

Regional Farmers' Market Workshop

February 28, 2020

Beloit First Christian Church, 321 N Mill Street, Beloit, Kansas

Workshop Agenda

- 8:30 Registration opens
- 9:00 - 9:15 Welcome
- 9:15 - 9:50 Keynote — Tips on Marketing and Making a Profit (budgeting, determining break-even points, liability issues)
Jay Schleicter, Jay's Jellies, Produce and More, Clay Center
- 10:00 - 10:50 Breakout 1
Grower Panel — Growing in the winter, organic pest control, making the most of small acreage
Facilitated by Cassie Homan, K-State Research and Extension; Panelists will include Jay Schleicter, Chris Janssen, and Mark Stadler.
- Double Up Food Bucks Program; Accepting EBT at Farmers' Markets
Donna Martin, Mid-America Regional Council; K-State Research and Extension
- 10:50 - 11:05 Break
- 11:05 - 12:00 Breakout 2
Regulations for Meat, Poultry, Eggs, Processed/Prepared Foods at Kansas Farmers' Markets
Mike Fink, Jared Melton, and Adam Inman, Kansas Department of Agriculture
- Kansas Senior Farmers Market Nutrition Program Certified Farmer Training
Emily Carpenter, Kansas Department of Health and Environment
*Note: An interactive training session for the Kansas Senior Farmers Market Nutrition Program/Farmers Market Nutrition Program is required for all new farmers who wish to participate in the SFMNP/FMNP. Interactive training may occur online or during an interactive training (such as those hosted during these Farmers' Market Workshops). Returning farmers may complete their training and annual agreement online or at an in-person training. All farmers must submit an annual agreement to KDHE. Visit www.kdheks.gov/sfmnp.
- 12:00 - 12:45 Lunch (provided) — Market managers discuss market management issues
Facilitated by Kansas Department of Agriculture
- 12:45 - 1:15 Update on KDA's *From the Land of Kansas* program; specialty crop industry support; produce safety
Dana Ladner and Adam Inman, Kansas Department of Agriculture; Londa Nwadike, K-State Research and Extension
- 1:15 - 1:55 Farm to Institution panel
Barb Depew, Kansas State Department of Education; Jay Schleicter; other local growers
- 2:00 - 2:55 Breakout 3
Sales Tax for Farmers' Market Vendors
Clint Razor, Kansas Department of Revenue
- Food Safety Update: Produce safety, sampling at farmers' markets, food labeling, etc.
Londa Nwadike, K-State Research and Extension
- 2:55 - 3:00 Evaluations
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