



Governor's Local Food & Agriculture Summit: Final Report



Reason to Convene the Summit

Montanans pride themselves on their agricultural heritage and strong rural communities, yet Montana's contemporary food producers and consumers face a disconnect. In 1950, 70 percent of the food Montanans ate was grown and processed in Montana. Today, that number is 10 percent. Meanwhile, raw Montana-grown agricultural commodities ship to distant markets, providing little return for the state's producers and communities.

For the last 10 years, a coalition of groups and organizations in Montana have been working together as the [Grow Montana Food Policy Coalition](#) to try to build a robust local food system that provides new local markets for Montana's agriculture producers and locally-grown healthy food for Montana's citizens. We have helped develop Farm to School programs in 42 schools and farm-to-institution programs with Montana's colleges, tribal colleges, and some hospitals. We have also worked together to help support legislation that created and funded [Montana's Food and Agriculture Development Center Network](#) that helps agriculture entrepreneurs capitalize on new market trends and create new value-added local food products.

In 2007, we worked with Governor Brian Schweitzer to convene the first Governor's Food and Agriculture Summit. At that time, more than 100 people from across the state came together to examine numerous questions related to Montana's food systems. A central goal of the conference was to build bridges between local institutions (schools, colleges, hospitals) and producers to facilitate the use of local agricultural products in the food found on menus through communities.

Convening the 2016 Summit

An incredible amount of work had happened since the 2007 conference. We thought it was time to review and assess what has happened in Montana since the 2007 Governor's Food and Agriculture Summit by convening another statewide event. The idea behind the 2016 Summit was that it would provide a forum for Montanans to share information, network, and develop new strategies to address challenges and opportunities for the next 10 years of local food work in Montana.

The goals of the Summit were to convene a broad cross-section of Montanans to:

- Celebrate programs that are currently improving the creation of a Montana-based food economy;
- Learn about efforts to continue developing local food systems that support producers, consumers, and communities;
- Discuss how to continue improving Montana's food processing and distribution capacity and markets;
- Develop ideas on how working together we can increase access to healthier and more nutritious food for all Montanans;
- Connect why local foods are important to improving the food system for both producers and consumers on a national scale.

The Summit, held October 28-29, 2016, on the campus of Montana State University was a working conference where attendees picked one of [five topical tracks](#) in which to work.

Content for the Summit tracks included:

- Food manufacturing and distribution in Montana
- Farm to Folk: Positive Economic and Health Benefits of Communities Becoming Markets for Local Food
- Supporting a New Generation of Farmers
- Resilience in Agriculture
- Marketing Montana Products: Growing Businesses and Distribution

The goals for the tracks were to discuss improvements made since the 2007 summit, identify barriers to future growth, and develop potential next steps to address the barriers.

Local food can be a driver for both economic development and better overall health for community members. The 2016 Summit educated the public, institutions, and producers about opportunities and programs currently in place, along with creating space where dialogue could happen about how to continue moving forward.

Summit Planning Committee

The Summit planning committee included representatives from the Montana Department of Agriculture, Montana Governor's Office, Montana Office of Public Instruction, Montana Farmers Union, Montana Team Nutrition, Montana Academy of Nutrition and Dietetics, Lake County Community Development Corporation, Community Food and Agriculture Coalition, National Center for Appropriate Technology (NCAT), Alternative Energy Resources Organization, Montana State University, and the Northern Plains Resource Council.

The Committee met monthly through the early parts of 2016 by phone and in person to organize the tracks and to identify keynote speakers, track leaders, recorders, facilitators and sponsors. NCAT developed a [website](#) for the Summit, which provided attendees with information about the event, keynote and track speakers, and a registration portal. Following the Summit, materials produced by attendees are also being posted on the website. In addition, the website hosted a live streaming of the

Summit's two keynote speakers (Fred Kirschenmann and Michael Shuman) for people unable to travel to the conference. Recordings of their presentations are now on the website's homepage. The ["Follow Up"](#) section of the website continues to be the place where new information generated from the Summit is, and will be, posted.

With the Summit's focus being local food, the planning committee wanted to make sure that the meals provided at the event were consistent with this theme. In the end, all of the meals served at the Summit (five in total) were [made from local foods](#) grown or produced in Montana.

Results

According to our Summit evaluation, the event was a huge success. Our target number of attendees was 200 people, and we were hoping for a broad cross section of people from all sectors involved with local food production and distribution in Montana. All totaled, we had 211 registrants from many different sectors of the food economy in Montana. Of those attending approximately 12% were producers, 17% represented local food businesses, 29% represented nonprofits, 12% were from government, 15% were from food service with schools, institutions and hospitals, and 17% were academic professionals and students.

Tracks

Conference attendees selected one of five tracks to spend most of their time at the conference. Each track had a track leader and facilitator along with a recorder. The tracks explored issues related to their topic, identified key questions to discuss, brainstormed strengths, weaknesses, opportunities and challenges. They were tasked with developing an Action Plan that could be implemented over the course of the next five to 10 years, with the overall goal of strengthening Montana's local food and agriculture economies.

Each track accomplished their goal of developing an Action Plan on their topic. We have prepared a summary of all five Action Plans and have attached the Summary to this report (Attachment A).

The raw notes for each track can be found in the ["Follow Up"](#) portion of the Summit's website. It is important to note that many of the notes include the results from brainstorming sessions. For example, many contain lists of organizations and/or individuals. In some cases, these organizations and people were part of the discussions. In others, they were not and were just mentioned as potential partners who may or may not have been contacted about the proposed work. It should not be assumed that any organization or person mentioned in these track notes has agreed, or even been briefed, on what transpired at the Summit. These notes are being posted in unedited form for the purpose of allowing readers to get an idea of the work done and information shared during the track sessions.

Evaluation

We wanted to learn from the Summit, so after the event we sent out an electronic survey to all attendees asking them to help us learn how they felt about the Summit, the facility, speakers, and tracks. The evaluation is attached to this report as Attachment B. We had a 20% return rate on the survey with very consistent responses from attendees. Important findings from the evaluation included:

1. More than 90% of the attendees felt that that they had a better understanding of local food issues in Montana.
2. More than 90% of the attendees felt that they had become aware of new resources and partners that are available to develop/expand or create new local food markets.
3. More than 90% of the attendees wished to continue receiving information about the Action Plans developed at the Summit, and more than 85% said they were interested in engaging with others in Montana to help implement the Action Plans.

Future Activities

Our goal is to continue to engage with all of the conference attendees who wish to help the Grow Montana Food Policy Coalition implement the Action Plans developed at the Summit. We will do this through informational e-mails, developing new subgroups interested in specific topics, and developing track implementation meetings by phone. It is our hope that we have helped motivate local food producers and advocates across the state to continue to work at improving our local food and agriculture economies in Montana.

Special Thanks

We would like to extend a special thank you to Governor Steve Bullock and his staff for all of their support in putting together this Summit. In addition to helping shape the content of the event, Governor Bullock set the tone for the Summit with his opening remarks that emphasized the importance of local food systems in Montana.

The Summit would not have happened and been a success without the efforts of so many people. We would especially like to extend our thanks to the event and catering staff at Montana State University for their flexibility and dedication to the Summit. We would also like to take this opportunity to thank some of the other people who helped plan and execute the Summit itself.

Summit Planning Committee

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Brianna Ewert
Kathy Hadley
Annie Heuscher

Jennifer Hill-Hart
Steph Hystad
Travis McAdam
Kaleena Miller
Jayson O’Neill

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Facilitators

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Mallory Stefan
Mary Stein

Track Recorders

Sandra Booth
Rachel Levy

Lauren Johnson
Kaitlin McGatherty

Mary Rochelle
Elle Ross

Keynote and Track Speakers

Christina Angell
Mitch Auer
Jason Ball
Seth Bostick
Dr. Charles Boyer
Governor Steve Bullock
Dr. Waded Cruzado
Ron de Yong
Angelyn DeYoung
Neil Doty
Jill Flores

Laura Garber
Alison Harmon
Joseph Janzen
Ana Jones-Crabtree
Fred Kirschenmann
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Michael McCormick
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Fabian Menalled
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Dave Prather
Jamie Ryan Lockman
Michael Shuman
Claude Smith
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ATTACHMENT A

Executive Summary on Summit Action Plans

During the 2016 Governor's Local Food and Agriculture Summit, attendees picked one of five [topical tracks](#) in which to work. Each track developed various action plans related to their topic with the goal of strengthening Montana's local food and agriculture economies. While the [Grow Montana Food Policy Coalition](#) will issue a full report on the Summit during the first quarter of 2017, we wanted to make the draft action plans available much sooner.

This document compiles the action plans created by all of the tracks. Each track's recorder provided the action plans in slightly different formats. Within this document, an effort was made to put all of the plans into a similar format. If more information about a topic is desired, please visit [this page](#) where you can access more of the notes for each track.

There were multiple topics that came up more than once in the action plans. For instance, multiple tracks express an interest in forming a statewide Food Policy Council. There are also numerous references to wanting to increase farm to school programs, in addition to many potential policies that would need to be implemented by the Montana Legislature or other policy-making bodies.

It is important to note that many of the track action plans include the results of brainstorming sessions. For example, many contain lists of organizations and/or individuals. In some cases, these organizations and people were part of the action plan discussions. In others, they were not and were just mentioned as potential partners who may or may not have been contacted about the proposed work. It should not be assumed that any organization or person mentioned in this document (or the notes from the overall tracks) has agreed, or even been briefed, on the contents of the action plans.

Some of the action plans reference work that track attendees felt needed to start immediately. Feel free to get in touch with the track leader for more information about what work may already be happening based on these action plans.

Track 1: Challenges of Local Food and Agriculture Manufacturing and Processing

Track Leader: Jan Tusick, jan.tusick@lakecountycdc.org, Lake County Community Development Corporation

Track Facilitator: Al Kurki, National Center for Appropriate Technology

Topic: Tax Credit for Agribusiness

Goals

- Legislative approval of tax credit for value-added processing similar to the one in Wisconsin by April 2017.

Next Steps

- Find an entity willing and able to be a lead advocate and carry the bill during the 2017 Montana Legislature.
- Set up steering committee
- Gauge temperature and inform MEDA
- Monitor initiative process

Potential Partners:

- Organizations: Montana Economic Development Association, Montana Farmers Union, Montana Farm Bureau Federation
- People: Neil Doty, Dave Scott, Taylor Lyon, Dan Story

Timelines

- December 1, 2016: Have lead organization identified and up to speed
- April 2017: Tax credit is in statute

Topic: Regional Farm to School Coordinators

Goals

- Regionally-located farm to school (and institution?) program coordinators across the state.
- Increase the amount of local food served in schools
- Develop mentorship/training programs for school's to connect kids to food/agriculture/culinary industries

Strategy

- Provide incentives for schools to purchase local food
- Modify state policy to create more resources
- Create a program that allows farmers to donate food
- Maximize pre-existing kitchen facilities for food processing throughout the state
- Change foodservice program directors' position descriptions to include support for local farmers/growers

Next Steps

- Identify lead organization to take charge/host/employ the Farm to School Coordinators
- Obtain funding through grants, state funding, etc.
- Identify potential processing facilities and distribution opportunities

Potential Partners

- Lead organizations: Office of Public Instruction, Montana Farm to School Coordinator, Food and Ag Development Centers, community development centers
- Resources: No Kid Hungry, Montana Food Bank Network, Ag in the Classroom, US Department of Agriculture, community foundations, Mission Mountain Food Enterprise Center's farm to school model, Harvest of the Month, Specialty Block Grant, Montana School Board Association, FFA Alumni Association

Timeline

- 2019 Montana Legislature

Topic: Food Policy Council

Goal

- Establish a Montana Food Policy Council

Strategy

- Create vision statement
- Identify key members
- Define mission
- Engage the Governor's Office
- Establish quasi, public-private structure

Resources

- Grow Montana Food Policy Coalition/NCAT
- Council members - \$1,000 membership fee
- Existing models from across the country
- Governor's Office Chief of Staff

Topic: Expand Food and Agriculture Development Center Network

Goal

- Eliminate the limits on the Food and Ag Development Center Network and expand centers to include food processing centers
- Have at least one food scientist in Montana

Strategies

- Present strategies to food policy council to have plans ready to present to the Montana Legislature.
- After proposal to food policy council, create action plan to have Food and Ag Development Center Network funded and at least one food scientist.

Next Steps

- Include all stakeholders
- Create discussion list serve to keep in contact

Topic: Support for Meat Processors

Goal

- Increase localized meat/poultry processing to meet state demands, while not decreasing sanitation or food safety.

Strategies

- Help startups and cooperative development:
 - Training, business planning, understanding regulations
 - Connect with resources, models
 - Access to capital

Next Steps

- Assess current processing capacity:
 - To understand the need to increasing inspectors or not
 - To determine if some processing businesses are being underutilized
- Engage stakeholders: small business development centers, Small Business Administration, Meat Processors Association, Montana Poultry Growers Co-Op, Food and Ag Development Centers, Community Food and Agriculture Coalition

Potential Partners

- Individuals: Gary, Claude, Jeff, Louise, Demetrius, Margie, and Jean

Track 2: Farm to Folk: Positive Economic and Health Benefits of Communities Becoming Markets for Local Food

Track Leader: Aubree Roth, aubree.roth@montana.edu, Farm to School Coordinator, Montana Team Nutrition Program

Track Facilitator: Neva Hassanein, University of Montana

Topic: Food Access

- *Outcome:* Create a statewide working forum that connects local food access leaders physically and digitally to improve food access in their communities

Goals

- Hold statewide summit about local food access when it comes to youth and elders and use it as a model for other summits
- Establish NCAT “Food Access” list serve
- Food access resource publication

Strategies

- Hold a Pablo local food access summit as model for future regional and statewide summits (mid-March 2017)
- Hold an Eastern Montana local food access summit (October 2017)
- Keep the team together (regional meetings - December 2016)
 - Team debrief after the first two strategies are complete

Next Steps

- Set quarterly conference call dates for working group.
- Hold planning meeting for Pablo Summit by early December 2016, summit to be held in March 2017
- Begin planning Eastern summit by late spring to be held in late fall 2017
- Setup NCAT listserv and food access webpages
- Each member will write up a success story from their community as beginning of resource publication (post on webpage ASAP)

Resources

- Grow Montana Food Policy Coalition, No Kid Hungry, Montana Partnership to End Childhood Hunger (MT-PECH)
- Montana Food Bank Network, food security council
- MSU- willing to host state conference
- Northern Plains Resource Council
- Specific state and tribal agencies
- Salish Kootenai College Extension/ all extension
- And many more
 - Funding for Pablo Summit 1/2 secured

- Group as greatest resource!

Topic: Food Policy Council (tribal, regional, local)

- *Outcome:* Establish a statewide food policy council, informed by a network of local and regional food councils mandated by the Governor.

Strategies

- Leadership development mechanism
- Inventory and summary of current policy issues feeding the creation of concise action

Resources

- Have agencies established, models in other states, previous governor support
- Need facilitator, appointed council, local community buy in, state government support (mandate?)
- Lead organizations: NCAT, AERO, CFAC, Grow Montana, MSU, UM, Montana Food Bank Network, MSU Extension, Tribal Council, MT-PECH, state government agency liaisons

Timeline

- Food Policy Council established and holds first meeting within one year:
 - 3 months: Identify who we'd like on the council
 - 6 months: Approved members established
 - 12 months: Vision and mission established

Topic: Local Food Audit/Assessment

- *Outcomes:*
 - Create a consumer benefit (like restaurant score) (could have sign outside/part of advertising)
 - Develop a benchmark/understanding for vendors to evaluate themselves
 - Use data collected here, and then have it used in a study evaluating economic impact (impact of money spent on local food staying in Montana)
 - Inform public policy
 - Determine value of the assessment
 - Conduct statewide assessment of local Montana food purchased by public and private institutions/businesses

Goals

- Areas that could audited include: public institutions (schools, hospitals), private institutions (grocery, restaurant), available arable land (and applicable water rights), types/diversity of goods produced (can complete diet be sourced from Montana)

Strategies and Resources

- Use existing studies by replicating their data collection methods, and identify gaps in these methods.
 - Some institutions might be resistant to sharing their purchase data, so it might be easier to collecting sales numbers from producers if that's the case.
- Funding: federal grants, tax money through the Departments of Commerce and Agriculture
- Lead organizations: Department of Commerce, Department of Agriculture, university system, NCAT and other non-profits
- Individuals: Dave Prather, Trevor/KARA, NCAT, CFAC, NPRC

Next Steps (3-12 months)

- Identify gaps in research
- Who has done/will conduct assessment
- How we can use the numbers/assessment
- Identify unit of measure for each assessment dollar (not weight/bunches) to evaluate/quantify
 - Look to replicate Fraiser study in 2004

Topic: Marketing Campaign

Goal

- Montanans understand the local food is essential to health and wellness, food security, and a vibrant local economy.

Strategy

- Statewide marketing campaign

Next Steps

- Follow up work session to flesh out ideas and strategies (who needs to be at the table?)
- Ask governor to convene/invite him to identify players/direct state staff to be involved
 - Full committee: (who else?): Lisa Bullock, Michelle Obama, a professor, a marketing specialist, business student, (point person not yet identified)

Resources

- Find templates for successful local models that can be modified
- Organizations: Grow Montana, CFAC, AERO, state government, Farm to School, volunteers, community leaders, NCAT, famous people

Topic: Farm to School and Education in School

Goal

- By 2026, 100% of K-12 schools will participate in at least on element of farm to school

Strategy

- Create an advisory committee dedicated to establishing standards
- Work with MSU to integrate Farm to School into teacher education/education leadership programs

Next Steps

- Form advisory committee
- Determine process/opportunities for amending standards
- Draft Farm to School standards and plan to incorporate it into teacher education and leadership education
- Identify funding sources
- Identify existing programs

Potential Partners

- Organizations: MSU, OPI, food banks, local farm to school organizations
- Individuals: Samantha O'Byrne, Eric Jackson, MSU Extension, volunteers

Timeline

- Have plan for integrating standards in 2018
- Have standards adopted by 2026

Track 3: Supporting a New Generation of Farmers

Track Leader: Kristin Blackler, kristin.blackler@montana.edu, Montana State University

Track Facilitator: Annie Heuscher, Community Food and Agriculture Coalition

Topic: Marketing

Goals

- Increase the value in beginning farmers and ranchers
- Who's your farmer?
- More new/sustained farmers than retiring farmers
- Changing societal attitudes and prospective farmer attitude about farming as a career of the future

Strategies

- Tap into national marketing campaigns focused on recruiting and valuing farmers:
 - USDA
 - Greenhorns
 - Organic valley
 - National Young Farmers Coalition
- Specific marketing strategies and avenues:
 - Academic
 - FFA, 4-H
 - Video series promoting farming as career of the future
 - Ag teachers, extension for 4-H
 - How can we work together?
 - This is the 3-12 month strategy
 - Statewide Public Service Announcement
 - With slogans
 - Farm to School
 - Farmer trading cards, posers, food and planning curriculum
 - Increasing career information
 - Career farms – meet your farmer
 - Farmer stories – prizes for collecting 10
 - Farmer Halloween costume
 - Food/farmer calendar
 - Farmers are FUN
 - Women and Native are represented
 - Women in combines
- Feedback from Track Attendees
 - Have a dedicated organization to do this
 - Have the organization hire a marketing firm
 - Marketing helps you target specific audiences
 - Look at Department of Ag marketing campaigns

- Must tie into economic values

Topic: Community Financing

Outcomes

- Diverse community investment opportunities across the state
- Place for farmers to figure out what's best for them
- \$50 million in vested

Strategies

- Statewide Summit 2017
 - Get everyone together on how to move forward
 - Land trusts, investors, farmers, ranchers, etc.
 - Goals: Strategies on what works best for farmers, what structures, not just volunteers
 - What's already happening?
 - Look at relative national models
- Feedback from Track Attendees
 - Tap into existing state meetings – could this help get things done sooner?
 - Montana Organic Association, Montana Farmers Union,
 - Could we have a half day or full day pre-meeting around another event?
 - Where does farmland actually exist in the state?
 - Where are the landowners?
 - If you want land transition, you need to find the land.
 - Develop tools that are available to communities – capitalize on remembering community
 - Remember to look outside “typical” food and ag investors
 - Corporate investors
 - How could a Summit tap into sectors that we're not typically working with?
 - Do you have a good understanding of the legal implications?
 - Legal barriers
 - Policy challenges
 - Good to emerge out of this Summit
 - Case study and info around current legislation

Next Steps

- Assessment
 - Money
 - Logistics planning
 - Qualitative research
 - Assessment of financing needs
 - Land grant

- What's the gam

Potential Partners

- Organizations: AERO, CFAC, investors, service providers

Timeline

- Summit funds
- Planning meeting for key interested people in January 2016
- Hold Summit in 2017

Topic: Policy

Outcome

- Create shared values between stakeholders for beginning farmers and ranchers through advocacy, outreach, and education.
 - What does success look like?
 - Full-time, year-round lobbyist
 - Advocacy, outreach, education
 - Political stakeholders and collective action
- Reduce risk to allow farmers to come to Montana
 - Keys to reducing risk: benefits to the individual, community financing, incubators point of entry
- Create shared values
 - Need active voice moving forward
 - Capitalize on pride of Montana
 - Passion needs to be put into an entity, but that will involve addressing “us versus them” mentality that can exist between organizations.
- Advocacy and outreach
 - Collective nucleus
 - Elected or selected, 501c3, MSU leadership, lobbyist
 - Creating shared value business
 - Farmers Union + other organizations + businesses
 - Invite Michael Porter for business model shift
 - Use Montana as a pilot for how to do business
 - Upcoming legislative session
 - Farm Bill
 - Should be coming from larger voices rather than this table
 - Grow Montana, NCAT, groups do have power
 - Potential ideas:
 - 5% tax write off would be enough to allow people to offset cost; local investment payoff better than Wall Street
 - Study bill on the return of keeping Montana money in Montana.

- Apprenticeship bill
 - To reduce risk
 - What incentives would work
 - To host, to start individuals
 - Don't take away from trade schools
 - Don't want to damage already-existing structures

Strategies

- Create representative roundtable through a non-partisan host (MSU/UM) in order to establish common themes/goals that support beginning farmers and ranchers.
 - Potential groups to be involved: MSU, UM, Farmers Union, Farmers Bureau, Stock Growers, animal growers, cattlemen, tribes, ag lenders, small scale organics, extension agencies, USDA, NRCS, Farm Service Agency, MT Department of Ag, industry, NCAT, NPRC, SARE
- Three important steps in next 3-12 months
 - Form representative stakeholder group informally
 - Research existing models in other states
 - Michael Porter
 - Develop goals/objectives of this collective group for beginning farmers and ranchers
 - Policy focus could be:
 - Benefits for beginning farmers and ranchers – study associated costs
 - Incentives
 - Education model that includes apprenticeship training
 - Land use/planning
- Bioregional approach
- State credit for those who sell land/lease land to beginning farmers
 - These need to be bigger
 - Study bill on tax credits
- Listserv of current issues and what's on the table for 2017 Montana Legislature.
- Educate legislators – Ag Caucus, Beginning Farmers and Ranchers Caucus
- Make sure grassroots at all levels is represented

Resources

- Inventory/needs assessment for what currently exists between and within stakeholder groups
- Since we don't know what of organization would be taking this on, how do we get it going?
 - Governor's Task Force on Beginning Farmers and Ranchers
- Create one paragraph statement regarding a shared value business model to garner interest
 - What kind of organizational system could emerge?
 - Needs resiliency and accountability
- Who would lead? Non-partisan facilitator
- Organizations: National Young Farmers Coalition

Timeline

- Potential study bill during 2017 Montana Legislature
 - Impact on local communities, keeping money in state while incentivizing beginning farmers and ranchers.
 - Try to tie it to something that we try to pass in the future.
 - Form stakeholder groups with direction/charge
 - Lobbyist for beginning farmers and ranchers
- Overall
 - We form a group that gives the people in the ground (those who know best) a collective and effective voice at the Montana Legislature.

Topic: Farm Training

Outcome

- Ability to enter a personally and financially rewarding career in farming, after connected scholastic and vocational training = more farming/ranching professions in Montana
 - Help ease the transition
- Define statewide metrics for success in beginning farmer and rancher training and a monitoring/evaluation plan

Strategies

- Define financial success
 - Identifying specific barriers (i.e. don't have healthcare)
 - Inventory and envisioning
- Assessing statewide existing beginning farmer and rancher programs, resources, trainings
 - Identify gaps and possible collaborations
 - Develop matrix based on career state
- Build a formalized training career development program for Montana
 - Build/survey existing programs in/out of the state to develop best practices
 - Collaborate with Department of Ag to formalize program
- Identify baseline data on beginning farmers and ranchers in Montana
 - Survey existing beginning farmers and ranchers to identify challenges for years 1-10
 - Work with Department of Ag staff to identify
- Apprenticeships for all aspects
 - Butchers, mechanics, etc.
- Tough to gather information beginning farmers and ranchers who have not even begun
 - Pair with marketing
- Amendments from Track Attendees
 - Why would you choose to formalize a program?
 - Varieties of tools available for career tracks
 - Not just apprenticeships

- Example: Some people want a four year degree, some want two year, some want night school, some want online classes
 - Not a prescribed method of how to get to the track
- It would need to be training done in a way for it to be seen as legitimate
 - Department of Labor
- Identifying the pipelines of these programs
 - Do people know how to access what exists?
 - Are there programs for those who really want to be a career farmer?
 - Two year institutions can adapt more quickly
- Keep in mind land access

Track 4: Resilience in Agriculture

Track Leader: Maggie Zaback, maggie@northernplains.org, Northern Plains Resource Council

Track Facilitator: Susan Higgins, Center for Large Landscape Conservation

Topic: Sharing Knowledge

Outcome

- All producers and agriculture stakeholders are connected in a knowledge-exchange community focused on building agriculture resilience

Strategies

- Defining resiliency
- Building relationships and trust
- Research and convene innovative gatherings with various local thought leaders, depolarization of climate change
- Framing conversations in person and economic terms
- Creating knowledge and ensuring people have that knowledge—university system and other research groups?
- Finding out community language and forums that are place specific

Next Steps

- Opening NRCS soil health calls to partners and maybe public within a year
- Visit four county fairs or tribal fairs by next summer with rainfall simulators
- Build relationships between non-profit sector and ag research centers, extension, NRCS

Resources

- What we have
 - Extension, MontGuide, social media, extension roundtables, agriculture industry groups, community gatekeepers
- What we need
 - Collaboration between agencies – foster dialogue between them
 - Formal and informal collaboration – e.g. off the record dialogue between producers
 - Clearinghouse on locally-relevant information
 - Relationships with community leaders – trusted source of information for dispersion and connection
- Lead people and organizations
 - Formal: extension, NRCS, tribal governments, Department of Ag
 - Informal: existing forums and conversations – industry group meetings, rancher roundtable, watershed organization meetings, fair, schools

Timeline

- 2026
- MontGuide on resiliency by 2017

- Extension/NRCS collaborate on soil health by 2018/2019

Topic: Farming Practice and Technology

Outcome

- All Montana farms have implemented resilient practices by 2026

Strategies

- Utilize education networks (NRCS, extension, etc.)
- Policies that incentivize more resilient farming practices
 - Diversification, water/soil conservation, local farm networks, etc.
- Apply appropriate techs more widely to inform mgmt.

Next Steps

- Example: Resiliency “MontGuide”
- Farm Bill reform and passage
- Outline some appropriate technologies for different types of farms
- NASS/MASS for establishing baseline for how to change
- Governor and MACD awards program for innovation in resilience/adaptive practices

Resources

- What we have
 - Technology
 - Policies
 - Case studies
 - Adaptive management through monitoring
 - Understanding
 - Education networks
 - Government agencies
 - Local food interest
 - Groups like Grow MT
- What we need
 - To apply existing framework, share, and reform the assets we already have
- Lead organizations or people
 - Universities/extension service/government
 - PARA – precision agriculture research association
 - Other farm groups
 - Farmers

Timeline

- Ongoing – 5 and 10 year benchmarks

Topic: Food Waste

Outcome

- A percentage of food waste in Montana continually decreases over time

Strategies

- Awareness of problem and cost
- Food waste prevention tips at point of purchase
- Waste reduction challenge across organizations
- Local compost options
- Food bank
- Local food/Farm to school programs
- Yard compost programs
- Nutrition programs/universities/colleges/schools/restaurants
- EPA/USDA programs currently existing
- “Community supported compost”

Next Steps

- Need a community lead organization (mayor/university/chamber of commerce/community gardens/NCAT/school nutrition programs/schools generally/federal program information and resources/landfills)
- Need communication strategy
- Incentive program/challenge to get people to engage
- Community goals and measurement with broad participation
- WE NEED TO FIND WAYS TO MOVE THIS FORWARD—SPECIFIC POINT PEOPLE/GROUPS?

Resources

- What we need
 - A way to compost food (local compost/collections)
 - Measurement system for assessing reduction—to show that it is/isn't working
 - Awards program to recognize individual efforts
- Lead organizations or people
 - Any food/nutrition groups and businesses
 - Need local community group to lead

Timeline

- Ongoing

Topic: Policy and Local Investment Group

Outcome

- Support the Farm Bill with strong Nutrition title, Conservation title, and safety net for diversity

- Stable funding from Coal Trust Fund interest entirely, avoid General Fund

Strategies

- Develop a Food Policy Council to plan around Farm Bill that represents diverse Montanans
- Connect with national groups: NSAC
- Connect with Montana delegation—senators, representatives, Senator Tester (get on Ag Committee?), governor
- Develop a white paper on Farm Bill needs—one on policy considerations for Farm Bill, one on resilience
- Get funding from Coal Trust Fund interest entirely and avoid the General Fund
 - Lobby for this at the Montana Legislature

Next Steps

- Grow Montana convene policy council
- Grow Montana reach out to Department of Ag and others for assistance and farm bill specifics
- Develop white papers and send to Governor’s Office and delegation on Farm Bill
- Vince Smith and Wendy Stock at MSU for funding for Food Policy Council
- Talk to Food and Ag Development Centers and GFDA about bill
- Maggie Zaback talk to Zach Brown about ag bills
- Kristal Jones talk to Mary Stein about NIFA funding, SARE, and tracking local food

Resources

- What we have
 - Networks, specific knowledge of the Farm Bill
 - NPRC, One Montana, Extension, Montana Farmers Union, Northern Climate Hub
 - Great programs
- What we need
 - Definitive information on cost/budget scenarios—how will changes to Farm Bill impact budget of various programs?
 - Money for council, white papers
 - Money—Koch funds at MSU for inefficiencies in policies
 - Leadership on funding questions
 - Food Policy Council
 - Funding
 - Study on benefits of these programs on state level
 - Track local ag activity
 - Lead organizations or people
 - Montana Policy Council
 - Western Montana Growers Co-Op, Montana Farmers Union, GFDA
 - Private citizens that use these services

Timeline

- Immediate
- January 1 for the Montana Legislature

Track 5: Marketing Montana Products: Growing Businesses and Distribution

Track Leader: Steph Hystad, shystad@mt.gov, Montana Department of Agriculture

Track Facilitator: Brianna Ewert, Lake County Community Development Corporation

Topic: Coordinated System of Development Centers that are Virtually Accessible and Provide Technical and Financial Assistance

Strategies

- Identify resources and gaps
- Identify potential partners
 - Public and private
- Create business plan for the incubators
- Identify funding model
- Legislation/funding for ag innovation centers
- Create a crowdfunding/micro investing model to fund clients

Resources

- Lead organization
 - Ag innovation network with MSU and Montana Cooperative Development Center
- People involved
 - Kristie McGuire, Quality Food Distributing and Sara Andrews (sara@bumblerootfoods.com).

Topic: More FoodCorps in More Schools

Goal

- Perpetuate and expand cooking and nutrition education in Pre-K-12 schools and support farm to school in cafeteria.

Strategies

- Inventory of what's already being done -- to share case studies (Kay Anne and Mary). Include schools, reservations, and organizations.
- Reach teachers
 - Present at MEAMFT--third week of October. Introduce it there.
 - Outreach education
 - Work through OPI
- Network to connect community volunteers with teachers
 - Regional chapters of: Chefs, farmers, school lunch program, distributors
 - Use distributors to communicate: USF (Seth) and FSA (Kay Ann) and recruit volunteers
 - FoodCorps help share this network with local ag teachers, FFA, FCS teachers.

Next Steps

- In the next 3-12 months
 - Start by building a chapter in Flathead Valley and (Havre?) to test model.
 - After one year, share with MEA/MFT and Farm to School and then encourage other chapters to start. Present these case studies.
 - Work to create more chapters across state
 - Mary to create “community guide” for Flathead with Seth’s support

Resources

- Who needs to be at the table to help: Patti Armbrister

Topic: Local Montana Food and Agriculture Industry Directory

Goal

- By 2026, have an interactive web and hard copy directory, to collaborate, network, share stories and grow
 - Sub-initiative: Organize biannual event (and more frequent regional events) for local food networking and community building

Next Steps

- Create committee drawing on existing state, nonprofit and for-profit entities (those with existing info and directory resources) by about Jan. 15, 2017
- Identify support and funding sources (e.g. labor such as student interns, grants, co-op partnerships) by about June 2017
- Launch website w/ searchability and interactive map by early 2018

Topic: Cooperatives

Goal

- Develop an agricultural cooperative(s) that can best serve growers, brand owners, distributors, retail outlets and others in defined regions of Montana
 - Identify marketing, processing, fulfillment, distribution needs across Montana
 - Create the links/networks to serve potential owner-members and explore best methods

Strategies

- Identify potential member-owners in each class (use ag marketing, statute definition for producers)
 - Coop association statute for store purchasing co-op
- Collect/share examples from elsewhere (state, fed)

Resources

- What we have
 - Food Industry Directory
 - Two funded co-op development Centers (statewide and Lake County Mission Mountain)
 - Big Sky planning grants to fund feasibility study
 - Food and Ag Development Center Network
 - Back to Basics Summit 2 -- Feb 28-Mar 1 (Initial meeting)
- Who would be involved
 - Jan/Brianna w/ Summit organizers
 - Amy-looking at other models - what is advantageous to producers? Their CSA
 - Mariann/Amy-
- Potential Organizational Partners
 - MSU Extension
 - FoodCorps members
 - NCAT-Andy
 - Alberta, CN (ACCA)
- Possible Needs of Co-op Members and Owners
 - Producers:
 - Direct marketing fulfillment
 - Value added assistance
 - Bulk purchasing
 - Processing services/distribution
 - Brand Owners:
 - Branding, package design
 - Professional marketer
 - Coordinated marketing, trade shows
 - Distributors:
 - Cross-docking hubs
 - Cold/Dry storage
 - Networked food hubs



ATTACHMENT B

Summary of Summit Evaluation

1. Please rate the following questions as they apply to the Governor's Local Food and Agriculture Summit:

On a scale of 0-5; where 5 = Outstanding, 4 = Exceeded my Expectations, 3 = Met my Expectations, 2 = Needs Improvement, 1 = Unsatisfactory

- a. Hospitality: registration, conference center, and food: Ave. 4.3
- b. Keynote speakers: Ave. 4.3
- c. Track Sessions and Discussions: Ave. 4.2
- d. Facilitators: Ave. 4.4

2. Compared to my knowledge before the conference:

- I have a better understanding of local food and agriculture issues in Montana.

Yes	93%
No	5%
Unsure	2%

- I became aware of new resources and partners that are available to develop/expand/create new local food markets.

Yes	95%
No	2%
Unsure	2%

- I now have a better understanding of policies that impact access to local foods for schools, institutions, and communities.

Yes	76%
No	10%
Unsure	14%

- **I have a better understanding of the issues related to processing, distribution and marketing of local foods in MT.**

Yes **79%**
No **7%**
Unsure **14%**

- **I improved my knowledge about all the different organizations and groups in MT working on these issues.**

Yes **91%**
No **5%**
Unsure **5%**

3. Should a summit like this be held more often?

Every 2 Years? **43%**
Every 3 Years? **40%**
Every 5 Years? **17%**

4. How did you hear about the Montana Governor's Local Food and Agriculture Summit?

Word of mouth- **33%** Email- **33%** Grow MT **9%** Sponsor **9%**
Organizational newsletters **5%** Listserv **5%** other **6%**

5. Do you wish to continue receiving information about the Action Plans developed at the Summit as they move forward to help develop strong local food systems in Montana?

Yes **95%**
No **2%**
Unsure **2%**

6. Are you interested in engaging with others in Montana to implement the Action Plans developed at the summit?

Yes **86%**
No **5%**
Unsure **9%**

**7. In what capacity did you attend the summit?
(Please mark all that apply to you)**

Farmer/Rancher 12%
Local food Business 17%
Nonprofit 29%
State Government 10%
Federal Government 2%
School, University, Hospital Food Service 15%
Academic Professional 15%
Student 2%

8. What topics related to local food and agriculture did we miss that you wish would have been covered at the summit?

Future Topics

- Food waste, public awareness about future food production scenario
- Need a bigger focus on local produce - it is very difficult to find good quality (especially organic) fruits and vegetables grown locally.
- Perhaps a more in depth analysis of the business factors relating to local food supply networks, and the fact that there are 3 different chains at play here; Local vegetable supply and food chains (perhaps the most solvable) Small seed supply chains for bread.
- Food deserts
- Affordability of local product needs to be more of a focus
- Food waste (offered by 3 participants)
- Role of community gardens and home gardens in local food
- Native voices were missing in the conversations.
- Perhaps some more discussion on growth planning and food systems. This was touched on in a few of the break out groups but could be a track on its own. I fully realize it is a problem only being experienced in some communities in Montana - but in those communities it is an important discussion and very urgent.
- More focus on production practices.
- We covered a lot of topics, just never enough time in a day.
- Success stories on the reservations throughout Montana. Looking at other Ag related projects that involve employment on reservations
- Seed saving
- None - the topic and track discussion I attended perfectly aligned with the work I do.
- I missed some of the keynote speakers but didn't see a lot about food for low income folks

9. Other Comments

- Lunch on Saturday was very disappointing - yes, it was a "grab and go" but there was way too much waste (especially plastic waste) and the food was not at all healthy. Soda was the only bottled beverage choice, the "baby carrots" are not on my grocery list and the sandwich tasted like something out of a vending machine. The rest of the meals were very good!
- The first speakers who kicked off the conference on Friday morning were not the greatest. They were both out of touch with the goal of the summit--which was to work on LOCAL food and ag issues--and made useless points, particularly by parroting the rhetoric about "feeding the world" that I suspect most participants at the summit know is not the issue in global food security. They lauded the very top-down approaches that we at the Summit were working as food citizens to attempting to work against. I found them to be incredibly frustrating. Besides that I thought the tracks and Kirschmann Schumann and the other keynote speakers were great.
- Pasta etc - a major part of MT agriculture. Beef and livestock industry - 70-80% est leaving state for finishing and coming back as processed meat. Why beef for instance is more expensive when produced and distributed locally than shipped back as processed meat from feed lots in Texas, Kansas and Nebraska? MT population size v geographical size make logistics expensive? + high state business taxes ? + high unfair dismissal claims ? Why and how food supply and distribution chains such as Walmart are so efficient? I found Michael Shuman's talk very interesting too when discussing trying to help ourselves without a grant dependency culture.
- My answer to 'how often should this summit be held' would really be dependent on some of the other related conferences and annual meetings that occur at this time of year. There is some overlap albeit maybe not enough to completely merge a conference or two.
- This should happen more frequently! It felt like we didn't have enough time to cover everything in such a short amount of time to do it every 10 years. Thanks for all your hard work in organizing this summit!
- The track sessions were packed full with lots to accomplish, which was done pretty effectively. I think more time as a collective whole, to discuss and hone in on what the priorities are should be a "deliverable" in the future before leaving the conference and to leave with spelled out action plans with assigned individuals working on them and a timeline for what will happen when. Many groups touched on what "should" happen, but at least in my group, we didn't actually make a plan for the future. Maybe that means the individual tracks and work groups function like they did, but then after bringing it to the whole group, the priorities are decided on and individuals who will work on them signed up, then they are given more time to make their plan before leaving. I know the notes are still forthcoming and will probably have some good direction outlined, but I feel like we had great discussions and developed great ideas, but many of them haven't been discussed or acted upon since. I would hate to lose the great momentum built at the conference. Harnessing the momentum before we all get back to our crazy lives might be a good strategy in the future. Thanks for all the great work organizing the event! Looking forward to participating in the progress.
- Thanks NCAT! Your hard work paid off for all of us. Feeling very grateful for you.

- More inclusion of livestock.
- The guest speaker for our track was not very good and her presentation was difficult to follow, which it made it challenging for our facilitator to get the discussion rolling. I thought our facilitator made a nice recovery.
- In the Resilience in Agriculture track I feel like we didn't have the right people in the room. Specifically there was a lack of farmers! The majority of folks in the track really had no connection to actual production so I'm worried that the action plan has very little grounding in reality. I think the best way to get buy-in from these groups is to bring the topic to producer meetings such as Farm Bureau, Grain Growers, Stockmen, etc. The reality is that 80% of MT crops are exported so most large-scale producers give very little thought to local foods. Yet these are the people that manage the majority of private land in the state. So if these people are not at the decision table I'm not sure you have much impact with regards to building resiliency in ag. I'd say you need to make sure more stakeholders attend this track or scrap the track in favor of a different topic.
- For a local food summit there was not enough local food. Also dislike staying in tracks the whole time because it made it difficult to meet other people and get the most out of the event. I don't like the working conference mode
- Great conference
- Incredibly interesting and valuable summit. However, please consider the amount of time attendees are asked to spend at the summit. The Friday programming was more than 12 hours, which can be detrimental to group productivity.
- Great job and would have liked greater representation across all sectors - more producers; members of the Native American communities.
- Very inspiring summit. I left with a full basket. Now I just need a game plan!!!
- Chef Anne was inspirational. Great speaker! I would have liked to have left with a better feeling that we gave the governor a mandate.
- My facilitators, Brianna and Neva were awesome and both did a really excellent job.