

# Regional Farmers' Market Workshop

## Parsons, KS

---

---

### Workshop Agenda

- 8:30 Registration opens
- 9:00 - 9:15 Welcome
- 9:15 - 10:00 Keynote- Tips on Marketing and Making a Profit  
*Scott Thellman, Juniper Hill Farms, Lawrence, KS*
- 10:00 - 10:50 Breakout 1  
Double Up Food Bucks Program; Sales Tax for Farmers' Market Vendors  
*Donna Martin, Mid-America Regional Council; Lisa Leikam-Jones, Kansas Department of Revenue*  
Grower Panel: Pest control methods, cover crops, soil health  
*Facilitated by Dr. Cary Rivard, Kansas State Research and Extension; Scott Thellman, Lawrence, KS; David Coltrain*
- 10:50 - 11:05 Break
- 11:05 - 12:00 Breakout 2  
Regulations for Meat, Poultry, Eggs; Processed/Prepared Foods at Farmers' Markets  
*Mike Pierce, Kansas Department of Agriculture; Adam Inman, Kansas Department of Agriculture*  
Kansas Specialty Crop Growers Association Meeting  
*Dr. Cary Rivard, Kansas State Research and Extension*
- 12:00-12:45 Lunch (provided) - market managers discuss market management issues, *facilitated by Kansas Department of Agriculture*
- 12:45 - 1:15 From the Land of Kansas; Produce Safety Update  
*Janelle Dobbins, Kansas Department of Agriculture; Londa Nwadike, K-State Research and Extension*
- 1:15 - 2:00 Farm to Institution Panel- selling to restaurants, groceries, schools, etc.  
*Barb Depew, Kansas State Department of Education; Scott Thelman, Lawrence, KS; Carri Sailor, Rookies Restaurant, Iola, KS*
- 2:00- 2:55 Breakout 3  
Kansas Senior Farmers' Market Nutrition Program Certified Farmer Training  
*Emily Carpenter, Kansas Department of Health and Environment*  
*\*Note: An interactive training session for the Kansas Senior Farmers Market Nutrition Program is required for all new farmers who wish to participate in the SFMNP. Interactive training may occur online or during an interactive training (such as those hosted during these Farmers Market Workshops). Returning farmers may complete their training and annual agreement online or at an person training. All farmers must submit an annual agreement to KDHE. Visit [www.kdheks.gov/sfmnp](http://www.kdheks.gov/sfmnp)*  
Morel Mushroom Identification Certification  
*Pam Paulsen, K-State Research and Extension*
- 2:55 - 3:00 Evaluations