

I understand:

__ I will give PFMA a 2 week advance notice of my produce availability. I will provide PFMA an Availability List due every week thereafter throughout my harvest.

__ For the 2010 Season, there is a 10% fee assessed on all sales through PFMA. I will receive 90% of my invoiced amount.

__ I may have to provide transportation of my produce to the buyer as agreed to and included on the shipping agreements received from PFMA.

__ I agree to provide quality produce that is fresh and ripe, ready for shoppers to consume and exceeds retailer requirements for acceptance. If products are consistently rejected, PFMA reserves the right to discontinue accepting product from the producer. All products must comply with all applicable federal, state, & local laws.

__ I agree to complete a Food Safety Certification Class on an annual basis and provide a certificate to be placed on file with PFMA.

__ PFMA will provide delivery paperwork based on my invoice.

__ I am required to return back to PFMA an invoice with a customer signature for payment.

__ PFMA will pay all invoices 45 days from the receipt of the original invoice from the grower.

__ PFMA must receive any unpaid invoices (occurring Jan-Dec 2010) by Jan 31, 2011.

__ I will provide my own stickers to meet a customer's labeling requirements. PFMA will cover the labeling cost of testing any new labels, as deemed necessary.

__ I must fill out a separate contract to deliver to Wal-Mart and may have to fill out additional contracts for any new PFMA customers.

*If applicable: For producers not filing under a company name, please complete and attach an IRS W-9 form.

This packet is in no way a guarantee of any sales.

The above mentioned producer attests and agrees to all the above statements and stipulations.

Producer signature _____ Date _____

Other applicable signature _____ Date _____

PFMA will provide:

1. Invoicing services.
2. The matching of orders with available Panhandle Fresh produce.
3. The required \$2,000,000.00 (two million dollars) hold/harmless insurance policy.
4. Payment on deliveries on a "Net 45" basis.
5. Future training classes, technical assistance through University of Florida Institute of Food and Agricultural Sciences (IFAS).
6. Business planning through the Small Business Development Center (SBDC) - University of West Florida.
7. Assistance with Food Safety audits.

PFMA signature _____ Date _____

Cindy W. Anderson, Assistant Treasurer, Panhandle Fresh Marketing Association

Please return this application to: Panhandle Fresh Marketing Association

6491 Caroline Street, Suite 4

Milton, Florida 32570-4592

(850) 623-0174 voice

(850) 623-5932 FAX

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