



Lightning Round

Resources for Farmers Market
Farmers and New Businesses



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www.wafarmersmarkets.org

2024 W SFMA Conference
February 23-24, 2024
Sleeping Lady, Leavenworth

Market and Event Management Software that wUrks with U

market  wurks

Christopher Quinlan

Founder / CEO

chris@marketwurks.com

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www.marketwurks.com



Thunderous Applause
&
Questions ?



NRCs

WASHINGTON

- Conservation Stewardship Program
 - Increased minimum Annual Payment (\$1,500 → \$4,000)
- Act Now
 - High Tunnels & Low Tunnels
- Small-scale reimbursement scenarios
- Portable electric fence
- New practices
 - Soil Carbon Amendment
 - Soil Liming
 - Annual Forages for Grazing
 - Raised Beds
 - Low Tunnels
 - Organic Management Systems



Questions?

Contact: Rebecca.Anderson@usda.gov

Natural
Resources
Conservation
Service

nrcs.usda.gov



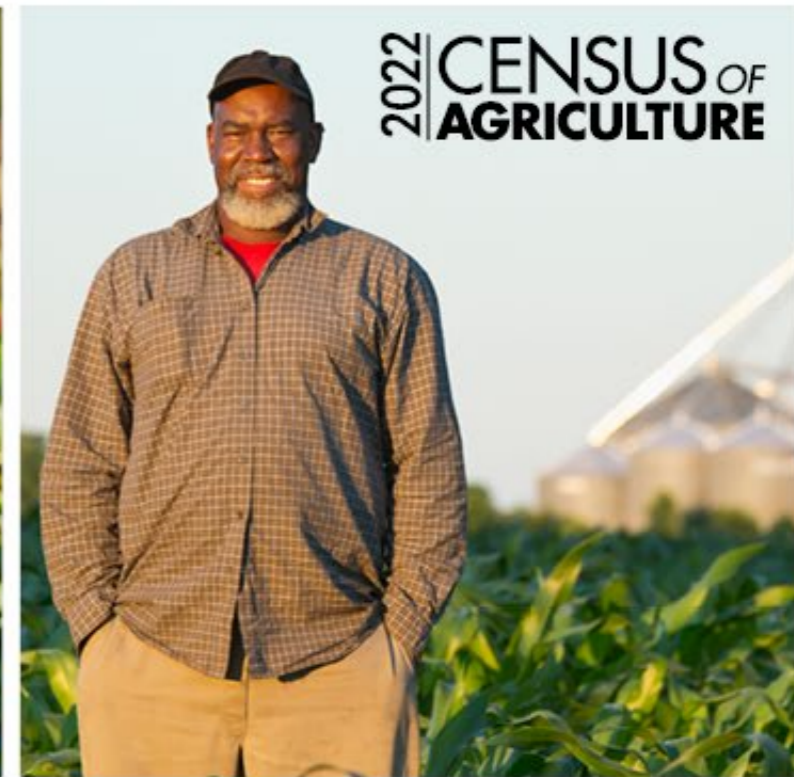
Thunderous Applause
&
Questions ?

USDA



NASS

2022 CENSUS OF AGRICULTURE



THE AG CENSUS COUNTS



United States Department of Agriculture
National Agricultural Statistics Service

2022 Census of Agriculture Data Release

February 13, 2024

nass.usda.gov/AgCensus

Agenda

- Census Data Collection
- Farms and Ranches
- Economics
- Demographics
- Future Census Products

History of the Census of Agriculture

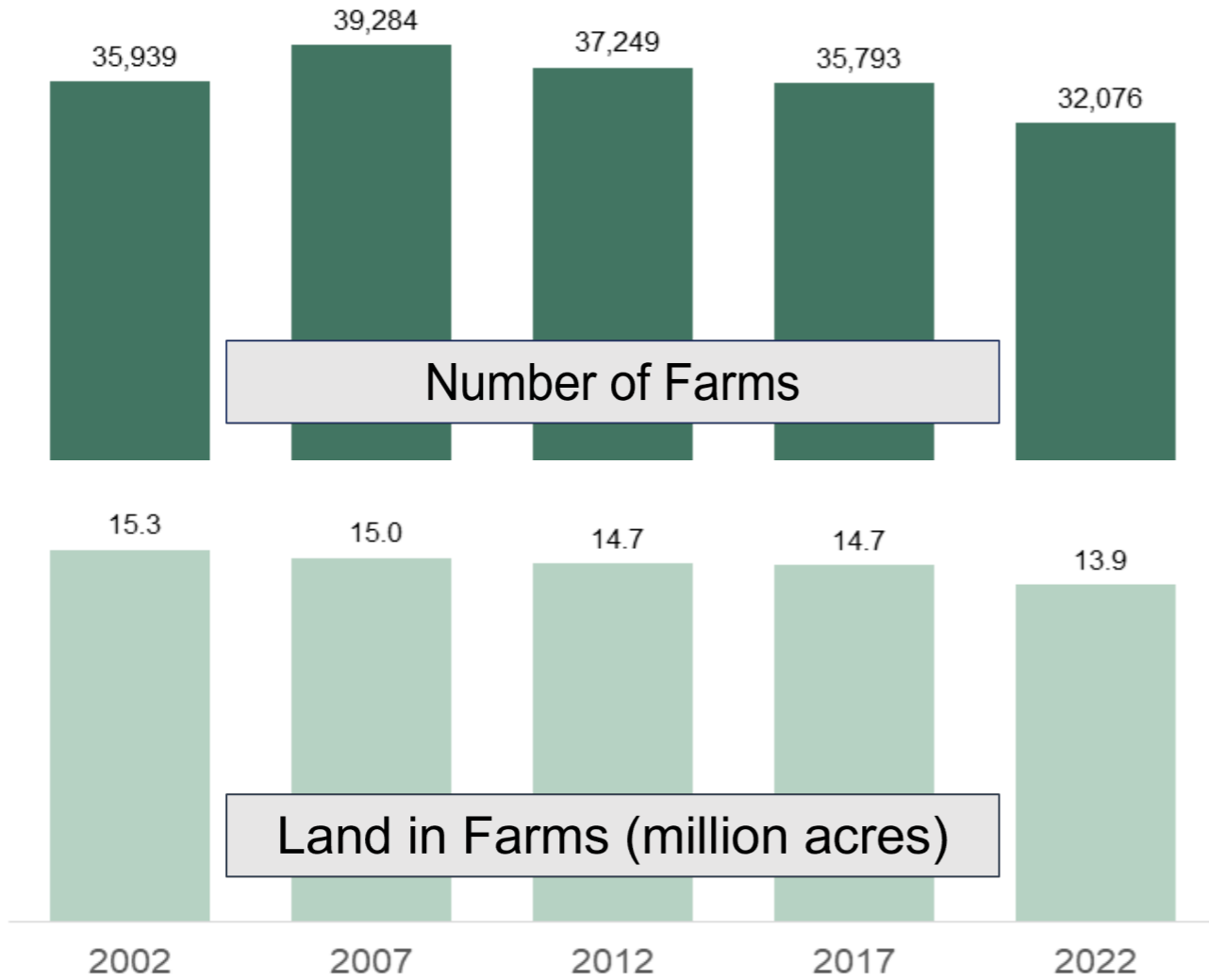
- The first Census of Agriculture was conducted in 1840 in 26 states and the District of Columbia.
- 180 years later:
 - The 2022 Census of Agriculture is the 30th in the series, and the 6th conducted by NASS.
 - In 1997, the Census of Agriculture was transferred from the Census Bureau to NASS.
 - The Census of Agriculture encompasses 50 states, Puerto Rico, and outlying areas (Guam, U.S. Virgin Islands, American Samoa, Northern Mariana Islands).
- Data are available for:
 - National, state, and county levels
 - Congressional districts, watersheds, and zip codes

Farms and Land in Farms

Since 1974, the Census of Agriculture has defined a farm as

“any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the census year.”

Number of Farms and Land in Farms, 2002 - 2022

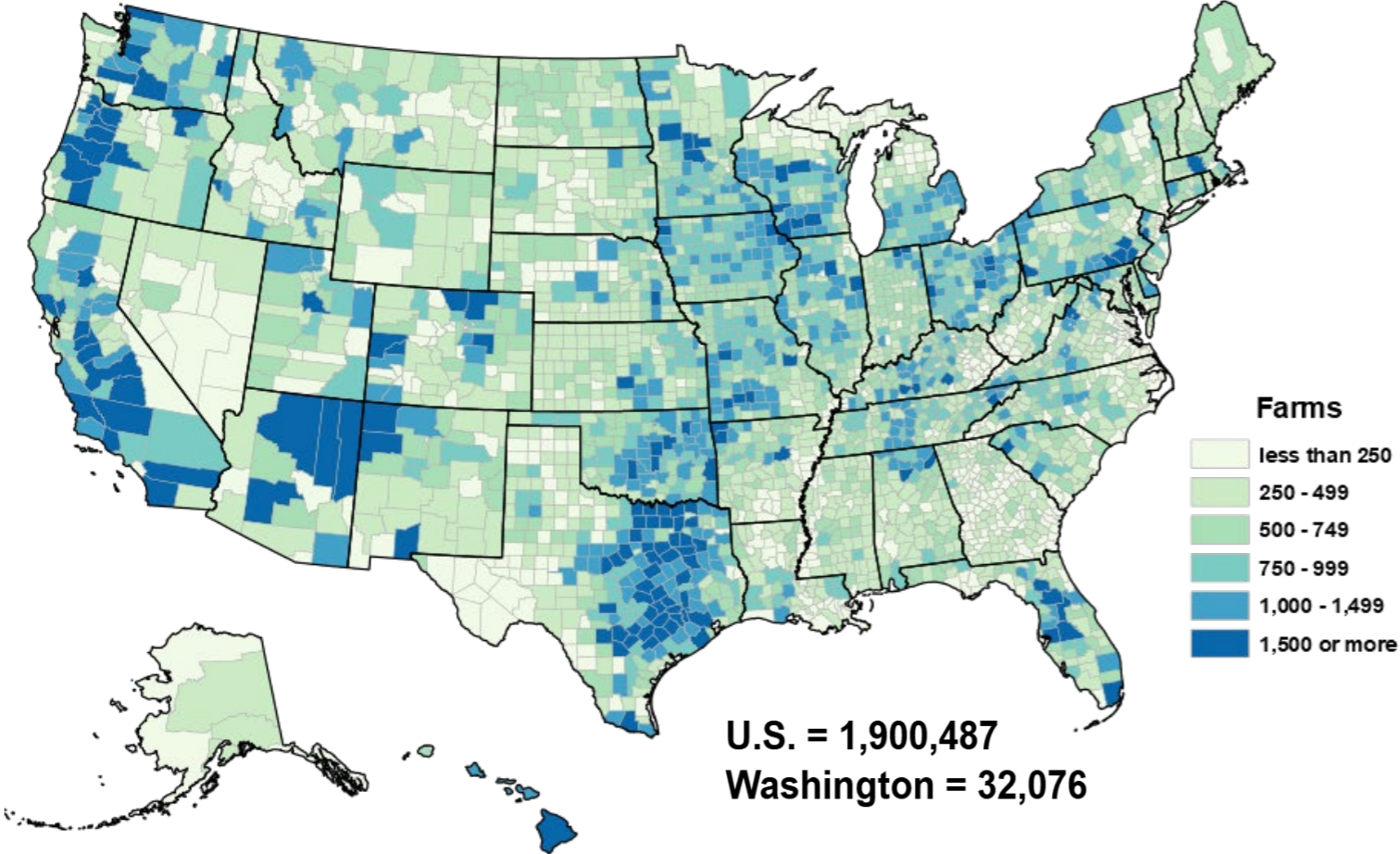


Number of Farms		
2017	2022	% Change
35,793	32,076	-10.4
Land in farms		
2017	2022	% Change
14.7	13.9	-5.6
Average Farm Size (Acres)		
2017	2022	% Change
410	432	+5.4



Number of Farms, 2022

By County

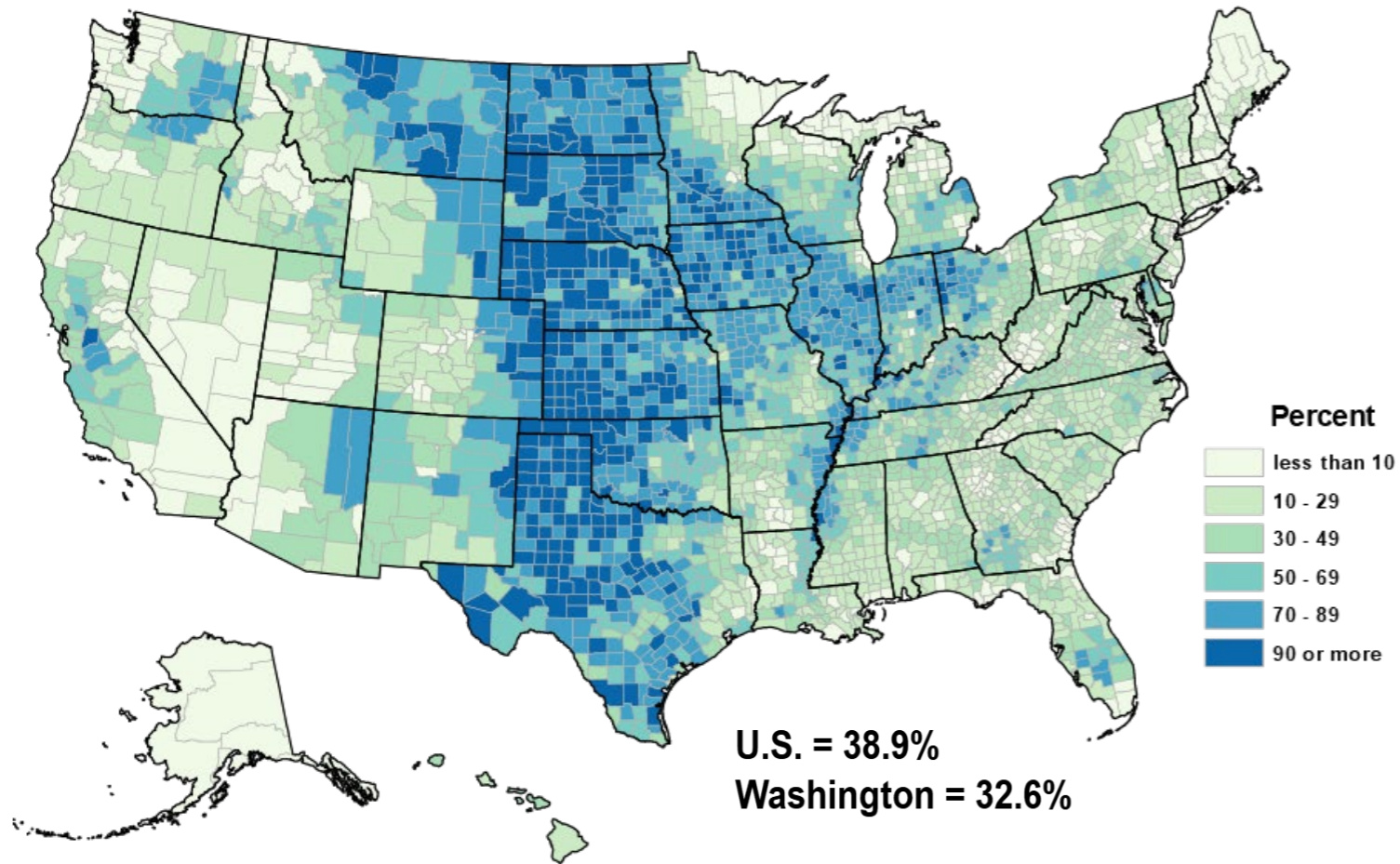


Top Counties or Equivalents	2022
Yakima	2,523
Spokane	2,386
Clark	1,927
King	1,604
Whatcom	1,582
Lewis	1,565
Snohomish	1,418
Pierce	1,347
Benton	1,338
Grant	1,238



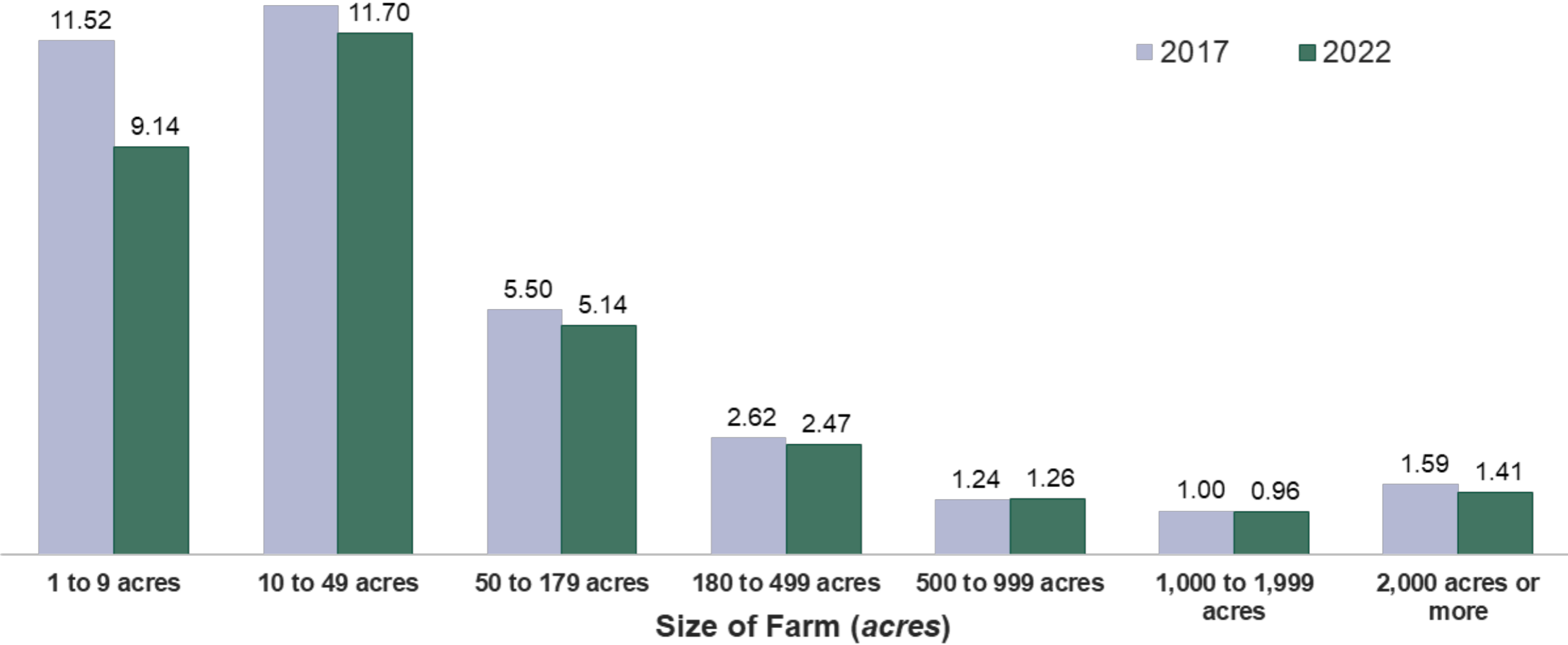
Land in Farms, 2022

As a Percent of Total, by County



Type of Use	Acres (Millions)
Total	13.9
Permanent Pasture	4.3
Cropland	7.4
<i>Harvested Cropland</i>	4.6
Woodland	1.7
Other	0.5

Number of Farms, by Size Class, 2017 and 2022 *(thousands)*

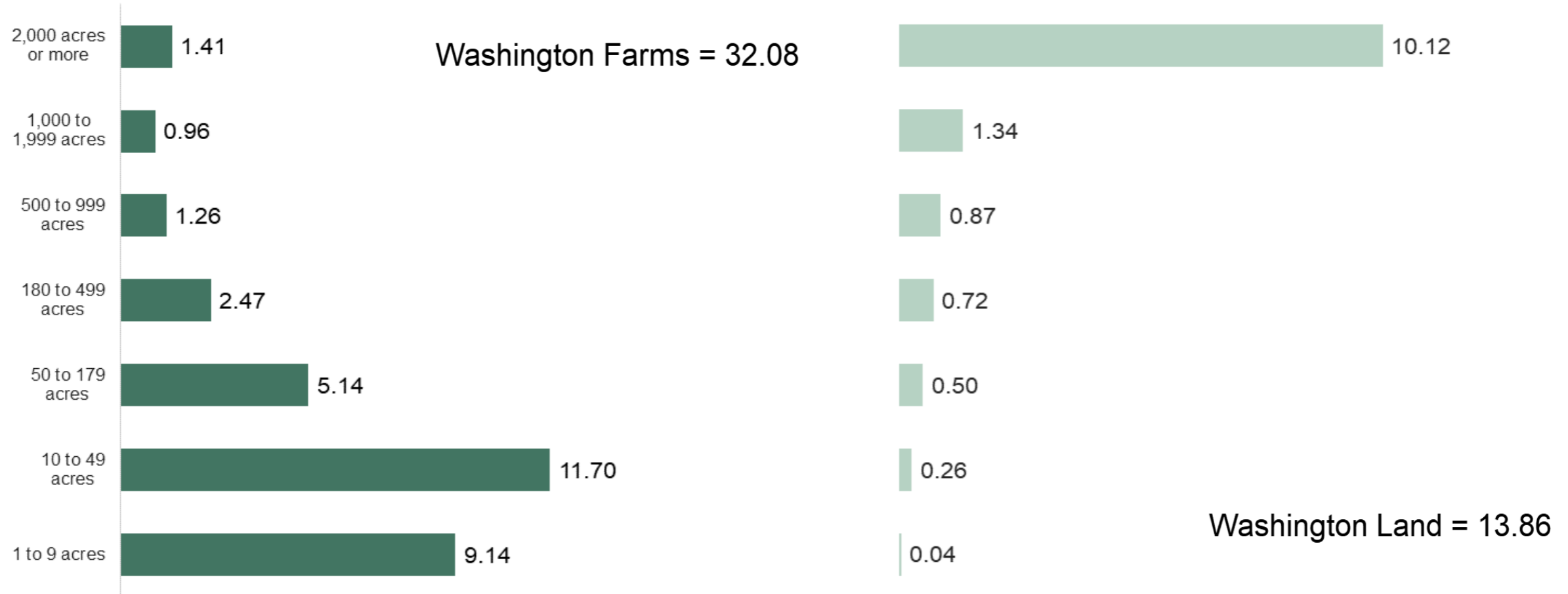




Farms and Land in Farms, by Size Class, 2022

Number of Farms (*thousands*)

Land in Farms (*million acres*)



Economics

- Total Value of Agricultural Production
- Crop and Livestock Sales
- Farm Income

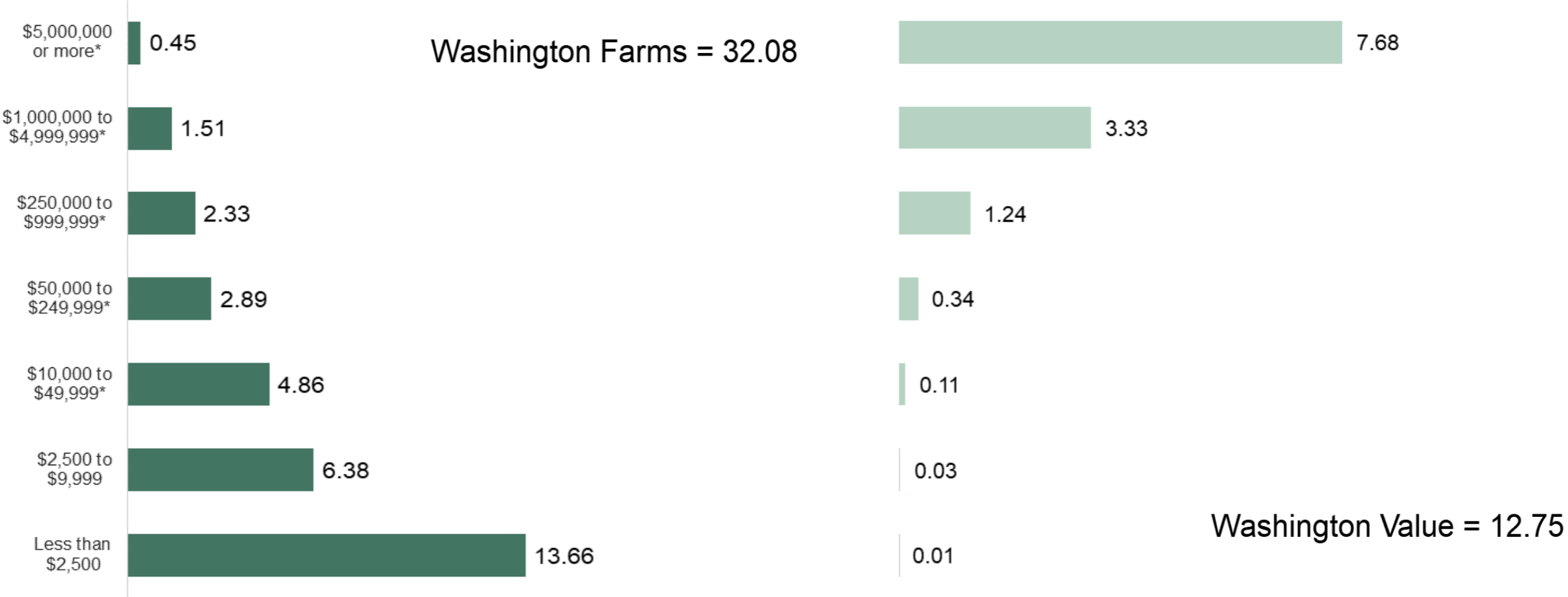
Number of Farms, by Sales Class, 2017 and 2022 (thousands)



Farms and Value of Production, by Sales Class, 2022

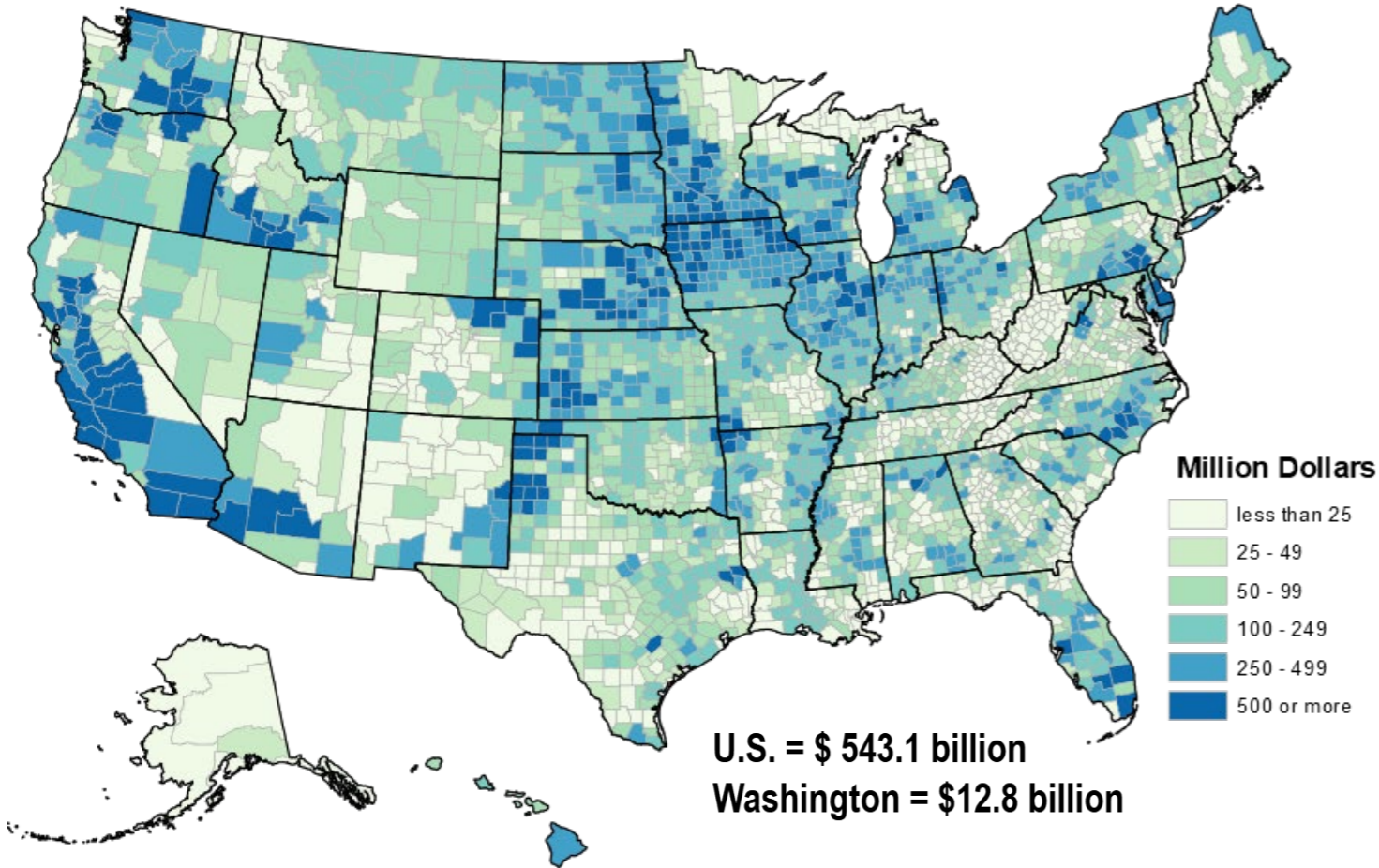
Number of Farms

Value of Production (\$ billions)



Total Value of Agricultural Production, 2022

By County

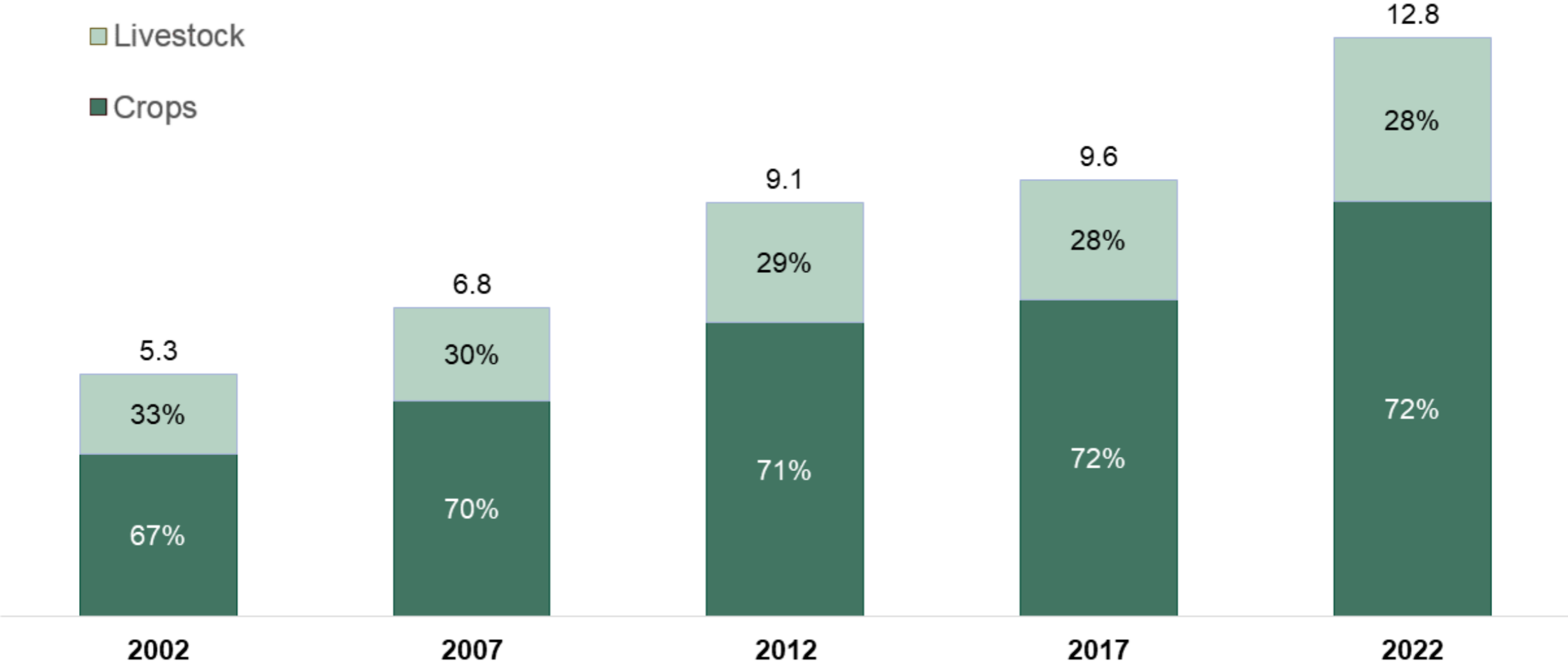


Top Counties or Equivalents	TVP (\$ millions)
Grant	2,605
Yakima	2,266
Benton	1,214
Franklin	1,006
Walla Walla	779
Adams	562
Whatcom	510
Whitman	465
Skagit	367
Okanogan	364

(\$ billions)

Livestock

Crops



STATE: WA

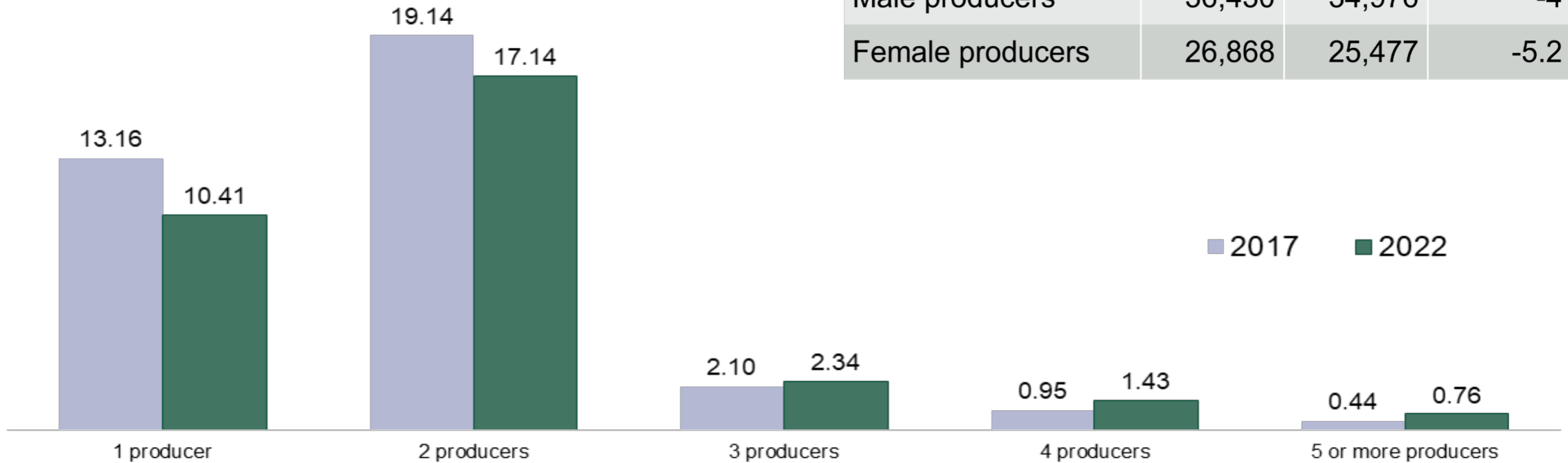
Demographics of Farm Producers

- Average Age of Producers
- Young Producers
- New and Beginning Producers
- Farm and Producer Characteristics by Sex/Race/Ethnicity
- Producers with Military Service

Farm Structure, 2017 and 2022

Farms by Number of Producers (thousands)

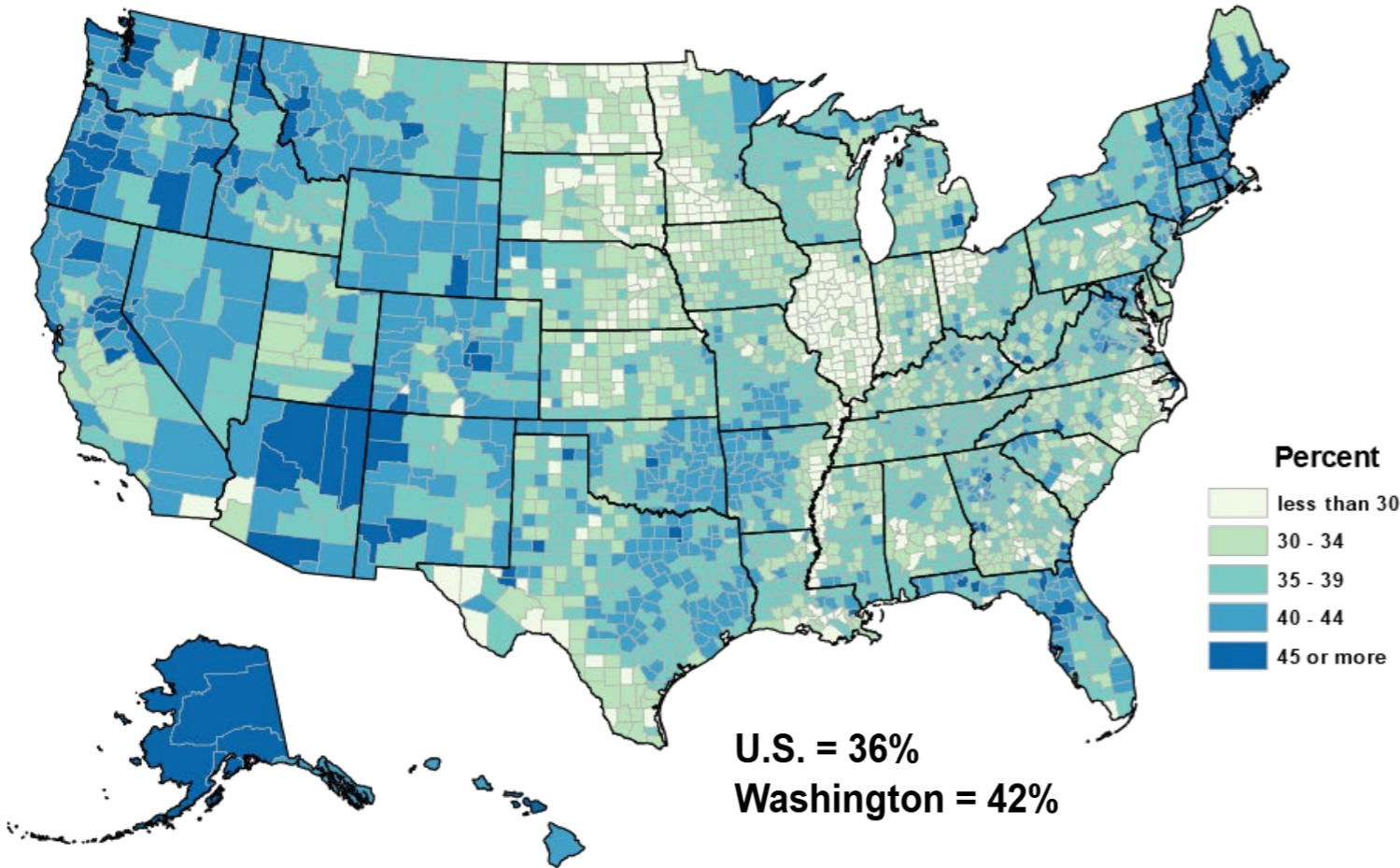
Producers by Sex



	2017	2022	% change
All producers	63,298	60,453	-4.5
Male producers	36,430	34,976	-4
Female producers	26,868	25,477	-5.2

Producers by Sex, 2022

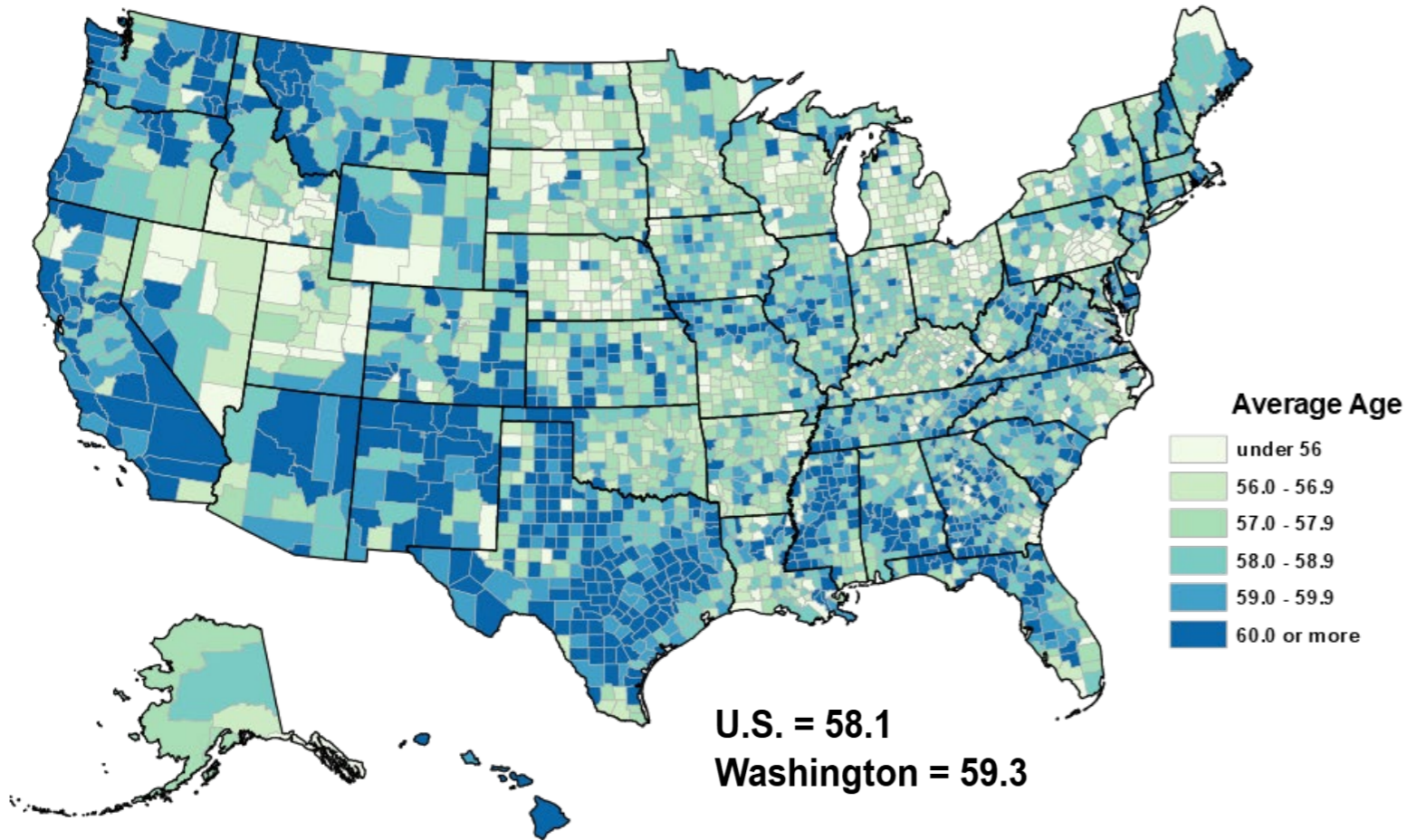
Female Producers by Percent of All Producers, by County



Producers		
	Female	Male
Number	25,477	34,976
Average Age	58.6	59.7
Farms		
Number	22,747	28,474
Average Farm Size (Acres)	300	466
Average Total Value of Production	\$207,947	\$438,006

Average Age of Producers

By County, 2022

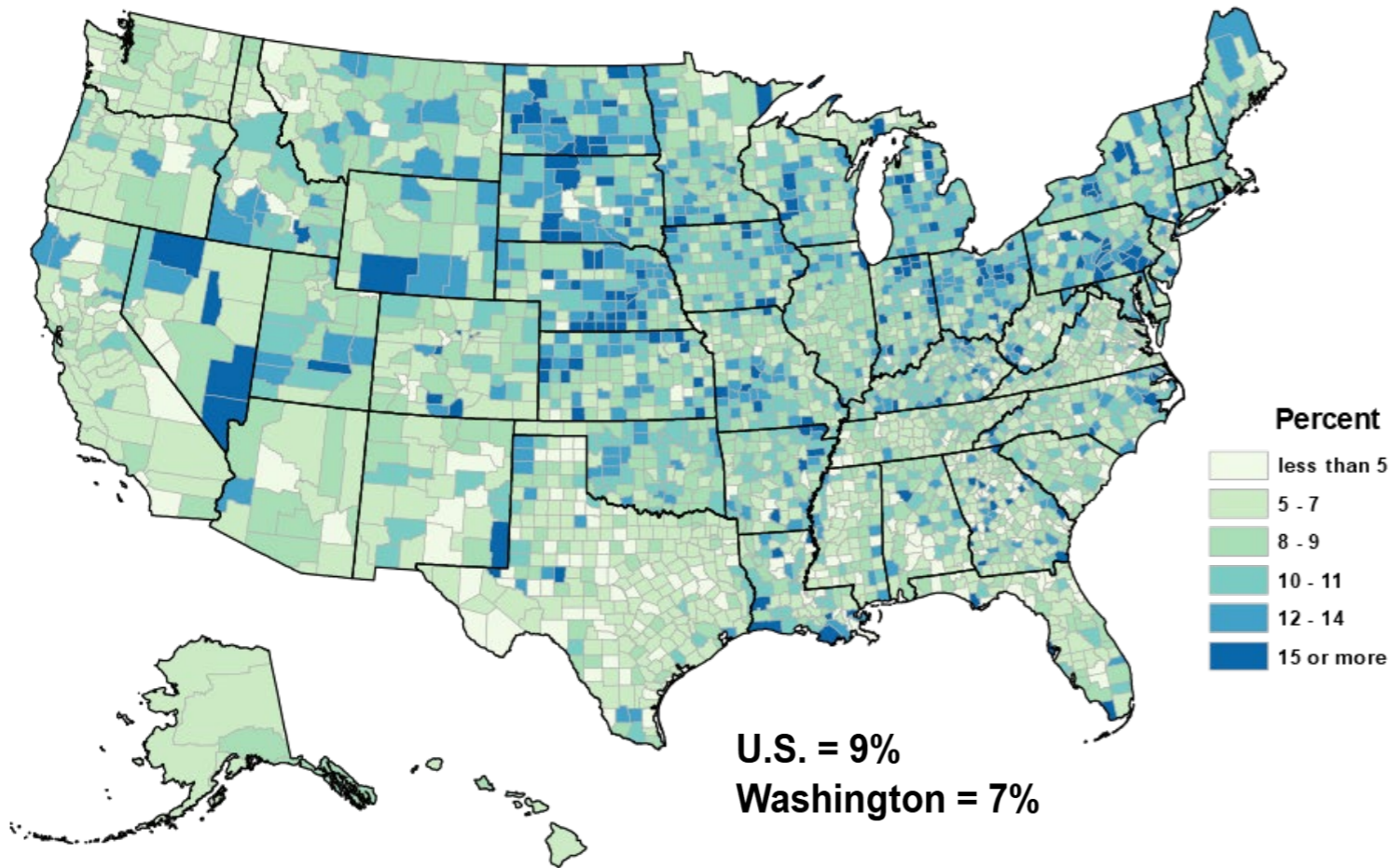


All Producers, 2012 - 2022

2012	56.8
2017	58.1
2022	59.3

Young Producers (Under 35 years), 2022

As a Percent of All Producers, by County



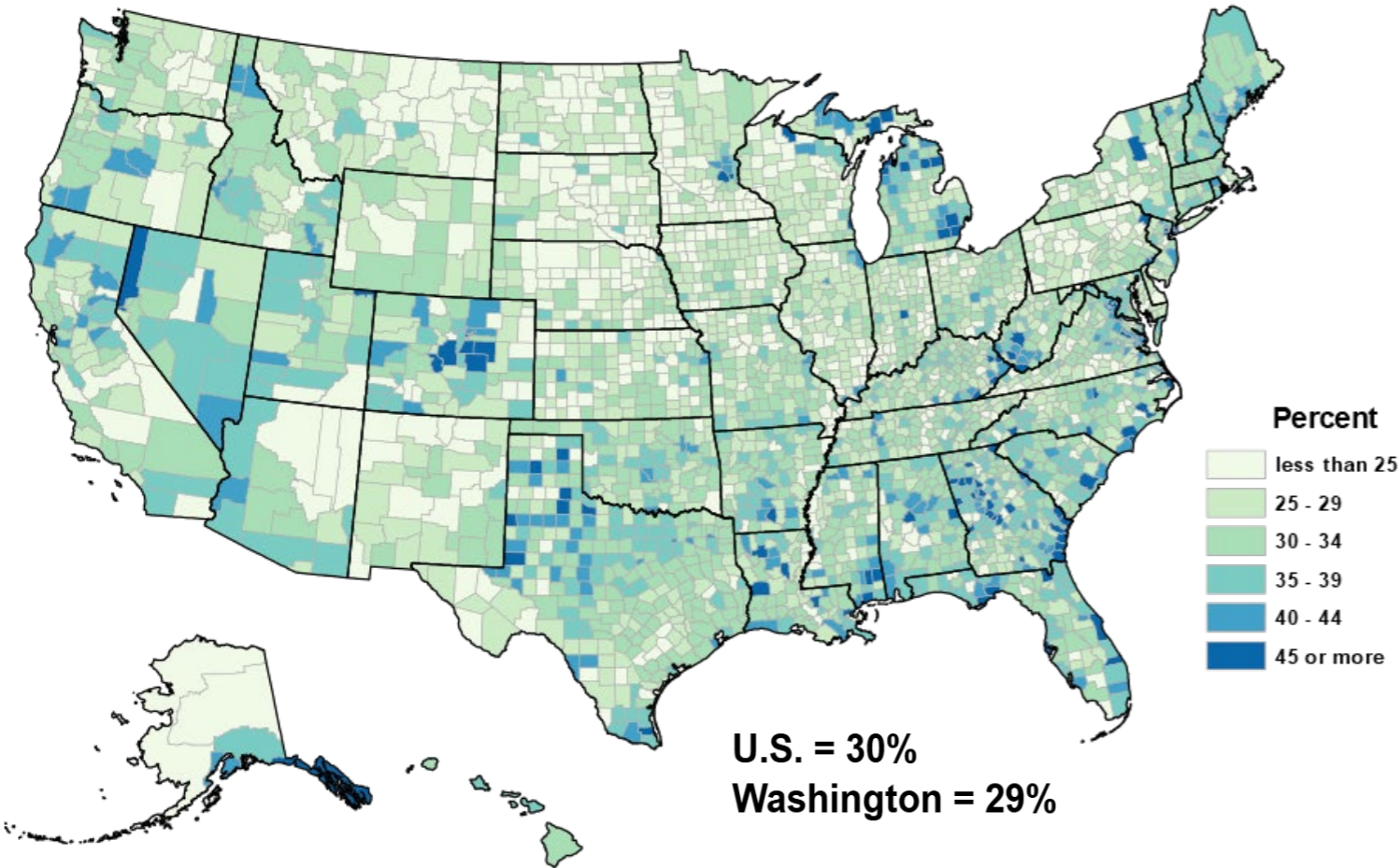
Producers

	Young	All
Number	3,930	60,453
Average Age	28.6	59.3

Farms

Number	2,998	32,076
Average Farm Size (Acres)	596	432
Average Total Value of Production	\$405,037	\$397,542

New and Beginning Producers (10 years or less on any farm), As a Percent of All Producers, by County 2022



Producers		
	New and Beginning	All
Number	17,355	60,453
Average Age	48.1	59.3
Farms		
Number	10,242	32,076
Average Farm Size (Acres)	286	432
Average Total Value of Production	\$235,447	\$397,542

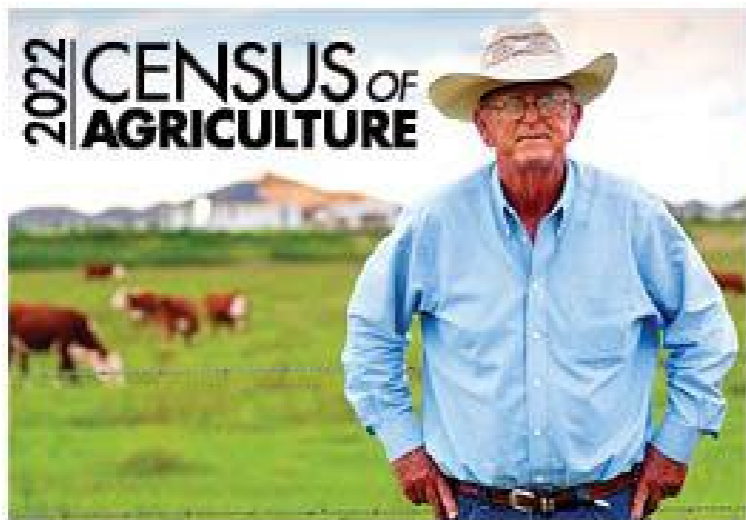
Direct to Consumer Value of Sales, 2017 and 2022

(\$1,000)

	2017	2022	%Change
WASHINGTON	68,574	98,737	+44
Walla Walla	5,278	14,513	+175
Grant	3,630	7,622	+110
Skagit	7,038	6,361	-10
Thurston	3,743	5,860	+57
Snohomish	4,890	5,480	+12

Direct to Consumer Number of Farms, 2017 and 2022

	2017	2022	%Change
WASHINGTON	4,503	3,564	-21
Walla Walla	90	71	-21
Grant	74	50	-32
Skagit	191	141	-26
Thurston	197	168	-15
Snohomish	53	48	-9



All Reports Available at www.nass.usda.gov

For Questions

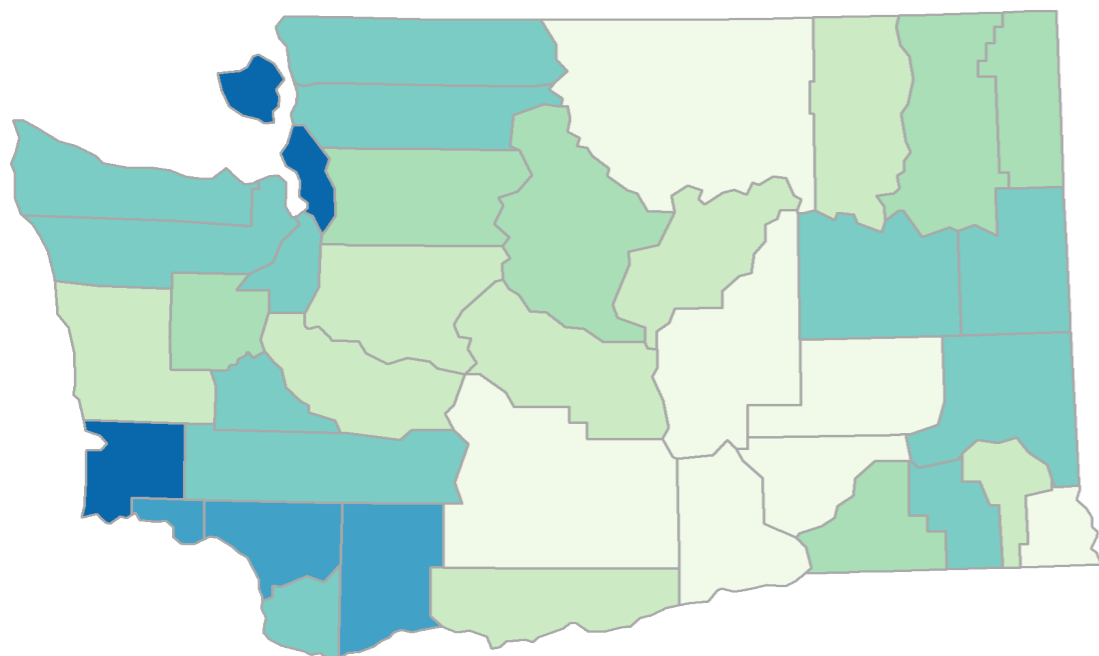
360-890-3300

Dennis.Koong@usda.gov



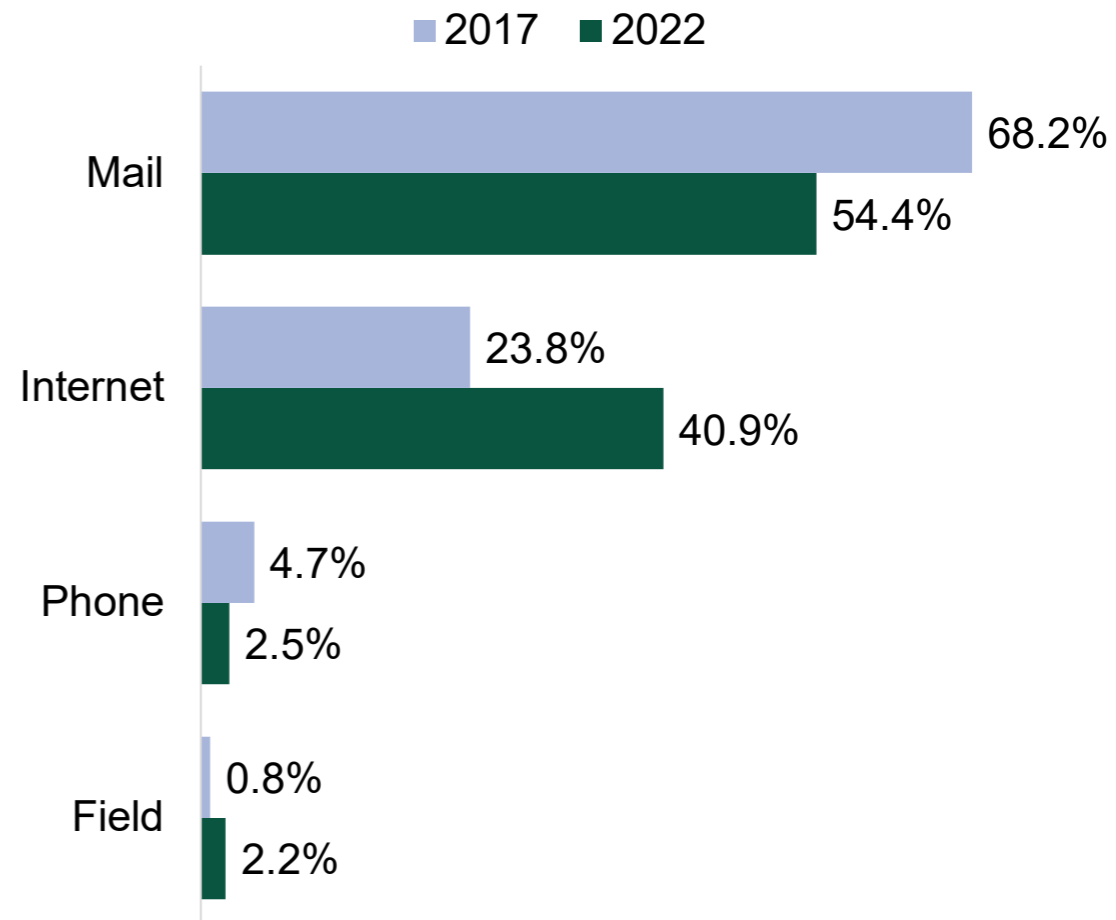
Census Data Collection

Response Rate by County, 2022



U.S. = 61%
Washington = 57.9%

U.S. Return Rate by Mode, 2017 and 2022 (percent of returns)



STATE: WA

Upcoming Census Releases in 2024

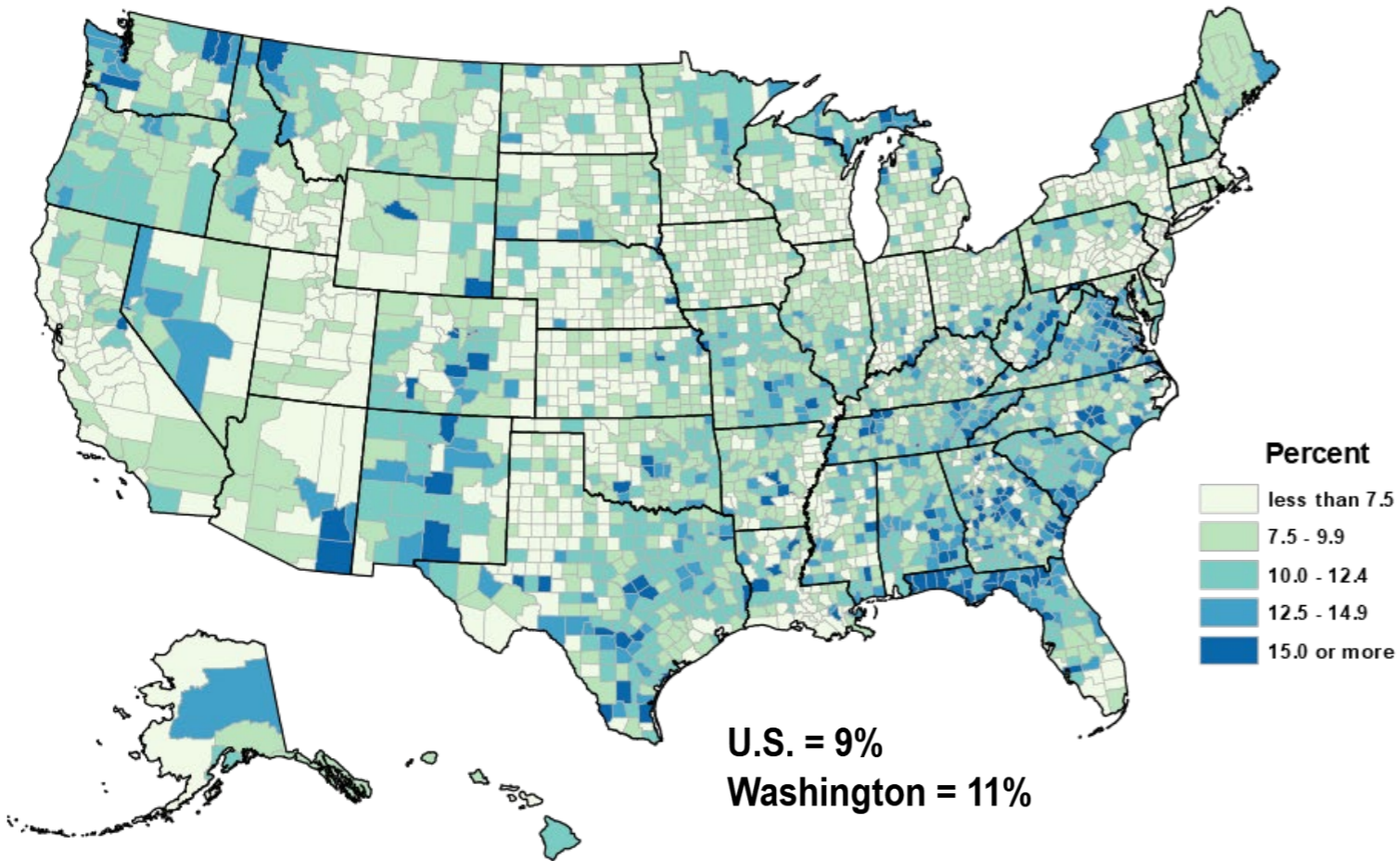
Release Date	Release Title
March 27	Market Value of Ag Products Sold Rankings
March 27	State & County Profiles
May 15	Congressional District Profiles and Rankings
June 28	Race, Ethnicity & Gender Profiles
July 18	Puerto Rico
July 24	Watersheds
August 29	American Indian Reservations
October 17	Specialty Crops
November 7	Zip Code Tabulations
November 14	2023 Irrigation and Water Management Survey
December 16	2023 Census of Aquaculture

Farm Income and Expenses, 2017 and 2022 (\$ millions)

	2017	2022	% Change
Value of ag products sold	9,634	12,752	+32
Government payments	169	247	+46
Farm-related income	366	463	+27
Production expenses	8,464	11,054	+31
Net income	1,705	2,408	+41
Per farm average net income (dollars)	\$47,641	\$75,079	+58

Producers with Military Service, 2022

As a Percent of All Producers, by County



Producers		
	With Military Service	All
Number	6,471	60,453
Average Age	68.1	59.3
Farms		
Number	6,077	32,076
Average Farm Size (Acres)	265	432
Average Total Value of Production	\$232,306	\$397,542



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Questions ?



Washington
State Department of
Agriculture

Regional Markets Program



Washington
State Department of
Agriculture

2019

HANDBOOK *for* SMALL AND DIRECT MARKETING FARMS

REGULATIONS AND STRATEGIES FOR FARM AND FOOD BUSINESSES



WSDA Regional Markets Program

Supporting the local food economy across
Washington

Ivy Fox and Micha Ide

WSDA REGIONAL MARKETS PROGRAM

We work to strengthen the economic viability of small and direct-marketing farms and ranches, increase the availability of healthy, locally-grown foods for all Washingtonians, and support robust local food and agricultural economies.

We offer technical assistance, publications, marketing resources, trainings, and regulatory guidance to farms and local buyers of Washington agricultural products.

Different Forms of Support



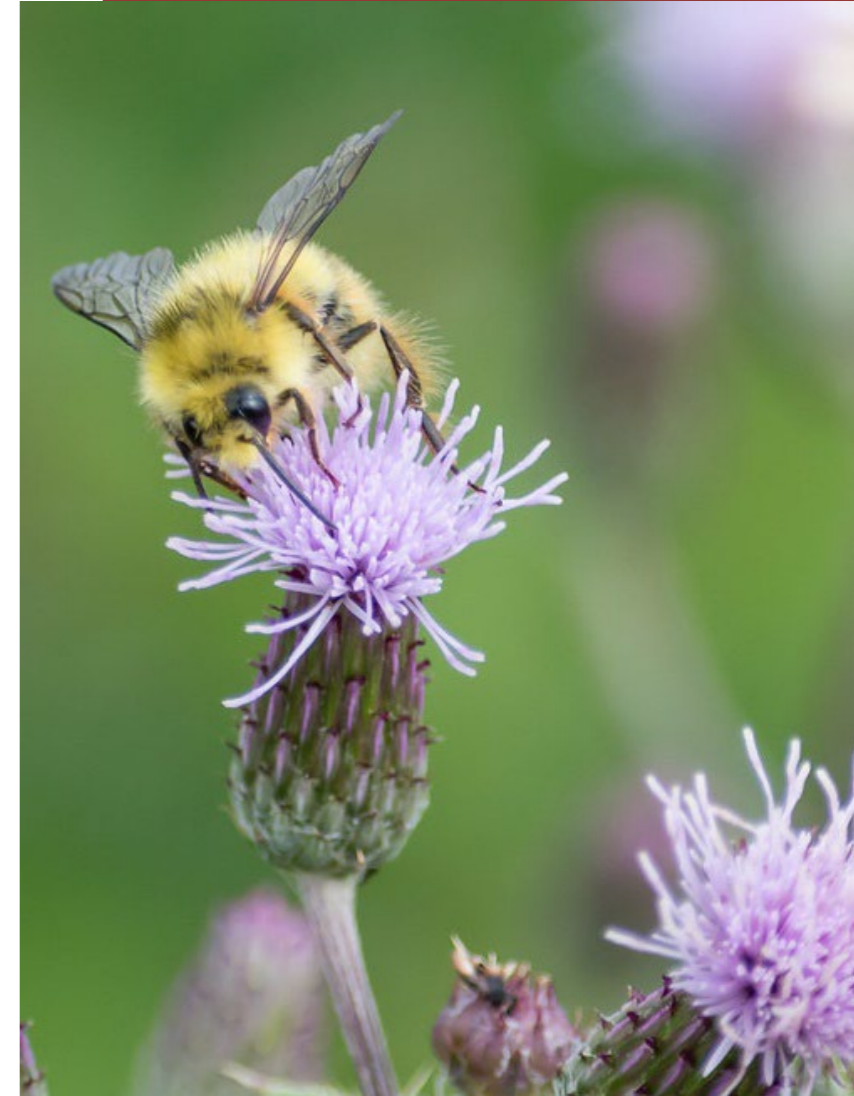
Grant Programs



Local Purchasing Programs /
Expanded Market Opportunities



Publications, Business Assistance,
Regulatory Guidance & Connections



All contribute to building strong local food economies.³⁹

Supporting small and direct marketing farms, ranches, and local food businesses across Washington



Small Farm Direct Marketing Assistance

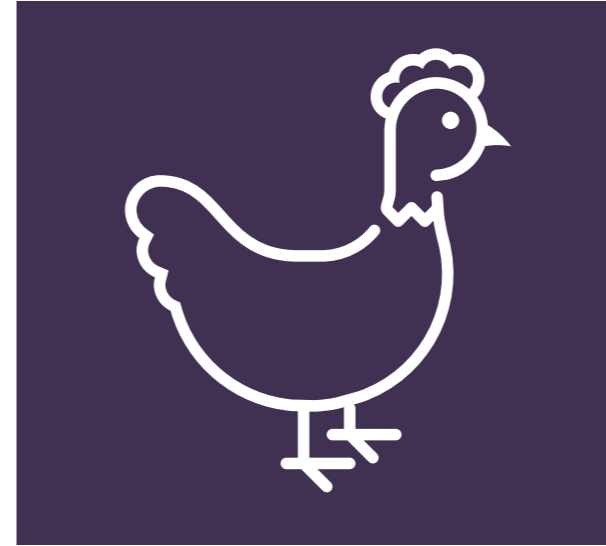
Micha Ide



Farm to School

Annette Slonim
Claire Finnerty

GRANTS!



Meat & Poultry Assistance

Sarah Lemon



Local Food System Infrastructure

Ivy Fox
Galen VanHorn

GRANTS!



Grants from WSDA



Washington
State Department of
Agriculture



**Local Food
System
Infrastructure
Grant**

**Farm to School
Purchasing Grant**

**Meat Processing
Infrastructure and
Capacity Grant**

**Resilient Food
System
Infrastructure
Grant**

www.agr.wa.gov/grants



Commodity crops
Specialty Crops
Shellfish and seafood
Manufactured foods
Beers, wine, spirits

Establishing a labeling and promotion program for Washington food and agricultural products

Presented By: Lora Liegel, Program Administrator










Washington
State Department of
Agriculture

Key Program Elements

What is it? A new WSDA program to support Consumers, Producers and our Agricultural Economy.

What will it do?

-  Create consistency for identifying WA product
-  Help producers market their product
-  Increase marketplace visibility
-  Build confidence about where food comes from
-  Help institutions identify WA products
-  Increase competitiveness
-  Bolster WA's reputation for high quality, safe food

Timeline?

Now through April – get stakeholder feedback on program design **(from you!)**

Eligibility Requirements

Membership Structure

Market channels and needs

June: report of recommendations sent to legislature

Fall and into 2025: name the program, create logo, website, seek additional funding, membership

Want to learn more? Contact Lora Liegel • lora.liegel@agr.wa.gov • 360-489-4077



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Questions ?



Washington
State Department of
Agriculture

Produce Safety Program



WSDA Produce Safety Program

Washington State Farmers Market Association Conference: February 23, 2024

Presented By: Leah Grewal, Inspection Administrative Coordinator



Washington
State Department of
Agriculture

The WSDA Produce Safety Team

Leah Grewal
Inspection
Admin Coordinator



Karen Ullman
Assistant Program
Manager



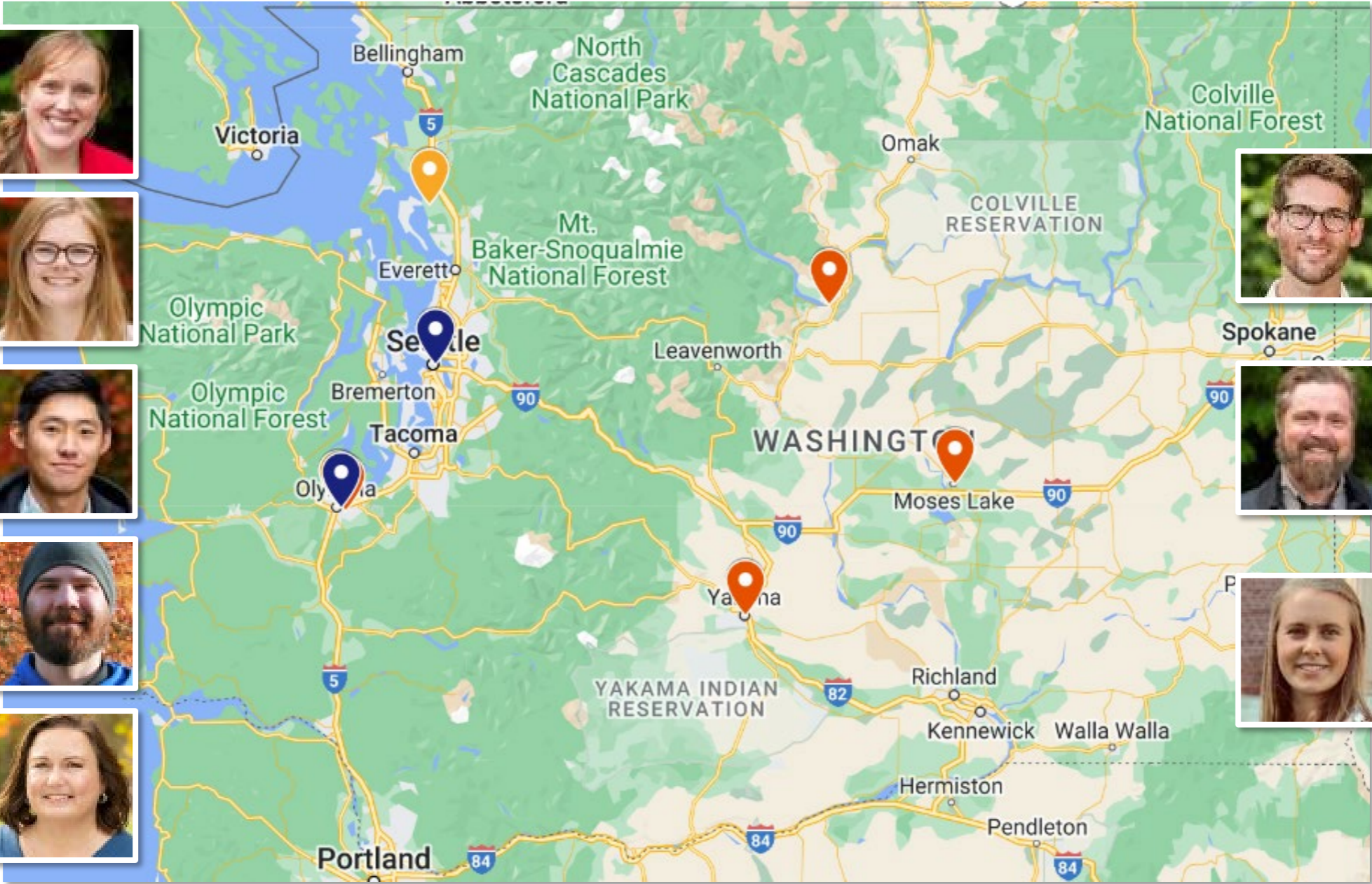
Evan Low
Inspector
Western WA



Bradley Guise
Administrative
Assistant



Connie Fisk
Program Manager



Jerrid Higgins
Inspection
Supervisor



Thane Tupper
Inspector
Northeastern WA



Erika Hettick
Inspector
Southeastern WA





PRODUCE SAFETY PROGRAM

← Back

MEET OUR TEAM

PRODUCE SAFETY RULE

PRODUCE INSPECTIONS

SMALL FARM EXEMPTIONS

ON-FARM READINESS REVIEWS

PRODUCE SAFETY TRAININGS

PRODUCE SAFETY RESOURCES

CONSUMER COMPLAINTS

ESPAÑOL

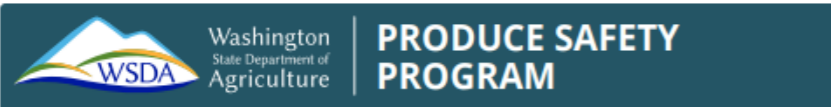
Home / Departments / Food Safety / Produce Safety

WHAT DO YOU NEED TODAY?

LET'S FIND IT

VER LA PAGINA EN ESPAÑOL

Produce Safety Rule Inspections



What to Expect of a Produce Inspection A Guide for Washington Farms

The Produce Safety Program is responsible for the education and enforcement of the FSMA Produce Safety Rule. Our farm inspection program is focused on promoting food safety and preventing foodborne illnesses linked to fresh produce.

Routine inspections began in spring of 2019. During an inspection, inspectors record their observations and will require follow-up corrective actions for any conditions that could pose a risk to public health.

Inspections are different and separate from audits requested or required by marketing groups or buyers. Inspections are mandatory and provided at no charge to farms as the program is 100% federally-funded.

If you would like technical assistance prior to your inspection or have questions about your farm's coverage status, please contact us at producesafety@agr.wa.gov.

Initial Contact

Inspections are prioritized based on crop type, location, compliance history, size, and overall farm preparedness.

A WSDA Produce Safety Program staff person will contact you when it's time to schedule your inspection. Keep in mind that all inspections must occur during growing, harvesting, packing, and/or holding activities. They will do their best to make reasonable scheduling accommodations.

Tip: One person from every covered farm must successfully complete the Produce Safety Alliance (PSA) Grower Training or equivalent training recognized by the FDA.

Routine Produce Inspection

On your pre-scheduled inspection day, WSDA inspectors will ask to speak to the owner or person in charge, introduce themselves and explain the reason for the visit. They will also issue a written Notice of Inspection that cites our regulatory authority and indicates your inspection consent.

Inspection Support



Jerrid Higgins
Wenatchee



Thane Tupper
Moses Lake



Erika Hettick
Yakima



Evan Low
Lacey

Common Compliance Issues

- Lack of annual employee training
- Missing or incomplete records
- Animals in the field or packing area
- Lack of pre-harvest monitoring to identify contaminated produce
- Portable toilet not accessible for cleaning and located too close to produce
- Insufficient cleaning and sanitizing of food contact surfaces

Recordkeeping Tips

- Records required for most covered farms:
 - Employee Training
 - Cleaning and Sanitizing
 - Biological Soil Amendment Treatment (if applicable)
- Electronic and hard-copy records (using permanent ink) are acceptable
- Records must be accurate and legible
- You can use existing records from other audits or inspections
- Most general records (except sales and water-related records) must be kept for two years
- Records must include (as applicable):
 - Farm name and location
 - Actual values or observations obtained
 - Description of produce
 - Location of growing area
 - Activity date and time
- Records must be designed and initiated by the person performing the activity
- Some records must be reviewed, signed and dated by a supervisor or responsible party

Visit agr.wa.gov/producesafety for inspection documents and recordkeeping resources.

PRODUCE FARM INSPECTION CRITERIA	
The following list of criteria is based on Chapter 16.00 RCW (Revised Code of Washington) Produce Safety Rule Implementation.	
NO	CRITERIA
PERSONNEL QUALIFICATIONS & TRAINING (21 CFR 112, Subpart C)	
1	Pre-harvest training presentation adequate for intended audience, appropriate for duties, and frequency: 21 CFR, 112.31 Minimum training requirements for all personnel including food safety, personal health, hygiene, and regulatory standards. Specific training requirements for harvest personnel and supervisors at least annually: 21 CFR, 112.32 All food and supervisory or responsible party has received standard training recognized as adequate by the FDA: 21 CFR, 112.33(a)
2	Personnel identified to supervise or be responsible for farm operations to ensure compliance with the Produce Safety Rule: 21 CFR, 112.31
3	Records for required training established, reviewed, dated and signed by supervisor/responsible party: 21 CFR, 112.30
WATER & IRRIGATION	
(21 CFR 112, Subpart D)	
4	Measures implemented to prevent produce contamination from ill or infested water: 21 CFR, 112.31
5	Hygiene practices to prevent covered produce or food contact surfaces, including personal cleanliness, animal contact, hand washing, gloves, jewelry, foods, pens, and tobacco use: 21 CFR, 112.31
6	Water policies and procedures including toilet and hand wash access: 21 CFR, 112.31
AGRICULTURAL WATER (21 CFR 112, Subpart E)	
7	Agricultural water must be safe and of adequate sanitary quality for intended use: 21 CFR, 112.31
8	Agricultural water source and distribution system inspected annually and maintained: 21 CFR, 112.42
9	Treated agricultural water including water treatment effectiveness, consistency, and monitoring: 21 CFR, 112.43
10	Microbial quality criteria applicable to agricultural water used for certain intended uses: 21 CFR, 112.41
11	Action taken if water does not meet safe and adequate standard: 21 CFR, 112.43(a)
12	Results or certificates of compliance from public water supply or water treated in accordance with the requirements of 112.42: 21 CFR, 112.43(b)
Requirements for performing agricultural water tests: 21 CFR, 112.41	
13	Water used during harvest, packing, and holding for covered produce managed to maintain its safety and adequate sanitary quality: 21 CFR, 112.48
14	Records for biological soil amendments of animal origin: 21 CFR, 112.55
15	Records for biological soil amendments of animal origin are established and kept: 21 CFR, 112.60
CONTAMINANTS & ILLUS ANIMALS (21 CFR 112, Subpart F)	
16	Relevant areas are assessed during the growing season, evaluated for potential produce contamination from animals, and measures are taken to prevent the later harvest of potentially contaminated produce during the growing season: 21 CFR, 112.80
CRITICAL HARVESTING, PACKING, & HOLDING ACTIVITIES (21 CFR 112, Subpart G)	
17	Excluded produce is kept separate from covered produce, and shared food contact surfaces are cleaned and sanitized between uses: 21 CFR, 112.103
18	Measures taken to identify and not harvest produce likely contaminated with foreseeable hazards including animal excreta, including a visual assessment of the growing area and crop: 21 CFR, 112.112
19	Harvested produce handled in a manner that protects against contamination, including avoiding the contact of cut surfaces with soil: 21 CFR, 112.113
20	Prohibits the use of animal droppings on covered produce: 21 CFR, 112.114
21	Produce that is susceptible to the hazard of Clostridium botulinum growth and toxin formation packaged in a manner that prevents this hazard: 21 CFR, 112.115

Records for biological soil amendments of animal origin are established and kept: 21 CFR, 112.60
SPROUTS (21 CFR 112, Subpart H)
Measures taken to prevent introduction of lesions or reasonably foreseeable hazards into or onto seeds or beans, including disinfection use of all seeds or beans thought to be contaminated, visually examine seeds or beans and packaging for hazards, use treating seeds or beans or relying on prior treatment of seeds or beans: 21 CFR, 112.116
Seeds are grown, harvested, packed and held in fully enclosed buildings: 21 CFR, 112.116(a)
Food contact surfaces used for grow, harvest, pack, or hold sprouts are cleaned and sanitized before contact with sprouts, seeds, or beans used to grow sprouts: 21 CFR, 112.117(a)
Environmental monitoring testing of growing, harvesting, packing, and holding environment in accordance with 112.141-21 CFR, 112.144(a)
Requirements for establishing an environmental monitoring plan for growing, harvesting, packing, and holding environment for listed species or Clostridiales: 21 CFR, 112.141
Holden labels if growing, harvesting, packing, and holding environmental tests detect listed species or Clostridiales: 21 CFR, 112.146
Training spent against irrigation water or sprouts for pathogens in accordance with 112.107, 21 CFR, 112.108(a) and (c)
Requirements for establishing and implementing a soil testing sampling plan for collecting and testing samples of spent sprout irrigation water for sprouts for soil layers: 21 CFR, 112.147
Holden labels if spent sprout irrigation water or containers contain a pathogen: 21 CFR, 112.148
Records for sprouts are established and kept: 21 CFR, 112.150
RECORDS (21 CFR 112, Subpart I)
Records required to retain the relevant information of general requirements: 21 CFR, 112.181
Records retained for the required length of time: 21 CFR, 112.181

AGR PUB 612-742 (R/11/23) Do you need this publication in an alternate format? Contact WSDA at (360) 902-1976 or TTY Relay (800) 833-6388

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GPA vs. FSMA Produce Safety Rule

	GAPs	FSMA
Administered by	United States Dept. of Agriculture (USDA) guidance document	Regulations issued by Food & Drug Administration (FDA)
Compliance	Voluntary participation	Mandatory regulations
Enforcement	Farm audits done by third part auditor, USDA-AMS, Primus Labs, etc.	State regulatory inspections
Cost	Annual audit expenses paid by farmer	No-cost inspections
Food safety plan	Required	Voluntary
Food recall & traceability plan	Required	Voluntary
Notes	Market driven by buyers. GAPs audits may open new markets. Training educational only; not recognized by FDA as a FSMA compliant food safety training course.	Covered farms must have at least 1 supervisor or designated food safety farm leader take an FDA approved FSMA compliant training course.

Table source: cropwatch.unl.edu/gaps

Produce Safety Rule Status Tool

- Located on our website under Small Farm Exemptions
- Online tool to help determine a farm's coverage status.

Does your farm on average (in the previous three years) sell **LESS** than \$29,245 in annual **produce** sales?

Yes

No

Produce means any fruits or vegetables and also mushrooms, sprouts, peanuts, tree nuts and herbs. Produce does NOT include food grains that are primarily grown and processed for use as meal, flour, baked goods, cereals and oils. Examples include barley, corn, oats, rice, rye, wheat, quinoa, and oilseeds (i.e. cotton seed, flax seed, rapeseed, soybean and sunflower seed). [\[Section 112.3\]](#) and [\[Section 112.1\(b\)\]](#)

[Prev](#) [Next](#)


Is ALL of your produce on FDA's **rarely consumed raw** list?

Yes

No

Rarely consumed raw commodities are asparagus; black beans, great Northern beans, kidney beans, lima beans, navy beans, and pinto beans; garden beets (roots and tops) and sugar beets; cashews; sour cherries; chickpeas; cocoa beans; coffee beans; collards; sweet corn; cranberries; dates; dill (seeds and weed); eggplants; figs; horseradish; hazelnuts; lentils; okra; peanuts; pecans; peppermint; potatoes; pumpkins; winter squash; sweet potatoes; and water chestnuts. [\[Section 112.2\(a\)\(1\)\]](#)

[Prev](#) [Next](#)

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 SurveyMonkey
See how easy it is to create a survey.

Inventory Mailer

- Annual mailer sent to farms via mail or email to verify information and determine coverage status.
- Option to receive follow-up from our program

Produce Farm Inventory

Please complete the following information to help WSDA assist farms to comply with the FDA Produce Safety Rule ([RCW 15.135](#)). This form can also be completed online at www.surveymonkey.com/r/PSPmailer.

Do you handle any of the following produce? (check all that apply or select "Not Applicable")

- | | | | |
|--|--|-------------------------------------|---|
| <input type="checkbox"/> Apples | <input type="checkbox"/> Cranberries | <input type="checkbox"/> Lentils | <input type="checkbox"/> Raspberries |
| <input type="checkbox"/> Apricots | <input type="checkbox"/> Cucumbers | <input type="checkbox"/> Melons | <input type="checkbox"/> Sprouts |
| <input type="checkbox"/> Asparagus | <input type="checkbox"/> Eggplant | <input type="checkbox"/> Nectarines | <input type="checkbox"/> Strawberries |
| <input type="checkbox"/> Beets | <input type="checkbox"/> Garlic | <input type="checkbox"/> Onions | <input type="checkbox"/> Summer squash |
| <input type="checkbox"/> Blackberries | <input type="checkbox"/> Grapes, table | <input type="checkbox"/> Peaches | <input type="checkbox"/> Sweet corn |
| <input type="checkbox"/> Blueberries | <input type="checkbox"/> Grapes, wine | <input type="checkbox"/> Pears | <input type="checkbox"/> Tomatoes |
| <input type="checkbox"/> Carrots | <input type="checkbox"/> Green beans | <input type="checkbox"/> Peppermint | <input type="checkbox"/> Winter squash |
| <input type="checkbox"/> Cabbage | <input type="checkbox"/> Herbs | <input type="checkbox"/> Peppers | <input type="checkbox"/> Not Applicable (N/A) |
| <input type="checkbox"/> Chard | <input type="checkbox"/> Hops | <input type="checkbox"/> Plums | |
| <input type="checkbox"/> Cherries, sour | <input type="checkbox"/> Kale | <input type="checkbox"/> Potatoes | |
| <input type="checkbox"/> Cherries, sweet | <input type="checkbox"/> Lettuce | <input type="checkbox"/> Pumpkins | |

Other crops that you grow, harvest, pack, or hold (please specify):

Where do you sell the majority (greater than 50%) of your food? (select one)

- Direct-to-Consumer (CSA, farmers market, on-farm sales)
 Retail (grocery store, restaurant)
 Distributor/Wholesaler/Packinghouse
 Other (please specify):

What are your average annual produce * sales?

- Greater than \$500,000
 Between \$250,000 and \$500,000
 Between \$30,509 and \$250,000
 Less than \$30,509
 Not applicable

*Produce as defined by FDA in the Produce Safety Rule §112.2 means fruits and vegetables, including mushrooms, sprouts, peanuts, tree nuts and herbs. It does not include food grains used for further processing into meal, flour, baked good, cereals, etc. Examples include barley, oats, rye, rice, wheat and oilseeds.

Are your average annual food * sales greater than \$610,182? Yes No

*Food as defined by FDA in the Food Drug and Cosmetic Act §201(f) includes but is not limited to fruits, vegetables, fish, dairy products, eggs, raw agricultural commodities for use as food or components of food, animal feed, including pet food, food and feed ingredients and additives, dietary supplements and dietary ingredients, infant formula, beverages, including alcoholic beverages and bottled water, live food animals, bakery goods, snack foods, candy and canned foods.

Is any of your produce intended for commercial processing? Yes No

(i.e., canning, distilling, baking, or other process that significantly reduces pathogens of public health significance)

Website

State Zip Code

Food Safety Consultant

Produce Safety (GHP) certified? Yes No

Food Safety Training? Yes No

Food Safety Modernization Act (FSMA) training at www.cornell.edu Yes No

Does your farm meet federal requirements and to be certified at agr.wa.gov/producesafety? Yes No

Produce Safety Rule? Yes No

disclosed

2024 PSA Grower Trainings



- March 12: Bellingham (English)
- March 14: Olympia (English)
- March 27: Yakima (Spanish) *Limited availability*
- March 28: Wenatchee (Spanish)
- March 29: Wenatchee (English)



Questions

Contact Us



ProduceSafety@agr.wa.gov



(360) 902-1848



Agr.wa.gov/producesafety





Thunderous Applause
&
Questions ?



WASHINGTON
FARM BUREAU



Thunderous Applause
&
Questions ?



manage my market

Speaker Intro



Staci DeShasier

Onboarding Specialist / Market Manager

www.managemymarket.com

Features

Vendor Registration/Applications

Integrated Accounting, including Auto Charging

Market Day Checkout

Bulk Email/automated Notifications

Robust Reporting

Manage Vendor Licenses

Assign Stalls/Integrate your Market Map

Vendor & Product Search Functions for your website

Manage My Market

Premier Farmers Market Management

Username



.....



[Log In](#)

[Forgot your password?](#)

[Register](#)



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[Features](#)

[Testimonials](#)

[Contact](#)

[Register](#)

Vendor View

Manage My Market ☰

Staci's Sammies


staci@state33.com ▾

- 🏠 My Markets
- 📅 Calendar
- 👤 Profile**
- 🛒 Products
- 🏷️ Licenses
- 📄 Account
- ✉️ Contact
- 📖 Tutorials
- 🔧 Email Settings

Logout

© 2019 State33 Inc

Company Info Business Info Contacts Addresses



Company Name *

Staci's Sammies

Login Email *

staci@state33.com

Alternate Email

Business Phone*

415-886-2830

Market Manager View

Manage My Market ☰

Contra Costa Certified Farmers' Markets Inc.
staci@cccfm.org

- Dashboard
- Organization
- Market Apps
- Vendors**
- Accounting
- Reports
- Stall Assignments
- Documents


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Application Status Received Pending Approved Wait Listed Declined Withdrawn Incomplete

[Profile](#) [Application](#) [Dates](#) [Products](#) [Uploads](#) [Account](#) [Activity](#) [Licenses](#) [Staff](#) [Notes](#)

ID: 17080 Remove Application From Market
Print vendor profile
Print legal agreement

[Company Info](#) [Business Info](#) [Contacts](#) [Addresses](#)



Company
Staci's Sammies

Accounting

Bulk Invoices


Automated Features

Ledger

Record Vendor Sales

Record and track nutrition incentive programs

Record Vendor Sales - Vendor View

Manage My Market 

Staci's Sammies
staci@state33.com

- My Markets
- Calendar
- Profile
- Products
- Licenses
- Account**
- Contact
- Tutorials
- Email Settings
- Logout

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Record Sales

Select Market
-- select a market --

Select Date
-- select a date --

Total Sales: 0

Comments

Optional Columns

Sales Report

Select Organization
Contra Costa Certified Farmers' Markets Inc.

[Download Report](#)

Ledger

ID	Vendor ID	Organization	Date	Entry Type	Amount
352949	17080	Contra Costa Certified Farmers' Markets Inc.	10/8/2019	Invoice 352949	50

Note:
Automatic Application Fee Invoice

Reports

The screenshot shows a web browser window with the URL `managemymarket.com/managers/Reports3.aspx`. The page title is "Manage My Market" and the user is logged in as "staci@cccfm.org". The main content area is titled "Reports" and shows a list of report categories on the left and a configuration panel for the "Vendor Roster" report on the right.

Left Sidebar (Navigation):

- Dashboard
- Organization
- Market Apps
- Vendors
- Accounting
- Reports**
- Stall Assignments
- Documents
- Logout

Main Content Area:

Reports
Home > Reports

Organization Market Vendor Accounting State Specific

Approved Products

Payment Plans

Vendor Additional Charges

Vendor Credit Balances

Vendor Farm Acreage

Vendor Licensing

Vendor Payments

Vendor Roster

Vendor Types

Vendor Roster Configuration:

Click on column names to hide them

View PDF

Column Names

✓ VendorID	✓ Vendor	✓ Contact	✓ Address
✓ Town	✓ State	✓ Zip	✓ Business
✓ Cell	✓ Home	✓ Email	✓ Markets

Filter(s)

Status

Approved

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A better way...

The screenshot shows a web application interface for managing vendor applications. On the left is a sidebar with navigation options: Dashboard, Organization, Market Apps, Vendors (highlighted), Accounting, Reports, Stall Assignments, and Documents. At the bottom of the sidebar are 'Logout', '© 2019 State33 Inc', 'Privacy', and 'Terms'.

The main content area is titled 'Application Status' and features a status filter bar with four options: 'Received' (selected with a green dot), 'Pending' (radio button), 'Approved' (radio button), and 'Wait Listed' (radio button). Below the filter is a tabbed interface with tabs for 'Profile', 'Application', 'Dates', 'Products', 'Uploads', 'Account', 'Activity', and 'Licenses'. The 'Licenses' tab is active.

The 'Licenses' section displays a list of certificates for 'Staci's Sammies \$':

- Certified Producer's Certificate** not applicable
- Organic Certification (if applicable)** not applicable
- GL General Liability Certificate of Insurance #:** 3cb909e8, exp: 01/01/2020
Remarks: Sample Only
- Proof of Vehicle Insurance #:** 12345, exp: 02/05/2020
- Scale Registration (if scale is used) by Department of Weights and Measures.** not applicable
- Commercial Kitchen County Public Health Certificate #:** A24568, exp: 05/02/2020
- Misc #:** hgy676, exp: 08/17/2020
- Contract for Commercial Kitchen Use #:** Production Kitchen Agreement, exp: 04/05/2021

Manage My Market

Contra Costa Certified Farmers' Markets Inc.
staci@cccfm.org

- Dashboard
- Organization
- Market Apps
- Vendors
- Accounting
- Reports
- Stall Assignments

Stall	10/13/2019	10/20/2019	10/27/2019	11/3/2019	11/10/2019
1	Achadinha Cheese Co	Achadinha Cheese Co	Achadinha Cheese Co	Achadinha Cheese Co	
2	April's Garden	April's Garden	April's Garden	April's Garden	
3					
4				Chay's farms	
5					
6					
7					
8					
9					



Farmers in the Park 2019

Market Date: 10/9/2019

- Bibb Forest Farm LLC
- Big Sky Natural Farm
- Broadhead Mountain Farm
- Crazy Farm
- crozet cutie pies
- Do-Dah Dyes
- Eight'n Acre - firefly pepper farm
- Family Ties & Pies
- Farfields Farm
- Green Valley Nutrition LLC
- JBird Supply
- LG's Elixir, LLC
- Little Green Farm
- Lonesome Farms LLC
- Mexican tacos
- Mountain Dream Farm

Bibb Forest Farm LLC

Louisa, VA

Roberts

Organic minded farm rooted in ecological farming practices. We grow "spray-free" and believe that healthy soils nurtures healthy people. We aim to grow nutrient dense food without the use of any commercial pesticides. Instead we feed the soil biology using soil tests and amend using natural ingredients including...

Meade Avenue (with street parking)

Chesapeake Street (with street parking)

Transit Stop: 19087 on Route 1

MEADE PARK

Farmers in the Park

May - October
Every Wednesday
3:00 - 7:00 pm

MANAGED AND OPERATED BY
CHARLOTTEVILLE
parks & recreation

Why us?

- Oregon based company, first to offer farmers' market management, serving markets since 2002!
- Unlimited support available along with self-serve tutorials, and mindful onboarding.
- User friendly interface
- Strong presence in WA

Pricing

Standard pricing for market operators running one market

Discounts for multiple market operators

20% Discount for WSFMA members!

Let's discuss your unique market and I will help identify the pricing plan that is the best fit.

Want to learn more?

Visit me at the trade show,
I will be at my booth till
5pm!

Or book a demo and we
can meet via zoom.



manage my market



Thunderous Applause
&
Questions ?

WASHINGTON

FOOD

AND FARM

FINDER



English

Login

FOOD & FARM FINDER

HOW TO EAT LOCAL

ABOUT

EVENTS

STORIES



WA FOOD & FARM FINDER

Search by:

CATEGORY

KEYWORD

Within 25 miles of...

Enter City or Zip

MARKETS & GROCERS

Farmers Market

Food Co-Op

Grocer

Local Food Box

Meal-Kits

Online Marketplace | Food Hub

LISTING FEATURES

Curbside Service

Food Access & Nutrition Incentives

Home Delivery

Locally Owned

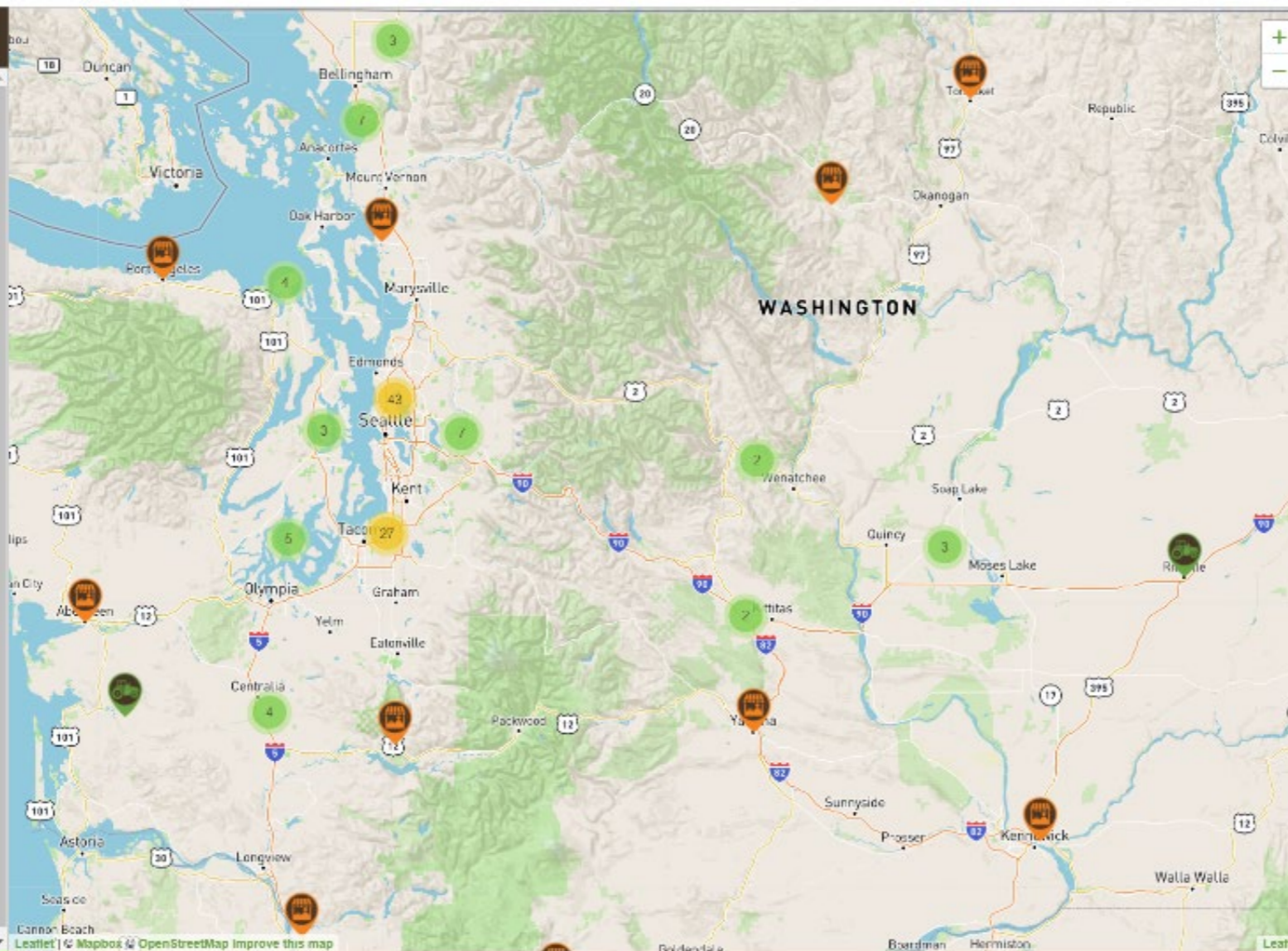
Online Orders

Phone Orders

Take-Out/Pick-Up

LIST VIEW

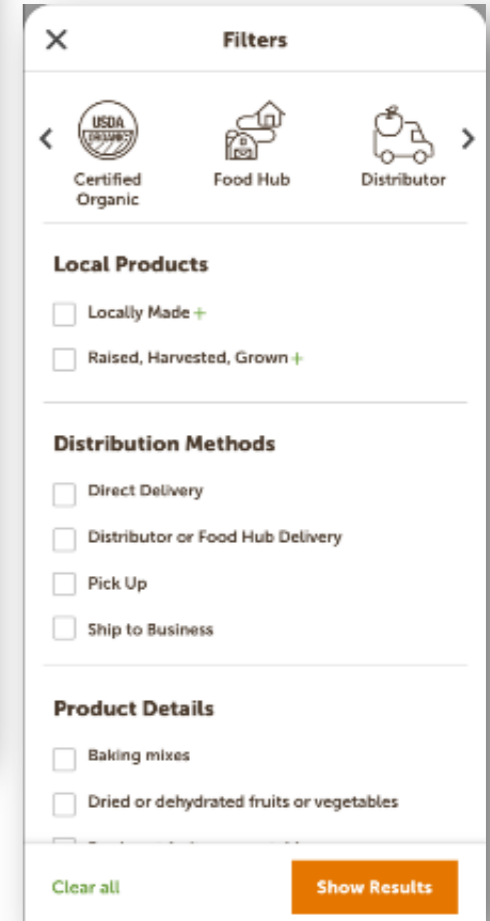
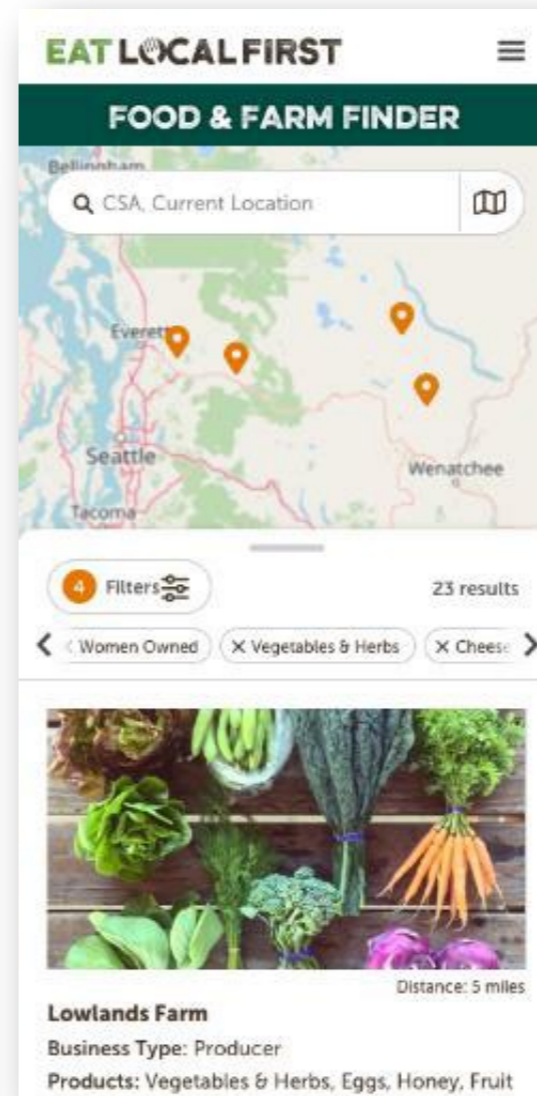
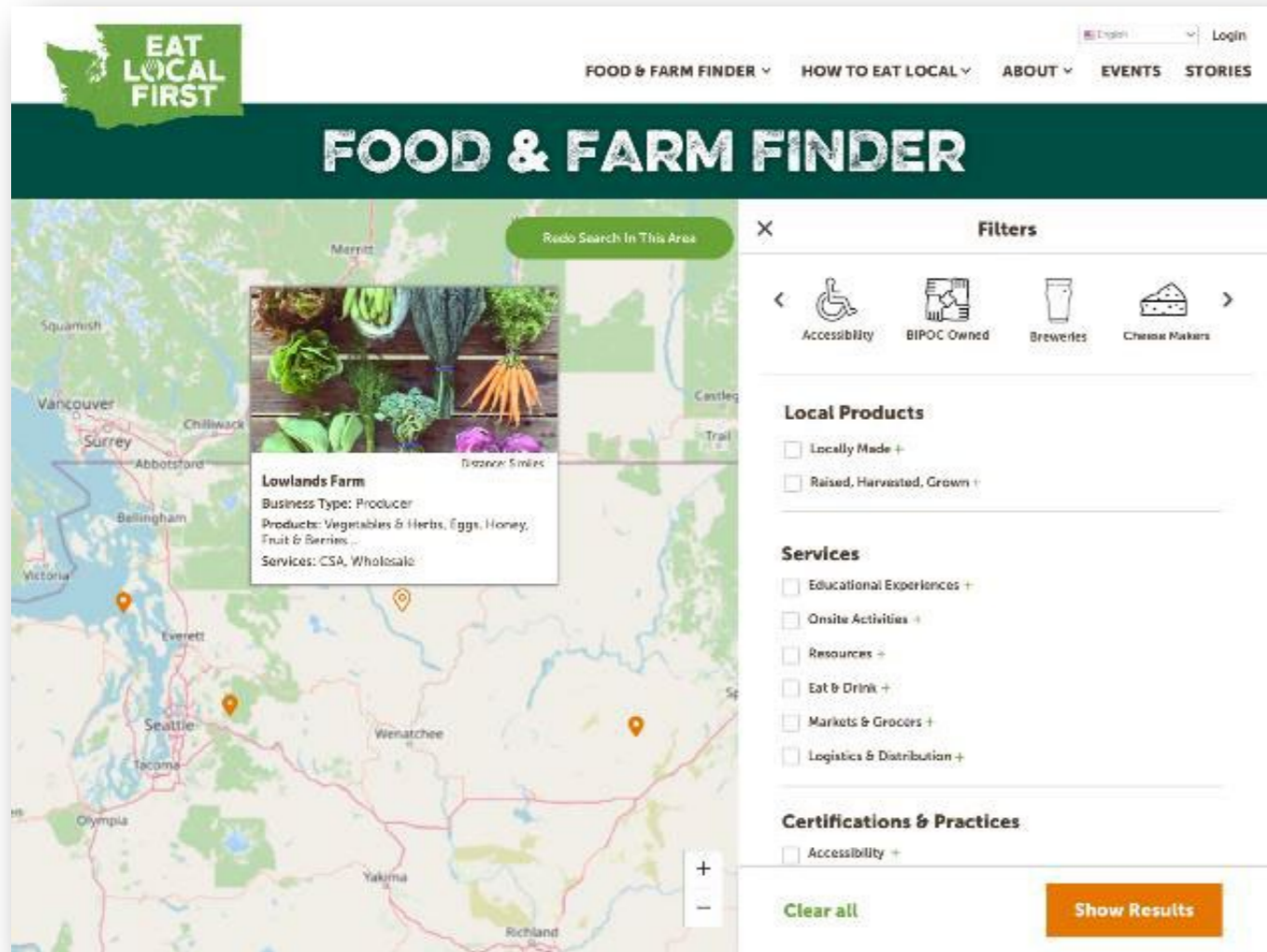
Showing all 141 locations



WASHINGTON FOOD AND FARM FINDER

- 2,070+ locations
- 141 Farmers Markets
- 1,122 farms
 - 776 "Open to the Public"
 - 529 Farm Stand/Stores
 - 186 UPick
- 38 counties

coming soon!



New filters, interface, and faster mobile experience



FOOD & FARM FINDER

Local food means food that is grown, caught, raised, and made right here in Washington State. The Washington Food & Farm Finder will connect you with local food growers and producers.

🔍 Search for farms, food, CSA... 📍 Current Location

The best tastes in Washington

- <
- Accessibility
- BIPOC Owned
- Breweries
- Cheese Makers
- Farm Stand
- Wine Tasting
- Farmers Market
- Animal Welfare
- Spring Bouquets
- CSA
- >





We're seeking new members, partners and sponsors as well as offering various paid opportunities for participation in leadership, outreach, and feedback:



Seeking **participation**

- **Regional Leads**
- **Outreach Specialists**
- **Focus groups and interviews**
- **Steering Committee**
- **ELF Collaborative Members**



Contact us: info@eatlocalfirst.org



Thunderous Applause
&
Questions ?

AgWestTM
FARM CREDIT





Thunderous Applause
&
Questions ?



The statewide Use Food Well campaign provides strategies to help consumers prevent food waste.

Coming this April!

Want to learn more?
Contact the Food Center team
at FoodCenter@ecy.wa.gov



The Use Food Well Washington Plan



2030 food waste reduction goals



Three strategies to meet the 2030 goals.



30 recommendations to reduce food waste and wasted food

Recommendations were informed by:
5 state agencies
100+ subject matter experts
Research
Literature Review
Best Practices





Thank You!



(206) 706 -5198

info@wafarmersmarkets.org

www.wafarmersmarkets.org



2024 WSFMA Conference
February 23-24, 2024
Sleeping Lady, Leavenworth