Nurturing Your Future

Focus on Farming & Forestry

Evergreen State Fairgrounds

November 7, 2019

www.FocusOnFarming.org
Welcome

Dave Somers, Snohomish County Executive

On behalf of Snohomish County, welcome to the Sixteenth Annual Focus on Farming Conference! This year we are celebrating farmers, ranchers, and foresters who nurture us and our community.

One of the reasons why people love living in Snohomish County is because of our agricultural heritage. We are surrounded by farms and working forests. These have fed and provided housing for generations. Our lives and the lives of our family are nourished by the hard work and investments of farmers. We also care about the people who farm. I encourage everyone to attend the keynote to learn how to handle the stress and struggle that comes with farming.

Every year we gather to learn more, improve our work, and celebrate all that our agriculture community provides. Focus on Farming and Focus on Forestry have tapped into national experts again this year to help us continue developing the next generation of farmers. Enjoy your time and thank you for coming.

Linda Neunzig, Agriculture Coordinator, Snohomish County

We started the first Focus on Farming to give us an opportunity every year to gather as a community, learn from each other, and prosper together. Our farmers, ranchers, and foresters work hard to provide the essentials for our community: food to eat, wood for our homes, hay to feed our livestock, and milk for our kids. But it is really hard work and sometimes frustrating. As a farmer myself, I know the struggles and stress that comes from trying to pull profit out of an expensive and complicated operation. Weather can hit, floods happen, or winter comes too soon and I’m not ready. While we always expect the unexpected, it can hurt. We’ve brought in the best speakers we can find to help you succeed including Erin Pirro from Farm Credit East in Connecticut to help us with our business side and Mike Rosmann from Iowa to help us with our day to day challenges.

We not only nurture our animals and plants, but we also need to nurture ourselves. Thank you for joining us for this important opportunity to celebrate our profession and each other. I hope you find something new to try, a new crop, a new tool, and maybe a new business planning method. I hope you meet a fellow farmer you haven’t seen in a while and are able to inspire an up-and-coming farmer.
7:00 a.m.  Registration/Check-in/Breakfast from the Biscuit Box

8:00 a.m.  Conference Begins
MC Linda Neunzig, Agriculture Coordinator, Snohomish County Executive’s Office and Conference Chair

Opening Remarks
Dave Somers, Snohomish County Executive

Updated USDA Census
Christopher Mertz, Director, USDA/NASS Northwest Regional Field Office

8:30 a.m.  Keynote Speaker
Erin S. Pirro, “Building the Team You Want for the Future You Deserve”

9:15 a.m.  Trade Show

9:45 a.m.  Farming Breakout Sessions & 11:00 a.m. in the following tracks:
Track A - New and Beginning Farmers
Track B - Livestock Production
Track C - Business of Farming
Track D - Agritourism
Track E - Industrial Hemp Production
Track F - Flower Farming

Forestry Breakout Sessions
- Wildfire Risk Reduction
- WildCrafting and Agroforestry on the West Slope of the North Cascades

12:15 p.m.  Trade Show

12:45 p.m.  Lunch (prepared by a local chefs using Northwest products)

Welcome
Congresswoman Suzan DelBene

Keynote Speaker
Michael Rosmann, “Behavioral Well-Being is Key to Healthy Food Production”

2:30 p.m.  Trade Show

3:00 p.m.  Farming Breakout Sessions & 4:15 p.m. in the following tracks:
Track A - New and Beginning Farmers
Track B - Livestock Production
Track C - Business of Farming
Track D - Agritourism
Track E - Industrial Hemp Production
Track F - Flower Farming

Forestry Sessions
- Developing a Forest Adaptation Plan: Strategies to Reduce Adverse Impacts and Increase Resilience
- Managing Forests for Climate Change: Understanding Tree Mortality

5:30 p.m.  “A Local Taste” and Trade Show

6:30 p.m.  Conference Concludes

One On One Time with Mike

Michael Rosmann
Farmer, Psychologist and Adjunct Professor, Dept. of Occupational and Environmental Health, University of Iowa

If you would like one on one time with Mike he will be available to meet with you confidentially throughout the day. Please visit his booth in the trade show for more details.

There is no charge for his services today
Erin S. Pirro, CAC
“Building the Team You Want for the Future You Deserve”

Erin is a Certified Agricultural Consultant and Ag Business Catalyst. She has been helping farmers large and small make their businesses run better since 2001. As a Certified Agricultural Consultant for Farm Credit East with a background in agricultural economics, Erin’s focus is on benchmarking and profitability improvement because sustainability means economics, too!

We encourage you to end your day on a savory note by staying for the “A Local Taste” of great wines, cheeses and more!
Snohomish County Farmers,
We can help you plan for the future.

Attend the talk at 9:15 a.m. and 12:15 p.m. in the Business of Farming track room.

To learn more, visit www.snohomishcd.org/ag-resilience
**Michael Rosmann, “Behavioral Well-Being is Key to Healthy Food Production”**

Michael is a farmer and psychologist at Harlan, Iowa. He obtained his BA in psychology from the University of Colorado and his MS and PhD degrees in clinical psychology from the University of Utah. His professional work has contributed to the understanding of why people farm, their unique behavioral health issues, and why suicide is unusually common among farmers. He writes a weekly column, “Farm and Ranch Life,” which is syndicated in 31 agricultural and rural newspapers; he has written an award winning book, Excellent Joy: Fishing, Farming, Hunting, and Psychology. He is Adjunct Professor in the Department of Occupational and Environmental Health at the University of Iowa. Dr. Rosmann says he is almost as passionate about fly-fishing and hunting as he is about agricultural behavioral health.

**Congresswoman Suzan DelBene**

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

“As a former member of the House Committee on Agriculture, and the former Ranking Member of the Subcommittee on Biotechnology, Horticulture and Research, I will continue to be a tireless advocate on behalf of our local farmers and food producers. I will fight for programs that support specialty (fruit and vegetable) and organic crops, cutting edge research, conservation of our forests, trade and job-creating investments that ensure we have a vibrant local agricultural industry in western Washington. The farmers and businesses in the agriculture industry look to Congress to create sound agriculture and food policy, and they deserve the clarity that will enable them to plan for the future. I will continue working to ensure that our local farmers and food producers have a strong voice in Congress.”
PROUD TO SUPPORT
FOCUS ON FARMING

www.CoastalFarm.com
Speakers

Roger Beekman
Product Safety Program Manager, WSDA

Beth Lorence
Produce Safety Inspector, WSDA

Jess Sarsfield
Relationship Manager, Northwest Farm Credit Services

Doug Collins
WSU Extension Faculty, Department of Crop and Soil Sciences

Patricia Lovejoy
Co-Owner, Sustainable Blooms by Garden Treasures

Dave Scott
Sustainable Livestock Specialist, National Center for Appropriate Technology

Congressman Suzan DelBene
Represents Washington’s First Congressional District

Ben MacDicken
Cattle Farmer and City of Sultan Public Works Supervisor

Kirk Sehlmeyer
Resource Conservationist, NW Team USDA NRCS

Tonia Farman
Co-Founder- CEO Queen of Hearts Hemp Health

Todd Macomber
Macomber Farms

Amy Moreno-Sills
Farm to Farmer Coordinator at PCC Farmland Trust

David Gilmore
Industry Stakeholder, Swan Valley Farms

Darcy K. Maldonado
Farm Loan Officer at the USDA - Farm Service Agency

Dave Somers
Snohomish County Executive

Gregg Gnecco
Vice President of Sales and Operations, Hemp Northwest

Christopher Mertz
Director, USDA/NASS Northwest Regional Field Office

Keith Stocker
Stocker Farms

Anna Groeneveld
Dairy Farm Owner in Sultan, WA

Linda Neunzig
Agriculture Coordinator, Snohomish County

Travis Stockstill
“The American Butcher”

Kristen E. Holdsworth, AICP
Senior Planner, Snohomish County

Sarah & Steve Pabody
Co-Owners, Triple Wren Farms

Carolyn Thompson
Owner, Willow & Mabel Flowers

Steven Howe
Cannabis Coordinator, Washington State Department of Agriculture

Michael “Skeeter” Pilarski
Founder and Director of Friends of the Trees Society, Port Townsend, WA

Jared Westerman
Owner of Fraid Knot Farms in Monroe, WA

Mattison Jenkins
Arlington HS FFA Chapter Secretary and 4H member

Erin Pirro
Certified Agricultural Consultant and Ag Business Catalyst

Brendan Whyte
Forester and Forestry Program Coordinator, WSU Extension, Everett, WA

Dr. Trevor C Lane
Asst. Professor and Director of Community & Economic Development, WSU Ferry County Extension

Crystal Raymond
Climate Change Strategic Advisor for the City of Seattle, Seattle, WA

Liesl Zappler
Owner, Grain Bin Flowers

Dylan LeValley
Attorney, Adams & Duncan, Inc.

Bob Ricci
Bob’s Corn & Pumpkin Farm

Kevin Zobrist
Professor of Forestry at Extension, Everett, WA

Jim Long
Fresh Cut Farms

Laura Ridenour
Coordinator, Washington State Department

Michael Rosmann
Farmer, Psychologist and Adjunct Professor, Dept. of Occupational and Environmental Health, University of Iowa
Location A

Registration, Breakfast, Keynote Speakers, Lunch, Trade Show and “A Local Taste”

Farming Sessions

Track A - New and Beginning Farmers
Track B - Livestock Production
Track C - Business of Farming
Track D - Agritourism
Track E - Industrial Hemp Production
Track F - Flower Farming

Forestry Sessions

9:45 - Wildfire Risk Reduction
11:00 - WildCrafting and Agroforestry on the West Slope of the North Cascades
3:00 - Developing a Forest Adaptation Plan: Strategies to Reduce Adverse Impacts and Increase Resilience
4:15 - Managing Forests for Climate Change: Understanding Tree Mortality

A project of the Snohomish County Executive’s Office
# Farming Sessions

## TRACK A
### New and Beginning Farmers

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| 1 9:45 am | | Soil Health 101 | Doug Collins, WSU Extension Faculty, Department of Crop and Soil Sciences | Description: Soil scientist and WSU Small Farms Educator Dr. Doug Collins will explore the physical, biological, and chemical properties of the soil and then discuss how to enhance and manage these properties using organic methods. He’ll also cover the importance of testing and preparing the soil to ensure high quality crops and yields. Learn how to increase the health of your fertility of your soil and learn answers to questions like...What makes a good soil? How do I improve it? What is fertility? |}

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| 2 11:00 am | | Financing Options and Other Resources | Jess Sarnsfield, Relationship Manager, Northwest Farm Credit Services; Darcy K. Maldonado, Farm Loan Officer at the USDA - Farm Service Agency; Kirk Sehmeyer, Resource Conservationist, NW Team USDA NRCS | Description: Ready to take the next step with your business? Come learn about financing options, technical assistance, and other resources available for beginning and small producers! You will hear from the following: 1) the NW Farm Credit Services about their AgVision program and Country Home Loan Program, 2) the Farm Service Agency about various Farm Loan Programs including farm real estate, farm improvements, annual operating loans, and loans to purchase equipment and/or livestock, and 3) the Natural Resource Conservation Service about the Environmental Quality Incentives Program, Conservation Stewardship Program, and Agricultural Conservation Easement Program. |}

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| 3 3:00 pm | | Lease Literacy | Dylan LeValley, Attorney, Adams & Duncan, Inc. | Description: Understanding the intricacies of a landlord-tenant relationship is vital to knowing how to run your farm. Lease Literacy will cover every major aspect of leasing farmland from a legal perspective. We will review several example leases and discuss the ins and outs of negotiating your lease and understanding its provisions. This accessible discussion of leases will be equally valuable to tenants, landlords, and prospective farmer. |}

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| 4 4:15 pm | | The Farm to Farmer Project: Start-up to Succession Planning | Amy Moreno-Sills, Farm to Farmer Coordinator at PCC Farmland Trust | Description: Farm to Farmer is a land matching project that includes personalized assistance from experienced farmers, as well as an online tool to facilitate matches. This project aims to connect new farmers with the land opportunities they need to grow their businesses. Bring your farm business and farm land questions to this Q & A discussion session. Amy will come prepared to explain how Farm to Farmer works, share her experiences, lessons learned and resources. Participants are encouraged to share their own lessons learned. Farmers learn best from other farmers. |}

## TRACK B
### Livestock Production

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| 1 | 9:45 am | Getting the Most from Your Cut Sheet | Travis Stockstill | Description: When you fill out the cut sheet when you have your animals butchered are you getting the most out of your animals? Will you make more money selling lamb rib chops or rack of lamb? A beef T-bone steak or a tenderloin and a New York Steak? What about cuts you’ve never heard of such as a hanging tender? These are tough questions. Butcher Travis Stockstill will answer these and many more. |}

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| 2 | 11:00 am | Regenerative Grazing | Dave Scott Livestock Specialist, National Center for Appropriate Technology | Description: Learn grazing strategies to increase soil health by reducing inorganic fertilizer inputs and capture and hold moisture in pasture soils. The path to smart grazing for health to reduce inorganic fertilizer inputs and capture and hold moisture in pasture soils is a gradual approach that move nutrients into, out of, and within pasture systems. It attempts to provide a clear, holistic understanding of how nutrients cycle through pastures and what the producer can do to enhance the processes to create productive, regenerative, and resilient farm and ranch systems. Effective management of nutrient cycling in pastures simply understanding how natural cycles nutrients in natural grasslands and then mimicking those processes. |}

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| 3 | 3:00 pm | What is a Lambulator? | Dave Scott Livestock Specialist, National Center for Appropriate Technology | Description: You’ve gone to great effort to raise a nice set of finished lambs and have them processed. Now what? It’s great if you can sell them all as wholes or halves. But maybe you can’t. How do you go about pricing individual cuts for profit? What is the smallest lamb that you should have in your direct-market program? How do you price high-demand cuts to cover the lower pricing of lesser-demand cuts? In the maze of cuts and cut prices, what is your profit per lamb? An interview with ATTRA Livestock specialist Dave Scott will answer these questions and more. |}

## TRACK C
### Business of Farming

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| 1 | 9:45 am | A Business Plan on One Page | Erin Pirro, Certified Agricultural Consultant and Ag Business Catalyst | Description: Most of us envision a business plan as a 30-page term paper that we cram for the night before it's due, and then never look at it again (except to see the grade)! Who’s got time for that? In reality, a successful business needs a living, breathing plan that guides operations, communicates the vision to all members of the team, and keeps you focused on your major objectives. Learn how to get started with a strategic business plan for 2020 - all on one piece of paper from keynote speaker Erin Pirro. |}

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| 2 | 11:00 am | Produce Safety Update | Roger Beekman, Program Manager and Beth Lorence, Produce Safety Inspector, WSDA | Description: The Produce Safety Alliance (PSA) was tasked with developing the standardized national produce safety training program to prepare fresh produce growers to meet the regulatory requirements in the U.S. Food and Drug Administration’s (FDA) Food Safety Modernization Act (FSMA) Produce Safety Rule. Karen Ullmann will provide an overview of who is required to comply, general overview of requirements, recent policy changes, and methods for enforcement. |}

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| 3 | 3:00 pm | You Already Have the Most Profitable Tool You'll Ever Own... | Erin Pirro, Certified Agricultural Consultant and Ag Business Catalyst | Description: Almost no one starts their own business because they want to run a business. We do it because we are good at what we do and we want to be our own boss! But then we find out there’s a whole lot of other...“stuff” that comes with being a business owner, including the financial management. Your good management records will tell you the story of what’s happening in your business, if you know what they’re saying. Join Erin Pirro and learn how to uncover that story – and the direction it’s telling you to go. Bring your own Profit and Loss Statement and your Balance Sheet and learn how these tools can make a positive impact on the bottom line for a farm of any size. |}

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| 4 | 4:15 pm | Technical Assistance Listening Session – What Do Farmers Need? | USDA, WSDA, WSU, NABC, SCD, Snohomish County, etc. | Description: Join agency and NGO representatives to learn what technical assistance is available and provide input about what needs are going unmet. Equipment, technical assistance, capital, land, markets, grants, and food safety will be among the topics discussed. Any one attending the conference is welcome to join this roundtable discussion. |}
### TRACK D
**Agritourism**

#### Defining and Understanding Agritourism
**Presenter:** Dr. Trevor C Lane, Asst. Professor and Director of Community & Economic Development, WSU Ferry County Extension  
**Description:** Agritourism brings people to farms for education or entertainment. Research demonstrates agritourism is a great way for small farms to develop extra revenue. Learn from experts about the latest scoop on how agritourism is defined, as well as new and improved agritourism programs or techniques.

#### Agritourism and the Customer Experience
**Presenter:** Dr. Trevor C Lane, Asst. Professor and Director of Community & Economic Development, WSU Ferry County Extension  
**Description:** Attendees will learn about the history of agritourism and the experiential aspects needed to generate extra income and drive customers to the farm. Learn about resources available to help small acreage farmers navigate the ins and outs of agritourism.

#### Agritourism Rules and Regulations
**Presenter:** Dr. Trevor C Lane, Asst. Professor and Director of Community & Economic Development, WSU Ferry County Extension; Kristen E. Holdsworth, AICP Senior Planner, Snohomish County.  
**Description:** Rules and regulations can be difficult to know or understand. Research demonstrates that many agritourism operators are precluded from ever getting started. Learn about general rules and regulations, as well as local rules that can enhance agritourism operations like the newly founded SB5808 for farm indemnification.

### TRACK E
**Industrial Hemp Production**

#### Regulatory Guidance for Hemp
**Presenter:** Steven Howe, Cannabis Coordinator, Washington State Department of Agriculture  
**Description:** Discuss the current state of the Hemp regulatory program for 2019, including the future of the state’s hemp program.

#### Hemp Processing
**Presenters:** Gregg Gnecco, Vice President of Sales and Operations, Hemp Northwest  
**Description:** We will present and discuss an overview of hemp processing pathways for each type of hemp – seed/grain, fiber and CBD/flower/biomass processing options. We will touch on each type of hemp and associated processing opportunities with the focus primarily on pathways for CBD hemp flower/biomass and share experiences with hemp seed/grain/food processing in the Northwest.

#### Marketing Hemp Products
**Presenters:** Tonia Farman, Co-Founder- CEO Queen of Hearts Hemp Health  
**Description:** The fast-growing demand for hemp in markets from foods, nutrition and wellness - to the pet industry, skincare, industrial uses and more can be daunting. Who is your customer? How do you bring your product to market? What regulations should you follow and what licenses are you needed? What do you need to know that you don’t even know to ask about yet? Learn from pioneers in the industry how they are paving the way and bringing HW grown hemp products into the mainstream.

### TRACK F
**Flower Farming**

#### What it Takes to Start a Flower Growing Business
**Presenters:** Liesl Zappler, Owner, Grain Bin Flowers  
**Description:** How do you get started with a flower growing business? How do you find your niche and market to your customers? Hear about Liesl Zappler’s journey to launch her business on a diversified crop farm near Pasco, Washington. Liesl will relay her challenges and provide tips.

#### How to Reach More Consumers with Washington Cut Flowers
**Presenters:** Laura Ridener, Coordinator, Washington State Department of Agriculture  
**Description:** Learn what worked and didn’t when project coordinators from WSDA Regional Markets and Washington State Farm Bureau embarked on a pilot project designed to reach more consumers with Washington cut flowers. This session will engage participants in the project’s statewide consumer research and USDA floriculture reports, outcomes of #Washington-Flowers engagement, social media best practices, and lessons learned from the summer pilot for growers to sell via wholesale. Session attendees can pick up next year’s stock of Washington Flowers marketing materials, too.

#### Weddings, U-Pick, and Other Business Models: Why to NOT Do It All
**Presenters:** Carolyn Thompson, Owner, Willow & Mabel Flowers; Sarah & Steve Pabody, Co-Owners, Triple Wren Farms  
**Description:** Hear from two growers about their business models and how they have evolved as they strive for profitability and work-life balance. Triple Wren Farms is doing weddings and floral work. Hear their reasons for not doing U-Pick flowers. Carolyn of Willow & Mabel also does weddings and puts her energy into floral workshops. Both have tips on how to market to brides so they don’t take over your life. Learn how they have found their sweet spot among farmer, florist, and business owner, and how to say no! Come with your questions.
## Session 1
### Wildfire Risk Reduction
**Presenter:** Brendan Whyte – Forester and Forestry Program Coordinator, *WSU Extension, Everett, WA*

Learn practical techniques to apply to your house, yard, and forest to greatly increase the chances of your home surviving a wildfire. Learn how to properly prune your trees, what to plant, and how wildfire risk reduction interacts with other management objectives, such as wildlife diversity.

## Session 2
### WildCrafting and Agroforestry on the West Slope of the North Cascades
**Presenter:** Michael “Skeeter” Pilarski, Founder and Director of *Friends of the Trees Society, Port Townsend, WA*

Pilarski introduces wildcrafting and agroforestry opportunities and practices in the region for economic and environmental benefits to forest and agricultural lands. These practices can increase the outputs of forests, offer new products and provide flexibility in forestry management depending on the landowner’s goals. Michael brings over 25 years of commercial wildcrafting experience, has worked with 100s of plant species and has taught agroforestry for over 30 years.

## Session 3
### Developing a Forest Adaptation Plan: Strategies to Reduce Adverse Impacts and Increase Resilience
**Presenter:** Crystal Raymond – Climate Change Strategic Advisor for the *City of Seattle, Seattle, WA*

Forests on the West Slope of the Cascades are changing with summer droughts posing challenges for small forest landowners. The changes to the local climate greatly affect the historical conditions in which forest thrive. Luckily, landowners have many proactive tactics and silvicultural techniques to help forests succeed. Learn to develop a plan of adaptation strategies for managing forests to climate change impacts to reduce impacts and increase resilience to sustain ecosystems and forests.

## Session 4
### Managing Forests for Climate Change: Understanding Tree Mortality
**Presenter:** Kevin Zobrist, Professor of Forestry at *WSU Extension, Everett, WA*

Dead and dying trees have proliferated throughout western Washington. Cedars and hemlocks have been particularly hard-hit, causing concern for many property owners. Learn why so many trees are dying right now and how to recognize when there’s a problem on your property. Topics include insects, diseases, and drought, and what property owners should do (and not do) to increase tree resilience and mitigate impacts.
We can help you with...

✓ Mud, manure, and pasture management
✓ Soil testing
✓ Natural resource protection
✓ Funding for projects
✓ Rainwater harvesting
✓ Dairy/Small farm planning
✓ Habitat restoration
✓ Native plantings and weed control

Visit our website at
www.snohomishcd.org/sound-farms

Thank You
Wetlands and Woodlands for Making Our Stage Beautiful.
Grow Your Roots in Snohomish County!

Snohomish County is home to over 1,558 farms. This important segment of our region’s economy contributes some $157 million to our local prosperity, not to mention all of the delicious meals our farms and ranches make possible.

The Agriculture Initiative was established to ensure that our farmers and ranchers would have support within Snohomish County.

If you are a new farmer, thinking of expanding your farm, or want to invest in the agriculture industry, you’ll find no better place than Snohomish County to put down your roots.

Contact our Agriculture Coordinator, Linda Neunzig, for any information you need to start, expand, or preserve your dream farm.
Pan-seared sea scallops in beurre blanc are one of Chef Russell Dean Lowell’s signature dishes. Harvesting fresh bounty from our farms, forests and oceans is a time-honored tradition at Russell’s, whether you are in the mood for mouthwatering filet mignon with mushroom risotto or grilled salmon.

Every taste is a celebration of Northwest tradition, perfectly crafted by Chef Lowell’s unsurpassed panache and his use of simple, fresh ingredients.
Hot Buttered Biscuits smothered with your choice of:

- strawberry freezer jam (Shidu Farms)
- our signature spiced tomato jam
- local urban honey (Honey Hole)
Conference Chair:

• Linda Neunzig  
  Snohomish County Agriculture Coordinator

Conference Coordinators:

• Jessica Allenton  
  Acting Assistant Director, Commodity Inspection Division, Washington State Department of Agriculture

• David Bauermeister  
  Northwest Agriculture Business Center

• Bea Covington  
  Director King Conservation District

• Amanda Gauthier  
  The Evergreen State Fairgrounds

• Anthony Gromko  
  Washington State University Extension Acting Director, Snohomish County Extension

• Steven Howe  
  Hemp Coordinator, Washington State Department of Agriculture

• Trevor Lane  
  Assistant Professor and Director’ Community & Economic Development’ WSU Ferry County Extension Office

• Bobbi Lindemulder  
  Snohomish Conservation District

• Patrick Nelson  
  Brown Paper Tickets

• Oak Rankin  
  Glacier Peak Institute, WSU Extension

• Kate Ryan  
  WSU Snohomish County Extension

• Giselle Saguid  
  Associate Business Advisor, Washington Small Business Development Center

• Karen Ullmann  
  Washington State Dept. of Agriculture

• Gwen Vernon  
  A wonderful volunteer!

• Kevin Zobrist  
  Professor, Extension Forestry, Washington State University

AJ Heritage Tools  
Attra  
Brown Paper Tickets  
Coastal Farm and Ranch  
Deep Harvest  
Farm Credit Services  
Farmers Equipment  
Food Lifeline  
Gowan Seed  
Grow Northwest  
King Conservation Dist.  
Northwest Agriculture Business Center (NABC)  
OBC Northwest  
Osborne Seed Company  
Smith Brothers Dairy  
Snohomish Conservation District  
Snohomish/Monroe Co-op  
Snohomish County Farm Bureau  
Snohomish County IT  
Snohomish County Planning & Dev. Services  
Solterra  
Steuber Distributing Company  
Timber Wolf Insurance  
USDA Farm Service Agency  
USDA National Agricultural Statistics Service  
Washington Dept. of Fish & Wildlife (WDFW)  
Washington State Dept. of Agriculture (WSDA)  
Washington State University, Snohomish County Extension  
WaterTec  
Wetlands and Woodlands
Your agricultural business can be more competitive. Our librarians are here to help you plant your future.

Use our free tools at sno-isle.org/business.
Fairs in the United States began as Agricultural Exhibitions. The first fair in the U.S. was a single day event held in September, 1811 with exhibits of swine, sheep and cattle. Snohomish County held its first agricultural display in 1874 on an 8-acre parcel in Monroe. This became The Evergreen State Fair now 193 acres, 12 days and with a wide variety of exhibits from artwork to robotics, agriculture to lumberjack shows.

Thank you farmers, foresters and producers for nurturing our past, present and future.

EvergreenFair.ORG