



Farmers Market Boot Camp

General Sessions: March 19 & 26, 2024
+ State Specific Session



Welcome!

Starting at 9:00 am
(Pacific)

Boot Camp is designed for connecting and having candid conversations. It will not be recorded. All materials will be shared on your Boot Camp Resources webpage:
<https://wafarmersmarkets.org/boot-camp-resources>



WASHINGTON STATE
FARMERS MARKET
ASSOCIATION

2024 Boot Camp for Farmers Markets



Alaska Farmers Markets Association at info@alaskafarmersmarkets.org

Colorado Farmers Market Association at cofarmersmarketassociation@gmail.com

Idaho Farmers Market Association at info@IdahoFMA.org

Ohio Farmers Market Network at hello@ohiofarmersmarketnetwork.org

Oregon Farmers Markets Association at info@oregonfarmersmarkets.org

Utah Farmers Market Network at info@utahfarmersmarketnetwork.org

Washington State Farmers Market Association at info@wafarmersmarkets.org

2024 Farmers Market Boot Camp



March 19

Big Picture

March 26

Market Operations

Plus your

State Day



We will take a 15 minute at 10:55 am (Pacific).

2024 State Day Schedule

Tuesday, March 5 and 12:

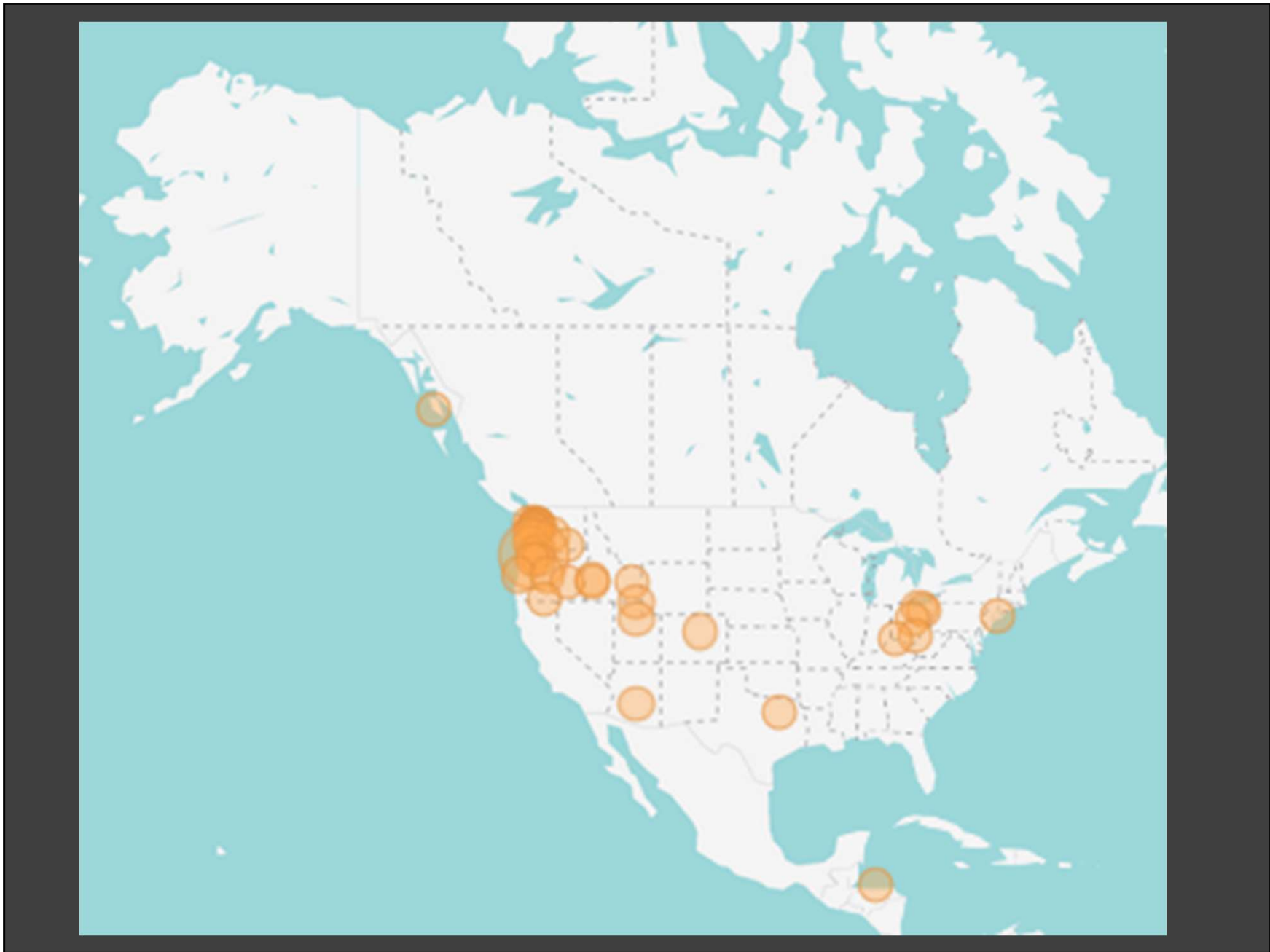
Ohio Farmers Market Network: 7:00-8:30pm (Eastern)

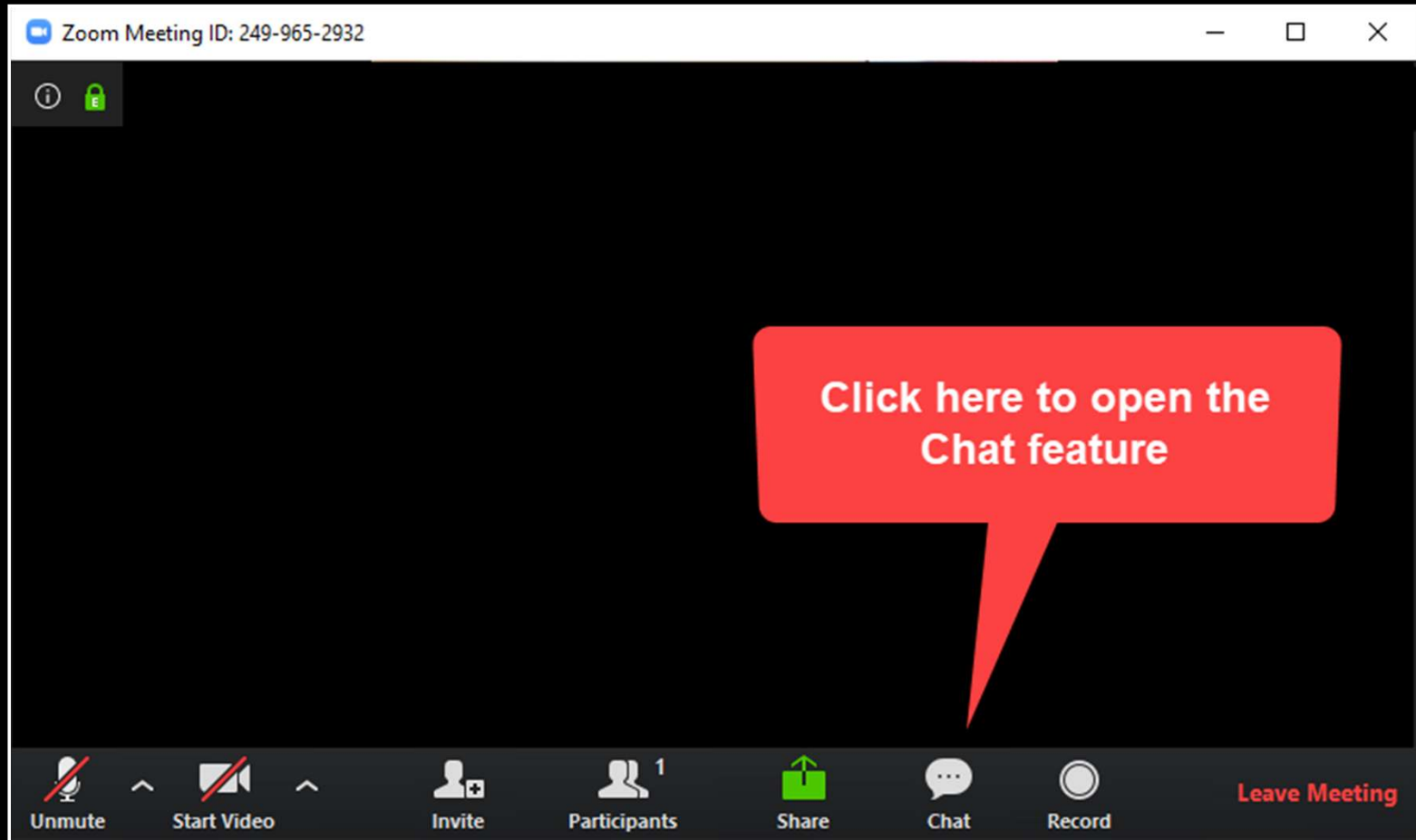
Tuesday, April 2:

- Alaska Farmers Market Association: 9:00am-12:00pm (Alaskan)
- Idaho Farmers Market Association: 1:00-3:30pm (Mountain)
- Oregon Farmers Markets Association: 9:00am-12:30pm (Pacific)
- Utah Farmers Market Network: 3:00-5:00pm (Mountain)
- Washington State Farmers Market Association: 9:00am-12:30pm (Pacific)

Coming Soon:

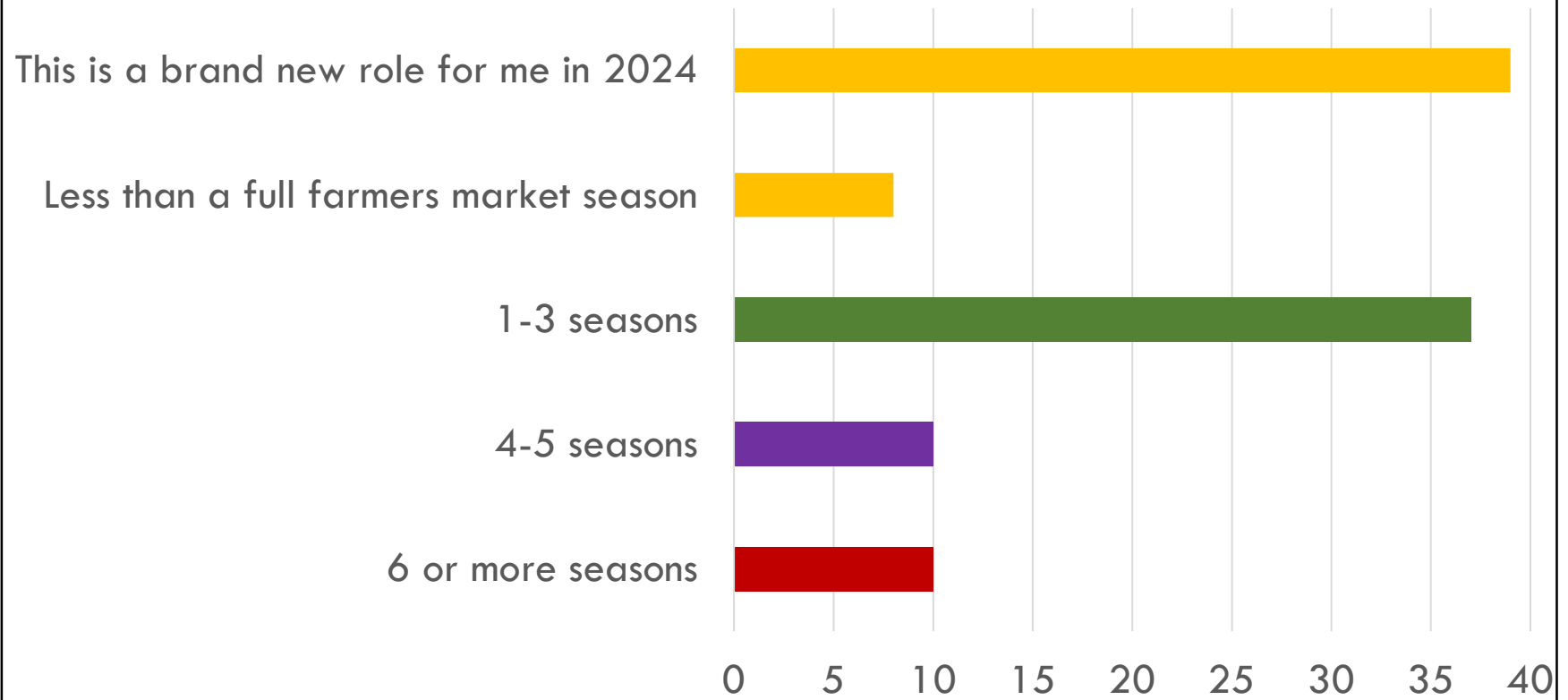
- Colorado Farmers Market Association





Joining the Conversation

Who's in the Room?



3 x 6

*Break out in groups of
3 people for 6 minutes.*

Hello!



What is a Farmers Market?







Farmers Market:
has farmers
who meet in a
physical location
to sell directly to
shoppers.

CONNECTION



Alm Hill Gardens at Ballard Farmer s Market

TRUST

Welcome Table Farm at the Walla Walla Downtown Farmers Market



Getting Back
to our Roots!



FARMER

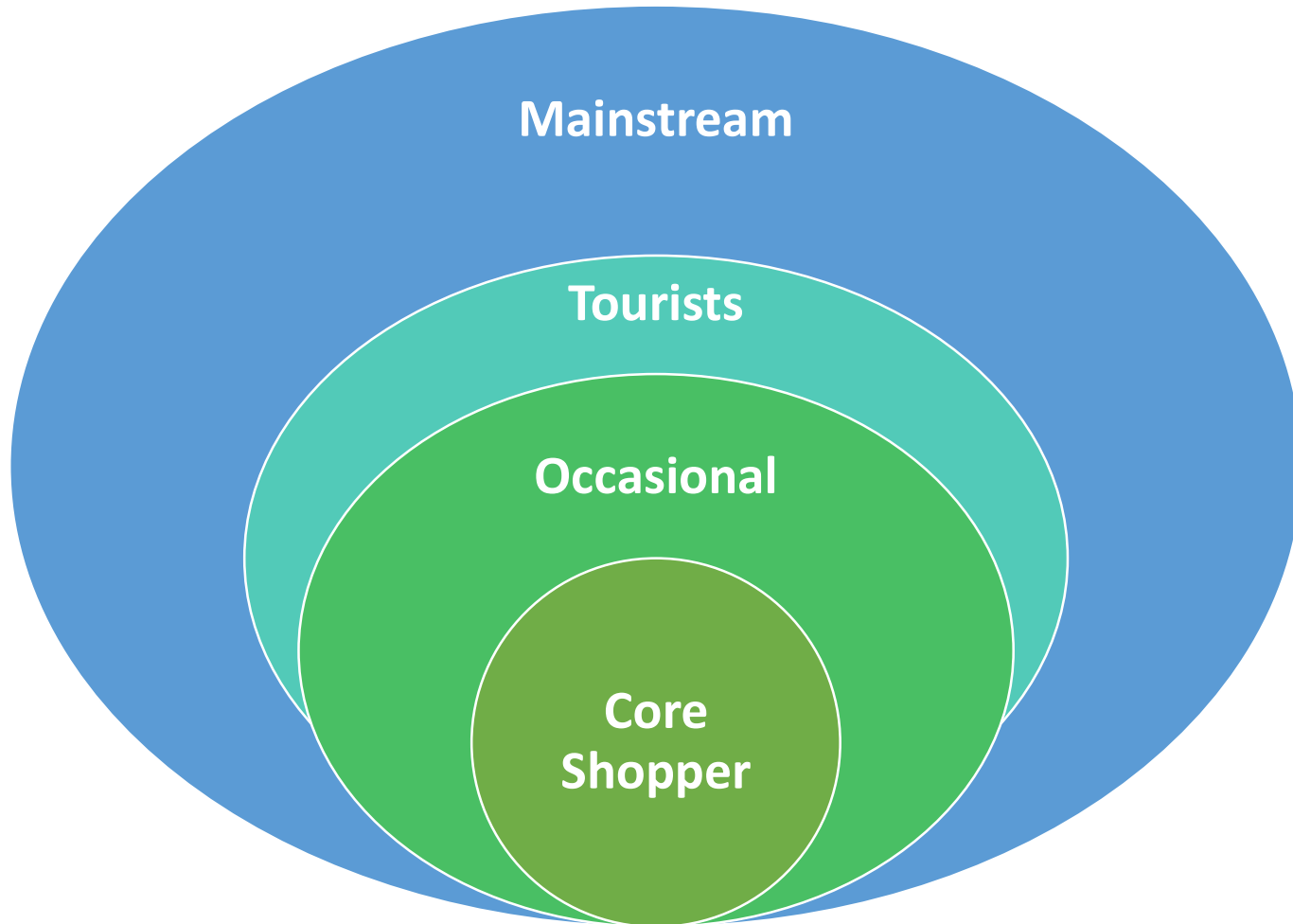
PROCESSOR

RESELLER

CRAFTERS

PREPARED FOODS

Farmers Market Shoppers





Farmers Market



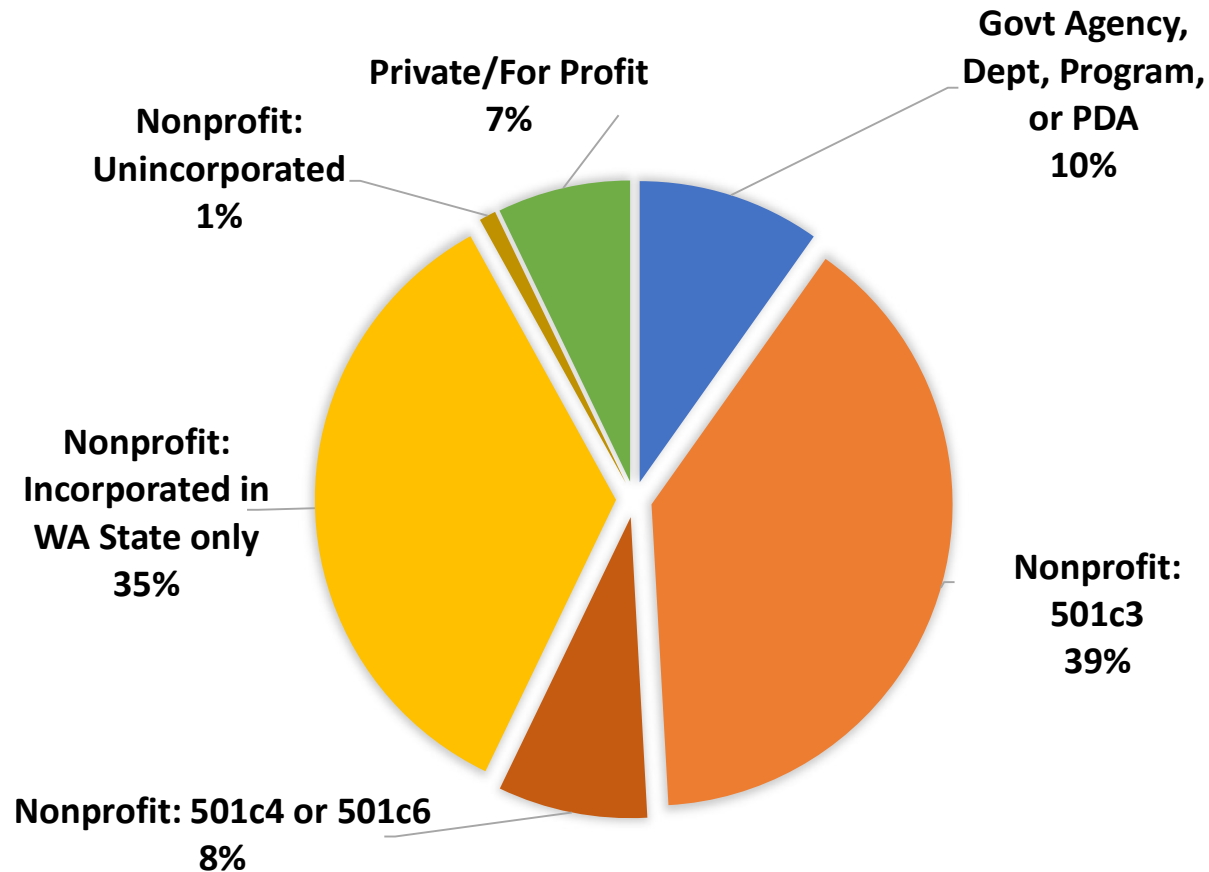
Farmers Market Organization

There are many types of Farmers Markets



Leavenworth Community Farmers Market

There are many types of Farmers Market Organizations



WSFMA, N = 112



There are many types of Farmers Market Managers



Bellingham Farmers Market

- You are a “swiss army knife” on market day and thrive doing a variety of tasks, no matter how big, small, glamorous, or dirty, they may be.
- You are enthusiastic and energetic about working with small businesses and the public.
- You enjoy week-to-week consistency, but can also quickly and calmly problem solve under pressure.
- You are a people person who can respectfully communicate with a wide variety of personalities.
- You work well independently while welcoming feedback to make market the best it can be.
- You show up. You are reliable, trustworthy, and responsible.
- You have a sense of humor and can roll with whatever the market day throws at you.
- And, it’s a plus if you love locally grown vegetables and know what kohlrabi looks like!

Farmers Market Market Manager & Board Member Panel

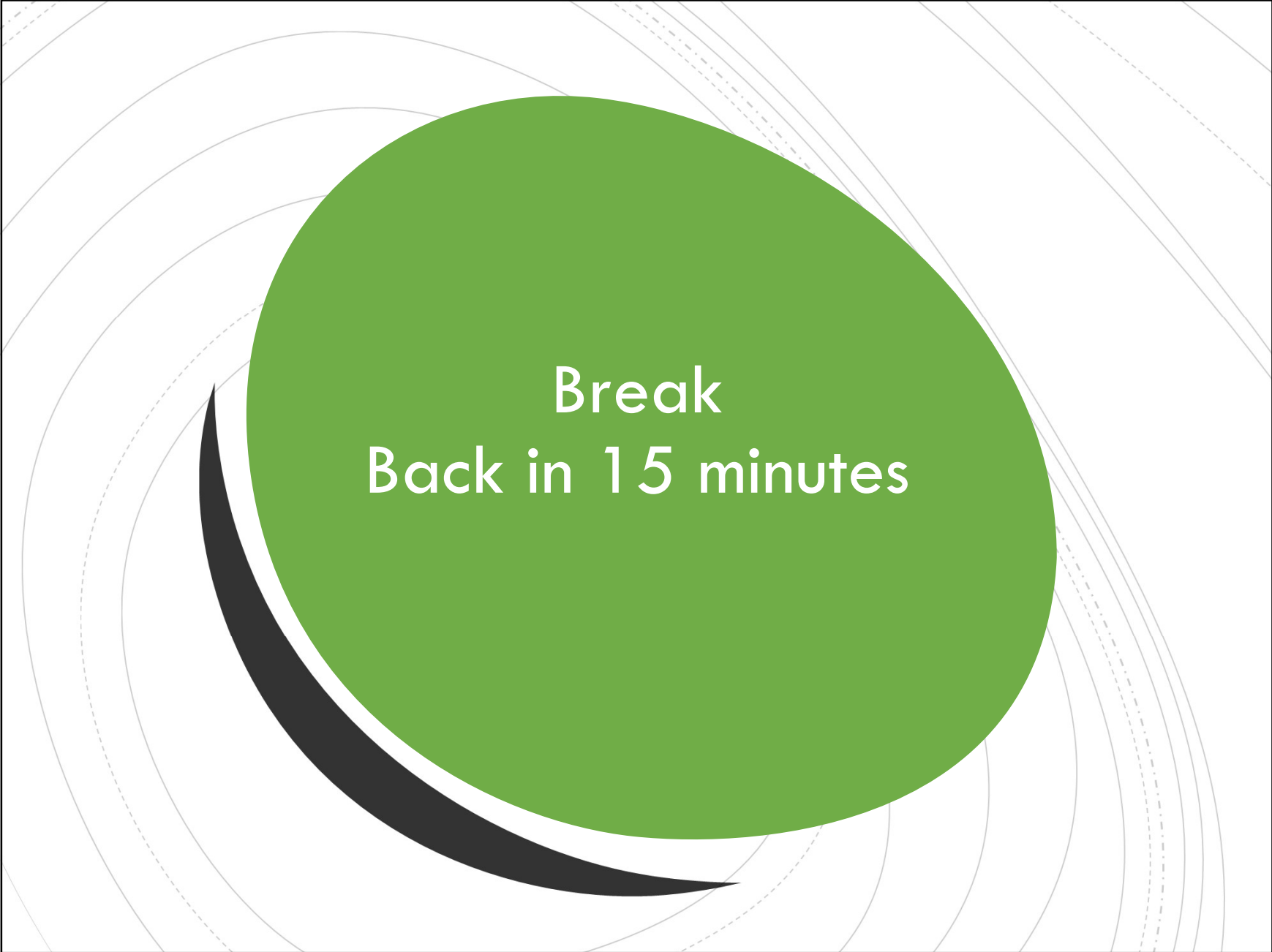
Jessica Huerta, Wenatchee Valley Farmers Market

Jill Rittenhouse, North Bend Farmers Market

Karyna Goldsmith, Thursday Market at South Perry

Lance Smith, Enumclaw Plateau Farmers Market

Olivia Spitzer, Hillsdale Farmers Market



Who does what?

Farmers Market Roles & Responsibilities



Farmers Market

1. Vendor Mix
2. Shoppers
3. Market Day Operations



Farmers Market Organization

1. Supporting Market Manager
2. Planning & Financial Stewardship
3. Following “Rules of the Road”

Criteria farmers use to select specific farmers market



WSU Small Farmers Team Preliminary Farmers Market Vendor Survey, 2014
N=>500

The Big “Buckets”	Market Staff	Board of Directors	Shared
Stewardship of Market Integrity: Mission, Policies & Rules, Decision Making, Market Culture			
Market Manager: Hiring, Training, Support, Professional Development			
Building Market Capacity: Planning, Staffing & Volunteers			
Market Day/Season Operations: !!!			
Communications & Info Management			
Growing Core Shoppers: Marketing, promotions, partners			
Financial Stewardship: Budgeting, Compliance, Fundraising			
Stewarding a Functioning Board: Governance, Culture, Accountability			
Cultivating Vendor & Product Mix: Recruitment, Retention, Compliance			

Inspiration: Joan Garry Consulting. Nonprofits Made Easy. www.joangarry.com



Effective Leadership Through Better Governance

A Board Governance Training Manual



Tools for Running
an Effective Nonprofit

**& Farmers
Markets!**



WASHINGTON NONPROFITS

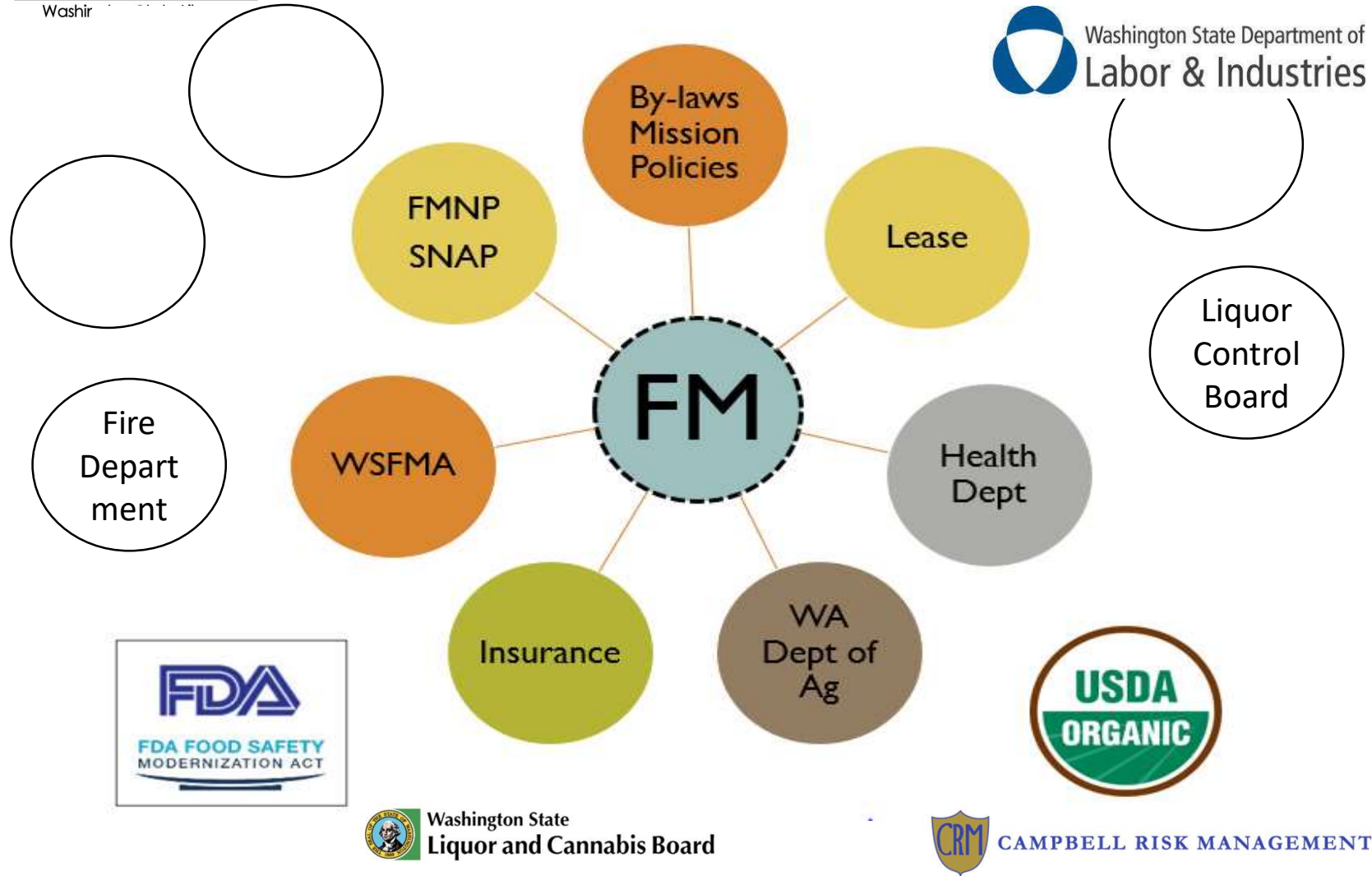




SOS

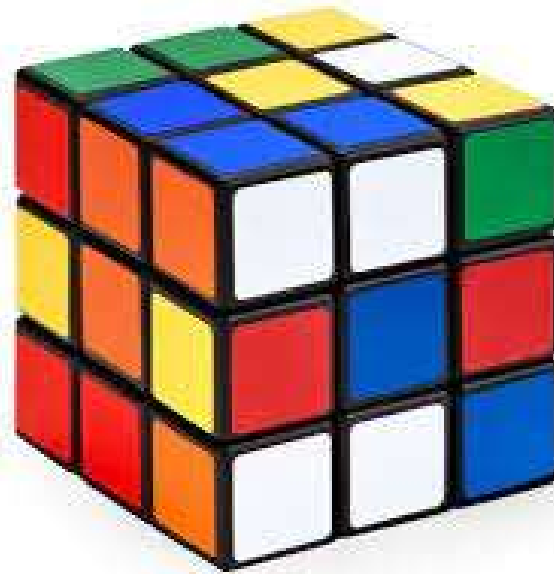
Office of the Secretary of State
Washington

“Rules of the Road”



Free
Expense

Local
County
State
Federal



Location
Vendors
Programs
Organization

Required
Voluntary
Good Business Practice

Health Department

Washington State Retail Food Code

Chapter 246-215
Washington Administrative Code (WAC)

Effective January 15, 2021

Food Safety

“Community recognized events” = Farmers Market

“Event Organizer” = Market Manager

“Temporary Food Establishments” = Prepared Food

“Time/Temperature Control for Safety Foods”
= Potentially Hazardous Foods

Sampling

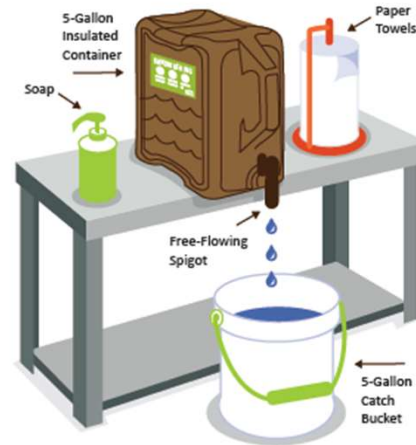


Food Safety Program

Temporary Setup Checklist for TFEs & Caterers

Booth Setup Requirements

- Overhead Cover**
All equipment, food, condiments and single service items must be under overhead cover.
- Ground Cover**
Required if setup is on grass, gravel or dirt
- Hand Washing Station (diagram at right)**
 - Warm water, soap and paper towels
 - 5-gallon catch bucket
 - 5-gallon (minimum) insulated container of warm water with a free-flowing spigot
 - Sign or poster that notifies food employees to wash their hands
 - Additional hand washing setup(s) may be required when handling raw meats or with large and complex operations.
- Sneeze Guards**
Required if any food preparation or storage is on the front counter, or in other areas exposed to the public.



Booth Supply Requirements

- Approved Sanitizing Solution**
Quat or bleach are most common
- Test Strips for Sanitizer Solution**
- Digital Thin Probe Thermometer**
For measuring internal temperature of thin foods
- Gloves or Other Barriers**
To prevent bare-hand contact with ready-to-eat foods
- Water**
All water used in the establishment must be potable and from an approved public source. Hoses used to transport potable water must be food grade (no garden hoses). Gray water must be dumped in an approved waste disposal. Do not dump into storm drains, toilets or on the ground.
- Ice**
Approved source, commercially made



Food Safety Program, 1101 W. College Ave., Spokane, WA 99201
209.324.1560 | srhd.org

Spokane Regional Health District assures nondiscrimination in accordance with Title VI of the Civil Rights Act of 1964 and the Americans with Disabilities Act. To file a complaint or to request more information, reasonable accommodations, or language translations, contact 509.324.1501 or visit srhd.org.

Food Safety Considerations

Time/Temperature Control for Safety (TCS) Foods (Previously Potentially Hazardous Foods (PHFs))

- Cold Holding**
Must be cold held at 41°F or less. Commercial-grade, NSF-approved, mechanical refrigeration is required for storing TCS foods at events of two or more days, unless otherwise approved.
- Hot Holding**
Must be hot held at 135°F or above. Foods cannot be unattended during cooking or hot holding.
- Cooling**
Not allowed at a temporary food event.
- WA State Food Worker Card**
The person in charge must have a valid Washington state food worker card available for inspection and must be present at all times during the event.
- In-Use Utensils**
Store in ice water at 41°F or less, in hot water 135°F or above, or in the food product with the handle out. They may also be stored on a clean surface if they are washed, rinsed and sanitized at least once every 4 hours.

Modified: January 2023

Todos los alimentos y equipos deben estar bajo techo

Booth Set Up

Pudiera requerirse material ignífugo (parte superior y laterales de la carpa)
Para más información, póngase en contacto con los bomberos.

Las paredes laterales son necesarias durante las inclemencias del tiempo

Tanque de propano (debe estar fuera de la tienda)
Póngase en contacto con los bomberos para obtener información sobre las distancias.

Si el puesto se instala sobre hierba o tierra, se requiere una cobertura sobre el suelo

Estación de lavado de maizos

Propano

DESINFECTANTE

Tent Weights

Weights and canopy tie-downs should be *safely* secured -- “safely,” meaning that the method used to secure the canopy does not create its own safety hazards:

- Weights should not cause a tripping hazard
- Weights should be tethered with lines that are clearly visible
- Weights should have soft edges to avoid causing cuts and scrapes
- Weights should be securely attached
- Weights should be on the ground (NOT above people’s heads)

Sufficiently weighted canopies will have at least 24 pounds per leg. One canopy manufacturer recommends at least 40 pounds on each corner of a 10x10 tent; double that on a 10x20 tent. 50 pounds should be used for umbrellas. Weights for signs will vary depending on the size of sign.

Dogs!



Fire Department



Municipal Codes

“Special Event” = Farmers Market

Fire lane (~20 foot). Evaluated case by case.

Open flame, grilling

Generators, power cords

Fire resistive/flame retardant booths?

Fire extinguishers (Class K).

Vendor Scales

- Registration
- Certification
- Accuracy



WASHINGTON STATE DEPARTMENT OF AGRICULTURE

Vendor Scales at Farmers Markets

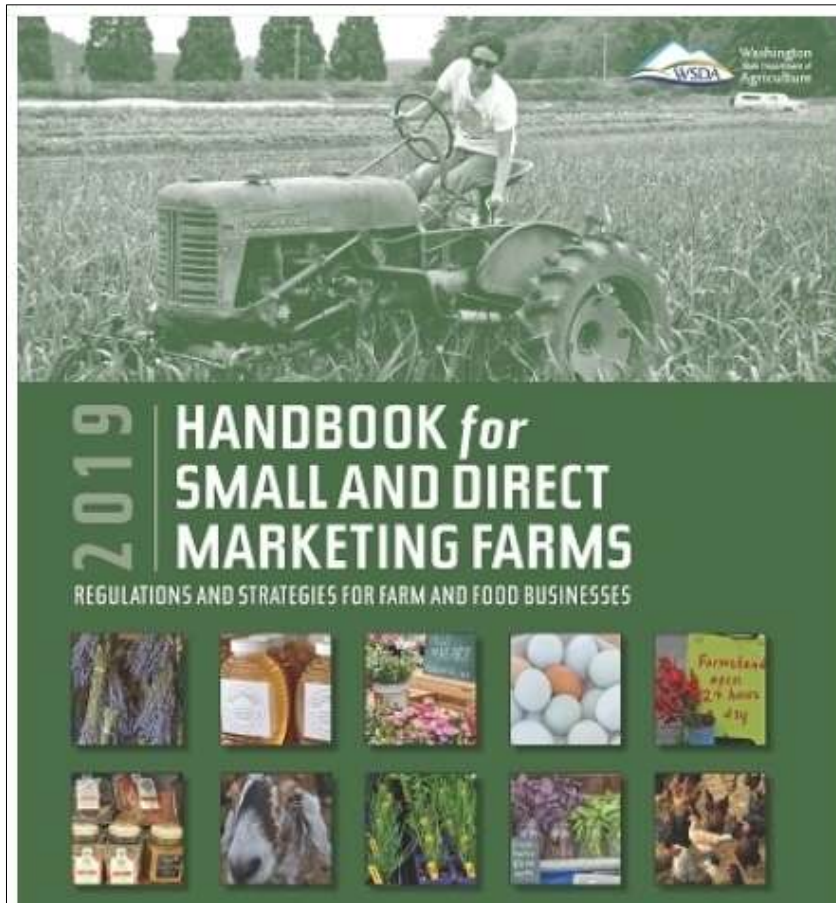
Vendor and manager responsibilities
and what to expect from a weights
and measures inspector



Washington
State Department of
Agriculture

PLANT PROTECTION DIVISION
Weights and Measures Program

Vendor Licenses & Permits




- County
- State
- National



Organic Certification & Claims

FOOD LABELS EXPOSED

A definitive guide to common food label terms and claims



A GREENER WORLD
Our Food. Our Farms. Our Future. Let's Choose!

Legend

The following symbols will help you quickly identify whether a term or label claim is independently verified by audit, and whether you can believe any of the wider issue(s) the label claims to address, such as the high-welfare treatment of animals or environmental sustainability.

AUDITED/THIRD-PARTY CERTIFIED 

The most trusted food labels in this guide will have this green audited/third-party certified icon. This symbol is your assurance that a term or claim made on the label is regularly verified by an independent third party, and farms and suppliers are physically audited at least once a year according to set of published standards. Audited/third-party certified labels include well-known food certifications such as Animal Welfare Approved and Certified Organic.

PUBLISHED PROTOCOL 


This symbol tells you the food label or claim is backed up by a legally defined or agreed definition that is publicly available. If this symbol is absent, there is no such definition—you might want to ask more questions about the product.

UNAUDITED/NO THIRD-PARTY CERTIFICATION 

Whenever you see a food label claim or term in this guide with this red un-audited/no third-party certification icon, it means there is no independent third-party verification or audit. When you see this symbol you should contact the supplier to find out more about the product or ask further questions to ensure you are satisfied with the validity of any claims made.

HIGH WELFARE ASSURANCE 

The label is widely recognized by consumer advocates as having highly meaningful animal care standards and, in addition, includes publicly available and audited standards to ensure high-welfare slaughter.

ENVIRONMENTAL ASSURANCE 

The label makes claims about farming's impact on the environment that are independently verified by audit to a published set of standards.

SOCIAL RESPONSIBILITY ASSURANCE 

The label makes claims about the fair treatment of workers and/or communities that are independently verified by audit to a published set of standards.

LOCAL/REGION SPECIFIC ASSURANCE 

The label makes claims that the product was produced in a certain geographic region/country that are independently verified by audit.

ANTIBIOTIC USE CONTROLLED ASSURANCE 

The label makes claims that antibiotic use is prohibited or significantly restricted that are independently verified by audit.

SLAUGHTER REVIEW ASSURANCE 

The welfare of animals at slaughter—including a requirement for pre-slaughter stunning for all animals—is independently verified by audit to a published set of standards.

NO CONFINEMENT 


The label makes claims that animals have access to range or pasture at all times (except when animal welfare would be adversely affected) that are independently verified. Feedlots, crates and cages are never used.

HIGH WELFARE CLAIM 

The label makes claims that may affect animal welfare. However, the claims are not verified and/or the label has no audited standards to ensure high-welfare slaughter.

ENVIRONMENTAL CLAIM 


The label makes claims that address farming's impact on the environment. However, claims are not independently verified by audit or to a set of standards.

SOCIAL RESPONSIBILITY CLAIM 

The label makes claims that address fair treatment of workers and/or communities. However, claims are not independently verified by audit or to a set of standards.

LOCAL/REGION SPECIFIC CLAIM 

The label makes claims that the product was produced in a certain geographic region/country. However, claims are not independently verified by audit.

ANTIBIOTIC USE CONTROLLED CLAIM 

The label makes claims that antibiotic use is prohibited or significantly restricted. However, claims are not independently verified by audit.

NO SLAUGHTER REVIEW 

The label makes claims that may affect animal welfare. However, the welfare of animals at slaughter is not independently verified or audited annually to a published set of standards, or the independent verification or audit does not require the stunning of animals before slaughter.

CONFINEMENT 

The label makes claims about the ability of animals to roam freely on pasture or range. However, there is no independent verification or audit of this claim. Feedlots, crates and cages may also be used.

Insurance

ACORD **CERTIFICATE OF LIABILITY INSURANCE** DATE: (MM/DD/YYYY) 10/21/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: Pro Insure dba Campbell Risk Management 6608 Whitley Drive, Suite 204 Indianapolis, IN 46240 Larry Spiker Ext 203

CONTACT: Larry Spiker ext 203 NAME: LARRY SPIKER PHONE: 317-248-9076 FAX: 317-248-9093 E-MAIL: lspiker@carrispillerisk.com

INSURERS AFFORDING COVERAGE: INSURER A: MANOVER INSURANCE GROUP NAIC #: 22292

INSURED: HoneyBee Creations 2730 Mikol Terrace South St Petersburg Florida 33712

COVERAGES: CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

LINE	TYPE OF INSURANCE	AUTO/BI	INSUR	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPI. DATE (MM/DD/YYYY)	LIMITS
1	COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	X	X	JAN4096 LHW 0481967	10/21/2019	10/21/2020	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMBOP AGG \$ 4,000,000
2	COMMERCIAL AUTOMOBILE LIABILITY ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS HIRED AUTOS NON-OWNED AUTOS						COVERED SINGLE LIMIT (EA accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
3	UMBRELLA LIAB EXCESS LIAB OCCUR CLAIMS-MADE DED. RETENTION(S)						EACH OCCURRENCE \$ AGGREGATE \$
4	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICERS/OWNERS EXCLUDED (Mandatory in RI) If yes describe under DESCRIPTION OF OPERATIONS below						PER STATUTE OR OTHER \$ E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required):
Those usual to the Insured's operation. Blanket additional Insured applies per coverage form 421-2015 06 15. Certificate holder, if any, is hereby an additional Insured. **Must contain a blanket statement such as shown**

CERTIFICATE HOLDER: Evidence of Insurance

AUTHORIZED REPRESENTATIVE: John C. Campbell

Must be completed with the name and mailing address of the vendor or vendor's business attending the market. Include DBA if applicable.

X indicates policy includes additional insured and waiver of subrogation

Make sure policy is not expired

These are preferred limits. Most require only that these limits be a minimum of 1 million each occurrence with a 2 million aggregate

Indicates that policy includes product liability

OR
State that the certificate holder is an additional insured and list name and address of additional insured in the certificate holder box below
OR
Specifically name the entity wanting to be an additional insured as an additional insured

Simply having your name and address in the certificate holder box does not make you an additional insured. Having your name and address here only allows you to be notified if the policy is canceled or modified prior to the expiration date. See instructions in the box above for being additionally insured.



ACORD Certificate of Insurance

Financial Calendar		Quarter
		Month
FY	Fiscal Year (FY)	
	Federal Fiscal Year (FFY)	
Annual Filings	City of Seattle Business License (\$65)	
	City of Seattle B&O (\$0)	
	WA Sec of State Annual Report (\$20)	
	WA Sec of State Charitable Organization Registration (\$80)	
	Dept of Commerce Annual Services Report (\$0)	
	DOR Business & Occupation/Excise Tax (\$\$\$\$)	
	Form 990 due to IRS	
	General Liability insurance (\$577); 04/01	
	Directors & Officers insurance (\$716); 04/01	
	Renew SAM (for federal funding)	
Planning	Annual Budget	
	Finance Committee Meetings	
	Fundraising	
	Specific reminders	
Monthly	Invoices and Accounts Payable	
	Financial Reports	
	Monthly P&L, Balance Sheet included in BOD packet	
	Timesheets	
	Payroll	
	B&O Taxes (annual or quarterly?)	



Farmers Market Legal Toolkit

Legal resources for building resilient and accessible markets.

Pick a Business Structure

Full Color 📄 | Printer Friendly 🖨️

Implement SNAP/EBT

Full Color 📄 | Printer Friendly 🖨️

Manage Risks

Full Color 📄 | Printer Friendly 🖨️

Additional Resources

Legacy Binder Components

A collection of files and documents, both current and historical, about the farmers market.

Full Color 📄 | Printer Friendly 🖨️

Insurance & Liability FAQs

Find answers to questions about insurance and liability for markets during COVID or other public health crises.

Full Color 📄 | Printer Friendly 🖨️

Employment Classification for Farmers Market Managers

Should farmers market staff be classified as employees or independent contractors?

This resource provides an overview of why

 _____ **really rang true for me today!**

or

 **One question I have is _____**

Food Access Programs



WIC & SENIOR

Farmers Market Benefits WELCOME HERE!

USDA & Washington State Sponsored Farmers Market Nutrition Program

HONEY
MAY BE REDEEMED BY SENIORS ONLY

Washington State Department of Health | Washington State Department of Social & Health Services

DOI# 960-107 October 2019 For persons with disabilities, this document is available in other formats. Please call 800-525-0327 (TTY 711) or email csl.sight@doh.wa.gov



3:17

WICShopper
WIC shopping simplified.

- My Benefits
- Purchase History
- QR Code
- Farmers Market Nutrition Program
- Cooking Matters
- Yummy Recipes

Program Features	Supplemental Nutrition Assistance Program (SNAP EBT)	SNAP Market Match	Farmers Market Nutrition Program (FMNP) for WIC and Senior
Year program started in Washington State	1939	Statewide Program with new logo and GusNIP funds in 2020	WIC FMNP – 1992 Senior FMNP – 2001
Who is eligible to receive benefits?	Low-income individuals or households that meet poverty guidelines and other criteria.	SNAP recipients	<ul style="list-style-type: none"> WIC FMNP: Low-income women and children participating in the WIC program. Senior FMNP: Low-income adults over 60.
When can benefits can be used?	Year-round	Year-round	June 1 to October 31
How are benefits distributed?	EBT card (Quest card)	SMM Currency	Paper checks worth \$4.00 each e-FMNP in 2023
How much are the benefits worth?	The average monthly benefit per person in Washington is \$???	Match of up to \$25 per day	<ul style="list-style-type: none"> WIC provides \$30 per participant/\$90 family Senior provides \$80 per participant per season
Where can benefits be used?	Any authorized SNAP EBT retailer.	At farmers markets that are participating in SNAP Market Match (and accept SNAP).	At authorized farm vendor booths at authorized farmers markets or authorized farm stands.
What can benefits be used to buy?	Any food for home consumption (i.e., breads and cereals, fruits, vegetables, meat, fish, poultry, dairy) and plants that produce food.	Fruits, vegetables Food plant starts, seeds Mushrooms	Washington State fresh fruits, vegetables and cut herbs. Senior FMNP checks can also be used to buy honey.
Sales/Redemptions in 2022	Over \$1.3 Million (2023)	\$1.1 Million (2023)	\$>\$2.3 Million Total (2023)

WHAT CAN YOU BUY?

Poulsbo Farmers Market - Currency Sheet

EBT Tokens



CAN be used for these **EBT eligible items:**
(Must be packaged for consumption off site)

- Fruits
- Vegetables
- Vegetable Starts
- Seeds
- Baked Goods
- Jams & Jellies
- Syrup & Honey
- Meat/Fish/Poultry
- Bread
- Dairy Products
- Nuts
- Mushrooms

NO hot or prepared food or drink products - No cash back given

Debit/Credit Tokens



CAN be used for any market items. They spend just like Cash!

SNAP Market Match



CAN ONLY be used for these eligible items:

- Fruits
- Vegetables
- Mushrooms
- Herbs
- Vegetable Starts

NO honey, hot/prepared food or drink products - No cash back given



pre-2021 punch card



2021 punch card

PFM Frequent Shoppers Cards are worth \$5 with any vendor once the card has been filled with 8 punches.

** 1 card per sales transaction * No cash back or change given **

WIC/Senior FMNP

CAN Purchase with FMNP QR Code:

- Fresh Fruits & Vegetables
 - Honey (Seniors ONLY)
 - Edible Fresh Cut herbs
- *No cash back given**

Look for the FMNP Sign at the vendors booth



Constant Education

- Staff
- Shoppers
- Vendors



Old benefit. New ability to use at Farmers Markets with FMNP growers.

- Year-round
- More money
- More people

Homework!

1. What is your farmers market's mission statement?
2. How is your farmers market organization incorporated?
3. How many staff does your market hire each year? How many volunteers help?
4. What types of vendors does your market allow? Need?
5. How many vendors do you usually have during peak season?
6. Who are your market's core shoppers?
7. What are your market's most effective promotions?
8. What food access programs does your farmers market offer?
9. What permits and licenses does your market have/need?
10. Where can you go for help during the season?



<https://wafarmersmarkets.org/boot-camp-resources/>



Fast Feedback Evaluation Form for Boot Camp 2024

Day 1:

- 2024 Boot Camp Presentation Slides: Day 1
- Organization Finance Calendar (in Excel), example for you to customize
- Nonprofit Information Inventory from Third Sector
- Effective Leadership Through Better Governance from BC Association of Farmers Markets
- WSDA "Handbook for Small and Direct Marketing Farms" ("The Green Book")
- Farmers Market Legal Toolkit from University of Vermont Law School
- Homework for Day 1 😊

2024 Farmers Market Boot Camp



March 19
Big Picture

March 26
Market Operations

Plus your
State Day

- Pre-Market Prep
- Market Layout/Vendors
- Signage
- Data to Collect

Thank you & See you next week!

Please share your “Fast Feedback” by clicking the link in the chat.

<https://tinyurl.com/BC24FastFeedback>

2024 *Farmers Market Boot Camp*

