

Dear Direct Sales / Manufactured Products Vendor,

The New Baltimore Farmers Market (NBFM) Board of Directors has released the RESERVATION FORM for their 12th Annual Market Season in 2019. We are looking forward to another successful year & hope that you will choose to participate with us!

The NBFM opened up 'Retail Row' for Direct Sales & Manufactured Products a few years ago and many representatives have found participating with us to be a terrific way to make new contacts, gain awareness of their product/company, make sales, book parties, and more! Retail Row is simply all of the DS/Manufactured products stalls lined together INSIDE the regular market area. If you would like to contact DS Reps that have participated with us for reference, please note their contact information at the end of this email. They would be happy to discuss with you how their experience has been at our market.

An important aspect of Retail Row is that Spaces are Limited & assigned on a first-come, first-serve only basis. The Reservation form IS IMPORTANT as it reserves you a space for the company that you represent...as only one representative from each company is allowed per weekly market and the dates are assigned on a first-come, first-serve basis. The first company whose completed reservation form was received with payment will be 1st in line, the second received will be 2nd in line, etc.

Reservation forms are accepted up until February 1, 2019; however, the first ones to be received are the 'first vendors' to be included with their specific company. We encourage you to get your reservation form in as soon as possible, so the Board of Directors can include you/your products/company while planning for the upcoming season! The 2019 Retail Row Reservation Form for Direct Sales Representatives/Companies including selling of any manufactured products is available by clicking 'Form' right underneath where you clicked to read this information. You will also find a sample *FULL application from the past season (2018) for your review & informational purposes by clicking 'Sample Full Application' in the same area on the website.*

Market participants / vendors are to provide their own supplies needed to conduct business at the market; i.e., table(s), chair(s), canopy, etc. (We recommend the use of canopies BUT do not require them. Canopies used MUST be weighted down.) **We are aware that many people are often not familiar with working in an outdoor environment BUT the many that we have hosted throughout the years are surprised to find out how simple, enjoyable, rewarding & profitable it really is!*

The NBFM Board of Directors holds a Strategic Planning Session every year in January where the exact details (dates, rates, # of markets, etc.) are set for that season. At this time, we do not expect the rates and number of markets to change. You do not have to select weekly or seasonal vendor status or pick dates of attendance at the time of submitting a reservation form. The 2019 FULL application is released by mid-February and is sent out by email. You will wait until the FULL application is released to begin to choose dates or being a seasonal vendor. The Application Fee that is sent in with the reservation form is applied to the last day of attendance noted on your Full Direct Sales application when it is submitted or to your Special Event Vendor or Seasonal Vendor fee if you choose that status. Forms received for products that have already reached the limit set by the Board will be notified and put on a waiting list with the option to have their application fee returned.

We are happy to have a wide-variety of participants, something that our market has become known for & that our customers much appreciate. Our 'vendor-market family' is very friendly and helpful. We encourage you to try us out to see for yourself!

All participants are asked to attend a Vendor Forum held March 2019 (TBD). Emails will be sent with specifics by mid-February.

NOTE: If you have homemade/handmade/homegrown products, please choose that category on the website for information. If you are a community/educational/non-profit group, entertainer, business (not selling), or other type of interested party ~ please email marketmanager@newbaltimorefarmersmarket.com for information/form applicable to you.

If you would like to contact other Reps that have participated with the NBFM, please note the information below:

ColorStreet	Julie Bloss	julzbloss@gmail.com
Avon	Tammi Graber	tammitupper@aol.com
Tupperware	Debbie Sweet	debbiesweet63@yahoo.com

Please feel free to contact me if you have any questions!

Gratefully

~Debra

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