

# POINT OF HARVEST

## 2024 Price List

Through the Point of Harvest certification program, ASD helps trained dealers and harvesters sell high quality, sustainably-sourced botanicals to higher-price markets. ASD takes a 10% commission on all sales. **All Harvester sales are fresh sales.**

### Pricing Example

	<b>Herb</b> Black Cohosh, Dried	<b>Total Sale</b>	<b>\$1,001.00</b>
<b>Pounds Brought In</b>	100 lbs, fresh from Harvester*	<b>Less Harvester Portion</b>	- \$500.00 (\$5 x 100 fresh lbs)
<b>Pounds Sold</b>	28.6 lbs, dried by Dealer*	<b>Less ASD 10%</b>	- <u>\$100.10</u> (10% x \$1,001)
<b>Total Sale</b>	\$1,001.00 (\$35 x 28.6 lbs)	<b>Dealer Portion</b>	\$ 400.90

\*Black Cohosh has a 3.5:1 dry down ratio. That means it takes 100 pounds of fresh material to produce 28.6 pounds of dry material (1/3.5). Harvester brings in fresh material and gets paid for fresh material; Dealer dries the material down and gets paid for the dried material.

Common Name(s)	Genus/Species	Plant Part	Fresh Sale (per pound)		Dried Sale (per pound)	
			Dealer	Harvester	Dealer	Harvester
Black Cohosh	Actaea racemosa	rhizome	\$35	\$14	\$35	\$5
Bloodroot	Sanguinaria canadensis	rhizome	\$80	\$32	\$100	\$13
Blue Cohosh	Caulophyllum thalictoides	rhizome	\$35	\$14	\$35	\$5
Goldenseal	Hydrastis canadensis	leaf	\$45	\$18	\$60	\$4
Goldenseal	Hydrastis canadensis	rhizome	\$100	\$40	\$140	\$20
Sassafras	Sassafras albidum	root bark/natural	x	x	\$40	\$6
Sassafras	Sassafras albidum	root bark/rossed	x	x	\$50	\$7
Slippery Elm	Ulmus rubra	inner bark	x	x	\$65	\$9
Solomon's Seal	Polygonatum biflorum	rhizome	\$60	\$24	\$70	\$5
Wild Yam	Dioscorea villosa	rhizome	\$35	\$14	\$35	\$5
Witch Hazel	Hammamelis virginiana	bark	x	x	\$35	\$6
Witch Hazel	Hammamelis virginiana	leaf	\$40	\$16	\$40	\$3

For more information, contact your local PoH certified dealer or visit [appalachianforestfarmers.org/point-of-harvest](http://appalachianforestfarmers.org/point-of-harvest)

Find us on social @asdevelop



APPALACHIAN  
*sustainable*  
DEVELOPMENT