Farm Wholesale Market Readiness Checklist

A farm wholesale market readiness checklist for farmers thinking of selling to stores, restaurants, or distributors. It checks supply, safety, records, packaging, and pricing before approaching buyers.

Farm / unit: _____ Date: _____ By: _____

ITEM	OK	FIX	N/A
Confirm steady supply volume	☐	☐	☐
Check food safety practices	☐	☐	☐
Confirm buyer insurance requirements	☐	☐	☐
Standardize grading and packing	☐	☐	☐
Prepare labels and product info	☐	☐	☐
Build a price list	☐	☐	☐
Set up invoices and records	☐	☐	☐
Plan delivery or pickup	☐	☐	☐
Prepare a sample for buyers	☐	☐	☐

NOTES / REPAIRS NEEDED

TIP Ask a buyer what they expect before you pitch, so your packing and paperwork already match what they need.