

Local Food and Farm Task Force
Friday, December 12, 2014
10 a.m. – 2 p.m.
Kansas Department of Agriculture Room 124

AGENDA

10:00 a.m.	Welcome and Introductions of Task Force	Chair Ron Brown
10:15 a.m.	Task Force Policy Recommendation Structure	Joanna Wochner
10:45 a.m.	Kansas Farm Bureau Update Local Food Systems Resolution	Nancy Brown
11:00 a.m.	Kansas Rural Center, "Feeding Kansas"	Julie Mettenburg & Cole Cottin
12:00 p.m.	Cell Phone Break and Task Force Lunch	
12:45 p.m.	Task Force Meeting Resumes	
1:00 p.m.	High Plains Food COOP History and Overview	Chris Sramek, Chris Schmidt & Leon Atwell
2:00 p.m.	Meeting Adjournment	Chair Ron Brown
2-2:30 p.m.	Open Networking for Task Force and Public Attendees	

MINUTES

Attendance

Task Force Members Present: Ron Brown, Chair; David Coltrain, Loren Swenson, Dr. Cary Rivard, Senator Dan Kerschen, Representative Adam Lusker and Annarose (Hart) White

KDA Members Present: Kerry Wefald, Josh Roe and Julie Roller

Guests: Julie Mettenburg, Cole Cottin, Sarah Green, Brenda Gutierrez, Phyll Klima, Jessica Bowser, Joanna Wochner, Misty Lechner, Misty Jimerson, Nancy Brown, Barbara LaClair, Jamie Hamock, Lea Ann Seiler, Chris Schmidt, Chris Sramek, Leon Atwell, Barb Goode, Janet Barrows, Senator Tom Hawk.

Welcome and Introduction of Task Force

Chair Ron Brown welcomed everyone and thanked them for their enthusiasm. Brown shared that the Task Force has a lot of work to do in a year's time.

Representative Adam Lusker moved to approve the November 14 minutes. Senator Dan Kerschen seconded. Motion approved.

The task force discussed future meeting dates and established the following schedule:

- Friday, January 23, in Topeka at 12:00 p.m.
- Friday, February 13, in Topeka at 8:00 a.m.
- March date TBD at January 23 meeting. March meeting will include tour of a produce packing house.

Task Force Report to the Legislature; policy recommendations structure

Joanna Wochner, Research Analyst for the Kansas Legislative Research Department, via conference call, gave an overview of other Kansas task force reports and informed the group that the Kansas Legislative Research Department is available to research requests the task force might have. She is also able to assist in organizing the final report that will be delivered back to the Legislature in January, 2016. *(See attached presentation)*

Rep. Lusker shared that the work the Kansas Legislative Research Department conducts is invaluable to legislators.

Wochner also shared a memo that was sent from Kansas State University Research and Extension (KSRE) regarding a brief history of horticulture funding *(see attached memo)*. Wochner suggested that someone from KSRE attend a future meeting to provide more in-depth budgetary information.

Rep. Lusker suggested that the Kansas Legislative Research Department reach out and find information on what has already been done by the Kansas Rural Center (KRC).

Chair Brown shared that one of the primary missions of the task force is pre-done in the Kansas Rural Center's report entitled *Feeding Kansas, A Statewide Farm & Food System Assessment with a Plan for Public Action* and can serve as a guide. *(See: <http://kansasruralcenter.org/wp-content/uploads/2014/11/0-Feeding-Kansas-KRC-2014.pdf>)* The task force will consider the data and findings in this report as the task force compiles the list of policy recommendations to include in the report.

Chair Brown shared he's been a farmer for many years and relied on his local extension office and agronomist for research guidance. Chair Brown encouraged the task force to support KSRE through more funding and personnel to conduct research and test plots so they can provide more technical assistance to Kansas vegetable, fruit, and nut farmers.

David Coltrain questioned that there are seven employees from KSRE working on fruits and vegetables (stated in the memo). He also brought a copy of the *K-Stater Magazine* with a story about Global Food Systems. Coltrain quoted articles noting "one Kansas farmer feeds 155 people and you" and another referencing animal proteins and cereal grains. Coltrain shared there are foods other than cereal grains and proteins being produced in Kansas. According to Coltrain, Kansas only produced 4% of fruits and vegetables purchased in Kansas. He shared that Kansas feeds the world, but with fruits and vegetables we rely on everyone else to feed us.

Chair Brown suggested the task force focus on priorities from the KRC's report:

1. Increase Opportunities to Identify and Advance Community Food Solutions at the Local Level.
2. Improve Clarity and Coordination of Farm-to-Fork Food System Policies, Programs and Planning.
3. Provide Supports to Increase Productions and Consumption of Fruits and Vegetables in Kansas.

Chair Brown also shared that the task force should suggest funding for an additional statewide fruit specialist and agronomist positions through KSRE in addition to more horticulture agents scattered throughout the state.

Kansas Farm Bureau Update - Local Food Systems Resolution

Nancy Brown from Kansas Farm Bureau (KFB) thanked the task force for the opportunity to attend the meeting and learn how her organization can be a resource to the task force and industry. She said the goal of KFB is to make sure all types of agriculture can function in the state and advocate for them so everyone can coexist.

Brown shared that during KFB's recent annual meeting in early December, a new policy on Local Food Systems was adopted by the membership:

AGRICULTURE

LOCAL FOOD SYSTEMS

AG-NEW

We support local food systems at:

- 1. Encourage healthy eating habits and choices;*
- 2. Have availability and access of locally grown food;*
- 3. Education consumers how food gets from producer to plate;*
- 4. Increase economic development in communities;*
- 5. Continue stewardship of agricultural land;*
- 6. Connect all facets of the food system.*

We oppose:

- 1. Systems that leverage restrictions on private or government land use;*
- 2. Systems that enforce production quotas on unwilling producers;*
- 3. Any program or subsidy that gives local foods unfair advantage over traditional food production.*

Explanation: This section reflects the increased popularity of "local" agriculture and food.

[\(For the full list of KFB polices adopted at 2014 Annual Meeting, click here\)](#)

Loren Swenson asked for an explanation of opposition point number three. Brown shared that KFB opposes a program saying one food production method/model is better than another. Loren asked if that was in opposition to what the task force is trying to accomplish. Annarose White asked if KFB would be in opposition to a local food procurement policy for state and local government entities? Brown said no.

Rep. Lusker shared his belief that the task force needs support from KFB to be successful.

Brown shared that when KFB members are educating consumers they aren't saying that foods produced traditionally are bad for you and foods produced locally are good for you. Instead, KFB wants to educate consumers on multiple production types and not give a perception that one is bad for you and one is good for you.

Swenson asked if KFB would be against changing the sales tax structure to support locally grown foods. Brown noted that KFB has not discussed that specific issue.

Coltrain asked what KFB thinks of COOL ([Country of Origin Labeling](#)). Senator Dan Kerschen shared that has been debated for years; the key is how it's defined. Coltrain asked if KFB is concerned with food being grown elsewhere citing the example of Chile. He asked if KFB thought that was equal to being grown in Kansas. Brown shared that KFB definitely supports food grown in Kansas.

Dr. Cary Rivard asked if this resolution had already been passed. Brown said yes at the 2014 annual meeting. White asked if anyone else from KFB should be invited to a future task force meeting. Brown suggested Ryan Flickner with the KFB Legislative Team.

Senator Tom Hawk clarified that when testimony is given, the fear was that it was pitting local foods vs. traditional agriculture. Sen. Hawk shared Dr. Rivard's concern that it was putting KFB on record of pitting one vs. the other and suggested that maybe members of the task force should meet with the KFB resolution committee to work on more favorable wording. Brown reiterated that the intent is not to pit one sector of agriculture versus another.

White asked if KFB collected data from its members about specialty crop production and specialty crop marketing through local food stands and/or farmer's markets. Brown said they try to, but no data has been collected regarding their membership and the production of specialty crops. She shared that *Kansas Living* magazine is geared more towards consumers and what products are producing in Kansas. She shared recipes using local foods are also used in the magazine.

White asked if the task force could see the editorial calendar for the *Kansas Living* magazine. Brown said that she'd engage the communications department members who work on the magazine.

Chair Brown reiterated that the task force needs the support of KFB and that we can work together to help one another. He shared that KFB does a lot of good things.

Sen. Kerschen shared that there are six positive statements of support for the local food resolution and only three in opposition. He said it's good to know ahead of time the parameters of KFB's statement.

Kansas Rural Center Update – “Feeding Kansas Report”

Executive Director Julie Mettenburg thanked the task force for the opportunity to attend and share the group's Feeding Kansas action plan. She shared that the KRC has been working on sustainable food systems since 1979. She said the task force has big challenges and that the KRC is happy to provide support.

Mettenburg gave an overview of the report including:

1. The small farm and local food economy is important.
2. KRC has a long history of helping farmer's markets. Their original pilot project “Our Local Food” led to the creation of From the Land of Kansas the state's trademark program.
3. The KRC has provided assistance to the K-State's Rural Grocery Initiative via the Center for Engagement and Community Development.

4. The KRC is currently working on a community food solutions project. This includes understanding the health needs of our communities, economic needs and our farms. The goal is to bring people together to advance local food systems.
5. The KRC is working with the Kansas Health Foundation with the goal of making healthy foods an affordable option.

Mettenburg shared that *Feeding Kansas* is a three-year initiative. She shared that links in the local food chain are entrepreneurial in spirit and promote a need for understanding successes and failures for production and marketing. She also noted producers should be educated regarding assistance programs that support their operations.

She added:

1. A few key policy solutions are highlighted in the *Feeding Kansas* report.
2. The Local Food System is a potential entry point for beginning farmers.
3. Specialty crops can provide solutions to water challenges.
4. There is a huge potential for economic development with food.
5. There is a tremendous market for local food production in Kansas.

Cole Cottin, KRC program coordinator, shared information with the task force regarding the methodology that was used in the *Feeding Kansas* report. She shared that the KRC interviewed more than 275 people in six meetings across the state to find common ground.

KRC is in support of the statute creating the local food and farm task force. From those meetings, Cottin shared the following:

1. Need to encourage farmer's markets in areas that are underserved by grocery stores.
 - a. In Kansas we have 675 cities, and 51% have supermarkets. The cost of food at non-grocery stores can be 4-6 times as expensive. It is important for low income families to have access to food.
 - b. The rural grocery initiative identified that in the last five years, Kansas has lost 35% of stores in towns with a population of 2,500 or less. Minimum order requirements are the main reason for the decline.
 - c. There is growth in farmer's markets that offer expanded hours.
 - d. Food assistance programs can be connected to grocery stores and farmer's markets. The Kansas Department of Children and Families (DCF) promotes that EBT can be used at farmer's markets (vendors need additional equipment). There are currently 17 farmer's markets in Kansas that use EBT.
 - e. Some farmer's markets are creating programs to double EBT funds to markets. For example if you use your benefit card at a farmers' market, you get double funds (\$25 = \$50 at a farmers' market). Douglas County Food Policy Council started one at Lawrence Farmer's Market. The Emporia Farmer's Market has a double up program as well.
 - f. WIC checks in Kansas cannot be used at farmer's markets, but that would allow for a greater reach. Other states do allow this.
 - g. Stigma is the number one barrier to people pursuing assistance (SNAP) in underserved areas. Kansas is the lowest in the nation for food assistance – 31% of eligible people in Kansas do not apply.
 - h. KC Healthy Kids has done a lot of research on healthy retail food and will continue too.

2. Need for connecting existing infrastructures for processing, storing, and distributing – we have an extensive network but how do we connect existing farms and local food within the network?
 - a. Consumer demand influences large distributors. 35% of schools occasionally source local food and distributors want to find out how to get local food.
 - b. Food Hub feasibility study group – Associated Wholesale Grocers (AWG) wants to see sub-hub aggregators succeed (talked about in Douglas County).
 - c. High Plains Food Coop has a need for an additional storage facility to aggregate regionally to expand.
 - d. There are at least five community kitchens in Kansas. There are quite a few existing public buildings with kitchen infrastructure that are not being utilized and could be easily converted. Examples are old school facilities and county fairgrounds.

Rep. Hawk asked what kinds of food do community kitchens process? White said that they all vary. Not all incubator kitchens have the same equipment and there is no chart showing what processing equipment is available at each location. She added that nearly all offer canning, but she is not sure if any have dehydration or freezing equipment. Kitchen 4 Hire in Salina may be building the capacity to offer large-scale freezing.

Cottin added that small meat processors have challenges that need further research (state and local processors, capacity, and species specialties, the same with grains). Grains also need facilities that will mill and provide storage.

Cottin shared that we need to identify strategies and funding needs for increasing the availability of local foods. She said that in Kansas we have an amazing ag industry but 92% of Kansas counties lack access to food otherwise known as “food deserts”. She said the problems include: money to buy food, places to buy food and transportation are some limiting factors. In addition, Cottin noted that less than 8% of Kansans eat a nutritionally balanced diet.

Cottin shared that there is huge potential in Kansas to increase specialty crop production. She said that during their meetings, attendees were not in favor of sales tax on food. She said in Colorado they had an “Eat 5 vegetables and spend \$5” economic driver campaign. She added that farm income is not increasing as quickly as other industries or the cost of living and there needs to be an increased understanding of numbers/potential to help identify where to invest or shift production.

The need for technical assistance and research understanding was also identified during the KFC meetings. An example is figuring out key policy issues in regards to chemicals being used on one crop, but damaging another. She said there is not crop insurance to protect from drift, so if you can’t identify the source of the drift you’re out of luck. She shared a story of an entire pecan/walnut orchard being lost to drift.

Cottin shared the need for increasing stability of markets for specialty crops/local foods in general is great. She said they heard a lot of positive voices during their KRC meetings and that there’s a win/win/win for farms, health, and communities by working together now and into the future.

Mettenburg added that the KRC will focus its next two years on supporting and educating legislators and compiling and sharing community and producer success stories.

Specialty Crop Survey 2015 – Kansas Department of Agriculture

Josh Roe, Kansas Department of Agriculture (KDA) economist, shared with the task force that more research needs to be done to have a better idea of what specialty crops are available in Kansas. KDA administers the USDA Specialty Crop Block Grant program.

He also shared that KDA is developing a survey to be sent to specialty crop producers to see where crops are located, production levels, challenges they're facing, benefits they see and what other information they need in order to be successful. KDA is working with KSRE to develop and administer the survey. KSRE will beta test the survey. It will be available electronically and in print form.

KDA will administer the survey and use state partners to help promote the survey to their members/constituents such as Kansas Farm Bureau, Kansas Association of Vegetable Producers and others. The first year goal is to get the survey out and then present the data. He added that further reports and economic impact studies can't be done without this information.

Rep. Lusker added that KSRE would be a big help in collecting this information.

Coltrain asked what size of farmer they will look at citing the USDA defines a farmer as anyone who sells \$1,000 or more. Roe answered that they will look at any farmer who is producing commercially (could be farms less than one acre if it is for commercial production).

High Plains Food COOP (see attached presentation)

Chris Sramek, Vice President of Consumers for High Plains Food Coop (KPFC), shared that HPFC was actively involved in KRC's Feeding Kansas study. HPFC is in its eighth season of selling products directly to the market from Atwood to Denver, Colo.

HPFC started online direct sales to high-end customers in Denver and is now morphing into a northwest Kansas/eastern Colorado food hub. Chris Schmidt coop member and owner of Schmidt's Premium Meats, farms and ranches near Atwood and is interested in expanding the local food market in northwest Kansas.

Schmidt said the coop is online, and that as a producer he gets on the website before the first of the month to post and price products that he has available to sell. A producer pays 15% commission to the HPFC and the consumer pays 10% commission to help pay for organizational/transportation cost. Volunteers are then paid via coop food credits.

Online, customer ordering is open from the first day of the month through the second Thursday of each month. Food orders are delivered on the third Thursday. HPFC coordinate delivery of the products to Denver as well as distribution through route managers. On pickup day Schmidt leaves his home at 6:30 a.m. and his food can be on a customer's dinner table in Denver by 6:00 p.m. The HPFC definition of "local" is that food can go from farm to consumer in the same day. He added that traveling more than 250 miles to deliver products would be difficult.

Schmidt shared that the HPFC's overall goal is to enhance rural sustainability.

More than 800 products are offered on their website each month. In 2014 the cooper included 88 members, 383 consumer members, and 475 total members. He added that northwest Kansas has 55 members (11% of the total membership) with half being producers. Schmidt also shared that producers

are also consumers in the “back haul” of products. He explained that there is a huge opportunity for producers to “back haul” products from Denver to Atwood.

In 2014, HPFC had \$180,000 in annual sales. Noted sales barriers include:

1. Lack of meat processing (federally inspected plants)
 - a. Lack of poultry and sheep/goat processing
2. Uniformity and clarity with meat and egg regulations

Schmidt offered solutions to the above. A four-member “High Plains Poultry” LLC was formed and they are in the process of remodeling a trailer into a mobile processing unit (for poultry/chickens). Schmidt shared that there are a lot of regulations for this type of operation including how to deal with waste water. He said that there is a huge demand for chicken eggs and meat, especially in the Denver area. As far as they know, there is no other mobile poultry processing unit like the one they are creating. They will be USDA certified. Schmidt explained that he currently sells 40 dozen eggs/week in the Oberlin grocery store and there’s a lot of room for expansion with High Plains Poultry and poultry production.

Rep. Lusker asked about obstacles on the egg sales. Schmidt said egg grading is one main obstacle. They do candle all of their eggs and weigh them, but they coop has not been trained on differences between identifying Grade A and AA. He said he would like to host a class on grading eggs but the closest person to conduct the training is in North Carolina.

Rep. Lusker also asked about the \$180,000 in sales and asked for clarification on how the producer gets paid. Schmidt explained that he enters in the weight of a product times price equaling consumer cost. HPFC then retains 15% and the consumer pays 10% to help fund operational expenses and transportation. He said a site manager collects all of the checks and then the treasurer of the organization sends a check to the producer within a week.

Schmidt said that two years ago they received a USDA rural development value added grant to market beef at the local grocery store and that it worked really well for a few years.

Obstacles to this beef marketing program included:

- Scheduling.
- Ranch having an animal at the right stage to harvest.
- Coordinating with the processing plant to have spots open at the same time the store needed the meat to them.

Other obstacles included an aging butcher not being able to lift as much and trying to have smaller chunks of meat for him to handle. He said that they have suspended marketing beef at the local grocery store for now but it is possible to make it work. He added that they hope to market their chickens through the grocery store as the intent is to try to get local food in the community to increase income for local residents. He said it made the most sense to start with beef because they had the producer and the processor in the community.

Leon Atwell, community and business coach through Advancing Rural Prosperity, helped start the HPRC. Atwell shared they work with the state on community growth and development and took ideas and concepts of rural community growth and applied these to the HPRC and their expansion plan.

Atwell shared that a KDA specialty crop block grant helped with the HPFC expansion including the addition of a vegetable focus. He added that most importantly these expansions are producer run and producer led efforts.

Atwell said that with HPFC assistance, some of the vegetable producers were able to increase their revenues by 75-85%. He said helping producers expand was a key to success. He said distribution is a challenge, but the biggest challenge includes the need for more producers and increased production. He said production growth is a target area of the coop, and the group is expanding to Colorado and Nebraska to help supply market demands.

Atwell said that managing 5-700 products from more than 50 producers going to more than 300 consumers is a challenging distribution system. The HPFC model has worked well and they're growing as they progress. Organizational expansion, remodeled website, and more recommendations are currently being looked at.

He said that HPRC anticipates a ten-fold growth benchmark over the next five years and that it takes a lot of work to grow that fast.

Sramek said that he is also the project director of a Northwest Kansas Healthy Communities Initiative (HCI). This is a program of the Kansas Health Foundation that looks at local policies within institutions to help grow into a regional food policy council/food hub. He explained that this is a huge economic opportunity, and he believes this is bigger than wind energy. He said that if it is tackled properly, it could also be a solution to their water issue.

Sramek noted some barriers and solutions:

1. New Producers – they need new producers to keep up with the demand despite the cost of land, equipment, etc. (expensive).
 - a. Solution:
 - i. Land banks - There are a lot of vacant farm properties that still have wells, houses, wind barriers, etc. If this land could be placed in a Land Bank program we could secure properties and then slowly sell/loan it back to producers.
 - ii. Local 4-H and FFA participation numbers are growing.
 - iii. Technical/Junior College programs are available.
 - iv. Direct state/local economic development funds and business development assistance to local food opportunities.
 - v. Opportunity to get new farmers – transitioning farms.
 - vi. Need a PR campaign in communities to make farming/ranching “cool” and for it to be shown as profitable.
2. Improve processing and distribution infrastructure “food hubs”
 - a. Solution:
 - i. USDA and state grants, loans and taxing incentives.
 - ii. Investment from health, regional, and local foundations.
3. Education, research, community mobilization and sustainability.
 - a. Solution:
 - i. Increased resources from KSRE.
 - ii. Create more local food policy councils or local food task forces.

Rep. Lusker asked the HPRC what their “ask” was. Their response was to for the task force to support and act on KRC’s Feeding Kansas report. Schmidt also suggested contacting the Kansas Farmers Union for information on what work they had done.

The following comments were made during the open public period.

Cottin thanked Schmidt for bringing up the issue of land and beginning farms as she has personally struggled with this issue.

Kerry Wefald shared that KDA enjoys hosting the task force.

White asked for speaker suggestions for future meetings.

Coltrain shared that Seward Kansas Community College has a grant that will create two greenhouses for hydroponic research, two high tunnels and two four-acre plots. He said it’s a sustainable agriculture program with an emphasis on Kansas local production to get people to grow fruits and vegetables. He added that he is the new staff member for the program.

Coltrain also shared that the High Plains Journal focusing on the increased popularity with farmer’s markets. The article is about the Des Moines farmer’s market. He suggested Charles Hall, who served on a local Governor’s Task Force in Iowa be invited to share how they’ve been successful. Perhaps the success of the farmers’ market is due to the progress and policy recommendations made by the Iowa Governor’s, Local Food and Farm Task Force.

Coltrain also suggested Dr. Chuck Marr (retired K-State Horticulture professor and researcher) be invited to speak about vegetable production in Kansas.

White said she would start inviting these individuals to upcoming meetings to request their findings. Her goal will be to get several representatives from different packing houses, Dillon’s, and other food distributors to attend. White reminded the task force to use Wochner and the Kansas Legislative Research Department for requests for additional task force research support.

Mettenburg shared that the topic of clarity on eggs was brought up a lot during their listening sessions. She said there is a need for a central contact available to help gain clarity on the topic.

Chairman Brown shared that the Grain Plains Growers Conference will be in St. Joseph January 8-10, 2015. Brown said the conference covers production, marketing, and supply among other topics. He added that Dr. Chuck Marr will be there and that he learns more at that conference than anywhere else.

Brown also shared that the Kansas Vegetable Growers Association has their annual meeting during the Great Plains Growers Conference and maybe they could attend a future task force meeting. In addition, Brown shared that Southeast Kansas has Project 17 and they hosted a meeting in Iola on local food on November 7.

Rep. Lusker thanked the task force and audience for attending on behalf of the Kansas Legislature. He said that with each meeting the task force observes more fragmented parts. He said there are a lot of ideas out there and as the KRC report noted there needs to be an ombudsman to facilitate these groups

and answer questions. He said that is probably the biggest goal of the task force, and that the group will need to come up with a fiscal note on that for the Legislature.

Rep. Lusker added that it will be a difficult sell to get production agriculture people to start growing vegetables. He said that if producers start sharing information about yields with their neighbors, the idea will grow on people. People understand money. Rep. Lusker added that with each meeting the task force is getting closer to having a policy to present to the Legislature.

Schmidt asked the task force if they had discussed any percentage increases they want to accomplish in local production acreage. No conversation has been noted.

Misty Lechner shared that at the local level there are issues and barriers beyond what they can address as a county/city. There needs to be some way to feed their policy/recommendations up – regionally. She added that they need to feel empowered to address the barriers at the state level and that a local policy council. Without support at the state level it would be difficult for groups to be as effective. She said there needs to be someone to push a policy agenda forward to help producers, retailers and consumers.

Chairman Brown told the group that the charge of the task force is to deliver a message to the Legislature, but there's a lot that can be done in the meantime. He encouraged all attendees to contact their Legislators to discuss issues with them. Brown then thanked everyone for attending and told the presenters they did a terrific job.

The next meeting will be Friday, January 23, in Topeka at 12:00 p.m. A specific meeting location will be determined and communicated. All guests are welcome to attend.

Adjournment followed.

Attachments:

- 1. Joanna Wochner, Research Analyst for the Kansas Legislative Research Department*
- 2. KSRE Memo*
- 3. High Plans Food COOP presentation*

Kansas Legislative Research Department 12/12/14

PRESENTATION TO LOCAL FOOD AND FARM TASK FORCE

1

KLRD- Who We Are

- Created by statute KSA 46-1210.
- One of four nonpartisan agencies that provide support services for the Kansas Legislature.
- The Department has provided nonpartisan, objective research and fiscal analysis for the Kansas Legislature since 1934.

2

KLRD- Who We Are



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    Director[KLRD Director]
    Director --- Fiscal[Fiscal Analysis 14]
    Director --- Research[General Research 16]
    Director --- Info[Information Management 3]
    Director --- Admin[Administration & Support 6]
  
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3

KLRD- What We Do

- Main function: providing nonpartisan and object research and fiscal analysis for the Legislature.
- As part of this function:
 - Staff standing committees/interim committees/special committees/ad hoc committees
 - Respond to specific questions and inquiries
 - Legislature
 - General Public
 - Confidential
 - Work with agencies to develop consensus estimates
 - Analyze state agency budgets
 - Prepare supplemental notes (plain English bill summaries)
 - Prepare conference committee report briefs (plain English conference committee report summaries)
 - Maintain census database and mapping system
 - Assist with Redistricting
 - Interim committee work
 - Other duties as assigned by the Legislative Coordinating Council

4

KLRD- What We Do

- Publications
 - Legislative Procedure Manual
 - Revenue Estimate Memoranda
 - State General Fund Monthly Receipt Reports
 - Interim Committee Reports
 - Congressional/Legislative District Demographics
 - Publications on Specific Topics
 - <http://kslegresearch.org/klrd.html>
 - 785-296-3181

5

Task Force/Committee Reports

- Generally
 - Contents/organization are policy decisions for the committee
 - All reports look slightly different, depending on task force/committee charge(s) and subject(s)
 - Some Elements are Similar in Many Reports

6

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December 11, 2014

RESEARCH AND EXTENSION HORTICULTURE FUNDING

Staff from the Kansas Legislative Research Department requested information about Research and Extension funding involving horticulture (vegetables, fruits, and nuts) in recent years. The Kansas State University College of Agriculture provided the following information. Additional information provided by the College also is attached to this memorandum.

RESEARCH

- Attached, you will find numbers which are part of an Inventory of Research Expenditures pulled from a report we send to the USDA every year. The most recent numbers are for FY2012. These would be mostly research related but, if some Extension project had some research to it, Extension work may have been coded into these research numbers, too.
- We have 7 faculty and 3 staff members primarily dedicated to research in these areas.

EXTENSION

- We have 15 full time horticulture agents. Their salary and benefits are approximately \$1,138,897. Their operating costs average about \$5,000 per year = \$75,000.
- In addition to those 15 agents, there are approximately 61 agriculture agents in smaller counties and districts who would have from .2 to .4 FTE of their time committed to horticulture. They are not included in the above calculation.
- Our horticulture agents have created a program called the Master Gardeners. Master Gardeners are a vital part of K-State Research and Extension. Donating time in return for horticultural training, Master Gardeners help our county agents meet the need for horticultural information in their communities. The means of providing this information is diverse, including horticultural "hotlines", demonstration gardens, working garden shows, public presentations and providing tours.
 - Master Gardeners:

- Number of Contacts in a Year: 2014 – 499,113
 - Number of Volunteer Hours: 2014 – 72,676
2013 – 76,000
 - Number of Full-Time FTEs: 2014: 34.94
 - (2080 hrs = full time FTE) 2013: 36.54
- In 2013, the Extension Master Gardeners provided Extension and the citizens of Kansas a value of \$1.6 million, with their volunteer hours of service.
 - There are approximately 1250 Master Gardeners in Kansas.
- We should also consider the value of Extension’s educational work by Family and Consumer Science (FCS) agents on this topic as well. That would include work being done in:
 - Food safety – especially with Farmer’s Market Vendor training/assistance/product development
 - Home food preservation of locally produced food
 - Nutrition education emphasizing local fruit and vegetable consumption.
 - We have 91 family and consumer science agents. Their time allocation to the topics mentioned probably range from 10% to 100%.
- As I heard back from some of the full-time Horticulture agents I contacted to get an idea of what they spend in operating costs, I learned we have some pretty extensive efforts underway in counties in the Kansas River Valley.
 - Johnson County:
 - The City of Olathe have identified local food and access to fresh produce as one of their initiatives. As a result Extension is a member of the Community Gardening Partnership. The goal is to encourage the development of community garden plots and then provide the educational content to the gardeners. There are at least 8 community garden plots in Olathe. We provide two yearly workshops plus on site assistance.
 - Johnson County Government has identified local food access as key to healthy citizens. Extension working with our Public Health Department has develop a community garden target to assist WIC clients. The garden plots grow food for the WIC clients. They can pick up food during their office visits. We also encourage WIC clients to help tend the garden. If they come to help work in the garden they have access to almost unlimited supply of fresh produce. This past season we produce about 1,800 pounds of produce for WIC clients.
 - Extension Master Gardener Demonstration Gardens – five or our gardens have vegetable plantings. These demonstration cultural

practices and provide information for the visitor. Last year these gardens donated 3,898 pounds of fresh produce to local food pantries.

- Giving Grove – this nonprofit is working with Kansas City groups to plant fruit trees on their property with the goal of harvesting the fruit and donating to local food pantries. The WIC garden project is a Giving Grove site. I have also been ask to participate in their strategic planning session.
 - Community Garden support – in addition to Olathe there are about another 10 community gardens in the county. Most are associated with faith-based organizations. Extension provides support to these gardens. I think close 10 gardens in the county have received grants from the Kansas Community Gardens project. Evelyn Neier would have those stats and total number of dollars.
 - Back yard home gardens – questions come into the Johnson County Extension office. About 20% of the JO Co Extension hotline questions are vegetable and fruit related. That would be an estimated 1,200 contacts each year.
- Douglas County
 - Growing Growers - A collaborative effort of K-State Research and Extension, University of Missouri Extension, Lincoln University Cooperative Extension, and Cultivate KC, a local nonprofit. The program is multi-faceted, including a series of workshops throughout the season, generally geared at beginning producers of fresh fruits and vegetables. The program also offers an apprenticeship experience for individuals interested in learning about production with their boots on the ground. Established in 2004, the program has grown in both what it has to offer as well as number of attendees. Each year, the program places 10-15 apprentices on local farms and organizes 12-15 workshops, each with an emphasis on grower educators and farm tours. Over 150 participants gain knowledge from this collaborative effort every year. K-State Research and Extension is instrumental in both the administration and execution of this program, accounting for more than half of the effort that programmatically goes into it.
 - Growing Lawrence – A local coalition of agricultural producers in and around Douglas County, KS. This organization focuses on education and promotion of its members. Monthly meetings with timely topics are held in increase the profitability of members and increase collaboration among farms. K-State Research and Extension is an integral organizer of this effort.
 - Food Policy Council – K-State Research and Extension is represented on the Douglas County Food Policy Council that works to advise policy on food-related topics throughout the county. Much of this work is geared toward fresh, local food with an emphasis on food justice.
 - Food Hub Work – The Douglas County Food Policy Council (with assistance from K-State Research Extension, Douglas County)

and the Kansas City Food Hub Working Group separately launched feasibility studies into the development of a food hub to serve the metropolitan region around Kansas City. The studies, which were released in summer 2014 recommended against the development of two, competing food hubs. As a result, a core team of four individuals (with representation from each study group) has been formed to work toward the establishment of one food hub to service this geographic area. K-State Research and Extension, Douglas County is represented on the core team. K-State Research and Extension – Douglas County Agent, Horticulture works to ensure producer buy-in to the process and is establishing K-State Research and Extension’s role in educating the producers who will need technical assistance with scaling up their production levels, postharvest handling techniques, and acquiring Good Agricultural Practices (GAP) certification from the USDA.

- Development and Adoption of Annual, Plasticulture Strawberry Production in the Great Plains – The project’s goal is to design a production system that is less prone to crop failures, provides a more stable income stream, and encourages new growers to enter the industry. It will also develop knowledge related to frost protection and provide an alternative to overhead irrigation for frost protection, which is costly and uses valuable water and fuel resources. K-State Research and Extension – Douglas County Agent, Horticulture serves on the steering committee for this work funded by the WalMart Foundation and works to increase the outreach effort associated with this research by organizing field days and educational seminars on strawberry production.
- Postharvest Physical Treatments to Reduce Losses of Organic and Other Locally-Grown Produce While Improving Quality and Extending Shelf Life - Local production is one of the fastest-growing segments of U.S. agriculture, with organics being among the most popular sectors. However, locally-grown produce has potential for shorter shelf life, and ultimately higher losses as a result of postharvest disease. In particular, small-acreage growers have little information available that is suitable for their operations, poor postharvest handling facilities, and many are first-generation farmers with no experience or infrastructure to reduce food losses. K-State Research and Extension – Douglas County Agent, Horticulture serves on the stakeholder advisory group for this >\$1M grant from AFRI.
- Food Safety – Having served as a state Extension leader in Missouri for food safety, K-State Research and Extension – Douglas County Agent, Horticulture is invited to speak at regional and statewide events on this topic. A proposal for furthering this work is currently in submission to the North Central Risk Management Education Center.
- Small Fruit Production – Having a strong interest in increasing the bottom line of small farmers in KS, K-State Research and Extension – Douglas County Agent, Horticulture has developed a

reputation as a go-to source for information on the production and marketing of small fruits.

- Vineyard Management – Having served as one of three statewide Extension Specialists for vineyard operators in Missouri, K-State Research and Extension – Douglas County Agent, Horticulture has been invited to speak to regional and statewide events on this topic.
- For other expenses associated with the work that done in this arena, the Douglas County Extension office expends approximately \$30,000 to support the horticulture agent and programmatic staff.
- In Shawnee County, Extension is directing two grants:
 - Engagement Grant-Community Garden Network \$6,000.00
 - USDA NIFA CYFAR grant--School Gardens \$12,500.00

This is by no means an exhaustive listing of our efforts and expenditures but gives some idea of the size and scope of our K-State Research and Extension efforts in the areas of vegetable, fruit, and nut production, processing, marketing, etc.

Kansas Community Garden Grant Project

A joint project of K-State Research & Extension and the Kansas Health Foundation, awarded grants of up to \$5,000 each to new Kansas community gardens.

- 85 new gardens funded; 82 gardens still operating
- \$394,000 in garden grants awarded to communities across the state
- 875,632 Sq. ft. in new communal gardens has been added
- 1,500,805 Sq. ft. in total new community garden space is now available in grantee gardens
- 1,551 new allotment garden plots added
- 5,253 gardeners/volunteers involved in community garden projects

While the majority of the grantee gardens are located in the urban areas of Sedgwick, Johnson, Wyandotte, Douglas and Shawnee Counties, grants were also awarded to gardens in 39 additional counties: Atchison, Barton, Brown, Butler, Cheyenne, Clay, Cloud, Dickinson, Doniphan, Ellsworth, Finney, Ford, Franklin, Gove, Harvey, Haskell, Hodgeman, Jefferson, Labette, Leavenworth, Linn, Lyon, Marion, McPherson, Miami, Mitchell, Neosho, Osage, Ottawa, Pawnee, Pottawatomie, Reno, Republic, Rice, Riley, Saline, Sherman, Thomas and Washington

K-State Research & Extension has supported community gardens by

- providing horticulture information for community gardeners
- providing assistance in establishing garden organizations
- developing a website to provide online resources for new and existing gardens including publications, videos and a directory of community gardens
- developing a series of videos on how to establish and sustain community gardens
- hosting statewide community garden conferences in 2013 & 2014 that brought together community garden leaders from across Kansas to develop skills in garden management, financial sustainability and use of best horticultural practices

Impact Statements

Here are a few comments about how the gardens have improved Kansas communities:

Highland Community Garden, Hiawatha

“The garden has been an outstanding success! People are very willing to help and are thrilled to be getting fresh, local produce. It has served as an inspiration to the community and has people talking about other improvements that we could be working on in order to make our community more appealing.”

From Lyndon Community Garden, Lyndon

“The Lyndon Pride Community Garden is a tremendous addition to the City of Lyndon. In addition to being a source for fresh vegetables in the community, it serves as a visual reminder of progress and a testament to the spirit of volunteerism.”

LaBonita Community Garden, Emporia

“One neighbor commented that the garden was a miracle, taking and making a beautiful area for people to enjoy--it improved the neighborhood and looked much better than the vacant lot that had been there for several years.”

Here is the story of Erin, a new gardener that joined the Collins Lane Community Garden, Manhattan, Kansas:

“My name is Erin and this my first year as a community gardener. I am gardening at the Collin’s Lane gardens and absolutely love it. I can’t believe I waited this long to get a community garden plot! I spent each year debating whether to sign up and decided against it, telling myself I’d not want to go out there during the work week and care for my plot. ...

...The community garden has brought so much positivity to my life. I've made new friends, it's gotten me out of bed much earlier and with a smile on my face than I would have otherwise, I've learned new skills, and have had a lot of success. I've been able to can and freeze a lot of produce, which will help me save money as winter comes and my heating bills are almost unbearable. I even lost a bit of weight from the added activity and healthier diet. It brings some mental clarity to me each day, spending my mornings or evenings caring for my plants, getting my hands dirty in the soil, and makes me feel more centered....

...Having a plot around seasoned gardeners is definitely the reason I've been so successful. Without the sense of community, the kind words, the terms of praise for my watermelon plant or my tomatoes, or the good advice, I may have given up. My produce would not have been as fruitful this year if I was attempting to garden on my own. I am already hoping for a second plot next year, and have done some rough sketches of how I hope to plan my garden plots out next year."

JW/rc

Building a Successful Food Co-op



Presenters:
Chris Schmidt, President
Chris Sramek, Vice President Consumers
Leon Atwell, Advancing Rural Prosperity, Inc



www.highplainsfood.org
We Bring the Family Farm to You!



Session Outline

- The HPFC journey – from humble beginnings to a regional food hub
- The HPFC expansion planning process
- Lessons learned
- Barriers and Solutions
- Q & A session





HPFC Journey

- March 23, 2005 – Lindsborg, KS, Bob Waldrop, spoke at gathering **sponsored by Kansas Farmers Union (KFU)** about OFC attended by Chris and Sherri Schmidt.
- April 1, 2006 – Atwood, KS, Bob Waldrop, OFC, Darryl Birkenfeld & Kim Barker, Ogallala Commons **and Bob Mailander, RMFU spoke at A Real Deal..Building Local & Regional Businesses in Entrepreneurial Agriculture.**
- October 10, 2007 – Atwood, KS, Darryl, Kim & Bob presented HPFC at Ogallala Commons Fall Conference.
- November 2007 – Yuma, CO, HPFC was awarded a \$40,000 USDA RBEG grant , **hosted by RMFU** for business plan and market study and connecting consumer groups with producers.
- March 29, 2008 – Atwood, KS, HPFC Producers Workshop; **Organized by Suzanne Mikkelsen** with RMFU, OC, KFU, and 30+ producers from CO, KS and NE; Organizing steering committee was formed.
- 1st delivery May 15, 2008 has 21 orders and \$785.39 in total sales.



HPFC Background

1. Mission and Values
 1. Producers and consumers uniting interests in locally grown food
 2. To be environmentally sustainable, economically viable, and socially just
 3. Cultivate farmer-consumer relationships
 4. **Enhancing overall rural sustainability**
2. A regional food aggregator for nearly 50 producers and over 300 customers
3. Experiencing growth of nearly 40% annually
4. HPFC utilizes an on-line ordering system with 19 hub / pick-up points CO and NW Kansas
5. Distributing over 1000 locally grown food or value added products 2 X per month
6. A five-year expansion plan was completed to manage anticipated growth.
7. Start-up and expansion support from Rocky Mountain and Kansas Farmers Unions, USDA, KDA, KDHE, KHF, KSU, CSU, UNL, SARE and local economic development.



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2014 Membership

- 88 New Members
- 81 Producer, 11 Associate / Sponsors
 - 54 active producers in 2014
- 383 Consumer Members
 - 117 Voting / 266 Non-Voting
- Total 475 members
- Northwest KS has 55 members
 - 11% of membership with 50% being producers
 - \$16,400 or 9% sales which \$12,000 coming from Seniors Farmers Market Grant (Rural Backhaul Opportunity?)



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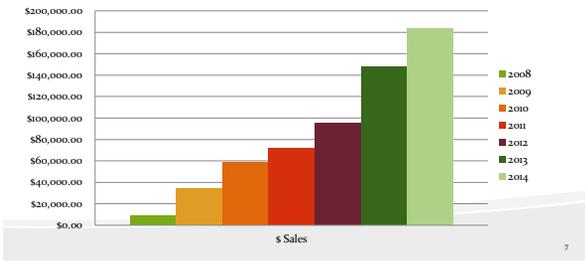


Total Annual Orders



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Annual Sales





1. 30+ years Direct / Local Beef Sales
2. Founding Member HPFC
3. Expanded into Poultry
4. VAPG to market beef locally
5. Working with other HPFC producers Mobile Poultry Meat Processing Unit and Egg Processing / Distribution Infrastructure

Barriers / Solutions

1. Lack of Meat Processing
2. Uniformity and Clarity Meat and Egg Regulations

HPFC 5 Year Expansion Planning



■ ■ ■ Growth Pains to Expansion Planning

- Outgrowing capacity and business plan
- Expansion concerns
- Set expansion targets – stretch.....
- Embarked on extensive, system wide planning to expand capacity in:

Market
Production
Distribution
Organizational

■ ■ ■ Planning Process

- Recognize and embrace need for planning
- Organize and plan (clear scope & budget)
- Include assessment, analysis, strategy development, recommendations, reporting components
- Engage great sponsor; Raise funding
- Assemble top notch project team (acknowledge)
- Follow work plan
- Regular and frequent team communication
- Facilitate board input in their areas of expertise

■ ■ ■ Project Team

- Sponsor: Rocky Mountain Farmers Union
- Funding: USDA Rural Development (KS and CO)
- Leadership: HPFC Board of Directors
- Technical team: Food Processing Center - UNL, Phelps Research, Advancing Rural Prosperity,
- Other stakeholders: KSU and CSU Extension, KS Dept. of Ag, Ogallala Commons, Local and regional development entities
- **Most importantly – Producers!!**

Market Expansion

- The market is there; Barriers exist in distribution, production and organizational capacity
- Know your customer – customer surveys, consumer profile analysis, target area analysis
- Target marketing efforts toward the best consumer areas
- Engage in strategic partnerships with likely growth partners

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Production Expansion

- Establish system of support to grow producers
- Target and support growth producers; address barriers
- Focus on product growth areas to meet consumer demand
 - Customers ask for more product selection options so we worked on vegetable product expansion concurrently

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Distribution Expansion

- Expand current system, improve efficiency
- Establish distribution hubs in target market locations
- Improve product sorting at aggregation sites & expand sites
- Improve transportation scheduling and equipment

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Organizational Expansion

- Integrate producer, customer engagement and distribution leadership roles
- Upgrade website and ecommerce capability
- Improve vision alignment and leadership role changes



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Barriers and Solutions

- NEW PRODUCERS
 - Land Banks
 - Local 4-H and FFA
 - Tech / Jr College Programs
 - Direct increased State / Local ED funding and business develop resources to Local Food Opportunities
- Improves Processing and Distribution Infrastructure "Food Hubs"
 - USDA and State grants, loans and taxing incentives
 - Investment from Health, Regional and Local Foundations
- Education, Research, Community Mobilization and Sustainability
 - Increased resources from KSU Extension
 - Create Food Policy Councils



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Question & Answer Session



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