



PORT TOWNS FARMERS MERCADO

Saturdays 10:00a-1:00p | June 3 to September 2 2017
4521 Kenilworth Avenue, Bladensburg, MD 20710

Mailing Address: c/o ECO City Farms, 6010 Taylor Road,
Riverdale, MD 20737

2017 Port Towns Farmers Mercado Vendor Application

About the Port Towns Farmers Mercado:

The Port Towns Farmers Mercado is located in Bladensburg, Md., in a mixed commercial and residential area situated along a busy main road surrounded by predominantly low and moderate income residents. This area was designated a food desert by the USDA Food Atlas in 2014. ECO City Farms, in partnership with community partners, established the market in 2016 with the goal of bringing fresh, healthy, locally produced food to residents who have little access to fresh food stores. It will operate on Saturdays from 10:00-1:00 for 14 weeks from June 3 - September 2 at 4521 Kenilworth Avenue, Bladensburg, MD 20710 in the parking lot of a locally popular restaurant.

The market is anchored by ECO City Farms, which operates two urban farms in the area. The market will be programmed with music, cooking demonstrations, food and nutrition sessions, community tables and other activities throughout the season.

The market is a result of community partnership between ECO City Farms, the Town of Bladensburg, Maryland-National Capital Park and Planning Commission, the Port Towns Community Health Partnership and others, with a goal of providing a community center around healthy eating, good food access, food micro-business development and green community activities.

Customer Base:

Last year in its first year, the market attracted approximately 140 customer per week. The customer base for the market is widely diverse: a mix recent immigrants, long-time residents and newcomers. Overall, the population is low to moderate income where costs of food are sensitive to some and using government benefit programs such as SNAP/EBT and WIC is common. We are looking for vendors who are willing to navigate possible cultural barriers, and help customers understand how to best use and consume their products.

Customer Financial Incentives:

The market will offer WIC, SNAP/EBT, FMNP or other payment options as well as double dollars as an incentive for lower income customer sales. The local WIC clinic will be present regularly to distribute

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Farmers Market Nutrition Program vouchers, which bring clients to the market and generate sales among WIC customers.

Seeking Farmers and Vendors for the 2017 Season

We are now seeking farmers, producers and food product vendors for the 2017 season. We seek prepared food vendors with healthy foods using local ingredients where possible. We will follow up applications with a conversation and a site visit. We encourage all fruit and vegetable farmers to participate in MD WIC in order to take advantage of customer financial incentives.

We offer the following benefits to area farmers and vendors:

Affordable Flat Season Fee: For full 14 week season participation, vendors living outside of Prince George's County pay \$250; Prince George's residents pay \$200. If you attend the full season you get a rebate (see below).

\$100 Refund for Good Attendance: All vendors who attend the market for 13 of the 14 weeks of the season will receive a \$100 refund on their tabling fee. 14 weeks total with a \$15 fee for 5 consecutive weeks (6th week at no charge).

Multi-Farm Tables: In order to encourage profitability for local farmers and their participation at the market, multi-farm tables are allowed and a farmer may bring 50% of goods sold at the market from other approved partner farmers.

Double Dollars: Once again we will have a double dollars program for the market, to be used by WIC, SNAP and Senior customers which double their buying power up to \$5 week for fruit and vegetables.

Priorities for vendor selection include:

- Farmers/producers farming in Prince George's County
- Prepared food /value added producers serving healthy food products based in Prince George's County
- Minority farmers from any location
- Farmers/producers using sustainable farming methods or are Certified Natural or Organic
- Maryland farmers
- Farmers/producers or value added producers participating in microenterprise programming offered by Crossroads Community Food Network or ECO City Farms.

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Please return this application with all fields completed along with a \$10 application fee (check made payable to ECO City Farms) to **ECO City Farms, 6010 Taylor Road, Riverdale, MD 20737**. Contact us with questions: info@ecocityfarms.org or 301/288-1125.

Vendor Contact Name(s): _____

Farm or Business Name: _____

Mailing Address: _____

Business/Cell Phone: _____ **Email:** _____

Website/Facebook Page: _____

Please provide *up to* two physical addresses for your business' primary point(s) of production or farming. No P.O. Boxes, please.

Primary location #1:	Primary location #2: (if applicable)

Requested Stall Space: ____ 10'x10'

Fees: ☐ Prince George's County business/resident: \$200 ☐ All others: \$250

Note: each vendor receives \$100 refund of their fee if they vend for 13 weeks of the 14 week season.

List any other markets you participate in, if any:

Prince George's County Fire regulations require that all vendors have fire resistant tents. Please write here what make/model your tent is – and attach fire resistant certificate from the manufacturer. (Manufacturers have these on their web sites) _____ *(this information is required)*

Type of Vendor: (check all that apply)

I am a: ☐ Farmer/Grower ☐ Prepared Foods Maker ☐ Craft & Art Maker

I sell: ☐ Vegetables ☐ Fruit ☐ Breads ☐ Meat ☐ Eggs ☐ Dairy/Cheese

☐ Hot/Cold prepared foods ☐ Other (specify): _____

For All Farmers and Growers:

1. Do you intend to sell up to 50% of products on behalf of another producer? ☐ Yes ☐ No

If yes, A) list what products: _____

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And B) list each farm/production facility are these from plus their physical farm addresses where product is raised/produced: (You may attach additional sheet if necessary). *Each farm must complete a 'partner farmer application' prior to their products' approval for sale. See this form at end of document.*

Contact Name/Farm Name: _____

Physical Address: _____

Email/Phone: _____

Website/Facebook page: _____

2. **List your production methods:** (e.g. free-range, *Certified Organic, *Certified Natural, *sustainable, additive-free; use of preservatives, traditional methods, slow-growth rearing, feed, chemicals). Use a separate sheet if necessary.

*If your farm was third party certified for any of these designations, please include documentation of that certification.

3. **Site visit:** List the best time for a visit from the market manager (time of day, week, month):

For Fruit and Vegetable Producers: Please help us understand the variety of farm products available at Port Towns Farmers Market by completing the attached list of crops you intend to sell at the market in 2017.

☐ Attached

Other Farmers/Producers: What products will you have available at Port Towns Farmers Market in 2017:

For Prepared/ Value Added Product Producers:

1. Prepared/Hot Food Vendors must produce goods from scratch, using locally sourced ingredients when possible. These items must be prepared in a licensed commercial kitchen per state and county regulations. Please provide the name and address of the commercial kitchen you are using to prepare the prepared/hot food items:

2. **All Value Added/Prepared/Hot Food vendors must have the appropriate permits from Prince George's County** and must follow all applicable state and local health regulations, including hand washing stations

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at their setup. For more information, refer to the Prince George's Health Department's "[Farmers Market Regulations](#)" web page for information regarding permits and licensing. For assistance in applying for a permit for your prepared foods operation, please contact the Prince George's County Health Department Food Protection Program at 301.883.7690 or foodprotectionprogram@co.pg.md.us.

Please attach those permits to this application.

☐ Attached

3. For value added and prepared foods: list local ingredient sources as applicable:

For All Vendors:

4. Please include a copy of a recent Commercial/Product Liability Insurance Certificate for your business.
5. Which of the following best describes the primary operator(s) of your farmers market business? (Please check **all** that apply):

<input type="checkbox"/> Spanish, Hispanic, or Latino	<input type="checkbox"/> Asian or Asian American
<input type="checkbox"/> Black or African American	<input type="checkbox"/> American Indian or Alaska Native
<input type="checkbox"/> White (not Spanish, Hispanic, or Latino)	<input type="checkbox"/> Other: _____
<input type="checkbox"/> New immigrant to the US	<input type="checkbox"/> Prefer not to answer

6. Is there anything else you'd like to tell us about your business' needs, or about your experience selling at farmers markets?

Almost done! Please complete and sign form on next page.

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Thank you for your application! Please mail this application to: ECO City Farms, 6010 Taylor Road, Riverdale, MD 20737

PLEASE READ AND CHECK THE APPLICABLE STATEMENTS BEFORE SIGNING:

- ☐ I have reviewed the 2016 Port Towns Farmers Market guidelines and agree to comply with conditions described therein in applying to be a market participant.
- ☐ I understand that applying for participation is not a guarantee of acceptance. I understand that I will hear the decision on my acceptance within 3 weeks of its submission.
- ☐ I am including a copy of our vendor-appropriate permits from Prince George's County Health Department. This applies to those selling eggs, jams, honey, preserves, baked goods and prepared/hot foods.
- ☐ I am including a copy of Commercial/Product Liability Insurance Certificate for my business.
- ☐ I am including evidence of my tent's fire resistance from the manufacturer.
- ☐ I am dedicated to displaying signage and pricing every week, as is legally required.
- ☐ I understand that by making this commitment at the beginning of the season, Port Towns Farmers Market will help promote my products through weekly email updates and signage.
- ☐ I am including a check for application fee for \$10 made payable to ECO City Farms.

For Farmer Vendors:

- ☐ I grow/produce 100% of the products I intend to sell at market. **OR**
- ☐ I grow/produce at least 50% of the products I intend to sell at market and I intend to supplement with products from another local farm. I have included that farm's information and additional products on the attached Partner Farmer/Grower Application Form.

For Prepared & Value Added Food Vendors:

- ☐ I am a prepared food vendor committed to using ingredients from local farmers when available.
- ☐ I have included a copy of my relevant Prince George's County Health Department permits.
- ☐ I have included a copy of my food service facility license or a letter from the certified commercial kitchen where I prepare or produce value added or hot foods for sale.
- ☐ I am operating my business under the cottage food law, producing my goods in my home kitchen. I am including a copy of my cottage food label with my application.

Signature of applicant: _____ Date: _____

Please return completed application to Port Towns Farmers Market Manager at: info@ecocityfarms.org or Port Towns Farmers Market c/o ECO City Farms, 6010 Taylor Road, Riverdale, MD 20737. Thank you!

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PARTNER FARMER/GROWER APPLICATION FORM

This form must be completed by all farmers being represented by Port Towns Farmers Mercado vendors and accompany that vendor's application.

Farm or Business Name: _____

Contact Name(s): _____

Mailing Address: _____

Business Phone: _____ Cell Phone: _____

Email: _____ Website or Facebook Page: _____

Name of Port Towns Farmers Mercado vendor carrying your products: _____

Please provide *up to* two physical addresses for your business' primary point(s) of production. No P.O. Boxes, please.

Primary location #1:	Primary location #2: (if applicable)

Type of Producer:*

- ☐ Farmer/Grower ☐ Baker ☐ Prepared/Value Added Foods Producer* ☐ Meat Processor*
☐ Cheese Maker* ☐ Other (specify): _____

**For food businesses that require state and local permitting, they must follow all applicable state and local health regulations and attach any county/state permits for their products to this application. All prepared/value added foods producers must provide Prince George's County health permit.*

List your production methods: (e.g. free-range, *Certified Organic, *Certified Natural, *sustainable, additive-free; use of preservatives, traditional methods, slow-growth rearing, feed, chemicals). Use a separate sheet if necessary.

**If your farm was third party certified for any of these designations, please include documentation of that certification.*

I certify that the above information is true and correct:

Signature of owner: _____ Date: _____

Please return this form to the applicant to the Port Towns Farmers Mercado to be submitted with their market application or to the market manager if adding new products.