



Mabou Farmers' Market Secondary Producer Guidelines 2023

1. Introduction.

The Mabou Farmers' Market Co-operative is committed to creating a local diverse and vibrant market, showcasing the communities talented farmers' and artisans. Our objective is for the market to have the highest quality, locally produced products available. The Market prides itself on being an incubator for small local growing businesses.

2. Definition of a Secondary Producer.

From the Mabou Market Rules and Regulations: A producer that purchases raw materials for local manufacture into secondary products made from 'scratch'. For example: baking, pickles, preserves, woodworking, jewelry, knitting etc. We expect our vendors to grow, make, or finish their products them-selves. Craftspeople must transform their materials into unique products. Purchased fabric, for example, must be dyed or created into something new. Woven and knitted goods are to be woven or knitted by the vendor. Photographers are to photograph their subjects themselves. Gardeners are to grow their products from seed or cuttings – not to purchase plugs and sell the vegetables grown from them. Jewellers are to select their materials and then change them into something new – more than stringing a pendant on a chain or leather.

3. Criteria for Vendor Selection.

Many factors are considered when evaluating vendor applications, beginning with this *Guiding Vendor Criteria*.

- a. The Market does not want to create a flea market atmosphere and so does not allow those products. Absolutely no second-hand items or pedlars are permitted.
- b. **Items on a table must be made, baked or grown, by you, the vendor.** For exceptions to this rule, Please see *Market Rules and Regulations* regarding 'Direct selling' for more information.
- c. **Handmade Products.** Handmade Products are defined as products made skillfully by hand by combining components that are altered to make a completely new product. Vinyl decals do not fall within these guidelines. Designs

should be hand painted. Please see Section 4, Transformation of Products for more information.

- d. Accepted Items.** To determine whether specific items are acceptable, they must be included in the application form. Anything that does not clearly fit within the guidelines will be assessed on a case-by-case basis.
- e. Competition and Copyright.** It is important that vendors feel secure in developing new and innovative products without fear of having them copied and thus losing sales. All vendors will comply with the Copyright Legislation, Trademarks, and Patented Goods. No vendor shall copy or infringe on the original work of another person, brand, or patent, unless specific written consent is given.

4. Defining Homemade and the Transformation of Products.

All handmade products must undergo a significant transformation. It is expected that vendors spend a significant amount of time in creating their products and use original creativity, design work, technical execution and expertise, as well as steps in production to create the finished product. The integrity of a collection of work, that is cohesive, that has a look and feel that is unique to the vendor is also important. Production quality is also an essential factor in consideration.

The market also places additional interest in vendors who practice sustainable and ethical methods in producing their work. Such as upcycling, sustainable and ethical sourcing (including using fair trade products), buying local, buying from small producers, etc.

<i>Acceptable Works</i>	<i>Unacceptable Works</i>
Wool made into a woven Blanket or wearable	Reselling of woven blankets and wearables
Wood that is carved into a cutting board, sculpture, tools or cutlery, original carvings, or puzzles.	Purchased objects and painting them. Such as purchasing an unfinished wood product, such as a birdhouse, and painting it.
Handmade clothing or garment accessories that are original designs. Old fabrics repurposed into new clothing or accessories.	Purchasing premade clothing and clothing accessories and adding minimal elements such as decals, paints, or glued objects.
A vendor who creates unique one-of-a kind designs that are printed on clothing that could not be found anywhere else and are part of an integrated collection of work.	Screen-printing clothing using templates and designs not created by the vendor.
A vendor who cuts wood, makes a frame, hand paints it to create a sign, develops a saying to put on the sign, makes a stencil for that saying, and applies it on the sign.	Buys either the wood or a premade sign, buys a stencil or vinyl decal, and applies it to the wood to make a sign.

Items repurposed into Jewellery or artworks. Upcycling includes transforming object into something new, such as old silverware into intricate jewellery.	Using spoons as Christmas ornaments without any significant alterations to the spoon. Bending a fork into a bracelet without any other changes to the fork, such as adding beads, a hinge, sculpting the tines.
Or creating art from the original good that includes a high level of creativity and steps to the finished object, such as repurposes a vintage tray, hand paints , creates an intricate collage, or epoxy resin design to the tray and finishes it.	Upcycling an antique tray, painting it, and adding a stencil to it.
Unique and original jewellery where beads or enamelware or metal casts have been created by the artist.	Jewellery where the artist purchases the beads and assembles them into jewellery attaching earring backings.
Intricate beadwork jewellery using looms or other methods designed or created by the artist or created from traditional cultural designs that are part of the artists cultural heritage.	Simple beadwork. Beadwork designed using appropriated traditional cultural patterns that are not part of the artists background.

5. Product Approval.

To determine whether specific items are acceptable, they must be included in the application form. To sell any additional items, vendors must get the approval from the Market Manager before selling the item at the market.

6. Mabou Farmers' Market Discretion.

The Mabou Farmers' Market Co-operative is not bound to apply a particular set of selection criteria in every instance, and reserves discretion to accept or refuse any application and vendor at any time for all Market formats. All vendors, current and interested, are required to apply annually. Please see *Market Rules and Regulations* regarding 'Discretion of the Board of Directors' for more information.

Approved February 15, 2023.