

Title:	Cultivating New Generation and Immigrant Farmers in Washington State		
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Program Code: BFRDP

Program Name: Beginning Farmer and Rancher

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Non-Technical Summary

National assessments have shown that small-scale, limited resource, multicultural, women, sustainable, and specialty producers are typically underserved by the standard research, teaching and extension programs at Land Grant universities and other public agricultural assistance organizations. Washington State University's Small Farms Program was established by the state legislature to respond to the unique needs of these underserved farmers. The majority of the farms in Washington are small. According to the 2007 Census of Agriculture, Washington has 35,269 farms that meet the USDA criteria for a Small Farm, with sales of \$250,000 or less. This represents 89.8 percent of all farms in the state. Even smaller, 33,319 Washington farms (or 85 percent) have sales under \$100,000 and 80 percent have sales under \$50,000. Producing a diverse array of crops from fresh fruits, vegetables, herbs, and flowers to meats, dairy products, grains, and seed crops, these farms increasingly rely on direct market sales to capture added value. While farm sales may appear low, our research shows that farm income is of critical importance to many of these households. The full extent of the potential audience of non-farmers who wish to start farms is largely unknown, although based on participation numbers in our Cultivating Success classes and other small farms-oriented educational programs offered in the state, the interest in starting a small farm is extremely high. For example, our WSU Small Farms website (www.smallfarms.wsu.edu) receives over 7,000 hits per month. Over 300 students per year take our Cultivating Success beginning farmer courses. We regularly receive requests for assistance from new groups of refugees and immigrants, including Burundian and Somali and West Indian agriculturists. Despite growing interest in starting new direct market farms and rising market demand for sustainably raised local farm products, many next generation operators do not come from current farming families and have not had access to the resources and educational opportunities that could help them gain a strong foothold and avoid production and business risks. They face myriad challenges, including: acquiring production and business knowledge and skills, effectively securing profitable markets, and gaining access to affordable land. Developing new forms of community-based, hands-on delivery and support mechanisms and farmer-to-farmer knowledge transfer systems will be critical to ensuring that incoming farmers have access to the essential production and business management skills required to be successful. This proposal builds on previous work by the grant partners, including needs assessments, alternative curriculum development and piloting, and evaluation of past work. We estimate that 2,400 additional beginning farmers and ranchers will be directly served through classes, workshops, farm walks, internships, and land incubator opportunities. Many more beginning

farmers from Washington State and across the country will access web-based information on the WSU Small Farms Team Website and the Tilth Producers Website and newly developed Wiki.

Accomplishments

Major goals of the project

In its eleventh year, our 50-member WSU Small Farms Team works with communities across the state to foster profitable, small-scale farms, land and water stewardship, and access to healthy food. Our long-term goal is to increase farm ownership rates, financial stability, land tenure, and environmental stewardship among beginning farmers in Washington, including immigrant Latino and Hmong farmers, limited resource farmers, and women farmers. To accomplish this goal, the WSU Small Farms Team is partnering with County Extension, Animal Sciences Faculty, local farmers, the State Department of Agriculture, and a network of non-profits, including Tilth Producers of Washington, Washington Young Farmers Coalition, and GrowFood to achieve the following objectives over a three-year period: 1) Extend the reach of our popular community-based, multi-lingual beginning farmer course series on (1) Whole Farm Management and (2) Agricultural Entrepreneurship and Business by incorporating vibrant and diverse on-line content and intensive weekend workshops. 2) Partner with our state's premier organic farming organization, Tilth Producers of Washington, to offer on-farm learning and mentoring opportunities for young and beginning farmers on our most innovative farms. 3) Improve the quality and effectiveness of practical, on-farm learning opportunities by directly engaging farmer mentors in developing field-based educational curricula and experiential learning formats to use on host farms and a network of teaching farms and farm incubators. 4) Enhance meat quality and financial viability of multi-lingual small-scale livestock producers through on-line and in-person instruction on best practices in production and marketing for 1) sheep and goats, 2) beef, 3) pork, and 4) poultry. Through in-person, evening courses offered at diverse County Extension locations we will engage 175 students per year. Courses will be offered at a minimum of 15 different statewide locations to an average of 15 students each. Online course offerings will be offered in a online only class to 25 participants (YR3). 300 participants will utilize supplemental online course content and webinars in in-person classes Through intensive weekend workshops we will engage 75 participants per year (YR2-3), an average of 25 workshop participants per event Through beginning, intermediate, and advanced livestock courses we will engage 177 participants per year. Through hands-on Farmwalks (crop-mobs) and other Farmwalks we will engage 460 participants annually Through a three-part bilingual season extension workshop we will engage 20 participants annually (YR2-3) Viva farms land-based incubator will host 10 beginning farmers in YR1, 15 in YR2 and 20 in YR3 We expect to engage at least 2,400 unique beginning and aspiring farmer participants in educational programs during this project, including 150 participants in multilingual programs.

What was accomplished under these goals?

During the three year period of this project we reached a total of 3,861 participants in 152 different programs. 22% percent of participants (185/822) evaluated indicated they planned to start farming, 79% (1386/1759) were currently farming, 97% (1563/1616) reported a change in knowledge, and 95% (828/874) reported a change in behavior.

1) Extend the reach of our popular community-based, multi-lingual beginning farmer course series on (1) Whole Farm Management and (2) Agricultural Entrepreneurship and Business by incorporating vibrant and diverse on-line content and intensive weekend workshops.

Under this objective, 28 semester-long courses were conducted with 574 students. Completed evaluations indicated that 88% (191/217) initiated or improved a whole farm plan or business plan during the courses, 73% (133/185) initiated or improved their soil management plans, and 67% (145/217) initiated or improved marketing plans. Eleven on-line narrated presentations were developed and incorporated into our curricula; instructors now have over 25 different narrated units to include in courses.

Three intensive workshops were offered over the course of the project to a total of 105 participants: 1) Managing CSA Farms; 2) Season Extension; and 3) Managing Labor on the Farm. All of the participants surveyed (100%, 64/64) reported a change in knowledge and intention to incorporate something learned in their operation.

Additionally, immigrant farming specialist consulted with 374 Latino farmers and 60 Hmong farmers on USDA Programs and services such as, FSA Loans, Crop Insurance, NRCS EQIP and Conservation Program, Marketing and farmers markets, Credit and Financial Management issues, Whole Farm Planning, pest management, and crop related problems in Small Farms. Special hands-on workshops were held for Hmong farmers in sign and business card making, hoophouse design, and wholesale flower distribution.

2) Partner with our state's premier organic farming organization, Tilth Producers of Washington, to offer on-farm learning and mentoring opportunities for young and beginning farmers on our most innovative farms.

Under this objective, 911 farmers and agricultural professionals attended 38 different Farm Walks (there were 800 unique attendees with many participants attending more than 1 Farm Walk and some attending as many as 8). Every Farm Walk provides the opportunity for viewing farm operations; however, 5 of the Farm Walks provided opportunities for attendees to participate in farm operations through hands-on learning activities. Each of the 38 Farm Walks were designed and facilitated to promote networking. Seventy-four percent (458/615) of attendees evaluated identified themselves as farmers, 21%

(130/614) indicated that they planned to start farming, 97% (642/660) identified that they increased their knowledge in at least one subject and 97% (642/660) of farmer owners planned to change a farming practice. Specific activities that respondents indicated they would employ because of their participation in a Farm Walk included: consider leasing a farm instead of buying, increase cover crop use, implement rotational grazing, and improve habitat for native pollinators.

In 2015, Tilth Producers of Washington launched a Wiki For Farmers Webpage. Wiki usage data showed 31 page members, 15 posts, and 2884 total page views with 1225 unique views (April-August 2015)

3) Improve the quality and effectiveness of practical, on-farm learning opportunities by directly engaging farmer mentors in developing field-based educational curricula and experiential learning formats to use on host farms and a network of teaching farms and farm incubators.

During the three year grant period, a total of 27 farm businesses with 38 individual participants produced on 16 - 20 acres at the Viva Farms incubator. Seventeen of the participants were socially disadvantaged farmers. Nine of these farm businesses (17 individual participants, 14 socially disadvantaged) participated at Viva all 3 years, with 2 other farm businesses operating offsite with Viva assistance (such as with leases or marketing). These farm businesses have showed steadily increasing sales and sometimes acreage during this time frame. Total sales through Viva farms wholesale grew from \$46,379 in 2013 to \$47,133 in 2014. The 2015 wholesale season was incomplete at the end of this reporting period, but as of September 14, Viva farmers had sold \$70,066 through Viva Wholesale. Most Viva farmers also had sales through other channels such as CSA's, the Puget Sound Food Hub, or farmer's markets. One farmer's sales exceeded \$40,000 for a single year.

In 2013, four different beginning and socially disadvantaged farmers accessed a total of \$20,000 in beginning loans using the Viva Farms micro loan program with North Coast Credit Union and 4 farm operations currently or formerly with Viva Farms incubator were assisted in securing land off the incubator; a total of 20 acres were leased off site. Business assistance included help with submitting applications for business licenses, farmers markets, WIC Farmers Market Program, and insurance coverage. Incubator farm Pure Nelida got additional insurance to bring prepared foods to the farmers market in 2014.

Five farmers and four staff attended the Tilth Producers Conference [cumulative over 3 years], and 2 farmers and 2 staff attended the Regional Food Hub Conference in 2014. In 2014, Viva Farms hosted a farm tour focused on opportunities for veterans and approximately 104 people visited the Viva Farms incubator during the 2014 season.

Additionally, under this objective, 38 farm-based interns participated in the Cultivating Success internship program. This program was supported by project directors that presented symposia on Ecological Soil Management (105 participants, 6 symposia) and Integrated Weed Management (49 participants, 4 symposia).

4) Enhance meat quality and financial viability of multi-lingual small-scale livestock producers through on-line and in-person instruction on best practices in production and marketing for 1) sheep and goats, 2) beef, 3) pork, and 4) poultry.

Under this objective, 18 symposia were offered across the State to a total of 477 participants, including: Poultry 100 (3 times), Beef 100 (3 times) Beef 200, Beef 300, Pork 100 (3 times), Pork 200, Pork 300, Lamb 100 (2 times), Lamb 200, Lamb 300 (2 times). Individual curricula and presentations were developed for each of the programs. Hands-on demonstrations and directed activities were incorporated into the lamb, beef, and pork 200 and 300 programs. One hundred percent (477/477) of participants indicated they increased their knowledge in at least one subject area. Ninety-two % indicated that they will apply what they learned from courses to capture higher prices (or premiums) for the products that they market. Of the participants, 43% estimated that these programs will positively impact the economic status of their operations by at least \$1000 annually; while an additional 29% said the positive impact will be between \$500 and \$1000 annually.

The WSU Meat Team also developed the WSU Livestock Carcass Grade & Cutability Calculator which is a simple way for producers, niche marketers, butchers, livestock judges, meat evaluators, and youth to quickly calculate carcass yield grade, dressing percentages, and cutability of beef, pork and lamb carcasses. Users just enter live or carcass data information and the Livestock Carcass Grade and Cutability Calculator will calculate the yield and percentages.

What opportunities for training and professional development has the project provided?

A Small Farms Team retreat and Project Director meeting for the Beginning Farmer and Rancher Program was held each year (2013, 2014, 2015) and participation included between 26 and 30 agricultural professionals. In addition to program planning, professional development included training in utilizing on-line educational resources, innovative direct marketing techniques, a presentation on high-yield teaching strategies from Dr. Kay Sagmiller, Director of Oregon State Universities Center for Teaching and Learning, a discussion on food hubs led by farmer and food hub pioneer Harley Soltes with Bow Hill Blueberries, and a presentation from Ann Lindsay from UCSC's farmer training program about their curriculum.

Farm walks also provide professional development; over the 3 year period, 22% (134/602) of Farm Walk attendees were agricultural professionals.

How have the results been disseminated to communities of interest?

All resource materials provided during farm walks and workshops are made available on the Tilth Producers web-page as open access to the public. This includes farm walk booklets, event summaries, and other resource materials.

On June 3, Viva Farms Operations Director Rob Smith and Farm Manager Mauricio Soto were interviewed by Skagit Valley Community Radio, KSVR-FM 91.7, for Mi Punto de Vista with Manuel Reta, a bilingual talk show which airs live on Wednesdays. They discussed Viva Farms and our mission, and answered questions from listeners. The recording archive can be found at <http://www.ksvr.org/archives.html>, under Mi Punto de Vista. Select the recording from June 3.

Joshua McNichols of KUOW-FM 94.9 Public Radio in Seattle visited the farm on June 9 to interview Nelida Martinez for an article about the early strawberry season here in the Pacific Northwest. The story aired several times on the KUOW news loop. A written transcript and audio file can be found at <http://kuow.org/post/warm-winter-means-bountiful-northwest-berry-season>.

Reporters from the Skagit Valley Herald, a local daily newspaper in Mt. Vernon, WA, also visited the farm to interview Mauricio Soto and Santiago Lozano. Mauricio is Viva's Farm Manager, but he is also one of our farmers, with two acres of raspberries. Santiago Lozano farms five acres of strawberries and raspberries. The article and pictures can be found at http://www.goskagit.com/all_access/seeking-a-better-life/article_501f250c-b762-5df2-b5ac-b5c39db140a2.html.

Seattle company Molly Moon's Homemade Ice Cream featured Viva Farms strawberries in their sorbet. See their Facebook page at <https://www.facebook.com/mollymoonicecream/photos/a.125764027450887.19259.113536522006971/1072158702811410/?type=1&theater>

Viva Farmer Nelida Martinez is featured on the cover of the book **The Color of Food: Stories of Race, Resilience and**

What do you plan to do during the next reporting period to accomplish the goals?

{Nothing to report}

Participants**Actual FTE's for this Reporting Period**

Role	Non-Students or faculty	Students with Staffing Roles			Computed Total by Role
		Undergraduate	Graduate	Post-Doctorate	
Scientist	0	0	0	0	0
Professional	0.6	0	0	0	0.6
Technical	1.5	1	0	0	2.5
Administrative	0.1	0	0	0	0.1
Other	0	0	0	0	0
Computed Total	2.2	1	0	0	3.2

Student Count by Classification of Instructional Programs (CIP) Code

Undergraduate	Graduate	Post-Doctorate	CIP Code
1			01.00 Agriculture, General.

Target Audience

It difficult to estimate the size of our target audience of socially disadvantaged farmers and beginning farmers since many do not yet show up on the agricultural census. Since we started our WSU Small Farms program in 2001, we have had over 5,000 beginning farmer participants. During this current grant term (3 years), we had an estimated 1,386 farmers across all programs. In our Farm Walk program 75% (345/458) of farmers reported farming 10 years or less and 45% (204/458) were

farming 5 years or less. Across our programs, 53% of participants were female. Twenty-three percent of the farmers in our programs (874/3850) were socially disadvantaged. The total number of participants in our program including the target audience was 3,850.

Products

Type	Status	Year Published	NIFA Support Acknowledged
Websites	Published	2015	NO

Citation

Heitstuman, M. and Busboom, J. 2015. WSU Extension Impact Report- WSU Beef 300 Program: Intensive Training for Beef Producers. Available on-line at <http://ext100.wsu.edu/impact/wsu-beef-300-program-intensive-training-for-beef-producers/>

Type	Status	Year Published	NIFA Support Acknowledged
Other	Published	2014	YES

Citation

Farm walk program highlights featured in Tilth Producers Quarterly Journal, Fall 2014, (24):4 20-22,25 "Farm Walk Highlights: Gleanings from Summer 2014 Farm Walks"

Type	Status	Year Published	NIFA Support Acknowledged
Other	Published	2015	YES

Citation

Farmer Wiki Page featured in Tilth Producers Quarterly Journal, Winter 2015, (25):1 9 "Farmer-to-Farmer Resources: New for You"

Type	Status	Year Published	NIFA Support Acknowledged
Other	Published	2015	YES

Citation

Farm walk program highlights featured in Tilth Producers Quarterly Journal, Winter 2015, (25):1 16-18,21 "Farm walk highlights: Gleanings from fall 2014 farm walks"

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Farm walk program schedule featured in Tilth Producers Quarterly Journal, Spring 2015, (25):2 7: "Educational farm walks schedule: The 2015 'farm walks' offers its 12th season"

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Farm walk program schedule featured in Tilth Producers Quarterly Journal, Summer 2015, (25):3 11 "Educational farm walks schedule: 2015 farm walks"

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Regional workshop review featured in Tilth Producers Quarterly Journal, Summer 2015, (25):3 12 "Staffing your farm: Successful management of interns & employees – summary of the springtime workshop at cedar river watershed education center"

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Farmer Wiki Page featured in Tilth Producers Quarterly Journal, Summer 2015, (25):3 18 "Wiki for farmers: Share the wealth"

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Farm walk program highlights featured in Tilth Producers Quarterly Journal, Summer 2015, (25):3 19-21 "Farm walk highlights: Gleanings from the farm walks program (spring 2015)"

Type	Status	Year Published	NIFA Support Acknowledged
Websites	Published	2015	YES

Citation

<http://tilthproducers.org/programs/farm-walk/farm-walks-past/>

Type	Status	Year Published	NIFA Support Acknowledged
Websites	Published	2015	YES

Citation

<http://wikiforfarmers.wikispaces.com/>

Type	Status	Year Published	NIFA Support Acknowledged
Other	Published	2015	YES

Citation

Ostrom, M. and D. Collins (2015). "Beginning Farm Programs at WSU," Washington State University Extension Impacts Report
<http://ext100.wsu.edu/impact/beginning-farmer-programs-at-wsu/>

Type	Status	Year Published	NIFA Support Acknowledged
Journal Articles	Published	2015	YES

Citation

Ostrom, M. "Cultivating Success: the WSU Small Farms Program," Neighbors Magazine, Washington Farm Bureau, Summer 2015, pp. 23-25.

Other Products**Product Type**

Audio or Video

Description

Collins, D. Overview of Ecological Soil Management. Narrated Presentation for Cultivating Success students.
<http://breeze.wsu.edu/ecosoilmanagement/>

Product Type

Audio or Video

Description

Miles, C. Sustainable Vegetable Production. Narrated Presentation for Cultivating Success students.
<http://breeze.wsu.edu/p1om4fdzo7f/>

Product Type

Audio or Video

Description

Miller, T. Principles of Sustainable Weed Management. Narrated Presentation for Cultivating Success students.
<http://breeze.wsu.edu/p6kfjozncue/>

Product Type

Audio or Video

Description

Devetter, L. The Biology and Production of Vaccinium Crops – Part 1. Narrated Presentation for Cultivating Success students. <http://breeze.wsu.edu/p3b3ods8g2r/>

Product Type

Audio or Video

Description

Devetter, L. The Biology and Production of Vaccinium Crops – Part 2. Narrated Presentation for Cultivating Success students. <http://breeze.wsu.edu/p1yjfg9gxqy/>

Product Type

Audio or Video

Description

Kerr, S. Introduction to Sustainable Livestock Production – Part 1. Narrated Presentation for Cultivating Success students.
<http://breeze.wsu.edu/p95no7o0q14/>

Product Type

Audio or Video

Description

Riedel, J. Changing Water Resources in Skagit Basin. Narrated Presentation for Cultivating Success students.
<http://breeze.wsu.edu/p79lkn8z653/>

Product Type

Audio or Video

Description

Grah, O. Trends in water supply as a result of glacier ablation and altered hydrologic regime of the Nooksack River. Narrated Presentation for Cultivating Success students. <http://breeze.wsu.edu/p2g9h5akwti/>

Product Type

Audio or Video

Description

Petersen, A. Irrigation Management. Narrated Presentation for Cultivating Success students.
https://www.youtube.com/watch?v=-ETJK9ZCd_A&feature=youtu.be

Product Type

Audio or Video

Description

Benedict. Equipment for Small Farms. Narrated Presentation

Product Type

Software or NetWare

Description

Smith, S. M. and Busboom, J. R. 2015. Livestock Carcass Grade and Cutability Calculator APP for I phones.
iTune Store link: <https://itunes.apple.com/us/app/livestock-carcass-calculator/id1022439322?mt=8>

Product Type

Software or NetWare

Description

Smith, S. M. and Busboom, J. R. 2015. Livestock Carcass Grade and Cutability Calculator APP for Android phones.
Android link: <https://play.google.com/store/apps/details?id=edu.wsu.meatcalculator>

Product Type

Other

Description

One Farm Walk Booklet was compiled for each of 38 Farm Walks. Booklets contain both original content and publications that enhance the presentation, Course notebooks were developed for each of the 18 poultry and livestock programs offered

Changes/Problems

{Nothing to report}