

A close-up photograph of fresh, wet carrots on a metal wire rack. The carrots are glistening with water droplets and are arranged in rows. The background is softly blurred, showing more produce and a person in a green shirt, suggesting a market or farm setting. The text "KING COUNTY LOCAL FOOD INITIATIVE" is overlaid in a bold, orange-red font, with a thin horizontal line underneath it.

KING COUNTY LOCAL FOOD INITIATIVE

Local Food Initiative

- 10 year roadmap for achieving food system goals
- Goals:
 - Increase healthy, affordable food access for low-income populations;
 - Grow the local food economy
- Contains targets and action items across a range of food system challenges
- Stakeholder driven process
- Implementation done by public, private, and non-profits organizations.



Local Food Initiative Goals

Food Economy Goal

Expand our local food economy to ensure job growth and economic viability for King County food businesses and farms.



Healthy, Affordable Food Access Goal

Increase access to healthy, affordable food for low income communities.



Farmland Access

- One major challenge to maintaining agriculture in KC is the ability of farmers to find affordable land.
- Development pressure raises land prices
- Cost to acquire in rural areas is approximately \$8-\$12 thousand per acre and can be much higher depending on location.
- Leasing land is cheaper with cost ranging from \$100/acre/year for pasture land to \$400/acre/year depending, again on location.

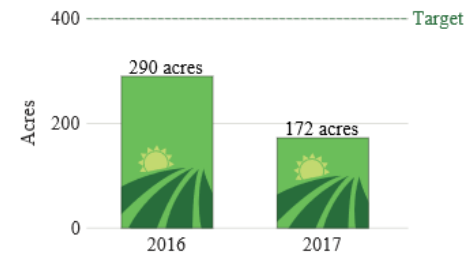


Farmland Access – Actions

- **Agricultural Zoning**
 - Agriculture Production Districts - areas designated for agriculture
 - 42,000 acres in APDs
- **Farmland Preservation Program**
 - Purchases development rights on high quality farmland keeps land affordable - limits development.
 - Since its inception in 1979, more than 15,00 acres have been preserved
- **Facilitating Land Transactions**
 - Working Farmland Partnership (See next slide)
- **Public Ownership of Farmland**
 - 2 farms – land is leased to socially disadvantaged farmers
- **Agricultural Drainage Program**

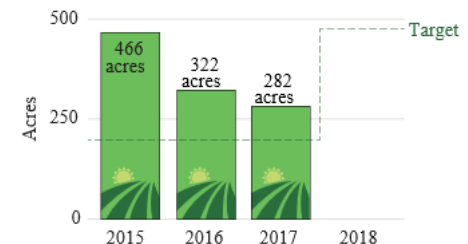
Acres in Food Production

Target: Add 400 net new acres in food production each year for the next 10 years — that's a 2% annual increase compared with 2013.



Acres of preserved farmland

Target: Beginning in 2018, protect an additional 475 acres of high priority agricultural lands annually, preserving another 14,000 acres of farmland within the next 30 years.



Working Farmland Partnership

- Multi-stakeholder collaborative that works with farmers and land owners to facilitate innovative solutions to land transition.
- Active as opposed to passive
- Farmable but unfarmed land has been identified and prioritized
- Project teams tailor solutions to meet the unique needs of the individual parties as well as the constraints and opportunities attached to specific land parcels.



Farm and Food System Infrastructure

Much of the regional infrastructure needed to grow our local food economy no longer exists, is in need of improvement, or is not of the proper scale to meet the needs of small and medium farms and food businesses in our region.



Target: Improve the food processing, distribution, and marketing infrastructure to better support small farms



Infrastructure Investments and Actions

- Cooperative development
 - SnoValley FC
 - Cascadia Cooperative Farms
- Mobile meat processing
- On farm infrastructure
 - Hoop houses, roads, etc.
- Last mile aggregation, cold storage and processing



Market Demand

Target:

Double demand for locally produced healthy food from \$93 million to \$186 million in 10 years.

Challenges:

Poor data



Market Demand – Actions

- **Local Institutional Food Team**

- Supports institutions in efforts to source local products



- **Fresh Bucks**

- Provides a dollar-for-dollar match on EBT purchases made by customers enrolled in SNAP/Basic Food/Food Stamps)



- **Vashon Fresh**

- Online market place for island residents to buy direct from farms



- **Micro-distributors**

- Support growth and development



Food Access -

Target: Increase consumption of fruits and vegetables in priority populations

Examples:

- Fresh Bucks
- South King County Urban Ag Network
- Elk Run Farm
- Rotary First Harvest

Technical Assistance to Farm Community

- Hiring of regulatory and permitting liaison for Ag community
- Coordination of technical assistance service provider
- Business development / agriculture entrepreneurship programming – WSU Cultivating Success, NABC
- **FarmKingCounty.Org**
 - Identified as priority action in LFI
 - A lot of great information and resources already exist but is scattered and often hard to know what is relevant
 - Need to localize the information and identify resources that are relevant to KC farmers



FARM KING COUNTY

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Your one stop resource for information and assistance for your farm operation

Whether you are just starting out in farming or a seasoned producer looking to diversify your business through the creation of a value-added enterprise, **Farm King County** is here to assist you with all your agribusiness questions. [Read more >](#)

We have technical advisors ready to help you with your questions. Get technical assistance now!

Growth of Puget Sound Food Hub Offers Marketing & Distribution Opportunities for Local Farmers

NEWS & UPDATES

- KCD Announces process for 2016 Regional Food System
- Food Safety Modernization Act Resources
- King County awards grant funds for historic barn preservation

UPCOMING EVENTS

April

- King County Agriculture Commission, April 14, 4 - 7 p.m.
- Fence Construction Workshop & Demonstration, April 22, 9 a.m. - noon

Business of Farming **Access to Farmland** **Food Production** **Marketing & Food Safety**



FARM KING COUNTY

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Business Planning

Whether beginning or expanding your farm enterprise, a solid business plan is essential for testing viable business ideas and financing your business. While each farm is unique and must take the specific land, products, production techniques and marketing sector under analysis, the agriculture sector has specific resources for business planning including hands-on courses, guides, and templates.

Workshops **Guides** **Templates**

Workshops

Washington State University
Washington State University's award-winning *Cultivating Success* Agricultural Entrepreneurship course is an in-depth business planning course which covers:

- evaluating resources,
- planning and research,
- legal and management issues,
- marketing strategies,
- budgets and financial statements and
- cultivating money resources.

Participants produce a completed business plan by completion of course. Farmers and small business resource providers serve as guest speakers, bringing real world experience to the class. Students complete a business plan that they can take to the bank.

Chef Mike serves up locally grown seasonal dishes at Madrona Farmers Market - Photo: Zachary D. Lyons



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Business of Farming

Running a farm business is complex. Thorough business planning may help you access financing to start your farm or diversify your farm as you grow your business. Many types of financing for farms (from grants to traditional bank loans) will have different requirements such as what they will cover, amount available, deadlines, or interest rates. Your business may need employees. Labor laws dictate what is allowable — from hiring family members who are children, to paying employees by the amount harvested — and what recordkeeping is required. And like any business, farms are required to pay taxes. However, farms are also eligible for tax benefits and exemptions. This section's pages will help you navigate business planning, farm financing, labor, and taxes.

Business Planning
Need help creating your business? Courses, professional services and templates are available to help make your business plans clear and fundable. [Learn more >](#)

Farm Financing
What kind of financing or funding can you get to purchase or improve your farm? This page lists funding options and walks you through preparing to talk with a bank about a loan or to apply for a grant. [Learn more >](#)

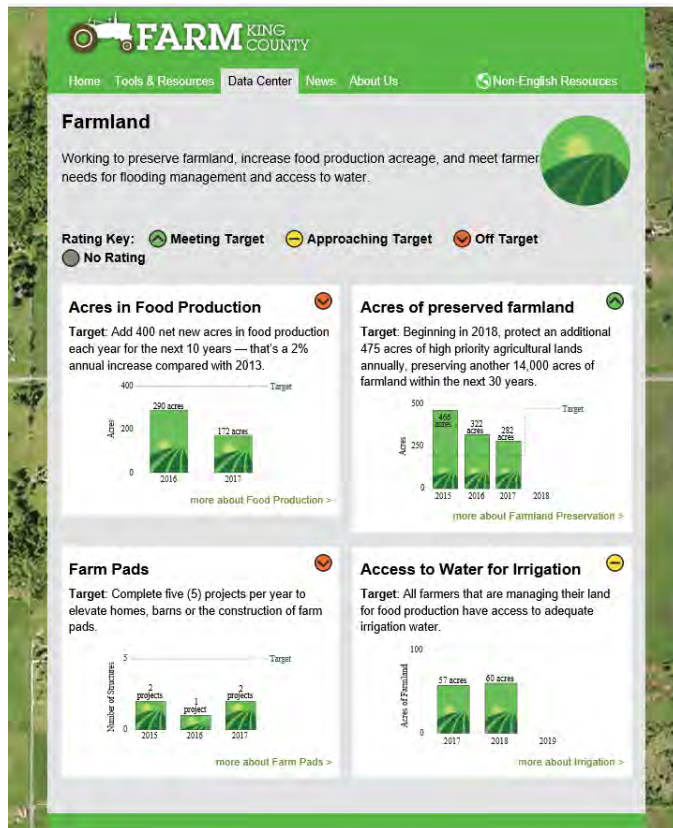
Labor
Interested in hiring employees? Know the rules and requirements before you hire. [Learn more >](#)

Taxes
Looking for a farm tax exemption or need to know if you have to pay a litter tax for your berry basket? This page includes your tax benefits and responsibilities. [Learn more >](#)

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Other Key Elements of LFI

Data



Communications



Keys to Good Project Design

- Collaboration – Build Partnerships
- Leverage Existing Projects/Programs
- Identify concrete, realistic metrics for measuring project success (outputs and outcomes)
- Have realistic expectations about project results and impacts. Under promise and overdeliver.
- Do research! Lot's of innovative local food system projects are happening across the country.

Thanks!

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