THE
COTTON
COMPANY
EST 2000

YESTERDAY'S ARCHITECTURE
TODAY'S ARTISANS

Dear Potential Vendor:

Thank you for your interest in The Cotton Company. We are proud that your experience in our store or our reputation has led you to inquire about business opportunities within.

Our mission to create the ultimate shopping experience drives our efforts to please our customers and offer the most unique product mix available in a marketplace setting.

If you feel you are ready to join the ranks of the best vendors in this business, please thoughtfully complete the attached application and return to us by mail, fax or in person as soon as possible. After management has reviewed your application, you may be invited for a face-to-face interview where we can evaluate your offerings and answer all your questions about our business. Please keep in mind that application process time is dependent on space availability.

When your application is approved you will be matched with the most appropriate space for your business. If the space you desire is not available at the time you apply you will be placed on a waiting list. Only approved applications will be placed on the waiting list.

If for some reason you are not approved the first time you apply, do not be discouraged. Our goal is your success. If we feel your business plan or idea is not fully developed, we may suggest you develop your ideas or theme more strongly and reapply. While some marketplaces accept everyone who applies, we feel it is in both our and your best interest to help you be as prepared as possible for your new venture. Your results will be worth the extra effort that you expend.

If you have any questions, please don't hesitate to call or email us.

Sincerely,

ELIZABETH JOHNSON, President

For more information please contact our General Manager, Marissa Shattuck, at
thecottoncompanywf@gmail.com

FREQUENTLY ASKED QUESTIONS:

Q: What does it cost to apply?

A: There is no fee to submit an application. Once your application is received, our manager will follow up with the next steps. If your application is approved, a non-refundable $200 application fee will be collected at the time of lease signing.

Q: Do I rent space or sell on consignment?

A: All vendors at The Cotton Company rent their own space. In addition to rent, a 13% commission is collected on all sales.

Q: What does it cost to lease a space?

A: Rental rates vary depending on the size of the space. If your application is selected for an interview, we'll discuss available options to help determine the best fit for your business. This decision will be based on your personal budget, the products you sell, and how much space you desire

Q: What is the lease term?

A: Standard leases are for a 12-month term. A refundable security deposit equal to one month's rent is due at lease signing.

Q: How do vendors get paid?

A: Vendors are paid monthly, with a 13% commission deducted from sales.

Q: What makes a vendor successful in this marketplace?

A**:** Successful vendors have a clear theme, price their products at different levels, and update their space often to keep it fresh. Attractive displays, good organization, and attention to detail make a big difference. Vendors who track what sells, stay active on social media, and adjust their products based on customer interest usually see the best results.

Q: What services does The Cotton Company provide?

A: We take care of staffing, customer service, sales tax collection and payment, facility maintenance, and business consulting—so you can focus on merchandising and selling.