Participants spent an outstanding day of learning, networking and enjoying farm fresh local products prepared by fantastic chefs from the Mill Creek Country Club. Local and national farmers, researchers and experts shared innovative ideas, and attendees learned how new and upcoming farmers are shaping the future of the agricultural world and providing tomorrow's food.

Once again the conference included the “Focus on Forestry” conference. Speakers covered a wide variety of topics on forest health, economic opportunities for the forest industry and future plans for the forest and timber industry.

**Keynote Speakers**
Speakers included Derek Sandison, Director of the Washington State Department of Agriculture, Steve Butcher, CEO of Brown Paper Tickets, Congresswoman Suzan DelBene, and Dr. David Kohl, Professor Emeritus, Virginia Tech.

**Sessions**
Focus on Farming: Some of the top agriculture experts in the country presented great workshop classes in seven industry tracks (see program next page).

Focus on Forestry: Top forestry experts presented workshop classes in four industry tracks (see program next page).

**Trade Show**
In addition to excellent keynote speakers and educational workshops, attendees experienced a trade show that offered a look at the latest equipment models, samples, and demonstrations.
Welcome

Linda Neunzig, Agriculture Coordinator, Snohomish County

Welcome to Focus on Farming XIII and Focus on Forestry II. Each year the conference has a theme. As the committee works together to develop the conference, the theme naturally finds itself at the top of the page. This year’s theme, “Solutions for a Growing World,” may seem too large and distant for some Western Washington farmers, but it’s really closer than you think.

As farmers, so much of what we do is about relationships with others in our farming community. It’s about the neighbor helping you get hay in before it rains, and it’s about loaning a young farmer a prized tool to make their work a little easier. Or when the river starts to rise, it’s the chain of calls cascading down the line making sure everyone is OK. The solution to our growing world is working together. This year you will notice there are new partners around the table with us. These new faces are from the Snohomish County Sustainable Lands Strategy. The success of agriculture is important to more than just farmers; it’s vital to the success of all of our communities as well. Active farmland and working forests not only provide us with needed food security, but they also contribute to the viability of our river systems.

The best way to save farmland and forests is for them to be economically viable; today we offer you a wide array of classes to attend that we hope will spark new ideas and provide new opportunities. If you’ve never thought of exporting, please take a look at what items China will be interested in during the coming year. You may be surprised that you don’t need to be a mega farm to export! As the Food Safety Modernization Act looms closer, we want to make sure everyone is equipped for success with a track to ensure you have the tools you need to be ready. The Ten Golden Rules of Management will provide you with tips to keep your business running, and if you’re new to farming, check out the class on exploring the small farm dream.

We hope you have a wonderful day, make some new friends, and leave inspired to take the next step in your farm business in 2017!

---

Dave Somers, Snohomish County Executive

Welcome to Focus on Farming and Focus on Forestry 2016! Thank you for joining us. Agriculture is at the heart of our community. All of us have great memories of sitting down with family and friends to enjoy incredible meals made possible by our farmers. With the farm-to-table movement, there is now the possibility to eat the freshest and healthiest local food every day. Snohomish County is proud of our agriculture legacy and doing all we can to ensure that legacy is preserved for generations to come.

Focus on Farming and Focus on Forestry are an important part of our work to sustain farmers, ranchers, and timberland. By gathering some of the brightest minds and some of the hardest workers in one place, we hope to improve best practices, encourage innovation, foster sustainability, and spark new partnerships. The community of farmers feeds us every day, and it’s our responsibility to make sure they can continue to thrive. Enjoy the conference and please keep the fresh food and fond memories coming!

---

Linda Neunzig, Agriculture Coordinator, Snohomish County

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We hope you have a wonderful day, make some new friends, and leave inspired to take the next step in your farm business in 2017!
Focus On Farming Sessions

9:00 a.m.  Trade Show
9:45 a.m.  Farming Breakout Sessions
& 11:00 a.m. in the following tracks:
-- Business of Farming
-- Food Safety Modernization Act - Are You Ready?
-- Hot Topics
-- Livestock Production
-- New Production Opportunities
-- Sustainable Lands Strategy

12:15 p.m.  Trade Show
12:45 p.m.  Lunch
2:30 p.m.  Trade Show
3:00 p.m.  Farming Breakout Sessions
& 4:15 p.m. in the following tracks:
-- Business of Farming
-- Export Opportunities
-- Food Safety Modernization Act - Are You Ready?
-- Hot Topics
-- Livestock Production
-- New Production Opportunities

5:30 p.m.  Conference Concludes

Focus On Forestry Sessions

9:00 a.m.  Trade Show
9:45 a.m.  Session 1
-- While Waiting for your Trees to Grow
-- Introduction to Silviculture

11:00 a.m.  Session 2
-- Specialty Forest Products

12:15 p.m.  Trade Show
12:45 p.m.  Lunch
2:30 p.m.  Trade Show
3:00 p.m.  Session 3
-- Sustainable Systems and Landowners

4:15 p.m.  Session 4
-- Forestry Transfer of Development Rights

5:30 p.m.  Conference Concludes
Keynote Speakers

Steve Butcher, CEO of Brown Paper Tickets

Steve Butcher is the creator of the Not-Just-For-Profit business philosophy. In his own words, “Brown Paper Tickets is one of the only companies that acts the way I wish we all had the guts to act. Not ‘More is better,’ but ‘Enough is best.’” His ideology offers a disruptive model that drills to the core of what’s broken in American business and how to fix it. As the CEO of the internationally successful company Brown Paper Tickets, his simple yet seemingly progressive ideas push for the genuine respect of communities, employees, customers and vendors, and have been covered by Fortune, Forbes and the New York Times, among others.

Working with business owners, non-profits and start-ups in nearly every sector, his ideas are both traditional and radical, playing havoc with competitors who simply cannot think beyond the obvious misconceptions that plague the business culture. As he says, “Helping just one person either find their passion or set it on fire is enough to warm your soul for a lifetime. Making it your life’s work is downright nirvana.”

Derek Sandison, Director, Washington State Department of Agriculture

Derek I. Sandison was appointed director of the Washington State Department of Agriculture by Gov. Jay Inslee in June 2015.

Sandison, a lifelong Washington resident, has worked in both the public and private sectors for more than 40 years. Before his current appointment, Sandison served as director of the Office of Columbia River within the state Department of Ecology. There, he was responsible for projects to develop water supplies vital for the state’s agricultural community. Previously, he led Ecology’s Central Region, an area composed of seven counties stretching from Canada to Washington’s southern border.

Other career experience includes 14 years as senior vice president of a Northwest consulting firm and 12 years in local government.

As state agriculture director, Sandison supports and promotes Washington’s rich and diverse agricultural industry both nationally and internationally.

Sandison has a master’s of science in natural resource management and a bachelor’s degree in biological science, both from Central Washington University. He has received many awards throughout his career, including the U.S. Bureau of Reclamation’s John W. Keys III Award for building partnerships and strengthening relationships and the Washington Governor’s Leadership in Management Award.
FORTERRA

Forterra is making sure this place we live stays a place we love. We do that by securing and caring for KEYSTONE LANDS — places vital to our region’s long-run livability, sustainability and equity.

These include wildlands and working farms and forests, as well as places in the city for affordable housing, parks and the arts. We work simultaneously across all these landscapes because they are interconnected. And ultimately all people and lands must thrive together. For over 20 years Forterra has supported land protection efforts in Snohomish County and throughout the region.

FARMS AND FORESTS

From land purchases, to conservation easements, to transfer of development rights, Forterra is helping create fair, forward-looking answers for landowners who care about the future of Snohomish County. Recent successes: saving Riverbend Farm near Arlington and creating a new 33-acre park along the Whitehorse Trail near Darrington.

THE FORTERRA TEAM

Our team has a longstanding relationship with the farming and forestry communities. We understand the important issues and look forward to working with you. Please contact us for more info.

Nicholas Bratton  
Policy Director  
nbratton@forterra.org

Liz Johnston  
Conservation Director  
ljohnston@forterra.org
Congresswoman Suzan DelBene

Congresswoman Suzan DelBene represents Washington’s 1st Congressional District, which spans from northeast King County to the Canadian border, and includes parts of King, Snohomish, Skagit, and Whatcom counties – and more than 3,000 farms.

Congresswoman DelBene is a strong voice on the House Agriculture Committee for Washington’s farmers and growers. She was the only Member of Congress from Washington state on the bipartisan Farm Bill conference committee, which successfully negotiated a 5-year Farm Bill that was good for farmers and ranchers, preserved nutrition benefits for working families and children, and included $200 million for DelBene's legislation to expand job-training opportunities for SNAP recipients. Washington received $22 million for its job-training pilot. At the start of the 114th Congress, she was named Ranking Member of the Subcommittee on Biotechnology, Horticulture, and Research, where she fights for programs that support specialty and organic crops, cutting edge research, conservation of our forests, trade and job-creating investments that ensure we have a vibrant local agricultural industry in western Washington.

Dr. David Kohl, Professor Emeritus, Virginia Tec

David Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from Cornell University. For 25 years, Kohl was Professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Virginia.

He has conducted more than 6,000 workshops and seminars for agricultural groups such as bankers, Farm Credit, FSA, and regulators, as well as producer and agribusiness groups. He has published four books and over 1,500 articles on financial and business-related topics in journals, extension, and other popular publications. Kohl regularly writes for Corn and Soybean Digest, and other ag lending publications.

His workshop “Straight Talk, Straight Actions” says it all in the title of this high energy, no-holds-barred approach session. Straight talk on the global economic trends that will impact your business’ bottom line and decision making will be presented in a manner that links global economics to your business, family, and personal life.

Straight actions in business and financial decisions will be discussed as to what actions need to be taken to keep the business on course and also position it for new avenues of success. “Straight Talk, Straight Actions” will provide insight and answers to the most common questions asked by producers, owners, and managers. This energetic session will provide information and perspectives which will be invaluable not only to your business but also your personal life.
Offering free assistance to urban, rural, farm and forestry residents in Snohomish County and on Camano Island
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Organization/Role</th>
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<tbody>
<tr>
<td>Joe Bippert</td>
<td>Program Manager, International Marketing Program, WA Department of Agriculture</td>
<td>Washington State Department of Agriculture</td>
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<tr>
<td>Karen Bishop</td>
<td>District Manager, Whidbey Island Conservation District</td>
<td>Whidbey Island Conservation District</td>
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<td>Brian Bookey</td>
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<td>Cherry Lane Farm</td>
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<tr>
<td>Sam Bowhay</td>
<td>Institutional Market Coordinator, Oxbow Center for Sustainable Agriculture</td>
<td>Oxbow Center for Sustainable Agriculture</td>
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<td>Nick Bratton</td>
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<td>Forterra</td>
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<td>Dr. Brook Brouwer</td>
<td>County Director, WSU San Juan County Extension</td>
<td>WSU San Juan County Extension</td>
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<tr>
<td>Dr. Ian Burke</td>
<td>Associate Professor of Weed Science, WSU Dept. of Crop &amp; Soil Sciences</td>
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<td>Steve Butcher</td>
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<td>Emily Carlson</td>
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<td>Claudia Coles</td>
<td>Policy &amp; External Affairs Advisor, Washington State Department of Agriculture</td>
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<td>Cindy Dittbrenner</td>
<td>Snohomish Conservation District</td>
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<td>Tanya Dostal</td>
<td>USDA Farm Service Agency</td>
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<tr>
<td>Barb Fick</td>
<td>Northwest Regional Extension Associate, Produce Safety Alliance</td>
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<td>Jim Freed</td>
<td>Emeritus Natural Resources Professor, Washington State University</td>
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<td>Fred Hendrickson</td>
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<td>USDA Farm Service Agency</td>
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<tr>
<td>Caroline Kinman</td>
<td>Marketing Manager, Scratch and Peck Feeds</td>
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<td>Tristan Klesick</td>
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<td>Klesick Farms</td>
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<td>Dr. Dave Kohl</td>
<td>Director of the Kohl Centre, Virginia Tech Professor Emeritus</td>
<td>Virginia Tech</td>
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<td>Chad Kruger</td>
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<td>WSU</td>
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<td>Steve Lyon</td>
<td>Senior Scientific Assistant, The Bread Lab</td>
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<td>Craig Madsen</td>
<td>Shepherd – Healing Hooves, LLC</td>
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<td>Laurie McKenzie</td>
<td>NW Research and Education Associate, Organic Seed Alliance</td>
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<td>Josh Meek</td>
<td>Technical Assistance Forester, Washington State Dept. of Natural Resources</td>
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<td>Dr. Carol Miles</td>
<td>Vegetable Extension Specialist, WSU Mt. Vernon NWREC</td>
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<tr>
<td>Audra Mulkern</td>
<td>Writer, Photographer, Farm-to-Table Documentarian</td>
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<tr>
<td>Linda Neunzig</td>
<td>Snohomish County Agricultural Coordinator</td>
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<td>Boyd Norton</td>
<td>Northwest Washington Landowner Assistance Forester, Washington State Dept. Of Natural Resources</td>
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<td>Jake O'Banion</td>
<td>Country Financial</td>
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<td>Dave Pehling</td>
<td>WSU Snohomish County Extension Zoologist</td>
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<td>Brandy Reed</td>
<td>Interagency Director Conservation Projects and Education Programs, King Conservation District</td>
<td>King Conservation District</td>
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<td>Steve Skorney</td>
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<td>Snohomish County</td>
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<td>Dave Somers</td>
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<tr>
<td>Will Stelle</td>
<td>Senior Advisor to the NOAA Administrator</td>
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<tr>
<td>Rachel Suits</td>
<td>Oregon State University Extension Service Small Farms Program</td>
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<td>Rebecca Suryan</td>
<td>Owner/operator Alpacas from MaRs</td>
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<td>Karen Ullmann</td>
<td>Food Safety Specialist, Washington State Department of Agriculture</td>
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<tr>
<td>Duane Weston</td>
<td>Retired Chief Forester for Pacific Denkmann Company’s Pilchuck Tree Farm</td>
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</table>
Sessions Locations

Location A
Registration, Breakfast, Keynote Speakers, Lunch, Trade Show

Farming Tracks
A - Food Safety Modernization Act
B - Livestock Production
C - Business of Farming
D - Hot Topics
E - Sustainable Lands Strategy (SLS) Export Opportunities
F - New Production Opportunities

Forestry Sessions
9:45 - While Waiting for Your Tress to Grow - Into Silviculture
11:00 - Specialty Forest Products
3:00 - Sustainable Systems and Landowners
4:15 - Forestry Transfer of Development Rights

A project of the Snohomish County Economic Development Division
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<tr>
<th>TRACK A</th>
<th>TRACK B</th>
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<tr>
<td><strong>Session 1</strong>&lt;br&gt; 11:00 a.m.</td>
<td><strong>Session 2</strong>&lt;br&gt; 11:00 a.m.</td>
<td><strong>Session 3</strong>&lt;br&gt; 3:00 p.m.</td>
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<td><strong>FDA Produce Safety Rule: Overview and General Education</strong>&lt;br&gt; Presenter: Barb Fick, Northwest Regional Extension Associate, Produce Safety Alliance; Hosted by Karen Ullmann, Food Safety Specialist, Washington State Department of Agriculture&lt;br&gt; Description: The finalization of the FDA Produce Rule under the Food Safety Modernization Act (FSMA) in 2015 marks the first federal food safety law that sets specific standards for fruit and vegetable growers. The Produce Safety Rule (PSA), a primary FDA partner in outreach and education, is previewing a portion of their grower training course at this year’s Focus on Farming conference. This initial session will provide a general overview of the basic requirements of the standards for growing, harvesting, packing and holding of produce.</td>
<td><strong>FDA Produce Safety Rule: Water Requirements and Testing</strong>&lt;br&gt; Presenter: Barb Fick, Northwest Regional Extension Associate, Produce Safety Alliance; Hosted by Karen Ullmann, Food Safety Specialist, Washington State Department of Agriculture&lt;br&gt; Description: Produce Safety Alliance (PSA) presents a second course on water quality requirements for fruit and vegetable growers under the new FDA Produce Rule. Regional educator will outline water quality standards and testing requirements based on the water sources and their application in harvest and postharvest activities. This session will equip you to identify risks impacting your water sources and take corrective action as necessary. Learn about records required to document your agricultural water quality and set your farm up for future compliance.</td>
<td><strong>FDA Preventive Controls Rule: New Federal Standards for Food Processors</strong>&lt;br&gt; Presenter: Claudia Coles, Policy &amp; External Affairs Advisor, Washington State Department of Agriculture&lt;br&gt; Description: Interested in diversifying your business with value-added products? Want to start doing your own processing or sell your produce products to a processor? Understanding the applicable food safety rules will be an important part of your success. Whether you are just exploring your options or an experienced value-added processor, come learn how new FDA Preventive Controls Rule under FSMA will affect businesses large and small. Receive an overview of requirements, compliance deadlines, and how it relates to the WSDA Food Processors License. Get feedback on your options and plan for what requirements may affect your farm based on business size, scale, market and type of product.</td>
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<td><strong>Session 4</strong>&lt;br&gt; 4:15 p.m.</td>
<td><strong>Meeting the Demand for Local Produce</strong>&lt;br&gt; Presenter: Dave Pehling, WSU Snohomish County Extension zoologist&lt;br&gt; Description: Raising your own bees, caring for your own hives and learning about income opportunities. Basic beekeeping skills, include bee biology, equipment, seasonal management requirements, identification and management of pests, as well as honey removal and processing.</td>
<td><strong>Ten Golden Rules of Management</strong>&lt;br&gt; Presenter: Dr. Dave Kohl, Director of the Kohl Centre&lt;br&gt; Description: In this session, Dr. Kohl will cover the basics of operating your business effectively. He will cover the golden rules of managing your operation. Come find out the business success formula plus many more formulas and guidelines. Producers will take home many tips on managing their operations. If your business is having difficulty, then do not miss Dr. Kohl’s turnaround strategies.</td>
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<td><strong>Using Goats for Vegetation Management</strong>&lt;br&gt; Presenter: Craig Madsen, Shepherd – Healing Hooves, LLC&lt;br&gt; Description: Using goats for hill in urban and rural areas, contracting on public and private lands, and providing an option besides herbicides has been a very effective business opportunity. Come learn from a seasoned range management professional specializing in holistic practices and build your own business in goats!</td>
<td><strong>Exploring the Future of Your Farm</strong>&lt;br&gt; Presenter: Josh Giuntoli, Program Coordinator – Office of Farmland Preservation/Washington State Conservation Commission and Karen Bishop, District Manager, Whidbey Island Conservation District&lt;br&gt; Description: Learn some valuable information for new, existing, and transition minded farmers, ranchers and landowners. Information will focus on strategies for keeping land available for agriculture through transition and succession planning.</td>
<td><strong>Ten Golden Rules of Management</strong>&lt;br&gt; Presenter: Dr. Dave Kohl, Director of the Kohl Centre&lt;br&gt; Description: In this session, Dr. Kohl will cover the basics of operating your business effectively. He will cover the golden rules of managing your operation. Come find out the business success formula plus many more formulas and guidelines. Producers will take home many tips on managing their operations. If your business is having difficulty, then do not miss Dr. Kohl’s turn-around strategies.</td>
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<td><strong>Good Agricultural Practices (GAPs) vs. FSMA: Farmer and Educator Tips</strong>&lt;br&gt; Presenter: Sam Bowhay, Institutional Market Coordinator, Oxbow Center for Sustainable Agriculture; Karen Ullmann, Food Safety Specialist, Washington State Department of Agriculture&lt;br&gt; Description: Despite evolving buyer demands and regulations, Good Agricultural Practices (GAP) certification continues to be a widely recognized standard that prepares farmers for FSMA requirements. Local farmer and educator will share his experience helping farms in the Snoqualmie Valley prepare for a GAP audit and FDA Produce Safety Rule. Hear about documentation, implementation and on-site evaluations, while WSDA educator compares voluntary and mandatory requirements. Learn practical tips and what is most important to achieving both certification and compliance.</td>
<td><strong>Alpacas Beginning to End</strong>&lt;br&gt; Presenter: Rebecca Suryan, Owner/operator Alpacas from Malis&lt;br&gt; Description: The use of the alpaca in a full live-stock model will be discussed in detail. Topics included: breeding stock, fiber or non-breeders alpacas, fleece, products made with alpaca fleece, and the terminal market.</td>
<td><strong>Exploring the Small Farm Dream</strong>&lt;br&gt; Presenter: Rachel Suits, Oregon State University Extension Service Small Farms Program&lt;br&gt; Description: Introduces prospective farmers to some of the many considerations when starting a small farm business. Instructors will cover how to assess soil quality and understand water rights; conduct initial market research; and consider how lifestyle and financial goals play into enterprise selection. Investigating these topics may produce more questions than answers, but are extremely important to anyone new to farming.</td>
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<tr>
<td><strong>Hot Topics</strong></td>
<td><strong>Sustainable Lands Strategy ( ) Exporting Opportunities (Listed Below)</strong></td>
<td><strong>New Production Opportunities</strong></td>
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<tr>
<td><strong>You are What Your Animals Eat!</strong></td>
<td><strong>Working together to save our salmon and our farms</strong></td>
<td><strong>Growing Watermelons Successfully in Western Washington – It Can Be Done!</strong></td>
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<tr>
<td>Presenter: Caroline Kinsman, Marketing Manager, Scratch and Peck Feeds</td>
<td>Presenter: Tristan Klesick, Klesick Farms and Will Stelle, NOAA</td>
<td>Presenter: Dr. Carol Miles, Vegetable Extension Specialist, WSU Mt. Vernon NWREC</td>
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<td>Description: Today’s farming practices rely heavily on overly processed, pelleted feeds. Feeding animals whole grains can make sense for optimizing animal health. Whole grain feeds can be fermented – unlocking a host of benefits, such as increased protein levels, odor management, money savings from minimizing feed waste, and overall optimized nutrition for your animals. High quality whole grains can also be sprouted to increase protein, micronutrients, and fresh greens during winter months – because animals need them too! Come to this session to learn how to ferment whole grain feeds, sprout whole grains, and source the best ingredients from regional farmers.</td>
<td>Description: The Sustainable Lands Strategy is a table where representatives from the agricultural and salmon recovery communities come together to work toward protection of both farms and fish in the floodplains of the Stillaguamish and Snohomish Rivers. Klesick will share current initiatives the group is working on as well as progress made. Stelle will host a question and answer session on NOAA’s salmon recovery and management efforts in the Puget Sound region. Salmon recovery in our region requires good progress on all of what we call the 4 Hs – habitat, harvest, hatcheries and hydropower. To be successful, the habitat piece of salmon recovery will benefit hugely from the support of our local agricultural community.</td>
<td>Description: Watermelon is now a popular year-round fruit, and a key to successfully growing watermelon in western Washington is planting a variety that matures in fewer than 78 days. Learn about other growing tips for watermelon in our region, and also learn about the diversity in flesh color – watermelon varieties come in yellow and orange not just red! Weeds are a never ending problem in vegetable production. The promise of truly biodegradable mulches that can eliminate the landfill disposal problem of traditional plastic mulch makes them most attractive. Learn what the ongoing research at WSU Mount Vernon NWREC is discovering about upcoming and currently available products.</td>
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<tr>
<td><strong>Hedgerows: Saving Salmon and Farms</strong></td>
<td><strong>Resilience Planning – Tools for managing risk in a changing climate</strong></td>
<td><strong>All Things Seed</strong></td>
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<tr>
<td>Presenter: Emily Carlson, Education and Restoration Manager, Shadow Lake Nature Preserve, King Conservation District</td>
<td>Presenter: Chad Kruger, WSU and Cindy Dittbrenner, Snohomish Conservation District</td>
<td>Presenter: Laurie McKenzie, NW Research and Education Associate, Organic Seed Alliance</td>
</tr>
<tr>
<td>Description: The English countryside has been ‘hedged’ for thousands of years, providing farmers, wildlife, and the environment with stable, sustainable links to each other. Hedgerows can prevent soil erosion, capture pollutants running off fields, store carbon to help combat climate change, and provide homes for predators of many pest species. They also provide vital links across the countryside for wildlife, helping them to move about freely and keeping populations healthy. Learn how you can install and manage the beneficial effects of a hedgerow on your farm during this session with the Hedgerow experts from King Conservation District.</td>
<td>Description: Climate projections predict changes in flooding, precipitation, and summer temperatures in the Puget Sound region. The Snohomish Conservation District is working with partners to help provide farmers with information, tools, and funding to be resilient to these changes. Dittbrenner will outline proposed work on an Agriculture Resilience Plan for the county. Kruger will present work WSU is conducting that will help contribute to this effort and provide farmers with decision support tools for use in crop management. Decision support tools can help producers make better informed short-term decisions about their operations, such as what to plant, when to plant and how to manage crops under variable weather conditions. Based on existing data, tools, and methods that are useful for agricultural producer decision making, a prototype climate learning tool has been assembled for the Pacific Northwest.</td>
<td>Description: The goal of this session is twofold: to inspire and to provide the basic information necessary to start saving seeds in 2017. Most farmers in the US buy all, or nearly all, of the seed they need to produce the fruits and vegetables they grow. Seed production, saving, and stewardship has by and large become the role and responsibility of seed companies rather than farmers and gardeners. Seeds contain all the genetic potential of our food to be resilient in the face of climate change and chaos, resist pests and diseases, and respond to production challenges; they are truly the foundation of our food. Saving seed is an empowering and engaging experience that both immediately and gradually over time changes the way we interact with and see potential on our farms and in our gardens.</td>
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<td><strong>Got Resistance? Managing for Herbicide Resistance in Western Washington</strong></td>
<td><strong>Exporting Opportunities</strong></td>
<td><strong>Wheat, Barley, and Oats: Variety Selection and Production in Western Washington</strong></td>
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<td>Presenter: Dr. Ian Burke, Associate Professor of Weed Science, WSU Department of Crop and Soil Sciences</td>
<td><strong>From Washington State to China</strong></td>
<td>Presenter: Dr. Brook Brouwer, County Director, WSU San Juan County Extension</td>
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<td>Description: The time it takes to realize an herbicide application has failed can be the difference between profit and loss. Unfortunately, it’s also the gift that keeps on giving! Seed produced from resistant plants can infest a farm for years or decades to come. During this session, you’ll learn how to get off the ‘herbicide treadmill’, apply products correctly and effectively, and be able to recognize the difference between resistance and misapplication.</td>
<td>Presenter: Joe Bippert, Program Manager, International Marketing Program, Washington State Department of Agriculture</td>
<td>Description: Using grains in field rotations isn’t just a common sense strategy for breaking up pest and disease cycles, it can also make good economic sense…if you can get a decent crop off the fields. The challenge for Western Washington farmers lies in variety selection and production techniques. Learn what works and what doesn’t as well as the varieties best suited for the ‘wetside’ of the mountains.</td>
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<td><strong>Social Media Success: Telling your #FarmStory</strong></td>
<td><strong>Grow Your Business to Asia</strong></td>
<td><strong>From Heirlooms to Production: Growing Dry Beans in Western Washington</strong></td>
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<td>Presenter: Audra Mulkern, writer, photographer, farm-to-table documentarian</td>
<td>Presenter: Brian Bookey, Cherry Lane Farm</td>
<td>Presenter: Dr. Brook Brouwer, County Director, WSU San Juan County Extension</td>
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<tr>
<td>Description: Did you know that most Americans are removed from agriculture by at least three generations? That has resulted in a huge gap in knowledge about agriculture, but have heart! There is a renewed interest; people are becoming engaged with food and food producers in new ways through social media. Farmers and food producers now have an opportunity to tell their farm story to a large audience. But where do you start? Over the past few years, Audra has learned a great deal about connecting eaters with food. You’ll learn about storytelling methods and discuss social media platforms along with tips for creating compelling content and connecting with your customer audience.</td>
<td>Description: What assistance is available from the Federal Government to help expand your sales to foreign markets? Learn about the regulations and opportunities of exporting agricultural products. Also, hear from a local company who has already successfully worked in Asia and beyond. Learn as they share their experiences and know-how.</td>
<td>Description: Using legumes in rotation can provide farmers with a valuable source of nitrogen and help improve soil health. However, with the loss of our canneries, Western Washington Farmers have had few options to continue this practice without suffering economic hardship. Learn how you can put legumes back in your rotation and provide your farm with another income stream at the same time.</td>
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### While Waiting for your Trees to Grow - Introduction to Silviculture

**Presenter:** Duane Weston, retired chief forester for Pacific Denkmann Company’s Pilchuck Tree Farm

This presentation will help landowners managing lands with designated Forest Land tax status. The workshop presents management practices to satisfy the local tax assessor in order to meet the responsibility of maintaining their Forest Land status. Healthy forests provide timber, clean air, drinking water, home for wildlife, places for recreation, food, beautiful vistas and thousands of products. When not managed, forests can become unhealthy and unproductive, causing risk to homes, investments and communities. This often occurs due to overcrowding, disease, machine damage and insects further exacerbated by poor to little management. An introduction to best management practices to improve the health and productivity of your forest using a number of techniques. At the end, there will be open discussion amongst participants on forest management (Bring questions related to your current or planned land parcel).

### Specialty Forest Products

**Presenter:** Jim Freed, Emeritus Natural Resources Professor, Washington State University

Specialty forestry products (also called nontraditional forestry products) are opportunities to realize a return on forested lands and forested riparian buffers while waiting for trees to grow or on lands providing ecological services not for timber harvest. Learn opportunities from management techniques for forest products to finding markets and sellers. An Introduction to five major areas of Specialty Forest Products: Florals and greenery, Native Plants, Medicinals, Mushrooms and Wild Edibles. The goal of the talk is to provide forest landowners with new opportunities to help their lands become economically viable. Participants will be provided with connections and resources to further designing a diversified economic management strategy for their forests.

### Sustainable Systems and Landowners


Small forest landowners receive advice in developing a plan for forest health, understanding their objectives in forest management decisions, and wading through regulations. A common barrier to development of a successful management plan is understanding Washington State’s complex rules affecting timber management. This discussion helps landowners through the Forest Practice Rules and Forest Practice Application to develop a sustainable plan for their forest.

### Forestry Transfer of Development Rights

**Presenter:** Steve Skorney, Snohomish County and Nick Bratton, Forterra

Interested in real estate options for your land that give you a financial return while you retain ownership and timber rights? Want to protect your property for future generations and continued forestry? Consider transfer of development rights (TDR), a real estate tool available to land owners in Snohomish, King, and Pierce counties. TDR is a voluntary, market-based program that incentivizes growth in areas where it’s desired while conserving working forests. An estimated 46% of Snohomish County’s private forests are at risk of conversion to development (WHAT IS THE SOURCE OF THIS STAT?). TDR offers an alternative real estate option for farmland and forestland owners by providing a means for realizing the development value of their lands without onsite development. In this workshop landowners will learn the basics of TDR, the mechanics of the program, and its benefits. Participants will hear examples of program success in Snohomish County and around the region from organizations that specialize in helping landowners purchase and conserve land through TDR.
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Risk Management Agency
Grow Your Roots in Snohomish County!

Snohomish County is home to over 1,400 farms. This important segment of our region’s economy contributes some $140 million to our local prosperity, not to mention all of the delicious meals our farms and ranches make possible. The Agriculture Initiative was established to ensure that our farmers and ranchers would have support within Snohomish County. If you are a new farmer, thinking of expanding your farm, or want to invest in the agriculture industry, you’ll find no better place than Snohomish County to put down your roots.

Contact our Agriculture Coordinator, Linda Neunzig, for any information you need to start, expand, or preserve your dream farm.
Washington Department of Fish and Wildlife

Working together to ensure a resilient future for farms, fish, and communities statewide

www.wdfw.wa.gov

Image courtesy Marlin Greene, One Earth Images
Experience the new Mill Creek Country Club. No longer just an 18-hole golf club, Mill Creek now caters to the entire family with lively dining and social events.

SCHEDULE A TOUR TODAY!

Contact Scott Anderson at 425-743-1444 for more information or email info@millcreek.cc
**Local Food & Chefs**

**Morning**

SOUP
Jamaican Carrot bisque

SALAD
Mixed greens with tomato, dried blueberries, feta cheese and roasted pepper vinaigrette

ENTREE
Pork Polpettone
(Stuffed with Spinach and roasted squash)

Salsa alla Crema Di Granturco
(Roasted sweet corn sauce)

Roasted Rally potatoes

Seattle seasoned Roasted Beets

DESSERT
Mini Sugar pie pumpkin cheesecake

Hot Buttered Biscuits smothered with your choice of:
- strawberry freezer jam (Shidu Farms)
- our signature spiced tomato jam
- local urban honey (Honey Hole)

For more information, visit www.focusonfarming.org

**A Local Lunch**

**CULINARY TEAM**

Chef John W. Clark
Chef Antony Eads (& daughter)
Asst Chef Brittany Eads
Chef Clive Gomez
Chef Justin Bentley Reed
Chef Vino Trevino
Chef Kyle Jensen
Chef Mike Richer
Manger Fil Romero
Conference Chair:
- Linda Neunzig
  Snohomish County Agriculture Coordinator

Conference Coordinators:
- Bobbi Lindemulder
  Snohomish Conservation District
- Jo Lynne Seufer
  USDA Risk Management Agency
- Patrick Nelson
  Brown Paper Tickets
- Hal Gausman
  Snohomish County Parks
- Karen Ullmann
  Washington State Dept. of Agriculture
- Kate Ryan
  WSU Extension, Snohomish County
- Oak Rankin
  Glacier Peak Institute, WSU-Extension
- Samantha Paxton
  Trade Development Alliance of Greater Seattle
- Duane Weston
  Forestry
- Adam Akerblom
  Trade Development Alliance of Greater Seattle
- Andrew Cook
  Snohomish County Agriculture Intern

Advanced Hardwood Biofuels Northwest
Brown Paper Ticket
Cedar Grove Compost
Evergreen State Fair Grounds
Foreterra
Grow Northwest
Northwest Farm Credit - Burlington
National Agricultural Statistics Services (NASS)
Northwest Agricultural Business Center (NABC)
PCC Farmland Trust
Pike Place Market
Scratch and Peck Feed
Snohomish County Parks
Steuber Distributing
The Washington State Grange
USDA Farm Service Agency
USDA-NASS
Willsie Equipment
Washington Tractor
Washington Department of Fish and Wildlife
Washington State Department of Agriculture (WSDA)
Washington State University Snohomish County Extension
WaterTec

Northwest Farm Credit
265 E George Hopper Rd - Burlington, WA 98233
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