

Downtown Eastside Street Market

Fall 2014

Understanding the Street Market's Vendors and Customers

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Project Deliverable for Community Service Learning Project

School of Community and Regional Planning (SCARP) PLAN 548B – Social Learning Studio

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1. Introduction

"It is an interesting place to find things. I like to buy things second hand and support everyone."

-Anonymous customer

The Downtown Eastside (DTES) is one of the most complex and diverse communities in Canada, where serious social welfare and humanitarian concerns abound. The Downtown Eastside's Street Market, which has been operating in Pigeon Park in Vancouver's Downtown Eastside neighbourhood for over four years, provides an opportunity for local community residents to sell and purchase a wide array of goods on Sunday afternoons. Secondhand clothing, electronics and household items along with original artwork and delicious homemade bannock are just a few of the many things being offered here by local vendors. Customers come from the immediate neighbourhood, elsewhere in Vancouver and even from other countries. Much more than simply an exchange of goods, the Street Market is in itself a community. The benefits of the market are numerous; the most important are social interaction, waste reduction, social enterprise and a source of income.

This report consists of findings from two surveys (one for the customers and one for the vendors) as well as findings from the focus group for vendors. This short report hopefully contains some insight into the nature of the vendors and customers; however, the real substance of the report—the data itself—is contained in the appendices.



2. The Customers

The customers of the Downtown Eastside Street Market represent a somewhat more transient group than that of the vendors. While there are indeed returning or repeat customers—some of whom are the vendors themselves—they come from different parts of Vancouver and even from outside of the city. When asked in the Survey for Customers (see Appendix A), "How often do you come to the Street Market?" 38% of participants responded that they attend "Every Sunday." In the same question, 21% indicated that it was their "First time" at the Market; 41% reported attending "Once in a while." According to the survey, 82% of the customers live in Vancouver but only 41% of them live in the DTES. While the vendors are predominantly residents of the neighbourhood, the customers appear to come from around—and even outside of—the city.

The actual reason that the customers flock to the Market on Sunday afternoons extends beyond much more than simply shopping. When asked in the survey, "For what purpose do you buy items at the Street Market", only 51% responded for "Personal" reasons. The "Other" answer choice for this question proved quite interesting. One customer responded, "It is an interesting place to find things. I like to buy things second hand and support everyone." Another noted their reason for coming to the Market is to "look around...experience life." At the same time, it is evident that many people in the City—both those participating in the Survey for Customers and otherwise—are (or were) unaware that the Market even exists. One participant stated, "I was shopping at Army and Navy, saw the street closed off...just checking it out."

The Survey for Vendors revealed that relatively modest transactions are occurring at the Market. The Survey for Customers reinforced this fact; according to the survey, customers with a budget are planning to spend a maximum of \$60.00 and a minimum of \$5.00. On average, customers at the Street Market are planning to spend an average of \$30.00. Most of the customers (62%) are only "maybe" planning to purchase something while shopping; it appears that many are just browsing or window-shopping. With the continued operation of the Market, hopefully more repeat customers will develop.



The Survey for Customers demonstrated that customers are mostly seeking clothing while shopping on Sundays at the market (54%). The "Other" category once again revealed interesting responses for what the customers are seeking at the Market. Some of the other items customers are seeking at the Market include backpacks, sunglasses, houseware, shoes, toiletries, cosmetics, books and jewelry. The diversity of products available to the customers is evident; from artwork to basic household necessities, there seems to be something for everyone in the neighbourhood (and even beyond).

One of the most interesting findings from the Survey for Customers was the fact that the overwhelming majority of participants (97%) indicated that they feel as though the Market provides a safe space for them to shop. This is a noteworthy figure, as many people who are outsiders to the DTES neighbourhood often criticize the living conditions witnessed there. The market seems to provide a space that is contrary to skepticism of the neighbourhood. Furthermore, the Street Market represents an intentional alternative to the unsanctioned vending that takes place along East Hastings daily. Providing an opportunity for vendors to legally sell their merchandise likely increases public safety while simultaneously reducing barriers to the vendors.

97% of customers feel that the Street Market provides a safe space to shop



3. The Vendors

The vendors of the Downtown Eastside Street Market are a community of artists, aspiring entrepreneurs, bakers and local residents—among many other unique individuals of the neighbourhood. In fact, most of the vendors are regulars, returning every Sunday. In the Survey for Vendors, it was determined that 75% of the vendors participate in the Street Market every Sunday. Furthermore, almost all of the vendors (84%) identify as residents of the DTES.

The Street Market itself provides a very valuable opportunity for its vendors. Many residents in the neighbourhood are on some form of social assistance—be it disability, welfare or otherwise. As such, the opportunity to sell their goods—which come in many different forms—can be a significant source of additional income. When in the survey vendors were asked for what purposes they sell items at the market, 72% of vendors identified "income" as the main purpose. Several participants described next to their answer choice of "other" that the market provides a venue for social interaction; one participant described his/her reasoning for selling items as an alternative to "hustl[ing] the street corner." A small percentage (25%) of the vendors described their primary reason for participating as "hobby". While there are many reasons those vendors flock to the Street Market, the wide majority is using their earnings as an important source of income.

The Survey for Vendors also determined some of the main uses for the income being made by vendors at the Street Market. The overwhelming majority (76%) of participants identified food as a key use for their earnings. Other basic necessities including rent and utilities (as one category) and clothing were identified as other key areas where the vendors are using their earnings. The monetary exchange occurring in the Street Market is another important consideration when analyzing the activity of the vendors. In general, vendors are making quite modest profits during Sundays at the Street Market. The maximum earning on a given Sunday reported in the Survey for Vendors was \$485.00; the minimum earning reported was \$0.00. On average, vendors are making \$76.00 per weekend; this is a high estimate, as only several vendors reported ever making over \$200.00 on a given Sunday.



"My family and community are all at the market, encouraging me to sell."

-Anonymous Vendor

It is difficult to have a conversation about the Street Market without some discussion of the actual goods being sold. Some questions that commonly arise include: Where are the goods coming from? Are any of the goods stolen? Who is selling these goods? In the Survey for Vendors it was determined that most of the vendors are selling clothing, electronics and sporting goods (as general categories). However, it would be shortsighted to place all of the items being sold at the Market into such broad categories. The "Other" category or answer choice in Question 4 (What types of items are you selling?) yielded some further answers to these questions. Other items being sold beyond the broad categories described by the survey include jewelry, collectibles, tools, glasses, artwork, books, footwear, crafts, cosmetics, pictures, and collectibles; or, as one participant stated, "Anything and everything!" You can find anything from a used laptops and collectible videos to basic necessities such as toothpaste, reading glasses and cosmetics at the Market.

Both the Survey for Vendors and the Vendors' Focus Group identified original artwork as a commodity being sold at the Street Market. As one participant in the Focus Group stated, "As an artist, the Market presents a great opportunity." Another artist added, "As an artist, I have lots of exposure." One participant explained that he/she is currently attending school to learn "traditional crafts." The participant elaborated to explain, "The Market provides an outlet for making and sharing what we are learning." Beads, carvings and dream catchers are just a few of the different art forms being expressed and sold at the Market. The Focus Group identified that there are a number of artists participating in the Street Market. Some have been making art their entire lives; others are aspiring artists. In both cases the Street Market provides a venue for them to showcase their art and to gain exposure and income.

Another significant finding from the *Survey for Vendors* relates to the fact that many of the vendors do not have another source of income besides the Street Market. According to the survey, 55% of vendors have another source of income while 45% reported not having another source of income. If fact, one survey participant voluntarily wrote "welfare" as their other source of income next to their answer choice. Another participant in the focus group noted, "I don't make a lot, but it does help." Another participant in the focus group explained, "For us old people, it's hard to find work." Clearly the earnings from the Street Market are valuable contributions to the income of the vendors.

The Street Market provides a venue for people to work without their having to apply, submit a resume or have any kind of formal interview. For vendors living in the DTES, this low-barrier work environment is very welcoming. Apart from financial aid, the Street Market helps the vendors in many other ways. For the younger vendors, the Market provides a venue to practice marketable skills of salesmanship. In the focus group one participant explained, "My family and community are all at the market, encouraging me to sell." In reference to this participant, another participant exclaimed, "He/she is learning a marketable skill!"

It is important to understand how much preparation goes into the market, especially on behalf of the vendors. As mentioned earlier, the wide majority of vendors return to the market each and every Sunday; furthermore, 95% of the vendors surveyed indicated that they intend to return to the Street Market as a vendor again, which demonstrates a high level of internal support and loyalty for the organization. One vendor, who is well known within the Market community prepares delicious bannock for sale at an affordable price each and every Sunday. He/she arises at 3am on Sunday mornings to have the famous bannock prepared by 8am. The artists of the Market are working on their craft throughout the week as well. One vendor, during the focus group, explained his her rituals that take place during the week to prepare for Sunday: "I exercise and have a healthy lifestyle...I pace myself...I run 10 minutes per day and walk fast...I do things that are good for [my] body." Other vendors emphasized the importance of calming and mediation before each and every Sunday. Of course, as many vendors emphasized during the focus group, the tasty coffee prepared by the Market coordinators (which is usually sold out in the first hour of Sunday operations) is key to their preparation!

When asked in the focus group how the Market could be improved, the vendors had very little to comment. According to one participant, "It's already gotten so much better!" Another participant explained, "Before we were using garbage bags and blankets...now we have tents." Nevertheless, there is recognition within the community of vendors of the need for greater cleanliness at the Market. According to one participant, "It could be cleaner. We want the language to be cleaned up. People need to use the bathrooms available rather than going in public, to attract more business." In response to this comment, another vendor remarked, "We are taking our initiative to improve cleanliness. I'm teaching my granddaughter about cleanliness, merchandising, presentation, salesmanship. She is seeing repeat customers to her booth as a result of these measures." Another vendor echoed, "We have returning customers thanks to the efforts we take. We could bring more soup or food to sell of offer—to help customers and community members at our booths." Clearly, there is strong internal support and recognition of the way the market currently operates and how the coordinators conduct their organization.

The cohesive community of vendors represents a group of talented and diverse individuals that take pride in salesmanship and in supporting their neighbourhood. There exists strong internal support amongst the vendors for the Street Market as an organization and as an important service both for customer and vendor alike. While there may be some desire for changes—with respect to cleanliness, for example—many vendors are in strong support of current operations and are content with the hard work of the coordinators and team of volunteers.

4. Conclusions

The purpose of this project was to learn for the benefit of the Street Market more about some of the people making valuable contributions to the organization and their perspectives. It is evident that there are many positive things taking place on Sunday afternoons in Pigeon Park; hopefully this activity can continue and grow. The benefits of the Street Market to the people of the Downtown Eastside—and to the greater community of Vancouver—are numerous. Hopefully through some of the stories of the vendors and through greater understanding of the customers the Market can continue to operate and improve.

The results of the Survey for Customers, Survey for Vendors as well as the details and transcription of the Vendors' Focus Group can be seen in the appendices of this report. Please take a few moments to review these results!

"We are taking our initiative to improve... I'm teaching my granddaughter about cleanliness, merchandising, presentation, salesmanship. She is seeing repeat customers to her booth as a result of these measures."

-Anonymous Vendor

Special thanks to the DTES Street Market Coordinators, Roland Clarke and Jacek Lorek, for making this project possible.



Appendix A – Survey for Customers (with results; 39 participants)

Who is conducting the survey?

This survey is being conducted by a student at the School of Community and Regional Planning (SCARP), at the University of British Columbia (UBC) here in Vancouver.

What is the purpose of the survey?

The purpose of this survey is to gain understanding of the customers at the Street Market. This study will only be used internally—i.e. by the Street Market—for the benefit of the Market itself. The survey is anonymous and will not be distributed to any outside sources.

How will the results be used?

The results will be used to help the Street Market coordinators better understand the nature of the Market. The results may be presented to interested organizations in the Downtown Eastside.

What happens if you choose to complete the survey?

If you choose to fill out this survey, please complete the questions on both sides of this page, as best as possible. You can return it to a volunteer once it is complete.

What happens if you choose not to complete the survey?

If you decide not to fill out the survey, you can return this paper to a volunteer.

Please circle one answer that best answers the question, unless stated otherwise.

1. How often do you come to the Street Market?

- a. This is my first time [21%]
- b. I come every Sunday [38%]
- c. I come once in a while [41%]

[No response: 1 participant]

2. For what purposes do you buy items at the Street Market? (Circle all that apply).

- a. Personal use [51%]
- b. Gifts for other people [23%]
- c. Casual shopping [62%]
- d. Other (please specify) [15%]

3. Do you live in Vancouver?

- a. Yes [82%] b. No [18%]
- 4. Do you live in the Downtown Eastside?
 - a. Yes [41%]
 - b. No [59%]

5. Do you have a budget that you plan to spend today?

- a. Yes (if so, how much?) [38%] [Max=\$60; Min=\$5; Avg=\$30]
- b. No [62%]

6. Are you planning to purchase anything today?

- a. Yes [26%]
- b. No [13%]
- c. Maybe [62%]

7. What kinds of items are you planning to purchase today, if any? (Circle all that apply)

- a. Clothing [54%]
- b. Electronics (including video games) [36%]
- c. Furniture [15%]
- d. Sporting goods [10%]
- e. Children's Toys [13%]
- f. Other (please specify) [50%] (backpack, sunglasses, houseware, toiletries, shoes, browsing, make-up, door lock, books, jewelry, phone case)

[No response: 1 participant]

8. Besides the Street Market, where else do you shop? (Circle all that apply)

- a. Online [21%]
- b. Shopping Malls [54%]
- c. Thrift Stores [72%]
- d. Street vendors [26%]
- e. Other (please specify) [21%] (friends, street shops, local groceries, department stores)

9. Is your main reason for shopping at the Street Market the affordability of the items being sold? If no, please specify your main reason in one sentence.

- a. Yes [64%]
- b. No [36%] (support local vendors; reuse, recycle; support low-income residents; help people in the community; out of town visitors; "It's funky, artsy"; cheap collectors items; "Look around, experience life"; "It is an interesting place to find things...! like to buy things second hand and support everyone"; "Enjoy the people"; "In the area".

10. Do you purchase items from street vendors on East Hastings Street?

a. Yes [39%]

b. No [61%]

11. Do you feel that the Street Market provides a safe space for you to shop?

a. Yes [97%]

b. No [3%]

Appendix B – Survey for Vendors (with results; 38 vendors)

Who is conducting the survey?

This survey is being conducted by a student at the School of Community and Regional Planning (SCARP), at the University of British Columbia (UBC) here in Vancouver.

What is the purpose of the survey?

The purpose of this survey is to gain understanding of the goods being sold at the Street Market. This study will only be used internally—i.e. by the Street Market—for the benefit of the Market itself. The survey is anonymous and will not be distributed to any outside sources.

How will the results be used?

The results will be used to help the Street Market coordinators better understand the nature of the Market. The results may be presented to interested organizations in the Downtown Eastside.

What happens if you choose to complete the survey?

If you choose to fill out this survey, please complete the questions on both sides of this page, as best as possible. You can return it to a volunteer once it is complete.

What happens if you choose not to complete the survey?

If you decide not to fill out the survey, you can return this paper to a volunteer.

Please circle one answer that best answers the question, unless stated otherwise.

1. How often do you participate in the Street Market?

- a. This is my first time participating [3%]
- b. I participate every Sunday [75%]
- c. I participate once in a while [22%]

[No response: 2 participants]

2. For what purposes do you sell items at the Market?

- a. Hobby [25%]
- b. Income [72%]
- c. Other (please specify) [17%] (social interaction; to buy supplies; working poor; "So I don't have to hustle the street corner"; social; seeing friends)

[No response: 2 participants]

3. Do you live in the Downtown Eastside?

a. Yes [84%] b. No [11%]

[No response: 1 participant]

4. What types of items are you selling at the market? (Circle all that apply)

- a. Clothing [68%]
- b. Electronics (including video games) [42%]
- c. Furniture [11%]
- d. Sporting goods [45%]
- e. Children's Toys [26%]
- f. Other (please specify) [40%] (jewelry, collectibles, tools, glasses, artwork, books, shoes, crafts, cosmetics, pictures, "Native art design")

5. Do you purchase items from the Market as well?

- a. Yes [80%]
- b. Never [0%]
- c. Sometimes [20%]

6. Where do the items you sell come from? (Circle all that apply)

- a. They are previously used items of my own [74%]
- b. They are items I have purchased [55%]
- c. They are items I have found [37%]
- d. They are items other people have discarded [34%]
- e. Other (please specify) [11%] ("I receive them on a consignment basis"; "items gifted to me"; gifts; "Donations from others")

[No response: 2 participants]

7. What do you mainly use the money you make at the Street Market for?

- a. Food [76%]
- b. Clothing [24%]
- c. Rent and/or utilities [32%]
- d. Shopping [27%]
- e. Other (please specify) [30%] (cat food; my son; traditional ceremonies/events; daughter's school; taking the family out; smokes)

8. What is the most amount money you have made from the Street Market on a Sunday? (Please fill in the blank)

Max=\$485 Avg=\$129

[No response: 4 participants]

9. What is the least amount of money you have made from the Street Market on a Sunday? (Please fill in the blank)

Min=\$0 Avg=\$22

[No response: 3 participants]

Appendix B (Continued)

10. Do you have another source of income (i.e. another job) besides vending?

- a. Yes [55%]
- b. No [45%]

11. Do you intend to return to the Street Market as a vendor?

- a. Yes [95%]
- b. No [5%]

Appendix C.1 – Vendors' Focus Group Invitation



Dear Street Market Vendor,

You are invited to attend a focus group (a semi-structured group meeting) on **Friday November 21, 2014** at **62 Hastings** (the Street Market headquarters, next to Pigeon Park Savings) from **11:30 am-2:30 pm**. A free BBQ lunch will be provided!

The purpose of this focus group is to help the Street Market coordinators and staff gain better understanding of the market's vendors and how the market can better serve the vendors and the broader community of the Downtown Eastside. We hope to keep the Street Market running as long as possible and as effectively as possible; this focus group will hopefully help us in achieving this goal.

Please RSVP to this event, as space is limited on a first-come basis. To reserve a space speak to the Street Market coordinator, Roland Clarke, during the Sunday market today.

Appendix C.2 – Vendors' Focus Group Introduction

WELCOME

Thank you for agreeing to be part of the focus group. We appreciate your willingness to participate.

(Acknowledgement of ancestral, unceded territory by anonymous vendor/Elder)

INTRODUCTIONS

Moderator; assistant moderator

PURPOSE OF FOCUS GROUPS

- -We have been asked by the Street Market coordinators to conduct the focus groups.
- The reason we are having these focus groups is to find out more about the market's vendors and their stories.
- -We need your input and want you to share your honest and open thoughts with us.

GROUND RULES

1. WE WANT YOU TO DO THE TALKING.

- -We would like everyone to participate.
- I may call on you if I haven't heard from you in a while.

2. THERE ARE NO RIGHT OR WRONG ANSWERS

- -Every person's experiences and opinions are important.
- -Speak up whether you agree or disagree.
- -We want to hear a wide range of opinions.

3. WHAT IS SAID IN THIS ROOM STAYS HERE

-We want folks to feel comfortable sharing when sensitive issues come up.

4. WE WILL BE TAKING NOTES OF THE FOCUS GROUP

- -We want to capture everything you have to say.
- -We don't identify anyone by name in our report. You will remain anonymous.

Appendix C.3 – Vendors' Focus Group Consent Form

Consent to Participate in Focus Group

You have been asked to participate in a focus group sponsored by the Downtown Eastside Street Market. The purpose of the group is to try and understand more about the market's vendors. The information learned in the focus groups will be used to help the market keep running longer and more effectively.

You can choose whether or not to participate in the focus group and stop at any time. Although notes will be taken, your responses will remain anonymous and no names will be mentioned in the report.

There are no right or wrong answers to the focus group questions. We want to hear many different viewpoints and would like to hear from everyone. We hope you can be honest even when your responses may not be in agreement with the rest of the group. In respect for each other, we ask that only one individual speak at a time in the group and that responses made by all participants be kept confidential.

i understand this information and agree	e to participate ti	ully under the	conditions
stated above:			

Signed:	Date:
3igi ied	Date

Appendix C.4 - Vendor's Focus Group Questions

ENGAGEMENT QUESTIONS

- 1) What is your favourite part of the Street Market?
- 2) How long have you been coming to the Street Market?

EXPLORATION QUESTIONS

- 3) How can the Street Market be improved?
- 4) What brought you to the Street Market?
- 5) How has the Street Market helped you?
- 6) What do you do during the week to prepare for the Street Market?

EXIT QUESTION

7) Is there anything else you would like to share about your experience as a vendor with the Street Market?

Appendix C.5 – Vendors' Focus Group Transcription

Focus Group Transcription
Downtown Eastside Street Market Vendors
November 21, 2014
11:30am to 2:30pm (including BBQ)

Location: 62 East Hastings (Street Market Headquarters)

n.b. bullets are used when multiple participants were speaking at the same time and it was unclear precisely who was speaking.

Engagement Questions

1) What is your favourite part of the Street Market?

- Being outdoors.
- Awnings and shelter are great.
- Meeting people from different backgrounds.
- Helps exercise the brain.

Participant 1: Helps put money together for food and other things.

Participant 9: I've made friends through the market.

Participant 11: As an artist, I have lots of exposure.

2) How long have you been coming to the Street Market?

Participant 1: I've been involved since the beginning but only vending for the past 7 months, when I got the support I needed to participate.

Participant 10: I've been involved since it started—around 3 or 4 years.

- 2 weeks.
- around a year.

Participant 9: 8-9 months—only through word of mouth. Intends to keep coming back.

Participant 1: I bring my daughter to vend with me, so when one of us has to go to work we have relief.

Participant 9: We look out for each other. We watch for dangerous situations and people who have been banned.

Participant 7: We have personal relationships with eachother which makes us feel safe.

Exploration Questions

3) How can the market be improved?

Participant 10: It's already gotten so much better.

Participant 1: Before we were using garbage bags and blankets. Now we have tents.

Participant 3: It could be cleaner. We want the language to be cleaned up. People need to use the bathrooms available rather than going in public, to attract more business.

Participant 7: The market could charge 50 cents per customer to generate money for the vendors and community. We also need better and cleaner table covers. The Bannock table is a great example of cleanliness.

Participant 1: We are taking our initiative to improve cleanliness. I'm teaching my granddaughter about cleanliness, merchandising, presentation, salesmanship. She is seeing repeat customers to her booth as a result of these measures.

Participant 3: We have returning customers thanks to the efforts we take. We could bring more soup or food to sell or offer—to help customers and community members at our booths.

4) What brought you to the Street Market?

Participant 8: My friend was the only woman participating and we wanted to show support and spend time with other women. We had a previous connection.

Participant 1: Having a previous relationship with a vendor made my first experience one that made me want to come back.

• The men and staff are gentle.

Participant 1: As an artist, the market presents a great opportunity.

Participant 6: The opportunity to make some money and get rid of some stuff.

Participant 1: There's low overhead which makes it possible for me to participate.

Participant 7: I've been making art my whole life—the Market allows me to share it.

5) How has the Street Market helped you?

Participant 11: I take commission from my leather and beadwork.

Participant 3: For us old people, it's hard to find regular work.

Participant 10: I don't make a lot, but it does help.

Participant 3: The staff ensures a safe environment. The vendors trust the coordinators.

Participant 1: Letting us "de-clutter" in a respectful manner while making a little extra money.

Participant 2: A great salesperson! (According to the other participants). My family and community are all at the market, encouraging me to sell.

Participant 1: (To participant 2) She's learning a marketable skill.

Participant 8: Cultural component! We're going to school to learn our traditional crafts. The market provides an outlet for making and sharing what we're learning.

- I bead, carve, I make dream catchers.
- We need more space for exercising these arts.
- A dedicated space would encourage us to share these skills...through oral traditions of sharing knowledge.

Participant 1: I'd love to see a dedicated cultural space.

6) What do you do during the week to prepare for the Street Market?

Participant 4: I prepare on weekends for the following weekend's market.

I prepare in the early mornings, even on market day.

Participant 1: I always check the weather to prepare accordingly.

- When we go home on Sunday, we assess how the weather/conditions have affected our goods. For example, super wet or dirty goods.
- We use a shopping car to move our goods.

Participant 3 and many others: Coffee helps!

Participant 10: I get up at 3am to start making bannock to be made by 8am.

Participant 11: I make sure my pieces (art) are ready.

Participant 1: We have to balance all the things we can bring with what we will realistically have the ability to sell.

Participant 7: It's important to calm down and meditate before starting the market.

Participant 5: Exercise and have a healthy lifestyle. Pace yourself (I run 10 minutes per day) and walk fast. Do things that are good for your body.

Exit Question

7) Is there anything else you would like to share about your experience as a vendor with the Street Market?

Participant 1: Society, the City and Vancouverites need to take the market seriously

- It's insulting when we're asking \$30 and customers offer 25 cents.
- We want the mayor to come down and have a look.
- Media exposure.
- Increased respect for vendors.