



Common Ground Country Fair September 20, 21 & 22, 2024

Guidelines for Agricultural Products Vendors

Table of Contents

MOFGA Mission	Page 2
Common Ground Country Fair Mission	Page 2
Agricultural Products Area Guidelines	Page 3
General Fair Guidelines for All Participants	Page 5
Guidelines for all Exhibitors, Vendors and Demonstrators	
Application Process	Page 5
Participation in the Fair	Page 6
Passes	Page 7
Booth Operation	Page 7
Move-in/Move-out	Page 7
Utilities	Page 8
Compost & Recycling	Page 8
Cancellation Policy	Page 8
MOFGA Food Policy	Page 9

The Common Ground Country Fair has the right to close any exhibit or booth, or require the removal of any item from an exhibit or booth, that fails to comply with the guidelines set forth. Please familiarize yourself with these. Thank you.

THE MAINE ORGANIC FARMERS AND GARDENERS ASSOCIATION

Mission: The Maine Organic Farmers and Gardeners Association is a broad-based community that educates about and advocates for organic agriculture, illuminating its interdependence with a healthy environment, local food production, and thriving communities.

Vision: MOFGA envisions a future of healthy ecosystems, communities, people and economies sustained by the practices of organic agriculture.

Values: MOFGA believes in our responsibility as an innovator, leader, collaborator and visionary to support:

- Organic farming and gardening
- Organic food for all
- The integrity of organic standards
- Practical forms of education
- An economically viable market for producers, processors, consumers and communities
- Human health, environmental health, local food production and thriving communities
- Economic, environmental and social justice for all Maine
- The sustainable use of resources
- Volunteerism
- MOFGA members, staff and land in carrying out our mission
- Ethical decisions grounded in science based information
- Education as the foundation for effective advocacy
- Transparent, inclusive decision making
- Partnering with all farmers on issues of common ground
- A geographically, socially and demographically diverse MOFGA community, growing in membership
- Work that builds a healthy planet
- Our leadership at the local, state and national level in organic agriculture, environmental protection, volunteerism and the consumer's right to know
- The value of Maine's pioneers, past, present and future who create a healthy world and just food system for all Maine

GOAL AND OBJECTIVES OF THE COMMON GROUND COUNTRY FAIR

Goal: The Common Ground Country Fair (CGCF) serves to encourage the revival of agriculturally-based rural communities.

Objectives: The volunteers and staff of the CGCF work toward this goal by:

1. Prominently promoting MOFGA, its goals and objectives, and its role as sponsor of the Fair.
2. Designing and coordinating an educational, smoothly operating, attractive, and enjoyable fair that serves as a major fundraiser for MOFGA.
3. Promoting local, environmentally sound, and sustainable food production.
4. Promoting organically grown Maine produce and good nutrition.
5. Promoting a forum for alternative lifestyles.
6. Coordinating agricultural activities and demonstrations with like-minded groups.
7. Serving as a common ground for a wide variety of organizations and ethnic groups to explore shared values and possible areas for cooperation.
8. Contributing to maintaining and improving the quality of rural life, particularly by creating an awareness of the human and physical resources in Maine.
9. Actively encouraging fairgoer participation in CGCF activities.
10. Having fun during all CGCF activities, while encouraging learning about, enthusiasm for, and enjoyment of our environment.

Agricultural Products Area Guidelines

Common Ground Country Fair
September 20, 21 & 22, 2024

Coordinators: Tom Taylor-Lash, Jerry Cass

Purpose: The purpose of the Agricultural Products Area is to present and promote farms and homesteads selling agricultural products and suppliers of products used in agricultural production. The CGCF also welcomes non-farm businesses with agricultural interests. Area Coordinators give preference to farms and homesteads that produce their own products.

General Guidelines for Agricultural Products Vendors

1. Applicants must read and abide by the general guidelines for the Common Ground Country Fair.
2. The CGCF will devote no more than 10% of the total number of booths to any single product. Any current imbalance will be adjusted through attrition.
3. At least 75% of goods displayed (as determined by size of the exhibit) shall be "farm produced." A minimum of 75% of the raw materials in "farm produced" products, as determined by fair market value, must be producer grown unless otherwise determined by the area coordinator.
4. Up to 25% of goods for sale may originate from off-farm sources. These products should comprise part of the regular stock offered for sale at the producer's farm, farmers' market sales venue or part of the regular offerings for wholesale markets. Items in this category may include educational materials, accessories and tools, or directly related complementary products.
5. If there are no current Maine-grown sources of either vegetable oils, the CGCF permits out-of-state sources for these ingredients for use in herbal preparations as long as they are certified organic.
6. In the absence of a reliable source of alcohol distilled from organic grains, conventional alcohol may be used for tinctures.

Guidelines for Food Vendors in the Agricultural Products Area

1. Food products sold in the Agricultural Products area are intended for off-site consumption.
2. Food vendors in the Agricultural Products area are subject to the same standards as food vendors in the Food Area.
3. All food products sold at the Fair must be produced in accordance with MOFGA's Food Policy. (See reverse.)
4. Maple syrup sold at the CGCF must be produced, not just packed or processed, in Maine, and must meet MOFGA Certification Standards for maple syrup.
5. All culinary and medicinal herbs sold as potted plants at the Fair must be organically grown.
6. All vendors must have general liability and completed operations insurance coverage with \$2,000,000 general aggregate and \$1,000,000 for each occurrence for the duration of the Fair, including during the vendor's move-in and move-out; name MOFGA as Additionally Insured; and provide a Certificate of Insurance to MOFGA by June 1. MOFGA reserves the right to change this coverage requirement.
8. Animal feeds/grains of any kind for sale at the Fair must be certified organic, or made with certified organic ingredients.

Guidelines for Dried Flower Vendors in the Agricultural Products Area

1. Dried flowers for sale in Agricultural Products must be grown organically.
2. Agricultural Products vendors may sell only Maine-grown dried flower products.
3. Agricultural Products vendors may not sell dyed materials in dried flower products, unless they are naturally dyed.
4. Agricultural Products vendors may not sell spray-painted materials in dried flower products.
5. Agricultural Products vendors may not use or sell imported baskets for dried flower arrangements or other purposes.

Guidelines for Animal Fiber Vendors in the Agricultural Products Area

Statement of Purpose: The fiber at the Common Ground Country Fair emphasizes Maine-grown/raised fiber. Whenever possible, fiber is to be grown/raised and processed by the farmer. Unless otherwise noted in the specific area guidelines, all animal fiber must be from the state of Maine. Chemically treated fiber, such as Superwash, is not allowed. Incorporating synthetic glitz into fiber items is not allowed.

Statement of Preference: The person who spins, and/or weaves or knits over the one who purchases yarn; the one who uses natural dyes from native & cultivated plants over synthetic; the one who uses unbleached fiber over the one who uses bleached fibers; the one who weaves or hand paints over the one who sews with purchased material; the one who prints on clothing they made over the one who prints on ready-made clothing; the one who uses natural fibers over the one who only uses synthetic fiber

Guidelines:

- Applicants are required to name their fiber & processing sources and must produce receipts upon request to verify their sourcing.
 - Participants are required to label each group of animal fiber items for sale for fiber content and origin if any of the fiber content is not Maine raised, even if processed in Maine. Individual items need not be labeled.
 - Participants are encouraged to include educational displays about their fiber's sources and processing.
1. Agricultural Products vendors may sell fiber from the following animals: sheep, goats, rabbits, llamas alpacas and dogs.
 2. Animal fiber and products made from these fibers must come from Maine.
 3. Vendors selling kits or knitting patterns must have designed the kits or knitting patterns themselves. The sale of "Bartlett yarns" or other yarns from fiber not directly produced by animals raised on the vendor's farm, is restricted to those for whom these mule-spun yarns are essential to the products they offer. The intention to sell these yarns must be clearly stated on the application, and approval is at the sole discretion of the Area Coordinator.
 4. Accessories must not be imported, and, to the extent possible, should be made from natural materials; e.g. wooden knitting needles; wood, horn or porcelain buttons; etc.
 5. In light of the increasing ecological concerns about genetic engineering and agriculture, the CGCF strongly encourages Agricultural Products vendors to raise fiber-producing animals on grain that is free of genetically modified organisms.
 6. At least 75% of the fiber in each item is grown/raised on the applicant's farm in Maine.
 7. Processed or value-added on the applicant's farm or at a Maine fiber mill is preferred.

If an Applicant's submission has non-compliant products but has merit, the Area Coordinators may reach out with their expertise and resources to work with the applicant to help bring the products into compliance.

The Common Ground Country Fair has the right to close any exhibit or booth, or require the removal of any item from an exhibit or booth, that fails to comply with the guidelines set forth.

GENERAL GUIDELINES FOR THE COMMON GROUND COUNTRY FAIR

Each year, the Common Ground Country Fair (CGCF) takes place on the third weekend (Friday, Saturday and Sunday) after Labor Day. The following guidelines apply to all people attending the Fair in any capacity.

1. Pets are not permitted on the fairgrounds or in the Fair parking areas. Animals tied to trees or cars, or left within vehicles (whether locked or not), may be removed by the local animal control officer.
2. No smoking on the fairgrounds, except for the designated smoking area across from the Fair Office.
3. Fair participants may not build fires without written permission from the CGCF office.
4. The CGCF supports Maine laws regarding public drinking of alcohol and use of controlled substances on the fairgrounds and in the Fair parking lots.
5. Audio and video devices audible to the general public are prohibited on the fairgrounds unless they are part of a CGCF-approved demonstration.
6. Do not feed livestock or other display animals unless tending to your own animals.
7. Skateboards, bicycles or other unauthorized wheeled vehicles are prohibited on the fairgrounds.
8. The CGCF office assumes no liability for damage to or loss of personal property.

Common Ground Country Fair recognizes the unique perspectives of the various cultures represented in Maine and at the Fair. In order to improve diversity, equity and inclusion at our events, MOFGA staff and the Fair Steering Committee are working with community members on new guidelines to address these issues.

Until those have been approved, we ask all participants to act with respect in their interactions, presentations, and marketing.

GUIDELINES FOR ALL DEMONSTRATORS, EXHIBITORS AND VENDORS

Henceforth, the words “vendor” and “vendors” refer to “demonstrator(s)” and “exhibitor(s)” as well.

Application Process

1. A non-refundable application fee must accompany each application (with the exception of Youth Enterprise Zone applications) for booth space in commercial areas.
2. Interested vendors must apply each year.
3. Area Coordinators determine application deadlines for respective areas. The Fine Art and Craft Market Area Coordinators do not accept applications postmarked after their established deadline. Other Area Coordinators process timely applications before late applications, allocating space first to timely applicants. Late applicants receive space if available.
4. A late fee may be applied to late applications.
5. Area Coordinators review vendor applications each year and give preference to vendors in good standing who meet respective area guidelines. The “vendor in good standing” guideline does not apply to areas where juries review applications for quality.
6. Failure to meet application and/or contract fee deadlines will result in forfeiture of booth location and/or booth space.
7. Area Coordinators, in consultation with MOFGA staff, may refuse to accept any vendor who does not meet the Guidelines of MOFGA, the CGCF, or the Area itself.
8. The CGCF office does not grant vendors exclusive rights to sell any particular item.
9. Vendors must reside in Maine and represent Maine-based businesses or organizations. The CGCF accepts goods and services not made in Maine if they are important to the quality of rural

living and are not yet available from a Maine-based business or organization.

10. Area Coordinators give preference to applicants who make their products with sustainably harvested, natural resources from Maine. When a product made in Maine depends upon materials or components from elsewhere, its approval will depend upon the need it fills, the value added by the Maine worker who makes it and the source of the materials or components. Examples of products not made in Maine but acceptable if they contribute to the quality of rural living are: books; farming and gardening tools; cotton fabric; soil supplements; hardware; animal feeds; home heating units for renewable energy sources; and tractors, rototillers, and accessories. Examples of unacceptable products not made in Maine are: those making no essential contribution to the quality of rural living; those detracting from Maine's becoming more self-sufficient; or those which exploit producers or consumers.

11. Vendors must list on their application all items and services that they wish to sell. Items and services listed on the application must relate directly to the area to which the vendor applies. Vendors serving or selling any food item must submit an Ingredient Form with their application. The CGCF will not permit the sale of items not listed or approved on the applications. The CGCF requires vendors to remove such items from booths immediately. Vendors may not take orders for display items that are not approved for sale.

12. Vendors may sell their own business T-shirts, but may not sell T-shirts of other businesses or organizations. The CGCF restricts sales of other promotional products.

13. Vendors may not share booth space. Each business or organization must apply for booth space separately.

14. Vendors needing any amount of electricity must fill out electricity request forms and return them to the CGCF office by the contract deadline. Vendors needing electricity in excess of an amount designated by the CGCF Electrical Coordinator must pay for it. Payment is due by the respective area contract deadline.

15. Vendors wishing to be listed in the directory of Fair participants must fulfill contract or registration obligations by respective area deadlines.

16. Applicants must answer all questions on their area application forms. Area coordinators may ask applicants for clarification on questions answered unclearly. Area coordinators reserve the right to reject applicants who fail to provide requested clarification.

17. The CGCF does not accept applications from network or multi-level marketing businesses.

Participation in the Fair

1. Vendors agree to make no misrepresentations, implicit or explicit, about the nature of their businesses, the nature of their products and services offered or their ethnic and/or cultural backgrounds.
2. All MOFGA-certified growers and processors are eligible to receive a \$10/day reduction in vendor booth fees for all areas of the CGCF.
3. All food or ingestibles served or sold at the CGCF, even free samples, must adhere to the MOFGA Food Policy.
4. All non-certified organic garlic sold at the CGCF should be labeled not certified organic garlic.
5. The CGCF prohibits raffles on the fairgrounds.
6. Food and meals served by the Common Kitchen are for use by current CGCF volunteers only.
7. Vendors who camp in their booths must contact the Fair office to get a permission form and must attach the form to the outside of their booths for the evening. Vendors may not camp elsewhere on the fairgrounds.
8. The State of Maine requires the CGCF to send a list of commercial vendors and their tax ID numbers to the state tax office. Vendors are responsible for reporting earnings and workers' pay to the IRS and the State of Maine.

9. Vendors assume all risk for their property. Neither the CGCF nor MOFGA will be responsible for any loss or damage from any cause.

10. MOFGA, doing business as the CGCF, disclaims any authority of control over the operation of vendors. Vendors assume all rights and responsibilities for the conduct of their operations including, but not limited to: obtaining liability and general coverage insurance for vendor-related activities and adhering to all local and state ordinances and regulations. MOFGA does not have separate vendor coverage under any insurance it may maintain.

11. Vendors must have general liability and completed operations insurance coverage with \$2,000,000 general aggregate and \$1,000,000 for each occurrence for the duration of the Fair, including during the vendor's move-in and move-out; name MOFGA as Additionally Insured; and provide a Certificate of Insurance to MOFGA by June 1. MOFGA reserves the right to change this coverage requirement.

12. In the event of a dispute, the decision of the CGCF officials will be accepted as final.

Passes

All vendors and personnel are required to have a gate pass for admission to the Fair. The CGCF provides a limited number of gate passes for vendors. Vendors may purchase additional tickets in advance from the Fair office. Vendors and staff without passes will not be granted admission to the Fair.

Booth Operation

1. Vendors must set up booths and be ready for business by 8:45 a.m. each day of the Fair.
2. Vendors must staff their booths for the duration of the Fair—from 9:00 a.m. to 6:00 p.m. on Friday and Saturday, and from 9:00 a.m. to 5:00 p.m. on Sunday.
3. Vendors should bring an adequate amount of food or merchandise to last through the entire Fair.
4. The CGCF assigns booth spaces to vendors. Vendors may not change booth location or designated boundaries of any booth space. Vendors must place all supports within the boundaries of their assigned booth spaces.
5. Vendors must restrict their activities to their booth spaces. The CGCF prohibits hawking of wares.
6. Vendor contracts are for space only. The CGCF does not supply tables, chairs, or other booth supplies *unless otherwise specifically stated in that Area's Guidelines*. Vendors should prepare for dirt/grass floors in tents and outside vendor locations.
7. Vendors must make their booths as attractive as possible. Vendors may not use plastics (clear, colored, or poly-tarps) in the construction of booths. The only exception to this is rip-stop nylon. Preferred materials include canvas, denim and cotton. Vendors may cover booths with plastic tarps at night, but must remove them by 8:00 a.m. daily.
8. Be prepared for inclement weather.

Move-in/Move-out

1. Vendors may set up booths all day Thursday before the Fair weekend, or before 8:00 a.m. on Friday of the Fair. Vendors needing to set up before Thursday should make arrangements with their Area Coordinators.
2. The CGCF restricts vehicle movement on the fairgrounds. The CGCF prohibits vehicles from entering the fairgrounds after 8:00 a.m. on Friday, Saturday and Sunday. All vehicles already on the fairgrounds must exit by 8:30 a.m. Vehicles may return to the fairgrounds at 9:00 p.m. Friday and Saturday. On Sunday all Vendors must wait till the Fair Safety Coordinator gives permission to move onto the grounds when all Fairgoers have left.
3. Vendors must obtain permission from the MOFGA's Facilities Coordinator before digging any holes.

Vendors must fill in holes before leaving the fairgrounds.

Utilities

Water and/or electricity are not available in all areas or booth locations on the fairgrounds. Electricity

1. The CGCF provides electricity, where available, for a fee to vendors.
2. Vendors needing electricity must indicate such on their application and, if accepted, submit an electricity request form and payment with their contract.
3. Vendors must bring suitable panels, cords and outlet strips to meet their electrical needs.
4. The CGCF encourages electricity conservation. Using light-emitting diode (LED) lights will cut consumption dramatically.

Water

Vendors needing water must contact their area coordinator to determine whether the CGCF can meet their needs.

Cooking/Heating Equipment and Propane

1. Any participant using cooking equipment must have an appropriate fire extinguisher. Any vendor who serves food must have a 20 BC-minimum fire extinguisher. The CGCF encourages all vendors to obtain 40 BC-minimum extinguishers.
2. Cooking is only allowed in designated areas with 1lb propane or butane cylinders. No solid fuel may be used without permission. Food vendors wishing to use propane or butane tanks greater than 1lb must receive Fair Office approval, must pass the state onsite inspection before operating cooking equipment, and must operate in an approved area.
3. Per State of Maine regulations, propane tanks must be secured firmly on a hard, non-combustible surface, i.e. cement blocks, tin, etc... Vendors must supply their own surface on which to secure tanks—the ground alone does not suffice. The Fire Marshall will check for compliance.

Compost and Recycling

CGCF strives to produce Zero Waste. To that end, all waste at the Fair is sorted for compostable and recyclable materials by our Compost and Recycling volunteers. To assist in these efforts:

1. Vendors must separate all of the trash they generate into compostable/non-compostable waste and take the waste to the CGCF recycling area daily (not public Resource Recovery Stations).
2. Vendors shall break down and clean cardboard boxes of tape, staples, etc., tie them in bundles, and take them to the CGCF recycling area, or take them home.
3. Vendors must take their entire booths -- including carpets, display racks, storage containers, zip ties and decorations -- home with them. All booths must be taken down by Monday night unless special arrangements have been made with the vendor's Area Coordinator.
4. Vendors that leave trash in their area risk non-acceptance at future Fairs.

Cancellation Policy

1. The CGCF makes no refunds for cancellations made after August 1.
2. The CGCF makes no refunds in the event of inclement weather.

MOFGA Food Policy As of October 23, 2016

The food offered at all MOFGA events embraces MOFGA's mission "The Maine Organic Farmers and Gardeners Association is a broad-based community that educates about and advocates for organic agriculture, illuminating its interdependence with a healthy environment, local food production, and thriving communities."^{*}

The food offered emphasizes seasonally available ingredients. Whenever possible, the ingredients are produced organically in Maine. Ingredients not subject to organic guidelines are produced or harvested sustainably. Ingredients produced or grown outside of Maine reflect MOFGA's commitment to support "sustainable, organic farming regardless of geographic boundaries. MOFGA is committed to building relationships, when appropriate, with farmers and movements who share our mission."^{**}

* Statement of Purpose, MOFGA Bylaws. January 2018

** Policy adopted by the MOFGA Board at the June 2007 meeting.

Decision Tree: When considering the use of any ingredient in your menu item or food product, ask these questions to determine if that ingredient may be used.

1. Is the ingredient/item organic and produced in Maine? If so, use it.
2. If not, is there a reasonable substitute that is organic and produced in Maine? If so, use it.
3. If not, is the ingredient grown or harvested sustainably in Maine? If so, use it.
4. If not, do farmers who share our mission produce the ingredient/item organically outside of Maine? If so, use it.
5. If not, do farmers who share our mission produce the ingredient/item sustainably outside of Maine? If so, use it.
6. If not, don't use it.

We define a sustainable food and agriculture system as one wherein: ^{***}

- fertility of our soil is maintained and improved through the use of natural organic materials, such as compost, and through the addition of organic minerals
- toxic substances, such as sewage and industrial by-waste, are not used in any aspect of food production
- seeds and plants or animals derived through the use of genetic engineering are not used in any aspect of food production, including livestock feed
- availability and quality of water are protected and enhanced
- practices are safe and healthful for workers, communities, and consumers
- practices protect the diversity of both plants and animals and the welfare of farmed and wild species
- livestock have access to the outdoors are able to express natural animal behaviors and movement. They are not given growth hormones, antibiotics, or other synthetics for disease prevention or growth except upon veterinarian diagnosis for worming (this also pertains to fish)
- practices do not include the use of synthetic fertilizers or pesticides
- practices conserve the flow of energy and the discharge of waste
- practices enable us to produce healthful food without compromising future generations' ability to do the same

^{***}Definition adopted by the MOFGA Board at the October 2016 meeting.