

## **NEW CASTLE FARMERS MARKET GUIDELINES REGARDING NEW TENANTS**

For over sixty years The New Castle Farmers Market has provided a thriving environment within which talented merchants have prospered. We enthusiastically welcome energetic, experienced new merchants to contribute and participate in the traditions and dynamic success of The Market.

We lease space inside The Market for eight week periods. Leases automatically renew for additional eight week periods unless terminated by either party with at least a sixty day written notice.

The final decision on approval of a new tenant rests exclusively with The Market. The Market may reject any proposed new tenant without stating a reason.

In evaluating a proposed new tenant, The Market will consider indicators of success such as (in no particular order):

- Business experience
- Retail experience
- Merchandising talent
- Experience in same type of store being proposed
- Financial stability & adequate capital for purchase of fixtures, inventory, and startup expenses
- Customer service attitude and conduct
- Intended commitment to time to the business (owner/operator preferred vs absentee owner)
- Work ethic
- Sales ability
- Special talents and capabilities
- Access to stable sources of product at favorable prices that can create bargains in The Market
- Intended products or services offered

In reaching a decision regarding a proposed new tenant, The Market considers the above factors and others. Regrettably, The Market is unable to accept every new application and therefore reserves the right to reject any proposed new tenant.

The leases are not automatically assignable to successors of a tenant. If a tenant should wish to sell over 50% of his/her business to another party, the prospective purchaser needs to be approved and accepted as a tenant by The Market. If The Market approves the prospective purchaser, The Market's prior lease with the selling tenant will be terminated and The Market will enter into a new lease with the approved purchaser.

**(NOTE: These guidelines do not constitute a lease for space at The New Castle Farmers Market, nor are they an offer to lease.)**

326 ASSOCIATES, L.P.  
NEW CASTLE FARMERS MARKET  
110 NORTH DUPONT HIGHWAY  
NEW CASTLE, DELAWARE 19720  
PHONE: (302) 328 – 4102 FAX: (302) 328 – 9525  
email: randreano@statorganization.com

1. DATE: .....
2. YOUR NAME: .....
3. HOME PHONE: ..... CELL PHONE: .....
4. EMAIL ADDRESS: .....
5. HOME ADDRESS: .....
6. ARE YOU CURRENTLY IN BUSINESS? (PLEASE CIRCLE) YES NO (IF NO, SKIP TO QUESTION #11)
7. IF SO, TYPE OF BUSINESS? .....
8. HOW LONG HAVE YOU BEEN IN BUSINESS? .....
9. BUSINESS ADDRESS: .....
10. BUSINESS PHONE: ..... BUSINESS E-MAIL ADDRESS: .....
11. HOW DID YOU HEAR ABOUT THE FARMERS MARKET? .....
12. ARE YOU ACQUAINTED WITH ANY MERCHANT OR ANY AFFILIATE IN THE FARMERS MARKET? .....
13. PLEASE GIVE TWO FINANCIAL REFERENCES INCLUDING PHONE NUMBERS:
  - 1) NAME: ..... PHONE: .....
  - 2) NAME: ..... PHONE: .....
14. WILL YOU GIVE FARMERS MARKET PERMISSION TO PERFORM BOTH CRIMINAL AND FINANCIAL BACKGROUND CHECK? IF SO, SIGN HERE: .....
15. WHAT SIZE SPACE DO YOU REQUIRE? (IF YOU DO NOT KNOW THE EXACT FOOTAGE, JUST STATE "SMALL", "MEDIUM" OR "LARGE") .....
16. PLEASE GIVE TWO PERSONAL REFERENCES INCLUDING PHONE NUMBERS:
  - 1) NAME: ..... PHONE: .....
  - 2) NAME: ..... PHONE: .....
17. LIST IN DETAIL THE MERCHANDISE YOU WISH TO SELL (USE BACK FOR MORE SPACE).  
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18. UPON COMPLETION OF THIS APPLICATION, PLEASE E-MAIL ROBERT ANDREANO, GENERAL MANAGER, AT THE E-MAIL ADDRESS ON THE TOP OF THIS APPLICATION, AND EXPLAIN WHAT YOU WOULD LIKE TO SELL IF YOU WERE TO OBTAIN A STORE INSIDE THE FARMERS MARKET.