

# Meeting House Farm Herb Grower Collaborative Membership Overview

Updated April 10, 2024

MEMBERSHIP	HERBAL MARKETPLACE	NURTURE FARM PROGRAM	COMMUNITY GROWER
<b>Overview</b>	Members of the Herbal Marketplace independently manage their products, inventory, packaging, orders & shipment	Members of the Nurture Farm Program are nurtured by Meeting House Farm as beginning herb growers interested in increasing their own farm identity & visibility. We take on 1-2 per year for a 2-3 year program, at which point Nurture Farms graduate into the Herbal Marketplace. These growers must be within 2 hours of our location	Community Growers are members who sell with us under the Meeting House Farm Herb Grower Collaborative label. All are local/within driving distance, able to drop off herbs that are cut & sifted according to our specifications (¼ inch with minimal stems). Herbs are dropped off by appointment with a minimum of 1-2lbs per variety. Herbs are accepted based on market need.
<b>Best For</b>	Growers interested in increasing their harvests and growing their farm visibility	Herb growers getting started <i>and</i> have the ability to produce at least 50lbs of dried herbs per year, a minimum ¼ acre to farm, and a dry room or space and interest to build one out	Growers looking for a sales outlet, but not looking to maintain or grow their own farm identity
<b>Grower Vision</b>	These growers have a vision to produce 250lbs or more of dried herbs per year if they aren't already. They also have a goal to keep \$200 of product available on their online shop each month to support their sales	These growers have the desire to increase harvests and grow their farm visibility. They hold the vision to produce 250lbs of dried herbs or more per year	These growers are typically producing less than 50lbs of dried herbs per year and don't have plans to increase their harvests

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<b>Fees</b>	\$55/month or \$600 annually	\$600 one-time, upfront fee	None
<b>Payouts</b>	Herbal Marketplace members receive 94% of their sales. Current settlements occur monthly	This is a consignment agreement. Growers receive 60% of every bag sold (when it sells) minus the cost of bagging (\$4/bag). Herbs are eligible for our annual January sale after their second season and are donated if not sold within 2 years	This is a payment up front agreement. Growers receive 50% of the retail price of 1lb in the billing cycle following Meeting House Farm intake. <i>*Please note: In the height of the season, intake can sometimes take longer than expected*</i>
<b>Packaging</b>	Herbal Marketplace members package & ship from their location	MHF packages & ships as single origin (non-blended). These products have an MHF label that highlights the growers name on the label	MHF packages under the Collaborative label and sometimes blends with other community growers to meet packaging volume
<b>Benefits</b>	<ul style="list-style-type: none"> <li>☐ Access to e-commerce site</li> <li>☐ Sell directly from grower to customer</li> <li>☐ Shipping costs &amp; sales tax covered by MHF</li> <li>☐ Increased visibility &amp; customer volume</li> <li>☐ Can sell dried herbs, mushrooms &amp; dye plants as well as fresh roots</li> <li>☐ Maintain their farm identity within our online shop</li> <li>☐ Can sell herb blends, soaps, salves &amp; oils <i>*beginning 2024*</i></li> </ul>	We help you get started! Includes: <ul style="list-style-type: none"> <li>☐ Site visits (new members &amp; continued consulting while in the program)</li> <li>☐ Crop plans</li> <li>☐ Growing troubleshooting</li> <li>☐ Harvest pickups</li> <li>☐ Dry room set up</li> <li>☐ Quality control</li> <li>☐ Label creation</li> <li>☐ Packaging of herbs</li> <li>☐ Packaged herb storage</li> <li>☐ Customer service</li> <li>☐ Sales &amp; order fulfillment</li> </ul> This is equivalent to a \$5000 package the 1st year and \$2500 for the	<ul style="list-style-type: none"> <li>☐ A market to sell your herbs</li> <li>☐ Your name listed on our website</li> </ul>

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<b>Benefits continued...</b>		<i>second &amp; third year - all covered by our grant. 😊</i>	
<b>Ongoing Support from MHF</b>	<ul style="list-style-type: none"> <li>☐ Community (including monthly virtual gatherings)</li> <li>☐ Bulk order connections &amp; support</li> <li>☐ Education &amp; Resources</li> </ul>	<ul style="list-style-type: none"> <li>☐ Community (including monthly virtual gatherings)</li> <li>☐ Bulk order connections &amp; support</li> <li>☐ Education &amp; Resources</li> </ul>	<ul style="list-style-type: none"> <li>☐ Community (including monthly virtual gatherings)</li> <li>☐ Bulk order connections &amp; support</li> <li>☐ Education &amp; Resources</li> </ul>
<b>Current Members</b>	<ol style="list-style-type: none"> <li>1. Patch Farm</li> <li>2. Horsetail Herb Farm</li> <li>3. Rooted Heart Farm</li> <li>4. Canopy Farms</li> <li>5. Regenerative Mycology</li> <li>6. McKay Farm</li> </ol>	<ol style="list-style-type: none"> <li>1. Backyard Botanicals</li> <li>2. Kennebec Oat Farm</li> <li>3. Finca Quarza</li> <li>4. Powerfarm Herbals</li> <li>5. Sight Unseen Woods</li> <li>6. Lone Bee Farm</li> </ol>	<ol style="list-style-type: none"> <li>1. Meeting House Herb Farm</li> <li>2. Belstar Orchards</li> <li>3. Avena Botanicals</li> <li>4. Checkerberry Farm</li> <li>5. Dandelion Spring Farm</li> <li>6. Earth Spiral Medicine</li> <li>7. Homestead Botanicals</li> <li>8. Frinklepod Farm</li> <li>9. Lush Coast Farm</li> <li>10. Milkweed Farm</li> <li>11. Redpoll Farm</li> <li>12. Pallas Enterprises (OG)</li> </ol>