

# The Farmer's Hand

## 2016 **Grower**\_Partner Profile

### **We welcome your Profile!**

1. Read our Market Handbook- PDF available at the link below.
2. Submit a completed Partner Profile - PDF available at <http://www.thefarmershand.com/marketpartners/>
3. Provide copies of any required licenses or certificates for your product (e.g. MDA, USDA)
4. We may ask for more information and/or a follow-up visit to your farm/facility/studio

### **Where to send your Profile:**

Please submit Profiles using email or post and we will get back to you in a timely manner.

*Email:*

Subject line: Partner Profile  
info@thefarmershand.com

*Mail:*

The Farmer's Hand – Partner Profile  
1701 Trumbull Ave.  
Detroit, MI 48216

If you have any questions, please contact us at (313) 377 8262 -- [info@thefarmershand.com](mailto:info@thefarmershand.com)

Dear Market Partner,

Thank you for taking the time to submit a Profile to supply our market!

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At The Farmer's Hand, we act on your behalf. We stock, inventory, rotate, display, and provide education on your products in order for our customers to make their most-informed purchasing decisions. Our market is akin to other already established and similarly modeled markets, [Argus Farm Stop](#) (Ann Arbor, MI) and [Local Roots](#) (Wooster, OH). Both have been enormously successful in achieving their mission to provide greater access to local food for their communities, as well as providing sustainable retail support to their small-to-medium sized farms and artisan partners.

Before filling out the Profile, we ask that all of our partners and team members review and agree to the guidelines set out in our Market Handbook. The Handbook will help you determine if we are a good match for each other, and it can be accessed online at <http://www.thefarmershand.com/marketpartners/>

Profiles should be submitted as soon as possible. We plan to accept a limited number of partners in each store mix category (vegetables, fruits, meat, dairy, grains, artisanal foods, ready-to-eat and non-perishables). Selections will be made on a rolling basis, and will depend on the product mix needed for store, quality of product and variety, as well as preference for geographic proximity, sustainability and commitment to early and late season production.

### **Our Partners;**

- Provide consistent and high quality products
- Are mindful not to over stock their allotments
- Price fairly, for themselves & for **all** of our community
- Communicate changes, concerns and educational prompts for their products
- Maintain our standards for quality, safety and sustainability
- When possible, join us in the market for sampling and other special events
- Align with our mission and are genuinely committed to the growth of **all** our community

### **The Farmer's Hand Team;**

- Communicate sales activity routinely and work to resolve poor sales issues
- Provide a clean, accessible and convenient venue to sell your product year-round
- Maintain and support a passionate and educated team of staff
- Retain the integrity and identity of your product
- Provide compensation and reports to partners according to the market's scheduled basis
- Empower customers through greater access and educational opportunities
- Bring authenticity to everything we do

## **PARTNER categories**

### **Growers**

Our Market partners with small to mid-sized family growers and producers whose principal operator/s primary income is derived from their growing and producing occupation. All of our partners use environmentally conscious practices and

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our value added producers use locally sourced goods in the development of prepared goods. Retail space will be given on a preferential basis to Metro Detroit partners able to meet market demand.

**Artisan Makers & Value Added Product (VAP) Producers**

Like our growers and producers, our artisan partners are independent artists who create their own works and whose operator/s primary income is derived from their artisan occupation. Where possible and reasonable these partners use environmentally conscious practices and locally sourced goods in the development of their wares. Artisan partnerships will be given on a preferential basis to Metro Detroit partners able to meet event demand.

**Prepared Food, Food Truck and culinary Pop-up Partnerships**

Like our Growers and Producers, our special event culinary partners will be independently owned operator/s. All of our partners use environmentally conscious practices and locally sourced product as much as reasonable in the development of prepared foods. Event partnerships will be given on a preferential basis to Metro Detroit partners able to meet event demand.

**PRODUCER PROFILE 2016**

Business name \_\_\_\_\_  
Partner Category/s \_\_\_\_\_  
Primary Contact name/s \_\_\_\_\_  
Business Address \_\_\_\_\_  
Mailing Address \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_  
Website \_\_\_\_\_

What is your preferred method of contact (text, cell, e-mail) \_\_\_\_\_

**Partner information**

What is your story? Please tell us about yourself and your business. When did you start, what makes you unique, what is your vision for the next 5 years, what initiatives have you planned? What is your growth plan (other products you see yourself growing/making in the future)?

\_\_\_\_\_  
\_\_\_\_\_

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**Where else do you sell your products?**

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**Please indicate your anticipated retail display unit requirements (by quantity). Each retail display unit will incur a \$5/month fee dependent on the amount of space required and where that space is.**

- \_\_\_\_\_ refrigerated produce (approximately 1' x 1')
- \_\_\_\_\_ refrigerated dairy (approximately 2' x 2')
- \_\_\_\_\_ freezer (approximately 1' x 1')
- \_\_\_\_\_ non-refrigerated produce (approximately 2' x 2')
- \_\_\_\_\_ non-refrigerated non-produce (approximately 1' x 1' of shelving)

***The Farmer's Hand - Fresh Produce Meat, Dairy & Egg Partners***

**Production outputs**

Do you grow and sell 100% of your own produce? \_\_\_\_\_

How old is your farm? \_\_\_\_\_

How big is your farm? \_\_\_\_\_

What acreage is under production? \_\_\_\_\_

Is your farm a generational owned family farm? \_\_\_\_\_

**Our customers want to know the growing practices of products in our market. We need to be able to answer as if you were here in The Farmers Hand with us! Please check all applicable to your growing practices below.**

\_\_\_ Do you use any chemicals on your produce? If so, please explain,  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- \_\_\_ **Certified Organic**      If Certified Organic please attach a copy of your certification
- \_\_\_ **All Natural**                Not certified organic, but using only OMRI approved inputs.
- \_\_\_ **Non-GMO**                  Not using GMO products in our goods, feed or seed stock
- \_\_\_ **IPM**                          Use Integrated Pest Management Practices, may use chemical fertilizer/pesticides/herbicides
- \_\_\_ **Hoop houses or other unique growing methods**

Please explain any other growing practices that you would like our team and our customers to understand.

\_\_\_\_\_  
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\_\_\_\_\_  
\_\_\_\_\_

**FRESH PRODUCE**

We realize Mother Nature may have a lot to say on this topic, but for planning purposes, it would be helpful if you indicate with a check the items you anticipate selling at The Farmer’s Hand during the upcoming year!

<b>COOLER Product Type</b>	<b>Product Variety This is not a complete list, add yours if not listed</b>	<b>Product Price</b>	2016					2017						
			Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
lettuce														
spinach														
other greens														

carrots																											
beets																											
turnips																											
asparagus																											
broccoli																											
cauliflower																											
cabbage																											
Raspberries, fruit																											
Herbs																											
other																											
<b>Non - COOLER Product Type</b>	<b>Product Variety This is not a complete list, add yours if not listed</b>	<b>Product Price</b>	2016										2017														
			Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
squash, winter																											
squash, summer																											
potatoes																											
tomatoes																											
peppers																											
sweet corn																											
apples																											
pears																											
blueberries																											
peaches																											
blackberries																											
strawberries																											
other																											

**MEAT & DAIRY please give us a complete description of your rearing practices.**

Feed policies

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Feed products

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Pasturing habits of your animals

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Antibiotic/hormone usage

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How many animals do you have? What breeds do you currently raise?

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**Please list all products you would like to sell at the The Farmer’s Hand. Where applicable please confirm specific months that you will provide each product. Please indicate special *HOLIDAY* offerings.**

Product Type i.e. Bacon / Cheese	Product Variation Natural cure, Smoked etc / Cheddar, Feta etc	Product Price	2016						2017						
			Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
TURKEY															
HAM															





## ***Local, State, and Federal Licensing requirements***

1. All partners must comply with local, state, and federal requirements regarding the production and sale of their products. **You must attach copies of all permits/licenses that apply to the production and sale of your product/s.** Please check here to confirm that you understand your permit/license requirements and are attaching a copy with your profile

\_\_\_\_\_ **Yes** I understand my permit/license requirements and am attaching a copy with my profile

2. The Farmer's Hand is not responsible for any loss or damage incurred by market partners. Partners should carry general liability insurance and it is the responsibility of each partner to insure themselves to the level they feel is appropriate. Please indicate your coverage below:

\_\_\_\_\_ General liability coverage of \$\_\_\_\_\_ (**please provide proof/copy of insurance**)

## ***Payment Information***

Bi-weekly Payments will be processed and paid via direct deposit on the 1<sup>st</sup> and 16<sup>th</sup> of each month. Partner payout reports can be collected in market after these dates each month.

Bank: \_\_\_\_\_

Account Holder Full name: \_\_\_\_\_

Account Type: \_\_\_\_\_

Account Number: \_\_\_\_\_

BSB Number: \_\_\_\_\_

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I have read and understand the The Farmer's Hand **Partner Handbook**, and agree to comply with all of The Farmer's Hand guidelines and requirements set forth in the Partner Handbook. I confirm that all information provided in this Profile is complete and accurate. I recognize that the goal of the The Farmer's Hand is to help me sell my products and understand that this effort to grow the local food system will require flexibility and cooperation from everyone involved.

Signed \_\_\_\_\_ Date \_\_\_\_\_