Insurance Requirements	Yes	No	Yes	Recommended
Preferred Method of Delivery	Drop off or other delivery method	Deliver to warehouse	Bulk orders on pallets	Delivery to food hub
Can Deliver to the Warehouse	Yes	Yes	No	Yes
Offerer Backhauling	No	Yes	No	No
Offers On-farm Pick-up	No	Yes	No	Case by Case
Signs Contracts With Farmers	No, but open to it	No	No	No
Invoicing Requirements	Invoices required	None	Invoices required	Invoices paid upon delivery or within 30 days of product delivery. Hold placed on customer accounts after 45 days of nonpayment
Preferred Payment Method	ACH/Direct Deposit, Check	ACH/Direct Deposit	ACH/Direct Deposit	Check
Turnaround Time for Payment	On delivery	30 days	30 days	Weekly, paid one week behind
Products Seeking	Produce, meat, value-added	Produce	Produce	Produce, citrus, peanuts, beans, edible flowers

NORTH CAROLINA

Buyer Information	Freshlist	Gaia Herbs	The Maté Factor LLC	Weaver Street Market
Preferred Contact Method	Email	Email, Phone	Email	Email
Require Information Before Buying	Products offered, Price list, Volume available per product per purchase	Products offered, Price list, Volume available per product per purchase, Product samples, has to pass quality testing	Products offered, Price list, Volume available per product per purchase, Product samples, CoA, herbs must show teabag, cut, dried	Products offered, Price list, Volume available per product per purchase
Products Purchased	Produce, Dairy, Meat, Value-Added Products	Herbs	Teas, Herbs, and Spices	Produce, Dairy, Meat, Flowers, Value-Added Products
Sales Outlets	Institutions, Restaurants, Aggregated CSAs, Food Assistance Programs	Grocery Stores, online	Grocery Stores, Institutions, Restaurants	Grocery Stores
Does Crop Planning with Farmers	Product Dependant	No, but open to it	No	Yes
Minimum Purchasing Volume for Produce	N/A	N/A	N/A	N/A
Maximum Purchasing Volume for Produce	4 pallets	N/A	N/A	N/A
Minimum Purchasing Volume for Meat	N/A	N/A	N/A	N/A
Maximum Purchasing Volume for Meat	N/A	N/A	N/A	N/A
Minimum Purchasing Volume for Value-Added	N/A	N/A	N/A	N/A
Maximum Purchasing Volume for Value-Added	Depends on product and shelf stability	N/A	N/A	N/A
Preferred Organic Certification Requirements	N/A	NOP Certified Organic	NOP Certified Organic	NOP Certified Organic, Certified Naturally Grown
Food Safety Requirements	Food Safety Plan, Site Visit	GAP Certification	Certificate of Analysis (CoA)	Food Safety Plan
Liability Insurance Requirements	Whole Farm Policy with \$1M Blanket Coverage	No	No	1 million in coverage
Preferred Method of Delivery	Deliver to warehouse	Shipping through reputable transportation organizations (certified organic)	Delivery, UPS, FedEx, Itl	Deliver to store
Can Deliver to the Warehouse	Yes	Yes	Yes	Yes
Offerer Backhauling	No	Yes	No	No
Offers On-farm Pick-up	Case by case	No	Yes	No
Signs Contracts With Farmers	No	Yes	No	No
Invoicing Requirements	Invoices with volume of product delivered, date delivered, unique invoice number.	Information required: lot number, organic certificate, quantity, unit of measurement	Invoices required	Invoices required
Preferred Payment Method	ACH/Direct Deposit	ACH/Direct Deposit	ACH/Direct Deposit, Check	ACH/Direct Deposit
Turnaround Time for Payment	7- 30 days	30 days	Upon Delivery or within 30 days	14-30 days
Products Seeking	Value-added, Chicken/poultry	Medicinal herbs	Herbal teas	Produce

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SOUTH CAROLINA, GEORGIA

9. GrowFood Carolina

Buyer Type: Food Hub

Contact: Becca Watson

beccaw@growfoodcarolina.com

(803) 582-9665

Website: www.coastalconservationalleague.org/projects/growfood

10. Fresh Harvest

Buyer Type: Wholesaler/ Distributer/ Grocery

Contact: Michael

michael@freshharvest.com

(216) 538-0670

Website: www.freshharvest.com

11. Nourish Botanica

Buyer Type: Restaurant, Processor

Contact: Quianah Upton

nourishinblack@gmail.com

(404) 449-3676

Website: www.nourishbotanica.cafe

SOUTH CAROLINA, GEORGIA

Buyer Information	Grow Food Carolina	Fresh Harvest	Nourish Botanica
Preferred Contact Method	Phone, grower interest form on website	Email, In-person	Email
Require Information Before Buying	Products offered, Price list, food safety questionnaire, set up paperwork	Products offered, Price list, Volume available per product per purchase	Products offered, Price list, Volume available per product per purchase
Products Purchased	Produce, Dairy, Eggs, Honey	Produce, Dairy, Meat, Flowers, Value-Added Products	Produce, Flowers, Value-Added Products
Sales Outlets	Institutions, Restaurants, Aggregated CSAs, local retailers	Grocery Stores, Aggregated CSAs	Restaurants, Aggregated CSAs
Does Crop Planning with Farmers	Yes	Yes	Yes
Minimum Purchasing Volume for Produce	N/A	N/A	50 units
Maximum Purchasing Volume for Produce	N/A	N/A	Varies
Minimum Purchasing Volume for Meat	N/A	N/A	N/A
Maximum Purchasing Volume for Meat	N/A	N/A	N/A
Minimum Purchasing Volume for Value-Added	N/A	N/A	N/A
Maximum Purchasing Volume for Value-Added	N/A	N/A	Varies
Preferred Organic Certification Requirements	NOP Certified Organic, Transitioning to Certified Organic	NOP Certified Organic, Certified Naturally Grown, Transitioning to Certified Organic	N/A
Food Safety Requirements	Site Visit, Food Safety Questionnaire	Case by case basis	N/A
Liability Insurance Requirements	No	No	No
Preferred Method of Delivery	Delivery to warehouse	Deliver to warehouse	Shipping
Can Deliver to the Warehouse	Yes	Yes	No
Offerer Backhauling	Yes	No	No
Offers On-farm Pick-up	case by case	No	No
Signs Contracts With Farmers	No	No	Yes
Invoicing Requirements	Invoices required	Invoice required	Invoices required
Preferred Payment Method	ACH/Direct Deposit	ACH/Direct Deposit	ACH/Direct Deposit
Turnaround Time for Payment	2 weeks from delivery of product	3-4 business days	30 days
Products Seeking	Produce	Produce, Citrus	Produce

FLORIDA

11. Frog Song Organics

Buyer Type: Wholesaler/ Distributor

Contact: Farmer John

frogsongorganics@gmail.com

(352) 468-3816

Website: www.frogsongorganics.com

12. Heritage Fresh Organic Farmer Inc.

Buyer Type: Handler

Contact: Randy Kaye

randy@heritagefreshfarms.com

(561) 379-9896

Website: <https://heritagefreshfarms.com>

FLORIDA

Buyer Information	Frog Song Organics	Heritage Fresh Organic Farms Inc.
Preferred Contact Method	Email	Email, Phone
Require Information Before Buying	Products offered, Price list, Volume available per product per purchase, Organic Certification	Products offered, volume available per product per purchase
Products Purchased	Produce, Value-Added Products	Produce
Sales Outlets	Grocery Stores, Institutions, Restaurants, Aggregated CSAs, Food Assistance Programs	Grocery Stores, Institutions, Food Assistance Programs, wholesalers, repackers
Does Crop Planning with Farmers	Yes	Yes
Minimum Purchasing Volume for Produce	\$500	Half a truck load
Maximum Purchasing Volume for Produce	N/A	N/A
Minimum Purchasing Volume for Meat	\$500	N/A
Maximum Purchasing Volume for Meat	N/A	N/A
Minimum Purchasing Volume for Value-Added	\$500	N/A
Maximum Purchasing Volume for Value-Added	N/A	N/A
Preferred Organic Certification Requirements	NOP Certified Organic	NOP Certified Organic
Food Safety Requirements	Food Safety Plan, Site Visit	GAP Certification
Liability Insurance Requirements	General Liability Insurance of \$1,000,000 for products/services	No
Preferred Method of Delivery	Pickup	They handle freight
Can Deliver to the Warehouse	Yes	Yes
Offerer Backhauling	Yes	No
Offers On-farm Pick-up	Yes	Yes
Signs Contracts With Farmers	TBD	Yes
Invoicing Requirements	Invoices required	Commission sales
Preferred Payment Method	ACH/Direct Deposit	ACH/Direct Deposit
Turnaround Time for Payment	30 days	28 days
Products Seeking	Produce	Produce

ALABAMA, LOUISIANA, VIRGIN ISLANDS

14. Food Bank of North Alabama Farm and Food Collaborative

Buyer Type: Food Hub

Contact: Joseph Perez

jperez@fbofna.org

(256) 947-1003

Website: <https://www.foodbanknorthal.org>

15. FARMER'S

Buyer Type: Grocery

Contact: Caroline Rogers

caroline@farmersnola.com

(315) 537-4995

Website: <https://www.farmersnola.com/contact>

16. Feather Leaf Inn

Buyer Type: Restaurant

Contact: Ryan Flegal

ryan@featherleafinn.com

(340) 474-1358

Website: featherleafinn.com

ALABAMA, LOUISIANA, VIRGIN ISLANDS

Buyer Information	Food Bank of North Alabama/Farm Food Collaborative	Farmer's	Feather Leaf Inn
Preferred Contact Method	Email	Email	Email
Require Information Before Buying	Products offered, Price list	Products offered, Price list, Volume available per product per purchase	Products offered, Price list
Products Purchased	Produce, Dairy, Meat, Value-Added Products	Produce, Dairy, Meat, Flowers, Value-Added Products	Produce
Sales Outlets	Grocery Stores, Institutions, Restaurants, Aggregated CSAs	Grocery Stores, Aggregated CSAs	Guests
Does Crop Planning with Farmers	Yes	Yes	No, but open to it
Minimum Purchasing Volume for Produce	N/A	N/A	N/A
Maximum Purchasing Volume for Produce	N/A	N/A	One box
Minimum Purchasing Volume for Meat	N/A	N/A	N/A
Maximum Purchasing Volume for Meat	N/A	N/A	N/A
Minimum Purchasing Volume for Value-Added	N/A	N/A	N/A
Maximum Purchasing Volume for Value-Added	N/A	N/A	N/A
Preferred Organic Certification Requirements	N/A	NOP Certified Organic, Certified Naturally Grown, Transitioning to Certified Organic	NOP Certified Organic, Certified Naturally Grown, Transitioning to Certified Organic
Food Safety Requirements	Site Visit	GAP Certification, Food Safety Plan, Site Visit	N/A
Liability Insurance Requirements	No	No	No
Preferred Method of Delivery	Farm Food Collaborative picks up	Deliver to store	Delivery, can pick up in St. Croix
Can Deliver to the Warehouse	Yes	Yes	Yes
Offerer Backhauling	No	No	No
Offers On-farm Pick-up	Yes	No	Yes
Signs Contracts With Farmers	No	No	No
Invoicing Requirements	Invoices required	Invoice with business name, address, contact information. Description of purchased product, including: quantity, unit price, total amount for each item.	Not required
Preferred Payment Method	ACH/Direct Deposit, Check	ACH/Direct Deposit	ACH/Direct Deposit, Check, credit card
Turnaround Time for Payment	7-10 business days	Every 2 weeks	Upon receipt
Products Seeking	Value-added, Dairy	Pantry and shelf-stable items, Value-added, Dairy, Tree fruits	Value-added, Nuts, Grains/ Flours, Produce, Maple syrup