



For over 42 years Black River Produce has been working with local farms and local businesses to provide great service and farm fresh products for our communities to enjoy. We want to continue to grow our relationships with our farmers and communities in this their greatest time of need in our lifetime. With the current state of affairs and concerns for public health and maintaining a steady stream food to communities via the COOPS, Grocery stores, and Markets in our region we would like to propose a Farmers partnership program for this season. As many of you are aware stores have been reducing the number of vendors and receiving times to protect their staff and customers. Black River Produce continues to be one of these approved vendors for many locations and the list is growing weekly. In order to keep the flow of great fresh local products moving to these stores we offer the following options.

1. Flat rate freight option- we are offering a flat fee for this season. This option allows you to continue your strong relationships in promoting and selling your products with us merely being the vessel. We would bill these fees to you for you to factor into your sales pricing. With this option we will need to work out the logistics in order to make the process as seamless as possible.
2. Flat sales Mark-up- Black River Produce has been buying and selling local produce to its customers for many years. This year we propose setting a set markup cap to our customers in order to provide local produce to as many folks in our community as possible at a rate that would be sustainable.

We hope to partner with you this season and provide our communities with Great Food together. Please reach out to one of the following people to further the conversation.

Brian Cassino
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Alexandra Buron
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Thank you:

Black River Produce