

# NABC SW WA

Progress Report: January 2019-June 2019 and beyond

# Threats to SW WA Agriculture

- Loss of processing facilities (National Frozen Foods)
- Flood events (1996, 2007)
- Diminished competitive advantages (Domestic Over-Supply, withdrawal from TPP: Tariffs)
- Lack of critical infrastructure (Rail Transload and Grain Storage, Aggregation, Processing),

# Early Flood Meetings & the inextricable Link:

- The CBB recognizes that a sustainable agricultural sector in the Chehalis River Basin is inextricably linked to the long-term success of the Chehalis Basin Strategy's mission of aggressively pursuing flood damage reduction and habitat restoration actions in the basin.
- Farmland, and the farming economy supported by that farmland in Lewis, Grays Harbor, and Thurston Counties, are both significantly affected by catastrophic flooding and uniquely situated to help address fish challenges in the basin.

# Three Main Projects

- Southwest Washington Grain Project
- Southwest Washington Agricultural Business and Innovation Park
- Food Hub Services

# What I am going to talk about and how I'm going to talk about it...

- Goals
- Actions
- Results



# Goal #1

**Provide business development services through a client relationship with individual farms located in the Chehalis basin:**

- Business feasibility analysis and planning
- Marketing and access to new markets
- Access to financing
- Technical assistance
- Product feasibility and market analysis

# Goal #2

**Provide business development services to groups of farmers located in the Chehalis basin:**

- Developing resource materials
- Communication of information related to agribusiness
- Presenting workshops and training program
- Providing access to educational opportunities provided by others
- Hands-on support for the development of multi-farmer owned business entities

# Goal #3

**Develop the appropriate infrastructure to support business development for Southwest Washington agriculture located in the Chehalis basin:**

- Single entity and collaborative processing facility projects
- Appropriate distribution and transportation services
- Access to new markets
- Sourcing of operating funds and risk capital

# Getting out there

- Created dialogue and communication stream with Chehalis Valley grain growers and others
- Reached out to individual farmers to inform them of NABC's ability to provide services in the Chehalis Valley and attended at regional ag meetings such as Farmers Markets, Farm bureaus, and others.
- Met with City officials of Chehalis and Centralia to introduce NABC resources and availability to regional farmers and farm enterprise
- Introduced NABC resources and availability at Chehalis Basin Project meeting
- Attended regional Conservation District Landowner Outreach Meetings to introduce NABC and availability of resources and illustrate the comprehensive approach to implementing regional environmental enhancement projects.

# Getting after it

- Assumed role of coordinator and point person for correspondence of actions and updates of Grain Project
- Collected signatures from entities in Lewis and Grays Harbor counties for SW WA Ag Collaborative Letter of Understanding
- Developed project descriptions and handouts related to Chehalis Valley Grain Project including site map
- Worked with NABC staff to develop messaging and materials for Ag Park, NABC staffing, and Chehalis Valley Grain Project
- Launched a cooperative effort with Thurston EDC, City of Tenino, WSU Extension, Port of Chehalis, NABC, and others within the Chehalis basin, to explore possible southern aggregation points for a food hub serving southwest Washington

# The drawing Board

- Met with Port of Chehalis officials and regional farmers and others to develop preliminary plans and scope of proposed grain facility.
- Met with contractor to begin developing plans and drawings of grain facility
- Generated draft budget for installation of rail spur and construction of Grain Facility.
- Worked with Port of Chehalis to complete application for federal Acquisition Request for funding of Grain Project site prep
- Attended meetings representing Ag Park, Grain Project, and SW WA NABC representative

# Getting to work

- Organized and facilitated meeting regional meat producers
- Organized and facilitated meeting regional crop producers
- Attended meetings with existing regional agricultural products distributor and institutional buyers
- Developed malting barley crop enterprise budget with input from SW WA producers.
- Developed Power Point presentation specific to Food Hub services and presented to producers in SW WA
- Met with: Thurston EDC; WSU Thurston County Extension; Port of Olympia; Thurston County Planning; City of Tenino, and others to discuss regional strategic planning for the development of agriculture in the SW WA/South Puget Sound.

# But wait there's more

- Supported efforts to acquire Distressed County Funds by meeting with individuals and groups and developing and distributing project specific information.
- Ongoing work with Port of Chehalis officials and contractor to develop and refine drawings for grain facility
- Participated in onsite tour of operating grain facility and solicited information from regional feed distributors and others regarding design and operation
- Opened discussion with Director of Operations of Valley Agronomics LLC regarding potential to share operational responsibilities of proposed grain facility and committed to supporting the relocation of Valley Agronomic's aging facility to Port of Chehalis property
- Identified funding for grain facility planning and pursued conversation with USDA Rural Development.

# And still more...

- Completed USDA Rural Business Development Grant (RBDG) specific to Comprehensive site plan for Port of Chehalis property and grain facility.
- Completed USDA LFPP Planning Grant application with Thurston EDC for the development of SW WA aggregation, distribution, and value-added processing.
- Completed Grain Facility Feasibility Study and Progress Report including financial projections
- Completed Food Hub Feasibility Study
- Completed SW WA Agricultural Business and Innovation Park Progress Report
- Identified equipment necessary to provide short term solution to challenge of transferring grain from regional farm trucks to rail cars and received price quote

# Results

- Installation of rail spur funded by Lewis County Commissioners: \$800,000.00
- Grain facility drawings completed and rail engineer working with contractor to develop site.
- Grain facility construction estimate completed and drawings available.
- USDA RBDG Grant awarded for \$32,656.00 for comprehensive site plan
- Funding secured for SW WA NABC “provided solely for the department to review and assist with agricultural economic development in southwest Washington.”
- Tenino Ag Park awarded 1.5 million capital budget request for construction of first building

# What's Happening

## Grain Project

- Rail Spur
- Pilot
- Steering Committee
- Site Plan



## Food Hub

- Grant
- Workplan
- Evergreen United



## Tenino

- Green Ribbon Panel
- Charrette
- Work

# What's Really Happening

- Regional Agricultural Development
- Strategic Plan
- Collaboration

## Strategic Plan 2019 - 2021

### Regional Agriculture Development Collaborative

#### WHO WE ARE

We are a group of agricultural organizations, cities, counties, Ports, educational institutions, and others committed to the spirit and practice of cooperation with the aim of employing a strategic, systems approach to advance agriculture throughout the region.

**OUR VISION** for this collaborative approach to strategic planning is to promote regional agricultural viability. This is understood to be a vibrant agricultural economy sustained by diverse and high-value markets, access to necessary infrastructure for production and marketing, a stable land base, a high level of consumer awareness and commitment, a compatible regulatory landscape, living wages, and access to support services.



**OUR MISSION** is to increase the economic viability of agriculture through a collaborative and cooperative approach to development, guided by a unified vision that maximizes individual efforts across multiple groups and jurisdictions throughout the region.

#### OUR PROCESS



# Questions:

