

CSU Extension Food Systems Newsletter

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Dept. of Ag and Resource Economics

81ST EDITION

FEBRUARY 2017

Welcome to the **81st edition** of the Colorado State University Extension Local Food Systems newsletter. As a key resource connecting our CSU team with local and state partners about events, news and opportunities, we are thrilled to see the momentum and growth happening in food systems across the state. As always, 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. You can help us be better connected in three ways:

- **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.
- **Send us** any events and news from your organization and other partners so that we may share them with our growing readership!
- **Consider writing** a regional update so we can begin featuring updates from Colorado regions in each newsletter. Contact us if you want to be a regional lead!

To assist our readers in finding information, events and programs we may have presented in the past, you can find old issues at: <http://foodsystems.colostate.edu/extension-outreach/local-food-systems-newsletter/>.

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REGIONAL SPOTLIGHT: GUNNISON COUNTY

Gunnison County Extension, located on the western side of the state, is a central part of the local community and food system. As the County Director for the last 11 years, Eric McPhail spearheads county efforts to unite a diverse community through Extension's programs and events. One relationship Extension maintains is with Western State Colorado University (WSCU). Although WSCU is mainly a liberal arts college, it has expanded to include agricultural programs. The university has offered a Master's in Environmental Management with a track in Sustainable and Resilient Communities for the last three years, and McPhail teaches agricultural classes as a part of that degree. WSCU's School of Business and CSU Extension are additionally partnering together to host the 5th Annual Gunnison Valley Farm-to-Table conference on March 30th and 31st, 2017. Speakers and professors from CSU, Extension, local organizations, and other areas of expertise will be presenting on topics such as water law, agritourism, food market trends, poultry processing, and market channel assessment.

McPhail's
contributes
he
years ago,
Station to
Gunnison
observe. In



*Eric McPhail, Director for
Gunnison County Extension*

Master's Degree in Animal Nutrition from Texas A&M
to his extensive knowledge of hay and livestock production, but
coordinates horticulture-related projects as well. About six
he collaborated with the San Luis Valley Extension Research
research small-scale potato production. Backyard growers in
County are given five potatoes of a certain variety to grow and
exchange for seed, the 50+ participants are asked to fill out

surveys about each variety. These data are communicated back to the experiment station and used to evaluate variety performance.

With the number of new farmers adding to an already rich history of legacy growers and ranchers in the area, Eric McPhail and Gunnison County Extension strive to not only provide programs to address numerous ideas about food, but to also promote collaboration within the community. Like WSCU's motto says, it really is "Learning, Elevated." For information about the county's other programs and events, please visit <http://www.gunnison.colostate.edu/index.shtml>.

COLORADO MARKETMAKER: BUY AND SELL FORUM



Backyard growers showcasing the experimental potato varieties they grew from seed distributed by Extension.

COLORADO MARKETMAKER™

Linking Agricultural Markets

Did you know MarketMaker has a classified section? On the homepage of Colorado MarketMaker, you can find the Buy/Sell Forum. Listings include anything from services to equipment, transportation, people seeking to buy items, and people seeking to sell items.

If you want to post a listing on the Buy and Sell Forum, you'll first have to register for MarketMaker. After registration, you will be able to post your own classified ads.



One of the current listings features a Colorado company: BLUE RIVER HYBRIDS seed dealer!

Blue River offers 37 corn hybrids ranging in maturity from 79 day to 116; food grade and feed grade soybeans; alfalfa; and a wide range of forages. For more information see:

<https://co.foodmarketmaker.com/listing/2015-st-organics-is-now-a-blue-river-hybrids-seed-dealer-organic-seed>.

GRANTS: FEDERAL-STATE MARKETING IMPROVEMENT PROGRAM

The Federal-State Marketing Improvement Program (FSMIP) supports exploring new market opportunities in food and agricultural products throughout the United States.

These grants are targeted toward state Departments of Agriculture, state agriculture experiment stations, and other appropriate state agencies. This could include anything from a state university to a department of forestry, natural resources, or energy.

Applications for FSMIP grants are due by **11:59 EST on Monday, March 27th, 2017**.

These applications have specific guidelines that can be found here:
<https://www.ams.usda.gov/services/grants/fsmip/apply>.

Agricultural Marketing Services will host a teleconference for applicants on **February 16th, 2017 at 12:30 p.m. MST**. To register for the webinar, email [Martin Rosier](mailto:Martin.Rosier).

GRANTS: CDA SEEKING CONCEPT PROPOSALS FOR SPECIALTY CROP BLOCK GRANT

The Colorado Department of Agriculture (CDA) is seeking proposals for the 2017 Specialty Crop Block Grant Program. New this year, the CDA is using a two-step proposal process. The first step is to compete a concept proposal. Concept proposals are due **March 1st, 2017 at 5:00 p.m.** Concept proposals must be sent as Microsoft Word .docx files to [Glenda Mostek](mailto:Glenda.Mostek). You can find a link to download the concept proposal and see how concept proposals are evaluated by [clicking here](#).

CDA can award up to around \$500,000 to a wide array of projects, but the one key criterion is that the grant's work must focus on solely enhancing the competitiveness of Colorado specialty crops.

Specialty crops are defined as fruits and vegetables, tree nuts, dried fruits, and nursery crops. Priority areas for this year's grants include:

- Enhancing food safety,
- Investing in specialty crop research, including research to focus on conservation and environmental outcomes,
- Developing adaptation and mitigation strategies for farms in drought-stricken areas,
- Supporting the growth of organic specialty crops,
- Pest and disease control,
- Increasing child and adult nutrition knowledge and consumption of specialty crops,
- Increasing opportunities for new and beginning farmers,
- Improving efficiency and reducing costs of distributional systems,
- Protecting and improving pollinator health,
- Developing local and regional food systems, and

- Improving food access in underserved communities and among veterans.

GRANTS: LOCAL FOOD PROMOTION PROGRAM

The Local Food Promotion Program (LFPP) offers 25% matching grants to support the development and expansion of local and regional food business enterprises, increase domestic consumption and access to locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets.

Two different types of projects are accepted under LFPP.

- LFPP Planning Grants – used in the planning stages of establishing or expanding a local and regional food business enterprise. Activities can include market research, feasibility studies, and business planning.
- LFPP Implementation Grants – used to establish new local and regional food business enterprises, or to improve or expand an existing local or regional food business enterprise. Activities can include training and technical assistance, outreach and marketing to buyers and consumers, and non-construction infrastructure improvements to facilities or IT systems.

Groups eligible to apply include:

- Agricultural businesses and cooperatives,
- Producer networks and associations,
- Community supported agriculture networks and associations,
- Other agricultural business entities (for-profit groups),
- Nonprofit and public benefit corporations,
- Economic development corporations,
- Regional farmers' market authorities, and
- Local and tribal governments.

Priority areas for this year's grant program include projects that:

- Benefit communities in areas of concentrated poverty with limited access to supermarkets
- Support agri-business in rural areas or towns that have populations of 50,000 or less
- Involve Promise Zone Lead Applicant Organizations

Applications are due on **March 27th, 2017 by 11:59 p.m. EST**. To find these grants, go to Grants.gov. For more information on how to apply, [click here](#).

GRANTS: FARMERS' MARKET PROMOTION PROGRAM

The Farmers' Market Promotion Program (FMPP) was created to increase consumption of and access to locally and regionally produced agriculture products and to develop, improve, or expand market opportunities. Market opportunities can include farmers' markets, roadside stands, community-

supported agriculture programs, agritourism activities, and other direct producer-to-consumer market opportunities.

Groups eligible to apply include:

- Agricultural businesses and cooperatives,
- Community Supported Agriculture (CSA) networks,
- CSA associations,
- Economic development and Nonprofit corporations,
- Local governments,
- Producer networks and associations,
- Public benefit corporations,
- Regional farmers' market authorities, and
- Tribal governments.

Priority areas for this year's grant program include projects that:

- Benefit communities in areas of concentrated poverty with limited access to supermarkets,
- Support agri-business in rural areas or towns that have populations of 50,000 or less, and
- Involve Promise Zone Lead Applicant Organizations.

Applications are due on **March 27th, 2017 by 11:59 p.m. EST**. To find these grants, go to Grants.gov. For more information on how to apply, [click here](#).

GRANT EVENTS: USDA TO HOST GRANTS.GOV TRAINING WEBINAR

Join the USDA on **Wednesday, February 8th, 2017 from 12:30 to 2:30 pm MST** for a webinar that will cover information on how to use Grants.gov and apply for Agricultural Marketing Service (AMS) grant programs. Grants.gov is the webpage where federal grant-making agencies post grant opportunities. It is open to the public to find and apply for the grant opportunities.

Topics will include how to register in Duns and Bradstreet, tracking a submitted application, how to search for funding opportunities, and how to apply for those opportunities.

[Click here to register for the event.](#)

GRANT EVENTS: USDA TO HOST FMLFPP APPLICANT WEBINAR

On **Wednesday, February 15th, 2017 at 12:30 to 2:30 p.m. MST**, the USDA will host a webinar to explain the application process for FMLFPP grants.

The USDA recently announced the availability of \$27 million in grants to strengthen market opportunities for local and regional food producers and businesses. This is supported through the Farmers Market and Local Food Promotion Program (FMLFPP).

Topics in this presentation include an overview of the programs, as well as eligibility and basic information about the application process.

[Click here to register for the event.](#)

The USDA has also developed a guide to understanding whether the FMLFPP grant program is right for you. To see this guide, [click here](#).

WORKSHOP: MARKETREADY TRAINING

Please join the Colorado Department of Agriculture and Colorado State University Extension for a MarketReady Training Program designed to support farmers, ranchers, food hub managers, Extension Agents and other business development service providers.

The training will be held on **February 15th and 16th, 2017 from 8 a.m. to 5 p.m.**, at the Adams County Extension Office, 9755 Henderson Rd, Brighton, CO, in the Rendezvous room of the Waymire Dome building.

Program topics are focused on building core business skills to enter new wholesale or retail markets, or to improve current market channel success, including:

- Packaging, Labeling and Storage,
- Pricing,
- Supply, Delivery, Invoicing, and Insurance,
- Quality assurance and Temperature control, and
- Communication strategies with buyers.

Day one, February 15, 2017 is a **train-the-trainer** workshop designed specifically for those who work with farmers and ranchers (Extension, food hub managers, and other business development service providers). Receive comprehensive materials designed to strengthen your ability to assist agricultural producers who are interested in scaling up to capture new market opportunities. Attend on February 16 to participate in the grower training with a buyer panel, and breakout sessions on produce and egg grading; custom meat processing and more. Cost is \$85 to attend both days. For more information or to register, check [here](#).

Day 2 is for crop and livestock growers and will provide these same critical business skills, as well as a panel with buyers from retail and wholesale businesses, breakout sessions on produce and egg grading; custom meat processing and more. Egg producers--bring some eggs for a live demonstration on candling and grading. Lunch and workshop materials are included. This workshop runs from 8-5 on February 16. February 16, 2017, 8am to 5pm. The workshop cost for farmers/ranchers is \$40 for one-day training on February 16. Group rate for two or more from the same operation available. Visit [here](#) for details, registration and agenda.

Attendees will receive comprehensive program materials, and have the opportunity to meet with retail and wholesale buyers, Colorado Department of Agriculture staff specializing in meat and egg regulation, and with farmers who have built successful businesses using diverse market channels. Participants will be provided a light breakfast and a lunch on both days. For more information, contact Shaina Knight (shaina.knight@state.co.us) or Martha Sullins (martha.sullins@colostate.edu).

EVENTS: COLORADO BLUEPRINT REGIONAL TOWN HALL MEETINGS

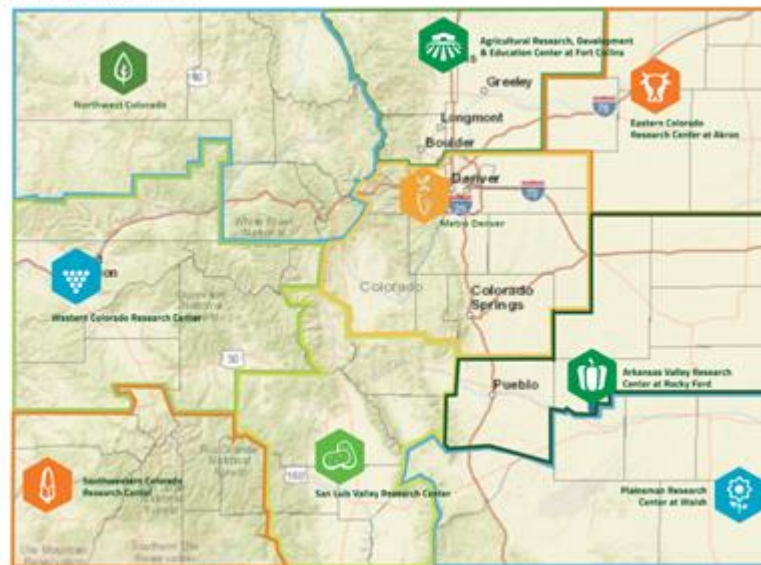
CSU is part of a team of partners formulating a blueprint for our state's food and agriculture system over the coming year, and we are inviting all Coloradans to be a part of this effort.

The vision of the Blueprint includes:

- Continuing conversations about Colorado agriculture;
- Highlighting connections of food and agriculture and its impact across the state;
- Bringing Colorado's regions together around shared economic, community health and food system opportunities and strengths; and
- Framing priorities and levers that will motivate research and programming or inform policy making across all sectors of the food value chain.

Who should attend? All those whose lives are touched by food and agriculture. We are hoping to hear from stakeholders along the supply chain (from natural resources through to consumers), no matter their scale, including consumers, farmers, ranchers, processors, retailers, and food policy groups. Our goal is to get a diversity of voices to the table, recognizing that we will also be hosting commodity specific meetings later in the year.

Click on a region to find out more:



Regional meetings are all scheduled and will occur from February through April. Visit the website to learn about events in your area, and to access project updates:

<http://foodsystems.colostate.edu/research/colorado-blueprint/>.

EVENT: COLORADO AGRABILITY WORKSHOP

Attend an upcoming workshop with the CSU Extension AgrAbility Project. This workshop will focus on the topics of AgrAbility, mental wellness in rural Colorado, and how to work well with agricultural

lenders and bankers. This workshop is particularly geared toward Colorado farm families and individuals who are dealing with barriers created by illness or other limitations.

Presenters include Dr. Norm Dalsted, Candiss Leathers, and Dr. James Craig. The workshop will run from **10:00 a.m. to 2:00 p.m.** with a free box lunch provided for those who pre-register. To register, email [Candiss Leathers](#) or [Norm Dalsted](#).

Date: February 8, 2017

Location: Arapahoe County Fairgrounds, Room 1
25690 E. Quincy Avenue
Aurora, CO 80016

EVENT: SEED SWAP AT FOUR SEASONS MARKET

Join Four Seasons Market for an upcoming event, to be held at **7043 W. 38th Ave, Wheat Ridge, CO.**

Seed Demo, Seed Swap, and Pot Luck (sponsored by Localworks)

- **Date/Time:** Wednesday, February 8th, 6:00 to 8:00 p.m.
- **Description:** Come learn some tips and tricks on good indoor seeding practices with a few local experts. Once inspired by how easy it is to grow a bounty of fresh vegetables right outside your own front door, swap your favorite seeds with your fellow community members. Bring a dish to share!

EVENT: AG OUTLOOK AND STRATEGY FORUMS

CSU Extension's Ag Business Management team will host three outlook and strategy forums in eastern Colorado in February. Producers participating in the forums will learn about the outlook for commodity prices, production costs for each area, current Farm Service Agency programs, and various strategies for being profitable when prices are low.

Presenters include Dr. Stephen Koontz, CSU agricultural marketing expert, and Brent Young, Jeff Tranel, and Jenny Beiermann, CSU agricultural and business management economists. Event dates and locations are as follows:

- **February 7th** in Sterling, CO at the NJC campus
- **February 8th** in Burlington, CO at the Community Center
- **February 15th** in Limon, CO at the Hub City Senior Center

All programs run from **11:00 a.m. to 2:30 p.m.** with lunch provided. To register, click [here](#) or call [\(970\) 522-7207](#), and ask for Rebecca. The cost is \$30 to register online and \$35 to register by phone.

EVENT: GROWER TRAINING ON FDA'S PRODUCE SAFETY RULE

The Colorado Fruit and Vegetable Growers Association is hosting a FSMA training session on February 2017, at the Denver Renaissance Hotel, 3801 Quebec Street, from 7:30am-5:00pm. This training is required for one person from each farm subject to compliance with the Produce Safety Rule.

Registration closes on February 16th. To register, [click here](#).

EVENT: CO FRUIT & VEGETABLE GROWERS CONFERENCE

Register for the 3rd Annual Colorado Fruit & Vegetable Growers Association Conference, to be held **February 21st** at the Renaissance Hotel.

This event is targeted at Colorado fruit and vegetable growers of any scale and type, as well as companies and organizations interested in Colorado's produce industry. There are also Events

The conference will feature educational and networking sessions, including:

- "Produce Fresh Trends Quiz Show" by Pamela Reimenschneider, Editor of Produce Retailer magazine
- "The Latest in Food Safety Research Impacting the Produce Industry" by Dr. Bonnie Fernandez-Fenaroli
- The Colorado Fruit & Vegetable Growers Association annual meeting
- Break-out sessions and roundtable discussions
- Workshops on labor, food safety, business development, production, and nutrition and wellness

The address for the Renaissance Hotel is 3801 Quebec Street, Denver, CO 80207. Early registration pricing ends on **February 7th**. To register for this conference click [here](#).

EVENT: GOVERNOR'S FORUM ON COLORADO AGRICULTURE

Joining a wide range of speakers at the 2017 Governor's Forum on Colorado Agriculture, Gov. Hickenlooper and Commissioner Brown will help lead this year's Forum entitled "Label It: Agriculture," focusing on how collaboration and cooperation have made agriculture in Colorado the state's second-largest driver of our economy, and how similar efforts will be critical in moving the industry forward.

The Forum will take place on Wednesday, Feb. 22, at the Renaissance Hotel, 3801 Quebec St. To learn more and to register, go to www.governorsagforum.com.

For those who need accommodations, information for booking rooms at the Renaissance Hotel can also be made at the Governor's Forum web site.

EVENT: COLORADO FARMERS MARKET ASSOCIATION ANNUAL MEETING

Join farmers market managers and Double Up Food Bucks program staff on March 17 & 18, 2017 at the Altona Grange Hall in Longmont, for the Colorado Farmers Market Association annual meeting.

The program includes:

Friday March 17 (12:00 – 5:30pm)

- “The State of US Farmers Markets and Implications for Colorado” and “AMS Farmers Market Manager Training: Knowing Your Markets” with Carlos Coleman, USDA – Agricultural Marketing Service, DC
- “Understanding & Managing Liability: Best Practices and Business Structure” with Kathie Riley, Attorney
- Double Up Food Bucks: reception and Year 1 celebration with LiveWell Colorado

Saturday March 18 (8am – 5pm)

- CFMA Business Meeting
- “News from the Capitol” with Ben Rainbolt, Rocky Mountain Farmers Union and Wendy Moschetti, LiveWell
- Workshops on 1) “Marketing on a Shoestring”; 2) “Food Safety Update”; and 3) “Management Strategies and Tools for Market Managers”; 4) ManageYourMarket software demo
- “Inclusive, Welcoming Markets” with LiveWell Colorado
- “Double Up Food Bucks – General Session” with LiveWell Colorado
- “Double Up Food Bucks Training for Year 1 and Year 2 Participating Markets” with LiveWell Colorado

For more information or to register, check [here](#).

EVENT: SAVE THE DATE FOR “CHANGING LANDS, CHANGING HANDS” CONFERENCE

From **June 13th to June 15th**, the USDA and Land For Good will host a conference entitled “Changing Lands, Changing Hands: A National Conference on Farm and Ranch Access, Tenure and Transfer.” Land For Good’s mission is to “ensure the future of farming in New England by putting more farmers more securely on more land” with a focus on making land available, affordable, appropriate, and equitable. To learn more about their organization, [click here](#).

Land access and farm succession are both a challenge and an area of focus within US agriculture. Groups such as the USDA and Land For Good are looking to find solutions to issues surrounding these topics using research, policies, programming, and professional development.

This conference is targeted at practitioners, policymakers, and advocates who work with and on behalf of farmers and landowners of all types, commodities, scales, and regions.

The conference starts at **3:00 p.m. on June 13th and will end at noon on June 15th**. It will be held in Denver, Colorado at the DoubleTree Stapleton North.

Workshops and topics will include:

- Historic and contemporary perspectives on land access and transfer;
- Paths to ownership;
- Role of easements and conservation;
- Succession advisor team building;

- Public policies: state and federal;
- Working with non-farming landowners;
- Special populations: African American, Native American, immigrant, refugee, military veteran, and women;
- Farmland investor models and other topics.

Register [here](#). You will also find information on lodging and other events related to the conference.

NEWSLETTER CONTACT INFORMATION

To add your ideas and news, contact [Ellie Naasz](#).

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