



## **14<sup>th</sup> Annual Focus on Farming Conference Ideas to Grow With**

*November 1, 2017*

*Evergreen State Fairgrounds, Monroe, WA*

Participants spent an outstanding day of learning, networking and enjoying farm fresh local products prepared by fantastic local chefs. 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. Some of the top experts in the country presented 24 great workshop classes in six industry tracks. The conference once again included Focus on Forestry workshops.

### **Keynote Speakers**

Keynote speakers included John Ikerd, speaking on "The Status and Future of Local Foods," and Ben Hartman, speaking on "Using the Lean System to Earn a Comfortable Living on a Farm."

### **Sessions**

Focus on Farming: Some of the top agriculture experts in the country presented great workshop classes in six 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**

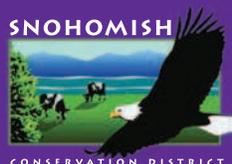
In addition to excellent keynote speakers and educational workshops, attendees experienced a trade show that offered a look at the latest equipment models, samples, and demonstrations.

# Focus On Farming & Focus On Forestry

November 1, 2017

# IDEAS TO

# GROW WITH



# Welcome



## **Dave Somers, Snohomish County Executive**

Welcome to Focus on Farming and Focus on Forestry 2017! On behalf of Snohomish County and our 1,400 farms, we thank you for taking the time to join us. Agriculture is an important part of our history, with generations of farmers, ranchers and foresters working hard to feed, house, and cloth us. Today, agriculture represents one of our most important economic engines and an important strength for maintaining our long-term resilience.

For this year's Focus on Farming and Focus on Forestry, there are multiple sessions to help farmers run their business more efficiently. If you run a large operation or just a small family farm, there is something for you. We hope you walk away from this year's conference with a few new ideas to help your operations thrive. Snohomish County will continue to do all it can to help our farmers, ranchers, and foresters. We look forward to another successful year of growing, raising, and thriving.



## **Linda Neunzig, Agriculture Coordinator, Snohomish County**

Welcome to Focus on Farming XIV and Focus on Forestry III. I appreciate you taking the time to attend.

We've gathered together for 14 years not only to bring new ideas to farmers but also to push for greater opportunities in agriculture production and forestry. The committee that works all year to organize Focus on Farming and Forestry has chosen "Ideas to Grow With" as our theme for 2017. There are a number of valuable presentations this year. One is about implementing Lean techniques to save you time and money even if you have to adopt change slowly. In another much-anticipated presentation, Dr. John Ikerd will help us understand the local food movement, its future, and how to best prepare for coming opportunities. The Forestry workshops this year focus on how to grow timber for local mills and how small woodland owners have worked together to form a marketing cooperative.

We have always viewed Focus on Farming as a regional event, since it takes everyone from across the region to ensure we can sustain our agricultural assets. Our sponsors and attendees are from across the state of Washington and the Pacific Northwest. As farmers we don't see county or state lines; we see fellow farmers and the need for our farm products to travel from rural to urban areas. Snohomish County farmers have identified the need for improved processing, distribution, aggregation, as well as a commercial kitchen for producing value added products and a year-round indoor farmers market. As the Food Safety Modernization Act is implemented, processing will become much more important. As traffic congestion gets worse, distribution efficiencies and aggregation will save time and money. As we work to implement the needed infrastructure your input is vital whether you live in Snohomish County or not, please stop by the Community Attributes booth at the tradeshow and let us know what you may need.

Today, I hope you enjoy seeing old friends and meeting new ones as well as taking home some great information that will help your business thrive well into the next generation.

# Agenda

- 7:00 a.m.** Registration/Check-in/Breakfast from the Biscuit Box
- 8:00 a.m.** Conference Begins  
**MC Linda Neunzig**, Agriculture Coordinator, Snohomish County Executive's Office and Conference Chair
- Opening Remarks**  
**Dave Somers**, Snohomish County Executive
- Welcome**  
**Derek Sandison**, Director, Washington State Department of Agriculture
- Award Presentation**  
Republic Services' Snohomish County Community Stewardship Award
- 8:30 a.m.** **Keynote Speaker**  
**Ben Hartman, Farmer and Author** "Using the Lean System to Earn a Comfortable Living on a Farm"
- 9:15 a.m.** Trade Show
- 9:45 a.m. & 11:00 a.m.** Farming Breakout Sessions in the following tracks:  
- Lean Farming  
- New Production Opportunities  
- Business of Farming  
- Soils  
- Aquaponics  
- Food Safety
- Forestry Sessions**  
- Cooperative Forest Products Marketing -Small Woodland Owners Working Together  
- Marketing Timber From Your Forest
- 12:15 p.m.** Trade Show
- 12:45 p.m.** Lunch
- Presentation**  
**Chris Mertz, Director of Northwest Field Office, USDA National Agriculture Statistic Services** "2017 Census of Agriculture. Be Counted"
- Keynote Speaker**  
**John Ikerd, Professor Emeritus of Agricultural & Applied Economics, University of Missouri Columbia, College of Agriculture, Food and Natural Resources** "The Status and Future of Local Foods"
- 2:30 p.m.** Trade Show
- 3:00 p.m. & 4:15 p.m.** Farming Breakout Sessions in the following tracks:  
- Lean Farming  
- New Production Opportunities  
- Business of Farming  
- Soils  
- Aquaponics  
- Food Safety
- Forestry Sessions**  
- Ecology and Management of Common and Emerging Forest Diseases in Western Washington  
- Silviculture 101: An Intro to Managing Your Forest
- 5:30 p.m.** Conference Concludes

## Focus On Farming Sessions

- 9:15 a.m.** Trade Show
- 9:45 a.m. & 11:00 a.m.** Farming Breakout Sessions in the following tracks:  
- Lean Farming  
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- Food Safety
- 5:30 p.m.** Conference Concludes

## Focus On Forestry Sessions

- 9:15 a.m.** Trade Show
- 9:45 a.m.** Session 1  
- Cooperative Forest Products Marketing - Small Woodland Owners Working Together
- 11:00 a.m.** Session 2  
- Marketing Timber From Your Forest
- 12:15 p.m.** Trade Show
- 12:45 p.m.** Lunch
- 2:30 p.m.** Trade Show
- 3:00 p.m.** Session 3  
Ecology and Management of Common and Emerging Forest Diseases in Western Washington
- 4:15 p.m.** Session 4  
Silviculture 101: An Intro to Managing Your Forest
- 5:30 p.m.** Conference Concludes

# Keynote Speakers



## **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. He currently serves as chair of the National Association of State Departments of Agriculture's Marketing and International Trade Committee.

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 State Water Resources Association's Water Resources Leadership Award.



## **Ben Hartman, Farmer and Author**

Ben is the author of *The Lean Farm*, winner of the Shingo Institute's prestigious Research and Professional Publication Award. He and his wife Rachel Hershberger own and operate Clay Bottom Farm in Goshen, Indiana, where they make their living on less than one acre growing and selling specialty produce to restaurants, at a farmers market, and through their CSA. The farm has twice won Edible Michiana's Reader's Choice Award. Hartman was appointed to the 2017 Grist 50, a list of emerging green leaders in the United States.

### **Using the Lean System to Earn a Comfortable Living on a Farm**

Lean principles were originally developed by the Japanese automotive industry, but they work equally well on farms. This keynote will explain core lean concepts and how any farm can use them to work smarter, not harder, and increase profits with less work. The author will show how he and his wife use lean concepts like kaizen to earn a comfortable living growing specialty produce on less than an acre of land.

# 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](mailto:nbratton@forterra.org)

# Keynote Speakers



## **John Ikerd, Professor Emeritus of Agricultural & Applied Economics, University of Missouri Columbia, “College of Agriculture, Food and Natural Resources”**

John was raised on a small dairy farm in southwest Missouri and received his BS, MS, and Ph.D. degrees in agricultural economics from the University of Missouri. He worked in private industry for a time and spent 30 years in various professorial positions at North Carolina State University, Oklahoma State University, University of Georgia, and the University of Missouri before retiring in early 2000.

Since retiring, he spends most of his time writing and speaking on issues related to sustainability with an emphasis on economics and agriculture. He currently resides in Fairfield, IA with his wife, Ellen, two dogs, and two cats.

Ikerd is author of *Essentials of Economic Sustainability*, *Sustainable Capitalism*, *A Return to Common Sense*, *Small Farms are Real Farms*, *Crisis and Opportunity: Sustainability in American Agriculture*, and *A Revolution of the Middle*.

### **The Status and Future of Local Foods**

Local foods have been the most dynamic, if not the fastest growing, sector of the American food system for more than a decade. However, recent USDA reports indicate a slowing in the rate of growth in farmers markets, CSAs, and other direct sales by farmers. Some advocates claim the USDA reports fail to capture the increasing importance of food hubs in the local food movement. Others fear the local food movement may be saturating its small niche market. The future of local foods is rooted in its past. Why were local, community-based food system replaced by today’s global corporate-based food system. Why are American consumers searching for something different for the future? The future of local foods depends on the answers to these questions.



**2017 CENSUS OF AGRICULTURE**  
YOUR VOICE. YOUR FUTURE. YOUR OPPORTUNITY.



**COMING THIS DECEMBER**  
[www.agcensus.usda.gov](http://www.agcensus.usda.gov)



# AGRICULTURE RESILIENCE PLAN



Snohomish Conservation District is working with our agricultural community to develop an ***Agriculture Resilience Plan*** for Snohomish County that will be a road map for adapting to changes in weather, flooding, groundwater, and population pressure.

The goals of the plan are to:

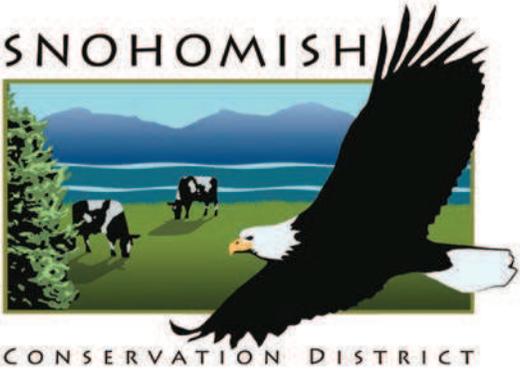
- >> Provide information and project funding for farmers to manage for future risk on their farms
- >> Develop landscape-scale projects to improve agricultural resilience
- >> Protect agricultural lands from subdivision or development

## Snohomish Conservation District's Farm Planning Programs in Snohomish County and on Camano Island

- Assistance with mud, manure, and pasture management
- Soil testing
- Manure and lime spreader rentals
- Funding for projects
- Equipment loan program
- Dairy planning
- Sound Horsekeeping sign program

[www.snohomishcd.org/sound-farms](http://www.snohomishcd.org/sound-farms)

To find out more, contact:  
**Cindy Dittbrenner**  
 Natural Resources Program Manager  
 425-377-7005  
[cindy@snohomishcd.org](mailto:cindy@snohomishcd.org)  
[www.snohomishcd.org/ag-resilience](http://www.snohomishcd.org/ag-resilience)



# Speakers

## Neil Anderson

Dept. of Horticultural Science,  
University of Minnesota

## Sam Bowhay

Ralph's Greenhouse

## Doug Collins

Extension Faculty and Soil Scientist,  
WSU Food Systems Program

## Andrew ('Drew) Corbin

Impact Bioenergy

## Matt Distler

Staff Ecologist, Oxbow Farm

## Petrina Fisher

Skylight Farms, Snohomish, WA

## Laile Fletcher

Crooked Shed Farm, Fall City, WA

## Przemyslaw (PK) Gaczol

Planner, Snohomish County Planning &  
Development Service

## Girish Ganjyal

Extension Food Processing Specialist,  
Washington State University

## Ben Hartman

Farmer and Owner of Clay Bottom Farm

## Troy Holbrook

Principal Planner, Snohomish County  
Planning & Development Service

**Dan Hulse** Owner of Terra Organics  
and Tahoma Farm

**John Ikerd** University of Missouri,  
Columbia

## Srirup Kumar

Impact Bioenergy

## Keren LaCourse

Regional Manager,  
WSDA Food Safety Program

## Chris LaPointe

Snoqualmie Stewardship Program  
Manager, Stewardship Partners

## Bobbi Lindemulder

District Operations Program Manager,  
Snohomish Conservation District

## Brian Mansour

Greenhouse Manager, Cabbage Hill Farm

## Adam McCurdy

Farm Manager, Oxbow Farm

## Matthew McDermott

Food Production Manager,  
Cloud Mountain Farm Center

## Christopher Mertz

Director of the Northwest Regional Office  
for the National Agricultural Statistics  
Service

## Terrance Meyer

Director of the Northwest Regional  
Office for the National Agricultural  
Statistics Service

## Erin Monroe

CEO, Workforce Snohomish

## Linda Neunzig

Agriculture Coordinator,  
Snohomish County Executive's Office  
and Conference Chair

## Boyd Norton

Agriculture Coordinator,  
Snohomish County

## Ameé Quiriconi

Activity Girl, LLC & Woodland  
Meadow Farms

## Amy Ramsey

Forest Pathologist, Washington State  
Department of Natural Resources

## David Rappuhn

Sky Valley Family Farm, Startup, WA

## Laura Raymond

Regional Markets Team Lead,  
Washington State Dept. of Agriculture

## Mark Reiss

CEO Unibest

## Rebecca Samy

Senior Planner, Snohomish County  
Planning & Development Service

## Rosy Smit

Director of Farm-Based Education,  
Carnation Farms

## Harley Soltes

Food Safety and Production Manager,  
Bow Hill Blueberries

## Dave Somers

Snohomish County Executive

## Bill Turner

Division Timber Manager for  
Sierra Pacific Industries

## Karen Ullmann

Outreach & Education Coordinator,  
WSDA Produce Safety Program

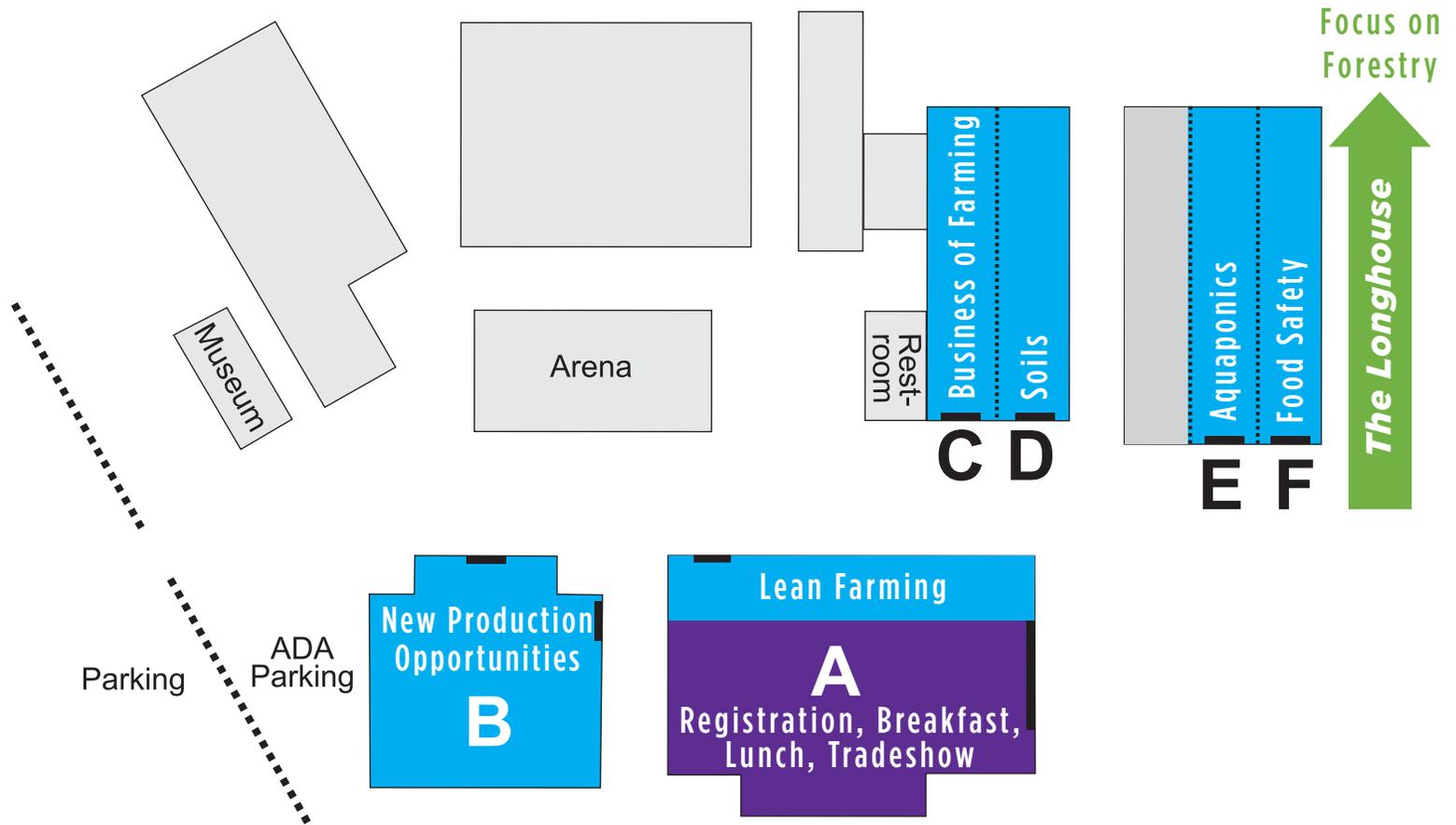
## Jill Wisehart

Management Analyst,  
WSDA Produce Safety Program

## Becky Zaneski

Full Tilth Farm

# Sessions Locations



## Location A

Registration, Breakfast, Keynote Speakers, Lunch, Trade Show

### Farming Tracks

- A - Lean Farming
- B - New Production Opportunities
- C - Business of Farming
- D - Soils
- E - Aquaponics
- F - Food Safety

### Forestry Sessions

- 9:45 - Cooperative Forest Products Marketing - Small Woodland Owners Working Together
- 11:00 - Marketing Timber From Your Forest
- 3:00 - Ecology and Management of Common and Emerging Forest Diseases in Western Washington
- 4:15 - Silviculture 101: An Intro to Managing Your Forest

# Farming Breakout Sessions

	TRACK A	TRACK B	TRACK C
	Lean Farming	New Production Opportunities	Business of Farming
<b>Session 1</b> 9:45 a.m.	<b>Organizing Your Farm with 5S</b> Presenter: <i>Ben Hartman, Farmer and Owner of Clay Bottom Farm, Goshen, IN; Author "The Lean Farm" &amp; "The Lean Farm Guide to Growing Vegetables"</i> Description: In this workshop, Ben Hartman will describe lean's weapon for organizing, called 5S. Learn how to sort your tools, store them where they add the most value, organize supplies and materials to maximize flow on your farm, and create systems to ensure that the clutter never returns. You will go home with a specific plan for organizing your farm.	<b>From Farm to Table &amp; Back to Farm – Reclaiming Your Organic "Waste"</b> Presenter: <i>Andrew ("drew") Corbin and Srirup Kumar, Impact Bioenergy, Shoreline, WA</i> Description: Impact Bioenergy's living system works to convert food waste into a liquid organic soil amendment as well as generating renewable bioenergy (natural gas) through anaerobic digestion (AD). The AD system generates and stores energy, making it available right where the waste is generated! This helps avoid trucking costs, along with associated greenhouse gas emissions and loss of soil carbon, while helping build soil quality on local farms. Scale-appropriate digesters process organic waste, return water, nutrients, carbon, and beneficial microbes to the soil while building a farm-to-plate-to-farm pipeline to better connect local farmers and communities. Learn about exciting opportunities for your operation, along with discussions on existing farms participating in this innovative endeavor!	<b>Permitting for Farmers</b> Presenter: <i>PK Gaczol, Planner, Rebecca Samy, Senior Planner, &amp; Troy Holbrook, Principal Planner, Snohomish County Planning &amp; Development Services; Bobbi Lindemulder, District Operations Program Manager, Snohomish Conservation District</i> Description: Have you ever tried to get a permit for an agricultural building? Wondered whether you need a permit for working your field? Join this interactive discussion with staff from Snohomish County and the Snohomish Conservation District about the complexities of permitting, the web of agencies involved, and strategies to complete permits most efficiently. Learn which agricultural activities are exempt from permits, how to comply with flood hazard requirements, and how an approved farm plan can help you satisfy environmental regulations. Hear why asking questions up front and including your farm's expansion plans in permit applications can save time and money overall.
<b>Session 2</b> 11:00 a.m.	<b>Precisely Identifying Customer Value to Dramatically Grow Profits</b> Presenter: <i>Ben Hartman, Farmer and Owner of Clay Bottom Farm, Goshen, IN; Author "The Lean Farm" &amp; "The Lean Farm Guide to Growing Vegetables"</i> Description: This workshop will cover the lean system approach to understanding customers and then creating—and delivering—products of high value. The session will cover a range of topics, including value "distortions" common on farms, pricing your food with the lean system, lean records management, and more.	<b>The Joy of Farming with Spreadsheets</b> Presenter: <i>Becky Zaneski, Full Tilth Farm, Poulsbo, WA</i> Description: No matter what you're growing and on what acreage, it takes a vision and a plan to move from seed to start to planting, harvest, and sales. It takes record-keeping and analysis to determine if a crop is worth your time to grow, or how you might make it worthwhile. Improve your crop-growing efficiency and effectiveness by developing your own suite of spreadsheets to add ease to your yearly routine. Crop enterprise budgets, field mapping, planting plans, and sales tracking will be covered.	<b>Agriculture / Farming Workforce Issues and Solutions</b> Presenter: <i>Erin Monroe, CEO, Workforce Snohomish</i> Description: Join your farmer peers to brainstorm workforce issues and learn about solutions. The session starts with an employer-led roundtable, a unique opportunity to engage ag employers and help further agency understanding of workforce needs and challenges including attracting, developing, and retaining skilled employees. The WorkSource Business Services team will help attendees find opportunities to meet their hiring needs. The WorkForce overarching goal is to align education, government, and community resources to meet employer needs.
<b>Session 3</b> 3:00 p.m.	<b>Seven Types of Waste on a Farm</b> Presenter: <i>Ben Hartman, Farmer and Owner of Clay Bottom Farm, Goshen, IN; Author "The Lean Farm" &amp; "The Lean Farm Guide to Growing Vegetables"</i> Description: At the heart of lean is eliminating muda, or waste, from your production system. This workshop will unpack seven types of muda common on farms, and show examples of how you can get rid of muda to increase efficiency and grow your profits. You will leave with a plan to banish muda from your own farm as a way to become more economically viable.	<b>New Egg Cooperative Has Well-Laid Plans!</b> Presenter: <i>Petrina Fisher, Skylight Farms, Snohomish, WA AND SnoValley Tilth</i> Description: Pasture raised eggs continue to be a popular endeavor. However, do you know how many chickens you need for a successful egg business? Do you understand the rules and regulations of selling eggs? How do you reach your market? Do you love having chickens for egg production but are not a fan of the distribution side of the business? Whether you want to sell at a farmers market, restaurants, or individuals all depends on your ability to properly clean, process, and deliver! Come learn about this awesome new Co-Op formed specifically for egg producers. Learn about raising eggs, and what is available to members from processing and washing your eggs to marketing and sales.	<b>Social Media Strategies for Farms</b> Presenter: <i>Amee Quiriconi, Activity Girl, LLC &amp; Woodland Meadow Farms, Snohomish, WA</i> Description: Methods for letting people know about your farm and what you offer have changed dramatically in the last decade. Advertising has changed from TV, print, and radio ads to social media. Great news for small farms since it means large advertising budgets are no longer necessary to get in front of customers. While many people are comfortable using social media at a personal level understanding how to use it to market a farm or business is another matter. Learn from this local farm owner AND marketing expert! Quiriconi will review today's marketing environment, then show attendees how farms can leverage Facebook, Instagram, Pinterest, and YouTube to promote their farm business, build loyal relationships with their current customers, and gain new ones along the way.
<b>Session 4</b> 4:15 p.m.	<b>Lean Applied to Growing Vegetable Crops</b> Presenter: <i>Ben Hartman, Farmer and Owner of Clay Bottom Farm, Goshen, IN; Author "The Lean Farm" &amp; "The Lean Farm Guide to Growing Vegetables"</i> Description: This practical workshop is geared toward small-scale market growers. Ben will explain the innovative techniques—inspired by lean thinking—that he and his wife Rachel use at Clay Bottom Farm to eliminate weeds and pests, manage soil, and cut out waste in the production of tomatoes, greens, and many other crops. You will go home with concrete, lean ideas to apply next season on your own vegetable operation.	<b>Small-Scale WSDA Meat Birds: Feeding the Community One Bird At A Time</b> Presenter: <i>Laile Fletcher, Crooked Shed Farm, Fall City, WA; David Rappuhn, Sky Valley Family Farm, Startup, WA</i> Description: Have you ever wanted to raise your own meat birds? Do you know how much it really costs you to raise that bird? Have you ever thought, "There's got to be someone who will take my hens that no longer lay!" Are you ready to take the jump to farmers markets or another outlet, but just don't have the time, ability, or desire to handle the butchering process? Wait no more! Laile now has a small-scale WSDA licensed processing facility. She can take up to 25 birds a day and does turkeys and rabbits! In addition, David Rappuhn will share his story of raising meat birds and using the USDA mobile processing unit through the Northwest Agricultural Business Center (NABC). David raises between 1,000 and 2,000 birds/year successfully to individuals or markets. This is a HUGE opportunity for meat bird producers who want to process smaller batches. Come learn about these exciting opportunities! Costs of raising birds, processing fees, and potential sales will be covered.	<b>Food Security: The First Condition for Agricultural Sustainability</b> Presenter: <i>John Ikerd, University of Missouri, Columbia, MO</i> Description: Agricultural sustainability is the ability to meet the basic food needs of the present without diminishing opportunities for the future. The sustainable food movement has done little thus far to make good food accessible to all – including the poor and hungry. It is frequently labeled as "elitist." Nearly one-in-six US children don't know if they will get enough food, and the food they get will likely be high in calories and lacking in nutrition. How can we expect parents to share our concern about ensuring enough food for the future when their children don't have enough good food today? A serious commitment to eliminate hunger, starting at the local community level, could provide critical leverage for the public and political support needed to create a sustainable food system. Come to this workshop to share your ideas about how best to meet this challenge.

TRACK D	TRACK E	TRACK F
Soils	Aquaponics	Food Safety
<p><b>Healthy Soil and Healthy Habitats: A Collaborative Approach to Maintaining Farm Lands</b></p> <p><i>Presenter: Chris LaPointe, Snoqualmie Stewardship Program Manager, Stewardship Partners; Rosy Smit, Director of Farm-Based Education, Carnation Farms</i></p> <p><b>Description:</b> Learn about the agriculture stewardship of local ecology, production systems, best practices for soil health, fish and wildlife habitat on farmland using real world, on-the-farm examples of tactics and projects that can benefit the farm, the farmer and the environment. LaPointe will share methods for maintaining agriculture properties to reduce environmental impact detailing efforts in the Snoqualmie Valley to connect riparian restoration projects on agriculture land. Smit will discuss the holistic management of Carnation Farms and share how a partnership with Stewardship Partners and Cedar Grove is bringing native plants to Carnation Farms, creating a healthy buffer and protecting the Snoqualmie River from runoff.</p>	<p><b>Aquaponics Basics: Things to Know Before Starting</b></p> <p><i>Presenter: Neil Anderson, PhD, Dept. of Horticultural Science, University of Minnesota</i></p> <p><b>Description:</b> Learn the basics of aquaponic production systems including essential components, the best plants and fish to use, disease and insect control, as well as food safety issues that must be considered. We'll also discuss common problems and unforeseen challenges that have occurred after establishing systems in the Midwest. This information will dovetail together with the findings at Cabbage Hill Farm.</p>	<p><b>What's New and Mandatory? FDA Produce Rule 101</b></p> <p><i>Presenter: Karen Ullmann, Outreach &amp; Education Coordinator, WSDA Produce Safety Program and Jill Wisehart, Management Analyst, WSDA Produce Safety Program</i></p> <p><b>Description:</b> The FDA Produce Safety Rule mandated under the Food Safety Modernization Act (FSMA) is the first federal food safety law that sets specific standards for the growing, harvest, packing, and storage of fresh produce. What exactly does this mean for Washington growers? This presentation will help growers understand what types of farms and produce are subject to the Rule and what it would take it be in compliance. The WSDA Produce Safety Program will also provide current updates on the legislative process moving forward and what initial plans are projected for education and enforcement.</p>
<p><b>Closing the Loop: Fertility Management and Farmland Ecosystems</b></p> <p><i>Presenter: Matt Distler, Staff Ecologist &amp; Adam McCurdy, Farm Manager, Oxbow Farm, Carnation, WA</i></p> <p><b>Description:</b> Distler will discuss soil management in an ecosystem context, including the potential for optimizing nutrient management both for crop production and natural resource preservation. Learn about the role of wetlands and riparian buffers in nutrient cycling and erosion control along with the ongoing efforts at Oxbow Farm &amp; Conservation Center to integrate ecological restoration and sustainable agriculture. McCurdy will focus on the budgetary implications and ecological decision-making that comes into play when devising a fertility management plan (FMP) for 30 acres of certified organic vegetables. How can our decisions help to close the loop and minimize the waste stream while providing the required nutrients to produce healthy crops contributing to our regional food system?</p>	<p><b>Lessons Learned in Commercial Aquaponics at Cabbage Hill Farm</b></p> <p><i>Presenter: Brian Mansour, Greenhouse Manager, Cabbage Hill Farm, Mt. Kisco, NY</i></p> <p><b>Description:</b> Starting a commercial aquaponics business is not as quick and simple as the internet may play it out to be. Cabbage Hill Farm has been growing with aquaponics since the 1990s and, in that time, we have seen quite a few successes and failures. We will cover everything about our greenhouse and how you can apply it to building your own aquaponics system.</p>	<p><b>Fruit to Jam: Washington Regulations to Know Before Sale</b></p> <p><i>Presenter: Keren LaCourse, Regional Manager, WSDA Food Safety Program</i></p> <p><b>Description:</b> Interested in selling your homemade jam? Want to start processing your farm products? Before you scale-up, come learn what licensing and permit options are available to help make your vision a success. This workshop will provide basic information and resources on how to acquire a Cottage Food Permit and WSDA Food Processing License. Regional Food Safety Manager from nearby counties will speak from experience on how she works with Washington farms and food businesses as they go through the inspection and compliance process.</p>
<p><b>Optimize Nitrogen Management with Organic Amendments &amp; Soil Building</b></p> <p><i>Presenter: Doug Collins, PhD, Extension Faculty and Soil Scientist, WSU Food Systems Program</i></p> <p><b>Description:</b> Organic and biologically intensive farmers face a difficult problem in managing nitrogen: the magnitude and timing of nitrogen mineralization from organic matter cannot easily be predicted. Soil texture and management history both influence soil N-mineralization potential. Well-managed plant/soil systems are tightly coupled; they are balanced in terms of nitrogen availability and nitrogen uptake. In this presentation, results from two different studies will be shared.</p>	<p><b>Economics of Aquaponics</b></p> <p><i>Presenter: Neil Anderson, PhD, Dept. of Horticultural Science, University of Minnesota</i></p> <p><b>Description:</b> This session will focus on the cost components of greenhouse vs. warehouse aquaponic systems. Coupled with this is economic data from consumer taste test panels and experimental auctions to determine price points and consumers' willingness to pay for aquaponic-raised vegetables.</p>	<p><b>FSMA Preventive Controls for Human Food – Transitioning from Farm to Value-Added Food Processing</b></p> <p><i>Presenter: Dr. Girish Ganjyal, Extension Food Processing Specialist, Washington State University</i></p> <p><b>Description:</b> Adding value to the farm produce helps extend the shelf-life of the foods as well as helps increase the financial returns. As the food is transformed from the harvested state to a value-added form, it is subjected to various external factors including processing. This increase the food safety risks and thus must be managed properly to ensure that the final product is safe. The federal FSMA-Preventive Controls for Human Food rule provides a preventive approach to help minimize or eliminate the risks associated with food safety. This workshop provides an overview of this rule as it relates to small-scale value-added food processors.</p>
<p><b>Bridging the Gap: UNIBEST Ion-Exchange Technology, AG Manager</b></p> <p><i>Presenter: Mark Reiss, CEO Unibest, Walla Walla, WA</i></p> <p><b>Description:</b> Mark Reiss will discuss AG Manager™ and how it bridges the gap between standard soil tests and plant tissue tests, reporting the total amounts of nutrients available to the plant during the time it is growing. He will share how ion-exchange resin technology works, how it enables farmers to make proactive decisions regarding plant health and nutrient applications, and how it identifies deficiencies while they can be corrected instead of reacting when there is little chance for recovery.</p>	<p><b>The Business Side of Aquaponics at Cabbage Hill Farm</b></p> <p><i>Presenter: Brian Mansour, Greenhouse Manager, Cabbage Hill Farm, Mt. Kisco, NY</i></p> <p><b>Description:</b> One of the biggest causes of failure in aquaponics is financial trouble due to a lack of planning. There is a lot to think about when starting a greenhouse aquaponics system and quite a bit is not at all obvious. We will cover our experiences with everything from establishing markets to budgeting for the year and common causes of failure that we have seen over the years.</p>	<p><b>Making Food Safety Manageable: Tips from Farms and Businesses</b></p> <p><i>Presenter: Matthew McDermott, Food Production Manager, Cloud Mountain Farm Center; Harley Soltes, Food Safety and Production Manager, Bow Hill Blueberries; Sam Bowhay, Ralph's Greenhouse; Dan Hulse, Owner of Terra Organics and Tahoma Farms</i></p> <p><i>Facilitator: Laura Raymond, Regional Markets Team Lead, Washington State Department of Agriculture</i></p> <p><b>Description:</b> Food safety planning and compliance requirements can easily feel overwhelming or daunting for small to medium-sized farmers who are juggling multiple business responsibilities. Regional farms and food businesses will share their experience on how they have been able to meet applicable regulations, adopt food safety practices into their daily operations, and make overall food safety more manageable. These panelists will weigh in on what they wish they knew early on and where they go for assistance today.</p>

# Forestry Sessions

Session  
**1**  
9:45 a.m.

## Cooperative Forest Products Marketing: Small Woodland Owners Working Together

**Presenter:** *Terrance Meyer, Founder/Director, Washington Woodland Cooperative, owner Forest Farmstead, Rockport, WA*

Meyers will talk about the challenges and experiences discovered while establishing the Washington Woodland Cooperative. The newly formed co-op aims to help forest land owners sustainably harvest their land and collectively market forest products including nursery plants, essential oils, charcoal, crafts, holiday bows, and more. Session focus will be on current efforts to establish dry firewood banks where co-op members can store and dry firewood to be sold on their behalf by the cooperative. Attendees will be invited to join the cooperative and help chart its course forward.

Session  
**2**  
11:00  
a.m.

## Marketing Timber from Your Forest

**Presenter:** *Bill Turner, Division Timber Manager for Sierra Pacific Industries*

Most landowners may only harvest timber on their property once or twice in their lifetime and the process of preparing management plans, harvesting options, and deciding how to market logs can seem daunting and overwhelming. This presentation will give landowners tools that they need in knowing and understanding the timber and log marketing arena. It is structured to take away some of the mystery in the process and leave participants with some confidence to move forward. Subjects include permits, marketing timber, logging costs, taxes, and hiring a professional.

Session  
**3**  
3:00 p.m.

## Ecology and Management of Common and Emerging Forest Diseases in Western Washington

**Presenter:** *Amy Ramsey, Forest Pathologist, Washington State Department of Natural Resources*

This session is an introduction to the general ecology of major and emerging tree diseases affect-ing forest stands in Western Washington. Participants will learn to identify diseases, preventative and mitigation management practices, and become familiar with available resources and assis-tance in Western Washington. A few of the diseases covered include foliar, root, stem decays, and hardwood declines.

Session  
**4**  
4:15  
p.m.

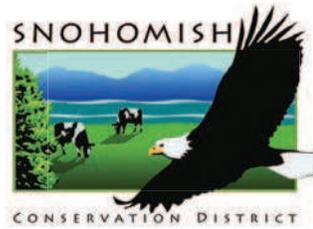
## Silviculture 101; an Introduction to Managing Your Forest

**Presenter:** *Boyd Norton, Stewardship Forester, Washington State Department of Natural Resources.*

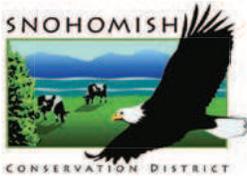
This session is an overview of Forest Silviculture. Providing landowners information for stewarding forest lands, developing a forest plan, a road map with goals to manage forest health, wildlife and fish habitat, special forest products, aesthetics, timber production, and fire safety. It will introduce attendees to management practices such as planting, tree spacing, thinning, pruning, brush control, tree planting, invasive species, roads and how they apply to your property and your objectives. Participants are asked to bring in examples of their forest or the forest that they would like to have.

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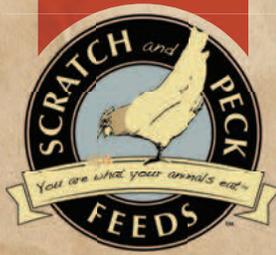


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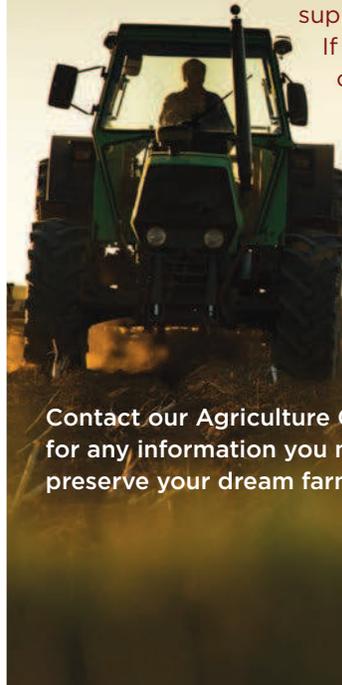
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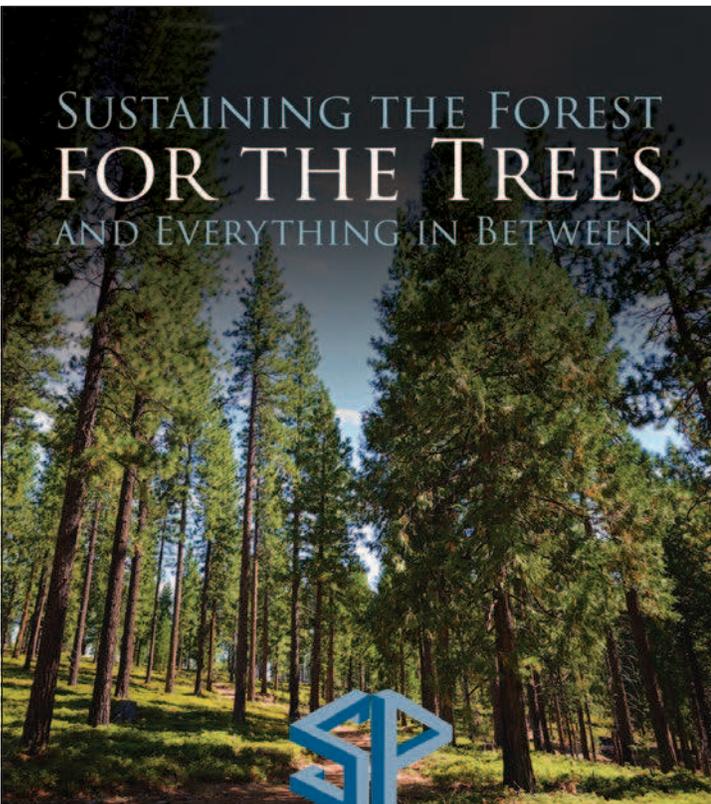
If you are a new farmer, thinking of expanding your farm, or want to invest in the agriculture industry, you'll find no better place than Snohomish County to put down your roots.

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### ENTREE

Rustic Beef Stew

(Vegan) Farmer Style Ratouille  
w/ Parsnip Whip

### DESSERT

Pumpkin Panna Cotta  
w/ Candied Beet, Apple Chutney

### CULINARY TEAM

Chef John W. Clark  
Chef Anthony Eads  
Chef Josh Lobe  
Chef Lisa Clark  
Chef Gary Fuller  
Chef Jessie Gregor

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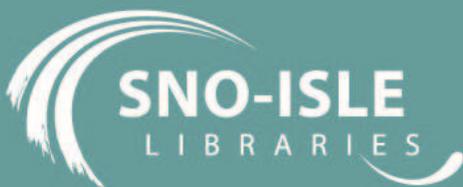


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