

DURANGO FARMERS MARKET

P.O. Box 3761, Durango, CO 81302

DFM Board Budget Meeting

Monday, March 28th 6:00 PM

Via Zoom

Those Present: Tyler Hoyt (President); Heidi Rohwer (Vice President); Kate Nauman (Member at Large); Morgan Di Santo (Secretary); Jordan Meyers (Treasurer); Melanie Gonzales (Market Manager).

- I. Call to Order by president 6:02pm

- II. Budget
 - A. Melanie addressed concerns with Jordan and is good with the new budget he sent out.
 - B. Recap of budget by Jordan
 1. Increase of vendor fees for holiday markets.
 2. A lot of income that went into misc bucket on 2021 budget is now in Vendor Fees.
 3. Manage my market is under Dues and Subscriptions.
 4. Market site expenses,
 - a) Cell phone bill went up because of tablet: \$170 more.
 5. Music expense is pretty huge this year.
 6. Upped wages of market assistants.
 7. If we need to, we can dip into savings.
 8. New sponsor, Jimmy's Music sponsor \$1500 for musicians.
 9. Wells group upped there sponsorship to \$1000 from 500\$ for musicians.
 10. Old sound system may be hard to sell. May need to bump up budget to purchase new sound system.
 - a) Maybe approach Jimmy about helping sponsor a new sound system. Tyler will try and figure it out. Put the new sound system into the budget (will be around \$1000-1500) and then use the sale of the old one to help offset cost.
 - C. **Boards approves budget.**

- III. Rules and Reg Changes
 - A. Fallow Year (Schwebach Rule)
 1. Two issues
 - a) senior vendor would get their spot back **and/or** get 1st or 2nd year discount

2. From a managerial standpoint, clarity needed on the 1st/2nd year discount.
3. Term limit on fallow period?
 - a) Heidi suggesting that 1 year deal.
 - b) Jordan: wording “we’ll do our best to put you in your old spot”; fallow year pre arranged by vendor. They have to agree.
 - c) Tyler will write some language on the fallow year.

B. Hemp

1. Language of seed/flower was changed and accidentally edited out of Hemp Rules and Regs.
2. Issue of Anatolian Farms
 - a) They want to sell hemp flowers at the market so that customers can make their own salve.
 - b) Tyler told them they could propose an amendment to the Rules and Regs.
 - c) Their product is a tested and packaged product.
 - d) Leave it in there court and they can bring an amendment forward if they want.

C. RTE and VA Vendor Cap

1. Percent of the market should be Ag instead of having hard numbers or caps.
2. Writing some language that leaves flexibility in filling available space instead of have hard numbers that can be limiting.

D. RTE Local Sourcing

1. Currently says 80% of products used should be local which is realistically almost impossible.
2. Rule needs to be more reasonable.
3. **Changing language to say “all RTE vendors should strive to use local ingredients and we give preference based on local sourcing.”**
4. Can use waitlist feature on MMM to give vendors time to find local sourcing.
5. Market Manager can help guide them along and link them up with local vendors.
6. Write language that encourages people to source locally and maybe even especially from local market vendors.
7. Board member suggestions:
 - a) Encourage by featuring on DFM social media about vendor sourcing.
 - b) Checking in with RTE vendors throughout the season to see what their sourcing is.
 - c) Make them list local ingredients/products they sourced for that week
 - d) Required to list that every week which simplifies checking in for the manager.

IV. By Law changes

A. Community Board member

1. Non-voting or voting member?
 - a) Non-voting could be beneficial.
2. Tyler will write some language: Sixth member of the board that does not have voting capabilities.
3. Can bring a lot of insight.
4. Good topic of discussion for the membership. Try to fill position this season.

V. Ability to sell other items (tea strainers, books, spoons, etc)

A. Vendors should have a hand in creating the item.

1. **Board agrees that Vendors should not be allowed to sell items they did not have a hand in creating.**
2. Currently only ag vendors are allowed to sell swag, need to change language and add to **all** vendors. Branded merchandise should be applicable to all vendors.

B. Southwest Tea Company

1. Locally made mugs with their logo are **okay**.
2. No tea strainers.

C. Mountain Medicine

1. Book is written by Tyler himself. **Approved.**

VI. Waitlist Vendors

A. Fired Up Pizza

1. Local sourcing shifted during covid. As of recent conversation, they seemed motivated to source more local ingredients.
2. **Approved.**

B. Animas Smoked Meats

1. Sourcing pork from shamrock.
2. **Keep on waitlist.**

C. BaseCamp Plant Based Kitchen

1. Push them in the direction of sourcing local as much as possible. If they don't show up when they say, then reassess if they can stay.
2. **Approved**

D. Earth's Garden

1. VA/RTE; gourmet vegan food company; committed to local sourcing.
2. **Approved.**

E. Farm to Fingers

1. Did not list in detail what their local sourcing was, while the other charcuterie companies did list their sourcing.
2. **Keep on waitlist.**

- F. Silver Mountain Bakery
 - 1. Only asked for 7 attendance dates. Vast majority of ingredients are not sourced locally.
 - 2. **Keep on waitlist.**

- VII. Approved Vendors but questions about products
 - A. Love Box Tempeh
 - 1. Should be able to provide a general list (she says she doesn't want to be limited by it).
 - 2. **Approved**
 - B. Anatolian Farms
 - 1. Products got deleted off MMM. They are confident in using up all 40 feet with Rivirosa. Still working on getting their chili roaster. But green chili roasting would be an asset. They are okay with being on the sunny side of the rows.
 - 2. No to hemp flowers unless they bring it up at the Spring Membership meeting.
 - 3. **Approved.**
 - C. Pine River Microgreens
 - 1. Salad dressing is her recipe but manufactured by another company(Durango Artisan Foods).
 - 2. **NO to dressing.** Sounds a little like brokering.
 - D. Jake's Farm
 - 1. She wants to distribute online freeze dried candy purchases at the market. If it's a product that we did not approve, then it shouldn't be distributed within the market area.
 - a) **NO to allowing sales or distribution of freeze dried candy (that is not her original product) in the market. She can sell candies that she makes though.**
 - 2. She wants to buy pork bellies from Sunnyside Meats and then flavor them herself. Seems like brokering. Would be cutting into other Ag vendors sales. The product would appear like her own, but it wouldn't be.
 - a) **Board says No.**

- VIII. Other Business
 - A. Late applications
 - 1. A couple Artisans applied late, Melanie will run their applications by the board.
 - B. Waive fee for late Spanish speaking applications.
 - C. Durango News
 - 1. Paid news reports. Asking markets to pay \$900dollars per piece and free sponsor spots. We would get \$500 in advertising through them in exchange.

- IX. Meeting adjourned at 8:12pm.

Respectfully Submitted,
Morgan Di Santo, Secretary.