Buyer Contact List

Getting Started in the Greenhouse Growers Workshop

November 11 & 12, 2014

VDACS Regional Market Development Managers

They are your best bet locally for contacts and advice.

Eastern Shore – Butch Nottingham – 757-787-5876
Northeast Virginia – Phil Hickman – 804-371-6157
South Central – Bill Scruggs – 434-432-7770
Southwest Virginia – Danny Neel – 276-228-5501
Northwest – Dave Robishaw – 434-984-0573
Southeast Virginia – Gail Moody Milteer – 757-569-1100
Baltimore/Washington & Middle Atlantic – Rick Baker – 301-275-2077

Prices

Go to Virginia Market News Service on VDACS web site

Contact is Brett Richardson – 804-786-3947

Produce Auctions

2. Shenandoah Valley Produce Auction, Dayton, VA – 540-879-2211 – Jeff Heatwole publishes a weekly price report for this auction that you can request to be emailed to you.
3. Virginia Beach Farmers Market, Virginia Beach VA – 757-385-4388 – Wednesday, June - October

Lists of Farmers Markets and CSA’s

Are available by region in Virginia on the VDACS web site

Retail Buyers You Can Contact Directly
1. Whole Foods, Landover, Maryland – 301-683-0030 – Jeff Patterson – Small deliveries to several stores can be arranged with the store produce manager – Larger sales go through Jeff
3. AHOLOD (Martin’s and Giant) Carlisle, PA – 717-245-7474 Ext 1602 – Robert Backer
4. Merrifield Garden Centers, northern Virginia – 703-560-6222 – Doris Williams (plants)
5. The Fresh Market, Greensboro, NC – 336-337-1027 – Meg Wheeler (produce)
6. Ellwood Thompson’s, Richmond (2 locations) 804-359-7525 – staff
8. Food Lion, Salisbury, NC, 704-633-8250 Ext 3230 – Terri Miller

Wholesale Buyers

2. Parker Farms, Oak Grove, VA 804-224-1990 – Jimmy Carter – typically buys larger quantities of field grown produce, but will go to greenhouse growers for specialty items.
5. Coastal Sunbelt, Savage, MD – 301-604-1222 – Sean Fox – a growing company in a strong market.

Community Supported Agriculture – CSA’s

1. Relay Foods, Charlottesville, VA – 877-573-5295 – staff
2. Friends & Farms, Columbia, MD – 240-842-9121 – staff

Both of these CSA’s buy extensively from local farms.

This is a very short list of companies I work with on a regular basis that will take direct calls from growers. Contact your local VDACS market development manager for additional assistance. You can always call or email me for help with these contacts or any other questions you may have.

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