



FARMERS MARKET BOOT CAMP



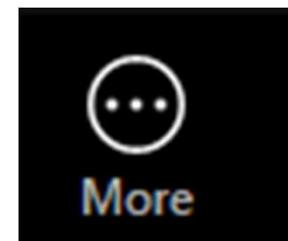
Welcome! *Feel free to join a Breakout Room*

Click either Breakout rooms or More, then Breakout rooms on your task bar.



Enter Breakout Room of your choice!

-  coffee chat
-  quiet space
-  tech support





FARMERS MARKET BOOT CAMP



March 12

General Session 1

- Farmers Markets Orgs
- Manager Panel
- Vendors, Market Site, Shoppers, Community

March 19

General Session 2

- Farmers Markets Ops
- Manager Presentations
- Vendors, Market Site, Shoppers, Community

State Day

- ✓ March 5 - Idaho
- March 26 - Oregon, Utah, Washington
- March 26+27 - Ohio



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

2026 Boot Camp “State Day”

Idaho Farmers Market Association	Thurs, Mar. 5	9:00 am-11:00 am (Pacific)
Ohio Farmers Market Network	Thurs, Mar. 26 & Fri, Mar. 27	<i>In person or Zoom. Part of OFMN Conference</i>
Oregon Farmers Market Association	Thurs, Mar. 26	9:00 am-11:00 am (Pacific)
Utah Farmers Market Network	Thurs, Mar. 26	10:00 am-1:00 pm (Mountain)
Washington State Farmers Market Association	Thurs, Mar. 26	9:00 am-12:00 pm (Pacific)





BOOT CAMP STATE PARTNERS

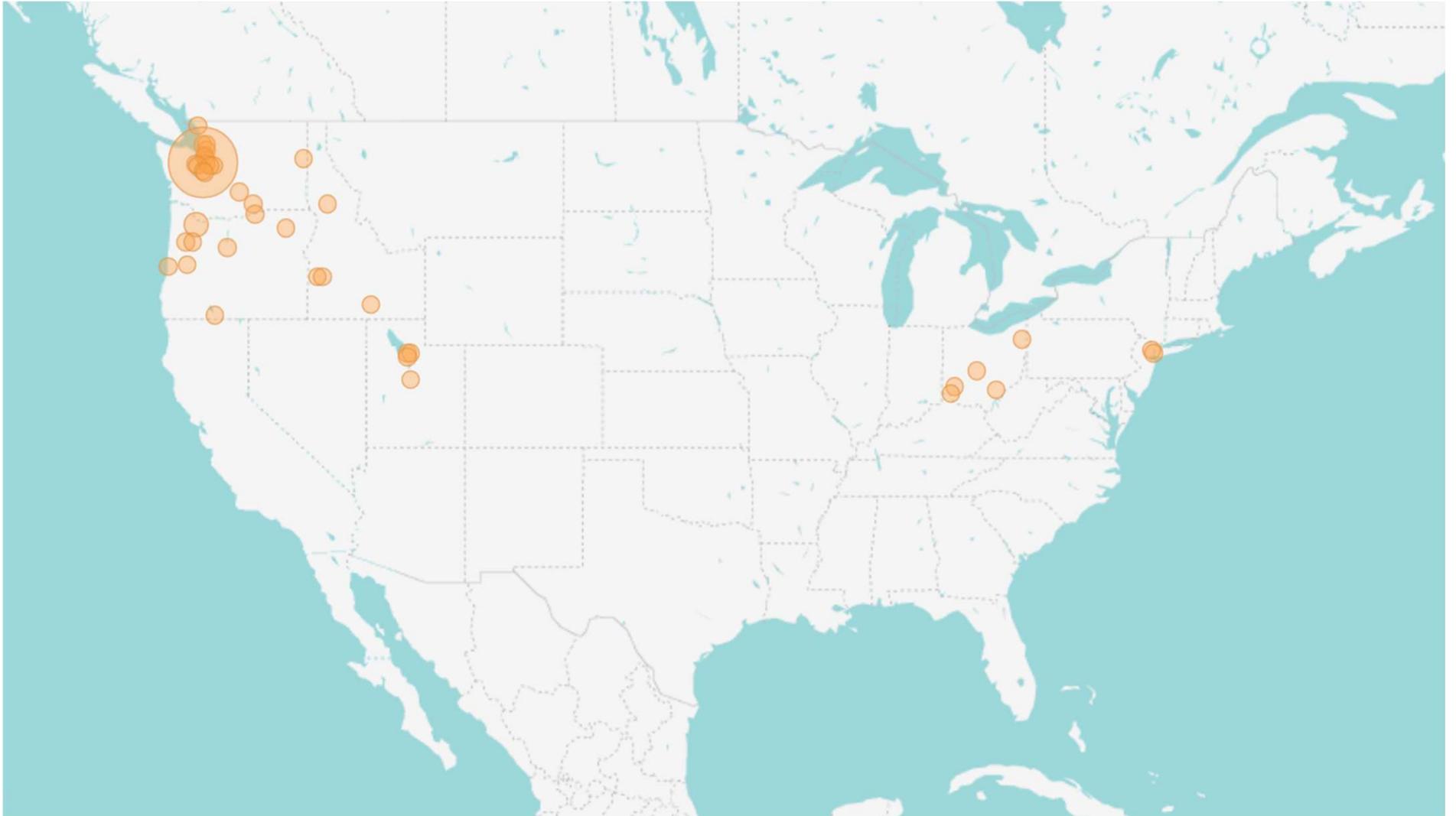




Farmers Market Promotion Program

The 2026 Farmers Market Boot Camp was funded in part by a FMPP grant to the WSFMA from the U.S. Department of Agriculture (USDA) Agricultural Marketing Service. The contents of Boot Camp are solely the responsibility of the authors and do not necessarily represent the official views of the USDA.

Who's in the Room? Geography



Who's in the Room? Roles



**Manager or
Market Staff
70%**



**Vendor
10%**

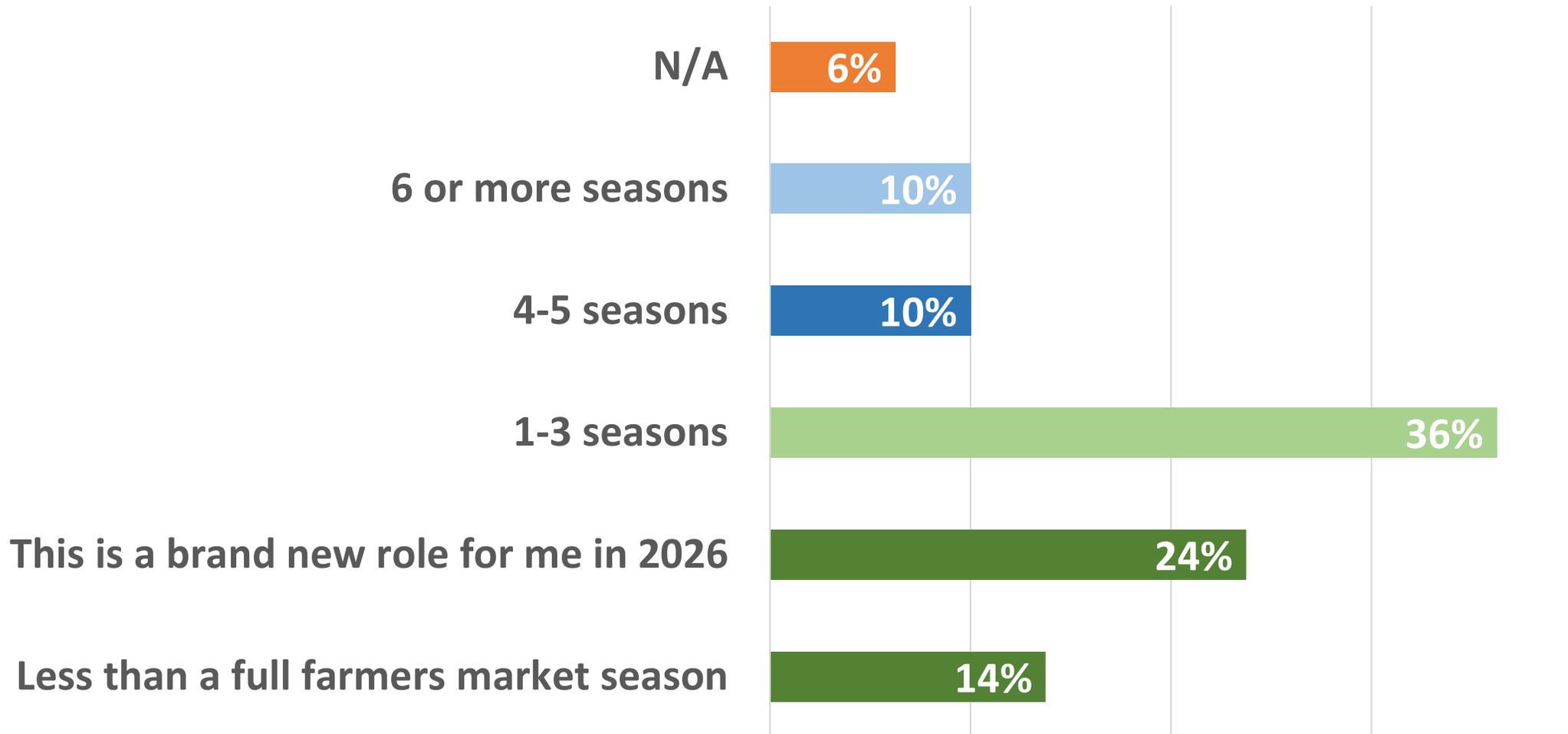


**Board
Member
26%**

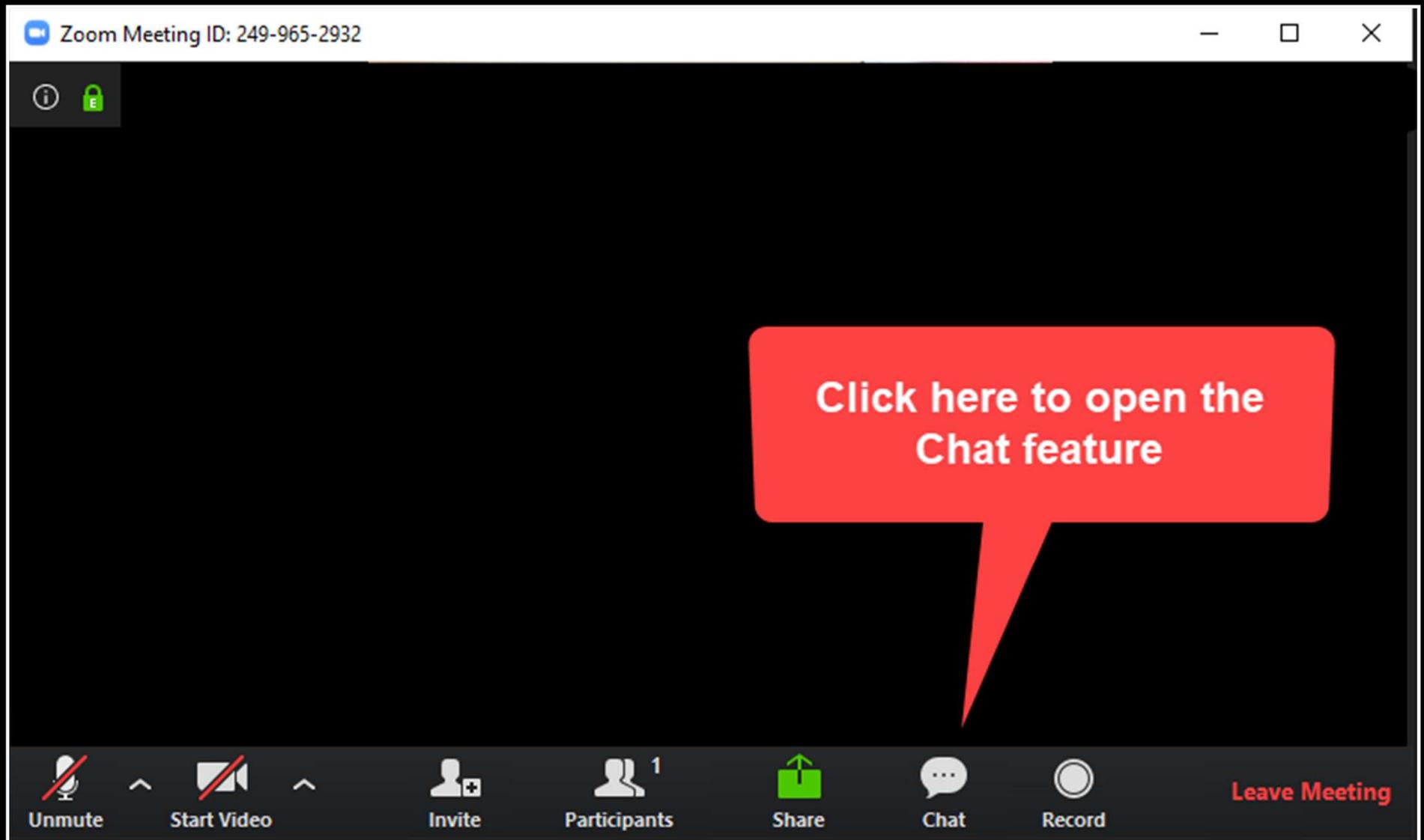


**Other
11%**

Who's in the Room? Farmers Market Seasons



(N=80)



Chat with Purpose



Name

State

Market Name

Your Role

3 words about you

Boot Camp Cheat Sheet

- 1. Importance of knowing and building your “Farmer Market Team”**
- 2. Importance of “place-making” to overall success of a farmers market**
- 3. This is a rewarding but complex job with long and steep learning curve**

FARMERS MARKET

Ongoing
Organizational Work



Market Day
Operations



VENDORS



MARKET SITE



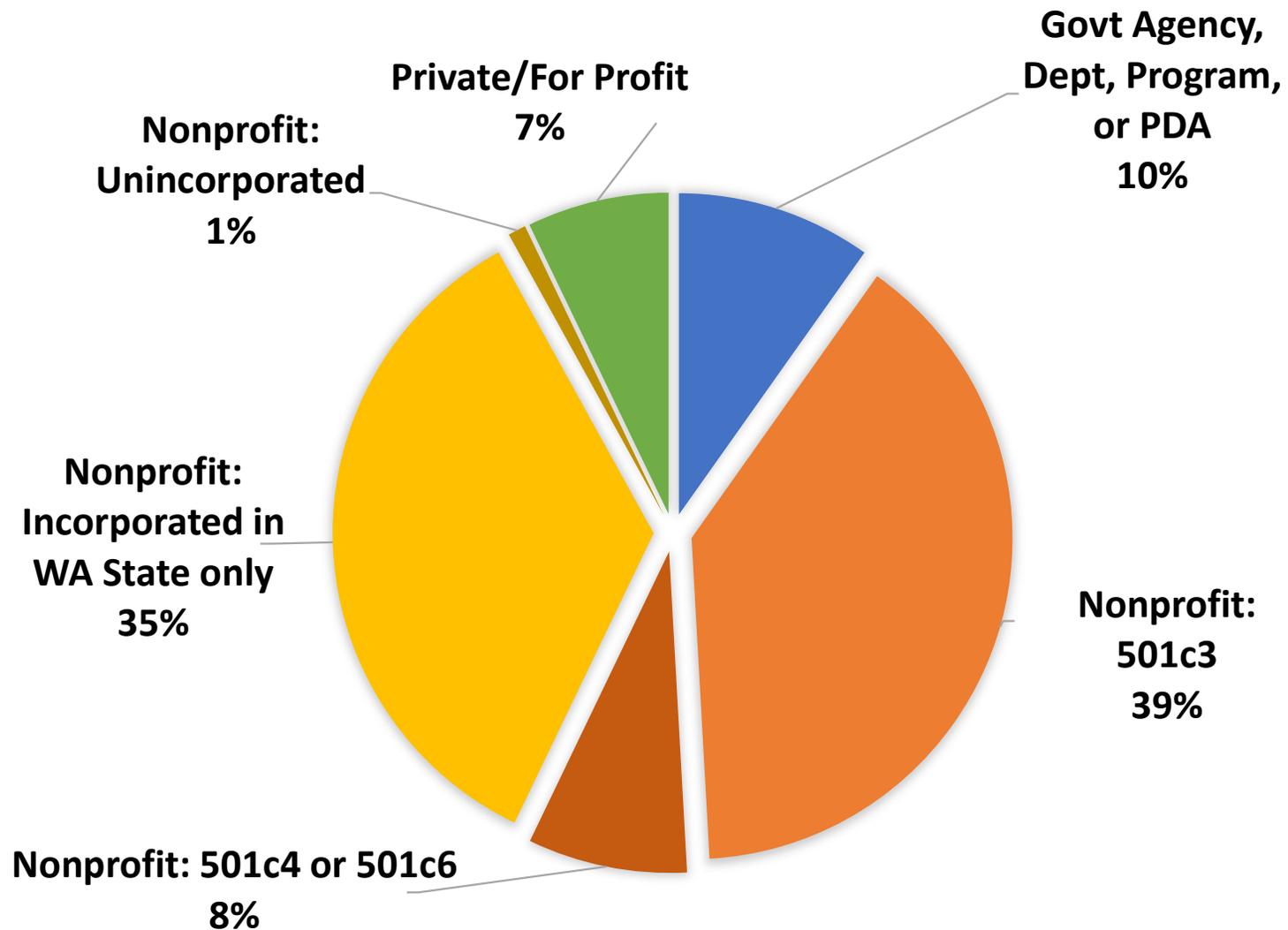
SHOPPERS



COMMUNITY



There are many types of Farmers Market Organizations



Many Missions of Farmers Markets



Vancouver Farmers Market



*Kelsey Allan,
"Pricing with
Purpose:
Navigating the
World of Vendor
Fees." 2025
WSFMA
Conference,
Bremerton WA.*



FARMER

PROCESSOR

RESELLER

CRAFTERS/ARTISANS

PREPARED FOODS

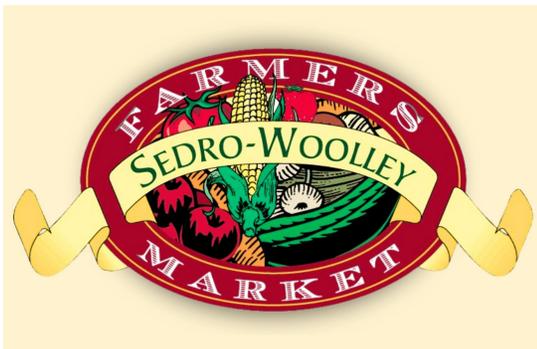


**FARMERS
MARKET**

VS

Food Court
Craft Fair
Makers Market
Flea Market
Night Market
Community Event

Single vs Multi-market Organizations



Seattle Neighborhood Farmers Markets

Open All Year-Round: Find Your Market



Saturdays



Sundays



Sundays

Seasonal Farmers Markets



Wednesdays



Thursdays



Fridays



Saturdays



There are many types of Farmers Market Managers & Boards/Market Leadership



What Farmers Markets have in Common



Leavenworth Community Farmers Market



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

CONNECTION



Alm Hill Gardens at Ballard Farmer's Market

TRUST



Welcome Table Farm at the Walla Walla Downtown Farmers Market

COMMUNITY



Rose and David at the Bellevue Farmers Market.

Farmers Market Managers Panel



Cali Osborne

Cascade Community Markets



Carrie Olson

Renton Farmers Market



Chloe Knox

Bellingham Farmers Market



Olivia Wargo

Boise Farmers Market



Jeremy Kindlund

Sedro Woolley Farmers Market

B R E A K!

Back in 15 minutes!

Breakout Rooms:

-      *Manager on Panel*
 -  *Quiet space*
 -  *Connect and chat*
 -  *Tech support*
-

VENDORS



Top factors that vendors said are “very important” in their decision to sell at farmers markets **in general**. (n=410)



90%

opportunity to build relationships with customers



80%

provide the community with healthy food



74%

ability to receive retail value for products



72%

having control over prices



55%

to help launch or establish a farm business

Top factors that vendors said are “very important” when deciding which **specific** farmers markets to sell at.

(n=397)



83%

farmers market is well-managed



81%

farmers market attracts serious shoppers



78%

high-quality products at the farmers market



76%

desire to help their local farmers market succeed



75%

fair farmers market rules and policies

ONGOING Organizational Work of Farmers Markets



VENDORS



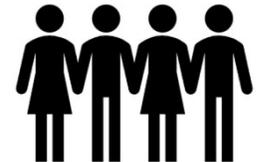
MARKET SITE



SHOPPERS



COMMUNITY





2026 BOOT CAMP RESOURCES

<https://wafarmersmarkets.org/archives/2026-boot-camp-resources/>

General Sessions

- [Boot Camp Presentation Slides for March 12, 2026](#)
- [Who's Your Market Community? + Scavenger Hunt](#)
- [Boot Camp Presentation Slides for March 19, 2026](#)

Vendors

- [Washington State Retail Food Code](#) (Dept of Health)
- [Washington State Food Safety Rules](#), includes “[Active Managerial Control](#)” toolkit with info and fillable forms in 9 languages on farmers market favorites such as Allergen Awareness, Bare Hand Contact, Food Worker Card and Training, Pet Dogs, Refilling Consumer-owned Containers, and Vomit and Diarrhea Clean-up.
- [Temporary Booth Check List in English and Spanish](#) (Spokane Regional Health District)
- [“Green Book” Handbook for Small and Direct Marketing Farms](#) (WSDA)
- [Cultivating Your Business Guide](#) (Univ of Idaho)
- [“Vendor Guide to Accepting Food Access Currencies at Washington Farmers Markets”](#) (2026)
- [“Guía del vendedor para aceptar monedas de acceso a alimentos en los mercados agrícolas”](#) de Washington (2026)
- [EBT Tokens Accepted Here](#) graphic: available as a sticker

ONGOING Organizational Work of Farmers Markets

VENDORS



- Market Rules & Policies
- Vendor Application/Fees
- Permits/Licenses/Certification
- Health Dept Requirements
- Food Access Programs?
- Code of Conduct
- Communication Tools



Ellensburg Farmers Market

2024 RULES, GUIDELINES, & POLICIES

PLEASE READ THESE REGULATIONS CAREFULLY AND PRINT FOR YOUR RECORDS. THERE ARE SEVERAL UPDATES FOR 2024.

To uphold the integrity of our market, all vendors and their representatives are responsible for knowing and abiding by the rules. If you cannot print a copy, one can be provided for you.

EFM BOOTH LOCATION AND SPACE ASSIGNMENT

BOOTH ASSIGNMENTS

Participation in the Ellensburg Farmers Market is based on a **priority of products** in the following order:

1. **Fresh Farm products**
2. **Value-added farm products**
3. **Processed foods** - with preference given to vendors using ingredients from local farms (or if not available locally, from Washington State).
4. **Prepared foods** - with preference given to vendors using ingredients from local farms (or if not available locally, from Washington State).
5. **Crafter/Artisans** - with preference given to vendors using ingredients from local farms (or if not available locally, from Washington State).
6. The **need for a specific product** and your ability to produce it.

BOOTH LOCATION

Placement of your booth will be assigned and reserved using the following criteria:

1. Returning Vendors
2. Attendance from prior seasons
3. Sales history reporting
4. Date Vendor submitted a complete application
5. Number of spaces required. (The more space required, the more challenging it is to place the vendor. Trailers are the most limiting, as they require the ability for vehicle maneuvering in addition to space. We have a very limited amount of space for trailers.)
6. Electric Use. (A limited number of outlets are available in specific areas only and will determine placement). Generators are prohibited.
7. Any exceptions to these rules will be considered on a case-to-case basis; at the discretion of the Market manager and/or the Board of Directors.



manage my market



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NATIONAL



STATE DEPARTMENT of AGRICULTURE

- Processing
- Cottage Food Permits
- Hive registration
- Food Safety

STATE DEPARTMENT of HEALTH

- State Retail Food Code
- Food Safety
- Allergens

BUSINESS LICENSING

- Endorsements: nursery, eggs
- Scale License
- Minor work permit

LOCAL HEALTH JURISDICTION

- Temporary Food Establishments
- Sampling
- Commercial Kitchens

Food Access by State

	WIC & Senior Farmers Market Nutrition Program (FMNP)	EBT CARD	Incentive or Matching Program
IDAHO	N/A		Double Up Food Bucks (DUFB)
OREGON	WIC & Senior Oregon Farm Direct Nutrition Program		Double Up Food Bucks (DUFB)
OHIO	WIC & Senior FMNP		Produce Perks
UTAH	Senior FMNP		Produce Incentive Programs (PIP) Double Up (DUFB)
WASHINGTON	WIC & Senior FMNP		SNAP Market Match Seattle: Fresh Bucks

Farmers Market Food Access Currencies

	SNAP EBT & SUN Bucks	SNAP Market Match	Senior Farmers Market Nutrition Program (FMNP)	WIC Farmers Market nutrition Program (FMNP)	WIC Fruit & Vegetable Benefits
Cards, logo and signs					
Currency used at Vendor Booth	 EBT tokens from Farmers Market	 New paper currency and color every year	 Senior FMNP card for calendar year or Senior FMNP app Shoppers also need PIN	 WIC card or WIC Shopper app Shoppers also need PIN	 WIC card or WIC Shopper app Shoppers also need PIN
Where shopper gets food access currency?	Information Booth	Information Booth	Card is pre-loaded by local senior agency	Card is pre-loaded by local WIC clinic	Card is pre-loaded by local WIC clinic
How much \$ does shopper get?	Not limited. Shopper can ask for as much as they want and have available.	Varies. \$10 or more per day at most farmers markets (2026)	\$80 per season	\$30 to \$90 per season	\$26 or more per month
When can shopper use currency?	Year-round	January 1 – December 31	June 1 – October 31	June 1 – October 31	Year-round
Do shoppers get change?	Vendors cannot give change for EBT tokens	Vendors cannot give change for SNAP Market Match	Exact amount charged	Exact amount charged	Exact amount charged
Where do people sign up and get help?	Local DSHS Community Support Office or www.washingtonconnection.org (877) 501-2233	No sign up needed. Automatically given.	Local senior agency. For benefit balance or to change PIN call (844) 359-3104	Local WIC Clinic or call Customer Service at (800) 841-1410	Local WIC Clinic or call Customer Service at (800) 841-1410



VENDOR GUIDE

to Accepting
Food Access
Currencies
at Washington
Farmers Markets



JANUARY 2026

FIRST EDITION



COURTESY + CONDUCT

The markets are community events where many diverse people are gathered to shop and sell.

Vendors and their representatives are expected to conduct themselves in a respectful, safe, courteous and harmonious manner with customers, market staff and with each other.

1. **Anti-Harassment and Non-Retaliation:** NFM strives to create a safe and enjoyable environment for our staff, vendors and community members, and prohibits any harassment, behavior that creates a hostile environment, and retaliation for reporting such behavior, based on race, color, national origin, immigration or citizenship status, religion, sex (including but not limited to sexual orientation, gender identity, gender expression, sexual stereotypes, pregnancy, childbirth and breastfeeding), disability, age, genetic information or characteristics, military or veteran status, familial status, or any other basis protected by applicable law. Additionally, all vendors are encouraged to adopt and enforce anti-harassment and non-retaliation policies and train their staff accordingly, and all NFM staff are required to report incidents of suspected harassment. Any retaliatory action for reporting suspected violations of this policy is strictly prohibited. NFM will promptly investigate all reports. Any harassing, abusive, hostile or threatening behavior toward an NFM staff member or other vendors may result in the suspension of the vendor's Permit to Sell for that day, and/or permanently. If you have any questions or would like to report a violation, please contact our Executive Director at 206-632-5234.
2. Anyone under the influence of alcohol or any controlled or illegal substance may not be on the market premises. Any violation may result in the termination of the Vendor's Permit to Sell at all markets.
3. Hawking and calling attention to your products in a loud, repetitive, public manner is prohibited.
4. Sampling, if permitted, must take place within the boundaries of the vendor's assigned stall space.
5. Vendors may play music/radios in their stall space during set-up and take-down, but should be aware of volume and other vendors' ability to transact business without any audio interference. Market Managers may ask you to turn it down or off.
6. Vendors are requested to wear appropriate attire and appear neat and tidy at the Markets. Vendors must wear shirts and shoes at all times.



- In person
- Phone
- Text
- Email
- Social media
- Newsletter
- Vendor Meeting
- ????

ONGOING Organizational Work of Farmers Markets

MARKET SITE



- Site selection
- Lease?
- City/Fire Dept Permits
- Insurance
- Equipment/supplies
- Public safety/Emergency preparedness
- Dog/pet policies

**SPECIAL EVENTS / INSPECTIONS
APPLICATION –**

In accordance with the International Fire and Spokane Municipal Codes, no permit-required activity is allowed prior to the issuance of proper permits and/or approvals by the Spokane Fire Department (SMC 17F.080.060).

44 W. Riverside Avenue
Spokane, WA 99201-0189
509.625.7000
509.625.7006 Fax
sfdservice@spokanefire.org
www.spokanefire.org



A completed application may be filed as early as thirty (30) days before the event, but must be received *no later than fourteen (14) days* before the actual event date.

Date: _____

SPECIAL EVENT/EVALUATION INFORMATION

NAME OF EVENT:	
EVENT LOCATION:	
EVENT SPONSOR:	
START DATE & TIME:	ENDING DATE & TIME:

APPLICANT INFORMATION

NAME:			
ADDRESS:	CITY:	STATE:	ZIP:
PHONE#:	FAX#:	E-MAIL:	

MAILING ADDRESS (If different from Applicant Information)

NAME:			
ADDRESS:	CITY:	STATE:	ZIP:

This application is for short term events not to exceed 30 days. Submittal of application and payment of fees does not imply permission or permit by the Spokane Fire Department. Multi-day outdoor events may require additional evaluation fees (hourly rate of \$105.00).

EVENT NARRATIVE: _____

Please attach a diagram showing square footage, exits, fencing, etc.

<u>FIRE/OPEN FLAME</u>	<u>FEE</u>	<u>Y/N</u>
Kindle a Bonfire	\$ 210.00	_____
Use of Candles or Small Open Flames (Applies to single event only. Use Assembly permit for recurring usage.)	\$ 210.00	_____
 <u>SPECIAL EVENTS</u>		
Fire/Life Safety Evaluation (Carnivals/Fairs/Exhibits/Trade Shows/Beer Garden Spaces & Others)	\$ 210.00	_____
Conduct a Large Outdoor Fireworks Display	\$ 357.00	_____
Conduct Pyrotechnics/Special Effects	\$ 210.00	_____
Tent or Temporary Membrane Structure (exceeding 400 sq ft)	\$ 210.00	_____
Liquid or gas-fueled vehicles or equipment in assembly buildings	\$ 210.00	_____
Special Temporary Amusement Structure/Activity (Includes Haunted Houses)	\$ 378.00	_____

You may pay by check, (payable to City of Spokane), Visa, MasterCard, or in person

Additional Personnel Standby Fees / Incident Related Fees / Inspection of Pyrotech Special Effects Fees

Standby/Incident/Pyrotech Inspection fees may be billed after the Permit has been issued and the event completed. These fees will be billed at an hourly rate. The complexity of the Special Event will determine the number of hours required.

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 Insur Inc dba Campbell Risk Management 9595 Whitley Drive, Suite 204 Indianapolis, IN 46240 Lamy Spilker Ext 203	CONTACT NAME: Lamy Spilker ext 203 PHONE (A/C, Ext): 317-248-9076 FAX (A/C, Ext): 317-248-9093 E-MAIL: lspliker@campbellrisk.com ADDRESS:
INSURED Honey Bee Creations 2730 Mikal Tamara South St Petersburg Florida 33712	INSURER(S) AFFORDING COVERAGE INSURER A: HANOVER INSURANCE GROUP NAIC # 22292 INSURER B: INSURER C: INSURER D: INSURER E:

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

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.

INSURANCE LIMIT	TYPE OF INSURANCE	ADDITIONAL INSURED	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPI. DATE (MM/DD/YYYY)	LIMITS
<input checked="" type="checkbox"/>	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	<input checked="" type="checkbox"/>	AAV4096 LHW 0481967	10/21/2019	10/21/2020	EACH OCCURRENCE \$ 2,000,000
		<input checked="" type="checkbox"/>				DAVERAGE TO RETIRED \$ 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
						COMBINED SINGLE LIMIT (Per accident) \$
						BODILY INJURY (Per person) \$
						BODILY INJURY (Per accident) \$
						PROPERTY DAMAGE (Per accident) \$
						EACH OCCURRENCE \$
						AGGREGATE \$
						PER STATE \$
						E.L. EACH ACCIDENT \$
						E.L. DISEASE - EA EMPLOYEE \$
						E.L. DISEASE - POLICY LIMIT \$

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

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**

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

CERTIFICATE HOLDER
Evidence of Insurance

AUTHORIZED REPRESENTATIVE
John C. Campbell

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

- General Liability
- Product Liability
- Directors & Officers
- Additional Insured
- Certificate Holder



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**Market Policies =
Private Regulation**

ONGOING Organizational Work of Farmers Markets

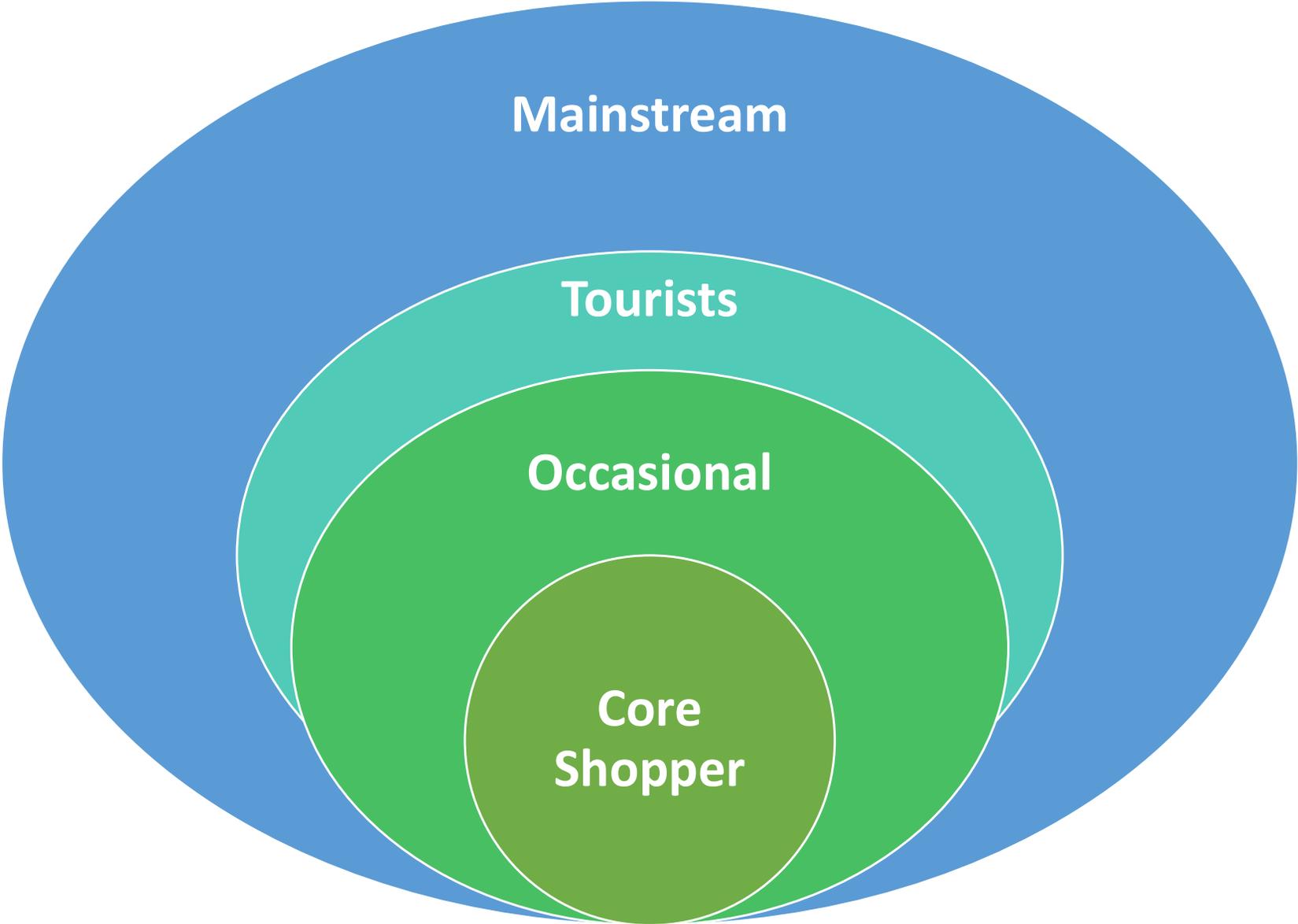
SHOPPERS



- Promotions / marketing
- Knowing shopper demand / expectations
- Code of Conduct
- Programs offered?
- Food Access programs?
- “Atmosphere”



Farmers Market Shoppers








POWER OF Produce CLUB

This certificate of AWESOMENESS is awarded to:

for participating in the 2023 Carnation Farmers Market
Power of Produce Club!

Congratulations!!!
From the Carnation Farmers Market team

Shana Amador Market Manager
Lindsay Gilliam Executive Director
Sara Hughes Enrichment Coordinator

Robert Gilliam, Rosy Smit, Becky Reimer, Angela Oliver, Raleigh Wilson
CFM Board of Directors





Carnation Farmers Market



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

DOH 960-107 October 2019 For persons with disabilities, this document is available in other formats. Please call 800-525-0127 (TTY 711) or email civil.rights@doh.wa.gov.



3:17

WICShopper
WIC shopping, simplified.

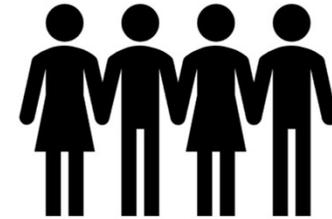
- My Benefits
- Purchase History
- QR Code
- Farmers Market Nutrition Program
- Cooking Matters
- Yummy Recipes



Shoreline Farmers Market

ONGOING Organizational Work of Farmers Markets

COMMUNITY



- Good neighbor
- Impact reports
- Advocacy?
- Sponsorships / Fundraising?
- Partnerships / Tech support
- Volunteer recruitment?
- Conflict management



2023 North Bend Farmers Market Report

For two decades, the North Bend Farmers Market has graced the picturesque Si View Park with a breathtaking backdrop of the majestic Mount Si. The market is a vibrant community gathering, a fusion of local food, entrepreneurship, nature, music, and family fun. Whether savoring the offerings from farm stands, exploring specialty products, indulging in shared meals, or relishing the tunes on the lawn, the market is the essence of a healthy, vibrant community.

Market Activities

The 2023 season witnessed notable growth in vendor engagement, a surge in shopper turnout, and an uptick in vendor sales. Shoppers were greeted with a better assortment of farm vendors, and a wide array of artisanal goods. The market introduced the Power of Produce (PoP) Club, a youth farmers market educational program aimed to engage kids in the local food systems through direct conversations with farmers, hands-on activities, and food demonstrations. In conjunction with live music from Si View's Summer Concert Series, the market experienced substantial increase in attendance during prime market hours. Lines formed with a spirit of optimism and patience, highlighting the resilient bond that the community shares with the market experience.



17,000+
Visitors during
2023 season

14
Farmers
Market &
Summer
Concerts

62
unique
vendors

\$331,812
reported in total
vendor sales

Collaborating closely with vendors and social service providers, the market expanded the range of payment options to enhance access to wholesome, nutritious foods for all. The market proudly accepts EBT, SNAP, WIC, and Senior FMNP payments, ensuring that everyone can enjoy the benefits of fresh, quality produce.

Food Access Programs

\$2,300+
Redeemed through food
access program for
fresh produce



Building Community

United by the universal appeal of food, the market serves as a vibrant gathering space where visitors from diverse backgrounds converge to connect. The triumph of the 2023 market is owed to the indispensable team of market volunteers who played a crucial role in ensuring its logistical success and fostering a deeper connection with the community. The market and summer concerts gained tremendous support, through local business sponsorships and grant funding, paving the way for new youth programming and attracting new local musical entertainers. Throughout the season, the market proudly highlighted a rotating lineup of local non-profit organizations, creating a platform for multiple agencies to collaborate and amplify awareness of shared missions & goals.



11
Local
non-profits

193
Hours Donated by
Volunteers

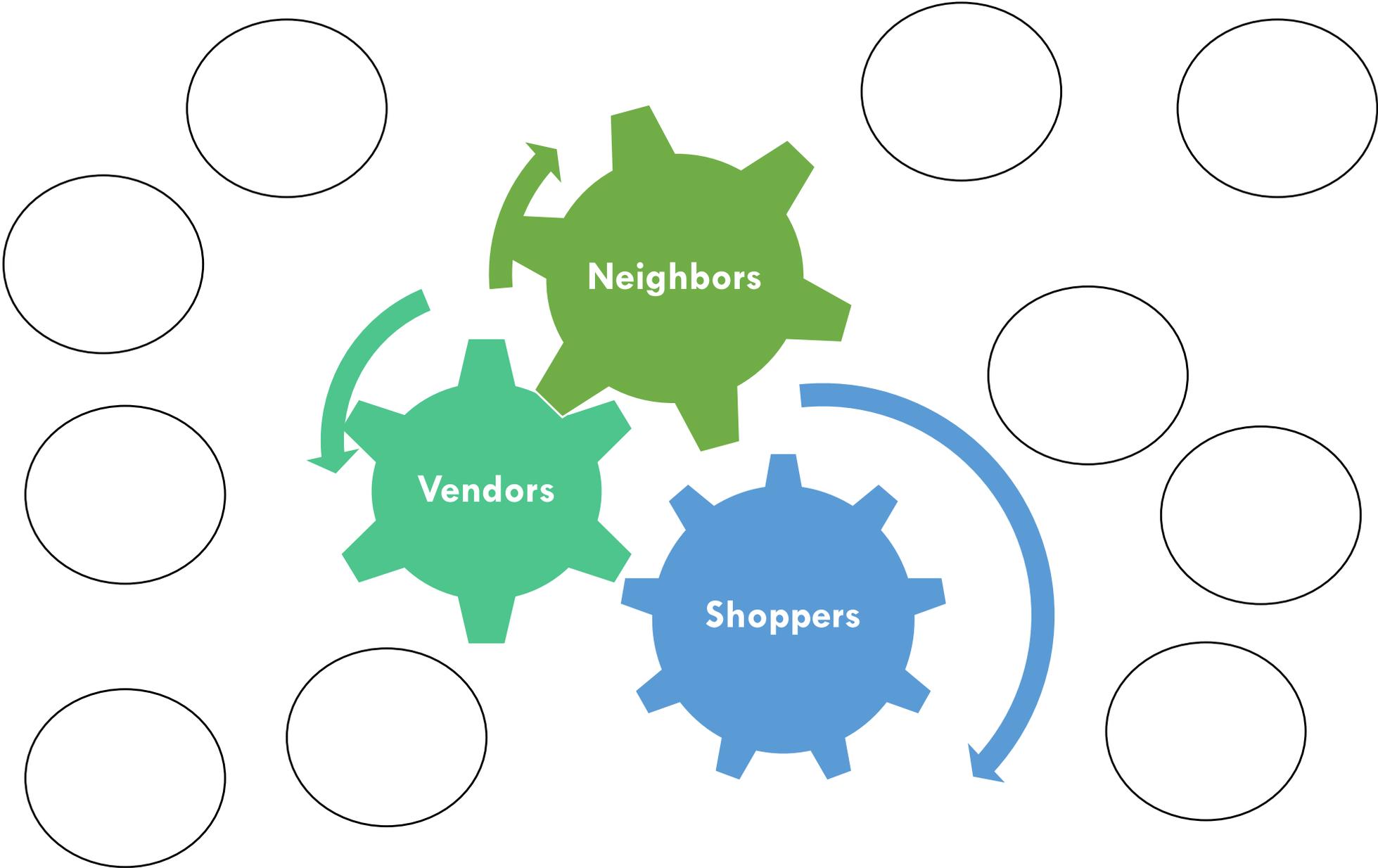


Looking Ahead to 2024

The North Bend Farmer Market continues to source external financial support to sustain its operations and facilitate complementary market programming. The market is an excellent option for businesses through event and program sponsorships. The key objectives for the 2024 market season include the continuation of the Power of Produce (PoP) Club; diversifying market vendor base to expand the selection of fresh produce; provide a supportive platform for emerging local farmers, businesses, and entrepreneurs to share their products with the community; and provide a thriving space for community engagement.



Who's Your Market Community?



Scavenger Hunt!

1. Does your farmers market have a written mission statement? What is it? Where can you find it?
2. How is your farmers market organization incorporated? (e.g., nonprofit, city/municipal, private biz)
3. What types of vendors does your market allow? (e.g., farmers, processors, resellers, artisans, prepared food) Need?
4. What kind of vendor application does your market have? How is it shared with vendors?
5. What inspired your market colleagues to work or volunteer for your farmers market?
6. Who are your market's core shoppers?
7. Who owns your market site?
8. What food access currencies are accepted at your farmers market?



2026 BOOT CAMP RESOURCES

<https://wafarmersmarkets.org/archives/2026-boot-camp-resources/>

General Sessions

- [Boot Camp Presentation Slides for March 12, 2026](#)
- [Who's Your Market Community? + Scavenger Hunt](#)
- [Boot Camp Presentation Slides for March 19, 2026](#)

Vendors

- [Washington State Retail Food Code](#) (Dept of Health)
- [Washington State Food Safety Rules](#), includes “[Active Managerial Control](#)” toolkit with info and fillable forms in 9 languages on farmers market favorites such as Allergen Awareness, Bare Hand Contact, Food Worker Card and Training, Pet Dogs, Refilling Consumer-owned Containers, and Vomit and Diarrhea Clean-up.
- [Temporary Booth Check List in English and Spanish](#) (Spokane Regional Health District)
- [“Green Book” Handbook for Small and Direct Marketing Farms](#) (WSDA)
- [Cultivating Your Business Guide](#) (Univ of Idaho)
- [“Vendor Guide to Accepting Food Access Currencies at Washington Farmers Markets”](#) (2026)
- [“Guía del vendedor para aceptar monedas de acceso a alimentos en los mercados agrícolas”](#) de Washington (2026)
- [EBT Tokens Accepted Here](#) graphic: available as a sticker



_____ really rang true for me today

or



One question I have now is _____

FARMERS MARKET BOOT CAMP



March 12

General Session 1

- Farmers Markets Orgs
- Manager Panel
- Vendors, Market Site, Shoppers, Community

March 19

General Session 2

- Farmers Markets Ops
- Manager Presentations
- Vendors, Market Site, Shoppers, Community

State Day

- ✓ March 5 - Idaho
- March 26 - Oregon, Utah, Washington
- March 26+27 - Ohio

