



Miss Sallie's Market Information for Vendors

Thank you for considering Miss Sallie's Market to retail your products. New item packets must be delivered to:

Natasha Deane
P.O. Box 707
Gainesboro, TN 38564
931-201-9554

Please mark the packet - **ATTENTION: NEW ITEM**

CHECKLIST FOR NEW ITEM PACKET

The following information must be included in your New Item Packet:

- Vendor contact information, including email address. If you use a billing address that is different from your facility or farm address, please include both
- List of products available, including seasonal information if applicable
- Ingredient lists for each item
- Country, State and County of origin
- Actual product samples of perishable products
- Copy of additional relevant permits, licenses, and/or inspection forms from the Tennessee Department of Agriculture, Tennessee Department of Health, and/or the USDA required for you to sell to retail establishments. See back for list of products requiring licenses.
- Cost and terms offered (minimum of 7 day terms required).
- Sample of invoice to be provided with product.
- List of current Tennessee retailers carrying the product. If you retail your own product at farmer's markets, on the internet, or in other ways, include those along with your retail prices.
- Other pertinent information, such as any marketing materials in use.

To be considered, products must meet Miss Sallie's Market Product standards. Farms not Certified Organic or Certified Naturally Grown must be visited by Miss Sallie's Market. Products submitted with incomplete information will not be considered. If you have any questions, please contact Natasha Deane at 931-201-9554.

REQUIREMENTS, REGULATORY and TAX INFORMATION

Farm products include, but are not limited to: produce, plants, eggs, honey, meat, cheese, milk, decorative gourds, herbs, animal fibers and cut flowers. Vendors must agree to give access to the Department of Health in cases of food borne illness investigations.

Regulatory requirements:

- **Eggs:** eggs sold wholesale from vendors with under 3000 birds must be permitted by the TDA, graded, packed in a clean container and appropriately labeled with the name and contact information of the producer and a “safe handling instructions” statement.
- **Meat:** Must be processed in a USDA certified facility. All meat products offered for sale must have the USDA seal.
- **Honey:** Honey processors who produce less than 150 gallons of honey per year are not required to obtain a Regulatory Services Permit. The product must still be labeled with contact information, net weight in ounces and grams and ingredients.
- **Cheese and Milk Products:** All dairy products sold in Tennessee must be registered
- **Plants:** Vendors selling rooted plant materials have to be certified by Tennessee Department of Agriculture before selling their nursery materials. Exceptions include tomato, squash & eggplant starts. All bedding plants, strawberries and herbs require a license. There are several types of nursery, greenhouse or plant dealer applications. A description of the various applications can be obtained from Tennessee Department of Agriculture Division of Regulatory Services.
- **Prepared Foods:** all prepared foods must be sold in compliance with Tennessee Department of Agriculture and Jackson County Health Department regulations. All packaged foods must be labeled with vendor contact information, ingredients and net weight.

Upon acceptance as a vendor, a W-7 tax form is required (Form 1099s will be distributed by Miss Sallie’s Market to vendors in January of each year if >\$600 in product has been purchased in the preceding calendar year.

Additional Information for Vendors:

Tennessee’s Food Freedom Act - 2022 “Homemade Foods Allowed under the ‘Cottage Food Laws’”

<https://extension.tennessee.edu/publications/Documents/PB1909.pdf>

A Guide for Farm to Consumer Egg Sales in Tennessee

<https://foodscience.tennessee.edu/wp-content/uploads/sites/52/2020/03/A-Guide-for-Farm-to-Consumer-Egg-Sales-in-Tennessee.pdf>