Technology is all around us, even on our farms. Robotics in the milking parlor, a drone checking soil moisture and apps on your phone to tell you the heat units on your farm or to keep track of your livestock records. It’s a fast changing industry with so many opportunities to help with efficiencies and reduce time and labor. This year’s Focus on Farming not only had our regular updates and features, it also included numerous workshops and speakers to help us all take advantage of these new opportunities in technology.

Whether organic or conventional, livestock or row crops, large or small production, Focus on Farming is committed to the economic viability for all types of farming. Providing quality education to sustain current farmers and attracting new farmers to our region is a critical component in securing the next generation’s local food supply. Everyone who attended enjoyed a full day of new ideas, old friends and a delicious local lunch.

Keynote Speakers
Keynote speakers included Dr. Lav Khot, speaking on "Drone-Data-Decisions & Washington Agriculture," and Mike Pearson, speaking on "The Mega Trends in Agriculture."

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.
Welcome

Dave Somers, Snohomish County Executive

On behalf of Snohomish County, welcome to the Fifteenth Annual Focus on Farming Conference! This year we are encouraging our farmers, ranchers, and foresters to “Connect, Innovate, and Grow.”

Technology has always been an important part of agriculture, and the tools now available can make our operations much more efficient, saving time and money. From drones to weather forecasting, agriculture is a high tech endeavor. Focus on Farming and Focus on Forestry have tapped into national experts again this year to help us continue to innovate and grow for the next generation of farmers. Have a great day of learning, connecting, and socializing.

Linda Neunzig, Agriculture Coordinator, Snohomish County

Fifteen years ago, Snohomish County invited farmers to the first Focus on Farming conference, here at the Evergreen State Fairgrounds. The purpose of the conference was to hear directly from farmers about the opportunities and obstacles for Snohomish County agriculture. At least 350 people attended that first conference and a wealth of information was gathered from the agriculture community. As a full time farmer and member of the Snohomish County Agriculture Advisory Board, I remember being on the planning committee working to make Focus on Farming as useful and engaging as possible. I also remember being “volunteered” to put together all of the food!

Focus on Farming has evolved since that first effort. Now, it has the sole purpose of supporting the economic viability for agriculture, while also expanding into a regional conference. For the last 15 years, providing the most innovative and up to date information for our farmers has always been at the forefront as we chose tracks, speakers and vendors. As we work to preserve our agricultural land base, we need to also ensure that we are providing the tools to help farmers be profitable and sustainable.

Today, as I reflect on previous conferences, I’m happy to see here today both long-time farmer friends and the next generation of farmers. The more than 70 high school and FFA students here will revolutionize how we farm, with technology playing an ever increasing and productive role. Get ready for the fun of eye-opening demonstrations and mind-bending learning (and some great food)! Welcome to Focus on Farming 2018!
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
8:30 a.m.  Keynote Speaker
Dr. Lav Khot, Department of Biological Systems Engineering, Washington State University “Drone-Data-Decisions & Washington Agriculture”
Rajeev Sinha, Washington State University, Center for Precision and Automated Agricultural Systems, Department of Biological Systems Engineering
8:45 a.m.  Farming Breakout Sessions & 11:00 a.m. in the following tracks:
- Building Together: New Farmers, Strong Businesses
- Livestock and Technology
- Business of Farming
- AgBiz Logic
- Hot Topics
- Food Safety/Ag Technology
9:15 a.m.  Trade Show
9:45 a.m.  Farming Breakout Sessions & 11:00 a.m. in the following tracks:
- Building Together: New Farmers, Strong Businesses
- Livestock and Technology
- Business of Farming
- AgBiz Logic
- Hot Topics
- Food Safety/Ag Technology
12:15 p.m.  Trade Show
12:45 p.m.  Lunch (prepared by a local chefs using Northwest products)
Welcome
Congresswoman Suzan DelBene
Keynote Speaker
Mike Pearson, Farmer and Broadcaster “The Mega Trends in Agriculture”
2:30 p.m.  Trade Show
3:00 p.m.  Farming Breakout Sessions & 4:15 p.m. in the following tracks:
- Building Together: New Farmers, Strong Businesses
- Livestock and Technology
- Business of Farming
- AgBiz Logic
- Hot Topics
- Food Safety/Ag Technology
3:30 p.m.  Trade Show
3:45 p.m.  Lunch
4:00 p.m.  Farming Breakout Sessions & 4:15 p.m. in the following tracks:
- Building Together: New Farmers, Strong Businesses
- Livestock and Technology
- Business of Farming
- AgBiz Logic
- Hot Topics
- Food Safety/Ag Technology
5:30 p.m.  “A Local Taste” and Trade Show
6:30 p.m.  Conference Concludes

Focus on Farming Sessions
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6:30 p.m.  Conference Concludes

Focus on Forestry Sessions
9:15 a.m.  Trade Show
9:45 a.m.  Session 1
- Choosing the Right Logging Contractor for Your Forest
11:00 a.m.  Session 2
- Forest Practices and Applying for a Forest Practices Permit
12:45 p.m.  Lunch
2:30 p.m.  Trade Show
3:00 p.m.  Session 3
- Agroforestry Opportunities
4:15 p.m.  Session 4
- Protecting Forest Lands: Timber Theft, Timber Contracts & Trespass
5:30 p.m.  “A Local Taste” and Trade Show
6:30 p.m.  Conference Concludes
Dr. Lav Khot, “Drone-Data-Decisions & Washington Agriculture”

Site-specific crop management involves use of technological resources to understand soil and crop variability and effectively apply crop inputs throughout the production season. Landscape that enables effective monitoring and management of crops is changing rapidly with emergence of smart technologies including unmanned aerial systems (UAS) aka “Drones”. This talk will thus focus on state-of-the art in the field of small and mid-sized UAS, optical sensors, drone data analytics and pertinent applications of integrated UAS technologies as enabler for precision as well as decision agriculture in Washington State.

Dr. Lav Khot is an assistant professor in the Department of Biological Systems Engineering, Washington State University (WSU). He is core affiliate member of Center for Precision and Automated Agricultural System (CPAAS). He works in the Agricultural Automation Engineering research emphasis area. His research and extension program focuses on “Sensing and automation technologies for site specific and precision management of production agriculture”. He has published 50+ peer-reviewed papers in this area and 100+ combined national and international conference talks, extension/outreach workshops and short courses. He is active member of American Society of Agricultural and Biological Engineers (ASABE) serving in several capacities and Chair of ‘Precision Horticulture Engineering Working Group’ of International Society for Horticultural Science.

We encourage to end the day by staying for the “A Local Taste” of great wines, cheeses and more with music by the Beautiful Strangers!
SNOHOMISH COUNTY FARM BUREAU

Promotes

Responsible Stewardship
Mike Pearson, “The Mega Trends in Agriculture?”

2018 Keynote speaker Mike Pearson will speak on The Four MegaTrends in Agriculture. Mike, host of Public Televisions Market to Market takes an in-depth look at the way agriculture will be changing in the next 20 years. The past century has been one of non-stop progress in efficiency, technology and yield and Mike pulls together his wide-ranging reports on the industry to analyze the four biggest trends driving agriculture forward. Analytics: The new suite of applications will put growers back in the driver’s seat for decision making; as they’ll be able to model various input application rates, hybrid selection and weather effects on the crops they are contemplating. Robotics: From weed eradication to manure lagoon agitation, as qualified help on the farm becomes harder to find, robots will be a logical place for farmers to invest capital. Biotechnology: The field of biotech saw incredible advances over the past decade. In the next two decades, those advances become a springboard for some truly revolutionary changes to the industry. This will encompass not just plant-based biotech, but biological soil amendments and treatments as well. Structure: There will also be a growing number of smaller scale producers dedicated to niche markets; the organic or local food movements are most likely here to stay as consumers continue to have the disposable income to make those food decisions. The next 20 years in agriculture are going to be a fascinating ride, and American producers are uniquely poised to capture an impressive share of the world’s business.

Congresswoman Suzan DelBene

Congresswoman Suzan DelBene represents Washington’s First Congressional District, which spans from northeast King County to the Canadian border, and includes parts of King, Snohomish, Skagit and Whatcom counties. First sworn into the House of Representatives on Nov. 13, 2012, Suzan brings a unique voice to the nation’s capital, with more than two decades of experience as a successful technology entrepreneur and business leader. In this session of Congress, she was appointed to serve on the Ways and Means Committee, which has jurisdiction over tax policy and trade, two critical areas for agriculture.

“As a former member of the House Committee on Agriculture, and the former Ranking Member of the Subcommittee on Biotechnology, Horticulture and Research, I will continue to be a tireless advocate on behalf of our local farmers and food producers. I will fight for programs that support specialty (fruit and vegetable) 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. The farmers and businesses in the agriculture industry look to Congress to create sound agriculture and food policy, and they deserve the clarity that will enable them to plan for the future. As we look ahead to the 2018 Farm Bill and beyond, I will continue working to ensure that our local farmers and food producers have a strong voice in Congress.”
NATURAL RESOURCE STEWARDSHIP
KING CONSERVATION DISTRICT

LOCAL FOOD • HEALTHY FORESTS • CLEAN WATER

BETTER GROUND
425-282-1900 • www.kingcd.org
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>Mary Jo Burson</td>
<td>Crooked Shed Farm</td>
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<tr>
<td>Vince Caruso</td>
<td>Caruso Farm</td>
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<td>Lisa Cassaday</td>
<td>Northwest Farm Credit Services</td>
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<tr>
<td>Anna Chottzen</td>
<td>Viva Farms</td>
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<tr>
<td>Hollis Crapo</td>
<td>Forest Practices Forester, Washington State Dept. of Natural Resources</td>
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<tr>
<td>Abby Cullinan</td>
<td>Hartman Group</td>
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<tr>
<td>Congressman Suzan Del Bene</td>
<td>Represents Washington’s First Congressional District</td>
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<tr>
<td>Lindsey du Toit</td>
<td>Professor and Vegetable Seed Pathologist, WSU Northwestern Washington Research &amp; Extension Center</td>
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<tr>
<td>Petrina Fisher</td>
<td>Skylight Farm</td>
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<tr>
<td>Lailie Fletcher</td>
<td>Owner and Operator, Crooked Shed Farm</td>
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<tr>
<td>Andy Gallagher</td>
<td>Soil Scientist, Red Hill Soils</td>
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<tr>
<td>Amy Garrett</td>
<td>OSU Extension Small Farms Program – Dry Farming Project</td>
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<tr>
<td>Brandon Hoffman</td>
<td>USDA Rural Development</td>
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<tr>
<td>Debra Ann Inglis</td>
<td>Professor and Extension Plant Pathologist, WSU Northwestern Washington Research &amp; Extension Center</td>
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<tr>
<td>Zerina Kapetanovic</td>
<td>PhD student at the University of Washington in the Electrical and Computer Engineering Department</td>
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<tr>
<td>Dr. Susan Kerr</td>
<td>Retired NW WA Livestock &amp; Dairy Ext. Specialist, WSU Northwestern Research &amp; Ext. Center</td>
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<tr>
<td>Dr. Lav Khot</td>
<td>Department of Biological Systems Engineering, Washington State University</td>
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<tr>
<td>Julie Kintzi</td>
<td>FarmLink Program Statewide Coordinator</td>
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<tr>
<td>Todd Knighton</td>
<td>Blue Skies Drone Rental</td>
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<tr>
<td>Leann Krainick</td>
<td>Owner and Operator, Krainick Dairy, LLC and Scarecrow’s Pride and Megumi Ryu, Japanese Exchange Farmer</td>
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<tr>
<td>Keren LaCourse</td>
<td>Regional Manager, WSDA Food Safety Program</td>
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<tr>
<td>Beth Lorence</td>
<td>WSDA Produce Safety Program</td>
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<tr>
<td>Wally Michalec</td>
<td>Chief Forester Michalec &amp; Associates Consulting Forestry Services</td>
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<tr>
<td>Anne Minden</td>
<td>Principal at Minden &amp; Associates, LLC</td>
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<tr>
<td>Melissa Moeller</td>
<td>Misty Meadows Farm</td>
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<tr>
<td>Wendy Munroe</td>
<td>Full Circle Farm</td>
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<tr>
<td>Amy Moreno-Sills</td>
<td>Farm to Farmer Coordinator at PCC Farmland Trust</td>
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<tr>
<td>Lucas Nebert</td>
<td>Moondogs Farm – Springfield, OR</td>
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<tr>
<td>Linda Neunzig</td>
<td>Agriculture Coordinator, Snohomish County</td>
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<tr>
<td>Kelly Okumura</td>
<td>Farmstand Local Foods</td>
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<tr>
<td>Robert Parker</td>
<td>Customer Support and Training Manager, Mic Sense</td>
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<tr>
<td>Mike Pearson</td>
<td>Farmer and Broadcaster</td>
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<tr>
<td>Alex Perez</td>
<td>Northwest Agriculture Business Center</td>
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<tr>
<td>Libby Reed</td>
<td>Orange Star Farm</td>
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<tr>
<td>Teresa Retzlaff</td>
<td>46 North Farm – Astoria, OR</td>
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<tr>
<td>Clark Seavert</td>
<td>OSU Extension Service</td>
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<tr>
<td>Rajeev Sinha</td>
<td>Center for Precision and Automated Agricultural Systems, Department of Biological Systems Engineering Washington State University</td>
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<tr>
<td>Kate Smith</td>
<td>Washington State University Skagit Extension</td>
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<tr>
<td>Rob Smith</td>
<td>Viva Farms</td>
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<tr>
<td>Susan Soltes</td>
<td>Bow Hill Blueberries; and Dorcas Young, Lesdei Farm</td>
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<tr>
<td>Dave Somers</td>
<td>Snohomish County Executive</td>
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<tr>
<td>Travis Stockstill</td>
<td>Host of the Meat Block podcast, Member of Team America for 2020 World Butchers’ Challenge, and Production Manager, JJM</td>
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<tr>
<td>Alex Stone</td>
<td>OSU Vegetable Cropping Systems Specialist</td>
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<tr>
<td>Mike Tokos</td>
<td>Assistant Program Manager, WSDA Food Safety Program</td>
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<tr>
<td>Karen Ullmann</td>
<td>Outreach &amp; Education Coordinator, WSDA Produce Safety Program</td>
</tr>
<tr>
<td>Matt Van Boven</td>
<td>Owner of Feral Farm and Raven Star Farm specializing in AgroForestry</td>
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<tr>
<td>Alice Vanderhaak</td>
<td>LowLands Farm</td>
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<tr>
<td>Jeff Voltz</td>
<td>Northwest Agriculture Business Center</td>
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<tr>
<td>Ele Watts</td>
<td>Outreach &amp; Education, WSDA Regional Markets Program</td>
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<tr>
<td>Luke Woodward</td>
<td>Northwest Agriculture Business Center</td>
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<tr>
<td>Mark Whims</td>
<td>Puget Sound Food Hub Cooperative</td>
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<tr>
<td>Dorcas Young</td>
<td>Lesdei Farm</td>
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Location A
Registration, Breakfast, Keynote Speakers, Lunch, Trade Show

Farming Tracks
A - Building Together: New Farmers, Strong Businesses
B - Livestock and Technology
C - Business of Farming
D - AgBiz Logic
E - Hot Topics
F - Food Safety/Ag Technology

Forestry Sessions
9:45 - Choosing the Right Logging Contractor for your Forest
11:00 - Forest Practices and Applying for a Forest Practices Permit
3:00 - Agroforestry Opportunities
4:15 - Protecting Forest Lands: Timber Theft, Timber Contracts & Trespass

A project of the Snohomish County Executive’s Office
<table>
<thead>
<tr>
<th>Track A</th>
<th>Track B</th>
<th>Track C</th>
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<tbody>
<tr>
<td><strong>Building Together: New Farmers, Strong Businesses</strong></td>
<td><strong>Livestock and Technology</strong></td>
<td><strong>Business of Farming</strong></td>
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<tr>
<td><strong>Session 1</strong>&lt;br&gt;9:45 am</td>
<td><strong>Craft Butchery: Processing, Portions, Profitability, Podcast</strong>&lt;br&gt;Presenter: Travis Stockstill, Host of the Meat Block podcast, Member of Team America for 2020 World Butchers’ Challenge, and Production Manager, JMJ&lt;br&gt;Description: Join renowned craft butcher Travis Stockstill for an 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&amp;A that will be recorded for broadcast on Travis’ Meat Block blog and podcast: <a href="https://www.spreaker.com/show/the-meat-block">https://www.spreaker.com/show/the-meat-block</a>.</td>
<td><strong>Is the Local Food Movement Dead?</strong>&lt;br&gt;Presenter: Abby Cullinan, Hartman Group&lt;br&gt;Description: Fear not! Abby Cullinan, a consultant with The Hartman Group, is here to provide a research-based perspective on whether 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!</td>
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<tr>
<td><strong>The Farm to Farmer Project: Start-Up to Succession Planning</strong>&lt;br&gt;Presenter: Amy Moreno-Sills, Farm to Farmer Coordinator at PCC Farmland Trust&lt;br&gt;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.</td>
<td><strong>USAID – VAPG: Supporting Farm Businesses and Value Added Product Development</strong>&lt;br&gt;Presenter: Jeff Voltz, Northwest Agriculture Business Center; Brandon Hoffman, USAID Rural Development; Melissa Moeller, Misty Meadows Farm; Susan Soltes, Bow Hill Blueberries; and Dorcas Young, Lesed Farm&lt;br&gt;Description: This workshop will present a brief overview of the 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 agriculture producers who must 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 USAID VAPG awards. The panel includes Melissa Moeller, Owner of Misty Meadows Farm, Susan Soltes, Owner of Bow Hill Blueberries, and Dorcas Young, Owner of Lesed Farm.</td>
<td><strong>Mexico-American Farming Business Empowerment</strong>&lt;br&gt;Presenter: Alex Perez, Northwest Agriculture Business Center; Rob Smith, Viva Farms; Anna Chottzen, Viva Farms; Kate Smith, Washington State University Skagit Extension&lt;br&gt;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.</td>
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<td><strong>An Introduction to WA FarmLink’s New Website</strong>&lt;br&gt;Presenter: Julie Kurtzi, FarmLink Program Statewide Coordinator&lt;br&gt;Description: Join WA FarmLink, a program of Tillth Alliance, and explore the new website! Julie Kurtzi, 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!</td>
<td><strong>Managing Pastures for Livestock</strong>&lt;br&gt;Presenter: Dr. Susan Kerr&lt;br&gt;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.</td>
<td><strong>Wholesale Connections for Small and Large Farms</strong>&lt;br&gt;Presenter: 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&lt;br&gt;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!</td>
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<tr>
<td><strong>NW Credit Services: Supporting Your Financing Needs</strong>&lt;br&gt;Presenter: Lisa Cassaday, Northwest Farm Credit Services&lt;br&gt;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 cover the basic financials that a lender looks for and show you how to create a business plan!</td>
<td><strong>Poultry Processing Technology for Small-Scale Farms</strong>&lt;br&gt;Presenter: Lailie Fletcher, Owner and Operator, Crooked Shed Farm and Mary Jo Burson, Crooked Shed Farm&lt;br&gt;Description: Crooked Shed Farm, a USDA licensed poultry co-packer, has incorporated some key technology in their processing facility that is one of a kind in Washington. Come learn from Lailie 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 experienced 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!</td>
<td><strong>Site Suitability for Dry Farming Vegetable Crops: Not all sites are created equal!</strong>&lt;br&gt;Presenter: Alex Stone, OSU Vegetable Cropping Systems&lt;br&gt;Description: This session will review some of the common 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 flooding) that may influence and impact regional agricultural producers. We will focus on the most important fungal and bacterial diseases that affect potatoes and tomatoes in western Washington, and the best ways to integrate disease management approaches.</td>
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**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:  
- use data unique to their specific farming operations to develop management pathways that best fit their operations under a changing climate;  
- understand how decisions about new programs, management options, and technologies/varieties may impact their net returns and livelihoods; and  
- better envision which actions farmers can take to build resilience to a changing climate.

**Potato and Tomato Diseases in WWA: Biology and Control**

**Presenter:** Debra Ann Ingles, 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.

**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, bacterial, and viral pathogens that occur in the region.

**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.

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

**Presenters:** Alex Stone, OSU Vegetable Cropping Systems Specialist; 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.

**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.

**AgBizLease™ and AgBizFinance**

**Presenter:** Clark Seavert, OSU Extension Service  
**Description:** Establish equitable crop and livestock leases and AgBizFinance™: Measure the financial impacts to liquidity, solvency, and performance measures when analyzing business decisions.

**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.

**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).

**FSMA: What to Expect from Produce Inspections**

**Presenters:** Karen Ullmann, Outreach & Education Coordinator; WSDA Produce Safety Program and Beth Lawrence, WSDA Produce Safety Program; Elle 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.

**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.

**Ag Technology**

**FarmBeats: An AI and IoT solution for Data-driven Agriculture**

**Presenter:** Zorina Kapetanovic, PhD student at the Universiti 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.

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

**Presenters:** The View from 400ft: Drone-Based Sensors & Analytics for Precision AgricultureFacilitator: Laura Raymond, Regional Markets Team Lead, Washington State Department of Agriculture  
**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.
### Forestry Sessions

<table>
<thead>
<tr>
<th>Session</th>
<th>Time</th>
<th>Title</th>
<th>Presenter</th>
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<tbody>
<tr>
<td>1</td>
<td>9:45 a.m.</td>
<td>Choosing the Right Logging Contractor for your Forest</td>
<td>Wally Michalec - Chief Forester Michalec &amp; Associates Consulting</td>
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<td><strong>Forestry Services, Arlington, WA</strong></td>
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<td>How do you go about selecting a logging contractor for your property?</td>
<td>Michalec brings his decades of experience helping small forest landowners to help them choose a</td>
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<td>professional and reputable logging operator. Every landowner has a</td>
<td>different vision and goal for their land management. Choosing the logging contractor is one of</td>
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<td>different vision and goal for their land management. Choosing the</td>
<td>the most important steps to reach these goals when logging, selling timber and planting afterwards.</td>
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<td>logging contractor is one of the most important steps to reach these</td>
<td>Landowners may want to receive various quotes from different loggers. Michalec will highlight</td>
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<td>goals when logging, selling timber and planting afterwards. Landowners</td>
<td>common challenges and tips to choosing the best contractor for small forest landowners. Bring ideas</td>
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<td>may want to receive various quotes from different loggers. Michalec</td>
<td>for what you would like to see on your forest or future forestlands.</td>
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<td>contractor for small forest landowners.</td>
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<td>Bring ideas for what you would like to see on your forest or future</td>
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<td>forestlands.</td>
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<td>2</td>
<td>11:00 a.m.</td>
<td>Forest Practices and Applying for a Forest Practices Permit</td>
<td>Hollis Crapo - Forest Practices Forester, Washington State Department of Natural Resources,</td>
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<td><strong>Arlington, WA</strong></td>
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<td>Want to manage your forest lands, repair roads, harvest timber,</td>
<td>Want to manage your forest lands, repair roads, harvest timber, replace culverts, manage for</td>
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<td>replace culverts, manage for wildfires or thin trees? Oftentimes, the</td>
<td>wild fires or thin trees? Oftentimes, the work to accomplish your goals will require a Forest</td>
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<td>Practices Permit. This session is an introduction to Forest Practice Permits. Permitting can be</td>
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<td>3</td>
<td>3:00 p.m.</td>
<td>Agroforestry Opportunities</td>
<td>Matt Van Boven - Owner of Feral Farm and Raven Star Farm specializing in AgroForestry,</td>
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<td><strong>Rockport, WA</strong></td>
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<td>Van Boven has been operating an agroforestry farm for over two</td>
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<td>decades. He focuses on planting to compliment the ecological functions</td>
<td>to compliment the ecological functions of the forests on the 50 acres of lands they manage. While</td>
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<td>of the forests on the 50 acres of lands they manage. While most</td>
<td>most landowners wait to harvest timber on their property once or twice in their lifetime, Van</td>
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<td>landowners wait to harvest timber on their property once or twice</td>
<td>Boven will highlight other forest products to harvest to diversify the economic income from your</td>
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<td>in their lifetime, Van Boven will highlight other forest products</td>
<td>forested property. Come with ideas you have for nontimber forestry management goals on your</td>
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<td>goals on your property.</td>
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<td>4</td>
<td>4:15 p.m.</td>
<td>Protecting Forest Lands: Timber Theft, Timber Contracts &amp; Trespass</td>
<td>Anne Minden - Principal at Minden &amp; Associates, LLC, Winthrop, WA</td>
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<td><strong>Winthrop, WA</strong></td>
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<td>Learn the keys to protecting your forest, identify vulnerable/value-</td>
<td>Learn the keys to protecting your forest, identify vulnerable/valueable trees, and the common</td>
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<td>able trees, and the common forms of theft on forested lands from an</td>
<td>forms of theft on forested lands from an international and local expert in timber theft and</td>
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<td>international and local expert in timber theft and timber trespass.</td>
<td>timber trespass. Anne Minden has extensive experience and has conducted numerous investigations</td>
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<td>involving timber sale contract issues, thefts against boundaries between government and private</td>
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<td>investigations involving timber sale contract issues, thefts against</td>
<td>property, and the poaching of high dollar timber species including bigleaf maple and western red</td>
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<td>boundaries between government and private property, and the poaching</td>
<td>cedar.</td>
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We source organic grains from Pacific Northwest farms...

...to make organic feeds for your farm.

ORGANIC FEEDS
GROWN & MILLED IN THE PACIFIC NW

Thank You
Wetlands and Woodlands for Making Our Stage Beautiful.
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.
Chef Russell Lowell
Executive Chef/Owner:
Russell Lowell Catering
Russell’s Restaurant in Bothell
The Garden Café at Molbak’s

www.RussellLowell.com
BARN: 425.892.8492
CATERING: 425.892.8467
GARDEN CAFE: 425.286.6279
Morning

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

A Local Lunch

**SOUP**
Squash Soup - Snohomish County grown squash

**SALAD**
Red and savoy cabbage with broccoli florets, Skagit River Ranch Italian sausage and a honey crisp apple cider vinaigrette

Apple Cider – Cedardale Orchards  •  Cabbage – Cabrera Farms
Broccoli – The Crows Farm  •  Honey – Bee Works
Italian Sausage – Skagit River Ranch

**ENTREE**
London broil
Beef brisket with Mt. baker honey and fresh herb
marinate with baby red potato’s

Beef – North Cascade Meat Producers
Red Potatoes – Osprey Hill Farm

**DESSERT**
Assorted miniature deserts

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**CULINARY TEAM**
Chef Russell Lowell
Chef Justin Reed
Chef William von Schneidau

Thank you to our culinary team for their continues and tremendous support!
Conference Chair:
• Linda Neunzig
  Snohomish County Agriculture Coordinator

Conference Coordinators:
• Patrice Barrentine
  King County
• David Bauermeister
  Northwest Agriculture Business Center
• Bea Covington
  Director King Conservation District
• Hal Gausman
  Snohomish County Parks, Recreation and Tourism, Cultural Division Manager, Fairgrounds, Art, History & WSU Extension
• Amanda Gauthier
  The Evergreen State Fairgrounds
• Anthony Gromko
  Washington State University Extension Acting Director, Snohomish County Extension
• Bobbi Lindemulder
  Snohomish Conservation District
• Don McMoran
  WSU Skagit County Extension
• Patrick Nelson
  Brown Paper Tickets
• Oak Rankin
  Glacier Peak Institute, WSU Extension
• Kate Ryan
  WSU Snohomish County Extension
• Karen Ullmann
  Washington State Dept. of Agriculture

Brown Paper Tickets
Deep Harvest
Farm Credit Services
Grow Northwest
Hello Fresh
King Conservation District
Northwest Agricultural Business Center
Osborne Seed Company
PCC Farmland Trust
Score
Scratch and Peck Feeds
Snohomish Co-op, Monroe Co-op
Snohomish Conservation District
Snohomish County Farm Bureau
Snohomish County Planning and Development Services
Snohomish County Public Works Surface Water Management
Steuber Distributing Company
Timber Wolf Insurance
Town & Country Tractors
USDA Farm Service Agency
USDA National Agricultural Statistics Services
Washington Department of Fish and Wildlife
Washington State Department of Agriculture
Washington State University, Snohomish County Extension
WaterTec
Willsie Equipment Sales
FOCUSED FORWARD TOGETHER
Snohomish County Planning and Development Services

Your agricultural business can be more competitive. Our librarians are here to help you plant your future.

Use our free tools at sno-isle.org/business.
Thank you farmers, foresters and producers for getting your hands dirty for our community.