



# CO-OP TABLES AT THE MARKET

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*Vashon Island Growers Association &  
Farmers Market*

2026 WSFMA Conference  
February 20-21, 2026  
Kitsap Conference Center  
Bremerton, WA

**2022**

Return to in person markets –  
few growers return.

Coop table launches using  
volunteers

**2024**

Co-op table shifts to  
volunteers

**2026**

Co-op table shifts back to  
volunteer based, tech  
integrations launch, flower  
co-op table launches

**2023**

Co-op table uses  
contractor support

**2025**

Co-op table has 30+  
growers participate,  
paid contractor

## GOAL

Increase number of growers at the market so we can continue to offer fresh food to our community

Transition SNAP/EBT to the coop table

## CHALLENGES

Create a sustainable cost model

Avoid cucumber chaos

Make this a pit stop, not the final destination



# The elements of a co-op table:

- INVENTORY
- STAFFING
- LOGISTICS
- MOVING ON





Single source of truth

Easy contact info

Drove increase in donated food

Tied back to Square



It's really hard to count 72 peppers especially when three growers each show up with 72 peppers

Put the ownership of inventory management on us, not the grower

Price changes and late check in led to some wild times

Inventory  
Management

The text 'Inventory Management' is rendered in a highly creative, 3D style. Each letter is constructed from a base of brown soil. From the soil, various green sprouts with two leaves grow upwards. Interspersed within and around the letters are numerous fresh fruits and vegetables, including strawberries, blueberries, kiwis, lemons, pears, and carrots. The overall aesthetic is natural and organic, suggesting a focus on fresh produce or agriculture.

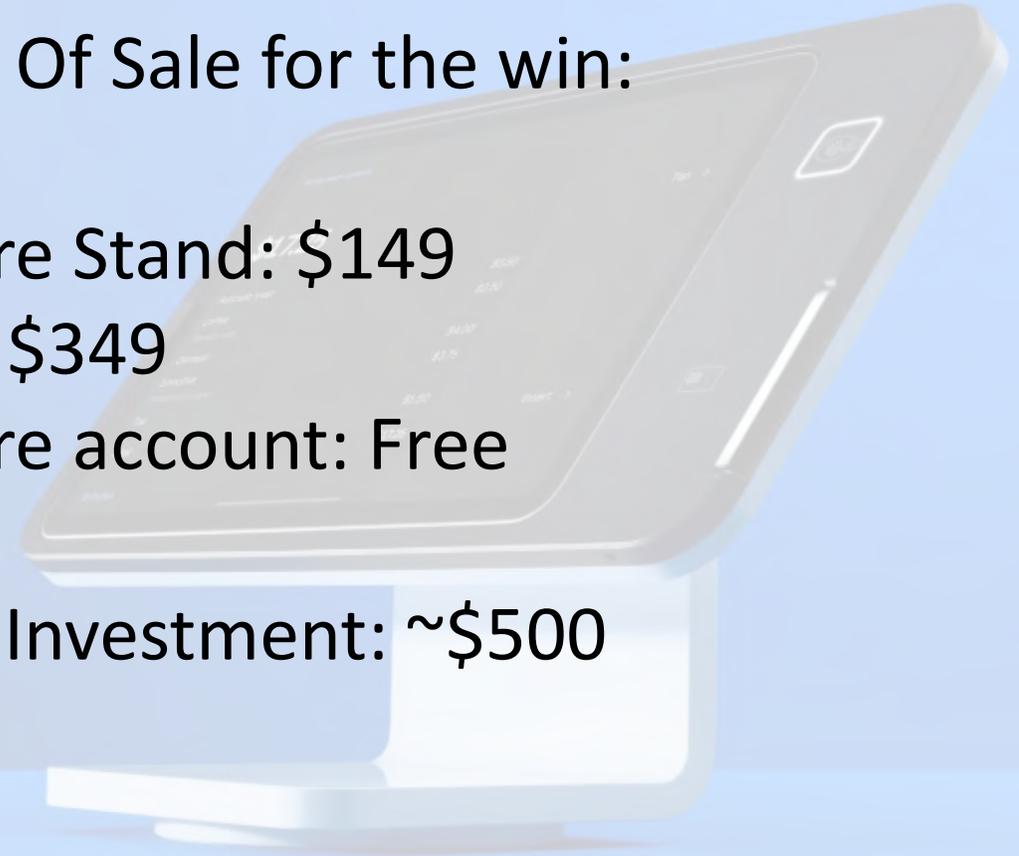
Point Of Sale for the win:

Square Stand: \$149

iPad: \$349

Square account: Free

Total Investment: ~\$500



# Inventory Management

11:37 📶 80

Item ✓ Tap to Pay Sorting

Keypad Library Favorites

Provo \*Littlest Bird Farm

Sun island farm Dragonfly nursery

Green Man Handpicked

Little Elephant Near Season

Charge \$0.00

Checkout Transactions Banking Notifications More

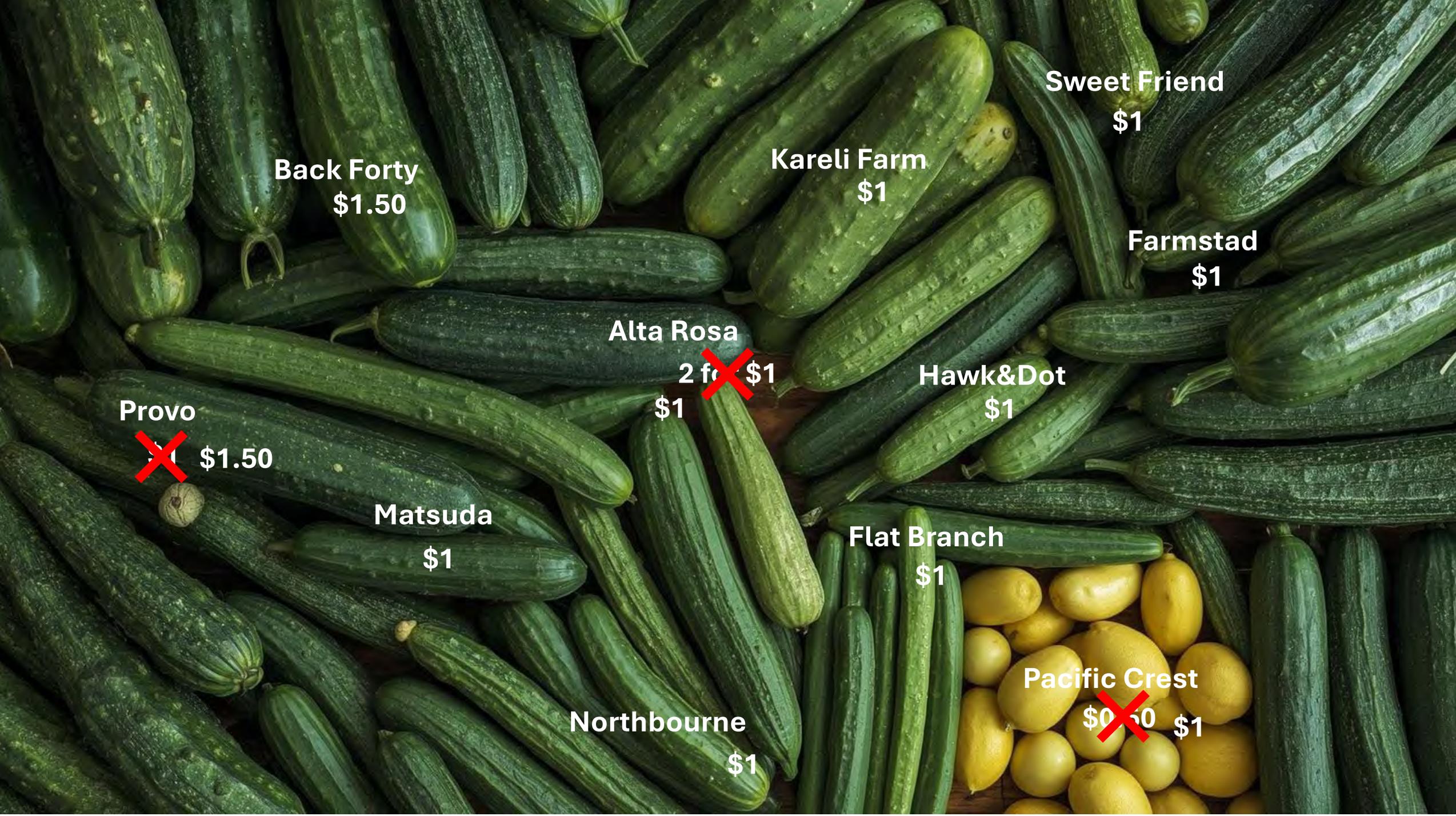
✓ Tap to Pay

Provo

Search items in this category

Items (18)

[P]	[Provo] Garlic	\$4.00
	[Provo] Grapes	\$5.00
	[Provo] Potatoes	\$6.00
[p]	[provo] Strawberries	\$6.00
	[Provo] Tomatoes	\$5.00
M	Medium pumpkin	\$5.00
Bi	Big pumpkin	\$15.00
Bu	Bulls horn peppers	\$2.00



Sweet Friend  
\$1

Back Forty  
\$1.50

Kareli Farm  
\$1

Farmstad  
\$1

Alta Rosa  
~~2 for \$1~~  
\$1

Hawk&Dot  
\$1

Provo  
~~\$1~~  
\$1.50

Matsuda  
\$1

Flat Branch  
\$1

Northbourne  
\$1

Pacific Crest  
~~\$0.50~~  
\$1







**No more check in/check out**

**Inventory management is owned by the grower**

**Decreased bookkeeper fees**

**Square = Source of truth**

**No more cucumber chaos!**





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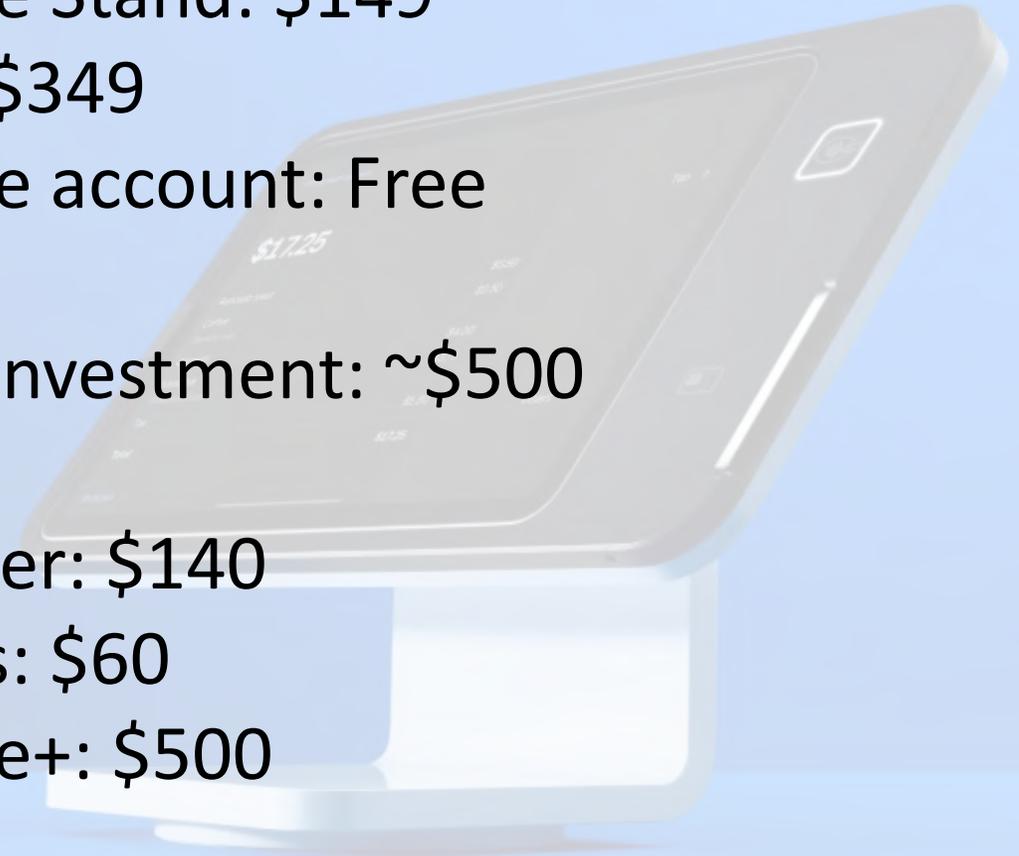
Total Investment: ~\$500

Scanner: \$140

Labels: \$60

Square+: \$500

**Total revised investment: \$1,200 [\$500 ongoing]**



# STAFFING



**2022  
Volunteers**

**2024  
Volunteers**

**2026  
Volunteers**

**2023  
Contractors**

**2025  
Contractor**

## Volunteers [GROWERS]

-  We sell more with growers
-  Gets growers ready for a table of their own
-  Increases connection between growers
-  Challenging if the inventory system is not simple
-  Easy training materials are necessary

## Contractors

-  Consistent, training only needed once
-  Does not create a sustainable cost model (~\$5K/year)
-  No backup coverage



**INSURANCE**



**PAYMENTS TO GROWERS**



**FEEES**





A TABLE OF THEIR  
OWN...





MARKETING  
PACKAGING  
DISPLAY  
PRICING  
POS  
STAFFING  
INSURANCE



**COST NEUTRAL  
VOLUNTERS**

**SIMPLE [avoid cucumber chaos]  
INVEST IN TECHNOLOGY**

**TEMPORARY  
EDUCATION**

**SUSTAINABLE  
GROWER OWNERSHIP**

