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Locally Made MARKET
MONTPELIER HUNT RACES

# LOCALLY MADE MARKET

## MONTPELIER HUNT RACES

**November 7, 2026**

Everyone knows that shopping at the unique Vendor Village is a fun part of Race Day for the thousands of visitors who attend each year. To support and encourage local entrepreneurship, the Orange County Economic Development Department would like to extend to three (3) local businesses operating without a permanent storefront the opportunity to compete for a FREE vendor spot to market and sell their products at the Montpelier Hunt Races. This platform will allow individuals to reach thousands of potential consumers, and to boost the visibility of their business.

Each of the three (3) winning businesses will be provided a 6-foot table, under a shared 15'x15' tent (see below photo for example). In addition to the table space, your business will also be listed as a vendor on the Montpelier Hunt Races webpage.

To compete for one of these three (3) spots:

1. Your small business must fall into one of the following market segments:
   - → Art
   - → Clothing
   - → Craft
   - → Jewelry
   - → Food and/or beverages (no food carts or food trucks)
   - → Other consumer products or services that you believe would benefit from the exposure of the Montpelier Hunt Races (no timeshares, or direct sellers)

2. You must be a registered home-based business situated within Orange County, and current on all business and/or personal property taxes. Please supply business organization documents.

3. A 6-foot table will be provided for each winning business. Additionally, each business will receive a vendor parking pass and two general admission passes.

4. A brief presentation (in Word or PowerPoint format) telling us about your business must accompany a fully completed application no later than close of business on **August 28th, 2026**. Should you need any assistance preparing your presentation, please contact the Economic Development Office at (540) 672-1238. Any incomplete packets may be deemed disqualified. Fully completed packets must be submitted via email to Regan McKay at rmckay@orangecountyva.gov or via mail to P.O. Box 111, Orange, VA 22960.

Businesses will be notified, whether selected or not, on or about September 4th.

# LOCALLY MADE MARKET

| 1. BUSINESS INFORMATION | |
|---|---|
| Name of Business: | Date: |
| Mailing Address: | |
| First Name: | Last Name: |
| Phone: | Email: |
| NAICS Code: | Website: |
| My Business Is: ☐ Minority-Owned ☐ Veteran-Owned ☐ Woman-Owned ☐ None of the Above | |
| Any Business Social Media Handles: | |

## 2. VENDOR SELECTION CRITERIA

Question 1: What does your business sell, and why do you believe this product would benefit from the spotlight provided by the Montpelier Hunt Races?

Question 2: How would you leverage this opportunity to sell your product at the Montpelier Hunt Races to grow your customer base in the long term?

Question 3: Please explain, either visually or in writing, how you would utilize the space to market/sell your products and advertise your business.

Question 4: What makes your business stand out from others in Orange County selling similar products and/or with similar customer segments?

| Question 5: Tell us why we should pick you? |
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I certify that I have read and understand and am authorized to complete and submit this application on behalf of the Applicant. I verify that the statements contained herein are true, accurate, and complete. I acknowledge that false and inaccurate statements made on the application are grounds for immediate rejection of the application.

First Name: _____ Last Name: _____

Signature: _____ Date: _____