



Washington  
State Department of  
Agriculture

# **Small-Scale Agriculture in Washington**

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*WSDA support for viable farms and local food systems*

**Laura Raymond**

*WSDA Regional Markets Program Manager*

# What we do.



WSDA Mission: Through **service, regulation, and advocacy**, the Washington State Department of Agriculture (WSDA) supports the viability and vitality of agriculture while protecting consumers, public health, and the environment.



**Assure** the safety, integrity, and availability of the food supply.

**Manage** the registration, distribution, use, and disposal of pesticides and fertilizers.

**Protect** the state's natural resources through the prevention and control of plant and animal diseases.

**Support** the marketing of the state's agricultural products at the local, national, and international level.

# Who we are. How we're organized.



- Executive Cabinet Agency
- 758 full time employees
- Staff made up of veterinarians, entomologists, chemists, toxicologists, inspectors, investigators, policy and marketing analysts, customer service specialists, and managers
- 220 seasonal employees, primarily inspectors of fruit, vegetable, grain, and seeds



# Where are we?



- Headquartered in **Olympia**.
- Regional offices in **Yakima, Spokane, East Wenatchee**.
- Smaller offices and staff members **cover every county** in state.



# WSDA Regional Markets Program



WSDA Regional Markets supports the economic viability of small and direct marketing farms and increases the availability of Washington grown products in schools, institutions, and on tables throughout our state.

Technical Assistance

Resources & Publications

Market Access & Development

Outreach & Education

Partnerships & Promotions



# Washington's Small Farms



A majority of Washington's farms are small  
**89%** are small farms (32,016)

Characterized by diversified production and  
direct marketing business models

**\$148.9 M** - Total value of direct markets  
products

Generate 6.3% of the state's total ag value

**\$620 M** – Total value of ag products sold

Demographic diversity among farm operators  
in Washington is concentrated in the  
small farm sector

*Data: USDA 2017 census*





# Publications and Online Resources



WASHINGTON AGRICULTURE SERVICES DEPARTMENTS ABOUT WSDA

WHAT DO YOU NEED TODAY? LET'S FIND IT

## WSDA FARM TO SCHOOL TOOLKIT


This toolkit is designed to provide farms, schools, families, and communities with resources to help them meet their farm to school goals. Through tools, templates, resources, stories, photos, documents and more, the toolkit highlights farm to school and school garden success stories throughout the state and draws together best practices and farm to school tips from our in-state and national network partners.

[Click here](#) to read more about the WSDA's farm to school program and services.

### FOR SCHOOLS

3rd and 4th grade students can find planning tools, publications, factbooks, templates, farm listings, and much more here to support Washington's farm to school program.


[For Schools: Resources for Local Food in Schools](#)



### FOR FARMERS

3rd grade students around the state are interested in connecting with and purchasing from local farms. Learn more about this opportunity, how it works, and get some resources for selling to schools.


[For Farmers: Resources for Selling to Schools](#)




### RECIPE TOOLKIT

3rd grade recipes, educational and promotional materials, general info, and nutrition facts for several Washington grown foods in schools and other meal programs.

[Washington Grown Food & Recipe Toolkit](#)






Washington Department of Agriculture

## 2019 HANDBOOK for SMALL AND DIRECT MARKETING FARMS

REGULATIONS AND STRATEGIES FOR FARM AND FOOD BUSINESSES



## FARM WISDOM

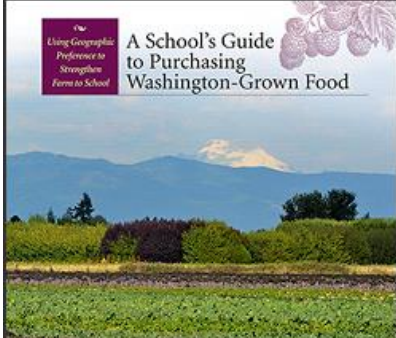
Regulations and Strategies for Farm Businesses



Washington Department of Agriculture

Using Geographic Preference to Strengthen Farm to School

## A School's Guide to Purchasing Washington-Grown Food




Bridging the GAPS

## FARM GUIDE

Good Agricultural Practices and On-Farm Food Safety for Small, Mid-Sized, and Diversified Fruit and Vegetable Farms

Based on the USDA Good Agricultural Practices Good Handling Practices (GAP/Good Handling Practices) Audit Program documents

A publication of the Washington State Department of Agriculture



# agr.wa.gov/farmfoodbiz



The screenshot shows the website's navigation menu with links for WASHINGTON AGRICULTURE, SERVICES, DEPARTMENTS, ABOUT WSDA, and CONTACT US. A main banner features the text "FOR SMALL AND DIRECT MARKETING FARMS" over a background of fresh produce. Below the banner is a search bar with the text "WHAT DO YOU NEED TODAY?" and a "LET'S FIND IT" button. The main content area is titled "HANDBOOK FOR SMALL FARM AND DIRECT MARKETING FARMS" and includes contact information for the Regional Markets Program Lead, Laura Raymond, at [smallfarms@agr.wa.gov](mailto:smallfarms@agr.wa.gov). A notice states that the page is under construction as the 2019 publication of the "green book" is being prepared. At the bottom, there are two book covers: "Handbook for Small and Direct Marketing Farms 2014" and "2014 Addition to the Handbook for Small and Direct Marketing Farms".

WASHINGTON AGRICULTURE SERVICES DEPARTMENTS ABOUT WSDA CONTACT US

**FOR SMALL AND DIRECT MARKETING FARMS**

DIRECT MARKETING STRATEGIES GETTING CONNECTED REGULATIONS FOR FOOD PROCESSING REGULATIONS FOR SPECIFIC PRODUCTS

RUNNING A SUCCESSFUL FARM BUSINESS VOLUNTARY CERTIFICATIONS

Home / Departments / Business and Marketing Support / Small Farm / Greenbook

WHAT DO YOU NEED TODAY? LET'S FIND IT

**HANDBOOK FOR SMALL FARM AND DIRECT MARKETING FARMS**

Regional Markets Program Lead: Laura Raymond  
[smallfarms@agr.wa.gov](mailto:smallfarms@agr.wa.gov)

This page is under construction as we work to make the new 2019 publication of this "green book" available online. You may request information on specific topics in the Handbook by emailing [smallfarms@agr.wa.gov](mailto:smallfarms@agr.wa.gov).

Handbook for Small and Direct Marketing Farms 2014

2014 Addition to the Handbook for Small and Direct Marketing Farms



# WSDA “Farm Wisdom” Videos Online



Salad Greens

Direct Marketing

Cottage Food  
Permit

Nursery Products



Food Processing

Licensing for Small  
Cheesemakers

GAPs and FSMA

Selling Seeds

# Technical Assistance, Trainings, and Events



- One-on-one guidance via phone, email, or in-person
- Presentations, outreach, and peer-led, hands-on workshops
- Farmer/Buyer networking events
- Food hub and value chain support to assist in regional food and agriculture economic growth



# Regional Supply Chain Development and Market Access and Marketplace Visibility



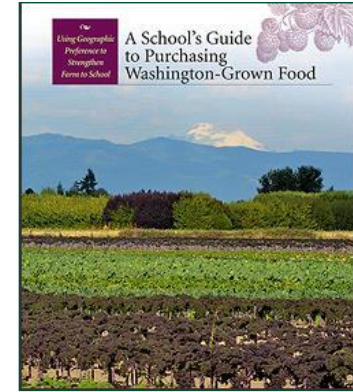


# Farm to School Programming



- Taste Washington Day
- Trainings and workshops
- Technical assistance for schools and farms
- Factsheets and tools
- Policy, research and surveys
- Special projects
- **Purchasing grants!**

Learn more at <https://agr.wa.gov/farmentoschool>



## WSDA Farm to School Toolkit

FOR SCHOOLS

FOR FARMERS

RECIPE TOOLKIT



### RESOURCES FOR SCHOOL GARDENS AND FARM EDUCATION

Food grown in school gardens can be served in the cafeteria! Learn about best practices for food safety in the school garden and ways to integrate garden produce into school meals.

[READ MORE](#)

# Referrals and Guidance



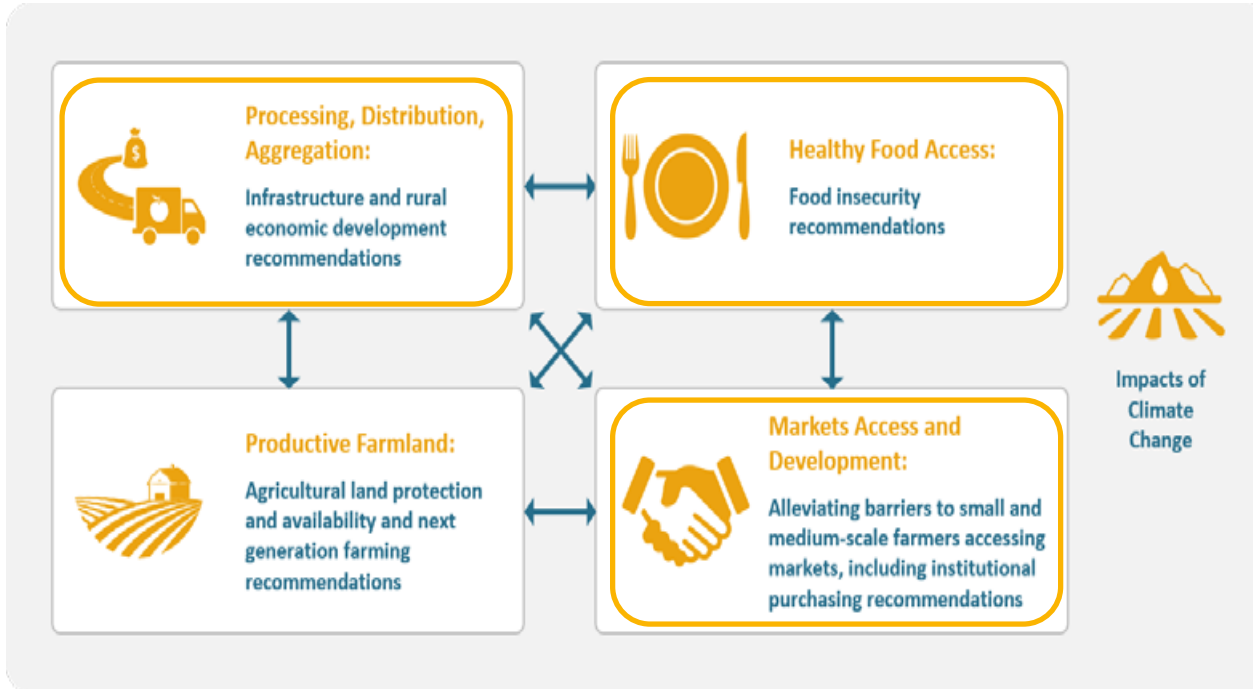
**Regional Markets is often the first stop for farmers and local food businesses searching for information and resources to sell in their chosen markets.**

- **Regulatory guidance and connections to the right agency for needed licenses or permits**  
e.g. WSDA Food Safety Program, Local Health Departments
- **Marketplace requirements and voluntary certifications**  
e.g. WSDA Organic Program, WSDA Fruit and Vegetable Inspection Program
- **Connections to professional communities & networks**  
e.g. WSDA Regional Markets Food Hub Community of Practice, Washington State Farm to School Network
- **Marketing and trade assistance**  
e.g. WSDA International Marketing Program





# Co-Convene WA State Food Policy Forum



*“The greatest and most effective progress will come from moving multiple food system recommendations forward in tandem so that systems change can occur.”*

*Food Policy Forum 2019  
Recommendations Report*

# COVID-19 Impacts



- 60% of farmers and ranchers said their business has been negatively impacted by COVID-19
  
- Financial Impacts
  - 50%+ producers indicated a loss of revenue in 2020.
  - 65% of producers experienced increased operating costs in 2020
  - April 2020 - restaurant sales down 62%
  
- Disrupted distribution Systems & Market Closures
  - May 2020 - 73% of producers impacted by market & distribution system disruptions

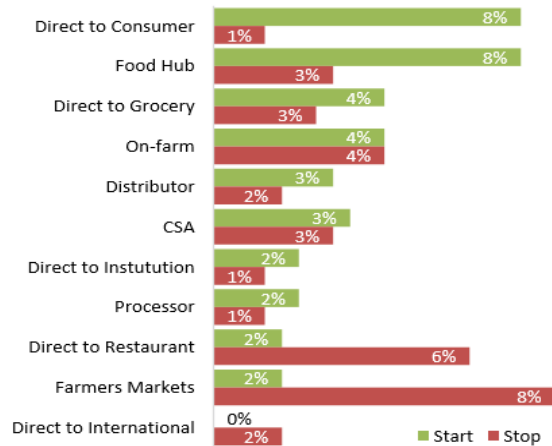


*(University of Washington-WSDA WAFARM Survey, Jan. 2021)*

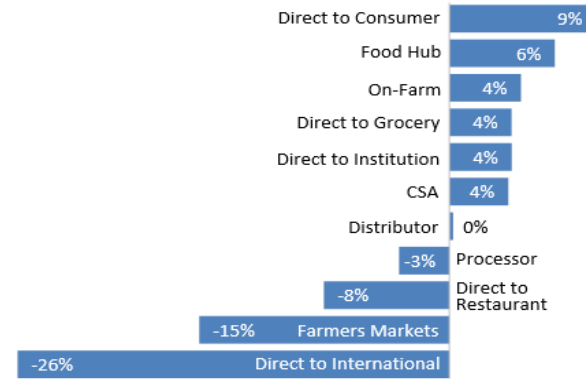
# COVID-19 Impacts



The COVID-19 Pandemic showcased many local food producers' abilities to adapt and pivot sales channels (Fig. 13). The COVID-19 Pandemic shifted some farms away from larger markets and towards localized/ regional markets including Direct to Consumer, Food Hubs, On-Farm sales, Direct to Grocery, Direct to Institution and CSA's (Fig. 14). Pivots require investments of time, talent, and capital.



**Figure 13.** New marketing channels started and existing channels stopped in 2020, compared to 2019 (percent of total respondents)



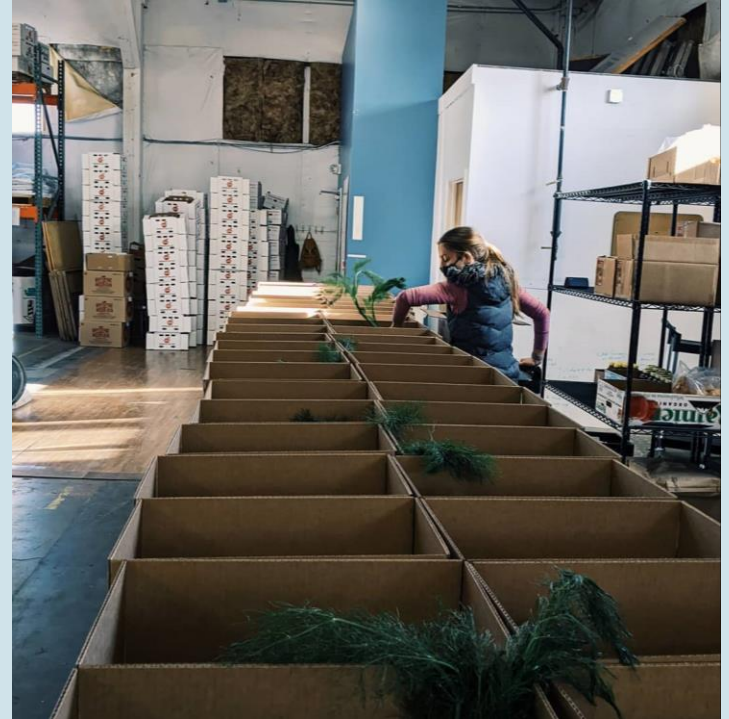
**Figure 14.** Change in gross annual revenue attributable to specific marketing channels for those farm businesses utilizing a channel in 2019 and/or 2020

# Regional Markets Emergency Response



**Support local food system contributions to overall emergency response and resiliency.**

- Support swift business adaptations to access and serve disrupted supply chains, market channels, and changing consumer needs
- Connect to farms to available relief, including government food box purchasing
- Help small farms and food businesses weather economic impacts of disruption
- Enhance local food system response and resiliency



*Photo: LINC Foods*

# Relevant Pandemic Information & Resources



WASHINGTON AGRICULTURE SERVICES DEPARTMENTS ABOUT WSDA CONTACT US

## COVID-19 RESOURCES

← Back  
COVID-19 PUBLIC HEALTH AND WORKPLACE SAFETY

Home / Departments / Business and Marketing Support / Small Farm / COVID-19 Resources

WHAT DO YOU NEED TODAY? [LET'S FIND IT](#)

### RESOURCES FOR SMALL AND DIRECT MARKETING FARMS

In response to (novel coronavirus disease) COVID-19

For current public health and safety practices with the COVID-19 pandemic, please visit the Washington State Department of Health [coronavirus webpage](#) or your [local health department website](#).

The following resources include direct responses to the economic impacts of the COVID-19 outbreak, and ongoing programs that may be especially helpful now for small and direct marketing farms and food businesses.

## COVID-19 SAFETY VIDEOS

These two short videos from WSDA Regional Markets Program give an overview of requirements, guidelines, and tips for small and direct marketing farms to keep customers and workers safe during the COVID-19 pandemic. Each video is available in English, Spanish, and Hmong.



### Requirement: Training

#### ENGLISH: Washington Workplace Safety Requirements

Washington State requires all farm employers to implement preventative measures to reduce COVID-19 transmission. This video quickly walks farmers through those requirements.

[Play here](#) or



### Requerimiento: Capacitación de personal

#### SPANISH: Requisitos de seguridad en el lugar de trabajo para Washington

De acuerdo con el anuncio 20-57 del gobernador Jay Inslee, todos los empleadores agrícolas deben implementar medidas preventivas para reducir la transmisión de la COVID-19. En este breve video, se muestra a los agricultores cuáles son esos requisitos.

[HAGA CLIC PARA VER ESTE VIDEO EN ESPAÑOL](#) or



### Hmong: Xeev Washington Cov Kev Ca Kev Nyab Xeeb hauv Chaw Ua Hauj Lwm Uas Yuav Tsum Tau

#### Hmong: Xeev Washington Cov Kev Ca Kev Nyab Xeeb hauv Chaw Ua Hauj Lwm Uas Yuav Tsum Tau

Tus Tawv xeev jay inslee cov Lus Tshaj Tawm 20-57 Inslee kom thiaj tus tawv ua liqj ua tib los sis cov kev cai kev tiv thavh kom tuo tau kev tib kis ntawm tus kab mob COVID-19. Daim vis dis aus no koj kev cov neeg ua liqj ua tib ntawm noos rau cov kev ca yuav tsum tau no.

[NYEM NTAWM NO TIAJWIM RAU AUS SABB DAIM VIS DIS AUS UA LUS HMOJ](#) or

WSDA Regional Markets developed new, relevant resources for small and direct marketing farms that have continued to operate throughout as essential businesses.



# Collaboration and Partnership



WSDA Regional Markets works in partnership with many organizations and agencies to support small and direct marketing farmers with business adaptation and resilience.



Food Systems

WASHINGTON STATE UNIVERSITY

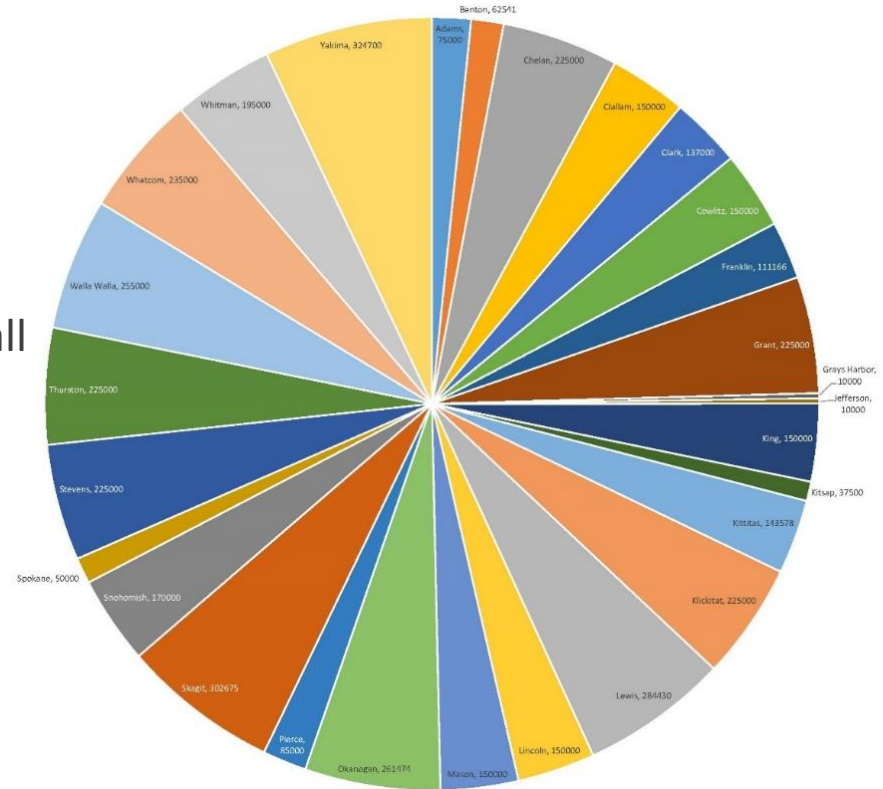


# Small Meat Processor Emergency Capacity Grants



Supply chain disruptions at a national level resulted in shift to our local, distributed, small-scale meat processors.

- \$5 million in CARES Act funds to help small scale meat processors with capacity to respond to pandemic demand pressure
  - 58 Infrastructure and capacity grants awarded
  - WSU Technical Assistance
- Overwhelming response;
  - \$7.4 million in grant requests
  - \$14 million in additional identified need



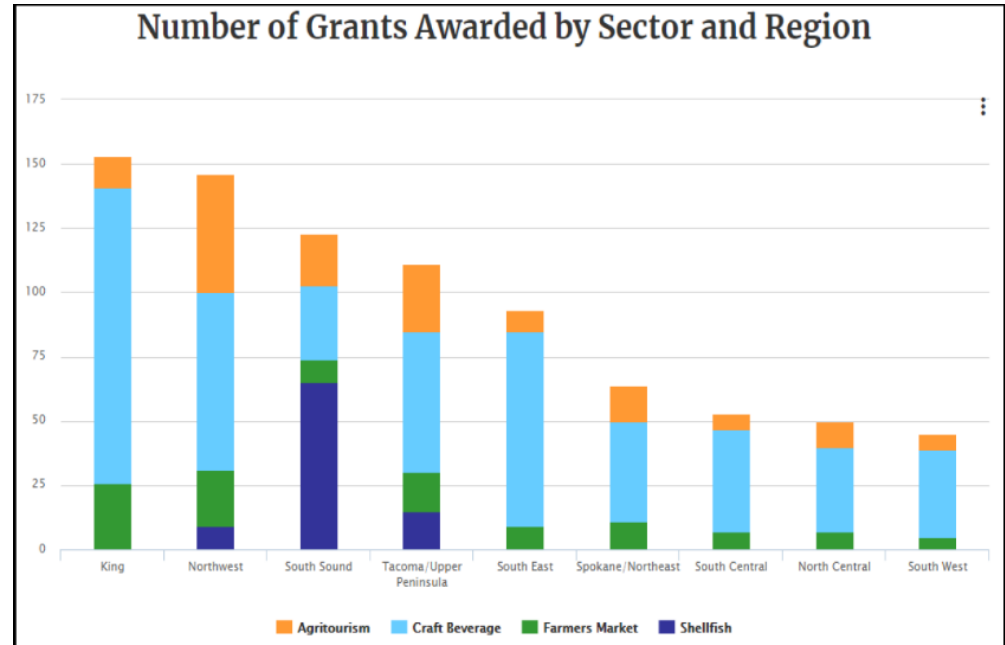
Meat Processing Infrastructure and Capacity Relief Grant Funds by County

# COVID-19 Relief and Recovery Grants



\$15.25 million in Disaster Response Account Funds via partnership with WA Department of Commerce to provide small business assistance grants for COVID-19 Relief and Recovery.

- 840 grants awarded across four impacted sectors that have important roles in the economic viability of Washington's agricultural producers.
  - Shellfish Growers
  - Farmers Market Organizations
  - Craft Beverage Producers
  - Agritourism Farms



# COVID-19 Relief and Recovery Grants



## Top Challenges and Uses reported by businesses across all sectors

Challenges experienced during COVID-19	Uses of grant funds
<ul style="list-style-type: none"><li>• Reduced number of shoppers, customers &amp; visitors</li></ul>	<ul style="list-style-type: none"><li>• Pay operating expenses (rent, lease, mortgages, &amp; supplies)</li></ul>
<ul style="list-style-type: none"><li>• COVID-19 health and safety compliance costs</li></ul>	<ul style="list-style-type: none"><li>• Keep employees on staff, ensuring staffing levels</li></ul>
<ul style="list-style-type: none"><li>• Cashflow issues due to reduced income or increased costs</li></ul>	<ul style="list-style-type: none"><li>• Covering costs associated with COVID-19 requirements</li></ul>



# COVID-19 Relief and Recovery Grants



## Top 3 challenges businesses experienced due to COVID-19

Craft Beverage	Farmers Market	Shellfish	Agritourism
<ul style="list-style-type: none"><li>• Being required to close during closure orders</li></ul>	<ul style="list-style-type: none"><li>• Reduced income from vendor fees</li></ul>	<ul style="list-style-type: none"><li>• Was not able to move market sized product, resulting in lost value</li></ul>	<ul style="list-style-type: none"><li>• Overall reduction of visitors and tourists to my region</li></ul>
<ul style="list-style-type: none"><li>• COVID-19 health and safety compliance costs</li></ul>	<ul style="list-style-type: none"><li>• Enforcing public health requirements with shoppers and other in the market</li></ul>	<ul style="list-style-type: none"><li>• Market distribution and sales channels are closed or disrupted</li></ul>	<ul style="list-style-type: none"><li>• Increased cost for supplies, equipment, or staffing</li></ul>
<ul style="list-style-type: none"><li>• Cost of inputs have increased</li></ul>	<ul style="list-style-type: none"><li>• Reduced number of shoppers</li></ul>	<ul style="list-style-type: none"><li>• Cash flow issues</li></ul>	<ul style="list-style-type: none"><li>• Fewer customers participating in agritourism activities</li></ul>





# COVID-19 Relief and Recovery Grants



## Top 3 uses businesses will experience by receiving grant money

Craft Beverage	Farmers Market	Shellfish	Agritourism
<ul style="list-style-type: none"><li>• Pay rent, lease, mortgage</li></ul>	<ul style="list-style-type: none"><li>• Pay farmers market operating expenses</li></ul>	<ul style="list-style-type: none"><li>• Additional expenses: seed, equipment, expand operations</li></ul>	<ul style="list-style-type: none"><li>• Resources to continue or expand Agritourism activities</li></ul>
<ul style="list-style-type: none"><li>• Investing in materials, supplies, and labor</li></ul>	<ul style="list-style-type: none"><li>• Ensure sufficient staffing and/or services</li></ul>	<ul style="list-style-type: none"><li>• Keep employees on staff</li></ul>	<ul style="list-style-type: none"><li>• Adapting Agritourism activities to comply with guidelines</li></ul>
<ul style="list-style-type: none"><li>• Keep employees on staff</li></ul>	<ul style="list-style-type: none"><li>• Covering costs for COVID-19 requirements</li></ul>	<ul style="list-style-type: none"><li>• Pay rent, lease, mortgage, and utilities</li></ul>	<ul style="list-style-type: none"><li>• Costs associated with COVID-19 safety enhancements</li></ul>



# WSDA is Focused on Food



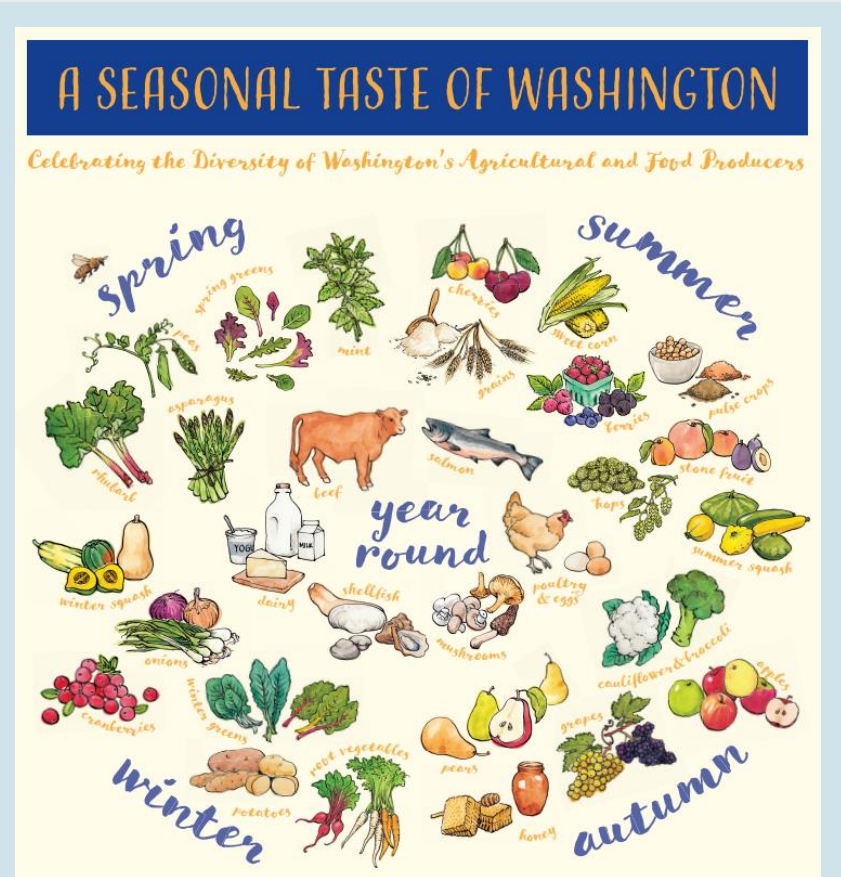
Director's Focus on Food initiative launched 2019

Initiative highlights link between agriculture and food as bedrock of Washington's urban and rural communities

By focusing on food, WSDA underscores its role in the food system and commitment to:

- Supporting all aspects of growing, processing and distributing food
- Helping farmers and producers connect with markets
- Assuring consumers their food is safe
- Making sure everyone in our state has access to good food

*"A Seasonal Taste of Washington" poster was picked up from the printer one week before the Governor's 'Stay Home, Stay Healthy' order*



# WSDA is Focused on Food



**WSDA's mission:** Through **service, regulation, and advocacy**, the Washington State Department of Agriculture (WSDA) supports the viability and vitality of agriculture while protecting consumers, public health, and the environment.

## Primary Objective:

Ensure access to a safe and nutritious supply of food to support a healthy and thriving Washington population.

## Goal 1:

**Increase the economic viability of farmers and food businesses, with resources prioritized for historically underrepresented farmers and ranchers, including women, minority, and small business owners.**

## Goal 2:

Bolster infrastructure, ensure adequate food supply, and pursue access improvements within the WSDA Food Assistance contactor network.

## Goal 3:

Reach outside of the existing WSDA Food Assistance network to find hunger relief organizations serving BIPOC and socially disadvantaged communities that are not otherwise fully served by the existing network.

# Biennial Food System Investments \$94M+

## Farm to School

Farm to School purchasing grants for school meals and Farm to School program expansion.

**\$5 Million**

## Local Food System Infrastructure Grants

+ Food Supply Chain Infrastructure and Market Access Grants to support farms, food processors, and food distributors pivot to new markets and business models. (\$9M)

+ Local Food System Infrastructure and Market Access Grants prioritized for women, minority, and small business owners (\$8M)

**\$17 Million**

## State Farmers to Families Food Box Program

Washington State alternative to the recently ended USDA program with an emphasis on Washington grown products and organizations serving BIPOC and other socially disadvantaged communities.

**\$45 Million**

## Enhanced Food Assistance Programs

Flexible funding to fill gaps in the emergency food system; Enhanced EFAP pass-through funding, including Tribal EFAP; Enhanced Farm to Food Pantry Funding (\$700K)

**\$23 Million**

## Meat and Poultry Processing Support

Grant program and technical assistance to support processors and producers with expanded opportunities to market WA meat and poultry.

**\$4 Million**

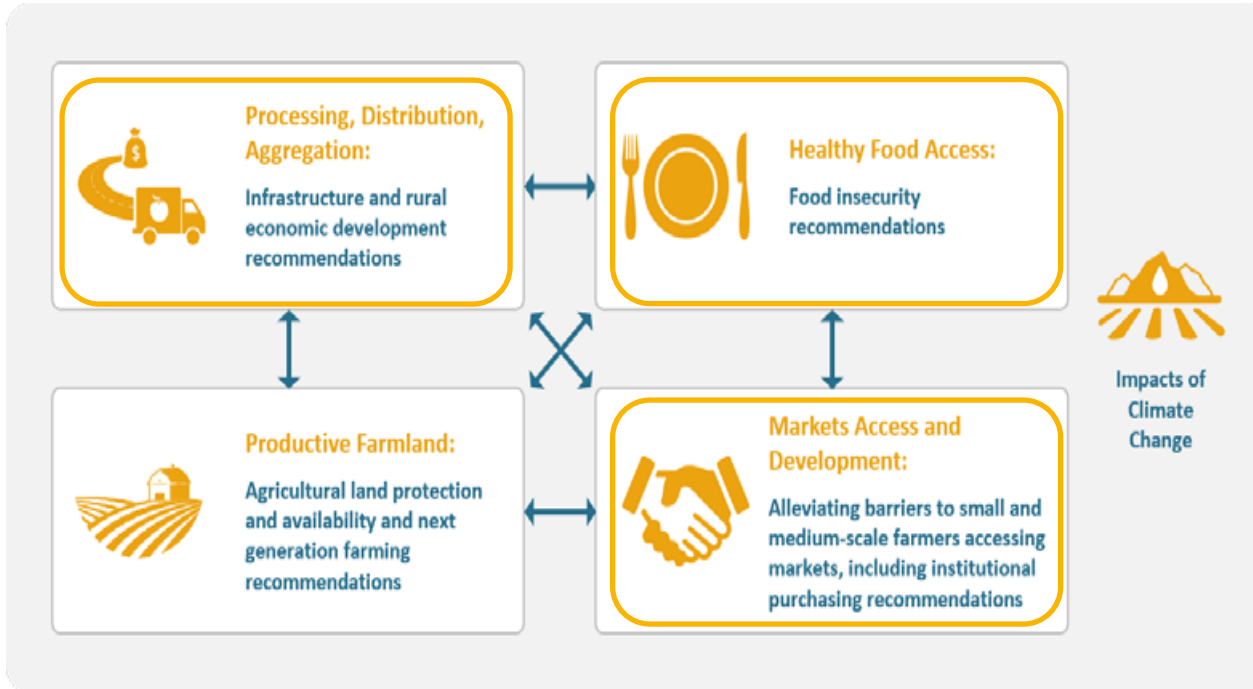
## Equity in Farming

Agency coordination and reporting on efforts to ensure inclusion of historically underrepresented farmers and ranchers in the agricultural industry.

**\$180 Thousand**

The 2021 legislature made remarkable investments in Washington's food system that reinforce WSDA's Focus on Food.

# Comprehensive Investments Support Emergency Relief and Future Resiliency



*“The greatest and most effective progress will come from moving multiple food system recommendations forward in tandem so that systems change can occur.”*

*Food Policy Forum 2019  
Recommendations Report*



# New Opportunities for Local Food Connections



# 1

## Public Purchasing: **Farm to School Grants**

*ALSO:* WSDA We Feed WA Pilot Program - WSDA Food Assistance Program – USDA Cooperative Agreements for Local Food Purchase Assistance and Local Food for Schools

# 2

## Profiting from Your Pivot Program

# 3

## Local Meat Processing Grants & Meat & Poultry Assistance

# 4

## Local Supply Chain Infrastructure & Market Access Grants

# Farm to School Purchasing Grants



**\$5 M,  
ongoing!  
Yay!**

The new Farm to School Purchasing Grants provides school nutrition and early care and education programs with **additional purchasing dollars** to source Washington-grown foods.

## Grant Goals:

- *Increase direct-sourcing from a diverse set of Washington farms and food producers.*
- *Increase the variety and volume of Washington food purchased for use in school and child care meal programs.*

## How to connect with grantees:

- *The list of grantees will be announced in January 2022.*
- *Register with the Washington Food & Farm Finder Wholesale Directory.*



# Farm to School Purchasing Grants



## Round 1: >\$1.5 million awarded to 52 Grantees

The new Farm to School Purchasing Grants provide school nutrition and early care and education programs with additional purchasing dollars to source Washington-grown foods, especially produce and fresh prepared foods, from direct-marketing farms and other Washington producers.



# Farm to School Purchasing Grants



Total Applications Awarded

52

Total Funds Awarded

\$1,503,874

Childcare Sponsors	School Districts	Summer Meals
13	38	1
\$75,066	\$1,427,807	\$1,000

**Round 1 Funding Period:**

**Now - August 2022**

**Round 2 Funding Period:**

**September 2022 – June 2023**

# Meat & Poultry Assistance + Processing Grants



**\$4 M**  
One-time.  
*Hope to continue!*

- **New WSDA program** to assist small and mid-size meat processors and direct-marketing farmers & ranchers with **capacity building, market access & other technical support**

Also...

- **\$3.6 million in grants to 40 meat processors** to expand capacity to serve small farms & ranches:
  - 25 Washington counties
  - \$1.8 million to Western WA processors
  - \$1.7 million to 4 “Large Projects” to increase farms’ access to USDA-inspected processing, located in NE, SE, S. Central & NW Washington

See the list of awardees: <https://agr.wa.gov/services/grant-opportunities/meat-processor-grant-en>

Alyssa Jumars, Local Meat  
Marketing & Capacity Specialist  
[alyssa.jumars@agr.wa.gov](mailto:alyssa.jumars@agr.wa.gov)  
(206) 743-4169



**Watch for upcoming  
WA Meat UP offerings!**  
<https://www.wameatup.com/>

# “Profiting from Your Pivot” Program



**\$700+**  
**per farm**

***Funded for  
two years  
thanks to a  
WSDA  
Specialty  
Crop Block  
Grant***

*Business planning and professional services to help specialty crop farmers navigate pandemic related business changes*

- One-on-one business coaching sessions
- Select free professional services for your business
- GAP audit prep and reimbursement of USDA GAP fees
- Learn from other farmer mentors
- Live and on-demand small business courses
- Network with fellow Washington producers



*Applications for last cohort open Fall 2022:*

[BusinessImpactNW.org/pivot](https://BusinessImpactNW.org/pivot)



# Underrepresented Farmers & Ranchers



One-time  
funding for  
staff and  
assessment  
report

Consistent with legislative directives and intent, WSDA is committed to implementing program strategies for inclusion of historically underrepresented farmers and ranchers. With this budget proviso, WSDA is newly funded to report on activities and gaps in current efforts to include historically underrepresented farmers and ranchers.

- Coordinate with Office of Equity, Conservation Commission, and underrepresented farmers and ranchers and organizations that represent them.
  - Include historically underrepresented farmers and ranchers in development, implementation of programs and policies
- *Leveraging .5 FTE funding for a full time position to carry-out the coordination, analysis, and reporting of the equity in farming proviso and to directly implement strategies for inclusion of underrepresented farmers and ranchers in the Supply Chain and Market Access Grants Program.*



# Grants to support local food system infrastructure



**\$9 M**  
one-time

**Local Food System Infrastructure Grant Program** to improve food supply chain infrastructure and market access for farms, food processors, and food distributors.

**\$8 M**  
one-time

**Local Supply Chain and Market Access Grants** prioritized for women, minority, and small business owners

*We welcome your input on how to make these grants accessible and impactful.*





# Our questions for you:

- What do you think these grants should fund? What needs do you see in your business or community
- What type of technical assistance support would help you/your community apply for and be successful with this grant money? Select all that apply.

**Share more of your thoughts via our input survey:**

<https://www.surveymonkey.com/r/WSDAInfrastructureGrants>



# Contact Us!

## Regional Markets Program

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Washington  
State Department of  
Agriculture

**Laura Raymond**

*Program Manager*

[LRaymond@agr.wa.gov](mailto:LRaymond@agr.wa.gov)

**Karen Ullmann**

*GAPs Education & Outreach*

[KUllmann@agr.wa.gov](mailto:KUllmann@agr.wa.gov)

**Alyssa Jumars**

*Meat and Poultry Assistance*

[Alyssa.Jumars@agr.wa.gov](mailto:Alyssa.Jumars@agr.wa.gov)

**Galen Van Horn**

*Local Food System Infrastructure & Market  
Access Grants*

[Galen.VanHorn@agr.wa.gov](mailto:Galen.VanHorn@agr.wa.gov)

**Annette Slonim**

*Farm to School*

[ASlonim@agr.wa.gov](mailto:ASlonim@agr.wa.gov)



**WEB**

[agr.wa.gov/farmfoodbiz](http://agr.wa.gov/farmfoodbiz)

