



InTents: The Farmers Market Conference 2020 Request for Proposals

The fourth annual [InTents: The Farmers Market Conference](#) returns to San Diego February 2nd - 4th, 2020, bigger and better than ever.

Whether you've worked in or around farmers' markets for decades or you've just started, we want to hear from you. Read on to learn more about the goals of the conference and what we look for in presentations.

Please [submit proposals](#) by midnight on August 21st, 2020. You'll hear from us by the end of August, 2020, and even sooner if your proposal is well differentiated and compelling. The schedule of speakers will be released in early September, 2020.

Conference goals

InTents: The Farmers' Market Conference brings farmers' market managers, farmers and foodmakers from throughout the US, Canada and beyond together to make their operations stronger and more profitable. During three days of presentations, panels, roundtables and networking opportunities, participants learn and connect, compare notes on what's happening in the industry, gain knowledge and discover resources. They dig into specifics about running farmers' markets and market businesses, relax and socialize with their tribe.

What we're looking for

A number of regional conferences help small farmers to increase production, and some include farmers' market manager education. **InTents: The Farmers Market Conference** focuses on making farmers' market businesses more satisfying, more professional, and more profitable for all participants: market managers, farmers and food makers.

Mix of topics and perspectives

We actively seek talks that address a wide range of subjects, but always relevant specifically to farmers' market businesses. Topics like fundraising, staff training, branding and marketing,

customer service techniques, risk management, food prep, packaging and labeling, regulatory requirements and cost reduction are all valuable to our attendees. We welcome insights and actionable information from first-time speakers and from industry experts.

Audience awareness

When crafting proposals, remember that you'll be talking to a diverse audience with a mixed level of expertise and interests, from start up food businesses and those ready to expand, to new and seasoned farmers and farmers' market managers. Your talk doesn't have to be relevant to everyone, but tell us who will gain from your knowledge.

Speaker background and goals

This is a conference for active participants in farmers' markets. Tell us about your place in that community, and how you connect with our audience. Include links to blogs, social media platforms, podcasts, publications or other places that farmers' market managers, foodmakers and/or farmers find you.

Presentation format

We welcome proposals for 30 minute presentations (plus time for Q&A), panel discussions and breakout sessions and workshops. Please specify on the application what format would work best for your proposed presentation. If you'd like to participate in a panel discussion, tell us whether you have a group of panelists in mind, or would prefer we add panelists with expertise in the topic you're proposing.

Speaker benefits & logistics

If you are selected to speak at **InTents:The Farmers Market Conference 2020**, we will waive your All-Access registration, a \$355 value. Our limited budget for speaker fees and travel expenses let us keep ticket prices low and make the conference accessible to the largest number of participants possible. How will speaking to our participants build your business or community?

Click to submit proposals [HERE](#).

Questions?

Have questions or need clarification? Email connect@intentsconference.com

Contact

connect@intentsconference.com

3525 30th Street, San Diego, CA 92104