LOCAL ROOTS, WHOLESALE GROWTH

A ST LOUIS PRODUCER'S GUIDE TO SUCCESS

KNOWN & GROWN STL

city greens MARKET

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INTRODUCTION

Our work with Known & Grown STL focuses on promoting sustainable farmers in the St Louis region in order to foster a more equitable and resilient food system. Our farmers rely on many different market channels to get their products into the hands of consumers. One channel that often gets less attention is wholesale marketing. This is the process where farmers sell their products to other entities, also known as "buyers", who then sell those products to third parties or directly to consumers, or who use those products to create something new. These buyers can include grocery stores, co-ops, distributors, restaurants, hospitals, schools, and more. With Known & Grown, we wanted to better understand how we could support the connection between farmers and buyers in service of a robust local food economy.

In 2021, we convened the St Louis Buyers Group, which brought together various small businesses in the region with the goal of fostering a community–with shared goals and needs–to work collaboratively, in order to build a stronger local food system. These regular meetings–which occur quarterly each year–reinforce an important principle: **an equitable and resilient food system is dynamic and relies on healthy relationships**. And those relationships require effective communication.

Many of our buyers indicated that farmers entering the wholesale market for the first time are not always informed of best practices, are unsure of how to price their products, and struggle with consistency. While buyers are often willing to work with farmers to formalize their business practices, this is a time-consuming process.

Many of our farmers indicate that they are interested in exploring the wholesale market, but they aren't sure where to start. This document was developed to support farmers in the St Louis region navigate wholesale channels that align with their values. This guide provides a clear and simple introduction and is grounded in interviews and data collected from local farmers and buyers, and is a response to a need for region-specific information.

Our farmers have also indicated a struggle in understanding how to connect with local buyers. Known & Grown works to facilitate those relationships and provide support. With the intent to be a resource for both farmers and buyers to improve communication, we include considerations before entering the wholesale market, as well as helpful tips on quality, product labeling, pricing, and more. Our **Guide to STL Buyers**[1] provides important information to our farmers about buyers who are specifically looking to work with small-scale farmers–such as where they are located, how to contact them, when they can receive products, and more. Pricing products for wholesale can also be a challenge, with many farmers using references well outside our region. Our farmers need a price index that represents small-scale, sustainable farm products and reflects actual market prices within the St Louis region. Our **St Louis Wholesale Pricing Index**[2] (appendix) was created using data provided by wholesale farmers and buyers in the St Louis region and will be regularly updated. Low and high prices are used to indicate fluctuations in price throughout the season based on supply and demand as well as other factors such as specialty varieties or certifications.

[1]Available at https://knownandgrownstl.org/for-farmers/resources/#farm-to-market-assistance
[2]Available at https://knownandgrownstl.org/for-farmers/resources/#STL-Local-Pricing-Index

OVERVIEW

This guide is designed to help farmers in the St Louis area communicate with and sell their produce to wholesale buyers. Created by Known & Grown STL and City Greens Market, it covers key considerations for meeting buyer expectations and tools to assist with communication and relationship-building. Whether you're new to wholesale or looking to refine your approach, this resource offers practical advice to help you succeed in local markets.

WHO ARE WHOLESALE BUYERS?

- Grocery stores
- Co-ops
- Food Hubs
- Distributors
- Restaurants
- Retail Stores
- Hospitals
- Schools

BENEFITS OF SELLING WHOLESALE

- Access to larger markets
- Higher volume sales with fewer transactions
- Relationship-building
- Reduced marketing
- Fewer customers to manage
- Increased efficiency and specialization
- Can be combined with direct marketing

KEY CONSIDERATIONS FOR WHOLESALE PRODUCERS

PRODUCT QUALITY & CONSISTENCY	Producers must meet buyers' expectations for quality and uniformity. Consider working with a buyer whose standards you can consistently meet.
VOLUME REQUIREMENTS	Wholesale typically involves larger harvests compared to direct marketing. Consider working with a buyer that best matches your product volume.
PRICING	Wholesale prices are lower than retail. Generally producers set the pricing structure, however some buyers may have standard purchasing prices. Pricing can fluctuate throughout the season.
CASH FLOW MANAGEMENT	Buyers often prefer to pay within 30 days which can impact cash flow. Communicate upfront if you need to be paid on delivery.
TRACEABILITY & TRANSPARENCY	Producers must track products from field or processor to delivery, ensuring transparency in origin to build trust and mitigate contamination risks.
POST-HARVEST HANDLING	Proper cooling, cleaning, packaging, and storage are essential for maintaining product integrity.
STORAGE & TRANSPORTATION	Producers are responsible for appropriate on-farm storage, climate control, and delivery logistics.
INFRASTRUCTURE & EQUIPMENT	Farmers may require investment in infrastructure and equipment to handle larger product volumes.
BUYER REQUIREMENTS	Some buyers may require certifications (e.g., GAP), documentation, or specific agreements before purchasing.
CONTRACTS	Some mid-size or larger buyers may require a pre-season contract in which the farmer and buyer agree to sell/purchase a specific amount of product.

POST-HARVEST HANDLING FOR FARMERS

ON-SITE GUIDELINES

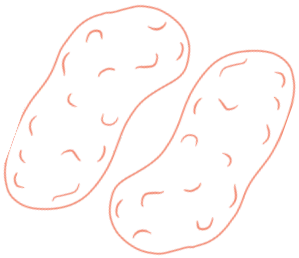
Follow best practices for washing and removing field heat from crops.
Use fresh water to wash produce and allow to air dry before packaging.
Practice timely harvest and proper storage temperatures to maintain quality.

SUITABLE PACKAGING FOR TRANSPORTATION

Plastic Crates: Preferred for ease of cleaning, labeling, and stacking. Choose airtight or breathable options depending on the produce type.

Clean Cardboard Boxes: New cardboard may be required for certifications such as GAP. If not required, clean cardboard can be reused after thorough inspection for contamination.

BUYER PACKAGING PREFERENCES

QUANTITY STANDARDS	Buyers may request products by unit (each) or weight (pounds). Standardizing units (e.g., 1 bunch of greens = 0.50 lbs) helps streamline transactions.
QUALITY & CONTAMINATION CONSIDERATIONS	Buyers accept minor blemishes but expect produce to be fresh and free from pests and damage. Products may be rejected if they exhibit: ○ Water-logged or soggy texture ○ Wilted leaves or greens ○ Soft or limp roots ○ Bruised fruit ○ Cold damage ○ Splits or cracks ○ Excessive pest evidence (e.g., greens with significant holes) 
PRICING STRATEGIES	Use the St Louis Wholesale Pricing Index. Adjust pricing based on seasonality. Consider using an enterprise budget in order to use the true cost of production to determine pricing. Wholesale prices generally average around 60% of retail prices.

WHOLESALE LABELING & INVOICING

LABELING REQUIREMENTS

Provide clear information including farm name, product details, and weight/quantity.

INVOICING & RECORD-KEEPING

Safety and Risk Reduction: Transparency with regard to production origin is essential for tracing contamination, if it occurs. It's also just good business.

Record-Keeping through Invoicing: Most buyers require invoices or packing slips upon delivery.

At minimum, invoices should include:

- Farm name, address, contact and billing information
- Items sold, quantity, and price
- Payment terms (e.g., COD, Net 14)

PRICING CONSIDERATIONS

PRICING STRATEGIES

Use the St Louis Wholesale Pricing Index for comparable price ranges in the region.

Adjust pricing based on seasonality.

Consider using an enterprise budget in order to use the true cost of production to determine pricing.

WHOLESALE PRICING FLEXIBILITY

It's acceptable to ask what others are charging and adjust prices throughout the season.

Prices are not fixed and can change weekly and seasonally.

Offering bulk discounts can help move excess product during peak harvest periods.

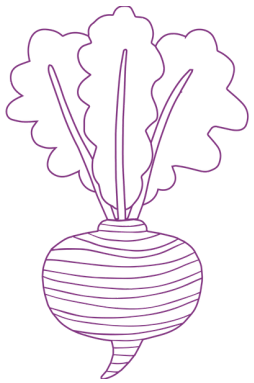
COMPARING MARKET PRICES

Wholesale prices are typically 30-40% lower than farmers market prices in the same region.

EFFECTIVE COMMUNICATION WITH BUYERS

A survey of wholesale buyers found that consistent communication is a key factor in establishing and maintaining business relationships. Lack of communication is a primary reason buyers discontinue working with a producer.

METHOD OF COMMUNICATION	Direct email, order form, online store, and text messaging are several of the more common methods of communicating the items and quantities available for sale. Determine which method is best and maintain consistency.
THE AVAILABILITY LIST	Send weekly via text or email for easy updates and confirmations. Typical schedule breakdown: Send list on Friday; accept orders by Monday; deliver on Wednesday. Maintaining consistency in date of delivery is crucial.
TIMING	Provide Availability Lists with enough time for buyers to review. Offer clear deadlines to facilitate harvest and delivery schedules. Consider standard operating days when offering delivery; many restaurants are closed on Mondays and other facilities may be closed over the weekend.
ESSENTIAL INFORMATION FOR BUYERS	**Farm Details**: Name, location, certifications **Product Details**: Variety, size, quantity available, price **Delivery Information**: Minimum order amount, delivery fee, expected delivery day, and delivery personnel **Accounting Information**: Accurate invoicing and clear payment terms



ADDITIONAL RESOURCES

FURTHER IN-DEPTH MANUAL:

- Growing Growers: Demystifying the Wholesale Market | K State

POST-HARVEST HANDLING AND STORAGE:

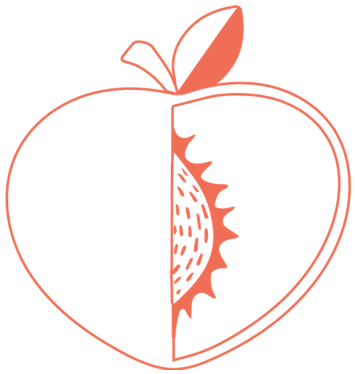
- SARE Wholesale Packing Resource Guide | SARE
- Cold Storage Recommendations for Summer Vegetable Crops | Johnny's Selected Seeds
- Post-Harvest Handling & Storage Guidelines for Classic Storage Crops | Johnny's Selected Seeds
- Market Channel for Locally Raised Foods | MU Extension
- Vegetable Harvest and Storage | MU Extension
- Postharvest Handling and Storage | New England Vegetable Management Guide

US GRADE STANDARDS:

- U.S. Grade Standards for Vegetables | USDA Agriculture Marketing Service

EXPLORING OTHER MARKET CHANNELS:

- Market Channel for Locally Raised Foods | MU Extension



2026 ST LOUIS WHOLESALE PRICING INDEX

WE WILL UPDATE THIS INDEX EACH YEAR. SCAN THE QR CODE OR VISIT OUR WEBSITE TO SEE THE MOST UP-TO-DATE INDEX.

https://knownandgrownstl.org/our-farmers/resources/#STL-Local-Pricing-Index

GUIDE TO STL BUYERS

OUR GUIDE TO STL BUYERS PROVIDES IMPORTANT INFORMATION ABOUT BUYERS WHO ARE SPECIFICALLY LOOKING TO WORK WITH SMALL-SCALE FARMERS-SUCH AS WHERE THEY ARE LOCATED, HOW TO CONTACT THEM, WHEN THEY CAN RECEIVE PRODUCTS, AND MORE.

https://knownandgrownstl.org/for-farmers/resources/#farm-to-market-assistance

2026 ST LOUIS WHOLESALE PRICING INDEX

CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Allium	Chives	$1.00	$1.50	oz	
Allium	Garlic	$5.00	$12.00	lb	
Allium	Garlic Chives	$1.00	$4.00	oz	
Allium	Garlic Scapes	$4.00	$13.00	lb/bunch	
Allium	Leeks	$3.00	$5.00	lb/bunch	
Allium	Onions, Storage	$1.00	$2.00	lb	larger onions average more per lb
Allium	Onions, Sweet	$0.75	$1.50	lb	
Allium	Onions, Tropea & Cipollini	$3.00	$4.00	lb	
Allium	Ramps	$18.00	$22.00	lb	
Allium	Scallion (green onion)	$2.50	$5.00	lb	
Allium	Scallion (green onion)	$1.50	$3.00	bunch	
Allium	Shallots	$6.00	$6.50	lb	
Allium	Spring/Welsh Onion	$1.50	$3.00	bunch	
Berry	Blackberry	$7.00	$8.00	lb/pint	
Berry	Blueberry	$4.50	$5.50	pint	
Berry	Currant	$8.00	$15.00	lb	
Berry	Elderberry	$6.00	$9.00	lb	
Berry	Gooseberry	$7.50	$9.00	lb/pint	
Berry	Raspberry (black)	$6.25	$12.00	pint	
Berry	Raspberry (red)	$6.00	$12.00	pint	
Berry	Strawberry	$6.00	$6.50	lb/quart	8 qt price break
Corn	Popcorn	$1.15	$1.60	lb	organic; 50+lb price break
Corn	Popcorn	$0.75	$2.00	per ear	
Corn	Sweet Corn	$7.00	$8.00	dozen	
Crucifers	Bok Choy	$1.75	$4.00	lb/bunch	20+lb price break
Crucifers	Broccoli	$2.50	$4.00	lb	
Crucifers	Cabbage (green, red, savoy)	$1.00	$2.00	lb	spring-fall; winter storage
Crucifers	Cauliflower, Colorful	$2.50	$6.00	lb	
Crucifers	Cauliflower, White	$2.00	$4.00	lb	
Crucifers	Collards	$1.50	$5.50	lb	suggested ¾ lb/bunch, 20+lb price break
Crucifers	Kale (Curly, Russian, Lacinato)	$3.95	$12.00	lb	suggested ¾ lb/bunch, 10+lb price break
Crucifers	Kohlrabi	$2.50	$7.00	lb	
Crucifers	Mustard Frills	$6.00	$8.00	lb	
Crucifers	Mustards	$1.75	$4.00	lb/bunch	20+lb price break

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CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Crucifers	Mustards		$3.60	bunch	
Crucifers	Tatsoi	$6.00	$7.00	lb	
Cucurbits	Cucumbers	$1.50	$2.50	lb	
Cucurbits	Cucumbers, English	$1.30	$3.00	each	
Cucurbits	Cucumbers, Specialty (Lemon, Suyo)	$2.45	$5.00	lb	
Cucurbits	Melon, Canary Crenshaw	$6.00	$10.00	each	
Cucurbits	Melon, Cantaloupe	$2.99	$5.25	each	
Cucurbits	Melon, Watermelon	$5.00	$6.00	each	
Cucurbits	Pumpkins, Heirloom	$0.70	$1.50	lb	
Cucurbits	Pumpkins, Large/Carving	$6.00	$12.00	each	
Cucurbits	Pumpkins, Pie	$4.00	$8.00	each	
Cucurbits	Squash, Large-XL Variety	$0.50	$1.75	lb	
Cucurbits	Squash, Winter Specialty (delicata, kabocha, honeynut)	$1.00	$1.50	lb	
Cucurbits	Squash, Winter Staples (butternut, spaghetti, acorn)	$1.00	$2.65	lb	
Cucurbits	Summer Squash	$1.00	$2.50	lb	
Cucurbits	Zucchini	$1.65	$2.00	lb	
Drupes	Cherry	$6.00	$8.00	pint	
Drupes	Jujube	$8.00	$10.00	lb	
Drupes	Peach	$8.00	$10.00	lb	
Drupes	Plum	$6.00	$6.50	lb	
Greens	Arugula	$2.50	$3.60	lb	
Greens	Chard	$4.50	$6.00	lb	
Greens	Chard	$2.00	$2.00	bunch	
Greens	Lettuce (Head)	$2.00	$2.50	lb	
Greens	Lettuce (Head)	$2.00	$2.50	each	
Greens	Lettuce, Green Romaine	$3.50	$5.00	lb	
Greens	Microgreens	$3.00	$5.00	oz	
Greens	Salad Mix	$6.00	$7.20	lb	
Greens	Salanova Lettuce	$7.50	$10.00	lb	
Greens	Sorrel	$1.50	$2.00	bunch	
Greens	Spinach	$5.00	$8.00	lb	
Herbs	Basil	$2.00	$3.00	lb	
Herbs	Bay Leaves	$0.25	$0.50	each	
Herbs	Bee Balm (Monarda)	$18.00	$32.00	lb	

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CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Herbs	Borage Flowers	$0.30	$0.50	per flower	
Herbs	Chives	$2.00	$3.50	oz	
Herbs	Cilantro	$1.00	$3.50	bunch	
Herbs	Dill	$1.00	$3.00	bunch	
Herbs	Garlic Chives	$2.15	$2.25	bunch	
Herbs	Lavendar	$3.50	$4.25	bunch	
Herbs	Lemon Balm	$2.00	$2.25	bunch	
Herbs	Mint	$2.00	$2.60	bunch	
Herbs	Oregano	$2.00	$3.50	bunch	
Herbs	Parsley	$1.40	$2.50	bunch	
Herbs	Parsley	$9.44	$9.44	lb	
Herbs	Rosemary	$2.00	$3.50	bunch	
Herbs	Sage	$1.50	$3.50	bunch	
Herbs	Shiso	$0.18	$0.25	per leaf	
Herbs	Thyme	$1.00	$2.00	bunch	
Herbs	Watercress	$1.25	$1.50	bunch	
Legume	Bean, Roma	$2.50	$4.00	lb	
Legume	Beans, Green	$1.50	$3.00	lb	
Legume	Edamame	$4.00	$6.00	lb	
Legume	Peas, Purple Hull/Crowder	$3.00	$6.00	lb	
Legume	Peas, Snap Peas	$2.50	$3.50	lb	
Legume	Peas, Snow	$2.50	$3.50	lb	
Mallows	Okra	$2.29	$6.00	lb	
Nightshades	Eggplant, Fairytale	$0.83	$3.00	lb	
Nightshades	Eggplant, Purple/Globe/Asian/Rosa Bianca	$2.51	$5.00	lb	
Nightshades	Ground Cherry/Husk Cherry	$3.00	$3.75	pint	
Nightshades	Pepper, Anaheim	$0.98	$4.00	lb	
Nightshades	Pepper, Bell	$2.80	$3.00	lb	
Nightshades	Pepper, Hot (ea)	$0.26	$2.00	each	
Nightshades	Pepper, Specialty Hot (lb)	$10.00	$20.00	lb	
Nightshades	Pepper, Hungarian Wax	$1.50	$2.75	lb	
Nightshades	Pepper, Jalapeño	$2.00	$3.25	lb	
Nightshades	Pepper, Jalapeño	$0.26	$0.26	unit	
Nightshades	Pepper, Marconi	$0.98	$4.00	lb	

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CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Nightshades	Pepper, Picnic/Lunchbox	$3.00	$3.50	pint	
Nightshades	Pepper, Poblano	$0.98	$4.00	lb	
Nightshades	Pepper, Shishito	$3.00	$3.50	pint	
Nightshades	Pepper, Sweet Banana	$1.50	$2.75	lb	
Nightshades	Tomatillo	$3.50	$3.00	lb	
Nightshades	Tomatoes, #2	$0.75	$1.40	lb	
Nightshades	Tomatoes, Beefsteak (Red)	$2.50	$3.00	lb	
Nightshades	Tomatoes, Cherry	$2.50	$3.00	pint	
Nightshades	Tomatoes, Green	$2.50	$4.99	lb	
Nightshades	Tomatoes, Heirloom	$3.00	$5.30	lb	
Nightshades	Tomatoes, Roma	$1.75	$2.00	lb	
Pomes	Apples	$0.46	$0.46	apple	
Pomes	Apples	$6.00	$6.00	lb	
Pomes	Aronia Berry	$3.00	$4.50	pint	
Pomes	Pear, Asian	$1.50	$3.50	lb	
Pomes	Pear, Bartlett	$2.25	$3.00	lb	
Pomes	Pear, Kieffer	$2.50	$4.00	lb	
Pomes	Serviceberries	$3.00	$3.25	half pint	
Prunus	Nectarines	$2.50	$2.50	lb	
Prunus	Peaches	$2.25	$3.25	lb	
Prunus	Plum, Wild	$4.00	$4.50	lb	
Rhizome	Baby Ginger w/greens (fresh)	$12.00	$26.00	lb	
Rhizome	Baby Turmeric w/greens (fresh)	$16.00	$28.00	lb	
Rhizome	Baby Turmeric w/greens (fresh)	$2.37	$2.37	unit	
Rhizome	Ginger topped	$12.00	$14.00	lb	
Rhizome	Ginger topped	$2.48	$2.48	unit	
Roots	Beets (roots only)	$3.50	$3.60	lb	
Roots	Beets, Green Top	$2.00	$3.75	lb	
Roots	Carrots (roots only)	$1.50	$3.25	lb	
Roots	Carrots, Green Top	$3.50	$5.50	lb	
Roots	Carrots, Specialty (roots only)	$3.25	$5.50	lb	
Roots	Celeriac (Celery Root)	$2.00	$4.00	lb	
Roots	Parsnips	$3.00	$4.50	lb	
Roots	Radish, French Breakfast	$2.00	$4.00	lb	
Roots	Radish, Small Variety (green top)	$1.25	$5.00	bunch	

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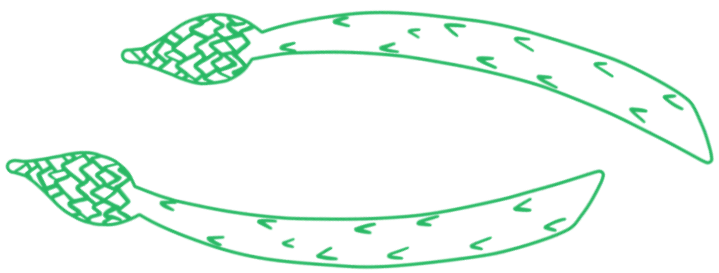
CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Roots	Radish, Watermelon/Purple Heart	$2.00	$5.50	lb	
Roots	Rutabaga	$2.00	$4.00	lb	
Roots	Turnips (roots only)	$4.00	$4.50	lb	
Roots	Turnips, Green Top	$3.50	$4.40	lb	
Specialty Fruits	Figs	$13.00	$16.00	lb	
Specialty Fruits	Maypop (hardy passionfruit)	$0.75	$1.25	each	
Specialty Fruits	Maypop (hardy passionfruit)	$8.50	$12.00	lb	
Specialty Fruits	Mulberries	$4.59	$9.00	pint	
Specialty Fruits	Paw Paws	$7.00	$10.00	lb	
Specialty Fruits	Persimmon	$1.80	$8.00	lb	
Tree Nuts	Black Walnut	$14.00	$15.90	lb	
Tree Nuts	Chestnuts	$8.00	$9.00	lb	
Tree Nuts	Pecans	$13.00	$14.00	lb	
Tubers	Potatoes	$2.00	$3.50	lb	
Tubers	Sunchokes	$6.50	$8.00	lb	
Tubers	Sweet Potato (all types)	$0.79	$1.88	lb	
Vegetables	Asparagus	$4.36	$6.50	bunch	
Vegetables	Celery	$2.22	$4.00	bunch	
Vegetables	Fennel	$1.20	$1.50	bunch	
Vegetables	Rhubarb	$5.00	$8.00	lb	



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CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Eggs	Chicken Eggs	$4.25	$12.50	Dozen	
Eggs	Duck Eggs	$9.00	$15.00	1/2 Dozen	
Beef	Beef Cheek	$9.09	$10.00	lb	100% Grass-Fed
Beef	Beef Jerky	$9.09	$10.00	lb	100% Grass-Fed
Beef	Beef Sausage	$8.18	$9.00	lb	100% Grass-Fed
Beef	Beef Tongue	$6.31	$6.49	lb	100% Grass-Fed
Beef	Filet Mignon	$24.55	$27.00	lb	100% Grass-Fed
Beef	Ground Beef	$6.50	$12.50	lb	100% Grass-Fed
Beef	Ground Beef Patties	$8.18	$9.00	lb	100% Grass-Fed
Beef	Heart	$7.27	$8.00	lb	100% Grass-Fed
Beef	Kidney	$4.55	$5.00	lb	100% Grass-Fed
Beef	Liver	$4.55	$5.00	lb	100% Grass-Fed
Beef	Oxtail	$6.00	$10.00	lb	100% Grass-Fed
Beef	Roast, Brisket	$7.00	$10.00	lb	100% Grass-Fed
Beef	Roast, Chuck	$6.96	$13.70	lb	100% Grass-Fed
Beef	Roast, Rump	$7.27	$9.00	lb	100% Grass-Fed
Beef	Roast, Sirloin Tip	$7.27	$11.25	lb	100% Grass-Fed
Beef	Roast, Tri-Tip	$13.64	$15.00	lb	100% Grass-Fed
Beef	Short Ribs	$8.90	$7.00	lb	100% Grass-Fed
Beef	Soup Bones	$5.50	$8.00	lb	100% Grass-Fed
Beef	Steak, Flank	$10.00	$12.50	lb	100% Grass-Fed
Beef	Steak, Flat Iron	$10.25	$13.00	lb	100% Grass-Fed
Beef	Steak, Hanger	$16.36	$22.50	lb	100% Grass-Fed
Beef	Steak, KC/NY Strip	$16.36	$17.50	lb	100% Grass-Fed
Beef	Steak, Ribeye	$15.00	$23.00	lb	100% Grass-Fed
Beef	Steak, Round	$10.25	$13.00	lb	100% Grass-Fed
Beef	Steak, Sirloin	$10.00	$12.50	lb	100% Grass-Fed
Beef	Steak, Skirt	$13.64	$15.00	lb	100% Grass-Fed
Beef	Stew Meat	$7.00	$7.75	lb	100% Grass-Fed
Beef	Sweetbread	$7.27	$8.00	lb	100% Grass-Fed
Beef	Tenderloin	$16.00	$23.99	lb	100% Grass-Fed
Beef	Tri Tip	$14.00	$19.95	lb	100% Grass-Fed
Beef	Whole Cow	$4.65	$6.65	lb	100% Grass-Fed
Beef	Half Cow	$4.65	$8.50	lb	100% Grass-Fed
Beef	Quarter Cow	$6.00	$11.00	lb	100% Grass-Fed

2026 ST LOUIS WHOLESALE PRICING INDEX

CATEGORY	PRODUCT	PRICE (LOW)	PRICE (HIGH)	UNIT	NOTES
Pork	Ground Pork	$3.75	$6.50	lb	Non-GMO Pasture Raised
Pork	Pork Chops	$4.75	$5.00	lb	Non-GMO Pasture Raised
Pork	Pork Steaks	$4.08	$4.10	lb	Non-GMO Pasture Raised
Pork	Shoulder/Callie Roast	$6.82	$3.50	lb	Non-GMO Pasture Raised
Pork	Baby Back Ribs	$9.09	$10.00	lb	Non-GMO Pasture Raised
Pork	Spare Ribs	$4.55	$5.00	lb	Non-GMO Pasture Raised
Pork	Boneless Loin	$3.86	$7.50	lb	Non-GMO Pasture Raised
Pork	Tenderloin	$6.45	$7.99	lb	Non-GMO Pasture Raised
Pork	Cured Bacon	$6.00	$7.99	lb	Non-GMO Pasture Raised
Pork	Jowl Bacon	$7.73	$8.50	lb	Non-GMO Pasture Raised
Pork	Uncured Bacon	$6.00	$7.99	lb	Non-GMO Pasture Raised
Pork	Sliced Ham	$7.27	$8.00	lb	Non-GMO Pasture Raised
Pork	Brats (4 pack)	$4.20	$8.50	lb	Non-GMO Pasture Raised
Pork	Pork Sausage (links)	$6.36	$7.00	lb	Non-GMO Pasture Raised
Pork	Chorizo	$4.20	$7.27	lb	Non-GMO Pasture Raised
Pork	Breakfast Sausage	$7.27	$7.30	lb	Non-GMO Pasture Raised
Pork	Italian Sausage	$7.27	$8.00	lb	Non-GMO Pasture Raised
Pork	Soup Bones	$1.82	$5.00	lb	Non-GMO Pasture Raised
Chicken	Breast	$5.60	$5.60	lb	Non-GMO Pasture Raised
Chicken	Thighs	$3.88	$4.20	lb	Non-GMO Pasture Raised
Chicken	Legs	$3.50	$3.65	lb	Non-GMO Pasture Raised
Chicken	Wings	$3.74	$4.00	lb	Non-GMO Pasture Raised
Chicken	Liver	$4.55	$7.00	lb	Non-GMO Pasture Raised
Chicken	Heart	$4.55	$7.00	lb	Non-GMO Pasture Raised
Chicken	Bones	$2.44	$5.50	lb	Non-GMO Pasture Raised
Chicken	Leg/Thigh Quarters	$3.50	$4.00	lb	Non-GMO Pasture Raised
Turkey	Whole Turkey	$2.96	$8.14	lb	Non-GMO Pasture Raised
Turkey	Breast	$6.50	$7.00	lb	Non-GMO Pasture Raised
Turkey	Drumsticks	$1.00	$2.00	lb	Non-GMO Pasture Raised
Turkey	Thighs	$2.95	$5.75	lb	Non-GMO Pasture Raised
Turkey	Wings	$2.23	$2.50	lb	Non-GMO Pasture Raised

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