



PARTNERSHIP DETAILS

WHO ARE WE

Bermuda's first socially conscious low profit online grocer! The Harvest Market was started with the belief that everyone should be able to afford high quality, healthy meats and produce and better access to locally produced products!

The Harvest Market BDA, is giving the Bermuda community an alternative to the typical grocery store. By cutting out the middle man and going directly to our US East Coast farm partners and working directly with local farmers, producers, and fisherman, we are able to provide our customers with the highest quality products at the lowest possible price.

Increased interest in healthier foods, a greater desire to ensure sustainable and environmentally friendly living practices and an increased understanding of the importance of supporting small local farmers and producers are some of the reasons we decided to create the Online Farmers Market platform on our site.

Our Online Farmers Market platform is designed to bring local small businesses together in one easy to access location online. If you can sell at the Farmers market, you can sell on our site.

These days many people don't have time to go to the Saturday Farmers Market or have the time to seek out all the farmstands, fisherman or local handmade producers at various roadside stands.

Our Online Farmers Market gives the Bermuda community an opportunity to find all of these small business in one location.

HOW OUR PLATFORM WORKS

Our platform is located on the Sargasso Sea App. Customers looking for these types of small farm products or the daily catch from our local Bermuda fisherman, can now access these items in one location and have them delivered right to their doorstep. The entire process is done electronically, with no transfer of cash and no need to try and search for these products on the roadside.

First, you need to know, that we do all the work for you.

- We create your spot on our site (with the info and logos you give us),
- We manage the virtual inventory (with weekly updates from you),
- We pick up directly from you (roadside stand or other location),
- We manage the payment process (with credit cards),
- We deliver to the customer (using Sargasso Sea agents), and
- We are only open Monday to Thursday, so we don't compete with the Friday roadside fish and farm stands or the Saturday Farmers Market in the Botanical Gardens.

We try to make it as simple as possible for our partners. All our orders are on a 24-hour turnaround. That means we let you know by 9:00 pm each night whether you have an order to fulfill by the next day. Then all you do is ensure it is ready for pick up by no later than 10:00 am the next morning. Then we take care of the rest. Simple as that.

HOW THE PARTNERSHIP WORK

All our partnerships with local businesses are on consignment. Meaning you maintain ownership and possession of the product until it is picked up for delivery. This allows us to ensure that quality is maintained and specific licenses are not required by Harvest Market to sell the products, such as fishing licenses.

Consignment also means that we do not pre-purchase your products. Payment for your product is forwarded to you every Tuesday, the week following the sale of your products. We itemize your invoices, so you have a complete record of what you sold for the week, in addition to the sales receipts you receive each day from us for the orders that sold that day.

Your contract lays out the exact payment amount you will receive for each of your products, so you never have to worry that you aren't getting paid what was contracted. We then deposit your funds directly into your account.

HOW DO WE MAKE MONEY

Once you have decided what your wholesale cost is (the amount you need to get on each item sold), we take that number and then add on our profit of 35% for retail customers or 18% for our wholesale customers. Those numbers cover Sargasso Sea's 15% profit that we would owe them and their 3% credit card transaction fee. which leaves a 17% profit for us on the retail section and no profit for our members. We do everything on our members section for whatever our costs are with no markup.

HOW TO GET STARTED

1. Fill out our **Partnership Signup Form**.
2. Review and sign our **Consignment Agreement**, then scan it and email it back to us. We will send you a pricing addendum that outlines your contracted wholesale costs per item to sign and return to us.
3. Provide us with your **inventory amounts** for each item you wish to sell. You will need to do this weekly, no later than 3:00 pm every Sunday. Also, please note that we cannot sell items by weight. You will need to have items pre-weighed and priced, so that we can just list the item, its weight and its cost. (For example, you cannot sell

fish at \$10.00 per pound. You have to sell your fish as 1 pound for \$10.00. Customers can then buy multiple 1 pound packages to get the amount they desire.) Also, don't worry if you don't have enough inventory to sell each week. Your products can be listed as sold out until you are able to replenish them. We know this is especially helpful for fisherman, as weather can sometimes create no inventory for a week. However, please make sure you communicate with us every Sunday, even if your inventory is zero.

That's it. We will get you up and running and contact you for final review before we make your spot live.

If you have any questions that aren't answered here, please feel free to contact us at: info@theharvestmarketbermuda.com or call us at 441-703-7935. We are more than happy to run through all the details with you, so that you are completely comfortable with the process.

The Harvest Market Team

Better food! Better living!