

CSU Extension Local Food Systems

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FIFTIETH EDITION

MAY 2014

Happy summer and welcome to the 50th issue of the CSU Extension Local Food Systems newsletter! This newsletter is designed to give you up-to-date news and information from around the state and our own CSU Extension organization. Feel free to send in any events and news from your organization and from partners so that we may share them with our readers through this newsletter!

Our 50th Issue!!

Thank you for being an engaged readership!

Please forward this newsletter to anyone with an interest in local food systems and CSU's programs in this area, and tell them they are welcome to contact us so we can add them to our mailing list. The Food Systems work team for CSU Extension is committed to building a stronger network of those who work on systems-based issues. The distribution of this newsletter is one way to build that network.

To assist our readers in finding information, events and programs we may have presented in the past, you can find old issues at: <http://www.ext.colostate.edu/cis/localfood.html>.

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USE COLORADO MARKETMAKER TO FIND LOCAL PRODUCTS

Summer is a prime time to learn more about what our state has to offer for foods, meals, agritourism, and wineries! Colorado MarketMaker (CMM) is a constantly updated database of food industry marketing and business data. The map-based CMM search is a great way to locate more than 26,000 Colorado food and agritourism businesses listed. These include 119 farmers' markets, 85 wineries, and 193 agritourism businesses.

CMM's Buy and Sell Forum, <http://co.foodmarketmaker.com/marketplace>, has a growing selection of products to purchase, and services available, as well as a place to list products and services you need. Check out these recently listed Colorado products for sale:

[Edith's Homemade Gourmet Foods](#) (new!)

Jalapeño Jelly [Char's Gourmet Jelly](#) (new!)

Lavender Honey [Rising Sun Ranch Creations](#) (new!)

[Colorado's Best Beef Company](#) (updated information!)

COLORADO AGRICULTURE AND CLIMATE ISSUES

Agriculture, Adaptation and Rural Colorado's Future—A Community Discussion Featuring Farmers, Ranchers, Scientists and the Faith Community

The Center for Rural Affairs is hosting a panel discussion on what is known about the science of climate change and its impacts in eastern Colorado, with a focus on resiliency in farming. Join several speakers in Greeley on June 4 from 5 pm – 7 pm at the Weld County Extension Office, in the Exhibition Building (525 North 15th Ave, Greeley).

RSVP to Steph Larsen at 406.356.6838 or StephL@cfra.org.

PERMACULTURE WORKSHOP IN DURANGO

When: Sunday, June 1st -- 8am-1pm with lunch afterwards on-site from Turtle Lake Refuge. Sponsored by Garden Project of Southwest Colorado.

Where: Ohana Kuleana Community Garden, 564 E 30th Street, Durango, CO.

Join in for a half-day hands-on workshop and learn how to create edible food forests and food resiliency with local experts, Frank LeBeau and Monea Monroe. Cost \$45/person (includes lunch).

Register [here](#). For more information, contact Monea Monroe (starchildcmg@hotmail.com; 970-426-9993).

USDA: 2012 CENSUS OF AGRICULTURE HIGHLIGHTS

The agriculture census presents more than 6 million pieces of information, which provide a detailed look at the U.S. farm sector at the national, state and county levels. Census data provide valuable insight into the U.S. farmer demographics, economics and production practices. Some of the key findings include:

- There are now 3.2 million farmers operating 2.1 million farms on 914.5 million acres of farmland across the United States. For Colorado, there are 36,180 farms, down from 37,054 in 2007. Colorado farms and ranches reported an average size of 881 acres (up from 853), but a median size of 90 acres (so, a very large number of fairly small acreages).
- Both sales and production expenses reached record highs in 2012. U.S. producers sold \$394.6 billion worth of agricultural products, and Colorado accounted for \$7.78 billion of those sales, up from \$6.06 billion in 2007.
- In the US, three quarters of all farms had sales of less than \$50,000, producing only 3 percent of the total value of farm products sold, while those with sales of more than \$1 million—4 percent of all farms—produced 66 percent.
- In Colorado, there was growth in the mid-size farm category, with 3,808 farms and ranches reporting between \$100,000 and \$500,000 in sales, up from 3,595 farms in 2007. Those mid-size farms accounted for almost \$900 million in sales (11.5% of all sales), and this is a significant jump from \$829,000 in 2007.
- Young, beginning principal operators who reported their primary occupation as farming increased 11.3 percent from 36,396 to 40,499 between 2007 and 2012. In Colorado, 6,833 (19%) farmers have farmed ten years or less. Over 5% of Colorado farmers are 35 or younger, compared to 3.7% nationally.
- California led the nation with 9 of the 10 top counties for value of sales. Fresno County was number one in the United States with nearly \$5 billion in sales in 2012, which is greater than that of 23 states. Weld County, Colorado ranked 9th in the top 10 U.S. counties.
- In the US, 144,530 farm operators reported selling products directly to consumers. In 2012, these sales totaled more than \$1.3 billion (up 8.1 percent from 2007). In Colorado, 2,896 producers sold \$19.2 million, down from \$22.6 million in 2007. Although this may be surprising, the number of operations reporting revenues related to agritourism, sales direct to retailers and Community Supported Agriculture is growing. This may suggest a diversification of income streams.
- Organic sales have grown, but accounted for just 0.8 percent of the total value of U.S. agricultural production. Organic farmers reported \$3.12 billion in sales in 2012, up from \$1.7 billion in 2007. In Colorado, 176 farms reported \$68.2 million in sales, up from \$50.6 million in 2007.

For access to the complete data series and tools to analyze this information, visit www.agcensus.usda.gov.

ERS REPORT: SMALL ACREAGE FARMING

Approximately 294,000 U.S. farms operated on 10 or fewer acres in 2007, according to the 2007 Census of Agriculture. While most small acreage (SA) operations did little farming, about 50,000 had sales of \$10,000 or more in 2007.

This USDA Economic Research Service report focuses on SA farms, especially those grossing \$10,000 or more per year, and examines such characteristics as production strategies, types of products, sales, household income, and financial performance. Access the entire [report here](#).

COLORADO CHARITABLE CROP DONATION ACT PASSED

The Colorado Charitable Crop Donation Act helps Colorado's agricultural communities, food banks and food pantries across the state provide fresh Colorado food to those in need.

This Act boosts access to fresh, healthy, locally produced food (including fresh fruits and vegetables, dairy products and meat products) for low-income Coloradans by offering a 25% tax credit to local producers for the wholesale value of food they produce and donate to qualified nonprofit food distribution organizations across the state. House Bill 2014-1119 received widespread support under the dome and in Colorado communities. It was sponsored by Rep. McLachlan, Rep. Dore, Sen. Hodge and Sen. Roberts.

Encourage your community to promote this policy as a way to support both producers and those trying to feed Colorado communities.

GRANT: FEDERAL-STATE MARKETING IMPROVEMENT PROGRAM

The U.S. Department of Agriculture's Agricultural Marketing Service (AMS) announced the availability of approximately \$1 million in matching grant funds through the Federal-State Marketing Improvement Program (FSMIP). AMS is requesting grant proposals from state departments of agriculture, state colleges and universities, and other appropriate state agencies. Funds will support research projects to address challenges and opportunities in marketing, transporting, and distributing U.S. agricultural products domestically and internationally. Federal funds awarded must be matched dollar-for-dollar by non-federal funds and/or in-kind resources.

Proposals that address issues of importance at the state, multi-state, or national level are encouraged, including projects that:

- Assess challenges and develop ways to assist local and regional producers in marketing agricultural products that meet the mandates of the Food Safety Modernization Act.
- Have the potential to create economic opportunity in rural communities through research relating to marketing in local and regional food systems, and value-added agriculture.
- Demonstrate sound methods for processing, packing, handling, transporting, storing, distributing, and marketing agricultural products.
- Determine the costs of marketing agricultural products in their various forms and through various channels.

- Assist in the development of marketing methods, practices and facilities to bring about more efficient and orderly marketing, and reduce the price spread between the producer and the consumer.
- Develop and improve standards of quality, condition, quantity, grade and packaging in order to encourage uniformity and consistency in commercial practices.
- Eliminate artificial barriers to the free movement of agricultural products in commercial channels.
- Foster new or expanded markets and new uses of agricultural products.

Applicants must submit proposals through the federal website www.grants.gov by 11:59 p.m. Eastern time on June 16, 2014.

The request for applications, which describes details about the grant opportunity, including eligibility, application requirements and an outline of the review process, is available at www.ams.usda.gov/FSMIP, and is linked with the FSMIP opportunity posted on www.grants.gov.

COLORADO AGRICULTURE LEADERSHIP PROGRAM

Applications are now being accepted for Class 12 of the Colorado Agricultural Leadership Program (CALP), which begins in Fall 2014. Individuals interested in enhancing their understanding of public affairs and developing their expertise to play a leading role in guiding the matters affecting Colorado agriculture and rural communities should apply. The program is open to any individual engaged in serving rural communities, production agriculture, all related agricultural industry and business, extension services and education.

CALP is an intensive 18-month program composed of seminars delivered by Colorado's Agricultural industry. Fellows also participate in 7 days of national travel seminars and a 10-day international travel seminar. Seminars provide a comprehensive curriculum focusing on a variety of agricultural and leadership development subject matter. Participants are challenged to analyze public issues and industry matters from social, economic, cultural and political perspectives. Participation in the program helps to improve leadership skills; build confidence in leadership abilities; and expand knowledge of state, national and international affairs. CALP cultivates a robust network of agricultural leaders who are highly motivated to serve.

CALP invests approximately \$15,000 per fellow to participate in the Ag Leadership Program. The costs are underwritten by individual and industry donations. Detailed program information and the application are [available online here](#). The application is due no later than **June 1**, but individuals are encouraged to complete it earlier.

COLORADO FRUIT AND VEGETABLE GROWERS ASSOCIATION

CFVGA is a new organization striving to serve Colorado's fruit and vegetable industry and meet the needs of members all across the state. Growers of all sizes are invited to join. In addition, CFVGA encourages suppliers, consumers, and anyone else who supports the fruit and vegetable industry in Colorado to join the CFVGA. CFVGA provides many benefits for members, including publishing a

member directory online and in listing member names in their newsletter. This is an opt-in service offered to members monthly.

Check out their first member directory on the front page of the [CFVGA website](#).

You can also “Like” them on [Facebook](#).

WEBCOURSE: INTRO FOOD SYSTEMS FINANCE

Join the California Department of Food and Agriculture (CDFA) for a two-day [Intro Food Systems Finance WebCourse](#) on June 4-5, 2014. The Intro Food Systems Finance WebCourse examines the development of finance programs that sustain a local food system and how investments in that system can drive economic development on a broader scale.

This course qualifies for the CDFA Training Institute's [Development Finance Certified Professional \(DFCP\) Program](#). Start down the road to personal and professional advancement today.

This course will explore how bonds, tax credits, loan programs, foundation grants, and other financing tools can be used to support a local food system and encourage follow-on investment, small business development, and sustainable growth. In particular, this course will address the financing challenges associated with growing, processing, distributing, marketing, and selling food.

Topics discussed at the [Intro Food Systems Finance WebCourse](#) include:

- Understanding the local food system
- Identifying partners and stakeholders in the food system
- Sources of capital to support food-related businesses
- Federal, state, and local financing programs
- Foundation, non-profit, and community-based financing programs
- Innovative financing approaches

View the Intro Food Systems Finance [agenda](#) for a full outline of the timing and topics to be covered and [register here](#).

WEBINAR SERIES: FINDING, BUYING AND SERVING LOCAL FOODS

The USDA Farm to School Program is hosting two webinars each month to showcase the variety of ways school districts can purchase local foods. The webinars will be held at 12:00 p.m. MST on the second and fourth Thursdays of the month.

- Using Department of Defense Fresh to Purchase Local – June 12
- Tying It All Together and Digging In – June 26

To register click [here](#). All webinars will be recorded and available on the USDA Farm to School website within 1-2 weeks of initial viewing.

FUNDED: ENRICH COLORADO AG GRANT PROGRAM

The Colorado Department of Agriculture selected four projects to receive funding through its new “Enrich Colorado Ag Grant Program.” Grant funds will help Colorado companies conduct research and

develop new uses and markets for food and agricultural products that are grown, raised or processed in Colorado.

Projects funded include:

- Triple M Bar Ranch, Manzanola, \$11,620 to expand marketing and promotion efforts of their Colorado lamb.
- Weld County School District 6 Nutrition Services, Greeley, \$17,000 to increase the awareness of selling opportunities to farmers in northern Colorado school districts and increase student and parent awareness of Colorado agricultural products on school menus.
- Soup for Supper, Lafayette, \$2,500 to work with a marketing/sales consultant to increase product distribution.
- Montrose Downtown Development Authority, Montrose, \$11,380 to conduct a feasibility study to determine the economic, market, technical, financial and management feasibility and sustainability of establishing a Food Hub which will include a certified commercial kitchen and business incubator.

For more information on the Enrich Colorado Ag Grant Program, contact the Colorado Department of Agriculture Markets Division at (303) 239-4371 or visit www.coloradoagriculture.com.

GRANTS: BEGINNING FARMER AND RANCHER PROGRAM

2014 Request for Applications for the [Beginning Farmer and Rancher Development Program](#) (BFRDP) are open. **Applications are due June 12.**

Organizations can apply to BFRDP for grants to provide education, training, technical assistance and outreach for U.S. farmers, ranchers, and managers of non-industrial private forest land who have been farming or ranching for 10 years or less and those who aim to start. Priority will be given to projects that are partnerships and collaborations led by or including non-governmental organizations, community-based organizations, and school-based agricultural educational organizations with expertise in new agricultural producer training and outreach.

CSU has benefitted greatly from support from this program since 2009, to grow and sustain our Colorado Building Farmers program. However, there are opportunities for others to support their programming as well. This year, approximately \$19.2 million is available for 2014 awards. By law, at least five percent of available funding will be allocated to programs and services for limited-resource and socially-disadvantaged beginning farmers and ranchers and farmworkers. Another five percent of available funding will be for programming and services for military veteran farmers and ranchers.

NIFA is hosting [two webinars](#) for interested applicants, on April 30 and May 6 at 2:00 p.m. EDT. The first webinar will focus on general guidelines for the program, while the second webinar will focus on the funding set-aside for projects that serve special audiences: beginning farmers who are military veterans, and those who are socially disadvantaged, limited resource, or farmworkers.

You can download the Request for Applications from the [BFRDP Funding Opportunity page](#) and learn more about the webinars from the BFRDP [more information](#) page.

GRANTS: FARMERS MARKET AND LOCAL FOOD PROMOTION PROGRAM

The 2014 Farm Bill reauthorized the Farmers Market Promotion Program (FMPP) to fund farmer-to-consumer direct marketing projects such as farmers markets, community-supported agriculture programs, roadside stands, and agritourism. The 2014 Farm Bill also expanded its funding and scope to include the promotion of local and regional food business enterprises that do not provide products directly to consumers, but rather serve as intermediaries to process, distribute, aggregate, and/or store locally or regionally produced food products. The 2014 Farm Bill provides \$30 million in funding for the FMLFPP through fiscal years 2014-2018—approximately \$15 million for the [Farmers Market Promotion Program](#), and approximately \$15 million for the [Local Food Promotion Program](#).

[FMPP](#)- The maximum amount awarded for any one proposal cannot exceed \$100,000; the minimum award is \$15,000.

[LFPP](#)- [Planning Grants](#) are used in the planning stages of establishing or expanding a local and regional food business enterprise. A minimum of \$5,000 and a maximum of \$25,000 will be awarded for any one proposal. [Implementation Grants](#) are used to establish a new local and regional food business enterprise, or to improve or expand an existing local or regional food business enterprise. A minimum of \$25,000 and a maximum of \$100,000 will be awarded for any one proposal.

Applications Due: June 20, 2014.

RESOURCES AND ADDITIONAL INFORMATION

Don't forget! Colorado State University Extension Food Systems and Agricultural Policy Resources:

- [Consumer Resources](#)
- [Producer Resources](#)
- [Linking Producers to Restaurants, Workplaces and Other Institutions](#)
- [Linking Producers to Schools - Networks, Directories and Guides](#)
- [Community Assessments and Toolkits](#)
- [Calculators and Databases](#)
- [Policy Articles, Resources and Case Studies](#)
- [Research and Other Resources](#)

To add your ideas and news, contact [Ashley Colpaart](#).

To subscribe and unsubscribe to this newsletter, contact [Martha Sullins](#).