WSDA Regional Markets Program
WSDA Produce Safety Program
Support for small (direct marketing) farms and local food systems

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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.
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
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.
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
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.
Publications and Online Resources
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
- Local infrastructure and value chains support to grow local food systems
- Assistance for local meet producers and processors
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 and Produce Safety Programs, 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
Grants

- **Local Food System Infrastructure Grant Program** to improve food supply chain infrastructure and market access for farms, food processors, and food distributors, with funds prioritized for small businesses, including those led by women and minorities.

- **Local Meat Processing Capacity Grants** to improve access to local meat and poultry processing especially for farmers and ranchers that direct-market their meat products.

- **Farm to School Purchasing Grants** for schools and childcares to purchase Washington grown foods for their meal programs

*We are hopeful that funds to continue these grants will be included in the state budget that is being developed by the state legislature right now.*
Find Us Online

agr.wa.gov/farmfoodbiz

REGIONAL MARKETS AND SMALL FARMS

WHAT DO YOU NEED TODAY?

REGIONAL MARKETS PROGRAM SUPPORTS SMALL FARMS

The Regional Markets Program works to strengthen the economic viability of small and direct-marketing farms and ranches, and to increase the availability of healthy, locally-grown foods for all Washingtonians and support robust local food and agricultural economies. Our programs offer information, resources, training and technical assistance, and regulatory guidance to farms and local buyers of Washington agricultural products.
OUR PROGRAM AREAS

SMALL AND DIRECT MARKETING FARM ASSISTANCE
Help farmers access and sell to markets that match their scale and interests through technical assistance and resources on direct marketing strategies and regulations.

FARM TO SCHOOL
Promote Washington-grown foods in schools through procurement, policy, education, and facilitation of stakeholder partnerships between farmers, distributors, school districts, early childhood centers, and institutional food service providers.

ON-FARM PRODUCE SAFETY
Help small and diversified farms with scale-appropriate and cost-effective ways to implement Good Agricultural Practices (GAP).

MEAT AND POULTRY ASSISTANCE PROGRAM
Provide technical support to small farms & ranches selling meat, as well as the small meat processors farms depend on to access their markets.

LOCAL FOOD SYSTEM CONNECTIONS AND INFRASTRUCTURE
Support local supply chain development and resiliency by identifying needs, sharing best practices, facilitating communication, and coordinating resources.

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Keep scrolling down to...

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FSMA
Produce Safety Rule
Reminder: Produce Farmers need to display address
Contact Us!
Regional Markets Program

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WEB
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If finalized, it would replace pre-harvest microbial quality criteria and testing requirements for systems-based pre-harvest agricultural water assessments for farms subject to the rule.

Proposed rule does not include changes to harvest and post-harvest water. Continue to use water with no detectable generic *E. coli*.

All farms (regardless of compliance dates) should be familiar with their water sources and monitor quality. Continue to follow GAP and existing voluntary water sampling program.