



# Georgia Grown Pavilion FAQs



**What is the Georgia Grown Pavilion?** The Georgia Grown Pavilion is a consignment store located at the Georgia National Fair inside the Georgia Grown Building. Our aim is to provide an opportunity for Georgia Grown members to promote their products to an audience of over 500,000 fairgoers.

**Who is eligible to participate as a vendor?** Georgia Grown members who sell products grown, processed, manufactured or produced in Georgia are invited to participate.

**When are applications due?** Applications must be filled out and returned by August 15, 2022.

**Where do I send my application?** Applications should be sent to:

Georgia Grown Pavilion  
Attn: Sandy Kusuda  
401 Larry Walker Parkway  
Perry, GA 31069

OR email to [skusuda@gnfa.com](mailto:skusuda@gnfa.com)

**What types of products can I sell?** Products must be:

- Agriculturally based
- Grown/produced in Georgia
- Pre-packaged with scannable UPC codes
- Shelf stable

Products sold in the past have included jams, jellies, pickles, salsas, jerkies, cookbooks, barbecue sauces, spices and rubs, pine resin and turpentine, goat milk soaps and lotions, syrups, juices, honeys, candies, cakes, pecans, and others.

**What if I do not have UPC codes?** It is the vendor's responsibility to acquire UPC codes for their product in order to participate.

**Will sampling be allowed?** Yes! Vendors interested in sampling opportunities should indicate so on their application. Sampling will be scheduled as the consignment agreements are returned.

**When will I be notified if I am an accepted vendor?** Notifications and contracts will be mailed August 31.

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**Can I sell products that are not grown/produced in Georgia?** Our goal is to promote Georgia Grown products. Any others will not be accepted.

### **What is the delivery procedure?**

In order to keep the process running smoothly, accepted vendors will be asked to schedule delivery times for Monday or Tuesday, October 3 or 4, between the hours of 9 a.m. and 5 p.m. A contract must be in place for the Georgia Grown Pavilion to accept inventory.

Vendors will provide a packing list upon delivery and each product will be scanned and received into inventory. UPC codes must have been attached to inventory prior to receiving. Vendors will be assigned an area in which to display their product. Space assigned will be based on product proposed.

**How will my product be displayed?** The Georgia Grown Pavilion provides varying wooden fixtures designed to give a “country store” feel.

**Can I provide my own fixtures?** All outside fixtures would have to be approved in advance and must compliment the existing “country store” decor. Fixtures must be compact. You will need to provide dimensions and photos to request approval.

**How much product should I bring?** You should allow enough product to create an attractive display, along with a limited amount of backstock.

**What happens if my display gets empty?** Your product will be restocked as it is sold. If we run low on your inventory, we will contact you and request additional product. Additional product will be accepted by appointment only.

**Where will my product be stored?** The Georgia Grown Pavilion will store backstock in a secure area inside of the Georgia Grown Building.

**How will I know what I actually sold?** Each vendor will receive a sales summary report with their check after the fair is over.

**How is payment calculated?** The Georgia Grown Pavilion will retain 20% of pre-tax sales. For example, if your product has a sales price of \$1, for each piece you sell, you will receive 80% (or \$.80).

**When will I receive payment?** Checks for payment of sold consignor inventory will be processed by November 30.