

2020 LAKE STEVENS FARMERS MARKET
WEDNESDAY | JUNE-AUGUST
3PM – 7PM
RULES AND REGULATIONS

Welcome to the brand new Lake Stevens Farmers Market, opening its first season in June of 2020. Our primary goals of the Market are to provide Lake Stevens & the surrounding areas with local, farm-fresh goods, products, and services. We are committed to providing a desirable & successful marketplace where farmers and consumers can interact in an enjoyable and beneficial environment.

The following Rules & Regulations are designed to ensure that the market is a safe, friendly place where Lake Stevens customers can buy exceptional products and build relationships with farmers & vendors.

It is essential for each vendor to carefully read these Rules and Regulations. By submitting your application, you hereby agree to comply with them. Failure to comply may result in the loss of permission to sell at the Lake Stevens Farmers Market.

Mailing Address:

Lake Stevens Farmers Market
9010 Market Street, PMB#162
Lake Stevens, WA 98258

Market Manager:

Sarah Dylan Jensen
manager@lakestevensfarmersmarket.org
(425)-280-4150

Registration & Fees for 2020:

- **2020 Lake Stevens Farmers Market Application Fee are \$40 (one-time fee, annually, upon approval)**
- **Stall Fees are:**
 - **\$30 per Market Day, pre-paid (Single Stall)**
 - **\$50 per Market Day, pre-paid (Double Stall)**
- Fees are collected IN ADVANCE for future Market Days and are non-refundable (see Cancellation Policy below). Vendors may include following week(s) fees inside their Vendor Packets or bring to Market Manager enclosed in an envelope noting Vendor Name & Dates Paid.

Rules & Regulations:

The following Rules & Regulations are directly adapted from the WSFMA “Root Guidelines.” The Lake Stevens Farmers Market is an active member in good standing with WSFMA and strives to abide by the procedures & processes as noted.

I. WHO CAN SELL

- **Farmers:** One who raises produce, plants or botanicals, or animals which they sell at WSFMA Member Markets on land they own, lease or rent, in the State of Washington or border counties (Please see “Appendix A: WSFMA Approved Bordering Counties”). The definition of **Farmer** may also include someone who processes produce, fruit, berries, botanicals, meats, honey, etc., which is grown, raised, or harvested on their own, leased or rented property, in the State of Washington or border counties and then turned into value added product(s) such as jams, cider, salsa, vinegars, alcoholic beverages(*), essential oils or any other botanical use. It may also include **Farmers** who raise the basic ingredient(s) of a product, but who must send it out for fundamental processing, either within Washington State or border counties, before creating the value added product. Such Vendors might include those **Farmers** selling certain essential oils, smoked meats or fish, etc. This excludes **Resellers** or those who might work on, or manage a corporately owned farm and have permission to dispose of surplus product.
 - **SEAFOODS:** In the case of seafood, the vendor must own, lease, or operate the fishing vessel or own, lease or rent the parcel of land where the seafood is caught or harvested for sale at WSFMA Member Markets. The vendor must be a legal resident of the State of Washington.
 - **SCALES:** Vendors that sell products by weight must provide their own scales, which must be “Legal for Trade” and subject to inspection by the Department of Agriculture’s Weights and Measurements Program.
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- **Processors:** One who sells foods that they have personally prepared or processed on property that they own, lease, or rent in the State of Washington. **Processors** are persons offering fresh food products (such as meats, seafood, ciders, wines, baked goods, jams, nuts, etc.) that have added value to their product through some sort of “hands-on” processing (e.g., hand-filleted fish, smoked or butchered meats, handmade candies/nuts, etc.), but have not raised the ingredients themselves. All **Processors** must meet all Federal, State, County and local Health Department requirements. All appropriate permits and licenses must be submitted and filed with the Market Manager. **Processors** must produce their products in Washington State only, or in the border counties listed in Appendix A. Processed food producers should use ingredients from Washington State farms or waters as much as possible, and WSFMA Member Markets should give stall preference to those **Processors** who use ingredients from Washington State farms or waters.
 - **SEAFOODS:** *In the case of seafood vendors, the product must originate from the greater Pacific Northwest, which includes Washington, Oregon, Alaska and British Columbia.*
 - **SCALES:** Vendors that sell products by weight must provide their own scales, which must be “Legal for Trade” and subject to inspection by the Department of Agriculture’s Weights and Measurements Program.

- **Resellers:** One who buys produce from farmers in Washington State, or the border counties listed in Appendix A only, transports it to a WSFMA Member Market, and resells it to the consumer. **Resellers** are allowed to sell at WSFMA Member Markets, but do have strict criteria to follow:
 - **Resellers** are expected to be the only stop between the grower and the consumer.
 - The product they buy must not come from shippers, warehouses, jobbers or wholesale distributors.
 - They must not sell any produce not grown in Washington State or the border counties listed in Appendix A (For example: oranges or bananas).
 - They may sell any produce they grow themselves on their own property (see **Farmers**).
 - **Resellers** are sellers of crops that cannot be grown reliably, or are not offered for sale in sufficient quantity, by **Farmers** selling at a given WSFMA Member Market, as determined by the individual WSFMA Member Market's governing body.
 - **Resellers** must have all crops pre-approved by the Member Market's governing body before delivering the crops to market for sale. Approved, resold crops must be specifically limited, so as not to compete with the crops of **Farmers** within the geographic vendor boundaries of the WSFMA Member Market, as defined by the Market's policies and by-laws.
 - All **Resellers**, or **Farmers**, must label their products as being resold if they are not selling products which they have grown, raised, or harvested themselves on property that they own, lease, or rent.
 - All information declaring which products are resold must be available and displayed for the consumer to easily read. Signage must clearly state which farm(s) produced the products; other terms synonymous with "resold" may be substituted.
 - **Resellers from border counties are not allowed to sell at WSFMA Member Markets.**

Other Vendors:

- **Prepared Food Vendors:** (Concessionaires) offer freshly made foods, available for sale and immediate consumption on-site at WSFMA Member Markets. **Prepared Food** vendors shall submit and also possess and maintain all required State, County, and local Health Department permits. All appropriate permits and licenses shall be filed with the management of the market. **Prepared Food** vendors should use ingredients produced in Washington State as much as possible. Further, when selecting **Prepared Food** vendors, WSFMA Member Markets are encouraged to provide a good variety of healthy foods and to give preference to those vendors using ingredients produced in Washington State only. **Prepared Food vendors from border counties, listed in Appendix A, are only allowed to sell at WSFMA Member Markets operating along the Washington State border;** WSFMA Member Markets should give priority to those **Prepared Food** vendors who use ingredients from Washington State farms or waters.
- **Artisans/Crafters:** One who creates with their own hands the products they offer for sale at WSFMA Member Markets or providers of skilled craft services at the market, such as on-site knife sharpening or tool refurbishment. To qualify as an **Artisan/Crafter**, a majority of the tools and equipment used to produce their products must require skill, personal handling and/or manipulation, including second-hand items that are recycled, re-purposed and/or skillfully and creatively refurbished for new or improved use. **Artisans/Crafters** should incorporate materials grown or produced in Washington State as much as possible and create their products in Washington State only. **Artisan/Crafters from border counties, listed in Appendix A, are only**

allowed to sell at WSFMA Member Markets operating along the Washington State border; WSFMA Member Markets should give priority to those **Artisan/Crafter** vendors who use materials from Washington State.

What is NOT allowed at the Lake Stevens Farmers Market:

Member Markets are not allowed to have the following vendors selling in their market, unless said vendor falls within an 'Exception'. In all cases, these items are restricted from being sold in a WSFMA Market because the products are either not produced, processed, or created in Washington State by the vendor, or funding, marketing, or other assistance given to vendors comes from a source separate from the vendor. However, vendors who are not allowed to sell at WSFMA Markets are allowed to sponsor market events/activities, as long as they are not selling or taking orders to sell.

- **No Commercial or Imported Items**
- **No Second Hand Items** (Exception: Those vendors who take a second hand item and recycle that item into a new use.);
- **No Franchises or MLM companies:** Those who have entered into an agreement or received a license to sell a company's products and/or use a company's packaging, logo, ingredients, and/or marketing tools under that license or any franchise agreement;
- **No Non-Owner Operated Businesses:** Only those businesses that are operated and controlled by their Washington State-based, or border county-based, owners are permitted at WSFMA Markets; and
- **No Out-of-State Processing:** All processed products sold at WSFMA Markets must be processed within Washington State, or the border counties listed in Appendix A.

REQUIRED LICENSES TO SELL:

All vendors shall provide with their application current copies of all applicable permits and licenses that are required in connection with the sale of their products. Where applicable, these may include, but not be limited to, SnoCounty Public Health Permit, Washington State Department of Agriculture Food Processors License, Certification for Organically Grown Produce, Department of Fisheries Wholesale License. Vendors selling shellfish must have additional licenses from the Washington State Department of Health.

- All vendors must possess a valid Washington State Business License, also referred to as a UBI number.
- Vendors will need to add a **City of Lake Stevens** endorsement when they get their State of Washington Business license. Vendors can do that via the website link here: <http://bls.dor.wa.gov/>
- **Prepared food vendors,** vendors who provide samples of their products, and food processors must comply with the rules and procedures of the Lake Stevens Health District. For information on health permits and requirements contact **Lake Stevens Health District, 3020 Rucker, Suite 104; Everett, WA, (425) 339-5250.**
- **SCALES:** Vendors that sell products by weight must provide their own scales, which must be "Legal for Trade" and subject to inspection by the Department of Agriculture's Weights and Measurements Programs.

II. CANOPY WEIGHTS

Canopy Weights must be attached to vendor and market canopies at all times. All vendors who wish to erect canopies (including umbrellas) on the Farmers Market site during a normal period of market operations, including the set up and break down period, are required to have their canopies sufficiently and safely anchored to the ground from the time their canopy is put up to the time it is taken down. Any vendor who fails to properly anchor his or her canopy will not be allowed to sell at the Farmers Market on that market day, unless that vendor chooses to take down and stow their canopy and sell without it. Each canopy leg must have no less than 24# (pounds) anchoring each leg, and market umbrellas, 50#. Alternatively, canopies may be secured on grass or unpacked soil by steel auger anchors or spiral tent stakes of at least ½" thickness and 12 – 15" length, properly installed and secured. Non-spiraled, straight tent stakes are not an acceptable canopy anchoring system. Holding capacity of auger anchor systems is dependent on soil conditions and density and may not be adequate in rocky soils.

III: LOAD IN/LOAD OUT

- Booth set-up is NOT permitted before 12 P.M. on Market Day. Likewise, vendors are not permitted to start the tear-down process in or of their booth before the end of market at 7 P.M. For extenuating circumstances the Market Manager must give approval and be available to assist in the case of early set-up or tear down.
- **SPEED:** Vendors must adhere to a speed limit of 5 MPH when entering or exiting the market for loading.
- **Load In** may occur between the hours of 12 P.M. and 2 P.M. All booths must be set up and ready to begin selling at 2:45 P.M. Late arriving vendors after 2 P.M. will have to park their vehicle outside the market area for unloading and carry their supplies to their booth.
- **Load Out** may only occur after 7 P.M. and once the majority of customer traffic has subsided. Vendors will be loaded up and shall leave the site no later than one hour after the Market is closed. Exceptions, if any, must be cleared with the Market Manager.
- **Entry/Exit Points:** Load In (and returning your vehicle for load out) must occur through the designated entry and exit points as designated by the Market Manager.
- **Vehicles:** Insurance parameters prohibit traffic movement on the market site during open hours. Absolutely no vehicle operations are allowed into the market after 2 P.M. without Manager or Board Member escort. Vendors that arrive late will need to park off site and carry their supplies to their booth space.
- **Space Assignments:** Standard stall space is 10 feet x 10 feet. Double stall space is 20 feet x 10 feet. There is limited space assignment for trucks and vehicle-required booths. These are reserved for farmers & special needs vendors.
- **Parking:** vendors must park as far away from the market site as possible, and only in legal-to-park areas. The Market will NOT be responsible for tickets, fines or towing fees incurred from vendors' parking infractions.

III: VENDOR PARTICIPATION & PERFORMANCE

PRIMARY GUIDELINES:

- **OPEN TO SELL:** Selling shall begin no earlier than the stated Market opening time, when the Market Manager indicates that the Market is officially open, with the exception that a vendor may make purchases of products/prepared foods from another vendor before the Market opens if this is agreeable to the other vendors. Repeated violations of the selling rule will result in loss of vendor's right to sell. Vendors who sell out early should post a sign to that effect. Vendors shall not leave their vehicles and goods unattended and must stay until closing.
- **CANCELLATIONS:** Vendors who cannot attend the Market on a regularly scheduled day must contact the Market Manager at least 48 hours prior to that Market day via email. Vendors who do not cancel outside of the 48 hour policy will forfeit the regular stall fee for that day – no exceptions.
- **SIGNAGE:** Each booth space must prominently display a sign clearly identifying the farm or business by name. Signs must be in place by the opening of the Market. All product descriptions must be true and not misleading. All signs must not obstruct visibility into other vendors' booths or impair other vendors' ability to sell nor create a hazardous situation for customers.
- **KEEPING THE MARKET CLEAN:** The Market site is on a brand new City park in Downtown Lake Stevens. Vendors must keep their space clean and attractive during market hours and must clean up their space after the market closes, including sweeping up any debris and removing trash.
 - Vendors using disposable paper products are required to bring a sufficient garbage can.
 - All vendors should bring a broom and dustpan.
 - Flower & Farm vendors may be asked to put a tarp down in their work area to prevent grinding of plant or floral material into the concrete.
 - All vendors must haul out their trash. The Market trash & recycle receptacles are for customer use only.
 - **A fine of \$20 will be assessed to vendors who do not adhere to these guidelines**
- **TAXES/FEES:**
 - Vendors are responsible for collecting and reporting sales tax.

SECONDARY GUIDELINES:

- **Staffing:** all persons working at a vendor booth must be familiar with and adhere to all market rules as outlined in this document.
- **The Lake Stevens Farmers Market is a SMOKE & TOBACCO FREE Market. Absolutely no exceptions.**
- **PETS:** Vendors are **not** allowed to bring pets to the market. The only exceptions will be seeing eye dogs, dogs for the hearing impaired or other disability guide dogs as outlined by law in the State of Washington.
- **CHILDREN:** We **strongly discourage** vendors from bringing their children to the market. However, if circumstances require them to do so, vendors must closely supervise their

children at all times while on Market premises, with special care given during set-up time, which can be potentially dangerous. Children are not allowed to wander the market unattended (parent or guardian.)

VENDOR COMMUNICATION

If vendors have concerns regarding market policies or operations, they may complete a Vendor Communication Form that is available from the Market Manager. Each form will be reviewed by the Market Manager and, if appropriate, the Board of Directors.

Vendor Packets will be handed out during the first hour of each Market Day. Vendors are required to accurately indicate their market sales each Market Day they attend during the course of the season. The Lake Stevens Farmers Market does NOT charge commission on sales for any vendors. The collection of financial data is to provide reporting totals to WSFMA and stay in good standing as a member of the organization. No data is given to any outside party or noted in any non-confidential data.

COMPLIANCE WITH LAWS

All vendors must comply with all applicable federal, state and municipal laws at all times while participating in the market and must comply with licensing requirements for their business.

Vendors shall not discriminate on the basis of race, color, sex, religion, nationality, creed, marital status, sexual orientation or preference, age, veteran or military status, or the presence of any sensory, mental or physical handicap.

HOLD HARMLESS

Vendor assumes all responsibility for their involvement in the Lake Stevens Farmers Market Association and their participation in the market and agrees to indemnify, defend and hold harmless the Lake Stevens Farmers Market, and the City of Lake Stevens, and their respective board members, contractors, and agents from any and all claims, demands, suits and liability, for any damage, loss, harm or injury to any person or any property of the vendor or any of its employees or other representatives.

In no event will the Lake Stevens Farmers market be liable for any direct, indirect, actual, special or consequential damages of any nature whatsoever, including, but not limited to lost profits, business interruptions or other economic loss to the vendor due to the refusal of a vendor application, termination of a vendor relationship by the market manager or Board of Directors or due to the cancellation of the market as scheduled.

REFUSAL OF APPLICATION

The Market Manager has the right to refuse any vendor application and submittal of an application does not guarantee placement at the Lake Stevens Farmers Market.

Efforts will be made to accommodate those who apply and meet the criteria above however vendors may not be allowed to participate in the market due to prior performance, insufficient space; business location; product mix; duplication of product(s); not submitting the required licenses/permits on time; late arrival and/or absence without proper notice; and refusal to adhere to the Market guidelines.

ACCEPTABLE BEHAVIOR

The Lake Stevens Farmers Market expects that all vendors will create a welcoming environment for market customers and to treat other vendors, staff and market customers with respect and to use a problem-solving approach to any problems that arise.

In the event that vendor behavior is offensive or threatening to other members of the market community, management reserves the right to remove the vendor from the market.