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**Local Food and Farm Task Force
Monday, August 31
10 a.m. – 3:00 p.m.
Kansas Department of Agriculture
1320 Research Park Drive, Manhattan, KS**

10:00 a.m.	Welcome and introductions	Chair Ron Brown
10:05 a.m.	Review/approve May 2015 minutes	
10:20 a.m.	Cottage Food Rules and Regulations	Susan Metzger, Assistant Secretary
		Steve Moris, Food Safety and Lodging Manager
11:00 a.m.	Kansas State University College of Agriculture / Research and Extension funding, specialty crop focus	Dean John Floros
Noon	Lunch	
1:00 p.m.	Kansas Farm Bureau – policy update	Nancy Brown
1:30 p.m.	Cold storage opportunities and obstacles	Dr. Cary Rivard
2:00 p.m.	Review and discuss barriers, opportunities and recommendations	
2:50 p.m.	Public comment	
3:00 p.m.	Adjournment	

Attendance

Task force members: Ron Brown, Chair; David Coltrain, Senator Dan Kerschen, Representative Adam Lusker, Dr. Cary Rivard, Loren Swenson, Annarose White and Senator Tom Hawk (ex-officio).

KDA staff: Stacy Mayo, Steve Moris, Julie Roller and Kerry Wefald

Kansas Legislative Research Department staff: Heather O'Hara and Joanna Wochner

Guests: Jessica Bowser, Nancy Brown, Natalie Fullerton, Mary Fund, Sarah Green, Ashley Jones-Wisner, Phyll Klima, Missty Lechner, Leslie Queen, Helen Schnoes and Donn Teske.

Welcome and introductions: Chair Ron Brown called the meeting to order at 10:00 a.m. and asked for introductions from the task force and audience.

Review and approve May 2015 minutes: Representative Adam Lusker moved to approve the May 2015 task force minutes. Annarose White seconded. Motion passed.

Cottage Food Rules and Regulations:

Steve Moris, Kansas Department of Agriculture, Food Safety and Lodging Manager, thanked the task force for the opportunity to speak with them. According to Moris, the current law allows for the sale of fresh, whole fruits and vegetables from roadside stands. In addition, KDA has a policy in place that allows for the sale of certain foods at farmers' markets. One of food safety's goals is to create fair and understandable regulations for these foods.

Moris shared cottage foods are foods that do not require specialized processing or time and temperature control. Example of cottage foods include: cookies, breads, cakes, cinnamon rolls, fruit pies, cereals and granola, popcorn and popcorn balls, cotton candy, roasted coffee beans, candy, whole fresh or dried fruits, vegetables, herbs, nuts, honey, dried mixes, jams, jellies and fruit butters, and bottled flavored vinegars.

In regards to cottage foods, Moris asked the task force to send Julie Roller a list of foods they would like included on the list. He said recommendations should be foods that do not require additional processing or time/temperature controls for safety.

Loren Swenson asked Moris about canned pickles and the process for allowing them. Moris said a market vendor could go through a class and have their product tested by Dr. Fadi Aramouni. Dr. Aramouni will test the recipe and shelf life to make sure the product is safe.

Swenson asked if each batch needed to be tested. Moris said no, each batch does not need to be tested, only the recipe. As long as the recipe is the same each year, it is fine.

Annarose White asked Moris about the cost for the testing. Moris said K-State receives funding from KDA and is able to offer the testing at reduced costs. Stacy Mayo added PH or water activity testing for pepper jellies/low sugar preserves are free as long as the business is a From the Land of Kansas member. There is no cost to join From the Land of Kansas. She said other testing is available at discounted prices for From the Land of Kansas members.

Moris said Kansas' law uses the FDA food code as its basis. All packaged foods need labels, however one proposal for foods sold at farmers' markets, festivals, church functions or other similar events, is for the vendor to have the information available in written form at the booth in lieu of individual labels. For example, rather than putting a giant label on a cookie, the vendor could have a book listing the cookie's ingredients, as it would serve the same purpose. He said the book would need to include the common name, net contents of the package, list of ingredients by weight (flour first), name and address of seller, common name of food source, common allergens (milk, eggs, fish, shellfish, peanuts, tree nuts, wheat and soybeans). Moris said they would hate someone to get sick or vendors get in trouble because of allergens because it will then affect all farmers' markets. Moris asked the task force to provide feedback on the potential change.

According to Moris, farmers' market vendors can sell directly to the end consumers. They cannot sell to a restaurant or food storage/processor without a license.

Swenson asked about operating a market or business where people bring food to them to sell. He asked if that is a roadside stand. Moris said no, because the person who brought the food is not the one selling to the end consumer. He said the business could sell fruits and vegetables people bring, but not processed foods without a license.

Swenson asked about jams and jellies. Moris said businesses are not allowed to sell jams and jellies that are made by someone else without a license; they must sell to the end consumer. Under state law, as a food processor, food made with the intention of selling to another company requires them to be a licensed food processor.

Representative Lusker asked Moris if there are policy changes KDA would like to implement and if they were current law.

Moris said current laws say the only way you can sell whole fruits and vegetables is at a roadside stand. The policy KDA would like to implement is that whole fruits and vegetables are sold to stores, restaurants, etc. without a license. Chair Brown said he was still unclear about the process. He has no control about what happens once food leaves his stand.

Senator Kerschen asked Moris if they could make a specialty license to help small businesses and individuals.

Moris said they can look at anything, but safety is most important. The main concern is selling safe food and the traceability of safe food. He said they want to be able to follow a product from production to consumption. The goal is to build upon drafted regulations.

Chair Brown said one of the main subjects the task force has discussed is locally grown food for local people and there needs to be a lot of work done so that it can happen. He asked Moris if the regulations were eliminating that goal. Moris said no, you could sell fruits and vegetables anywhere in the state without a license.

White said the task force could recommend that a farmer be able to sell jelly to a school under an additional approved list of items.

Representative Lusker suggested continuing the discussion later and addressing issues on a state level.

Moris reminded the task force if they want to allow other types of foods to email Roller and they would gladly look at them.

Swenson told the task force he buys a wine jelly from a woman who makes it and resells it at his market. Therefore, according to what he has learned, that is illegal. He said he did not understand how it affects food safety if she sells it directly or through his market to the end consumer. The last thing he wants is for anyone to get sick from foods purchased at his market.

Representative Lusker asked how stringent the licensing requirements are on canned foods. Moris said it is stringent; the producer must use an incubator kitchen. White shared that there are several incubator kitchens in Kansas. An individual can rent kitchen space, obtain a license and produce food.

Swenson asked how the processing fee makes food safer. Moris said food safety conducts annual inspections to make sure it is safe.

Dr. Cary Rivard commented that facilities are a barrier, but asked if there are other barriers. Moris said KDA would gladly help people understand the rules for a facility. He added it is free for food safety to come and check out a kitchen.

Representative Lusker asked about the costs for a food processor or food storage license. Moris said they base the cost on the risk and time to inspect.

Representative Lusker asked if there is a fee to license commercial kitchens. Moris said the actual incubator kitchen is not licensed, but instead the individual or business. Dr. Rivard added that there is no certification for the facility, but instead people must have their own license. Users share the kitchen, but not fees. They double inspect the kitchen. He offered it would be helpful to have a policy that would find a way to allow incubator kitchens to share that certification or have a person on staff to make sure occupants are following the rules. Moris said that would require a change of statute on licensing and law. Food safety would have to research the kitchen manager's liability. Dr. Rivard said KDA's concern is to make sure everyone using the kitchen is using the right procedures, but there is redundant licensing. He offered that perhaps if there is shared responsibility, everyone wins. Moris said KDA would gladly look at any proposal. Dr. Rivard said there is an opportunity to change the way people using incubator kitchens are licensed to reduce redundancies and share expenses.

White commented on the other side, if we are trying to groom businesses to make many products and sell to Kroger, Kroger might want them to have their own license number. She offered maybe each commercial kitchen vendor could have their own license number, but at a reduced cost because they are using a commercial kitchen. Dr. Rivard agreed saying the business would still want to have their own licenses, but they could separate the facility's regulation to share costs. Moris added KDA bases fees upon actual rate of inspection and time. If different users have reduced fees, KDA will have to raise fees to cover the actual costs or perform inspections less frequently. Senator Hawk asked if 10 people use the facility, is it possible to inspect at the same time to save money. White said they inspect during production/operations, so it is difficult to have all users in the kitchen at the same time.

Swenson asked if his wife could make jelly in a certified kitchen and sell outside of their business directly to the consumer even if she does not have a license. White said if she is making the jelly in a certified kitchen, she could obtain a license. Chair Brown commented he has sold thousands of jars of jelly, but questioned why it is safe to sell to individuals, but not grocery stores. He said it is very confusing when something is legal and then illegal. Moris said policy allows selling direct to consumers, but it is not law. Representative Lusker asked if it is against state law, do we need to change the law in the legislature or rules and regulations. Moris said rules and regulations. Chair Brown asked if it is in the best interest of the task force to recommend policy changes. Moris said yes, please send them to Roller and they will look at them and share concerns with proposed changes of policy regulations.

White shared some states have more flexible cottage food laws. For example, if someone attends a class, they could sell pickled okra at their farmers' market or direct to consumer without a license or recipe check because they went through a class.

Swenson asked how this affects food hubs. White said they are another world and an aggregation point. Food storage facilities are licensed. Swenson said so if we are selling other people's products, we are like a food hub. Moris said under state law bakeries need licenses to sell cookies, cakes or rolls. It is more expensive to run a bakery that is doing the same thing as a farmers' market.

K-State Research and Extension funding, specialty crop focus:

Chair Brown shared he has been involved with Kansas State University Research and Extension for 50-60 years and it has been a great satisfaction of what K-State has done for him. He said the task force needs help from KSRE to enhance locally grown foods.

Dean John Floros, Kansas State University College of Agriculture, thanked the task force for the opportunity to speak with them. He shared his background and explained his expertise is in the area of food science, processing, engineering and value added food production.

He explained one of the things he wanted for the task force to understand is how a land grant university like K-State works. As a land grant university, K-State receives funding from the state and federal government, KSRE has a direct budget line from the state budget and USDA to support activities for agriculture and other areas. Dean Floros said he is the Dean of the College of Agriculture, but he is also

the Director of KSRE, which works with five colleges within K-State. He said KSRE works with everything pertaining to food – agriculture or the well-being of citizens, health, water, etc.

Continuing with the budget discussion, Dean Floros explained KSRE receives \$45 million from state coffers, but their total budget is \$185 million. In comparison with other states, Kansas is in the middle for funding. According to Dean Floros, for every dollar the state spends to support KSRE, they carry out five times the work. The budget is now 8-10% less than what it was seven or eight years ago. He explained some programs expanded due to the faculty's aggressiveness in finding money and cited Dr. Rivard as a faculty member who has aggressively pursued new funding opportunities.

With funding in mind, Dean Floros said there is a very articulated process when asking something from the legislature. Internally, K-State has a process and then the Kansas Board of Regents has a process, so it is not easy for him to make requests from the legislature.

Dean Floros added the way K-State makes funding decisions internally has to do with its strategic plan and thinking about the overall most important component in the state's economy. Animal agriculture is big, particularly in beef and now dairy, and K-State has a big investment in those areas. K-State's Animal Science Department is the largest in the country right now. He explained Kansas is the #1 wheat producing state and K-State has a very good program in wheat. He said they go through a process to prioritize where investments will be even though the state is giving them fewer resources.

Dean Floros explained K-State has attempted to allocate more resources for local food, organic food, urban agriculture and the like in the last few years. K-State has placed faculty and programmatic support at the Olathe campus because they believe it is good for their programs and the state, and it is a way to bring in additional funding. For example, one of the new faculty members has received many grants to promote the industry. K-State also hired food safety experts to work with farmers' markets and small producers to improve food safety and made investments in the horticulture center.

In addition, Dean Floros said they are in the process of completing the Southeast Research and Extension Center and part of those new facilities will help local food and farm initiatives.

Dean Floros said they could do more work if they have support and funding. He told the task force if there are things they can do to help; they would be very open to discussing opportunities.

Dean Floros shared an example from his previous position in Purdue to show how small changes can make a big difference. During his time at Purdue in the late 1980s-early 1990s, Indiana had little viticulture or wine production, so a group met to discuss ways to ramp up production. Within a few months, they asked the legislature to place a \$0.05 tax on every bottle of wine consumed in Indiana. The \$0.05 tax produced more than \$500,000, they allocated half of the funding to investment in viticulture to hire faculty in the horticulture department, and the other half was allocated towards food science/enologist and investing in marketing wine. Five years later, Indiana had 72 wineries and all were active and doing well. Dean Floros said this is just one example of a small decision having a huge impact on what happens in the future.

In closing, Dean Floros said the system of having Land Grant Universities in every state has helped the country to be as great as it is today. He said not to lose perspective that the system is healthy and doing good things – they are training young men and women to work in agriculture like has never been done in the past. Agriculture today is not what it was 20-30 years ago and it will change again in 10-15 years. He said they are providing tools today to cope with that rapid change. K-State has 50% more students than 10 years ago and best of all; they place 91% of those students in jobs.

Chair Brown told the group that the local food movement is national and not just in Kansas. He said discussion has included the need to have more people from KSRE to instruct people on how to grow carrots or peas. He asked Dean Floros what the task force could do to help.

White asked where the southeast Kansas facility is located. Dean Floros said it is in Parsons, with a ribbon cutting after December.

White asked for an overview sheet on services the center will provide.

Representative Lusker said agriculture is changing all of the time and ultimately the task force is responsible for creating a document for the legislature. He asked what KSRE is willing to offer towards the local food movement and what financial needs they have in order to get those needs met. He added Kansas is no longer the #1 wheat producing state, but is #1 in milo.

Dean Floros said when looking at priorities, they have a mission to accomplish and everything they do fits into bigger goals of helping citizens of the state improve their lives. When looking at resources, there are many competing objectives, so something has to give for something else. Dean Floros said even if his budget doubled, he would say the same thing. He said when looking at priorities, local food is not at the top because it is a very small component to what it contributes to the state's economy. Animal agriculture, dairy and water are all big priorities. He said yes, local food is important to his agenda, but it is not at that level of importance.

Dean Floros said the reason he gave the example of viticulture and enology in Indiana is because it was very direct and happened quickly. He told the task force if they convince the legislature that local foods are important, they would make it happen in terms of research, extension and education. He said he could not say that is what he would do with more money and they would have to evaluate priorities.

Chair Brown said one of the key needs is to convince the legislature to think more locally about local foods, and with the economy and state's condition, that may be a tough sell.

White said specialty crops need extra support because of water conservation. Dean Floros said connecting specialty crops with water conservation is a tough sell and he would personally keep water out of it. Instead, he would talk about local economies.

Dr. Rivard said from what the task force has heard, if they increase funding for KSRE, it will still be allocated the way it is and instead there needs to be a line item for funding at KSRE to support local food systems. Dean Floros said they make decisions based on the importance of activities and if the task force can get to the point where the legislature makes it a priority, they will respond accordingly.

Dean Floros reminded the task force that investments are long term and the KSRE boat does not turn on a dime. For example, when a faculty member is hired, it is for life. Once they get tenure, it is nearly impossible to change. When hiring someone with expertise in local food, the faculty member may stay for 30 years. For example, some faculty members have areas of expertise have become irrelevant and changes are not abruptly, but instead slowly.

White asked how long the Parsons facility took to come to fruition. Dean Floros said they discussed it before he came to K-State. When he arrived, leadership team discussed it again and moved forward.

Senator Hawk commended Dean Floros and the College of Agriculture for having people like Dr. Rivard who are national leaders for local foods. He said the task force has talked about people tending to think either big ag vs. local foods and there has been good discussion that needs to continue; it's not an either or question. As we look at the aging population, succession planning and K-State's mission for young people, we have found out, if properly trained, there is potential for young farmers to make a lot of money. He added he was personally upset when KSRE took a funding hit. He said he wanted to encourage Dean Floros that they need people with boots on the ground to help people who are new. He said in big agriculture there are challenges, but there are those same challenges with local foods. For local foods to take off, it is going to take a lot of effort for K-State to be the education and support component and he commended Dean Floros for his willingness and support.

Coltrain said he believes specialty crops will become a priority in the next 10 years in southwest Kansas. Kansas has 7,000 acres of vegetables and Colorado has 142,000.

Dean Floros agreed and said we have to play our role in leading the change, but we cannot do it alone. KSRE is part of a system that relies heavily on local governments as well. Everything KSRE does they filter through local governments. For example, Kansas has 105 counties and there was a time 20+ years

ago where every county had an extension office and agents. Today, 45% of counties are in districts. Others have 1-2 agents to cover everything. KSRE has to look at every county to convince them they need to focus on local foods. If they do not vote for it, KSRE has no power over it. He said even if they want changes, sometimes it does not happen.

Chair Brown said he is in a three county district and it has been an improvement, he now has access to people he did not have before. The downside is they lost their local office, but the change has been good.

Senator Kerschen said the task force has known all along that KSRE is a key component. He told Dean Floros the reality in your situation is trying to maintain what you have, let alone increase. He said if that is the reality, if we can just keep KSRE's funding, there is not much room and that is a challenge now. He said the legislature put \$3 million back into the budget and that was a major effort. The things K-State does is its biggest seller, the more people see what KSRE does, the more support they will have. He said if keeping funding stable is a victory and to never give up that they can do more. He thanked Dean Floros and said he has done a great job with the funding he has available.

Senator Hawk agreed and thanked Senator Kerschen for his work.

Dr. Rivard asked Dean Floros about the possibilities for other models. He said agents are busy and when it is time to hire, they do not always hire based on knowledge of vegetables. Dean Floros said the system is complex, but flexible. Some changes can be direct and quick in action, but it comes back to how and who will support it. He said the challenge is where to cut if there is not additional money. He told the task force he has met with other groups, for example flower producers, to hear their concerns. The system is stretched thin in so many ways and it is to the point they cannot continue to do everything.

Senator Hawk asked Dean Floros about the new farm bill. Dean Floros said what the federal government does in the farm bill and USDA directly affects KSRE. He said he continues to see the federal government put more money in local foods, organic foods and small agriculture. He said he would respond because he wants to hire successful faculty members, so knowing local foods is an area of focus for a faculty member will make them more successful. However, if the federal government stops supporting local food programs, KSRE is stuck with a faculty member who was supposed to be successful, but now he or she is not because their funding is gone.

Chair Brown said he knows rural development has funding for beginning farms.

Dr. Rivard said he recently received comments back on a beginning farmer/rancher grant, but there were 221 proposals turned into USDA and they funded seven. He said there is money, but all of the universities are in the same situation and it is very competitive.

Chair Brown agreed and said he has applied for programs and it is tough to receive funding.

Dr. Rivard said it is a fundamental shift where they allocate money to research, especially for specialty crops. For Kansas to receive a grant for tomatoes, it is competing with Florida, California, Georgia, etc. As formula funding decreases and competitive funding increases, it is penalizing research and extension.

Chair Brown said Dr. Rivard does a great job and highly commends him for his work.

Representative Lusker said he represents the South Wind and Wildcat districts. He asked if they have a taxing structure through mil levies. Dean Floros said yes.

Representative Lusker said one positive Kansas has is an incredible Department of Agriculture. The Department of Agriculture is the most energized and they do go out and do the best work. They are doing the work of the task force in cooperation with Kansas State. The building is a valuable resource for the state. He said the morning had been more of a downer than upper, but the task force has many things going for it. He thanked Dean Floros for his work and the Department of Ag for its work. He said if the task force can show there is a pathway to make local food systems economically beneficial, that is where it will happen. If we can prove it makes people money, we can move forward.

Dean Floros agreed and said K-State's relationship with KDA has been great. He said the two entities work well together and do good thinking together. Much good has come out of the move to Manhattan. He said it does help that agriculture is #1 in Kansas and it helps that the Secretary came from K-State.

Chair Brown thanked Dean Floros and said the task force is here to help him.

Kansas Farm Bureau policy update:

Nancy Brown, Kansas Farm Bureau, said her role is to listen, learn and educate members. She said KFB surveyed all of its member counties to ask if they have farmers' markets or local food policy council. If not, what are efforts/obstacles in creating a council? She said out of the 105 counties, 24 responded. Out of those responses, three have no farmers' markets; the rest had at least one. Two mentioned they have food policy councils in their area. Obstacles listed include: location for farmers' markets, lack of interest or support in the area (referring to food policy councils), hard to reach common goals, some had taken the idea of food policy councils to their community, but could not come to a consensus about where they wanted to go, so one had not started.

She reminded the task force of the policy passed last December by the KFB members. She said KFB is making policy recommendations and hosting listening posts. In December, members will vote.

Nancy Brown said one of the proposals is to the statement about "we oppose programs that give one food system and unfair advantage over another" to clean it up and make it more general. Again, she added, this is just a proposal and it will go to the members in the next few months. White asked if there are other recommendations having to do with specialty crops, meat markets or food entrepreneurs. Nancy Brown said no, not right now.

Senator Hawk said one of the things that surfaced at the end of the legislative session was to remove sales tax from groceries and food. The companion idea is to remove sales tax from locally grown food or fruits and vegetables. He asked if that is a policy KFB would or would not be opposed to. Nancy Brown said they would be in favor of groceries in general, but not specifically local foods.

Senator Hawk asked Nancy Brown if KFB has the discussion, he hopes they would realize it would be good for Kansas. He said maybe the legislature cannot eliminate sales tax for all food, but removing it for fruits and vegetables would be a start. He said he still thinks that is pro agriculture. Nancy Brown said it is hard for KFB to draw the line on why there should not be sales tax on fruits and vegetables when meat and dairy is part of a healthy diet as well.

Representative Lusker asked if the sales tax would be on all fruits and vegetables or only those locally grown. Senator Hawk said maybe locally grown. The top level is no sales tax on food, which is what he would like to see happen, but does not know where they would find the money.

White asked if they could eliminate sales tax on whole, fresh and locally produced commodities such as plain T-bone steak or anything that is unprocessed such as a plain gallon of milk. She said she believed KFB would not support eliminated sales tax on only fruits and vegetables, beef should be included.

Nancy Brown asked why they should eliminate sales tax on food. Dr. Rivard said because it is part of a healthy diet. Nancy Brown agreed and said there are many things that go into a healthy diet.

Representative Lusker said in order to be successful, it is imperative to have support from KFB. He asked if she had any proactive thoughts about local foods or Kansas grown products.

Nancy Brown said KFB does not have many suggestions for recommendations; it is not something their members have talked a lot about. She said she is hearing there are obstacles in getting groups on the same page and there are counties implementing food policy councils.

Representative Lusker said the original idea is to get better nutrition to poorer parts of the state that feed the world, not only farmers' markets. He asked if the task force gave something to Nancy Brown, if she could give it to the KFB membership. Nancy Brown said KFB could share information with its membership

and send surveys or questionnaires. She said she has sent information to the membership to let them know about the task force.

Coltrain said he thinks if the task force can promote local foods, as promoting family farms and different enterprises that are available in Kansas, it would be beneficial. He said he understands where members get concerned because in their minds, Kansas already has a lot of local beef and local wheat. He said the task force wants the KFB membership to know there are other enterprise possibilities as well.

Nancy Brown agreed and said it is about education. She said she made a recommendation for the KFB Young Farmers and Ranchers conference to have a workshop to talk about opportunities. KFB only opposes programs that give one food system an advantage over another.

Dr. Rivard asked Swenson if he felt wheat check-offs and subsidies give other areas an unfair advantage. Swenson said he grows both wheat and specialty crops and it is not a big deal.

Dr. Rivard said he would be very careful using the word oppose in saying KFB opposes programs giving one food system an advantage over another because if you say you oppose advantage, it is counterproductive.

Nancy Brown said their resolutions committee is comprised of 10 farmers and ranchers from across the state. The membership reviews their recommendations prior to the annual meeting and voting delegates vote at the meeting.

White asked if the task force should reach out to the resolutions committee. Nancy Brown said they are in the policy development process and members are more than welcome to go to listening-post meetings so membership can provide input. She said she would strongly encourage the task force members who are KFB members to voice those concerns.

Representative Lusker asked if there was a person on the task force who could send Nancy Brown information. White volunteered she could assist.

Nancy Brown reminded the task force that KFB is a membership driven organization, so the members need to step up and let them know what they want included. It must be grassroots.

Chair Brown said the downfall is that specialty crop producers are probably not members.

Nancy Brown said if KFB hears from the membership about how they can help the industry, that is when they act. She can let KFB know what the task force is doing, but cannot force them to take an interest or a stand.

Chair Brown said if the task force can get in agreement with KFB, they would be a great asset. White said if they want to expand acreage, they need to recruit farmers and the biggest recruiting base is people in KFB.

Chair Brown reminded the task force if the industry does not hang together, they hang alone.

White asked Nancy Brown if she had a list of members in KFB who have hoop houses. Nancy Brown said no. White asked if she could try to find out. Nancy Brown said she could try.

White asked if Nancy Brown had information about members who are involved in value added ag productions – members who have a dairy who may want to make cheese or someone who grows wheat and has a small batch of on-farm wheat. Nancy Brown said they might have a few names, but not a database of indexed information. White asked if the task force could make a recommendation that KFB start tracking that type of information. Nancy Brown said they could ask. She could not guarantee its implementation, but the board could hear it is valuable.

Cold storage opportunities and obstacles:

Dr. Rivard shared information about cold storage facilities, what they are and how they fit in the local food system. He said Dr. Eleni Pliakoni helped him with the presentation. He said there is a lot of talk about food hubs and storage facilities and there is good reason for that.

He asked the task force for the difference between sweet corn and field corn. One is stored in a cold warehouse because it is alive. Fruits and vegetables live the entire time they are on the shelf, they are going through natural processes and they respire. They produce heat, so it is important to keep them cold.

Dr. Rivard said cool storage matters because it offsets respiration of products. The post-harvest goal is to slow down the aging process by reducing temperature. He said typically for every 18 degrees Fahrenheit increase, respiration increases between two and four fold. Temperature makes a difference in quality, appearance and nutritional value. Most crops have different temperature requirements, so it is difficult for new growers, as they cannot buy one cooler. Growers need to cool crops at different temperatures.

Dr. Rivard said water loss is also important and many growers make the mistake of buying a restaurant cooler to use at their farm. Restaurant coolers have a design for packaged foods that do not lose water, so they need to add humidifiers. Ethylene sensitivity is also important to remember - so if you place crops in a cooler with another crop the gas could cause damage.

According to Dr. Rivard, the impact of delivery timing on labor and capital is important. The more labor you have, the less important storage is. The less labor you have, the higher your storage needs.

Dr. Rivard said the difference between gardener and farmer is marketing and post-harvest handling. Most people are good at growing stuff, but handling produce after is a challenge. It also requires a lot of infrastructure and coolers are not cheap.

Dr. Rivard said his department has looked and if our local food system is going to scale up, we have to learn how to use post-harvest handling systems better and growers need to start getting coolers. To scale to the wholesale market, cooling systems are necessary. He said that by shifting to the wholesale market, growers are able to reduce their marketing efforts. He said it is less labor intensive and easier to have a contract with a store and a grower works to maintain that contract rather than going to 10-12 markets a week.

According to Dr. Rivard, 32% of people have access to cooling facilities, but only 6% have access to refrigerated trucks, which makes moving produce from Wichita to Kansas City a barrier. He said Kansas has a lot of potential to grow storage crops. Producers can grow during the season, store and then sell through the winter. For example, sweet potatoes, cabbage and onions have a long shelf life if stored in a cold facility. All do well in Kansas and the Midwest.

Representative Lusker asked Dr. Rivard what a half acre of onions is worth. He said he built a mobile cooler by converting a trailer. A KDA Specialty Crop Block Grant funded the project and the cooler improves the shelf life, quality and safety of locally grown produce.

Dr. Rivard shared information about coolbots, which they use to override an air-conditioning unit making cooling more cost effective. He said they are good at maintaining temperature, but not at reducing field heat.

White asked how many hours it took to build the mobile cooler. Dr. Rivard said a student worker built the majority, but knowing what they know now, it would take 3-4 days. He said the pack and cool trailers are becoming very popular because growers can take them to the market, turn on a generator and they become a huge walk in cooler.

In summary, Dr. Rivard said cooling infrastructure is an important component in accessing wholesale markets and is essential for certain crops. He said GAP compliance is also a major barrier for growers in Kansas and there is opportunity for cooperation. He said if they strategically place coolers around the

state in line with pick up stops for Sysco, Balls Foods, etc. it would help growers because they would have a place to take crops.

Senator Hawk asked how Dr. Rivard removes field heat from the crop. Dr. Rivard said not to overload the trailer, and during the heat of the summer they would place crops in the cooler and out of the sun as soon as picked.

Representative Lusker asked for recommendations. Dr. Rivard said to recognize cooling facilities are a major barrier especially to move up the wholesale markets. One solution would be if food hubs had sub hubs. At the end of the day, if the state strategically located a large cooler, incubator kitchen, farmers' market pavilion, it would be an amazing accelerator to the local food system.

Senator Hawk asked how much a trailer costs. Dr. Rivard said without labor, it is about \$5,500. The trailer he bought was approximately \$4,000 and it was a new trailer.

Senator Hawk asked about the insulated panels. Dr. Rivard said they were lucky and another grower had extras. He said they were not free, but from an energy efficiency standpoint, the air conditioners run 10 minutes every hour. The next step is to add a humidifier to the trailer. He said the trailer is a 6x12 with dual axels.

Senator Hawk said the Feeding Kansas report has many good recommendations. Chair Brown said the task force has heard many recommendations, so now it is time to get the recommendations in the final form.

Representative Lusker asked for a five-minute break.

Public Comments:

Phyll Klima said the task force needs to look at food for human consumption and Kansas is importing twice as much as it is exporting.

Ashley Jones-Wisner, KC Healthy Kids, shared information on their food sales tax study.

Misty Lechner, American Heart Associates, added she works with communities and Kansas has nine food policy councils with more in the works.

Chair Brown thanked the task force and audience members for attending. He said the next meeting would be a work session.

Attachments:

1. Cottage Foods Summary
2. Cooling Facilities
3. Food Sales Tax in Kansas

Cottage Foods

Feedback from the
Local Food and Farm Task Force
On Potential Rules and Regulations

What are Cottage Foods?

- Food that does not require specialized processing or time and temperature control

Cookies	Breads	Cakes	Cinnamon Rolls	Fruit Pies	Cereals & Granola
Popcorn & Popcorn Balls	Cotton Candy	Roasted Coffee Beans	Candy	Whole Fresh or Dried Fruits	Vegetables
Herbs	Nuts	Honey	Dried Mixes	Jams, Jellies & Fruit Butters	Bottled Flavored Vinegars

How are Cottage Foods currently addressed?

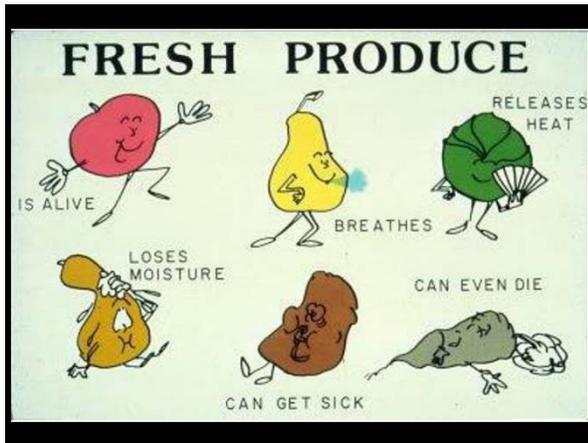
- Only fresh fruit and vegetable being sold from a road side stand are exempt from licensing (KDA Food Code adopted from FDA Model Food Code).
- By policy we have allowed items listed in the draft regulations.

Which Cottage Foods should be exempt? What requirements/limitation should be in place to provide adequate consumer protection?

This product was produced in a home kitchen that is not subject to state licensure.

Considerations for Cooling Facilities

Cary L. Rivard and Eleni D. Pliakoni
Dept of Horticulture
Kansas State University



Why Cool Storage Matters

Fresh Commodities Are Still ALIVE!

- They carry out *respiration*

$$\text{Sugar} + \text{O}_2 \rightarrow \text{CO}_2 + \text{Water} + \text{Energy} + \text{Heat}$$

(ATP)

Why Cool Storage Matters

Living Produce Generates Heat

Commodity	B.t.u. per ton per day		
	32°F	41°F	70°F
Blueberries	500 - 2,300	2,000 - 2,700	11,400 - 19,200
Broccoli	4,000 - 4,700	7,600 - 35,200	61,200 - 75,000
Cabbage	1,000 - 1,400	1,700 - 2,700	6,100 - 10,800
Muskmelon	- - -	1,900 - 2,200	9,800 - 14,200
Strawberries	2,700 - 3,900	3,600 - 7,300	37,200 - 46,400
Sweet Corn	6,600 - 11,300	9,400 - 18,300	59,000 - 68,400

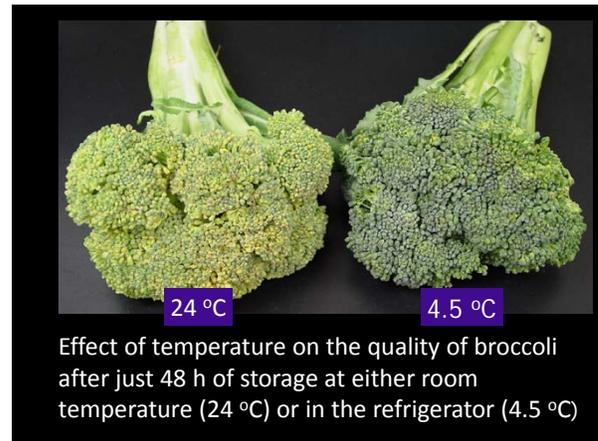
Why Cool Storage Matters

HARVESTED PRODUCE ARE LIVING SYSTEMS THAT "AGE"

GOAL: slow down the aging process!

Temperature

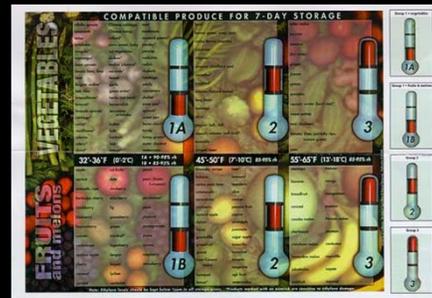
- **Temperature is the most important factor** influencing the postharvest life of a given commodity
 - Dictates the speed of chemical reactions (including respiration)
- Typically, for every 18°F (10°C) increase, respiration increases between 2 and 4 fold



Courtesy of Steve Sargent

Temperature Control

Different Crops Have Different Requirements



Water Loss During Storage

Water Loss is also Important

- Salable weight
- Quality loss
 - Appearance quality - wilting, shriveling, accelerated development of injury symptoms
 - Textural quality – loss of crispness, juiciness, etc.
 - Nutritional quality – e.g., vitamins A & C



Ethylene Sensitivity

Some Crops Should Not Be Exposed to Ethylene

- Leafy Greens
- Flowers
- Herbs
- Root Vegetables
- Watermelon



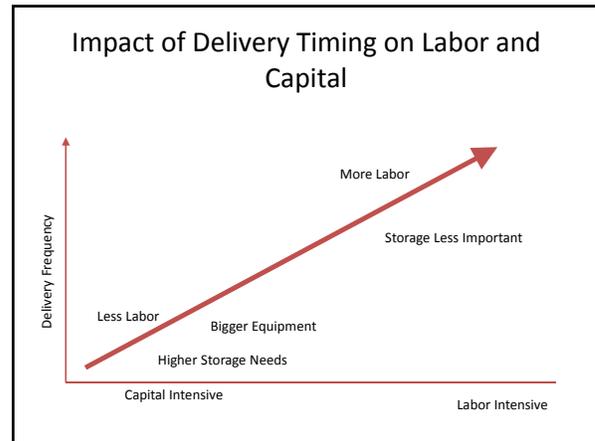
Ethylene damage on lettuce

Maintaining the Cold Chain for Perishables



- Harvest**
 - Protect the product from the sun
 - Transport quickly to the packinghouse
- Cooling**
 - Minimize delays before cooling
 - Cool the product thoroughly as soon as possible
- Temporary Storage**
 - Store the product at optimum temperature
 - Practice first in first out rotation
 - Ship to market as soon as possible
- Transport to Market**
 - Use refrigerated loading area
 - Cool truck before loading
 - Load pallets towards the center of the truck
 - Put insulating plastic strips inside door of trailer if truck makes multiple stops
 - Avoid delays during transport
 - Monitor product temperature during transport
- Handling at destination**
 - Use a refrigerated unloading area
 - Measure product temperature
 - Move product quickly to the proper storage area
 - Transport to retail markets or foodservice operations in refrigerated trucks
 - Display at proper temperature range
- Handling at home or foodservice outlet**
 - Store product at proper temperature
 - Use the product as soon as possible

Source: Tech Center on Food in America, Missouri Agricultural Experiment Station, 11/2002



Produce Storage

Storage needs vary depending on scale and crops



- Rule of thumb:** Have as much storage space as you need for a FULL day's harvest/market.
- Monitor temperatures
- Cleanable surfaces



Cooling Facilities in KS

- Data from a 2014 Grower Survey:
 - 70% farm 1-10 acres
 - 38% less than 5 years
 - 32% have access to cooling facilities
 - 6% have access to refrig. trucks
- 2014 Food Hub Feasibility Study:
 - Major limitation identified
 - Sub-hub model
 - Top five concern of growers for scaling up to wholesale markets



Storage Crops in KS





Wohletz Farm Fresh
Lawrence, KS

Produce Storage

Considerations of storing produce

- "Field Heat"
- Coolbot systems
- *Cold rooms vs cool rooms*




Dry storage

Cooling Down Produce

Taking Out the "Field Heat"



- Air cooling
 - Room
 - Forced-air
- Hydrocooling
- Ice Cooling
 - Top icing
- Vacuum Cooling

Produce Storage

Washing, sorting, and packaging produce

- Covered area
- Critter free
- Clean (potable) water
- Cleanable surfaces
- Electricity
- Access to transportation
- Proximity to field and storage
- Ergonomics and productivity




Field packing & packinghouse operation




Washing, grading, sorting, sizing, waxing, etc.





Dan Kuhn – Market Depot
Courtland, KS



Mobile Coolers

Trailer Conversion to Mobile Cooler

- Pack N' Cool (NCSU)
- Cool-bot
- Produce Transport
- Market Cooler
- KSU SCBG – *Improving shelf life, quality and safety of locally grown vegetables in Kansas*





Summary

Cooling Infrastructure is an Important Component

- Access to wholesale markets
 - Institutional, grocery stores, brokers, etc.
- Reduces labor needs
- Cold chain management
- Essential for certain crops
 - Small fruits, storage crops, etc.
- GAPs compliance
- Major barrier for growers in KS
- Opportunity for cooperation

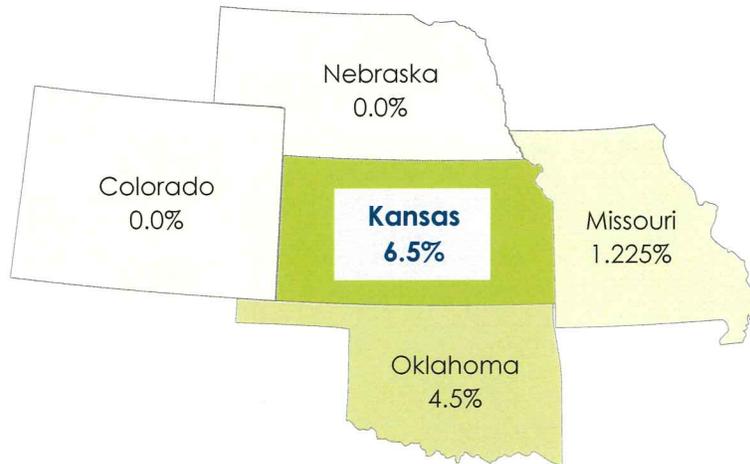


FOOD SALES TAX IN KANSAS

**KANSAS HAS THE
HIGHEST SALES TAX RATE
ON FOOD IN THE MIDWEST**

Unlike some of our neighboring states, Kansas does not have a reduced or fully exempted sales tax rate on food. As a consequence, Kansas families pay the 2nd highest rate in the entire nation.

CURRENT SALES TAX RATE ON FOOD



khealthykids

SOURCE: Federation of Tax Administrators, Sales tax rates including food & drug exemptions

As the Kansas legislature considers a tax bill, it should consider the disproportionate affect this tax has on low- and middle-income individuals struggling across the state.

Food is not a luxury item and increasing the state sales tax rate will only cause a heavier burden on low-income Kansas families and children.

Kansas by the Numbers

- 45th in the nation in fruit and vegetable consumption (CDC)
- 2nd highest sales tax on food, trailing only Mississippi (In some areas, state and local sales taxes combined add as much as 10 percent to grocery bills.)
- 1 of 14 states that charge sales tax on food for home consumption. Most states exempt food or apply a much lower sales tax rate
- 86.4% of Kansans support eliminating the sales tax on fruits and vegetables (2014 Kansas Health Foundation poll administered by the Docking Institute at Fort Hays State University)

Supporting Organizations

Regional Grocers Association
Kansas Health Foundation
Kansas Food Dealers Association
Kansas Chapter of American Academy of Pediatrics
Kansas Alliance for Wellness
Kansas Action for Children
Hiawatha Thriftway

Harvesters Community Food Network
Community Health Council of Wyandotte County
National Association of Conservation Districts
Finney County Community Health Coalition
Oral Health Kansas
Rural Grocery Initiative
Catholic Charities of Northeast Kansas