

Mt. Juliet Farmer's Market Guidelines

All vendor applications are reviewed and considered by Mt. Juliet Parks & Recreation.

All vendors must be approved on an annual basis.

Applicants must have prior approval before being allowed to sell at the Mt. Juliet Farmer's Market.

Market vendors must read and adhere to the 2018 Official MJ Farmers' Market Rules & Regulations.

Fees: There is a \$25 annual fee per spot.

Booths/Spaces: The Farmer's Market Pavilion consists of eight (8) 8'x8' booth spaces.

- Booths are assigned annually based on a first-come, first-served basis with preference given to returning vendors. New vendors will be assigned a space on their first market day.
- Please be courteous to other vendors and remain inside only one (1) 8'x8' space.
- One table is provided in each vendor booth under the pavilion. Vendors are expected to supply their own additional tables, chairs, signage, change, etc.
- Vendors must display their name & address prominently. Hooks are provided to hang a banner above each booth space. Banner not provided.
- The Mt. Juliet Farmers market is to be conducted in an orderly and professional manner. Yelling, hawking, profanity and other offensive behaviors are not permissible.
- Each booth must be kept neat, clean and free of offensive odors.
- Both electricity and water are available for use by vendors.
- Missing 3 consecutive days without Management's approval will result in expulsion from the Mt. Juliet Farmer's Market.

Types of Vendors: In order to be accepted as a MJ Farmers' Market vendor, you must "make it, bake it, raise it, or grow it". Crafters, food trucks, independent distributors, wholesalers, those wanting to advertise their business without product, fundraisers, and charities are **NOT** accepted at market.

- **Local Farmer:** At least 75% of products offered are grown, raised, or produced on applicant's farm; and the farm is in Tennessee or within 100 miles of Wilson County. 25% of products offered may be supplemented, provided it was bought directly from the LOCAL farmer who raised it and it is properly labeled as such. Farmers may sell value-added products as long as at least one ingredient or material was grown or raised on the producer's farm.
- **Plant Vendor:** Offers plants or flowers that are potted, rooted, or cut; no more than 25% of products offered are produce, meats, dairy, baked goods, non-food farm-products, etc.; and the farm is in Tennessee or within 100 miles of Wilson County; Plant Dealer, Greenhouse or Nursery Certificate from TN Dept. of Agriculture.
- **Farm Products Vendor:** Products offered are non-Food items which contain at least one ingredient which was raised or grown on the producer's farm. (I.e. goat's milk soap, salves, lotion, sea salt); no more than 25% of products offered are produce, meats, dairy, baked goods, plants, etc.; and the farm is in Tennessee or within 100 miles of Wilson County.
- **Food artisan:** Sells applicant's own hand-made, food products made or prepared off site but in Wilson County; Domestic Kitchen Certification.

Producers Only: Only producers may sell at the market.

- A producer is defined as the person who grows or makes the product. This may include the producer's immediate family, partners, employees or a local cooperative. Any false representation of product will be grounds for expulsion from the market. The producer's name must be clearly displayed in each booth.
- Vendors who wish to sell at this market must submit an application that certifies that they grow their own produce and/or proteins or make their value added product. Each vendor must be directly involved with or knowledgeable about the production of the produce or products being sold at the market.

Alcohol/Tobacco: Alcohol use, distribution or sale is prohibited. Tobacco products may not be used or sold in the Farmer's Market pavilion.

Market Management: The Mt. Juliet Parks Department is the governing body of the Mt. Juliet Farmer's Market.

- *It shall ultimately be the responsibility of each vendor to ensure proper procedures* as deemed by the city, state, or federal governments including but not limited to: city of Mt. Juliet, state of Tennessee, Tn. Dept. of Agriculture, USDA, and FDA.
- The *Mt. Juliet Parks Department has final say of any and all matters* regarding the farmer's market, including but not limited to: operation days/times, booth assignments, & vendor expulsion.

Regulations & Permits: Mt. Juliet Farmer's Market vendors must abide by and all products must comply with all applicable federal, state, and local regulations. **Any licenses or permits required for any of the products sold must be current and be displayed prominently in each vendor's booth during all markets. Permits should be viewable by customers and without obstructions. Vendors will NOT be allowed to sell without the necessary permits displayed in such a manner.** It is the responsibility of the vendor to provide copies of such permits and/or licenses to Market Management before being allowed to sell at the MJFM. It is the responsibility of the vendor to ensure compliance with all regulations, permits, licenses, certifications, etc. The following is meant to be an assistant and is not necessarily all of the requirements. Please contact TDA with questions.

- **Fruits & Vegetables:** Unprocessed fruits and vegetables are exempt from permitting and inspection in Tennessee. "Unprocessed" means a raw agricultural commodity in its raw or natural state with only minimal amount of cutting/trimming that is necessary for harvesting (T.C.A. 53-8-203).
- **Honey:** All honey sold or offered for sale shall be prominently labeled as being either one hundred percent (100%) pure honey or not pure honey. Only honey that contains no additives may be labeled as one hundred percent (100%) pure honey. Infrequent casual sales of honey or the selling or packaging of less than one hundred fifty gallons (150 gals.) of honey per year do not require the producer to be licensed and inspected (T.C.A. 53-15-101 & 53-1-102(24)).
- **Sorghum Molasses:** All sorghum molasses sold or offered for sale in this state shall be prominently labeled as being either one hundred percent (100%) pure sorghum molasses or not pure sorghum molasses. Only sorghum molasses that contains no additives shall be labeled as one hundred percent (100%) pure sorghum molasses. All sorghum molasses offered for sale shall come from a permitted, licensed, and inspected facility (T.C.A. 53-16-101 & 53-1-101 et seq.).
- **Dairy:** All dairy products, including ice cream and chesses, must come from an approved source that is under inspection and permitted. In addition, such foods must be stored at or below 41°F (or frozen in the case of ice cream) at point of sale (T.C.A. 53-3-106).
- **Farm Eggs:** A producer may sell eggs from his own flock of less than 3,000 birds under the following conditions:

- Indications the eggs have been effectively cleaned & sanitized. Eggs sold as unclassified or ungraded eggs shall be sold in containers that are labeled to indicate producer of eggs, & stored at 41° or below. Eggs deemed adulterated may not be offered for sale (21 CFR 115.50).
- Eggs used in a booth display are not to be sold to customers and a sign must be placed at the display reading “For Display Only”.
- Nuts & Shelled Peas: Unprocessed nuts/peas in the shell are exempt from inspection. If nuts/peas are shelled and pre-packaged, permitting and inspection by TDA is required (T.C.A. 53-1-208).
- Value Added Products: Farmers may sell value-added products as long as at least one ingredient or material in any value-added good was grown or raised on the producer’s farm.
 - Processed foods in any form and packaged for resale offered at a farmers market must come from a licensed and inspected facility unless it is non-potentially hazardous food prepared in a domestic kitchen (T.C.A. 53-1-208)
 - Unlicensed vendors of non-potentially hazardous food are required to place a sign (8.5”x11” with a ¾” font) at the point of sale and on the label which states, “These product(s) were made in a private home not licensed or inspected.” (T.C.A. 53-8-117)
 - “Non-Potentially hazardous food” means jam, jellies, candy, dried mixes, and other such food that do not meet the definition of potentially hazardous food. (T.C.A. 53-8-117(a)(2))
 - “Potentially hazardous food” means any food that consists in whole or in part of milk or milk products, eggs, meat, poultry, fish, shellfish, edible crustaceans, or other ingredients which is in a form capable of supporting rapid and progressive growth of infectious or toxigenic microorganisms, home canned foods other than jams and jellies, or any food that required temperature control for safety (T.C.A. 53-8-117a)(3)). Food items that contain these ingredients like milk and eggs that are baked and do not require temperature control to remain safe are not potentially hazardous foods.
 - Canned foods, other than jams and jellies, shall only be sold if processed by a licensed and inspected operation. These kinds of processed foods are classified as “formulated acid foods” and “acidified foods” (examples: pickles, chow chows, corn relishes and salsas.) There are specific regulations for each. Persons interested in manufacturing these foods should consult the University of TN Extension Service for further information.
- Plants: All persons offering plants and plant material for sale must possess a Plant Dealer, Greenhouse or Nursery Certificate from the Tennessee Department of Agriculture. Additional information may be obtained by contacting Plant Certification at (615) 837-5137.
- Meat: Meat and Poultry products fall under the jurisdiction of USDA. If a meat product is over 2% poultry or 3% beef it is regulated by USDA. The exception to this is farm based retail meat that is permitted through the Tennessee Department of Agriculture. This is meat processed at a USDA inspected facility then provided refrigerated or frozen in original packaging (from USDA facility) with USDA seal readily visible and in compliance with all labeling requirements.
 - Farm Based Retail Meat
 - Requires a \$50 Food Establishment/Retail Meat Sales Permit and TDA inspection (T.C.A. 53-8-207). Permit must be posted where meat sales occur.
 - Permit is acceptable for “retail meat sale” only. Product sold for the purpose of resale to restaurants, grocery stores, or other retail outlets will be regulated by USDA.
 - Animals must be processed at a USDA inspected facility which is credentialed for the animal to be processed. Meat must be processed, packaged, and labeled at the USDA facility.
 - Labels to be approved by on site USDA personnel and at a minimum must include name of product, complete address of individual offering meat for sale, and net weight. Lot/code numbers are recommended. Other information under weights and measures is required. Meat items are sold by weight reflected in a price per pound. The price per pound, the total weight, and the total price is required to be on the label.
 - Meat must be transported in a secure manner – a freezer or refrigerator operated by inverter is acceptable.
 - Cooler/refrigerator/freezer units used for storage or transportation of meats must be cleanable, kept clean, and in good repair.
 - Storage in cooler/refrigerator/freezer(s) units dedicated for the meat offered for sale and are located in a secure area away from potential sources of contamination and accessible for inspection by TDA. Thermometers are required in coolers/refrigerators to verify temperatures of storage.
 - All poultry meat must be stored in a separate cooler/refrigerator/freezer to prevent cross contamination with meats of other species unless all such stored meat is received and maintained hard frozen.

- If the product is acquired frozen from the processor it must be maintained in a frozen state from the processing facility to the consumer. Refrigerated product must be maintained under 41°F from the processing facility to the consumer.
 - Hands and outer clothing must be kept clean when handling meat being offered for sale.
 - Records of animal source and place consumer purchased should be maintained for traceability purposes.
- Poultry: The sale or process of poultry products in Tennessee is governed predominantly under the federal Poultry Inspection Act. 21 U.S.C.A. §451, *et seq.*; 9 C.F.R. §381.221; Tenn. Code Ann. §53-7-214. Consistent with exemptions available under the federal law for small poultry producers, no inspection or other regulation is currently required by TDA for small poultry producers if they are otherwise compliant with the conditions of their federal exemption. See 21 U.S.C.A. §464.
 - Upon request, TDA will provide a letter to any exempt poultry processor to explain this position and will educate potential marketing outlets in Tennessee that a poultry permit from TDA is not required to process and to sell poultry under this federal exemption.
 - Seafood: Vendor is required to be under inspection by the Tennessee Department of Agriculture, Consumer and Industry Services, Food & Dairy Section. All products must be packaged by a facility under inspection by the responsible authority in the state of origin. Packages should bear the item name, weight, and name and address of the packer or distributor (if an item is sold in random weight packages, the label must contain the price per pound, the net weight, and the total price). All product must be maintained in the condition intended for sale, either frozen (below 0°) or refrigerated (below 41°) by mechanical device only in the case of frozen. If refrigerated and held by ice, all melted water must be contained and disposed into an accepted waste water disposal system.

Most permits and certificates can be found through the TN Dept. of Agriculture website, www.state.tn.us/agriculture/regulatory/permits.html or by calling 615-837-5137.