

Track A: Building Together: New Farmers, Strong Businesses

Session 1: Transferring Our Knowledge to Support the Next Generation

Presenters: *Petrina Fisher, Skylight Farms; Alice Vanderhaak, LowLands Farm; and Libby Reed, Orange Star Farm*

Description: This session will bring together youth from our local schools with farmers/producers from our local agriculture for a shared learning experience. Our panel will explore how they got into farming, what it takes, why it's meaningful to them, and will field questions from our visiting youth. Prepare to be inspired and learn from farmers and students alike!

Session 2: The Farm to Farmer Project: Start-Up to Succession Planning

Presenter: *Amy Moreno-Sills, Farm to Farmer Coordinator at PCC Farmland Trust*

Description: Farm to Farmer is a land matching project that includes personalized assistance from experienced farmers, as well as an online tool to facilitate matches. This project aims to connect new and expanding farmers with the land opportunities they need to grow their businesses and help retiring farmers transfer their land to the next generation. Bring your farm business and farm land questions to this Q and A discussion style workshop. Amy will come prepared to share her experiences, lessons learned and resources. Participants are encouraged to share their own lessons learned. Farmers learn best from other farmers.

Session 3: An Introduction to WA Farmlink's New Website

Presenter: *Julie Kintzi, FarmLink Program Statewide Coordinator*

Description: Join WA FarmLink, a program of Tilth Alliance, and explore the new website! Julie Kintzi, the coordinator of the statewide program that connects farmers to farmland and other supporting resources. She will guide you through the brand-new more intuitive website and how it can further your farming vision. There will be plenty of opportunity for discussion and feedback. We also hope to build energy on how we as a farming community can help bring more available farmland to the site. In addition, Julie will sign up a willing farmer or two as a member on the spot!

Session 4: NW Credit Services: Supporting Your Financing Needs

Presenter: *Lisa Cassaday, Northwest Farm Credit Services*

Description: Join us to learn about our financing options for beginning and small producers! You will learn about our AgVision program, Country Home Loan Program, and our residential lending program. We will review the various kinds of financing available to you and show you how to prepare for a loan. We will go over the basic financials that a lender looks for and show you how to create a business plan!

Track B: Livestock and Technology

Session 1: Craft Butchery: Processing, Portions, Profitability, Podcast

Presenter: *Travis Stockstill, Host of the Meat Block podcast, Member of Team America for 2020 World Butchers' Challenge, and Production Manager, JJM*

Description: Join renowned craft butcher Travis Stockstill for in-depth information that will help glean a better understanding of beef, pork, lamb and chicken processing. Travis will discuss and entertain questions for discussion on whole carcass use, yield from harvest weight to cut and wrapped product, how to communicate with customers, USDA vs custom, and live Q&A that will be recorded for broadcast on Travis' Meat Block blog and podcast: <https://www.spreaker.com/show/the-meat-block>.

Session 2: Milk, Beer and Lemonade

Presenter: *Leann Krainick, Owner and Operator, Krainick Dairy, LLC and Scarecrow's Pride and Megumi Ryu, Japanese Exchange Farmer*

Description: When life gives you lemons make lemonade. While that's not quite the product that comes out of a dairy, come hear about some key steps Krainick Dairy has taken to implement relationships with breweries and technology that grow their margins. While grounded in firm financial projections, their decisions to minimize inputs and outputs has led to running a fleet of trucks picking up spent grain from Seattle breweries and a Bedding Master that has created a new remarkable garden product.

Session 3: Managing Pastures for Livestock

Presenter: *Dr. Susan Kerr, Retired NW WA Livestock & Dairy Ext. Specialist, WSU Northwestern Research and Extension Center*

Description: This session will focus on the major factors to consider when developing and managing livestock pastures. Plant varieties, pasture rotation, timing of grazing, soil health, estimating productivity, and monitoring pasture health will all be addressed. Tactics to mitigate the "summer slump" and periods of drought will also be included.

Session 4: Poultry Processing Technology for Small-Scale Farms

Presenters: *Laile Fletcher, Owner and Operator, Crooked Shed Farm; and Mary Jo Burson, Crooked Shed Farm*

Description: Crooked Shed Farm, a WSDA licensed poultry co-packer, has incorporated some key technology in their processing facility that is one of a kind in Washington. Come learn from Laile and Mary Jo about the benefits of their air-chiller repurposed from brewery equipment, their unique bagging system, and their partnership with a rendering company that makes biodiesel. And because they're so innovative, they have experimented with a few things that haven't worked for their operation. If you are looking for a processor or interested in processing for yourself, just like an old farm catalogue adage, this workshop can save you time and money!

Track C: Business of Farming

Session 1: Is the Local Food Movement Dead?

Presenter: *Abby Cullinan, Hartman Group*

Description: Fear not! Abby Cullinan, a consultant with The Hartman Group, is here to provide a research-based perspective on the why the local food movement is alive and well, and share what consumers say and do when it comes to local food. Come have a conversation with Abby and learn what is currently driving consumers to look for local. The Hartman Group of Bellevue, WA is the nation's foremost expert on culinary and consumer food trends. This session is a must for those thinking about new products and new markets!

Session 2: USDA-VAPG: Supporting Farm Businesses and Value Added Product Development

Presenters: *Jeff Voltz, Northwest Agriculture Business Center; Brandon Hoffman, USDA Rural Development; Mellissa Moeller, Misty Meadows Farm; Susan Soltes, Bow Hill Blueberries; and Dorcas Young, Lesdei Farm*

Description: Brandon Hoffman, Business Programs Specialist for the USDA will present a brief overview of this valuable program which provides Federal grant funds to provide working capital for bringing new value added products to market, or to expand markets for a farm's current value-added products. This program is strictly geared for agricultural producers who much provide the majority (51%) of the commodity product to which value will be added. Jeff Voltz, Project Manager for the Northwest Agriculture Business Center will lead a panel discussion of farmers who have prepared and submitted grant applications and won USDA VAPG awards. The panel includes Melissa Moeller, Owner of Misty Meadows Farm, Susan Soltes, owner of Bow Hill Blueberries, and Dorcas Young, owner of Lesedi Farm.

Session 3: Latino Farming Business Empowerment

Presenters: *Alex Perez, Northwest Agriculture Business Center; Rob Smith, Viva Farms; Anna Chottzen, Viva Farms; and Kate Smith, Washington State University Skagit Extension*

Description: Strong partnerships have been created to serve the needs of local Latino farmers, helping them overcome obstacles and achieve success. This session features a panel discussion with Alex Perez of NABC, Rob Smith of Viva Farms, and Kate Smith of WSU, representing just a few of the organizations that have recently pooled their resources to empower and motivate farmers.

Session 4: Wholesale Connections for Small and Large Farms

Presenters: *Luke Woodward, Northwest Agriculture Business Center; Mark Whims, Puget Sound Food Hub Cooperative; Wendy Munroe, Full Circle Farm; Vince Caruso, Caruso Farm; Petrina Fisher, Skylight Farm; and Kelly Okumura, Farmstand Local Foods*

Description: This panel discussion features three farm owners, whose farms are of different sizes and scales, plus the sales representatives from the Puget Sound Food Hub and Farmstand Local Foods. These experienced food industry professionals will cover the ins, outs, pros, and cons of scaling up and lowering your prices to compete on the wholesale market versus operating at a smaller scale, based on direct sales and niche marketing at a higher price. Expect a lively and informative conversation!

Track D: AgBiz Logic

Session 1: AgBiz Logic Overview

Presenter: *Clark Seavert, OSU Extension Service*

Description: The goal of AgBiz Logic™ is to provide online web-based decision tools to empower farmers, growers, and land use managers to: 1) use data unique to their specific farming operations to develop management pathways that best fits their operations under a changing climate; 2) understand how decisions about new programs, management options, and technologies/varieties may impact their net returns and livelihoods; and 3) better envision which actions farmers can take to build resilience to a changing climate.

Session 2: AgBizProfit™

Presenter: *Clark Seavert, OSU Extension Service*

Description: Make more effective short-, medium-, and long-term capital investment decisions by effectively measuring an investment's profitability.

Session 3: AgBizLease™ and AgBizFinance

Presenter: *Clark Seavert, OSU Extension Service*

Description: AgBizLease: Establish equitable crop and livestock leases and AgBizFinance™: Measure the financial impacts to liquidity, solvency and performance measures when analyzing business decisions.

Session 4: AgBizClimate™

Presenter: *Clark Seavert, OSU Extension Service*

Description: A farm-level decision support tool and an assessment tool for researchers and government agencies to realistically determine how climate change and climate change policies may influence and impact regional agricultural sectors. AgBizClimate provides downscaled near-term climate change projections for weather conditions that are particularly relevant to producers of specific agricultural commodities and projects the risk of climate events (such as much earlier cumulative growing degree days or consecutive days of above 90°F temperatures).

Track E: Hot Topics

Session 1: Potato and Tomato Diseases in WWA: Biology and Control

Presenter: *Debra Ann Inglis, Professor and Extension Plant Pathologist, WSU Northwestern Washington Research & Extension*

Description: Potatoes and tomatoes are important crops in western Washington, grown both commercially and by garden enthusiasts. However, due to the region's mild, marine climate several diseases can impact plant health and yield significantly, requiring different management practices. This presentation will focus on the most important fungal and bacterial diseases on potatoes and tomatoes in western Washington, and the best ways to integrate disease management approaches.

Session 2: Battles of the Brassicas: Common Brassica Diseases in WWA

Presenter: *Lindsey du Toit, Professor and Vegetable Seed Pathologist, WSU Northwestern Washington Research & Extension Center*

Description: This session will review some of the common diseases that occur on brassica crops in western Washington including the diagnosis, biology, epidemiology, and management of these diseases. This presentation will include fungal, bacteria, and viral pathogens that occur in the region.

Session 3: Intro to Dry Farming Vegetable Crops in the Maritime Pacific NW

Presenters: *Amy Garrett, OSU Extension Small Farms Program – Dry Farming Project; Teresa Retzlaff, 46 North Farm – Astoria, OR; and Lucas Nebert, Moondogs Farm – Springfield, OR*

Description: The Dry Farming Collaborative is a group of growers, extension educators, plant breeders, and agricultural professionals partnering to increase knowledge of dry farming management practices with a hands-on participatory approach. During this session, project members will go over the opportunities/challenges of some of the practices that support production of select vegetable crops (e.g. tomatoes, potatoes, dry beans, zucchini, melon, winter squash, corn) during our dry season without supplemental irrigation. Learn about the multiple research projects engaged with the Dry Farming Collaborative and how you can get involved in co-creating the future of how we manage water on our farms.

Session 4: Site Suitability for Dry Farming Vegetable Crops: Not all sites are created equal!

Presenters: *Alex Stone, OSU Vegetable Cropping Systems Specialist; and Andy Gallagher, Soil Scientist, Red Hill Soils*

Description: Learn where to start when assessing site suitability for dry farming vegetable crops such as winter squash and tomatoes in our maritime climate. Some initial findings from the 2018 trials with the Dry Farming Collaborative involved in the site suitability study funded by the USDA Risk Management Education Partnerships Program) will be presented, as well as next steps with this research.

Track F: Food Safety/Ag Technology

Session 1: What to Expect from Produce Inspections

Presenters: *Karen Ullmann, Outreach & Education Coordinator, WSDA Produce Safety Program; Beth Lorence, WSDA Produce Safety Program; and Ele Watts, Outreach & Education, WSDA Regional Markets Program*

Description: 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, harvesting, packing, and storage of fresh produce. What exactly does it mean for Washington growers? This presentation will help growers understand what types of farms and produce are subject to the Rule, and what compliance requirements are expected. Staff from the WSDA Produce Safety and Regional Markets Programs will provide farmers resources, including guidance materials and information on how to request a free, on-farm educational food safety assessment, in order to better understand the Produce Safety Rule standards and how to prepare for inspections, with are projected to begin in Spring 2019.

Session 2: Selling Animal Products: Meat, Poultry, Dairy and Eggs

Presenters: *Mike Tokos, Assistant Program Manager, WSDA Food Safety Program; and Keren LaCourse, Regional Manager, WSDA Food Safety Program*

Description: Do you currently or have you considered raising animals or producing animal products for sale? Before you scale-up, you should consider what licensing and permit options are required to move forward with your business ideas. Come to this workshop to learn what is allowable under certain state regulations, such as Custom Meat Processing and the Special Poultry Permit. Staff from the WSDA Food Safety Program can answer your compliance questions related to the sale of meat, poultry, dairy and eggs from their experience conducting inspections in Washington State.

Session 3: FarmBeats: An AI and IoT Solution for Data-driven Agriculture

Presenter: *Zerina Kapetanovic, PhD student at the University of Washington in the Electrical and Computer Engineering Department*

Description: Data-driven techniques help boost agricultural productivity by increasing yields, reducing losses, and cutting down input costs. However, these techniques have seen sparse adoption owing to the high costs of manual data collection and limited connectivity solutions. FarmBeats, is an AI and IoT platform for agriculture that enables seamless data collection from various sensors, cameras, and drones. Our system design explicitly accounts for weather-related power and Internet outages, and has had several long-term deployments across the US.

Session 4: The View from 400 ft: Drone-Based Sensors & Analytics for Precision Agriculture

Presenters: *Robert Parker, Customer Support and Training Manager, MicaSense; and Todd Knighton, Blue Skies Drone Rental*

Description: This workshop will cover the basic concepts of multispectral imaging and analytics, empowering growers to more effectively manage their crops. Attendees will learn about key aspects of an effective aerial imaging program, with discussion on everything from choosing a drone platform, to basics of multispectral sensors and image processing options.