

## **Certified Organic Farmers: Wholesale Pros**

The farmers profiled below are just 2 of the 200+ MOFGA Certified Organic producers that are seasoned pros at working with wholesale markets.

### **Stonecipher Farm**

Ian Jerolmack and Emily Goodchild own Stonecipher Farm in Bowdoinham, Maine. They produce certified organic vegetables, berries, and eggs on their 12 acre farm, manage 5 employees and have been selling to wholesale markets for over 8 years. The farmers at Stonecipher Farm have experience working with grocery stores, specialty food stores, distributors, and restaurants, but today they focus on selling to over 40 restaurants in Portland. In addition to the food they produce, Ian sources from 10-20 other Maine farmers to provide a range of products. Ian is skilled at marketing and has gotten to know his customers and their businesses intimately. He understands the importance of both communication and consistency and his customers can count on him to be at their door twice a week, 52 weeks per year. He understands his customers' limitations and attempts to anticipate their needs by investing time in relationships, adapting his business when possible, growing specialty crops and/or specific amounts of a crop by request, and also through abundant communication about how seasonality and other factors impact the availability of local products.



### **Tide Mill Organic Farm**

Aaron Bell, Carly DelSignore, and their four children have been farming for 17 years in Washington County, Maine. Tide Mill Farm has been farmed by the Bells since 1765. The Tide Mill farmers grow 90% of the products they offer, but are also establishing relationships with 8 other Maine organic farmers to meet increasing demand; especially for meat. The Tide Mill product line includes whole raw milk, flavored milk, yogurt, Greek yogurt, fresh chicken, holiday turkeys, frozen ground beef, bacon, sausage, pork chops and other meats. Between their own trucks, and working with distributors, they deliver products from Portland to Bangor, all along the Maine coast, and beyond; every week of the year. Their markets include health food stores, specialty stores, independent grocery stores, distributors, restaurants, caterers and buying clubs. Aaron and Carly view each of their wholesale customers as a partnership and they work hard to deliver high quality products consistently and on time. The many testimonials from their customers attest to their success. They dedicate many hours a week to calls and emails to let their customers know what to expect. That commitment to communication builds trust and strengthens crucial relationships. The Tide Mill farmers enjoy working with wholesalers who further expand their impact and help increase access to authentic, organic food.