



FARMERS MARKET COMMITTEE REGULAR MEETING

City of Dripping Springs

DSRP - Ranch House - 1042 Event Center Dr. DSTX 78620

Thursday, June 16, 2022 at 10:00 AM

Agenda

CALL TO ORDER AND ROLL CALL

Committee Members

Gouri Johannsen, Chair
Marianne Simmons, Vice Chair
Teresa Strube, Secretary
Nikki Dahlin
Erika Fritz
Janet Musgrove
Claudia Oney

Staff, Consultants & Appointed/Elected Officials

Parks & Community Services Director Andy Binz
Farmers Market Manager Charlie Reed
Farmers Market Specialist Johnna Krantz

1. **Introduction of Parks & Community Services Director Andy Binz.**

OTHER BUSINESS

2. **Discuss and consider approval of Market Vendor Application for Mill and Refill.**
Applicant: Maren Maddry
3. **Discuss and consider approval of Market Vendor Application for Corgi Designs.**
Applicant: Evie Heitman
4. **Discuss and consider approval of Market Vendor Application for Freshly Made.**
Applicant: Anakarina Urbano
5. **Discuss and consider approval of Market Vendor Application for Golden Pineapple.**
Applicant: Christelle Chalmers
6. **Discuss and consider approval of Market Vendor Application for Milltown Woodworks.**
Applicants: Matt and Lisa Burtch
7. **Discuss and consider approval of Market Vendor Application for Ranch Brand Wines.**
Applicant: Weston Stone

- 8. Discuss and consider approval of Market Vendor Application for Rogues Pierogi. Applicant: Derek Desko**
- 9. Discuss and consider approval of Market Vendor Application for Hill Country Shaved Ice. Applicants: Michael and Michelle Rios**
- 10. Discuss and consider possible action regarding Farmers Market involvement in City's Comprehensive Plan.**

MINUTES

- 11. Approval of the May 26, 2022, Farmers Market Committee regular meeting minutes. Committee Secretary, Teresa Strube**

REPORTS

- 12. May and June 2022 State of the Market Report**
- 13. May 2022 Farmers Market Budget Report**

MARKET VENUE

- 14. Discuss collaboration with Pumpkin Fest and impact on location.**
- 15. Discussion regarding the Hays County Master Gardener's Annual Plant Sale.**

SPONSORSHIPS AND GRANTS SUBCOMMITTEE

- 16. Discuss and consider actions regarding market expansion, sponsorships, and Marketing/Sponsorship Subcommittee needs.**

RULES AND REGULATIONS SUBCOMMITTEE

- 17. Discuss and consider action regarding Farmers Market Rules.**

EXECUTIVE SESSION

The Farmers Market Association Board for the City of Dripping Springs has the right to adjourn into executive session at any time during the course of this meeting to discuss any matter as authorized by Texas Government Code Sections 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property), 551.073 (Deliberations about Gifts and Donations), 551.074 (Personnel Matters), 551.076 (Deliberations about Security Devices), and 551.086 (Economic Development). The Farmers Market Association Board for the City of Drippings Springs may act upon any item listed in Executive Session in Open Session or move any item from Executive Session to Open Session for action.

UPCOMING MEETINGS

Farmers Market Committee Meetings

July 21, 2022, at 10:00 a.m.

August 18, 2022, at 10:00 a.m.

September 15, 2022, at 10:00 a.m.

City Council Meetings

June 21, 2022, at 6:00 p.m.

July 5, 2022, at 6:00 p.m.

July 19, 2022, at 6:00 p.m.

ADJOURN

This facility is wheelchair accessible. Accessible parking spaces are available. Requests for auxiliary aids and services must be made 48 hours prior to this meeting by calling (512) 858-4725.



Gouri Johannsen <gourij.dsfm@gmail.com>

Comp Plan

Michelle Fischer <MFischer@cityofdrippingsprings.com>
To: marianne simmons <marianne.dsfm@gmail.com>
Cc: Gouri Johannsen <gourij.dsfm@gmail.com>

Fri, May 27, 2022 at 11:28 AM

Marianne:

Here is a link to the website for the comp plan update: <https://www.reimaginedrippingsprings.com/>

There is a place to subscribe for updates here: <https://www.reimaginedrippingsprings.com/input>

The city's Planning Director, Howard Koontz, is overseeing in on the city staff side.

City commissions, committees, and boards will have the opportunity to provide stakeholder feedback. There will be many opportunities for the general public to participate as well. I encourage you to contact Howard and let him know that the Farmers Market Committee is looking forward to participating.

The timeline for this is April to next March. Right now the consultants are in the information gathering process.

Thank you for asking about the comp plan. We are very excited to be going through this update.

Michelle



Michelle J. Fischer
City Administrator
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cityofdrippingsprings.com



From: marianne simmons <marianne.dsfm@gmail.com>
Sent: Friday, May 27, 2022 10:54 AM
To: Michelle Fischer <MFischer@cityofdrippingsprings.com>
Cc: Gouri Johannsen <gourij.dsfm@gmail.com>
Subject: Comp Plan

Hi, Michelle,

I read in the paper that CoDS is going to revise the Comp Plan.

Is there a way (or reason) to have a DSFM Committee member participate in the process?

Who is leading this project?

Timeline?

Thanks & Happy Memorial Day!

--

Marianne Simmons

Dripping Springs Farmers Market Committee

m 512-656-9332



STAFF REPORT
City of Dripping Springs
PO Box 384
511 Mercer Street
Dripping Springs, TX 78602

Submitted By: Charlie Reed, Farmers Market Manager

FM Committee Meeting Date: June 16, 2022

Agenda Item Wording: Discuss and consider possible action regarding Farmers Market involvement in City's Comp Plan.

Agenda Item Requestor: Charlie Reed

Summary/Background: See "Comp Plan" attachment for more details on FMC's participation in Comp Plan development.

FM Committee Recommendation:

Staff Recommendation:

Attachments: Comp Plan

Next Steps/Schedule:



FARMERS MARKET COMMITTEE REGULAR MEETING

City of Dripping Springs

DSRP - Ranch House 1042 Event Center Dr, Dripping Springs, TX

Thursday, May 26, 2022 at 10:00 AM

MINUTES

CALL TO ORDER AND ROLL CALL

Committee Members

Gouri Johannsen, Chair
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 Teresa Strube, Secretary
 Nikki Dahlin
 Erika Fritz
 Claudia Oney
 Janet Musgrove

Staff, Consultants & Appointed/Elected Officials

Farmers Market Manager Charlie Reed
 Farmers Market Specialist Johnna Krantz

Visitors

Council member Sherrie Parks

Gouri called meeting to order at 10:04

Erika attended by phone.

OTHER BUSINESS

- 1. Review and consider for approval Vendor Application from 3D Fabrication by owner Nicholas Montsalvatge-Kennedy.**

Vendor will drop items from app to come into compliance and provide new nursery license, as well as re-categorize vendor type. Marianne moved to approve app pending receipt of changes above, and must be provided by June 10; Claudia seconded; VOTE: unanimous, 7-0.

- 2. Review and consider for approval Vendor Application from GoGo Goodness by owner Dorrie Retivov.**

Marianne moved to approve GoGo Goodness after clarification of salad dressing label and pH log; Gouri seconded; VOTE: unanimous 7-0.

3. Review and consider for approval Vendor Application from La Marmellata by owner Marina Bloomfield.

Marianne moved to approve La Marmellata, pending provision of address on product label or a waiver from the government. Vendor will inform of progress. Nikki seconded; VOTE: unanimous, 7-0.

4. Review and consider for approval Vendor Application from Lakeway Botanicals by owner Lisa Mahfouz-Morris.

Marianne moved to approve pending clarification of the following. Need copy of hemp license. Need clarification on who makes the formulas. Need clarification of exclusivity of product, as well as verification from lab that they are indeed making that product. Janet seconded; VOTE: unanimous, 7-0.

5. Review and consider for approval Vendor Application from Oli Tea Company by owner Lisa Forsyth.

Owner sent introductory letter. Lisa needs to send a copy of her facility permit. Marianne moved to approve pending the above; Nikki seconded; VOTE: unanimous, 7-0.

6. Review and consider for approval Vendor Application from Rock'n Food, LLC by owner Karine Meunier.

Marianne moved to approve Rock'n Food, pending receipt of CPF Central Prep Facility for their kitchen; Nikki seconded; VOTE: unanimous, 7-0.

7. Review and consider for approval Vendor Application from Space Cow Bakery by owner Carly Bloomfield.

Marianne moved to approve Application from Space Cow Bakery; Nikki seconded; VOTE: unanimous, 7-0.

8. Review and consider for approval Vendor Application from Spartan Gutter Guards by owner Deidre Rojas.

Marianne moved to deny this Application; Janet seconded; VOTE: unanimous, 7-0.

9. Review and consider for approval Vendor Application from La Salumeria by owner C.J. Harris.

Marianne moved to approve Application upon receipt of copies of Vendor's Food Handler License and/or Food Manager's License; Janet seconded; VOTE: unanimous, 7-0.

10. Review and consider for approval Vendor Application from Maidenhair Herbs by owner Jessica Skeans.

Vendor's App will be reconsidered after receipt of Food Handler License, as well as information about their CBD products and the lab(s) that produce them. Tabled.

INTRODUCTION TO HOMEOPATHY

Homeo (=similar) + pathy (=suffering) = cure by similars

Homeopathy is not the same as

Herbology (although it does use some plants);

Acupuncture (although it does use Energy); or

Naturopathy (although it is included as a naturopathic modality).

Also, it's not the same as

Tissue Salts (=cell salts =Schuessler salts), though there is a relationship there, and we will discuss more of that later.

Flower Essences and Essential Oils -- which are interesting modalities that have some intersection with Homeopathy

Empiricism -- knowledge gained through sensory experience.

ADVANTAGES of Homeopathy vs Allopathy

Gentleness - safe for pregnant women, infants, seniors

Ease of administration -- babies, pets, even in unconscious states

Quick action in acute cases ; Deep action in chronic cases

Sustainability --non-polluting production

Use very little substance

No expiration date

Expense

the rise of antibiotic resistance

a sense of power and possibility,

vs. the powerlessness that occurs in dr/pt r-ship

Beauty of seeing Nature and its relationships --

Remedy relationships

the whole is more *and different than* the sum of the parts

Insight which comes from seeing/thinking in terms of

Energy ($E=mc^2$)

HISTORY OF HOMEOPATHY

Paracelsus - father of chemistry, founder of medicinal chemistry, founder of modern toxicology. ~1500

Samuel Hahnemann -- 1755-1843 --"father of homeopathy" -- *The Organon of Healing*
German physician and Translator of medical texts

The Story of cinchona (= "china" = quinine = Peruvian bark)

Hahnemann's method -- Proving (from German "prüfung" -- test, demonstration) (vs. poisoning)

Hahnemann's concept of Health

the "Vital Force" -- motivates the physical body

"Higher purpose of existence"

Symptoms as the symbolic language of the spirit

Dis-ease as a recurrent pattern, a "stuck" record

inability to live in the moment, adapt to the dynamic

Initiators of disease: injury, bacteria, viruses -- these are not the disease

Disease is the mistunement of the organism, being maintained by the individual

--H doesn't work to kill the bacteria or virus, but

addresses the

mistunement of the individual's response

LEVELS OF PRACTICE

(1) Acute interventions -- this is mostly what we will be talking about in this course.

(a) Accidents -injuries, strains, burns, etc

(b) epidemics

prophylaxis -- compare to vaccinations

Genus Epidemicus (GE) -- vs Acute uprisings of underlying chronic disharmony

(2) Chronic -- underlying disharmony --

Deeper healing.

More suited to professional homeopathic prescribing.

THE TWO PRIMARY PRINCIPLES OF HOMEOPATHY:

(1) **Like cures like** -- (law of similars) -- a substance that causes a particular symptom pattern can cure a disease with that pattern.

Example: Arnica -- causes bruising and soreness when taken grossly. In its energetic form, it cures bruising and soreness.

Concept of Resonance

(2) **Minimum dose** -- including potentization as well as minimal administration.

Concept of Dynamization

Example: Belladonna -- very toxic in gross form, becomes gentle and effective in potency.

POTENCY -- how remedies are made:

From plants, animals, minerals;

also disease material = Nosodes;

healthy tissue = Sarcodes

Imponderables = energetic emanations

- (1) Scales of potency
 - X (Decimal) scale -- 1/10
 - C (Centesimal) scale -- 1/100
 - M (Millesimal) scale -- 1/1000
 - LM (Q) scale -- 50,000
 combination remedies (polypharmacy) - Hylands
- (2) Dilution + Succussion (friction)
 - slow and steady release of sub-molecular energy
 - might be compared to step by step splitting of atom.

PRIMARY BOOKS

- (1) Repertories -- lists of symptoms with remedies that apply = rubrics
- (2) Materia Medica -- readings on remedies with their symptoms.

Remedy's "Genius"
 Remedy's "Keynotes"

Hierarchy in symptoms

- (1) Etiology (and/or NBWS)
 - (2) Generals

including Sensations	Modalities
----------------------	------------
 - (3) SRP - "strange, rare, peculiar"
 - (4) Tissue affinities
- of less importance:
- Particulars
 - diagnostic labels

POSSIBLE REACTIONS TO REMEDIES

- (1) Suppression
 - (2) Palliation
 - (3) Cure (or moving toward Cure)
- Hering's Rules of Direction of Cure :
- Center to periphery
 - inside to outside
 - top to bottom
 - more important to less important organs
 - in reverse order of appearance of signs

FURTHER READING:

hpathy.com books online
http://www.homeopathyhome.com/reference/books_online.shtml

Easy to read books about homeopathy -

<http://www.drdooley.net/Book.pdf> -- Dooley's Beyond Flat Earth Medicine -- can be downloaded

Lansky, Amy -- Impossible Cure

Ullman, Dana -- several books

 Everybody's Guide to Homeopathic Medicines

 Homeopathic Medicine for Children and Infants

 The Homeopathic Revolution: Famous People

Vithoulkas -- more "science" approach to explanation

How-to's (cookbooks, good starting places) :

Panos -- Homeopathic Medicine at Home

Castro, Miranda -- The Complete Homeopathy Handbook

Veterinary: Pitcairn, Richard -- Complete Guide to Natural Health for Dogs and Cats

 Hamilton, Don -- Small Doses for Small Animals

National Center for Homeopathy -- \$75 annual membership - includes quarterly magazine.

Remedy resources:

 Boiron

 Washington Homeopathics - kits available from Amazon

 Helios - from England - 35 remedy kit for \$70

 Hahneman Labs -- California

 Natural Health Supply -- New Mexico -50 remedies for 129.

 Amazon

11. Review and consider for approval vendor application from Mazi Bakery by owner Sophia Akis.

Marianne moved to approve App for Mazi Bakery; Nikki seconded; VOTE: unanimous, 7-0.

MINUTES

- 12. Approval of the April 21, 2022, Farmers Market Committee regular meeting minutes.**
Committee Secretary Teresa Strube

Marianne moved to approve; Claudia seconded; VOTE: unanimous, 7-0.

REPORTS

- 13. Farmers Market April 2022 Budget Report**

Discussed numbers.

- 14. Farmers Market Manager's April-May 2022 Report**

Discussed numbers.

MARKET VENUE

- 15. Discuss and consider approval of a recommendation regarding amendments to the Farmers Market Rules.**

Tabled

- 16. Discussion regarding collaboration with Pumpkin Fest and impact on the Farmers Market.**

Tabled

SPONSORSHIPS AND GRANTS SUBCOMMITTEE

- 17. Discuss and consider possible action regarding market expansion, sponsorships, and Marketing & Sponsorship Subcommittee needs.**

Tabled.

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UPCOMING MEETINGS

Farmers Market Committee Meetings

June 16, 2022, at 10:00 a.m.

July 21, 2022, at 10:00 a.m.

August 18, 2022, at 10:00 a.m.

City Council Meetings

June 7, 2022, at 6:00 p.m.

June 21, 2022, at 600 p.m.

ADJOURN

Nikki moved to adjourn at 12:34; Janet seconded; VOTE: unanimous, 7-0.

Farmers Market Manager Report for 6/16/2022 Meeting

by Charlie Reed

Vendor News:

New Vendors (Approved in May):

- 3D Fabrications
- Space Cow Bakery
- Lakeway Botanicals
- Oli Tea Company
- La Salumeria
- Mazi Bakery

Provisional Vendors:

- Freshly Made (Acai Bowls) – *highly recommended by vendors*
- Heavenly Angel Kisses (Candles)
- Golden Pineapple (1st market 5/25)
- Orobianco Creamery (can't commit due to lingering staffing issues)
- Hill Country Shaved Ice (desserts plus unannounced comfort foods)
- Mill and Refill (flours) (1st market 6/15)
- Cool Breeze BBQ (1st market 5/25)

Market News:

May/June has seen a drop in sales and customer attendance, though vendor participation has remained strong through 6/8, averaging 45-50 per market.

Because of unseasonable heat, for the 6/15 market we're moving to the back area beneath the trees a few weeks earlier than planned. This will also address Pound House concerns of involving more of the house itself. Customers have noticeably not been spending time in the sun, huddling in the shade behind the musician and leaving the market quickly.

On the recommendation of Kathleen (EIEIO), I okay'd the purchase of a sprinkler for 6/8, which provided immediate relief to more than a few customers and vendors.

Incidents:

Heated interactions with Wow vendor and Goatilicious vendor regarding placements being moved (6/1). Both resolved nicely.

Summer Surveys

After hearing comments on operating hours from customers and vendors, I ran two surveys to get insights. The customer survey had five questions, while the vendor survey had one.

Customer Survey Results:

Q1: Please give your preference for market summer hours (June - September).

Answered: 60 Skipped: 0

ANSWER CHOICES	RESPONSES	
3pm-6pm (keep it the way it is!)	33.33%	20
9am-1pm	28.33%	17
10am-2pm	11.67%	7
4pm-7pm	26.67%	16
TOTAL		60

Q2: Please rate your satisfaction with the market's current location at the Pound House

Answered: 59 Skipped: 1

ANSWER CHOICES	RESPONSES	
Happy	76.27%	45
Neither happy nor unhappy	23.73%	14
Unhappy	0%	0
TOTAL		59

Q's 3-5:

See attachment – DSFM Customer Survey - Summer Hours - Q's 3-5

Vendor Survey Results

Q1: Please rank your preference for DSFM's summer hours (June - September):

Answered: 38 Skipped: 0

	1	2	3	4	TOTAL	WEIGHTED AVERAGE
4pm-7pm	31.58% 12	28.95% 11	23.68% 9	15.79% 6	38	2.76
3pm-6pm (current)	21.05% 8	34.21% 13	23.68% 9	21.05% 8	38	2.55
10am-2pm	13.16% 5	26.32% 10	44.74% 17	15.79% 6	38	2.37
9am-1pm	34.21% 13	10.53% 4	7.89% 3	47.37% 18	38	2.32

Powered by  SurveyMonkey

Vendor & Customer Attendance, Total Sales, and Avg Sales (data below):

After averaging more than 500 customers per market in March/April, we've dipped to counts averaging 462 in May and 412 so far in June. We're still seeing 45-50 vendors per market, but with average customer spend remaining in its normal \$40 range, average vendor sales have decreased more than \$100 since March. The crafts category has been hardest hit, while prepared foods have also fallen in June.

Social Media:

- Instagram followers up to 2,426 (+61 over last month).
- Facebook Likes up to 5,432 (+38)

Newsletter:

1. Subscribers: 1,521 (+46)
2. Open Rate 54% (industry avg. 20%)

Market Bag Sales

Overall sales are @ \$339.

DSFM Sales Data				
Market Date	5.18	5.25	6.01	6.08
Vendors	45	50	48	47
Vendors Reporting	45	48	47	45
Total Sales	17,267.00	20,937.00	20,480.00	17,757.00
Average per Vendor	383.71	436.19	435.74	394.60
Farmers	1,739.00	2,862.00	1,870.00	2,885.00
Ranchers	4,344.00	4,221.00	7,412.00	3,739.00
Crafts	948.00	1,897.00	1,370.00	1,192.00
Foods	10,236.00	11,957.00	9,828.00	9,941.00
Baker	2,136.00	1,099.00	1,954.00	1,951.00
Beverage	1,902.00	2,871.00	1,982.00	2,095.00
Value Add	5,448.00	7,587.00	4,992.00	4,995.00
Pet	750.00	400.00	900.00	900.00
Visitors	413	525	365	458
Sales per Capita	\$41.81	\$39.88	\$56.11	\$38.77
Temperature	98	80	98	101
Skies	Sunny	Sunny	PC	Sunny
Humidity (low=1,med=2,high=3)	2	1	3	1
Winds (15 mph+)	15			
Music	J. Rivers	J. Kirk	B.Slaughter	A. Dormont

Totals and Averages by Month (FY'22)									
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
# Markets	4	4 (3)	5 (4)	4 (3)	4 (3)	5 (4)	4	4 (2)	2
Vendors	165	134	183	154	113	220	182	185	95
Vendors Reporting	165	124	179	117	92	172	178	93	92
Total Sales	\$76,769	\$59,596	\$78,920	\$47,366	\$41,824	\$92,611	\$88,941	\$39,354	\$39,137
Avg. per Market	\$19,192	\$19,865	\$19,730	\$15,789	\$13,941	\$23,153	\$22,235	\$19,677	\$19,569
Average per Vendor	\$465.27	\$480.61	\$440.89	\$404.84	\$454.61	\$538.44	\$499.67	\$423.16	\$425.40
Customers	2250	1425	1750	1375	970	2257	1987	1848	823
Per Market	563	475	438	344	323	564	497	462	412
Sales per Customer	\$34.12	\$41.82	\$45.10	\$43.06	\$43.06	\$41.03	\$44.76	\$43.62	\$47.55

Can you explain what you like or don't like about the location?
Love love love this location. I am being super biased bc I can literally walk to the market. That has been my dream for forever.
The triangle was very convenient and in your face. Hard to forget going but now it is. I also don't like the music towards the rear.
Easier access.
I like that there is SAFE parking and I like the signage near the Rob Shelton intersection. It reminds me to turn in!
It's centrally located with parking
I live in Big Sky so it's great! Plus this location is easier to get in and out of than previous. Seems like there's more room overall.
Right down the street from my house
Love the location.. Name Sucks...
Convenient and easier access than the triangle
Easier parking, more scenic space, larger space for more vendors
More room for parking
Better parking situation. Although, it would be nice if the gate behind the Pound House opened so that Big Sky Ranch homeowners could have easier access. This is feedback from many neighbors I've talked to and would incentivize more participation and increased sales for vendors
Plenty of room with good traffic flow, as well as plenty of convenient parking
More space, more parking
haven't been yet. I wish non-summer hours ran longer
Like the location
No shade
Better parking, more space between vendors
Easier access
Parking is way better at the new location and there's more room, also seems like more vendors
Much easier to park and navigate
I like the bigger parking lot and that I can walk to it, have my kids play on the playground
like it! but in a shaded area at Pound House would be super helpful- our produce takes a beating when it's really hot out

It's bigger! I like that there is more space between vendors and you can 'make a loop.'

I like that it's away from street traffic.

Trees, away from traffic

A bit more of a drive but sweet setting.

So far I have always found parking. I liked looking at the musicians from the front at the old market better than being behind them the way it is set up now.

It doesn't seem very spacious and could use more trees for shade to cool down under in the summer

In the long term, visibility remains a concern.

Parking is easy. The site is beautiful. But it seems like I never go see the vendors outside the fence.

Easy access and parking

The shade trees, proximity to green space for picnicking, safer traffic flow

Not enough parking spaces.

Easy parking and access to the playground

Easy access

Parking

I like that there is more room there for parking and more room for vendors

Like that it's off of 290

Parking

plenty of room, plenty of parking, a little more scenic (away from the highway), but the previous location may have brought in more casual random passers by.

like more space, but difficult to park most wednesdays with sports traffic

Abundant parking good...scattered vendors difficult to navigate

Parking is easy, space is great

More room and more parking.

Like the parking. Would rather see a more linear design or rows of booths.

not much sun cover for the summer

Overall safety improved. Less traffic congestion.

need additional paved parking

I like the location. My only complaint is limited parking.

A lot more parking and more vendors/selections

What would you like to see more of at the Farmers Market?	Please rate your interest in a Saturday Market
More vendors! Also more seating would be great!	79
Vegetables	98
Veggies. Any way to replace Johnson's would be great.	52
More fresh veggies	95
Local fruits, vegetables, etc.	51
	22
Times moving a little later for those of us who work until 5/6	100
Local produce and meat. And weekend would be great in the morning. But later past 6pm would help during work week. Hard to make by 6pm when you work til 5pm in Austin.	51
More food or even some food trucks	96
	37
Live music	100
More varying types of food, more already prepared meals	65
Artisans	100
Local breweries.	89
Local honey, fresh shrimp, kids' activities	48
	20
More fruits, berries, etc. Eggs, cheese, and bread (standard, not only artisanal)	56
fruits and veggies (unless that has already improved since it moved)	0
Vegetables, family meals to go	75
Produce	19
Produce	44
Quite happy with the current stalls	48
More produce, raw cows milk, gardening supplies/edible plants, take-home meals	27
	59
Veggies	49
	75
	50

Lower price range items - it seems like everything starts at \$5. I want to be able to take my kids, allow them to get a treat, and then buy a few lower price items. While I really want to support local farmers, it's hard to justify spending 3x as much as the <u>grocery store</u>	1
I'd like to see more vegan vendors.	50
Yoga;)	67
Demos and recipe sharing utilizing seasonal produce. Also, might there be a consideration to add an hour to the market in the fall?	80
Vegetables	31
Food trucks available to get lunch or dinner. More booths or <u>activities to entertain kids.</u>	48
Per question #5 - if there was a Saturday market, most vendors would not attend both. Saturday sales MIGHT be better, but, you would be competing w/ all the other Saturday markets.	21
Fresh vegetables.	73
More Vegetables and Fruits. Farmers that offer CSA boxes / memberships.	50
	26
More vegetables	51
Consider having a saturday market	99
Food trucks, more fruit and vegetable stands	25
Cold items for summer - fruit cups? Popsicles? Ice cream?	100
More veggies, less crafts.	0
Maybe some food trucks or prepared foods that you can eat on the spot. Ice cream, shaved ice, or other hot weather foods	37
More veggies	97
Fresh organic vegetables	55
The popsicle guy there for the summer.	82
Flowers	50
	53
see if you can get the German baker from New Braunfels...Bakerei Vogelfrei... I think it is. always happy if there's lots of produce, eggs, sprouts, but also love the Thai, Indian... lots of good stuff!	40
saturday market!!	100
Everything in season	55
More variety of vendors	0
Shaved ice, popsicles, ice cream to have during the summer.	66
Vegetables and fruit! Too many markets are turning into craft fairs.	99
bella farms, more lamb	47
Maybe more potted plants.	
prepared foods to go	0

I shop for meats, veggies/fruits, and eggs. Everything else is a bonus	100
Fruit	50
	97
	Average: 57



Dripping Springs, TX

Item 13.
Budget Report
Account Summary

For Fiscal: 2021-2022 Period Ending: 05/31/2022

DRIPPING SPRINGS
Texas

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 201 - Dripping Springs Farmers Market							
Revenue							
Department: 403 - Farmers Market							
201-403-43005	Booth Rental Fees	42,000.00	42,000.00	4,697.00	30,045.50	-11,954.50	28.46 %
201-403-43006	Application Fees	2,650.00	1,000.00	170.00	890.00	-110.00	11.00 %
201-403-43035	Membership Fee	0.00	1,650.00	0.00	0.00	-1,650.00	100.00 %
201-403-44000	Sponsorships & Donations	1,000.00	5,000.00	0.00	3,445.00	-1,555.00	31.10 %
201-403-46002	Interest	500.00	500.00	0.62	80.62	-419.38	83.88 %
201-403-46004	Grant Revenues	1,000.00	1,000.00	0.00	0.00	-1,000.00	100.00 %
201-403-46005	Market Events/Merchandise	500.00	1,000.00	70.00	251.00	-749.00	74.90 %
Department: 403 - Farmers Market Total:		47,650.00	52,150.00	4,937.62	34,712.12	-17,437.88	33.44%
Revenue Total:		47,650.00	52,150.00	4,937.62	34,712.12	-17,437.88	33.44%
Expense							
Department: 403 - Farmers Market							
201-403-60000	Regular Employees	36,884.80	36,884.80	2,829.60	22,218.04	14,666.76	39.76 %
201-403-60001	Part-time Employees	0.00	0.00	0.00	1,577.97	-1,577.97	0.00 %
201-403-61000	Health Insurance	7,608.13	7,608.13	550.46	4,403.02	3,205.11	42.13 %
201-403-61001	Dental Insurance	0.00	0.00	34.74	277.92	-277.92	0.00 %
201-403-61002	Medicare	0.00	0.00	41.02	345.02	-345.02	0.00 %
201-403-61003	Social Security	0.00	0.00	175.44	1,475.36	-1,475.36	0.00 %
201-403-61004	Unemployment	0.00	0.00	0.00	144.01	-144.01	0.00 %
201-403-61005	Federal Withholding	3,073.69	3,073.69	0.00	0.00	3,073.69	100.00 %
201-403-61006	TMRS	2,213.09	2,213.09	167.52	1,418.41	794.68	35.91 %
201-403-63004	Dues, Fees & Subscriptions	200.00	200.00	18.56	188.29	11.71	5.86 %
201-403-63005	Training/Continuing Education	200.00	200.00	0.00	0.00	200.00	100.00 %
201-403-64000	Office Supplies	100.00	100.00	0.00	2.49	97.51	97.51 %
201-403-64019	Market Supplies	400.00	3,845.00	4,041.18	4,322.46	-477.46	-12.42 %
201-403-65000	Network/Phone	0.00	0.00	0.00	144.86	-144.86	0.00 %
201-403-66001	Advertising	2,600.00	2,600.00	-3,911.42	192.00	2,408.00	92.62 %
201-403-66010	Events, Entertainment & Activities	1,000.00	1,000.00	133.33	893.23	106.77	10.68 %
201-403-66011	Market Event	500.00	500.00	0.00	0.00	500.00	100.00 %
201-403-70002	Contingencies/Emergency Fund	500.00	500.00	0.00	0.00	500.00	100.00 %
201-403-70003	Other Expenses	200.00	200.00	300.00	310.55	-110.55	-55.28 %
Department: 403 - Farmers Market Total:		55,479.71	58,924.71	4,380.43	37,913.63	21,011.08	35.66%
Expense Total:		55,479.71	58,924.71	4,380.43	37,913.63	21,011.08	35.66%
Fund: 201 - Dripping Springs Farmers Market Surplus (Deficit):		-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20	52.74%
Report Surplus (Deficit):		-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20	52.74%

Group Summary

Department	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 201 - Dripping Springs Farmers Market						
Revenue						
403 - Farmers Market	47,650.00	52,150.00	4,937.62	34,712.12	-17,437.88	33.44%
Revenue Total:	47,650.00	52,150.00	4,937.62	34,712.12	-17,437.88	33.44%
Expense						
403 - Farmers Market	55,479.71	58,924.71	4,380.43	37,913.63	21,011.08	35.66%
Expense Total:	55,479.71	58,924.71	4,380.43	37,913.63	21,011.08	35.66%
Fund: 201 - Dripping Springs Farmers Market Surplus (Deficit):	-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20	52.74%
Report Surplus (Deficit):	-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20	52.74%

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
201 - Dripping Springs Farmers M	-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20
Report Surplus (Deficit):	-7,829.71	-6,774.71	557.19	-3,201.51	3,573.20



STAFF REPORT
City of Dripping Springs
PO Box 384
511 Mercer Street
Dripping Springs, TX 78602

Submitted By: Charlie Reed, Farmers Market Manager

FM Committee Meeting Date: May 26, 2022

Agenda Item Wording: Discuss collaboration with Pumpkin Fest and impact on location.

Agenda Item Requestor: Charlie Reed

Summary/Background: Pumpkin Fest will be taking place on Pound House grounds for six weeks from September to October.

In the attached email, PH Director Jenny Pack expresses concern over shared space and collaboration of PF and FM.

FMC to consider alternative locations, either adjacent to PH or beyond.

FM Committee Recommendation:

Staff Recommendation:

Attachments: Pumpkin Fest Discussion

Next Steps/Schedule:



Gouri Johannsen <gourij.dsfm@gmail.com>

New Point of Contact

Gouri Johannsen <gourij.dsfm@gmail.com>

Wed, May 18, 2022 at 11:51 AM

To: Pound House Farmstead <info@phfmuseum.org>

Cc: Charlie Reed <creed@cityofdrrippingsprings.com>, Marianne Simmons <marianne.dsfm@gmail.com>, Betty Meyer <halbett13@aol.com>, Michelle Fischer <MFischer@cityofdrrippingsprings.com>, Echo Uribe <poundfarm.echo@gmail.com>

Jenny,

Sorry for the delayed response, somehow this email got buried in the pile. So sorry to see you leave, but wish you well for your new adventures.

I appreciate the FPHF Board's concerns for the DSFM operation during the Pumpkin Fest event. We met with Christopher Durst, of Pumpkin Fest group, during our last committee meeting and had a very productive discussion of managing the two events. He seemed to think that Famers market could be easily accommodated in the back area. But if the FPHF feels this is an insurance liability, we will have to reconsider it. However, I would like us to continue discussing the logistics with FPHF and Pumpkin Fest to see if this is a possibility, keeping the City Field as a backup option.

Again, thank you for all your efforts in making the Pound House grounds available for the FM.

Best,
Gouri.

On Wed, May 11, 2022 at 7:52 AM Pound House Farmstead <info@phfmuseum.org> wrote:

Dear Farmers Market,

I have already shared with Charlie that I have been given a job opportunity in North Georgia and will be moving in June. My last day as Pound House Executive Director will be May 31, 2022. It is with very mixed feelings that I say my goodbyes and look forward to my path ahead.

Betty Meyer will be your new point of contact until such time as a new Director is hired. Her email is included here and she is also regularly at the Wednesday markets. halbett13@aol.com

If there is anything y'all can think of anything I can do which would help with the transition process between now and the end of the month, please let me know.

Before I step away, I would like to share one last item of business in which I have been part of the discussions: the potential merger of co-hosting Farmers Market together with the Pumpkin Fest in October. This idea has been given some preliminary discussion amongst the three entities.

After talking through some of the potential challenges, and addressing these internally with the FPHF board, we feel it is not in everyone's best interest to try to combine the events. A brief overview (which can be expanded upon in further conversations) is: differing times between events with ingress and egress while families are on the grounds; division of responsibilities, including fiscal: such as restroom provisions, security and marketing; conflicting interests in vendor sales, including the sale of alcohol. Some of these present a potential liability issue for the Pound House, given that we are expected to carry DRAM insurance. There are also parking considerations.

It may be possible that Farmers Market move to the neighboring field, between Pound House and the pool, and still capture many of the benefits that a combined event provided, mainly, shared public view and cross-traffic.

We are not ruling out the possibility of a merger altogether and we certainly wish to have more conversations around it, but felt we needed to share our concerns before too many plans were made by any entity. As our current agreements stand, Pumpkin Fest retains the right to use the entire grounds for their event dates. Farmers Market for every Wednesday outside of the Pumpkin Fest year-round.

We hope everyone understands that the Pound House is trying to safeguard *all* parties and their individual agreements with us. It is a good idea to plan for more discussion so everyone's voices are heard. I will humbly make the suggestion that no changes be made for this year, as September will approach more quickly than we anticipate.

Please let us know if you have any questions or concerns. Thank you so much for your partnership!

Dr. Pound Historical Farmstead

570 Founders Park Road
PO Box 1150
Dripping Springs, TX 78620
(512) 858-2030
drpoundfarmstead.org

--

Gouri Johannsen
Dripping Springs Farmers Market
Committee - Chair



STAFF REPORT
City of Dripping Springs
PO Box 384
511 Mercer Street
Dripping Springs, TX 78602

Submitted By: Charlie Reed, Farmers Market Manager

FM Committee Meeting Date: June 16, 2022

Agenda Item Wording: Begin planning for HCMG Annual Plant Sale.

Agenda Item Requestor: Charlie Reed

Summary/Background: HCMG’s annual plant sale is their biggest fund raiser of the year. It is scheduled for October 2, 2022 – in the midst of Pumpkin Fest. What will be the safest approach to hosting this event?

FM Committee Recommendation:

Staff Recommendation:

Attachments:

Next Steps/Schedule:



STAFF REPORT
City of Dripping Springs
PO Box 384
511 Mercer Street
Dripping Springs, TX 78602

Submitted By: Charlie Reed, Farmers Market Manager

FM Committee Meeting Date: May 26, 2022

Agenda Item Wording: Discuss and consider actions around market expansion, sponsorships, and Marketing/Sponsorship Subcommittee needs.

Agenda Item Requestor: Gouri Johanssen

Summary/Background: The growing market has financial obligations (restroom and grounds fees; increased musician payments), and sponsorships will be a good way to address them. The Marketing/Sponsorship subcommittees will work to increase presence.

FM Committee Recommendation:

Staff Recommendation:

Attachments: Corporate Sponsorship (Draft)

Next Steps/Schedule:



STAFF REPORT
City of Dripping Springs
PO Box 384
511 Mercer Street
Dripping Springs, TX 78602

Submitted By: Charlie Reed, Farmers Market Manager

FM Committee Meeting Date: April 21, 2022

Agenda Item Wording: Discuss and consider action around market rules

Agenda Item Requestor: Charlie Reed

Summary/Background: The new location requires a new playbook. Charlie has updated rules to reflect fee schedule updates (and made them look prettier too). Areas in yellow highlight (attached) will need brief discussion for updating.

FM Committee Recommendation:

Staff Recommendation:

Attachments:

1. 2022 DSFM Market Rules.docx
2. DSFM_Market_Rules.pdf (this is embedded in application, and Charlie brings copies for vendors' new clerks to sign)

Next Steps/Schedule:



DSFM IMPORTANT MARKET RULES

Item 17.

Every sales agent or representative must complete the following before selling. **Please initial each line.**

Business/Applicant: _____

Sales Person: _____

_____ 1. ATTENDANCE: We are a year-round market. Market Manager creates a unique booth layout for each week's market from the booth reservations made and paid for online by **Tuesday, 12pm**, preceding each Wednesday's market. Late booth reservations can be made by contacting the Market Manager. An additional \$10 Late Reservation fee will be added to the regular booth fee.

_____ 2. BOOTH ASSIGNMENTS: Vendors receive an email the Tuesday before market with booth assignments and important market information.

_____ 3. TENTS: You are responsible for the safety of yourself and others, including any damages or injuries incurred as a result of negligence. Tents are dangerous! ATTACHED WEIGHTS ARE REQUIRED AT ALL TIMES. Weights are available to rent (\$5 each) from the Market Manager. Safe set-up and take-down procedures must be followed:

- A. Appropriate **weights (minimum 25 lbs. per leg) must be in place and ready to attach prior to opening the canopy.**
- B. Open canopy WITH HELP until weights are attached and secured.
- C. Take down the canopy in the same manner.
- D. In dangerous wind conditions, canopies may be prohibited.

_____ 4. SET-UP: Market Manager arrives by 1:00pm. Vendors must be set up, ready to sell, with vehicles moved to vendor parking 15 minutes prior to 3pm Opening Bell.

_____ 5. VENDOR PARKING: After unloading and before market opens, vendors must **move their vehicles to the designated vendor parking area** (to provide for safe and ample customer parking).

_____ 6. OPENING BELL: **No sales are allowed before the 3pm Opening Bell.** Vendors may only fill pre-orders, distribute CSA boxes, or sell to other market members before 3pm.

_____ 7. EARLY BREAK-DOWN: Vendors are required to stay for the entire market, even if they sell out early. In extenuating circumstances, a vendor must obtain permission from the Market Manager to leave before close of market.

_____ 8. PRODUCT APPROVAL: All products offered for sale must be listed on the Vendor Application. New products must be submitted in writing (with labels, if appropriate) to the Market Manager for approval before being offered for sale.

_____ 9. TRASH: Vendors are expected to help keep the market tidy and provide trash receptacles when offering samples. Market trash containers are for customers; vendors must pack out their own trash at the end of the market.

_____ 10. PETS: Leashed dogs are allowed within the vendor's booth space. Please pick up after your pet.

_____ 11. SMOKING: Smoking is not allowed within the market area or entrance but is allowed in the parking lot.

_____ 12. COMPLAINTS/INCIDENTS: See Market Manager. Forms are available at the Market Info Booth.

I also agree to, in consideration of being allowed to Participate at the Dripping Springs Farmers Market, indemnify, defend and hold harmless City of Dripping Springs and the Dripping Springs Farmers Market, its agents, servants, employees, and volunteers from and against any and all loss, damages, liability, claims, suits, costs and expenses whatsoever, including reasonable attorneys' fees, regardless of the merit or outcome of any such claim or suit arising out of the use or occupancy of the premises by Participant, its agents, servants, employees, and volunteers in connection with Participant's participation in the Dripping Springs Farmers Market and in the performance of services, work or activities under this Agreement and the Dripping Springs Farmers Market Rules and Regulations.

Signature

Date



Dripping Springs Farmers Market Rules

Mission Statement:

To provide a community gathering place where local food producers, artisans and community organizations educate and sell directly to consumers.

The purpose of these rules is to govern the operation and management of the Dripping Springs Farmers Market (the Market) as administered by the Dripping Springs Farmers Market Committee (FMC).

1. Operational Rules

1.1 Application and Fees

All Market Participants must complete the appropriate application, pay the applicable fees and be approved by the Market Manager or the FMC.

New Applicants may be accepted into the Market on a temporary status, pending an inspection. Upon review, the FMC may revoke the temporary status, extend a probationary period, or grant full acceptance as a Market Participant.

1.2 Market Participants

Producers (farmers, ranchers, fishers), prepared-foods producers (bakers, ready-to-eat, value-added), artists and craftspeople, service providers, entertainers, and community organizations, that fulfill the Mission of the Market, may participate in the Market.

An approved Vendor may assign an Agent to sell their product at the Market.

Participants in the Market include Vendors, Agents, and any other individual who has applied and received approval to participate in the Market.

1.3 Site Inspection

All Vendors must agree to and assist in the inspection of their operations by representatives of the Market at any time. For inspections farther than 50 miles from Dripping Springs, the applicant will be charged a mileage fee at the current IRS rate per mile.

If a Vendor does not own the land used to grow their products, they must provide documentation from the landowner as part of the application.

Wild gathered products may be sold with written permission of the landowner and Market Board approval.

1.4 Booth Fees

Market booth fees will be determined annually and assessed weekly. Income generated from booth fees will be used for Market Manager salary, marketing and advertising, and other expenses associated with the operation of the Market.

Participants must comply with the fee schedule found at www.cityofdrippingsprings.com.

1.5 Booth Assignments, Appearance and Safety

Vendor booth spaces are 10' wide by 10' deep, including back-stock storage area. All selling and promotion must be contained within the booth space. All product, signs, and booth furniture (including tables and chairs) must be placed inside the assigned booth space.

The Market Manager assigns booth spaces to all Participants. Assigned spaces not occupied 30 minutes prior to opening may be reassigned to another Participant.

Each booth space must prominently display a sign clearly identifying the business name and location of the farm or business. Feather flags are prohibited.

All booths must be setup by the Opening Bell. No booths may be taken down prior to close of Market without the Manager's permission.

Booths should be arranged so that customers are able to shop without invading another Participant's space.

Booth areas must be kept tidy throughout the market day and must be left clean at the end of the market day.

Participants are expected to provide trash receptacles when offering samples and remove the trash from the premises. Market trash containers are for customers' use only.

Participants must park in the assigned lots/spaces designated for Vendors. Driving through the Market selling area is prohibited.

There will be a designated truck vending area for Vendors who will sell from their trucks (i.e. food trailers).

Vendors cooking food on site must have their own 2A10BC fire extinguisher. If using a deep fryer, a Class K extinguisher is required.

Booth tents must be weighted down with a minimum of 25 lbs per leg.

1.6 Attendance

If a Participant cannot attend the market any given day they must contact the Market Manager in writing by 2:00 p.m. on the day prior to the Market. Failure to do so without good cause shall result in No-Show Fee. In case of emergency, the Participants shall contact Market Manager as soon as possible.

1.7 Public Policies

No smoking will be allowed in the market area.

All Participants must conduct themselves in a courteous and professional manner at all times.

No loud, aggressive promotion is allowed.

No consumption of illegal drugs is allowed at the Market.

Leashed dogs are allowed at the Market. Dog-owners are required to collect and properly dispose of waste.

1.8 Grievances

Grievances about the Market should be directed to the Market Manager in writing using the *DS Farmers Market Complaint and Incident Report*. All such grievances will be considered by the Board.

1.9 Fines and Penalties

Infringement of the Rules may result in verbal warning, written warning, fine, suspension or expulsion from the Market. Penalty Fees/Fines that are levied must be paid prior to re-entering the Market for selling.

1.10 Market Manager

The Market Manager's duties shall include collecting booth fees, assigning market booths, supervising the Market, and other duties as assigned by the Board. The Manager will be the final authority on the day of the Market. All decisions may be appealed to the Board for later consideration.

The Manager will maintain order and cleanliness, start the market, and distribute information about the Market. The Manager has the discretion to ask anyone to leave the market area.

1.11 Community Organizations

Community organizations that fulfill the Mission of the Market and seek to fundraise or educate at the Market shall submit an application. The organization's product and/or activity must be approved by the Board.

1.12 Opening Bell

All Vendors must wait for the sound of the Opening Bell to commence sales to the public.

1.13 Public Dissemination of Information

Because of potential pedestrian and traffic safety hazards, and space limitation at Veterans Memorial Park, the dissemination of information is regulated on Market days from 3:00 PM to 6:00 PM.

Those seeking to disseminate information, not governed by other provisions of these rules, must:

1. Disseminate information in areas designated by the Market Manager;
2. Not impede pedestrian or vehicular traffic; and
3. Not interfere or disrupt normal Market operation.

Only Participants who have applied and been approved for booth space may bring tables and chairs or other furniture to be placed inside the Farmers Market. Such furniture may only be placed inside a booth.

2. Regulatory Rules

2.1 Sales Tax

Each Vendor is responsible for his or her own sales tax permit and sales tax payments.

2.2 Weights and Measures

A scale certified by Texas Department of Agriculture must be used at the Market for all products sold by weight.

2.3 Food Samples

Food samples must be distributed in accordance with the rules set forth by the *DSFM Food Sampling Rules* and Texas Department of State Health Services.

2.4 Potentially Hazardous Foods and Product Temperature

Potentially Hazardous Foods must be held at proper temperature, as currently defined by law.

Vendors are solely responsible for any damages resulting from the sale of unsafe, unapproved or unsound goods.

2.5 Home Process Foods Law

Home-canned processed foods and baked goods can be sold at farmers markets. They must comply with the Texas Cottage Food Laws as defined by the Texas Department of State Health Services and Texas Health and Safety Code.

2.6 Permits and Licenses

All Vendors must obtain any and all required permits and licenses required by the State of Texas and Hays County to sell each product, and submit copies with their application. Knowledge and receipt of the required permits and licenses are the responsibility of the Vendor.

Organic labeling and claims require proof of current certification by USDA accredited certifier. Vendors are responsible for complying with federal, state and local health regulations and licensing requirements governing the production, display, distribution, sampling and sale of their products.

2.7 Indemnity Agreement

All Market Participants (including Agents) are required to sign the Indemnity Agreement as part of the Application.

3. Product Rules

3.1 Product Source

All items sold at the Market must be raised, prepared, processed or crafted by Vendor within a 150-mile radius of City of Dripping Springs and meet the Mission of the Market.

If a specialty product is produced or processed outside of the 150-mile radius, but within the State of Texas, the Board shall review and may approve exceptions on an annual basis.

Vendors may resell items that complement their own products, not to exceed 20% of their inventory.

Community Supported Agriculture (CSA) distributions are allowed at the Market. Items included in CSA share distributions, including eggs, agricultural products or value-added items, must be produced by Vendor or obtained from another Market Vendor.

3.2 Product Quality and Pricing

All Vendors will be subject to inspection by the Market Manager prior to selling at the Market.

Vendors will be asked to remove any products from their displays if deemed by the Market Manager to be of inferior quality. Products that are cosmetically imperfect or very ripe may be sold as "seconds" and must be labeled appropriately.

Product pricing should be conducted in a manner that protects overall stability and friendly competition at the market.

3.3 Live Animals

No live animals may be sold or given away at the Market.

4. Amendments

The Market Rules may be amended only with the approval of a majority of the Board and will be presented to the City Council for final approval.