

EASTERN CONNECTICUT BEEKEEPERS ASSOCIATION



BROOKLYN FAIR HONEY SALES PROGRAM

The Eastern Connecticut Beekeepers Association has a long history with the Brooklyn Fair. For many years, the ECBA has provided an educational exhibit showing the agricultural benefits, the methods and the enjoyment of beekeeping to fairgoers. In return, the Brooklyn Fair Committee has allowed ECBA members to sell honey at the exhibit as a secondary activity.

Members of the ECBA may sell honey and hive products with the group at the Brooklyn Fair subject to the following provisions:

1. Anyone wishing to sell honey or candles must be a member in good standing.
2. Members who bring honey or candles for sale at the fair must participate in the fair at our exhibit as a volunteer. Volunteer shifts (3–4 hours per shift) will be scheduled by the ECBA Fair Committee. During the volunteer shift, the member will share their knowledge and experiences in beekeeping with the public. All members selling must volunteer for at least one shift. Members bringing four or more cases of honey for sale must volunteer for at least two shifts.
3. All products submitted for sale must be produced by the member. Only honey and hive products produced in CT may be sold.
4. All products sold must be pure honeybee products. No flavored honey or honey with additives will be allowed. Candles must be 100% beeswax.
5. Pollen or Royal Jelly is not permitted.
6. All honey must be in standard honey containers in the designated sizes. (see next page for a list of allowable sizes) All containers must be labeled with the name and contact information of the producer (address or website) and the net weight of the product.
7. All honey will be sold at a uniform price as determined by the ECBA Fair Committee.
8. The ECBA will retain 10% of all sales; the net shall be paid by check and mailed to the member following the fair.
9. Sales of non-honey/ beeswax products are not allowed. This includes, for example, cosmetics and furniture polish. The sale of clothing, books, toys, etc. are exclusively for the ECBA.
10. The ECBA will purchase a fair admission ticket for volunteers. The cost of parking is the responsibility of the member.
11. While volunteering in the exhibit, members may not “steer” customers to their products.
12. No one under age 18 may handle money.
13. In order to keep the exhibit clean and presentable, members should not eat in the exhibit. Any gathering or discussion amongst members should be outside to allow room for fairgoers,

HONEY SALES PROCEDURES

1. All honey for sale during the Brooklyn Fair must be delivered to the exhibit. Honey must be delivered to the fair exhibit on Wednesday evening between 5:00–6:00 PM. Members who participate in the cleaning and preliminary exhibit set-up the Sunday afternoon prior to the fair may drop off honey at that time. For drop off at any other time the member must make prior arrangement with the ECBA Fair Committee.
2. All honey must be checked in with the ECBA treasurer (or designee) for accounting.
3. All honey will be stocked on the display shelves by the ECBA Fair Committee. It is the goal of the committee to provide all members equal opportunity and facings when arranging the display.
4. All excess honey will be stored in the cabinets below the display shelves. Boxes of honey must be clearly labeled on the ends of the boxes to facilitate restocking. It is suggested that the boxes be labeled with the same labels used on the jars.
5. All remaining honey will be checked out with the ECBA treasurer (or designee) on Sunday evening after closing.
6. Following check out, all remaining honey must be removed by the member on Sunday unless prior arrangements have been made with the ECBA Fair Committee.
7. In order to equalize sales opportunities, members will be limited to the following container sizes and case limits.

5 lb containers	1 case of 6
3 lb containers	1 case of 12
2 lb containers	2 cases of 12
1 lb containers	2 cases of 12
12 oz containers	2 cases of 12
8 oz containers	1 case of 24
Cut comb/Ross Round	2 cases of 12
Creamed honey	2 cases of 12

Any jar, plastic or glass, or bear shall be considered a container. This limitation is not total containers in the aggregate but by individual size. i.e. you cannot bring 2 cases of 5 lb containers because you did not bring any 3 lb containers.

8. All restocking will be done to insure that all members get equal opportunity and facings. It is the intention that each sold jar will be replaced with the same member's jar until that member is sold out and that each member with stock on display will have equal facings by size. **Exhibit volunteers must not take it upon themselves to rearrange the display.**
9. The ECBA Fair Committee will have the final decision regarding questions about the display.