



CASCADE
COMMUNITY MARKETS
LEAVENWORTH | CASHMERE

**ANNUAL
REPORT**
— 2023 —



MISSION

Cascade Community Markets promotes health, equity, and sustainability by creating vibrant markets in our valley that foster community connection and support local farmers and artisans.

A LETTER FROM THE EXECUTIVE DIRECTOR & BOARD PRESIDENT

Dear friends and supporters of the markets,

What an incredible year of progress we had here at Cascade Community Markets. Our board, staff, vendors, partners and donors all worked to bring our communities fresh produce, support our local farmers and artisans, and envision our future. As we think back on the year, we are truly impressed at how much can be done in just 12 short months.

We began the year, in the midst of hiring seasonal staff and preparing for markets, with the extensive process of applying for 501(c)3 status. This took months of work from the board, including revision of our founding documents and thorough review of many years worth of finances, and was finally submitted in June. We have high hopes for the designation to be granted early in 2024 and might literally sing it from the mountaintops when we do.

Early 2023 also brought about a banner season of sponsorship and municipal grant funding, allowing us to add a new seasonal position, pay competitive wages to our staff and implement a mandatory paid day off for seasonal employees. Our market managers and assistants are incredible people who sometimes are so wonderfully dedicated that they forget to take a day off. And as any market-worker knows, those are long difficult days, especially in the heat. Granting a mandatory paid day off to all seasonal staff is a small and easy way to ensure they are taking care of their wellbeing, as much as they take care of the markets.

Grant funding from the County Lodging Tax also enabled us to prepare for the season with an upgraded trailer for the Cashmere market, one that is much safer than the small tippy trailer that we had been using. We also invested in other safety equipment and upgrades, such as formidable sandbag tent weights, new market tents, additional tables, carts, first aid kits and fire extinguishers.

Market Season brought many new vendors this year, whom we hope will become regulars. New farms, bakeries, orchards, and more, quickly became some of your favorite market booths. We are thrilled to know that some new farms planted roots in the valley this year as well, and look forward to seeing them at future markets. We were also blessed with relatively moderate weather this season. For the first time in Maggie's & my years with the markets, we didn't cancel a single market, not for heat, smoke or storms. Of course, there were plenty of hot days and some occasional smoke, but nothing so dramatic as usual and we are glad that our region's producers finally got the "normal" season they deserve.

This market season, we partnered with Tierra Garden to bring their donation booth to the Leavenworth Market, which facilitated gleaning and fresh food donations to our local food banks. We hosted countless nonprofits who shared their resources with our communities and hosted our kids booths. Thanks to our sponsors, we hosted live music throughout the day at every market, supporting the performing arts in our valley. And in November and December, we tested out numerous indoor locations for holiday markets and learned new ways to support our year-round vendors.

In August, we hosted our 7th Annual Farm to Table Dinner Fundraiser at the Tierra Learning Center's new farm building, overlooking the beautiful valley and gardens. Tierra Garden was the first place we held the annual dinner, in 2016, and returning felt like coming home. It was our best Farm to Table Dinner yet, with record ticket sales and donations to the Good Farmer Fund and it was by far the smoothest operation we've ever run. We wholly attribute this success to the generosity of the event's in-kind sponsors who provided all the equipment, cooking, and beverages.

Finally, throughout the summer and fall, a committee of our board took on the enormous task of learning why the Leavenworth Market was not growing in recent years and what changes were necessary to get it back on track for our vendors. The committee hired a consultant, thanks to a grant from the North Central Washington Community Foundation, who guided us through months of surveying, interviewing and evaluation. The committee eventually presented big foundational changes to the board in September. Once the board voted to move forward, we went back to our partners and navigated changing both the Leavenworth Market's location and schedule starting in 2024. All in all, this was a huge feat that the board, especially the dedicated committee members, executed with incredible patience and a dedication to our core mission.

For all of this, and so much more, we are incredibly proud to look back at 2023. Proud of our team, our board and staff, our partnerships, our vendors, and our donors. But most of all the incredible community members that support our two markets, those who see the markets' enormous value and essential contribution to the health, equity, and sustainability of the place we call home.

To the entire market community: Thank you. For everything you do.

Sincerely,



A handwritten signature in blue ink that reads "Cali Osborne".

Cali Osborne
Executive Director

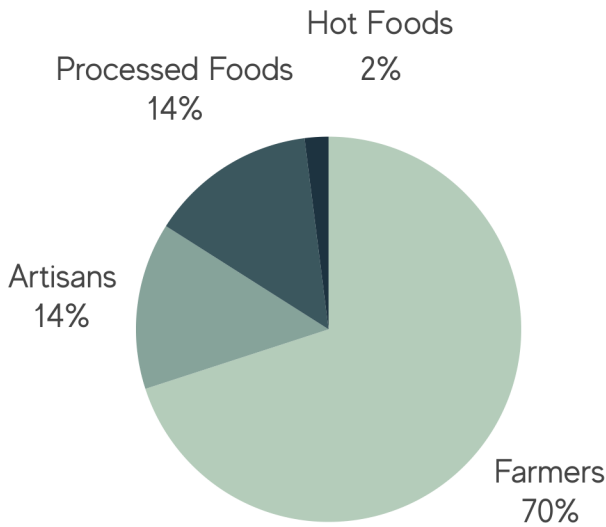


A handwritten signature in blue ink that reads "M Richter".

Maggie Richter
2024 Board President

2023 MARKET SEASON SUMMARY

ALL MARKET VENDOR SALES BY CATEGORY



In 2023, our farmers markets kept

\$180,656

in our local economy
over the course of

43 FARMERS MARKET DAYS.

Our farmers markets hosted

**66 SMALL BUSINESSES &
NONPROFITS**

including

23 WASHINGTON FARMS

and generated an average of

\$766/HOUR

in local revenue.

Our farmers markets welcomed

10,000+ GUESTS

who supported the cultivation of

249 ACRES

of diversified farmland

and enjoyed performances from

22 MUSICIANS & GROUPS.

New Businesses Incubated

Big Dog Farm
Easy Valley Farm
Earthtokens
Leavenworth Flowers
Sophia's Kitchen
Hay Canyon Garlic
Lopez Corn
Carryon9 Gifts
Green Eats Wenatchee
Ising Family Farm
TGood Pottery
Wooly Shea
Woodland Grove

MARKET PROGRAMS

FOOD ACCESS

In 2023, we distributed

\$10,672

in produce free of charge to our communities via three food access programs: SNAP EBT, SNAP Market Match, and gleaning donations to Upper Valley MEND and the Cashmere Food Bank. Through SNAP EBT, we directly served 62 SNAP EBT customers and households.

The Farmers Market Nutrition Program (FMNP), transitioned to a card-based system this year which the vendors could accept directly. This transition brought new challenges and we therefore don't know the exact amount redeemed at our markets through the program this year.

GOOD FARMER FUND

2023 was the first season in recent history with no cancelled markets, no regional catastrophic weather events, and no tents flipped by the wind.

As a result, we only received one application for a grant from the Good Farmer Fund leaving the majority of funds raised at the 2023 Farm to Table Dinner to roll over to 2024.

In light of this, we will be reviewing our Good Farmer Fund policies in 2024 to ensure that we make funds available on good-weather years as well, and support our farmers growth in addition to their recovery.

NEW VENDOR SPOTLIGHT

Big Dog Farm

Growing on 2 acres in Peshastin
Farmers: Chris & Darren Peterson

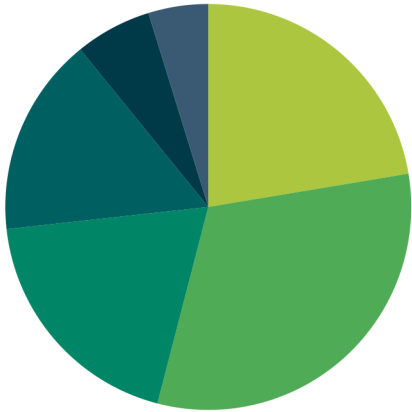
"It all started with some dahlias and a dog. The garden kept getting bigger (so did the dog). We planted tons of vegetables. There were winners and losers, but we kept learning and having fun. We developed a huge love for homegrown garlic. Our friends, family, and coworkers appreciated the bounty from the garden. We had jobs in corporate America but our passion was growing flowers and vegetables. 20 years went by. Covid happened. There was more time available for growing. A move over the mountains. Planning, construction, irrigation, planting. Now we had a farm!

2023 was Big Dog Farm's first year at the Cascade Community Markets. It has been a joy to participate, and we love providing quality produce and flowers to our community. We adore seeing the same local customers from week to week and chatting about, well, anything. And we greatly appreciate the camaraderie and friendship with our fellow market vendors. So grateful."







~ Chris Peterson

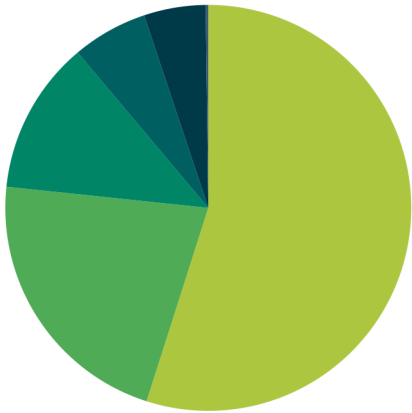


ANNUAL FINANCE TRACKING









Income

	Grants.....	\$30,000
	Sponsorships.....	\$42,450
	Fundraising Events.....	\$25,766
	Market Income.....	\$21,299
	Work Contracts.....	\$8,164
	Individual Donations.....	\$6,394
	Total Income.....	\$134,073



Expenses

	Staff	\$67,913
	Market Day Operations.....	\$26,892
	Professional Services & Training.....	\$15,095
	Marketing and Fundraising.....	\$7,424
	General Operations.....	\$6,083
	Good Farmer Fund.....	\$250
	Total Expenses.....	\$123,657

GRANT TRACKING

Grant Name	Amount Granted	Use for 2023 Markets
Chelan County LTAC Capital Fund	\$15,000.00	Investments in safety equipment, market equipment upgrades, a new equipment storage trailer for Cashmere
Leavenworth General Fund	\$8,000.00	Leavenworth market-day staff wages
Community Foundation NCW Strategic Consulting	\$5,000.00	Consultant to guide the review & decision making process of relocating the Leavenworth Market
WSFMA Food Access Management Grant	\$2,000.00	Staff time administering food access programs at market and program management in office

MARKET SUPPORTERS

Direct Donors

Mark & Katie Anderson · Diane Blake · Melanie Cox · Martha Draves · Andrew Fitzgerald · Jennifer Goebel · Neal Hershey
Anne Hessburg · Dawn & Karl Kranz · Colleen Lindstrom · Kay Lisch · Myron M Mcmillin · Lauren Peterson · Carrie Pruitt · Maggie Richter
Traci Schmidt · Todd Smith · Joshua Snyder · Eric Stoll · Robert Stroup · John Sutherland · Richard Szeliski · Canuche Terranella
Katherine VanDewater · Jonathan Voos · Donna Waidtlow · Stephanie Ward

In-Kind Donors

A Book for All Seasons · A Paw Above · Alder Photography · Almond Blossom · Alpenglow Jewelry
Alpine Fitness · Alpine Hot Yoga · Amanda Goodmanson · Anjou Bakery · Archibald James · Artemesia Wild Beauty
Balancé Yoga & Surf Retreat · Beaver Hill Woodcrafters · Blue Spirits Distilling · Boudreaux Cellars · Bri Davey · Bubba's Boba Bar
The Bubbly · Bushel & Bee Taproom · Campo Farm & Kitchen · The Cheesemonger · Crepe Cafe Sisters · Das Sweet Shoppe
Druschke LeatherWorks · Eagle Creek Winery · Enzian Inn · Goose Ridge Winery · Home Town Canines · Icicle Brewing Co.
Icicle Coffee & Chocolates · Icicle Ridge Winery · Inside & Out · JJ Hill's Fresh Grill · J5 Coffee · La Javelina · La Patisserie Bleue
Leavenworth Art Haus · Leavenworth Charcuterie · Leavenworth Reindeer Farm · Leavenworth Spanish · Leavenworth Winter Sports Club
Mana · Mijanou Fortney · Modern Mountain Creations · Moon Candle · Mountain Springs Lodge · Outdoor Odysseys · Plain Valley Ski Trails
Quick Sign Wenatchee · Rocky Pond Winery · Salt & Honey Cooking · Schocolat · The Enzian Hotel · The Little Kitchen Shop
The Local Event Company · The Plant Ally · The Reindeer Farm · Tierra Learning Center · Tommy Bahama · Usurious Wine
Valley Girls Cheesecake · Visconti's Restaurants · Warm Springs Inn & Winery

Special Thanks

The City of Leavenworth · Cascade School District · Cashmere Museum · Community Foundation NCW
Chelan County Lodging Tax Advisory Committee · Washington State Farmers Market Association
NCW Economic Development District · Edsforth Consulting

Market & Event Volunteers

Jess Bengston · Jason Bengston · Matt Burbach · Dee Butcher · José González · Emily Groby · Kelsey Gust · Tabitha Hargrove
Nora Heath · Matt Holland · Alex Huller · Gabby Page · Pete Phipps · Carrie Pruitt · Carla Rhus · Lily Roberts · Aron Ruderman
Bonnie Schade · Sue Smith · Amy Summers · Kolby Summers · Clare Thompson · Brittany Thurlow · Annie Wicker

Staff

Cali Osborne, Executive Director · Melissa O'Dell, Cashmere Market Manager
Bonnie Schade, Leavenworth Market Manager · Shalynn Johnston, Leavenworth Market Assistant

2023 Board of Directors

Lauren Peterson, President · Ali Allen, Vice President · Eric Stoll, Secretary · Carrie Pruitt, Treasurer
Adam Butler · Christopher Carlson · Bri Davey · Elka Erikson · Kelsey Gust · Hannah Reed · Maggie Richter · Heleene Tambet





THE STOLL GROUP
Law & Mediation



2023 SPONSORS

Special Program Sponsors

Timberwood Construction, Title Market Sponsor
Leavenworth Chamber of Commerce, Presenting Music Sponsor
Rhein Haus, Title Farm to Table Sponsor
Syndicate Smith, Market Music Sponsor
Berkshire Hathaway Leavenworth Properties, Market Music Sponsor
München Haus, Market Events Sponsor
Visconti's Italian Restaurant, Farm to Table Sponsor
Posy Handpicked, Leavenworth Rotating Artisan Booth Sponsor
South Restaurants, Kids Education Booth Sponsor

Platinum Market Sponsors

Sulla Vita · Beecher Hill House · The Stoll Group

Gold Market Sponsors

Love Leavenworth Vacation Rentals · Sleeping Lady Mountain Resort
Schocolat · Bavarian Lodge · Simplicity Homes
Leavenworth Boutiques · Mountain Modern · Remedy
Colchuck Consignment · Chelan County PUD

Silver Market Sponsors

WaFd Bank · Tierra Learning Center · Crunch Pak · Dan's Food Market
Cashmere Valley Bank · Keller Williams - Boyle Group
Gibbs Graphics · Alpine Fitness · Mike West Real Estate
Icicle Brewing · Icicle Village Resort · Woodard & Curran

Bronze Market Sponsors

Curb Appeal Landscaping · Pinedrops Painting · Oil & Vinegar Cellar
A Book for All Seasons · Mountain Home Lodge
Blewett Brewing · Argonaut Coffee & Biscuits



BEECHER HILL HOUSE
ESTABLISHED 1910

