



## MERCADO ORGÁNICO, TODOS SANTOS, BAJA CALIFORNIA SUR, MEXICO (SEASON 2023-2024)

### VALUES

Local, regenerative, organic, holistic, alternative, loving, healing, original, creative and authentic.  
Humility, cooperation, sensitivity, spirituality, fun, empathy and quality of family life.

### MISSION

We strive to create a multicultural market, providing a space for the sale of local organic produce, prepared foods, crafts, jewelry, body care, art, activities and educational resources for the community.

We seek to promote products and services that originate from our community and reflect all local talent.

We emphasize education and ecological awareness.

We want to promote regenerative activities that restore our ecosystem.

We provide a gathering place where community members can find local products and where producers and consumers can meet and interact directly.

It is extremely important to stop producing waste, **we follow the ZERO WASTE philosophy.**

### HOW TO BE A VENDOR IN THE MARKET?

Vendors who wish to participate in the market must contact and interview with our team within market hours (9 am to 2 pm).

**ONE TIME REGISTRATION FEE:** \$200 pesos

**MARKET'S FEE:** 10% OF THE TOTAL SALE (trust system)

The categories are:

Fresh produce, animal products, prepared foods, community services, art, crafts, jewelry, personal care products, footwear, clothing and accessories, amongst others.

Educational groups and non-profits.

All items sold at the market are subject to inspection by market management to verify that they comply with the mission, rules, regulations and expectations.

All applicable local, state and federal laws must be followed at all times.

### **\*RESALE IS PROHIBITED**

UNLESS IT IS SOMETHING THAT IS NOT PRODUCED LOCALLY AND IS CONSIDERED TO BE BENEFICIAL TO THE COMMUNITY.

## **GENERAL RULES**

### **PETS / ANIMALS**

Pets are allowed within the market area only on leash, with the owner's attention at all times and removing any waste.

### **DRUG AND ALCOHOL POLICY**

In order to project a healthy, family image and for safety reasons, smoking and alcohol are prohibited on the property. Vendors who violate this policy will automatically lose the right to remain in market for the remainder of the season and future seasons.

### **PACKAGING**

All packaging must be environmentally friendly, compostable, reusable and/or recyclable.

It is suggested that customers be informed to bring their own containers.

Those vendors who deliver compostable/recyclable/reusable waste will be responsible for collecting it to be removed from the market area, otherwise it is considered a penalty.

### **PARKING AND SET UP OF STANDS**

Set-up begins at 7am, vehicles should not enter the market area, only the perimeter closest to the sales stand.

They must unload, take the car to the vendor parking lot, and then come back to setup.

The breaking down will be carried out in the same way after 2:00pm to the permitted perimeter.

Please drive slowly inside the "Palma Serena" facilities.

### **WASTE (ZERO WASTE)**

All vendors and visitors will be entering a "ZERO WASTE" certified area, so we appreciate not producing any type of waste. Before leaving the area, make sure your area is completely clean.

### **POSITION SIGNAGE**

All signs must be appropriate, attractive and subject to review by MOTS. They must include the name of the booth, product information, ingredients, certification status (if applicable), and prices. We suggest it remains visible at all times and preferably NO SYNTHETIC CANVAS ("lonas").

### **RULES BY CATEGORY**

In order to maintain a positive relationship between vendors and consumers, all products for sale must be predominantly produced by the vendors themselves.

The vendor must register all products that fall into their category with prior to presentation or public sale.

These products will be reviewed by the administration which has the authority to reject at any time if it is not compatible with the philosophy of the market.

Other products, services or resources will be evaluated on a case-by-case basis before being approved for sale in the market. If you want to add a new product to the position, you must notify the administration for approval.

## **FRUITS & VEGETABLES**

Must be grown organically, in accordance with the rules and regulations established by the Participatory Organic Market Verification System. If any product is found that does not meet the requirements, these products will be subject to review in transition status and must have the approval of the Verification Committee before being displayed by the vendor. This applies equally to inputs, fertilizers, pesticides, herbicides, seeds, animal feed, etc.

## **FRESH ANIMAL PRODUCTS**

All animal products such as meat and dairy products will be evaluated on a case-by-case basis, all vendors must present evidence that animals are living in an adequate and humane environment free from chemicals, hormones, anti-biotics, synthetic food and other harmful practices. All dairy production must comply with local, state and federal health standards as applicable by law.

## **PREPARED AND/OR PROCESSED FOODS**

All foods sold in the Market must be prepared in accordance with the health standards established by municipal, state and federal laws (COFEPRIS):

All permits must be valid and current to operate during the market season.

All permits and food safety requirements are the responsibility of each vendor and may be subject to inspection.

You must fill out the food form provided by MOTS as well as present laboratory analysis results (blood and coprological test for food handling).

## **INGREDIENTS**

Our goal is to have healthy and nutritious organic foods, without GMOs (Genetically Modified Organisms) and that, as far as possible, they are purchased directly from market producers. The acceptance or accreditation of food vendors in the Organic Market is based on the quality of the ingredients.

**The minimum amount of organic ingredients allowed per product will be 50%.**

Please base your recipes with healthy and tasty, local and organic ingredients. We suggest a constant synergy between fruit & vegetable producers/fishermen/ranchers and food stalls.

The following terminology may be used to describe products on posters or information materials available on the Market:

- Products that have 50% organic ingredients can use:

"Made with Organic ingredients"

- Products that have 95% organic ingredients can use: "Organic"

-Products that have 100% organic ingredients can use: "100% Organic"

Food vendors must keep all purchase receipts for their ingredients in case a review and inspection by MOTS is requested.

We encourage ingredients to be visible to our customers.

## **SERVICES (massage, body work, body care, education, etc.).**

Service providers, especially massage and bodywork practitioners, will be required to present a certificate/license indicating that their practice has legal status. If products are offered as part of a service, they must be locally produced, consisting of regional/organic ingredients where possible. Imported ingredients must be certified Organic.

Educational material such as books, brochures, etc. about Mexico or local/regional topics may also be sold, as long as they are educational, cultural or environmental in nature and in accordance with the mission of MOTS.

## **ART AND CRAFTS**

All Art, design and artistic creations (jewelry, clothing, etc.) for sale must be an original creation made by the vendor. Please maintain a preference for local and sustainable materials wherever possible. All art and crafts are subject to inspection and approval by MOTS.

Resale is not allowed.

## **NON-PROFIT ORGANIZATIONS (AC's) AND EDUCATIONAL GROUPS**

Non-profit organizations, educational, environmental or community groups are invited to participate in the Market. These groups can sell items in the Market, although it is not required. In the event that a group is interested in making sales, an application must be filled out according to the category, it will be subject to approval and must pay 10% of the total sale like any vendor, unless they are formally exempt by MOTS.

Non-profit organizations must provide MOTS with a copy of their "Acta Constitutiva", RFC or any other documentation that supports their legal form as an Organization, AC / non-profit.

Educational workshops/activities must be coordinated prior to each Market with the MOTS cultural and artistic events coordinator.

## **SANCTIONS**

MOTS rules were created to ensure the safety of our customers and fellow vendors and uphold the mission of the marketplace. Failure to comply with these rules may result in sanctions. In cases of interruption of market activities, inappropriate behavior or actions against MOTS staff, fellow vendors or market visitors, may lead to suspension of sales or permanent expulsion.

**First PENALTY:** The first warning will be in writing and signed by the person responsible of the booth.

**Second PENALTY:** May result in a financial fine (\$500 to \$5,000 pesos) added to the vendor's fee, for which payment is required before the next date of the next market. Vendors will be prohibited from selling in the market until payment is received. The severity will be determined by MOTS with considerations appropriate to the nature of the violation.

**Third PENALTY:** Depending on the fault, the vendor will not be allowed to continue working in the season or the following one or permanently.

## **VENDORS CONDUCT**

All vendors are considered independent businesses and are responsible for creating a respectful, tolerant and pleasant environment for all. Vendors are responsible for keeping the area clean, the prices fair, and the booth safe and presentable. They are required to respect the spaces of their fellow vendors and treat their customers and colleagues in a friendly and dignified manner. All vendors are asked to respect the Market site. Alterations, damage or theft will not be tolerated.

Each vendor is responsible for maintaining its business in accordance with local, state and national regulations, ordinances, laws and legal business procedures, including all applicable taxes.

All vendors of foreign origin are required to maintain their immigration permit and employment status in accordance with national legislation. The Todos Santos Organic Market does not assume any responsibility for the actions, legal situation or liabilities of the suppliers, its collaborators, partners or employees.

**Welcome to the Todos Santos Organic Market!**

