

## Pennsylvania Farm Show Fall Food Fest: 13 – 15 Nov 2020

Wednesday (28 Oct) we received an email inquiring if the PSBA would participate in the Farm Show “Food Fest” event. It would be an opportunity to sell our products in a Farmer’s Market environment in the Farm Show Complex parking lot. **Fall Food Fest is scheduled for Friday, 13 November thru Sunday, 15 November 2020 and will be open from 11 am – 6 pm daily.** Standard COVID 19 protocols (masks or face shields, frequent hand washing, and social distancing) will be required to make this a safe event for everyone. There is no cost to enter or park in the Farm Show Complex parking lots.

We want to open this up to all interested PSBA members who want to provide honey and other products for sale at the event. **Beekeepers providing products for sale are expected to staff at least one shift at the booth.** There are a limited number of positions for each shift. Considering the space & operational limitations, uncertainty of public turn out, and short notice; we are limiting the container sizes that we will sell. The chart below shows the container sizes, varieties, maximum wholesale price, and planned sale price. The maximum wholesale price we will pay a beekeeper for honey is higher than what many of you have charged in the past, but we felt it was important that beekeepers have this information. When deciding what you will charge this year, please consider that this is a fund raiser and the profits support the PSBA Honey Queen Program. 10% of gross sales go to the Farm Show to offset costs of this event.

Container/item size	Wild Flower & Clover Honey		"Special Varietals" - Buckwheat, Knotweed, etc.	
	Maximum Wholesale paid to Beekeeper	Retail Sale Price at Food Fest	Maximum Wholesale paid to Beekeeper	Retail Sale Price at Food Fest
1 pound glass/plastic jar	\$ 5.50	\$ 9.00	\$ 6.00	\$ 10.00
2 pound glass/plastic jar	\$ 10.00	\$ 16.00	\$ 11.00	\$ 18.00
8.5 - 10 ounce cut comb	\$ 9.00	\$ 15.00		
10 - 12.5 ounce cut comb	\$ 12.00	\$ 18.00		

We will also accept a reasonable amount of wax products and other hive products like creams, lotions, lip balm, etc. Since this is an outdoor event, we will have to move all of the products to a secure location at the end of each day and logistically we can’t deal with excessive amounts of small/loose products.

**Beekeepers wishing to have their honey sold should email [Promotions@pastatebeekeepers.org](mailto:Promotions@pastatebeekeepers.org) and provide information on the sizes, varieties, quantity, and requested prices of honey they want to provide. If you don’t plan to deliver your honey Friday morning, please indicate when you plan to arrive.** Beekeepers will have the option to take their unsold honey with them when they leave or make arrangements to pick it up after the event.

We are going to provide some financial relief for Friday and Saturday night hotel costs to volunteers driving more than 2 hours. If you work the late shift you will be entitled to reimbursement of 50% of your hotel bill up to \$50. If you work the late shift and the early shift the next day, you will be entitled

reimbursement of 100% of your hotel bill up to \$100/night. You will need to submit your hotel receipt and the signed voucher from the honey stand manager (Steve or Carleen).

Go to SignUp Genius and volunteer for the shift/s you want. Go to <https://www.signupgenius.com/go/60B0F44AFA728ABF49-pafarm> to access the sign up list. There are limited positions available for each shift so sign up soon.

PSBA won't be the only vendor for Fall Food Fest. While the fest will not include the full offering of the traditional Farm Show food court, many fan favorites will be available from the following vendors:

- PA Dairymen's Association (Saturday & Sunday only)
- PA Livestock Association
- PA Mushroom Farmers
- PA Potato Growers
- Snyder's Concessions
- Rachel's Soft Pretzels (Friday only)
- Forrests Feeds Co.
- German Roasted Nuts
- Uglies Acres
- Hillbilly Jerky
- Whispering Brooke Cheese Haus
- Chocolate Moonshine
- Pennsylvania Beekeepers Association

A full menu of product offerings is available online:

<https://www.farmshow.pa.gov/pafarmshow/eat/food-fest/Pages/default.aspx>

Even if you can't volunteer for the PSBA honey stand please come out and support the Farm Show.