Washington State Farmers Market Association Presents

Conference Program
February 24 & 25, 2023
Sleeping Lady Mountain Resort
Leavenworth, WA
Thank You Sponsors!

- The Grange -
- State of Washington Tourism -
- Visit Chelan County -
The WSFMA supports and promotes vibrant and sustainable farmers markets in Washington State through member services, education and advocacy.

2023 Conference Team
Cali Osborne, Cascade Community Markets
Caprice Teske, WSFMA
Christina Martin, Edmonds Farmers Market
Colleen Donovan, WSFMA
Jennifer Antos, Neighborhood Farmers Markets
Jill Rittenhouse, North Bend Farmers Market
Liz Clark, Enumclaw Plateau Farmers Market
Lora Liegel, Bellingham Farmers Market
Matt Kelly, Queen Anne Farmers Market

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Jerry Shackette, Secretary
Jordan Boldt
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WSFMA Staff
Colleen Donovan, Executive Director
Caprice Teske, Food Access Coordinator

Washington State Farmers Market Association
93 Pike St Suite 316
Seattle WA 98101
(206) 706-5198
info@wafarmersmarkets.org
www.wafarmersmarkets.org
Facebook.com/WSFMA

CONFERENCE AT A GLANCE
All events held at
Sleeping Lady Mountain Retreat

Friday, February 24
8:30-10:00am Registration
10:00-10:30am Welcome + General Session
10:45-12:00pm Workshop Session 1
12:00-1:30pm Lunch at Sleeping Lady
1:30-2:45pm Workshop Session 2
3:00-4:15pm Workshop Session 3
4:30-5:00pm General Session
5:00-7:00pm Dinner On Your Own
7:00-9:00pm Reception, Auction, Music!

Saturday, February 25
7:30-9:00am Breakfast at Sleeping Lady
9:00-10:00am Workshop Session 4
10:15-11:15am Workshop Session 5
11:30am-12:00pm Closing General Session

Very Special Thanks To
Cascade Community Markets
Taylor-Made Printing, Inc.
Sleeping Lady Mountain Resort
Washington State Department of Social and Health Services
WSFMA Member Markets
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<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>8:30 - 10:00 AM</td>
<td>Registration</td>
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<tr>
<td>10:00 - 10:30 AM</td>
<td>General Session in Chapel Theater</td>
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<tr>
<td>10:45 AM - 12:00 PM</td>
<td>Workshop Session 1: Dealing with “People Stuff:” Systems Thinking and Navigating Organizational Concerns by Hana Butler, Nash Consulting</td>
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<tr>
<td>12:00 - 1:30 PM</td>
<td>Lunch at Sleeping Lady</td>
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<td>1:30 - 2:45 PM</td>
<td>Trade Show: Workshop Session 2: What’s on the Horizon? Strategic Planning for Farmers Markets by Julie Edsforth, Edsforth Consulting</td>
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<td>3:00 - 4:15 PM</td>
<td>Workshop Session 3: Are Harvest, Holiday and Winter Markets right for your farmers market? by Hannah Ladwig, Gorge Grown Food Network, Matt Kelly, Queen Anne Farmers Market, Sarah Dylan-Jenson, Snohomish Farmers Market</td>
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<tr>
<td>4:30 - 5:00 PM</td>
<td>General Session in Chapel Theater</td>
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<tr>
<td>5:00 - 7:00 PM</td>
<td>Dinner on your own</td>
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<tr>
<td>7:00 - 9:00 PM</td>
<td>Dessert Reception, Silent Auction + Live Music!</td>
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FRIDAY EXHIBITORS TO VISIT

Campbell Risk Management
Manage My Market
MarketLink
MarketWurks.com
USDA National Agriculture Statistics Service
Washington Natural Resources Conservation Service
Washington State Conservation Commission
Washington State Department of Agriculture
Washington State Department of Health
WSFMA + King County Agriculture Program

SCHEDULE: SATURDAY, FEBRUARY 25

<table>
<thead>
<tr>
<th>Time</th>
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<th>Session</th>
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<tbody>
<tr>
<td>7:30 - 9:00 AM</td>
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<td>Breakfast at Sleeping Lady</td>
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| 9:00 - 10:00 AM  | Woodpecker    | Practical Tips on Building a Successful Sponsorship Program at your Farmers Market  
|                  |               | Matt Kelly, Queen Anne Farmers Market                                  |
|                  |               | Pat Milliman, Jefferson County Farmers Markets                          |
|                  |               | Tina Eifert, WSFMA Regional Lead                                       |
| 9:15 - 10:15 AM  | Quail         | Breaking Down Food Access Barriers: The King County Peer-to-Peer Pilot  
|                  |               | Seth Schromen-Wawrin, Public Health - Seattle & King County            |
| 10:15 - 11:15 AM | Tadpole       | Finding and Keeping Great Market Staff                                
|                  |               | Annie Quammen, Superfeet and Bellingham Farmers Market Board           |
|                  |               | Adding a “Big Event” to your Fundraising Plans: A “Farm to Table Dinner” Case Study  
|                  |               | Cali Osborne, Cascade Community Markets                                |
| 11:30 AM - 12:00 PM |               | Closing - General Session in Chapel Theater                           |

Rooms:
- Woodpecker
- Quail
- Tadpole
**Session 1: Friday 10:45AM - 12:00PM**

**1A: Dealing with “People Stuff:” Systems Thinking and Navigating Organizational Concerns**  
*Hana Butler, Nash Consulting*

Expert consultant and former market manager, Hana Butler will help your market and managers build new management muscles to help us succeed. We'll use the Waterline Model to help diagnose gaps and roadblocks that reinforce unhealthy patterns at different levels. This systems approach makes it clear whose job it is to deal with organizational issues and how to help employees or vendors engage in healthy, professional work to solve their own problems. Every organization, team or leader will hit roadblocks. What sets greatness apart (and reduced burnout) is the ability to recognize roadblocks as a chance to quickly drop beneath the waterline, identify and address the problem, and get back on track.

**1B: Roadmap to WIC and Senior Farmers Market Nutrition Program in 2023**  
*Katherine Flores, Washington State Department of Health*  
*Nick Lee, Washington State Department of Health*  
*Cameron Akita, Department of Social and Health Services*

In 2022, over $2 million was redeemed by shoppers through the WIC and Senior Farmers Market Nutrition Programs (FMNP). In response to industry changes, WA state is one of the first to transition from paper vouchers/checks to an electronic benefit card. As pioneers, there will be learning and adapting for sure. This workshop will be a deep dive into the new mobile website and how it will work for markets and growers that are authorized to accept FMNP. How can market managers best prepare to support their market vendors and customers through this transition? What training and communication tools will be available to share the coming changes to FMNP? Come find out from the Team in charge of guiding us through new ways of managing FMNP.

**1C: Lightning Round: Fast and Furious Updates from Farmers Market Resources**  
*Emcee: Patrice Barrentine, King County Agricultural Program*

Wondering what is new this year from Campbell Risk Management, MarketWurks, Manage My Market, the USDA National Ag Statistical Service, Washington’s Natural Resources Conservation Service, Washington State Department of Agriculture, Washington State Conservation Commission, and more? Then come hear the latest updates in a fun and fast-paced Lightning Round! Hold on to your notes!

**Session 2: Friday 1:30 - 2:45PM**

**2A: What's on the Horizon? Strategic Planning for Farmers Markets**  
*Julie Edsforth, Edsforth Consulting*

Sometimes just getting to opening day and through the season can take all our energy and volunteer power! How is it that farmers markets can take on the important job of looking out into the horizon 3 or 5 years? It’s a challenge and yet we know that strategic planning can be a game changer for the manager and market organization. Drawing on her experience working with nonprofits including farmers markets, Julie Edsforth of Edsforth Consulting will walk us through the planning process: why do it, whose responsibility is it, what steps are needed, and how to get started.

**2B: (Repeat) Roadmap to WIC and Senior Farmers Market Nutrition Program in 2023**
**Session 2: Friday 1:30 - 2:45PM**

2C: What do I need to do to sell at a Farmers Market? Overview of Key Permits and Licenses  
*Laura Raymond, WSDA Regional Markets*  
*Leonard Winchester, Public Health-Seattle & King County*

Gone are the days when vendors could just show up and sell. For every vendor, there are licenses or permits that they need as a business or for specific products. We'll review the main requirements for the most common farmers market products with experts from WSDA as well as the county health department perspective. We'll also share ways to help with and check compliance so everyone can focus on growing and selling wonderful products to your shoppers.

**Session 3: Friday 3:00 - 4:15PM**

3A: Are Harvest, Holiday and Winter Markets Right for Your Farmers Market?  
*Hannah Ladwig, Gorge Grown Food Network*  
*Matt Kelly, Queen Anne Farmers Market*  
*Sarah Dylan-Jenson, Snohomish Farmers Market*

Adding a market during the shoulder season, outside of your main market season has been growing in recent years. Is it right for your farmers market? Are you looking to make these “extra” markets even better? Come learn from the wisdom of three experienced market peers on how and why they decided to start their Harvest, Holiday, or Winter markets, and lessons about the details of managing permits, selecting dates and days, promotions, working with vendors, and more!

3B: Tips and Tricks to Applying, Securing, and Keeping Your Market SNAP Authorized  
*Lisa Roach, MarketLink*

SNAP Authorization for farmers markets is a complete puzzle for most of us. This gets even more complicated when navigating a shift in market management and can even jeopardize well-established SNAP programs. Lisa Roach, from FNS contractor MarketLink, will share valuable details about the SNAP Authorization process that will take the guesswork out of applying, identify key strategies to keep your application on track, and helpful hints to help markets maintain their authorization through changes in leadership.

3C: What does Climate Change mean for Washington Farmers?  
*Chad Kruger, WSU Center for Sustaining Agriculture & Natural Resources*  
*Sonia Hall, WSU Center for Sustaining Agriculture & Natural Resources*

Farmers market managers know about wildfire smoke, heat domes, cold domes, and flooding. WSU’s Sonia Hall and Chad Kruger, leaders in the intersection of climate and agriculture, will help us understand what the natural scientists are discovering about the changes afoot for farmers – and where we are heading. What do we know about where and when food may be grown and brought to market in the future? Also, how can we engage and where can we find more resources on this topic?
Session 4: Saturday 9:00-10:00AM

4A: Practical Tips on Building a Successful Sponsorship Program at your Farmers Market
Matt Kelly, Queen Anne Farmers Market
Pat Milliman, Jefferson County Farmers Markets
Tina Eifert, WSFMA Regional Lead

Regardless of your market size, sponsors can provide funding, visibility, and new connections for your farmers markets. We’ll hear from three different market experiences to highlight what works for them, share backend planning tools, and inspire you to increase your market sponsors in 2023.

4B: Breaking Down Food Access Barriers: The King County Peer-to-Peer Outreach Pilot
Seth Schromen-Wawrin, Public Health - Seattle & King County

Learn about South King County’s pilot project called “Peer-to-Peer Outreach.” It’s goal is to break down perceived barriers and encourage shoppers to access available food benefits at farmers markets by engaging 15 community members to develop and conduct digital outreach in their own communities. This pilot project increased community outreach for SNAP and SNAP Market Match at the Auburn, Burien, Des Moines, Federal Way, Kent East Hill, Renton, and Tukwila Village Farmers Markets. How did it work? And how can this model be adapted in your community to reach a new audience, create more welcoming spaces, or increase shopper engagement?

4C: Finding and Keeping Great Farmers Market Staff
Annie Quammen, Superfeet and Bellingham Farmers Market Board

While always a challenge, larger national trends make hiring and retaining farmers market staff even more tricky in 2023. And yet, an experienced market team is vital to keeping operations running smoothly. In this workshop we’ll learn from Annie Quammen, a Human Resources professional and Bellingham Farmers Market board member, about best practices that all markets can use to keep staff coming back for the next season.

Session 5: Saturday 10:15-11:15AM

5A: Sharing Your Market’s Stories: Gaining Earned Media with Limited Time and Money
Jennifer Antos, Neighborhood Farmers Markets

If you’ve ever lamented the size of your marketing budget or wished the rest of your community could connect to the stories inside your farmers market, join this session about earned media! What is it? What are the benefits and how can you attain it with limited time and resources? Dive into examples of earned media from markets across the state and look at creative content that did the trick. Learn about the components of a press release and creating press kits, as well as working with reporters and managing press contacts. The session will also cover the housekeeping that supports earned media, such as organizing digital assets and managing photo permissions. You will leave ready to try at least one new thing this season!
Session 5: Saturday 10:15-11:15AM

5B: Adding a “Big Event” to your Fundraising Plans: A “Farm to Table Dinner” Case Study
Cali Osborne, Cascade Community Markets

Figuring out the right mix of fundraising activities is a challenge for farmers markets of any size. A big annual event can sound daunting. Cali Osborne will unpack the Cascade Community Market’s annual Farm to Table Dinner Fundraiser as a case study to highlight insights and how-to advice about finding partners, growing your event, the real costs, and everything they learned the hard way – so you don’t have to.

Local Perks & Activities
*Show Conference Name Tag for Noted Perks

Dinner
Yodeling Broth Company
633 Front Street, Leavenworth
*10% discount on Friday
Reservations suggested

Dinner at Sleeping Lady, Kingfisher Restaurant
Reservations required
Call to reserve: 800-574-2123 Ext. 207

Lunch
Munchen Haus
709 Front St, Leavenworth
$5 coupon redeemable on Saturday

La Javelina
285 US HWY 2, Leavenworth
*Free coffee with purchase of $10 on Saturday

Drinks
Bushel & Bee Taproom
900 Front Street, Leavenworth
*10% discount all weekend

Activities
Pybus Public Market Tour
3 N Worthen St, Wenatchee
*Free tour led by Jessica Mayo of Pybus & Wenatchee Valley Farmers Market

Nordic Ski at Icicle River Trails
7505 CYO Rd, Leavenworth
*20% off Saturday trail pass courtesy of Leavenworth Winter Sports Club

Perks & Activities Coordinated by

Shout Out to our Boot Camp Attendees!
Cameron Akita, Department of Social and Health Services
Cameron is joining as the State Unit on Aging Program Manager from the Department of Social and Health Services’ (DSHS) Aging and Long-Term Support Administration (ALTSA). In this role, he is lead for the Senior Farmers Market Nutrition Program and works with local area agencies on aging to support program functions. He makes his home in Olympia, WA with his wife, 3 ½-year old daughter, two dogs, and three cats. He has worked in the nutrition and aging fields for the past 10+ years, and enjoys gardening, rec-softball, and trips to the beach with family in his free time.

Jennifer Antos, Neighborhood Farmers Markets
This year marks Jennifer’s 5 year milestone as Executive Director at the Neighborhood Farmers Markets, one of Washington’s largest multi-market organizations serving more than 150 producers through their farmers markets, food access, and emergency relief programs. Jennifer draws on her background in nonprofit and public administration, hospitality, and special events in her work and feels especially connected to our region through the relationships she holds with producers and farmers across the state. Her current focus is strengthening NFM’s fundraising efforts, developing a board and staff connection, and supporting the next generation of market producers – reach out to geek out with her on any of these topics!

Hana Butler, Nash Consulting
Hana’s energy, creativity, and inspired vision for positive change have guided her successful path of teaching and facilitating groups and individuals throughout the world. She strives to engage people on a deeper level with themselves, their workplace, and their environment to create long-lasting change towards a more caring and compassionate world. She has over 18 years of experience in facilitating and training groups in both outdoor (wilderness) and indoor environments and a wide range of expertise in management, classroom instruction, group facilitation, program development and non-profit and community development. Hana currently works as an Organizational Consultant and Leadership Coach at Nash Consulting.

Sarah Dylan-Jenson, Snohomish, Lake Stevens, and Stanwood Farmers Markets; Owner and CEO of Mockingjay Press
After working 10+ years in the fashion design industry, Sarah decided it was time to move towards smaller, more localized business and away from the drama of corporate life. Sarah created Mockingjay Press in 2013 with the dream of bringing desire back to small-town shopping. In this social media outlet, she helps bring awareness and insight to supporting small, local shops and businesses. Through curated connections in the community she became the Snohomish Farmers Market Manager in 2015. Sarah now handles 3 large Snohomish County markets and handles the social media, graphic and web design for all, along with her steadfast client list. Sarah has been a featured speaker at the 2019, 2020 and 2021 WSFMA conference, the Alaska Farmers Market conference and the 2018 Women in Business conference.

Julie Edsforth, Edsforth Consulting
Julie Edsforth is a nonprofit consultant based in the Pacific Northwest. She provides strategy development and planning facilitation, organizational development advice and counsel, and executive coaching services. She enjoys working with organizations of all shapes and sizes and across all issues areas. Julie brings 25+ years of experience in the nonprofit sector, including eleven years as the Executive Director of Powerful Voices, a nonprofit she co-founded in 1995 and fifteen years as an independent consultant, including co-founding an Executive Search Firm, Clover Search Works, in 2016. She is a graduate of Whitman College and has a Masters in Social Work from the University of Washington. www.edsforthconsulting.com
Tina Eifert, WSFMA Regional Lead
As a Regional Lead with WSFMA, blending her skillset as a seasoned professional photographer and former Program Coordinator at Camas Farmer’s Market, Tina advocates for ease of accessibility for SNAP and FMNP eligible families at farmers markets in Southwest WA. She demonstrates passion for vibrant pictorial storytelling, community building, youth education, real food grown by small, local farms and thrives on collaborations with sponsors and agencies that facilitate fresh food access for all.

Katherine Flores, Washington State Department of Health (DOH)
Katherine D. Flores is the WIC Farmers Market Nutrition Program Lead for Washington State for the last 10 years at the Department of Health. She has worked at WSU on Nutrition projects and with Hispanic growers in Washington, Idaho and with the WSDA on projects to support risk management. She is the President Elect of the National Association of Farmers Market Nutrition Programs Board. She has taken FMNP to a different level including Idaho. She is from Guatemala City and lives in Tumwater, WA with her husband and mom and is a mother of 2 college kids that keep her motivated and are her strength.

Sonia Hall, WSU Center for Sustaining Agriculture and Natural Resources
Sonia Hall, Associate in Research, works with CSANR research teams to share their results with our clientele: producers, decision-makers, legislators, regulatory and government agencies, NGOs and agricultural professionals. Her focus is well aligned with her passion for working at the interface of science and decision-making so that research addresses key questions, and our results inform natural resource management decisions at all levels. Sonia joined CSANR in November 2014 after working in conservation science in arid lands and fire-prone forests in her native Argentina, Colorado and, for 10 years now, in eastern Washington. Sonia earned her B.S. from the School of Agronomy at the University of Buenos Aires, Argentina, and a Ph.D. in Ecology from Colorado State University. A lover of big open skies, she is committed to working with researchers and decision-makers to improve the use of science as a way of achieving sustainable use of natural resources.

Matt Kelly, Queen Anne Farmers Market
Matt is the Executive Director of the Queen Anne Farmers Market. Matt's passion is bringing people together and local food is the best way he knows how! Matt loves cherry season at the market. “There's nothing like sunny Seattle days with a big bag of Rainier cherries!” He enjoys family trips to the beach, woodworking, and gardening. His business operations and systems background, paired with years of experience as a market manager give him a valuable perspective ready to share on the WSFMA board. Matt also serves on the board of the Queen Anne Chamber of Commerce and freelances in event production throughout the Puget Sound region.

Chad Kruger, WSU Wenatchee Center for Sustaining Agriculture and Natural Resources
Chad Kruger is the Director of WSU’s Tree Fruit Research and Extension Center (TFREC) in Wenatchee and Center for Sustaining Agriculture and Natural Resources (CSANR). He joined WSU in 2004 and spent the first 11 years of his career located at TFREC in Wenatchee as part of the Center for Sustaining Agriculture and Natural Resources, and directed WSU’s Northwestern Washington Research and Extension Center (NWREC) in Mount Vernon and the Puyallup Research and Extension Center. He currently co-chairs the Sustainable Ag Committee for the Cascadia Innovation Corridor, serves on WSDA’s Dairy Nutrient Advisory Committee, the WDNR Climate Resilience Advisory Council, ex officio for the Washington Tree Fruit Research Commission, and represents WSU on the Washington Food Policy Forum. He was raised in Washington State and is blessed to be from generational farm families in both Eastern (wheat and cattle near Spokane) and Western Washington (berries in Whatcom County). In his “spare time” he is a co-owner / operator of a small family livestock operation.
Hannah Ladwig, Gorge Grown Food Network  
Hannah works as the Farmers Market Operations Director for Gorge Grown Food Network. Gorge Grown is a nonprofit organization that works to build a resilient and inclusive food system to improve health and well-being in the Columbia River Gorge. Hannah manages many programs including: Hood River Farmers Market, the flagship farmers market in the Columbia Gorge and the Rural Farmers Market Network, a convening of regional farmers markets working collaboratively. Her work is fueled by her passion for local food, agriculture, entrepreneurship, politics and justice. She also works as a freelance graphic designer and artist.

Nick Lee, Washington State Department of Health (DOH)  
Nick has worked with FMNP as the WIC Vendor/Farmers Market Specialist since April 2020. He is currently the Western Region Representative for the National Association of Farmers Market Nutrition Program. He is passionate about sports, Star Wars, and food. He golfs to clear his mind and enjoy nature. He is bilingual, fluent in English and Spanish. As a father of 2 kids, he strives to build a bright future for them. He feels FMNP helps with that goal.

Pat Millimen, Jefferson County Farmers Markets  
Pat Millimen is the Assistant Manager at Jefferson County Farmers Markets. She loves food; whether cooking, eating, reading, taking classes, volunteering at the local farmer’s market, or traveling, it is always about the food! Her passion led her, along with her partner Tom, to open Pat’s Pantry, a spice and tea shop in Astoria, Oregon. Over the years Pat has volunteered at the Portland Farmer’s Market and River People Farmer’s Market in Astoria, Oregon. She also served on the board of North Coast Food Web, a non-profit dedicated to strengthening the community through food and agriculture. Pat has a deep appreciation for locally grown and made foods. Her motto at the spice shop was “Eat locally, season globally”.

Cali Osborne, Cascade Community Markets  
Originally from Austin, Cali received her BA at the University of Washington School of Public Health in Seattle and settled in Leavenworth. There, she took up seasonal work in agriculture, including organic farming and gleaning. A passion for food quickly brought her to the local farmers market board of directors, eventually transitioning to Executive Director for the new dual market organization, Cascade Community Markets, in 2020. As ED, Cali connects her many professional interests: community health, sustainability, good food, farming and event planning. In addition, Cali serves as the Central Washington Regional Lead for WSFMA. Outside work, Cali spends most of her time gardening, cooking, river-surfing, and scheming travel adventures.

Annie Quammen, Smartfeet  
As the Vice President of Human Resources at Superfeet, Annie oversees all Human Resources functions for the global organization and its subsidiaries. She is passionate about people-centric HR and believes treating people right is the most critical decision an organization can make. Annie successfully builds and manages HR operations and programs supporting organizational development and strategy and is a trusted advisor to C-level executives and senior leadership, providing guidance and expertise in all HR functional areas. She proudly serves as a Bellingham Farmers Market board member and enjoys cooking (and eating!) vegetarian food and adventuring outside around the globe.
Laura Raymond, Washington State Department of Agriculture (WSDA)
Laura is the Program Manager for the Regional Markets Program at the Washington State Department of Agriculture which supports direct marketing farms and vibrant local food systems. The program provides information, training, regulatory guidance, and more to help farmers connect with customers and sell their products locally, from farmers markets to school cafeterias. Since 2020, Regional Markets has managed grant programs directing $45 million in support to small farms and food businesses, including farmers markets. In that same time, Laura fell madly in love with her pandemic pup, Rusty, who came to her from the wonderful Kitsap Humane Society. Laura holds an MBA in Sustainable Business.

Lisa Roach, Market Link
Lisa's interest in food and agriculture stemmed from visiting her grandparent's farm in rural Germany during the summer, helping her parents garden, and cooking with her family. This upbringing led her to pursue an education in food systems at San Francisco State University where she majored in Family and Consumer Sciences with an emphasis in Nutrition. Lisa is delighted to be part of the NAFMNP team, as a MarketLink Regional Representative. She loves being able to connect to farmers and market managers throughout the country and hear from their perspectives. Outside of MarketLink, Lisa does her best to support local food by shopping at the Alemany Farmers Market in San Francisco; California's first official farmers' market. In her free time, she's usually biking, hiking through local parks, cooking at home, visiting friends, or working on many art projects.

Seth Schromen-Wawrin, Public Health - Seattle & King County
Seth (he/him) is a Project Manager for the Healthy Eating and Active Living Team at Public Health – Seattle and King County, working to support community projects focused on food systems, active transportation, and access to open space. Previously, Seth worked with non-profit organizations on projects related transportation advocacy, digital storytelling, and community mapmaking.

Leonard Winchester, Public Health - Seattle & King County
Leonard Winchester is an Environmental PH Planner III with Public Health - Seattle & King County where he works with Rosemary Byrne. He knows the farmers market community well, especially in King County, and the complex nuances County Health Departments. He is well-known among market managers for his dedication to teaching vendors and markets alike on how to understand and find ways to comply with confusing requirements.

Thank You Auction Item Donors!
We love to see your market pride, and we truly appreciate your support!
### CONFERENCE BINGO

#### How to Play
To tick a box, you must meet a fellow conference attendee who claims that fact, learn their name and write it in the blank.

To get BINGO, you must tick 5 boxes in a row, in any direction. **BLACKOUT** means ticking all the boxes.

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<th>buys from local farms/vendors weekly</th>
<th>took a vacation in July 2022</th>
<th>has managed the same market for 5 or more years</th>
<th>loves to cook with local ingredients</th>
<th>currently has more than 1 job</th>
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<tr>
<td>understands the Farm Bill</td>
<td>does shopper counts every market</td>
<td>is a farmer</td>
<td>has been a member of the WSFMA for 5+ years</td>
<td>is/was a market board member</td>
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<td>sells (or has sold) at a farmers market</td>
<td>speaks more than one language</td>
<td>can claim 5 or more of these facts!</td>
<td>lives in an agricultural area</td>
<td>has a dog named:</td>
</tr>
<tr>
<td>works for a government agency</td>
<td>grows a garden</td>
<td>is a grandparent</td>
<td>was born in Washington</td>
<td>works for a non-profit</td>
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<td>traveled less than 1 hour to get here</td>
<td>has a cat named:</td>
<td>attended Boot Camp this year</td>
<td>lobbies in Olympia on behalf of markets</td>
<td>traveled 3+ hours to get here</td>
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Thank you to all our conference attendees! We wish you all safe travels and wonderful market seasons!