



Missouri Farmers Market Association

Volume 13, Issue 1

December 2015

Time to renew your membership & register for the annual meeting. Details are within.

The 2016 MFMA Annual Meeting is Friday and Saturday, January 22 & 23 in Webb City. Friday's schedule includes a bus tour, an afternoon of training & an evening reception. Saturday starts out at the market with a tour of the enclosed pavilion and market's new commercial kitchen, followed by a day of training and networking opportunities.

Early bird rates are in effect through December 31.

MFMA Mission -

To connect the Farmers Markets of Missouri with resources and access to partnerships in order to build healthy, sustainable and vibrant local food systems in their communities.

It's that time of year

when we refresh, renew, plan and prepare. Although it's a busy time of year, take time to complete the following -

Renewal of your MFMA dues — Whether individual, family or for the market you can now renew (or join) and pay your dues via the MFMA web site at <http://missourifarmersmarkets.org>.

Register for the annual meeting — again, you can sign up and pay your registration fee on-line. The price goes up January 1. Make your hotel registration by January 6 to get the discounted group rate. Homes stays are also available. MFMA is offering a room scholarship of \$50 per market again this year, but scholarships are limited. The first 20 markets signed up that are located more than an hour's drive from Webb City will receive the scholarships.

Sign up for general liability insurance for your market—you can sign up for and pay your insurance on-line. The form is enclosed and can also be downloaded through the MFMA website. Frequently asked questions printed within.

In order for your market to have continuous insurance coverage, please mail your form and payment in no later than December 15. Applications and fees mailed after that date may experience a lapse in coverage until the application process is complete which can take several weeks and may receive a lapse of coverage notice from Missouri Farm Bureau even though payment has been made.

Forms are enclosed for all the above and can be sent to Treasurer Amanda Griesheimer by postal service but it would save you a stamp and save her time if you take care of dues, the annual meeting and insurance on-line.



Presenters at the Annual Conference include:

Dru Montri, who holds a Ph.D. in horticulture, has been director of the Michigan Farmers Market Association since its inception in 2006. Now a 400 member organization, the association gives Dru contacts with farmers markets throughout the state. As a board member of the Farmers Market Coalition board she also has experience with some of the best markets in the country. As an owner of Ten Hens Farm,

Adam Montri is an outreach specialist in the Michigan State University Department of Horticulture where he works with farmers throughout the state on high tunnel funding, construction, year-round production, marketing, and economics. He and his wife Dru own and operate Ten Hens Farm in Bath, Michigan, where they farm outdoors in-season and year-round in 17,900 sq ft of high tunnels. They sell their products through a variety of outlets including restaurants, food trucks, an on-farm stand, a year-round farmers market, other farms, a specialty grocery store and a medium-sized distributor.



Accommodation options for the Annual Meeting

MFMA is once again offering a \$50 lodging scholarship for one representative from each market. Recipients must be over one hour's drive from Webb City. Scholarships are limited to the first 20 requests received. Requests may be made on the registration form in this newsletter or on the registration form at <http://missourifarmersmarkets.org>.

There are many hotels in the Joplin area (though none in Webb City). We have arranged for a special rate at the Comfort Inn. For details, see below.

We also have a home stay option for folks wanting to stay in Webb City. The cost is \$50 per room per day, plus \$5 per person for breakfast if desired. To reserve a home stay, call Eileen Nichols at 417 483-8139 or email eileennichols@sbcglobal.net.

The Comfort Inn, 2400 South Rangeline, is offering a rate of \$75 per night, plus tax. The rates are good for Wednesday through Friday, January 20—23. To reserve your room, call 417 627-0400 and say that you want the Webb City Conference rate. The hotel is 15 to 20 minutes from the conference site. Reserve by January 6 to secure the conference rate.

Update your membership information on the MFMA web site

If you are the official representative for your market, please go to missourifarmersmarkets.org and scroll to the bottom of the left column and login. The password was emailed to the email address you entered when you last paid your dues. If you don't have it, use the "Forgot password" link. If you don't remember the email address you used or if it has changed, email George Sackett at g3sackett@gmail.com.

Once logged in, use the Quicklink "MFMA Membership Online application and Edit Member Information" to edit your market's information. Web master George Sackett will be at the annual meeting to assist markets in logging on and updating their information.

It's Election Time

Board members for the 2016—2017 term have been nominated. There are five openings on the board. The bylaws do not allow for write-ins. Only the official representative of market members may vote.

Please check those persons you would like to serve on the board and return this form by December 18 to:

Mollie Gilliland, Secretary
P.O. Box 306
Macon, MO 63552

You may also email Mollie your vote at mollieg@centurytel.net

_____ Debby Campbell -
De Soto Farmers Market

_____ Dan Kuebler - The Salad Garden

_____ Amanda Griesheimer
Washington Farmers Market

_____ Rene' Sackett
Ellisville Community Farmers Market

Pertinent Bylaws:

Voting Eligibility: Each Farmers Market has one vote. Voting privileges begin immediately following the payment of membership dues. Each Farmers Market shall select, by any means they desire, one person to represent them at meetings and vote as the occasion arises. This does not preclude other members of individual Farmers Markets from attending and voicing their views.

Membership Privileges: Individual members and individuals within a Family membership shall enjoy the same privileges and benefits accorded to Farmers Market members except for voting privileges.

(d) Election and Term of Office: Ballots to be mailed either by email or regular mail by first Thursday of December. Voting period will end and all ballots returned to secretary either by email or regular mail by 5:00 p.m. on the third Thursday of December.

2016 Dues Form

Family, Individual or market name

Contact Person if family or market membership

Title of contact person if market membership

Address

Address

Email

Phone

Website if applicable

_____ Send my newsletters by email.

Membership categories & fees:

Farmers market membership—limited to Missouri farmers markets—\$40

Associate membership—stakeholders (non—profits, businesses & agencies that support the mission of MFMA—\$30

Family membership—\$15

Individual membership—\$10

All memberships run from January 1 through December 31, 2016.

Please mail completed form and dues to:

Amanda Griesheimer.
Washington Farmers Market
PO Box 752
Washington, MO 63090

Dues may also be paid on line by credit card at <https://missourifarmersmarkets.org>

Insurance Frequently Asked Questions

The Missouri Farmers Market Association/Missouri Farm Bureau group policy is available to Missouri Markets who are market members of MFMA. It is a general liability policy. Coverage is listed on the application which can be downloaded at: <http://missourifarmersmarkets.org>

How much does the insurance cost?

The annual fee of \$100 or \$110 includes the following:

2016 MFMA market membership dues—\$40
2016 Farm Bureau membership—\$30
2016 Insurance premium—\$25
2016 MFMA handling fee—\$15
Plus 2016 Controlling interest (if any) - \$10

Who do I make the check to and where do I send it with the application?

The check should be made to MFMA and sent, with the application, to:

Washington Area Chamber of Commerce
Attn: Amanda Griesheimer
PO Box 752
Washington, MO 63090

The treasurer will forward the application and appropriate fees to Missouri Farm Bureau.

Who is insured by this policy?

The Farmers Market - which must be a legal entity. Even if the market is operated under the umbrella of another organization, the market itself must be incorporated separately from any other organization or individual. To incorporate your market, go to <http://sos.mo.gov/business/corporations> and click "starting a business". Most Missouri markets incorporate as non-profits. It is inexpensive, quick and easy. However, MFMA cannot give you legal advice so you may want to consult a lawyer prior to incorporating.

Can I get insurance as an individual since it's listed on the application? No, to insure the market, the market itself must be a legal entity.

Lessors - If your market operates on property you do not own, you may add the owner of that property as an additional insured at no additional cost. The property owner's coverage extends only to liability that arises in connection

with the farmers market. You must list the property owner in the appropriate blank at the bottom left of the application.

Controlling Interest - if your market is sponsored by another group or business, you may add that sponsor as an additional insured at an additional cost of \$10 per year. The controlling interest's coverage extends only to liability that arises in connection with the farmers market. You must list the controlling interest in the appropriate blank at the bottom left of the application. If you DO NOT want a controlling interest covered, the total cost per year is \$100. If you DO want a controlling interest covered, your annual costs is \$110.

We don't want to incorporate our market, can we still get insurance?

No, Farm Bureau will verify your market's legal status with the Missouri Secretary of State. If it is not shown as incorporated in the state of Missouri, they will not issue insurance to your market.

What is the effective date for the policy?

If your market meets Farm Bureau's requirements, the policy takes effect with the postmark of your envelope containing the dues, fees and executed application. The insurance runs through December 31 regardless of start date.

I must answer "no" on several of the questions on the application. Does that disqualify my market?

Not necessarily, but your local agent may contact you for clarification.

We have vendors selling baked goods and crafts, can we still get insurance?

Yes, MFB will cover markets selling products typically sold at Missouri markets such as Value-added and crafts. They will not, however, cover any market which sells flea

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market or used items, including used farm equipment.

Our market has already bought its insurance for the year. Can we still participate?

If your policy is pro-rated you should be able to switch to this policy and receive a refund on a portion of the premium on your original policy. Check with your agent.

We have a tomato festival every year. Would that qualify as a special amusement event?

Routine market events would not normally be considered special events (even though the market considers them special). Farm Bureau will not cover any market that sponsors carnival type activities including climbing walls and bounce houses or petting zoos, pony rides, hayrides or dances. If your sponsoring organization sponsors such activities they must be held separate and apart from the market and neither the market nor the sponsoring agency is provided any coverage by Farm Bureau in regard to those activities.

If we have a claim, who do we contact?

Your local Farm Bureau agent.

Will our market receive a certificate of insurance?

Yes, Farm Bureau will send a certificate of insurance directly to each insured market.

Does this policy cover the vendors at my market?

No, vendors should have their own insurance policy.

What if I receive a renewal fee or dues notice directly from Farm Bureau?

Do not pay it. Send the bill to our treasurer. You will always be billed directly by MFMA.

Where can I get more information?

Call or email Amanda Griesheimer at 636-239-2715 x106 or 636-221-1118 or conference@missourifarmersmarkets.org

Upcoming conferences -

Farm Employee Management is December 8 from 10 am to 3 pm at the Bradford Research Center in Columbia. Chris Blachard presents on How to hire good employees, How to create and motivate good Employees, How to keep good employees & How to be a good and even better employer. \$45 plus \$3.45 internet fee. Register at <http://www.missouriyoungfarmers.com>

The Great Plains Growers Conference is January 7, 8 & 9 in St. Joseph, Missouri. Registration is available at: <http://www.greatplainsgrowersconference.org>

With pre-registration, the cost to attend is \$55 per attendee for an all-day Thursday workshop, and \$45/day per person for Friday and Saturday.

Midwest Winter Production Conference is January 21 & 22 in Webb City. Multiple track presentations include: Beginning High Tunnel, Economics and marketing for winter grow leafy greens, a Farmer Symposium, Marketing Strategies for Winter Sales, Adding value and expanding your profit through storage crops and dried products, garlic and lacto fermentation of sauerkraut and dill pickles, Raspberry Production in High Tunnels, Diversified marketing strategies, Winter Storage Crop Production and Economics, Integrated Pest Control in Tunnels, & Starting your own plants for winter production. \$50 registration fee. For details—webbcityfarmersmarket.com

Bringing Back the American Small Farm is January 28 & 29 in West Plains. Key note: "Small Farm, Real Income—Hank Will, Editorial Director, Mother Earth News & Grit Magazine.

Plus presentations on Beginning Commercial Scale Vegetable Production, Livestock Grazing, Aquaponics, Beekeeping, Pastured Poultry, Conventional and Organic Farming Practices, Fruit Production, Small Ruminants, Social Media, Hydroponics, Small Farm Skills, Urban Farming, High Tunnels & Greenhouses, Marketing, and Agritourism. \$50 if registered by January 14, \$75 after that date. 417-274-4235 or <http://www.ozarkfarmers.com>.

Missouri Farmers Market Association Board and Officers

President

René Sackett
Wildwood Farmers Market
Marketmaster@
WildwoodFarmersMarket.org
636-686-0705

Vice President

Deb Connors
The City Market – Kansas City
dconnors@thecitymarket.org
816-842-1271

Secretary

Mollie Gilliland
Southside Farmers Market – Macon
mollieg@centurytel.net
660-385-5781

Treasurer

Amanda Griesheimer.
Washington Farmers Market
PO Box 752
Washington, MO 63090
636-239-2715 x106 Cell: 636-221-1118

2015—2016 Board Members:

Elisa Bedsworth—Raytown Farmers Market

Deb Connors—City Market (Kansas City)

Brian DeSmet—Schlafly Farmers Market

Mollie Gilliland—Southside Farmers Market

Brad Gray—Greater Springfield Farmers Market

Sandy Nelson—Farmers Market in Camdenton

Corrina Smith—Columbia Farmers Market

Nominated to 2016—2017 Board Terms:

Debby Campbell - De Soto Farmers Market

Dan Kuebler - The Salad Garden

Amanda Griesheimer—Washington Farmers
Market

Rene' Sackett—Ellisville Community Farmers
Market

