

Ann Arbor Farmers Market: Becoming a Vendor

How do I apply to become a vendor at the Ann Arbor Farmers Market?

You must complete a market application, which can be found on our website www.a2gov.org/market

Completed applications should be sent to the Ann Arbor Farmers Market at 315 Detroit Street, Ann Arbor, MI 48104.

Contact Market Manager Stefanie at sstauffer@a2gov.org with any questions.

Are there spaces available? Is there a waiting list?

Our application for new vendors opens in January every year and closes on May 1. When a new vendor is accepted to the Market, they will confirm an orientation date and a start date with the Market Manager. We give priority to vendors who will be with us on a regular basis throughout the season. Newly accepted vendors are added to the end of our Daily Vendor List. On each market day, stalls are assigned first to Annual Vendors and then to Daily Vendors in order of seniority.

We do not have a waitlist and do not accept new vendors for market day cancellations.

What does the Farmers Market look for in its vendors?

The Ann Arbor Farmers Markets is a producers-only market, and all applicants must grow, produce, or make their products to be considered. All of our vendors produce their products locally and strive to source from other local producers whenever possible. All necessary licensing must be current and included with the application. We give priority to vendors who will be with us regularly.

We have very limited space for non-food artisans and value-added sweet treats, so those categories are very competitive. We are always looking for unique products to complement our Market mix and especially encourage applications for these product categories:

- Fruit
- Native Plants
- Vegetables
- Nuts
- Plant-Based Prepared Food

How much does it cost to be a vendor?

For the Wednesday and Saturday market, the fee is \$35/stall, per day, or \$500 for one stall annually. There is an additional optional parking fee of \$6 per day or \$120 for the year. Food Truck/Cart fee is \$35/day.

What are the rules of the Market?

Please read the [Public Market Operating Rules](#) thoroughly if you are applying to become a vendor.

How can I appeal a rejection to the market?

A vendor, vendor applicant or market customer aggrieved by a decision of the Market Manager interpreting or enforcing the Market Rules, may appeal to the Community Services Administrator or their designee using the following procedure:

- A. The aggrieved party shall submit by letter or email to the Community Services Administrator or their designee a description of the decision of the Market Manager being appealed and the facts and circumstances resulting in the Market Manager's decision.
- B. The appeal must be filed with the Community Services Administrator or their designee within 14 days of the date of the Market Manager's decision.
- C. The Community Services Administrator or their designee shall review the information submitted and shall provide a written decision within 45 days.
- D. The decision of the Community Services Administrator or their designee shall be final.
- E. During appeals, approved vendors may continue to sell at the Market at the discretion of the Market Manager.

Can I submit an application for the Sunday Artisan Market to the Farmers Market office?

The Sunday Artisan Market is a separate market that rents the space at the Farmers Market on Sundays April-December.

To find out more about joining this market, please email their market manager Deb Dursi at tsammanager@gmail.com

Does my product qualify for sale under Michigan's Cottage Food Law?

Michigan Cottage Food Law is governed by the Michigan Department of Agriculture and Rural Development (MDARD). You can read the law [here](#), including a full list of what can and cannot be sold under the Cottage Food Law, an outline of the labeling guidelines and regulations, and a checklist for how to start your own Cottage Food Business.

Vendors at the Farmers Market are responsible for following Michigan's Cottage Food Law and any ineligible products cannot be sold at market. **Ineligible products include hot sauce, salsa, pickles, and products with time and temperature control (e.g., dairy-based products).**

What information do I need to provide to become a vendor?

All Ann Arbor Farmers Market vendors must comply with local, state, and federal requirements regarding the production and sale of their products. Products violating these requirements cannot be sold at the Ann Arbor Farmers Market. The following table lists the most common permits and licenses required.

Product	Requirement	Issuing Agency
Apple Cider	Limited Wholesale Food Processor	MDARD
Cheese/Dairy	Manufacturing Dairy License	MDARD
Cottage Foods ¹	None; License exempt under the Michigan Cottage Food Law. Vendors must comply with labeling and other requirements.	MDARD
Dog Treats & Pet Feed	Commercial Feed License	MDARD
Eggs	Producers with less than 3,000 hens are license exempt under the Michigan Food Law. Producers must be selling eggs of their own production direct to consumer and comply with labeling and other requirements. Producers with over 3,000 hens require a Retail Food Establishment License.	MDARD (for producers with over 3,000 hens)
Fish	Commercial Fishing License or Aquaculture Facility Registration	Michigan DNR, MDARD
Foods Prepared at the Market (e.g., Food Cart, Food Truck)	Special Transitory Food Unit OR Temporary Food Establishment License	Washtenaw County Health Department
Wild Foraged Mushrooms	Wild Mushroom Expert Certification. Certification courses are offered by the Midwest American Mycological Association.	MDARD
Hemp/CBD	A hemp growers license is required for farms growing the raw materials to make topical CBD products. A processor-handler license is also needed to create CBD products.	MDARD/FDA (depends on product type)
Mead/Hard Cider/Wine	Michigan Small Wine Makers License. City of Ann Arbor approval needed also.	Michigan Liquor Control Commission/City of Ann Arbor
Meat (Beef, Pork, and Lamb)	Retail Food Establishment License and USDA/MDARD Inspected Processor (if MDARD facility, copy of MDARD license is necessary)	USDA/MDARD
Meat (Poultry)	Retail Food Establishment License. If the producer is slaughtering and selling more than 20,000 poultry per year, the meat must be processed in a facility licensed by the USDA. If they are slaughtering and selling less than 20,000 poultry per year, they may process the meat in a facility licensed by MDARD but must process the meat of their own production themselves.	MDARD

¹ Under the Michigan Cottage Food Law, non-potentially hazardous foods that do not require time and/or temperature control for safety can be produced in a home kitchen for direct sales to consumers.

Product	Requirement	Issuing Agency
Non-Food Vendors	Michigan Sales Tax license	Michigan Department of Treasury
Nursery stock	Nursery Stock License. License type depends on if the seller or growing the stock themselves or reselling.	MDARD
Organic Produce	Copy of USDA Organic Certification	Organic Certifying Body
Perennials	Perennial stock inspection. Perennial license is needed for plants that can overwinter outdoors without cover in Michigan.	MDARD
Prepared Foods	Prepared in licensed kitchen	MDARD
Pure Honey and Maple Syrup	Limited Wholesale Food Process (Must be processed and packaged at licensed facility). Producers are exempt if gross sales are less than \$15,000.	MDARD
Value-Added Products Not Eligible Under Cottage Food Law (salsa, pickled products, dairy products, etc.)	Retail Food Establishment	MDARD
Whole, Unprocessed Fruits & Vegetables	None; License exempt under the Michigan Food Law	N/A

For further information, please visit the links below. Any questions on licensing should be directed to the appropriate licensing agencies.

[All MDARD Licenses](#) – an alphabetical list of all licenses issued by MDARD and their online applications.

[Cottage Food FAQs](#) – frequently asked questions about the Michigan Cottage Food Law.

[List of Organic Certifying Agencies](#) – these agencies can help to obtain organic certification.

[Dairy Licenses and Permits](#) – find out what MDARD requires of your dairy business.

Temporary Food Establishment Licenses - find out if your business requires one [here](#) or email the Environmental Health Division of the Washtenaw County Health Department at zeebcss@ewashtenaw.org.