

Washington State Conservation Commission

FARMLAND PRESERVATION NEWSLETTER

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Research: Economic Impact of Local Food Marketing

Economic Impact of Local Food Marketing in the Sacramento Region—By Shermain Hardesty

Consumers often say that they buy locally produced foods because they want to support their local economy. Our newly released report confirms that buying locally produced foods does support the local economy.

Our University of California Cooperative Extension team measured the economic impact of local food marketing in the Sacramento Region (El Dorado, Placer, Sacramento and Yolo counties). Our key finding was that, for every dollar of sales, Sacramento Region producers engaged in direct marketing (direct marketers) are generating twice as much economic activity within the region as producers who are not involved in direct marketing (non-direct marketers). This strong economic development impact is due primarily to the fact that direct marketers source a much larger percentage of their inputs within the region (89 percent) than do non-direct marketers (45 percent).

We used an input-output modeling program, IMPLAN, to measure the direct marketers' economic impacts. Our project team interviewed over 100 direct marketers in the Sacramento Region to develop a customized IMPLAN database. We asked producers what, where, and how much they spent for inputs in various categories, as well as what, where and how much product they sold. **Continue Reading:** <http://goo.gl/PoQ7QY>

Free SARE Courses Advance Your Sustainable Ag Education

Looking to learn more about the core concepts of sustainable agriculture? SARE's online, self-paced [sustainable agriculture courses](#) have been updated and expanded to include a course on Agricultural Ecosystem Management. The three courses cover core concepts in sustainable agriculture, its goals and its relevance to every farming and ranching operation, no matter the size.

“These online courses are an excellent way for Extension educators and anyone with an interest in sustainable agriculture to strengthen their knowledge base,” says Jim Freeburn, Western SARE's Professional Development Program coordinator.

Start one of the free courses today:

[Sustainable Agriculture Principles and Concept Overview](#) provides an overview of sustainable agriculture, tracing its origins and exploring its relevance to farmers, ranchers and agricultural professionals nationwide.

[Strategic Farm/Ranch Planning and Marketing](#) covers farm/ranch planning and business development, marketing opportunities and strategies, and managing for long-term success.

[Agricultural Ecosystem Management](#) (NEW!) focuses on how to apply ecological principles in the management of crop and livestock systems, including tools and resources to achieve production goals, enhance stewardship of watersheds and wildlife, and improve farm profitability.

This program is designed primarily for Cooperative Extension and Natural Resources Conservation Service personnel, and is open to farmers, ranchers and other agricultural professionals nationwide.

All three courses are available at courses.sare.org.



Stay in contact and sign up for the OFP-Newsletter!

Email frequency is once a month

Sign up on the web at: <http://ofp.scc.wa.gov>

Ag Plastic Recycling Day

Save the Date: Ag Plastics Recycling Day

Friday, NOVEMBER 4, 9 a.m.-6 p.m.

Saturday, NOVEMBER 5, 10 a.m.-4 p.m.

Farmers, don't throw away your leaky drip tape, nursery pots and trays, pesticide and herbicide containers (including drums), plastic buckets and lids, woven feed sacks, tarps, hay twine, plastic wrap (row covers, greenhouse film, haylage wrappers) this summer!

Instead, recycle them at the Pierce County Conservation District's farm and garden plastic recycling event taking place:

Friday, November 4 from 9 am.—6 pm. and Saturday, November 5 from 10 am-4 pm at the district office (5430 66th Ave. East, Puyallup, WA 98371).

Materials must be dry and relatively clean, and pesticide and herbicide containers must be triple rinsed. Recycling will be provided by DM Disposal Inc.

For more information, contact christinec@piercecountycd.org.



Capital Press: WSDA picks specialty crop grant projects

From the [Capital Press](#)

The Washington State Department of Agriculture has recommended 21 researchers and groups share \$4.3 million in federal funds to study and promote specialty crops.

The U.S. Department of Agriculture will review the recommendations and announce recipients of specialty crop grants for all states in the fall, though the USDA relies on states to solicit and evaluate applications.

WSDA proposes to fund projects ranging from \$300,000 to promote potatoes on television to \$55,000 to support a farm program at Pike Place Market in Seattle.

Much of the funding will go to Washington State University professors and agricultural commissions.

See the full list of awarded projects at: <http://goo.gl/6xl8UQ>

New siphons deliver needed water to Odessa farmers

WARDEN – Farmers, local dignitaries and water managers recently celebrated construction of the new Lind Coulee Siphon complex. It's part of a 10-year effort to bring surface water to hundreds of deep-well irrigators now relying on a declining aquifer known as the Odessa Subarea.

With the flip of a switch and raising of a gate, water from the Columbia River poured through newly built siphons to be delivered to farmers growing potatoes, corn, alfalfa, and seed crops in the rolling hills near this Eastern Washington town.

“Today beautifully illustrates how together we can achieve water solutions for farmers and growing communities, and benefit the natural environment,” said Washington state Department of Ecology director Maia Bellon. “Through these siphons we will deliver water to farmers who need it; to support a \$1.5 billion agricultural industry; to put good food on our tables, and protect a precious aquifer that has dropped by as much as 200 feet since 1980.”



Read more at: <http://goo.gl/veYc91>

In Short

Job Opening: PCC Farmland Trust is hiring a community engagement coordinator

PCC Farmland Trust is seeking a self-motivated, organized, and enthusiastic coordinator to support our community engagement program.

The successful candidate will play a crucial role in our work, gaining on-the-ground experience in volunteer coordination, event planning, innovative communications tactics, and land stewardship.

This is a great opportunity for someone who is passionate about farmland preservation and sustainable agriculture and is looking for hands-on experience in this sector.

Check out the full description by downloading this PDF.

<http://goo.gl/sfpYML>

Open Position: Oxbow Farm & Conservation Center

Ox Ed Kids' Farm Intern

Full-time, seasonal: Aug. 22 – late November 2016 (some weekend shifts)

Oxbow Education (“Ox Ed”) provides year-round farm-based educational programming for kids. We are seeking a Kids' Farm intern to assist with farming tasks and education program delivery for the fall season. This position would be a great fit for an energetic person who wishes to learn more about organic farming and outdoor education.

Full details and description at (PDF)

<http://goo.gl/vO4YuV>

Open Position: Oxbow Farm & Conservation Center

Bookkeeper-Admin Assistant

Oxbow is seeking to fill a bookkeeper-admin assistant position by September 1, 2016. The 3/4-time position will be part of a dynamic team and rapidly growing non-profit organization that is committed to the mutual well-being of people and nature.

Full details and description at (PDF)

<http://goo.gl/rOobsX>

In Short

Updated clean water permit for animal feeding operations now available for public review

Large livestock and animal facilities are one step closer to having a standard set of practices that protect surface and groundwater quality under an updated permit proposed by Ecology.

Ecology is updating the Concentrated Animal Feeding Operation (CAFO) general permit, which expired in 2011. The permit addresses manure management at facilities that confine large numbers of livestock, poultry or other animals in order to protect water quality.

Changes in the new permit will address protection of groundwater health, and will primarily cover dairies. The updated permit expands coverage from 10 facilities to an estimated 150-200 facilities across Washington, accounting for up to 95 percent of all dairy cows in Washington. **Read more:** <http://goo.gl/RpGuEG>

Video: TEDx Talk Yakima Basin Integrated Plan

Recently Steve Malloch, a longtime member of the Yakima Plan coalition, was invited to present a TEDx Talk on the Yakima Basin Integrated Plan

If you've ever wondered how or why the Yakima Plan came to be, or had questions about how to develop a similar stakeholder model, Steve demystifies those processes with plain language and good humor.

Check it out by going to:

<http://goo.gl/yZmCs4>

Washington State Farm Succession planning workbook: Available in English and Spanish

Copies of the popular Planning the Future of your Farm are still available.

Planning the Future of Your Farm is designed to help families keep their farmland in production or “in the family” as it passes to the next generation.

Content is presented in four sections, each corresponding to a suggested planning process and supported by worksheets.

Families can use it themselves or under the guidance of a professional advisor.

To request a copy, send an email to ofp@scc.wa.gov or call 360-407-7474

Washington Farmland Prices—In the News

Walla Walla County's farmland prices vary widely

As with other real estate, when it comes to the value of high-quality farmland in Walla Walla County, the mantra “location, location, location” plays a major role.

The county has “all kinds” of high quality farmlands, said Tom Stokes of Gala Realty Group. These include prime acreage for dryland wheat farming, other properties suitable for diversified crops as well as irrigated farmlands. In addition, there are also lands suitable for vineyards.

Depending on location and other factors, Stokes said the per-acre price can vary widely, ranging from \$3,000 an acre for the high-quality dryland farm acreage to \$10,000 or more per acre for irrigated land that can support crops such as corn and potatoes. Read more:

Walla Walla Union Bulletin—<http://goo.gl/PPtwK9>

Latest Washington real-estate gold rush: farms

You know about home prices and rents soaring across the Puget Sound region and Washington — but you might be surprised at the latest type of property to get swept up in the state's real-estate wave: farms.

The average sale price of high-quality Washington farmland has increased 25 percent in the last year, and is up 47 percent in the last four years, according to new data from Farmers National Company.

The current average price of \$12,500 per acre is the highest among 18 states tracked in the report, mostly in a central swath from Minnesota to Texas, up from fourth-highest a year ago. Washington was the only state surveyed to see prices rise in the past year. Read more:

Seattle Times: <http://goo.gl/XIQLNc>

USDA ERS Report: Changes in Retail Organic Price Premiums

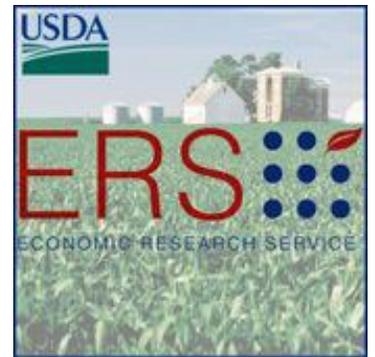
Organic foods are one of the most rapidly growing sectors of the retail food market. It even grew during the Great Recession (December 2007-June 2009), as organic products became available in more retail outlets.

Bringing organic products to retail incurs costs at every level - from farmers and ranchers who must follow the USDA organic regulations (including avoiding synthetic fertilizers, sewage sludge, irradiation, or genetic engineering), to food processors and retailers who must ensure that organic and nonorganic products are not comingled by their transporters or within their facilities. In order to earn a return on these costs, all participants in the organic food supply chain must receive a higher price (ordinary price plus a premium) for the product.

What Did the Study Find?

Retail-level organic price premiums were more than 20 percent of the nonorganic price for all but 1 (spinach) of the 17 products analyzed in this study. Between 2004 and 2010, most premiums fluctuated—i.e., they did not steadily increase or decrease. Only three products demonstrated a steady decrease in their premiums (spinach, canned beans, and coffee), and only the yogurt premium steadily increased throughout the entire study period.

See the full study by going to: <http://goo.gl/Zlqx74>



Workbook - Building a Legally Resilient CSA Program

Farm-based Community Supported Agriculture (CSA) programs are incredibly valuable for sustainable farmers who want to build strong relationships with their community.

This workbook explores ways to keep that trajectory strong by resolving the varied and unique legal issues of CSA. The workbook explores a range of potential issues including making the sale, sharing risk, offering gift certificates, dealing with securities laws, managing drop sites, combining farm product, working with volunteers, hosting events, and managing food safety.

Through a workbook-style that encourages farmers to reflect on their own priorities and risks, this resource empowers CSA farmers to move forward in creating a strong, resilient CSA program. Check it out at: <https://farmcommons.org/cart>



In Short

National Farmers Market Week Set for August 7-13

Agriculture Secretary Tom Vilsack recently proclaimed August 7-13 the 17th annual National Farmers Market Week, to honor and celebrate the important role that farmers markets play in local economies.

Farmers markets across the country will mark the week with special events.

"Farmers markets are an important part of strong local and regional food systems that connect farmers with new customers and grow rural economies. In many areas, they are also expanding access to fresh, healthy food for people of all income levels," said Secretary Vilsack. "National Farmers Market Week recognizes the growth of these markets and their role in supporting both urban and rural communities."

NOW HIRING: Executive Director Washington State Farmers Market Association (WSFMA)

The WFSMA Board of Directors is hiring for an Executive Director. Download the job description below.

This is a full-time job located at WFSMA's office in Seattle. Please send resume, cover letter and three references to Stacy Carkonen, WFSMA Board President:

stacy@tacomafarmersmarket.com.

Applications will be accepted through August 12 or until a suitable candidate can be identified.

[WSFMA Executive Director Job Description](#) (PDF)

GRANT: Western SARE Professional Development Program

Western SARE is accepting proposals for Professional Development Program (PDP) competitive grants up to \$75,000. PDP grants help Cooperative Extension Service, Natural Resources Conservation Service, and other agricultural professionals in the Western Region increase their understanding and proficiency in sustainable agriculture.

Proposals are due by November 2, 2016.

Complete details at:

<http://goo.gl/rDbLYC> (PDF)

In Short

Study Examines Transportation Efficiency of Local Food

Researchers at the University of Tennessee Institute of Agriculture published a study that compared the transportation efficiencies of the conventional and local fruit and vegetable transportation networks in the Knoxville area.

The study found that farms located within 25 miles of the downtown market tend to deliver their produce to market at least as efficiently as conventionally distributed foods from California.

In addition, More distant farms need to scale up their production and distribution operations to remain within the competitive transportation zones

See all the conclusions by going to:

<https://goo.gl/k1aZUP>

For Food Policy Councils — Understanding SNAP

The Food Policy Networks project has published a brief on SNAP with some great examples from Minnesota, Massachusetts, Montana, Maryland and Texas.

The PDF document gives an introduction & history of SNAP along with policy considerations and much more.

Check it out the PDF by going to:

<http://goo.gl/30BSZg>

In the U.S. House

On Thursday, July 7, the House Agriculture Committee held a hearing to examine the on-the-ground experiences of former military leaders and the connection between agricultural policy and national security. Members heard from a panel of former military leaders who described how the United States' investment in transportation and infrastructure, agricultural research and innovation, and risk management tools for farmers has led to a vibrant and stable agricultural industry in the U.S., which is inexplicably linked to our national security. The panel also cautioned that an insufficient focus on agriculture has led to detrimental effects on the security and stability of countries around the world. Details of the hearing here:

<http://goo.gl/d8BuwR>

WASHINGTON STATE CONSERVATION COMMISSION

Mark Your Calendars

<p>Roots of Resilience—Holistic Land Planning Workshop—Aug 29/30—Okanogan, WA</p> <p>Learn how to create your ideal Holistic Land Plan in this hands-on two-day workshop. Plan for infrastructure you need to continue the creation of your ideal ranch or farm. Integrate your land planning with your financial planning.</p> <p>Details and registration at: http://goo.gl/c2MaSW</p>	<p>Tilth Producer Farm Walks: Organic Orchard Management - Aug 8, Kettle Falls, Washington</p> <p>This Tilth Producers Farm Walk visits Cliffside Organic Orchard. Owners will share how they got started, the process of maintaining organic certification, their techniques for managing pests and disease and building soil quality, and their secrets for building loyal customers.</p> <p>Details at: http://goo.gl/om8fRM</p>	<p>Tilth Producer Farm Walks: Whole Farm Conservation Planning, Sunnyside, WA—Sept 19</p> <p>Heavenly Hills Harvest, 764 South Emerald Road, 12:30 PM-4 PM, \$15 members, interns and students, \$25 for non-members.</p> <p>Register here: http://goo.gl/99x5tv</p>
<p>7th National Small Farm Conference Sept. 20-22 - Virginia Beach, VA</p> <p>The 7th National Small Farm Conference, “Creating and Sustaining Small Farmers and Ranchers,” will take place in September. This conference will consist of short courses, oral and poster presentations, exhibits, success stories and educational tours in and around Virginia Beach and the Chesapeake Bay.</p> <p>Details: http://goo.gl/B0c0Cg</p>	<p>Whatcom County Farm Tour Saturday—September 10</p> <p>Multiple farms, 10 AM-5 PM, Free.</p> <p>Head out with family and friends for a chance to see, taste and explore Whatcom County’s diverse family-owned farms, on this free, self-guided tour.</p> <p>Details and map available at: https://goo.gl/l8Wjxg</p>	<p>Tilth Annual Conference Wenatchee Conference Center November 11-13:</p> <p>Every year, the Tilth Conference brings together hundreds of farmers, producers, researchers and food system professionals to network and learn. This is a great way to meet others in your field, enjoy locally sourced meals and participate in fun evening events around Wenatchee.</p> <p>Details available by going to: http://goo.gl/DzNJPT</p>
<p>Field Day Scheduled for Washington Forest Owners</p> <p>The field day will be held on Saturday, August 20, from 9 am to 4:30 pm at 143 Sofie Road near Sequim, Wash.</p> <p>A brochure with more detailed information, driving directions and the registration form can be found at: http://forestry.wsu.edu or contact your local WSU Extension office.</p>	<p>9th Annual Water Rights Transfers CLE—November 9/10—Seminar Available via Live Webcast</p> <p>This seminar is designed to provide information of vital interest to water right holders, developers and advocates.</p> <p>To view full agenda, which includes registration information and pricing, go: http://goo.gl/TEvzjG</p>	<p>5th Annual Easements and CCRs in Washington—Seattle, WA - November 4, 2016 Seminar Available via Live Webcast.</p> <p>Easements are often skimmed over, not discussed and buried someplace in a title report. However, what you don't know can hurt you.</p> <p>To view full agenda, which includes registration information and pricing, go to: http://goo.gl/j4Z0bV</p>

“OUR MISSION IS TO PROMOTE THE VITALITY OF FARMING, FARMERS, AND RANCHERS BY ENSURING THAT WE WILL CONTINUE TO HAVE PRODUCTIVE AGRICULTURAL LANDS IN WASHINGTON STATE. WE WILL ACHIEVE THIS THROUGH POLICY RECOMMENDATIONS TO THE GOVERNOR, THE LEGISLATURE, THE OFFICE OF FARMLAND PRESERVATION AND OTHERS AND BY ENLISTING PUBLIC SUPPORT. PROGRAMS WILL BE VOLUNTARY, RECOGNIZE LOCAL PRIORITIES, AND PROVIDE FOR ECONOMIC INCENTIVES.”