

# Regional Farmers' Market Workshop

February 22, 2020

Fisher Center, 201 E Iowa Street, Hiawatha, Kansas

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## 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 Cary Rivard, K-State Research and Extension; Panelists will include Jay Schleicter, Mark Jirak, and other local growers*
- Morel Mushroom identification certification session  
*Pam Paulsen, 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 and Carly Tyler, Kansas Department of Agriculture*
- Double Up Food Bucks Program; Accepting EBT at Farmers' Markets  
*Donna Martin, Mid-America Regional Council; K-State Research and Extension*
- 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  
*Janelle Dobbins and Carly Tyler, 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  
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](http://www.kdheks.gov/sfmnp).
- Sales Tax for Farmers' Market Vendors  
*Clint Razor, Kansas Department of Revenue*
- 2:55 - 3:00 Evaluations
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