



***Our Vendor Handbook is to
inform market vendors of
the Ocean Pines
Farmers Market's rules,
procedures and policies.***

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About the Farmers Market

The Ocean Pines Farmers Market is Worcester County Maryland's largest year-round farmers market. This community-oriented market is held in White Horse Park on Saturdays under majestic shade trees. Throughout the year, the market is home to hundreds of vendors. The established farmers market attracts a customer following from all over the county and beyond.

The Ocean Pines Farmers Market is a place where farmers, ranchers, watermen, bakers, wineries, specialty food purveyors and artisanal craftsmen can interact with customers in a colorful, exciting, family-friendly atmosphere that mimics the open-air village markets popular throughout Europe. Live music, cooking demonstrations and special events are just a part of what happens weekly at this popular Delmarva farmers market.

Our Mission

The Ocean Pines Farmers Market operates as a market that contributes to the success of local foods, growers, producers, small businesses and artisans. Each market day's goal is to create a vibrant community gathering. The market builds, nourishes and inspires community. As an innovative market, the success for our vendors is our primary objective. Listening to and learning from our vendors and shoppers produces an outstanding farmers market where vendors prosper and communities thrive.

Our Strategy

It all starts with a strong foundation. The Ocean Pines Farmers Market is a market that invests in its vendors and volunteers. This strong base allows us to lead in the local farmers market community. We are an organization that attracts shoppers to the marketplace, allowing our vendors to prosper. We are committed to providing business acceleration opportunities such as continually expanding the marketplace with a unique vendor selection, educational opportunities, events and a diversified shopper base.

MARKET SCHEDULE

Saturday Market - Spring & Summer

Location:

White Horse Park, 239 Ocean Parkway,
Ocean Pines, MD 21811

Dates: May to September

Hours: 8am to 1pm

Saturday Market – Fall & Winter

Location:

White Horse Park, 239 Ocean Parkway,
Ocean Pines, MD 21811

Dates: October to April

Hours: 8am to 1pm



VENDOR SELECTION

The Ocean Pines Farmers Market is committed to creating a diverse marketplace featuring the region's best vendors with the highest quality and locally-produced products when available.

Application Considerations

The Ocean Pines Farmers Market will not be bound to apply a particular set of selection criteria in every instance and reserves unconditional discretion to accept or refuse anyone as an Ocean Pines Farmers Market vendor.

Product Balance

Priority may be given to unique or unusual products not already represented in the market.

Market Needs

The market seeks vendors with products that complement the market for a well-rounded product balance.

Exclusivity

The Ocean Pines Farmers Market does not extend exclusive rights to any one vendor to sell any one product. However, if the Ocean Pines Farmers Market believes the number of vendors offering the same or similar products is excessive, duplicate products may be denied entry.

Conduct

The history of compliance with market rules and state and local regulations is considered along with the market attendance of a returning vendor. The payment history of fees and the adherence to the Ocean Pines Farmers Market policy prohibiting negative influential views are also reviewed.

Product Quality

Vendors should offer consistently high product quality, including product freshness, selection and appeal. A clean market booth and attractive displays are also crucial.

Seniority

The number of years a vendor has continuously sold at the market with a positive attendance record and the history of compliance with market rules will be considered.

Requirements

All prospective vendors must complete and sign an Ocean Pines Farmers Market Vendor Application. Vendors must read the entire vendor handbook before the start of their season to ensure a full understanding of the Ocean Pines Farmers Market policies and updated materials.

MARKET POLICIES

As a valued Ocean Pines Farmers Market vendor, you and your at-market staff are responsible for reading, understanding and following all applicable market rules, policies and regulations pertaining to your business category. This includes regulations and policies set by applicable local and state agencies. Following the rules helps keep the Ocean Pines Farmers Market a vibrant and viable community asset with the highest degree of integrity.

Complying with the rules makes you a “vendor in good standing.” Actions and behavior that result in non-compliance with market rules will result in a range of consequences, including warnings, probation and suspension. We appreciate your cooperation!

Market Opening and Closing

The vendor vehicle gate to White Horse Park is opened at 6:30am and closes at 7:45am. All vendors must be in place, set up and ready to sell by 7:45am; they must remain set up until the close of market. The vendor gate re-opens at 1:00pm for the departure of vendors. No vehicles are permitted to travel within the market during the hours the farmers market is open. In the event the vendor sells out of product, they must remain set up and in place until the close of market.

If the vendor knows in advance that they will need to leave early, the vendor may ask to be assigned a “visiting vendor location” that is near to the vendor vehicle gate. In the event of a late arrival or an emergency departure, the vendor must contact a member of the market’s management team.

Certifications and Licenses

Vendors must provide the Ocean Pines Farmers Market with copies of any certifications and licenses applicable to the sale of their products. Examples are eggs, meat, poultry and seafood seller licenses and/or certifications

Compliance and Enforcement

The market manager and his designee may, with or without notice, evaluate vendor booths for the market’s compliance requirements and assess penalties.

Honorable Marketing

Vendors are not permitted to use the following techniques while at the market: hawking, calling attention to products in a loud, repetitive public manner or selling products in an aggressive way.

Attendance

Full-Time Vendor:

A full-time vendor must attend 80% of market days to hold the vendor's assigned location at the market. This minimum attendance requirement may be waived at the discretion of the market management. Attendance tracking begins with the first scheduled market day.

Drop-In Vendor:

A drop-in vendor must schedule their participation at market 5 days in advance of the market day. Drop-in vendors who do not have a confirmed market booth assignment should speak with market staff before entering the market.

Canceling:

A vendor canceling a scheduled market day is asked to provide 72 hours' notice. Notice must be given by calling or emailing the market manager.

Weather Cancellation

The Ocean Pines Farmers Market is an open-air market and our policy is not to close the market due to weather unless it is determined that it will be unsafe for vendors, volunteers and customers. The market relies on several weather predictors to make the best decision for the safety of the market. The market manager will communicate any market closures to all affected vendors with the most notice possible. Market closings will be posted on the market's website, social media accounts and email.

THE VENDOR

Contact Information

The market will not release any personal vendor information to the public. If requested, the market will forward the inquiring party's contact information to the farmers market vendor.

Customer Service and Courtesy

While at the market, vendors are expected to conduct themselves professionally at all times, behaving courteously toward other market vendors, customers, management and volunteers. Vendors may not publicly disparage other vendors, volunteers, management, customers, market products or the farmers market.

Protocol for Grievances

Complaints or problems should be directed to the market manager in a timely manner that is not disruptive to the market. Vendors who have concerns regarding other vendors' compliance, safety or policies should complete a vendor concern form. Forms will be available from the market manager. The market manager will review each concern form and the concerned vendor will receive a specific response within two weeks.

THE MARKET BOOTH

Booth Components

Vendors supply their own market booth, including tables, tent/canopy/umbrella and coverings. The booth and tables must not be a hazard to the public or other vendors.

A market booth must include a table when merchandise is to be displayed. Merchandise may not be displayed solely on the ground. Large items, such as pumpkins, large art or furniture, can be placed on the ground. No part of a booth set-up may extend into the common customer traffic areas.

Weights

All tents/canopies/umbrellas and other booth coverings are required to have weights (minimum ten pounds) securely attached to each leg. This rule is strictly enforced for every market day, no matter the predicted, perceived or actual weather.

Trip Hazards

Vendors are responsible for ensuring that booth set-up, equipment, electrical cords, back-stock and all products do not pose safety hazards to anyone on premises.

Assigned Location

Vendors are assigned a location by the market management. Authorization from the market management is required to change a vendor's location. Change in a vendor's assigned market booth space may occur at the Ocean Pines Farmers Market's discretion.

Booth and Product Identification

Signs must be professional in appearance. Signs should be posted by the opening of the market day and remain posted until the market closes.

All descriptions of products must be accurate and truthful. All items for sale must be clearly marked with the retail price. Prices may be posted on the product with an individual sign or posted as a list of prices on a large sign board, flyer/handout or catalog.

Trash Disposal

All trash generated by vendors must be removed at the end of the day. A trash dumpster is located behind the Ocean Pines Community Center for easy disposal. Trash receptacles in the market are for customer use only.

Before leaving the market, all vendors must check their booth spaces ensuring that all litter, produce and other product debris is removed.

Electricity

Electrical service is available at select locations at the farmers market. Request for electrical service should be made to the Market Manager at the time of application. Access to electricity is not guaranteed and provided at Ocean Pines Farmers Market's discretion. Vendors approved to use electrical power are responsible for providing their own outdoor extension cords and mats to cover all portions of the cord.

Vendors may use a generator. The generator should be placed away from the public areas to prevent a noise concern. Mats need to cover all portions of extension cords coming from the generator.

Transfer of Market Booth Space

Vendors may not sublet or loan a market booth space to others. If a vendor sells his or her business, the space does not transfer to the new business owner. The new owner must submit an application for approval. The Ocean Pine Farmers Market does not guarantee acceptance.

Music at Market Booth

Vendors are permitted to play low-volume “soft” music at their market booth. The music should not interfere with the farmers market or other vendors or offend customers.

MARKET PROMOTION AND COMMUNICATIONS

The market has several sources to help promote the market and our vendors, including a website, social media accounts (Facebook and Twitter) and publications. These powerful marketing tools promote our market and vendors by alerting customers about in-season crops, new artisan items, special deals, and by showcasing the farmers, food producers, artisans and small businesses who bring their products to our market.

Website

The farmers market’s web page at www.oceanpines.org garners thousands of visits each month and showcases what’s fresh at market, vendor product profiles and events information. The page also includes a roster of current vendors participating at the market.

Social Media

The Ocean Pines Farmers Market is a leader in using social media to build an online community. The market’s Facebook and Twitter feeds reach an audience of market followers from all over Delmarva and beyond. The market’s Facebook page received 1st place honors in 2015 from the Maryland Parks & Recreation Association. If your business is listed on Facebook or Twitter, please let us know so we can “Like” and follow you.

The Market Vendor Report

The Market Vendor Report circulates semi-regularly to bring updates by email to communicate market news, policy changes and other information relevant to our market community. Vendors are expected to read these communications thoroughly as they contain important and time-sensitive information.

Newsletter and Activity Guide

Quarterly, the Ocean Pines Association publishes a community newsletter and an activity guide. The newsletter features articles about the market, including spotlights on events and vendors. The activity guide also shares select events and happenings taking place at the market.

Print and Broadcast Media

The farmers market purchases print advertising with local publishers including newspapers, magazines and direct mail services. Commercials are also placed with radio, TV and closed-circuit cable broadcast media.

All of these channels of communication have proven effective in reaching potential customers and can work in concert with your own marketing efforts or provide helpful support while you are building your own web presence. As an Ocean Pines Farmers Market vendor, we invite you to take advantage of these tools, though it is up to you to inform us of the news and information you would like us to share with our readers.

Social Media Accounts

Facebook: www.facebook.com/oceanpinesfarmersmarket

Twitter: @OPfarmersMkt

Website: www.oceanpines.org

THE FARMERS MARKET

The Front Porch Stage

Music at the market provides enjoyable entertainment, creates a festive atmosphere and builds community. The Ocean Pines Farmers Market schedules musical acts and disc jockeys for the market. Whenever you find yourself tapping your foot or dancing in your booth, think about giving the musicians a tip in trade. Musicians report that their favorite part of playing at the Ocean Pines Farmers Market is the generous gifts of produce and market goodies they receive.

Market Picnic Grove

This open green space is located at the heart of the farmers market. Picnic tables are located in the Market Picnic Grove so market goers can take a break from shopping, sit and relax or catch up with friends and neighbors.

The Market Shed

Fans of the Ocean Pines Farmers Market can show their support by purchasing farmers market logo merchandise. Shoppers will find items like ball caps, bumper stickers, aprons, tee shirts and tote bags. These items are available for purchase each Saturday at The Market Shed and in the lobby of the Ocean Pines Administration building during the week.

Marketplace Concessions

Located in the Market Picnic Grove, our concessions area is a place where patrons can purchase beverages and foods from food trucks and nonprofit organizations.

Veggie Valet

The Ocean Pines Farmers Market offers a Veggie Valet service that includes wagons and handbaskets for our shoppers. The free service can be found at the Market Information Booth. Market volunteers are available to help customers load their purchases into their cars. If you see customers struggling with purchases, be sure to let them know about this great service.

Volunteers

Our volunteer group, *The Friends of the Ocean Pines Farmers Market*, is a group of very special folks; we appreciate their service and we couldn't operate the market without them. You can't miss them – they will be wearing a blue apron and a giant smile! Volunteers donate their personal time to support our vendors and help the market by staffing the Market Information Booth, supervising kids' activities, organizing market events and assisting with other market tasks. Annually, the Ocean Pines Farmers Market volunteers contribute over 1,000 hours to the market. You can follow our volunteers at www.facebook.com/FriendsoftheOceanPinesFarmersMarket

Pets in the Market

The Ocean Pines Farmers Market is a pet-friendly market. Dogs are to be kept on a short leash and kept under control at the owner's side at all times. Dogs are to be friendly with other dogs and people. A pet owner needs to be considerate of those who do not wish to be in contact with dogs or other animals. Owners must clean up after pets.

Gleaning Program

The Ocean Pines Farmers Market encourages donations of perishable food at the end of the market day to local non-profits. These organizations efficiently distribute unsold produce and other products to the local community. Gleaners generally arrive at the market during the last hour and check in with the volunteers at the Market Information Booth for pickup of donated items.

Buskers

Buskers are permitted at select Ocean Pines Farmers Market locations as space allows. They are asked to check in at the Market Information Booth and adhere to assigned locations within the market footprint.

Electronic amplification is not allowed nor is any disruptive performance that impedes communication between vendors and customers. Vendors are encouraged to communicate with Ocean Pines Farmers Market staff if these guidelines are not being followed by an individual busker.

PROGRAMS AND SPECIAL EVENTS

Market programs and special events are the vehicles for enhancing the Ocean Pines Farmers Market's educational experience. The Ocean Pines Farmers Market believes if the market is to continue to grow and flourish it is critical to educate consumers on the value of supporting regional agriculture, artisans and small businesses. Funding for these activities is raised through sponsors, fundraisers and in-kind donations. In addition, volunteers give countless hours of their time to ensure the success of these events.

Themed Market Days

The Ocean Pines Farmers Market celebrates seasonal foods with demonstrations, children's activities, recipes and other educational activities at the market. They serve as both promotional and educational opportunities, drawing people to the market to learn firsthand the benefits of supporting regional agriculture and eating local.

Chef @ Market

Chef @ Market is a series of open-air hosted cooking demonstrations at the Ocean Pines Farmers Market. Market-goers watch chefs, market vendors and other cooking pros turn the market's seasonal bounty into simple, delectable dishes.

Meet Me at the Market

Meet Me at the Market events are offered by lifestyle experts, authors and other professionals. These conversations or workshops create the perfect opportunity to meet and learn from our community.

Fundraising Events

Each year, the market holds fundraising events for the market itself and select nonprofit organizations. These market events often include special visiting vendors, invited guests, demonstrations and special entertainment. The market day event may include contests for shoppers, raffles and other promotions to help raise funds and create awareness for the selected organization.

Holiday Farmers Markets

The market celebrates many of the major holidays throughout the year. A spring Easter Market is followed by busy summer holiday markets that include Memorial Day, July 4th and Labor Day. As the calendar turns to fall, the market moves ahead to celebrate with a fall Halloween market and Delmarva's largest Thanksgiving farmers market which welcomes the opening of all the traditional winter holiday markets including Christmas, Hanukkah, Kwanzaa and the New Year. Holiday markets often include special events and activities to promote shopping with our vendors.



MARKET CURRENCY

Vendors of the Ocean Pines Farmers Market are required to honor all forms of the market's currency.

Market Bucks

To purchase Market Bucks, shoppers use cash or personal check at the Market

Information Booth. The Bucks come in a \$5 denomination. These Bucks are eligible to purchase all market items and should be treated exactly like a \$5 bill. Cash change is given for a purchase amount less than \$5.



Market Bucks are non-refundable once purchased and expire one year from the purchase date. The expiration date is found on the front of the Buck. If an expired Buck is presented, please contact market management before declining the Market Buck.

Vendors redeem accepted Market Bucks at the Market Information Booth. Redemption is available to vendors until 30 minutes after the market closes.

ATM

An on-site ATM is available in the lobby of the Ocean Pines Association Administration Building, adjacent to White Horse Park.

Change Service

A limited amount of change is available at the Market Information Booth. Vendors can cash in larger dollar bills for smaller bills. Vendors should come prepared with the correct change needed to operate their business, and should only use this service in an emergency.

WIC and SNAP

All Ocean Pines Farmers Market vendors selling eligible products are encouraged to participate in the Maryland SNAP and WIC programs. To apply to be eligible to accept checks contact Shelby Weston, Agricultural Marketing Specialist, Maryland Department of Agriculture at (410)841-5776.

MONITORING AND ENFORCEMENT OF COMPLIANCE RULES

Vendors share responsibility for keeping the Ocean Pines Farmers Market viable and ensuring public safety. By following the rules described in the previous sections, vendors will remain a “vendor in good standing” and help create a safe, fun and profitable market environment. Violation of the rules will put the vendor “out of compliance” and result in a range of consequences.

Monitoring

The Ocean Pines Farmers Market frequently monitors market activity to ensure that vendors are complying with the rules. The market also keeps records of violations, including local and state regulations, customer complaints, late payment of fees, etc., that may put a vendor out of compliance. The market utilizes a checklist as a tool to regulate at-market compliance.

Enforcement

All rules of the market are enforced by the market manager or his designee, who has ultimate on-site authority. The market will regularly evaluate vendors using a vendor compliance checklist. The Ocean Pines Farmers Market will contact the business owner to address the non-complying behavior and corresponding consequence.

Customer complaints will be forwarded to vendors and kept on file. Complaints may result in disciplinary action, including removal from the market.

Consequences

If a vendor does not abide by the rules of the Ocean Pines Farmers Market or comply with state, and local regulations applicable to market participation, the market manager or designee may take any action deemed appropriate, including barring the vendor from selling at the market for that day and any future market days.

Disciplinary action may take the form of a verbal warning or a written notice of non-compliance that may include probation or suspension. Probation puts a vendor on notice that any further violations will lead to suspension.

The Ocean Pines Farmers Market reserves the right to make exception to these rules and enforcement policies at its discretion.

Remedy of a Non-Compliance Issue

The vendor must correct the violation leading to the verbal warning or written notice of non-compliance immediately or by the following week, whichever the Ocean Pines Farmers Market determines to be appropriate. If the situation has not been remedied by the following week, the vendor may be suspended from the market for a week or season and forfeit their market booth fee.

Merchandising 101: Selling Smart and Increasing Profits

Remember that most market customers are interested in a personal connection with vendor businesses and market staff. Grow your market experience by cultivating a loyal clientele. Cultivate a unique identity for yourself!

The options are endless. Some suggestions:

- Create a banner to clearly display your business name location and logo.
- Wear branded t-shirts or aprons that display your business logo.
- Wear nametags to build a personal bond with shoppers.
- Learn the names of frequent shoppers.
- Take advantage of the opportunity to educate shoppers with a flyer to distribute to customers.
- Most importantly, create an attractive, inviting and accessible booth. This includes a booth free of trip hazards and one with signage that clearly displays prices and product varieties, straight tablecloths, a smiling vendor and beautiful products.

Achieve success by delivering excellent customer service. Turn on the charm! If you are not a “people person,” send someone to market who is. Make sure on-site staff are knowledgeable about your products and your business. Keep in mind that continuity of salespeople builds relationships with repeat customers. Bring top-quality products to get top prices. Again, most market shoppers seek out the farmers market to find fresh, high-quality products. Invest your time wisely:

- Be prepared and allow enough time for travel, parking your vehicle, booth setup, a bathroom break and any other pre-market necessities.
- Be ready to sell at 7:45am. The majority of your sales may occur within the market’s first couple of hours.
- Bring everything you need. Most market stalls are a 15’ x 15’ bare piece of land.

- Let your customers taste the difference! Sampling can increase sales up to 30%. Ask customers, “Have you ever tried this variety?” Be sure to follow prepackaged, closed container sampling guidelines.
- Offer recipes, serving and storage suggestions. Find recipes that are simple and contain a few ingredients that can be found at your stand or other parts of the market.
- Take advantage of social media. More and more shoppers look for information via social media. Depending on your product, availability and interest, consider starting a Facebook, Twitter or Instagram account to share new products, events and other information related to your business.
- Start an email list. Let your loyal customers sign up for a mailing list so you can inform them about special opportunities, other markets and locations they can find you or your product.



A Checklist for a Successful Market Day

Careful planning for market is essential to your success. Be on time and ready to sell by 7:45am for an 8:00am opening of the farmers market.

Make a checklist! Here are some examples of items to include:

- Market manager's cell phone number. (David Bean 410-251-6383)
- Canopy/tent/umbrella and 10 pounds of weight minimum for each leg of the canopy
- Booth structure: tables, table covering, racks, shelves and other display infrastructure
- Display containers for your product
- Bags (paper or reusable are best, plastic for meats)
- Cash box and bank. Be prepared to make change for \$20 bills
- Licensed scale (as appropriate for your products)
- Check out items: pencils, pens, calculator, sales record/receipt book, notepad, bags
- Trashcan
- Signage – banner hung at eye level
- Individual product names, prices and how the item is sold (by weight, piece, and quantity)
- Educational flair: handouts with recipes, how-to's, new items
- Information about your business and business cards
- Miscellaneous display items such as baskets, risers, display racks
- Personal comfort items: weather gear, water bottle, a rubber mat on which to stand, heater
- Your customer service personality—a big smile is your best asset

ON-SITE VENDOR COMPLIANCE CHECKLIST

Vendors are responsible at all times to adhere to the Ocean Pines Farmers Market's rules and policies. Ongoing inspections will occur to ensure that all vendors are conducting business in a manner that creates a safe and fair environment for shoppers, staff and vendors. The following is a checklist the Ocean Pines Farmers Market may utilize to monitor vendor compliance.

Booth Safety

- A minimum of 10 pound canopy/tent/umbrella weights securely attached to each leg. Weights must not pose a tripping hazard.
- If using electricity, outdoor extension cords are completely covered and set up with regard for public safety.
- Booth is set up with regard for public safety.
- All components of the booth are contained within the boundaries of the booth.
- If booth is generating waste, a trash receptacle must be available for customers to use. Vendors are expected to take this waste with them.

Health Codes and Regulations

- Food is stored/displayed off the ground (6") or in impervious plastic tubs.
- Non-produce food products are individually wrapped.
- Safe closed-container sampling is practiced.

Signage

- If vendor claims products are organic, certification must be posted.
- All packaged food is labeled with name of the product, net weight, ingredients in descending order by weight and name and address of producer.

Health Department Regulations

Applicable to a Maryland/Worcester County Farmers Market

According to Maryland's Health Code COMAR 10.15.03.27, the following foods are permitted to be sold at a farmers market without a Health Department license.

1. Prepackaged, non-potentially hazardous foods. These items include:
 - Whole, unprocessed fruits and vegetables
 - Hot-filled canned acid jellies, jams preserves and butters. Must be labeled in compliance with COMAR 10.15.03.27.
 - Prepackaged, non-potentially hazardous baked goods and candy. Must be labeled in compliance with COMAR 10.15.03.27.
 - Unflavored raw honey
 - Prepackaged non-potentially hazardous food produced by a licensed entity.

2. The following potentially hazardous food may be sold with a current DHMH or MDA license:
 - Eggs – Vendors must be currently registered with the Maryland Department of Agriculture. Registration must be displayed during operation.
 - Meats and Poultry – Vendor must have a current On-Farm Home Processing License issued by the Department of Health and Mental Hygiene. License must be displayed during operation.

3. The following items are permitted to be sold, provided the vendor has obtained a Mobile Vendor License for the Health Department.
 - Whole fish and heads-on shrimp.
 - Crabmeat
 - Shell stock (clams, oysters, mussels, etc.)
 - Other potentially hazardous foods as approved by the Worcester County Health Department.

4. The following foods and activities are prohibited at a farmers market:
 - Cut, processed fruits and vegetables
 - Baked goods with custard, cream cheese, meringue toppings, bases or fillings
 - Flavored honey
 - Pickles and relishes
 - Canned items not produced in a licensed processing facility
 - Dispensing open samples of food products and candies
 - Cooking foods
 - Providing food to the public that is cooked during a cooking demonstration
 - Shucking, cutting, slicing, etc. of any food

Maryland Cottage Industry Labeling Requirements

All prepackaged foods offered for sale at a farmers market must contain the following information on every prepackaged food item:

The name and address of the cottage food business; *

- The name of the cottage food product; **
- The ingredients of the cottage food product in descending order of the amount of each ingredient by weight;
- The net weight or net volume of the cottage food product;
- Allergen information as specified by federal labeling requirements;
- Nutritional information as specified by federal labeling requirements, if any nutritional information claim is made and printed in 10 point or larger type in a color that provides a clear contrast to the background of the label: "Made by a cottage food business that is not subject to Maryland's food safety regulations."

<p style="text-align: center;">Strawberry Jam 8oz.</p> <p style="text-align: center;">Ingredients: strawberries, sugar, pectin</p> <p style="text-align: center;">Example Farms 1234 Farms Road Anywhere, MD 55555</p> <p style="text-align: center;">Made by a cottage food business that is not subject to Maryland's food safety regulations</p>
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* Cottage food business means a business that produces or packages cottage food products in a residential kitchen.

** Cottage food product means a non-potentially hazardous food as specified in COMAR 10.15.03.27 that is offered for sale only at a farmers market or public event.



Ocean Pines Association, Inc

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410-641-7717 – Main Number
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Monday – Friday 8:00am – 5:00pm

www.oceanpines.org