



GROWING THE FOOD AND FARM ECONOMY

Working to grow markets for local products
and increase demand for local products.

FARM KING COUNTY DATA CENTER TRACKS PROGRESS TOWARD LOCAL FOOD SYSTEM GOALS



PARTNERS

KING COUNTY DNRP
 KING CONSERVATION DISTRICT
 WASHINGTON STATE FARMERS
 MARKET ASSOCIATION

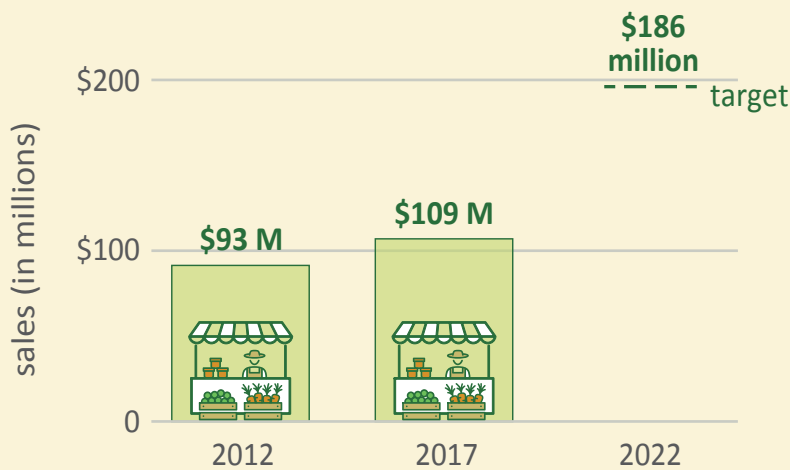
In 2018, Farm King County launched its Food Systems Data Center, which combines an interactive mapping platform with information and data on local agriculture to tell the story of King County’s farm and food system. A major component of the data center includes food system performance metrics. These performance metrics enable us to track progress toward our goals under the Local Food Initiative, assess the health and viability of our local food system, and better inform the development of policy and funding decisions.

Within the past two years, the Data Center has been updated to include data and background information about King County farmers, farmland, and the farm economy. Throughout this report, you will see data shown in each section that support different food systems programs and topics. Visit [Farm King County’s Data Center](#) for a closer look at how we are tracking our progress to meet important food systems goals.

Total sales of agricultural products

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

 Rating: Approaching Target



Data: USDA NASS 2017

Example data. The yellow icon indicates that we are approaching our target but have not quite met it. For more information about this data and what the color icons mean, visit [Farm King County’s Data Center](#).

START FARMING IN KING COUNTY RESOURCE GUIDE TO HELP FARMERS ACHIEVE THEIR BUSINESS GOALS

Together, King County, [Viva Farms](#), [SnoValley Tilth](#), and [Tilth Alliance](#) created a resource guide to assist and inform aspiring farmers in:

- Learning how to farm,
- Developing a business and marketing plan,
- Financing their farm business,
- Getting required permitting and licensing, and
- Finding a place to farm.

This guide provides resources, tips, and information on programs that can help farmers reach their farm business goals. No matter where farmers are in this process, whether they want to learn how to farm or they are ready to access credit to support and grow their operation, this guide can help farmers figure out where to start and assess the options available to them. [Download](#) the guide for more information and resources.



PARTNERS

TILTH ALLIANCE
SNOVALLEY TILTH
VIVA FARMS
KING COUNTY DNRP
USDA

QUICK LOOK: PROMOTING LOCAL FOOD PARTNERSHIPS AND COLLABORATION THROUGH OUTREACH



A key aspect of local food systems work is promoting partnerships and collaboration. Bringing dedicated food systems partners together to solve complex problems related to farmland access, infrastructure, food waste, and other issues can have collective and sustainable impact. The Local Food Initiative supports this work by sharing stories, highlighting food and farm innovators and entrepreneurs, and promoting new programs and funding opportunities through the [Local Food Initiative newsletter](#) and King County DNRP blog, [Keeping King County Green](#). Since November 2018, we have:

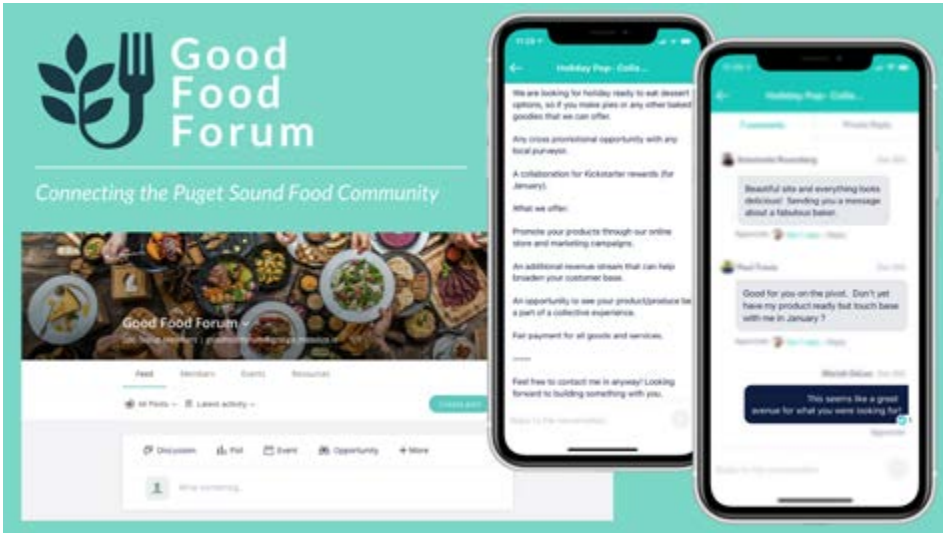
- Published 23 newsletters with a total of 94 articles as of December 2020,
- More than doubled newsletter subscribers from approximately 1,500 to 3,200 in December 2020, and
- Reached almost 4,000 people with our most popular article about flower grower support via the [Keeping King County Green](#) blog.

GOOD FOOD FORUM CONNECTS LOCAL FOOD SYSTEM STAKEHOLDERS



PARTNERS

SEATTLE GOOD BUSINESS NETWORK
 KING COUNTY LOCAL FOOD INITIATIVE
 KING CONSERVATION DISTRICT



In May 2020, Seattle Good Business Network launched [Good Food Forum](#), an online community on the Mobilize platform connecting local food system stakeholders serving King County around market opportunities, resource matching, and information sharing. The Forum includes 220 members and has resulted in numerous connections. Some of these collaborations include a restaurant chef pivoting to meal kit service and finding three new King County producers and a marketing avenue through a single post; King County farmers finding paid new market channels through food manufacturers, food box purveyors, and food assistance organizations; a new food manufacturer finding a co-packer for their wholesale products; and multiple grants and other financial resources being accessed, with one member having received two of those awards. Work continues to develop and grow membership in Good Food Forum in the coming year. This project was made possible through a King Conservation District Regional Food Systems Grant.



PHOTOS COURTESY OF SEATTLE GOOD BUSINESS NETWORK

WA MEAT UP COLLABORATION



PARTNERS

WSU FOOD SYSTEMS TEAM,
WSDA REGIONAL MARKETS

In 2019, a collaboration between Washington State University (WSU), Washington State Department of Agriculture (WSDA), and King County launched the [WA State Meat Up Summit](#) in Seattle. After tours featuring Salumi, Jubilee Farm, and Falling River Meats, the summit featured small-scale livestock producers, processors, policymakers, and artisan cured meat businesses coming together to lay out meat needs and strategies to work on in Washington state. Key findings from this summit sparked an ag professionals group that meets bi-weekly led by WSU Food Systems Team, small-scale USDA processor meetings also facilitated by WSU, major support and economic recovery efforts from WSDA including the \$5 Million Meat Processor Pandemic Relief Grants in 2020, and a team effort to address the challenges and needs of meat producers and processors.



PHOTO COURTESY OF WSU FOOD SYSTEMS TEAM

The initial WA Meat Up event was held in 2019 before COVID-19 restrictions were in effect.



BUSINESS IMPACT NW FOOD BUSINESS RESOURCE CENTER



PARTNERS

BUSINESS IMPACT NW
FOOD INNOVATION NETWORK
VENTURES NONPROFIT

The Food Business Resource Center (FBRC) is a one-stop-shop for Washington state food entrepreneurs to access skills, resources, networks, and marketplace opportunities needed to start, run, and grow a successful food-related business. After months of planning and stakeholder engagement meetings, the FBRC was publicly launched on March 7, during the [2020 Food Biz Day](#) event.

Here are a few of the highlights of 2020 and the work done by FBRC:



Food Biz Day 2020
engaged over **74**
regional participants.



Hosted Food Finance Institute-Food Finance Boot Camp
that supported **6** established King County food businesses.



Developed and launched an **On-Demand Packaged Food Course**
(in collaboration with Food Innovation Network and Ventures Nonprofit).
15 King County food entrepreneurs have attended to date.



Hosted two cohorts of **Ready-to-Sell Farmer Ecommerce Training**
Cohort One Washington
15 farmers, two in King County
Cohort Two King County only
(in partnership with King County)
16 participants



Worked one-on-one with **15** individual **Washington food and farm business entrepreneurs** with technical assistance and resource navigation.



UNDERSTANDING IRRIGATION AVAILABILITY AND FARMERS' NEEDS IN KING COUNTY



PARTNERS

KING COUNTY DEPARTMENT
OF NATURAL RESOURCES
AND PARKS
AMP INSIGHTS

Many agricultural lands in King County lack access to irrigation water or do not have sufficient water to meet farmers' needs. To better understand the scope of this need, King County DNRP contracted with AMP Insights, a consulting firm focused on natural resources management issues, to complete an irrigation water needs assessment in King County. When completed in late 2021, the output will be a report detailing current irrigation water available in areas of King County with concentrated agricultural land, estimations of future use, and some recommended solutions to address the gaps between the two. A community outreach component will inform landowners about options for accessing irrigation water.

