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January 2019 Colorado Proud Newsletter

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Colorado Proud News & Events

Colorado Proud Recipe of the Month

Workshops Help Businesses Get Started and Grow. A variety of food companies call Colorado home, and the state continues to be an incubator for food entrepreneurs. The Colorado Department of Agriculture is organizing two workshops to help food and agricultural businesses get started and grow.

Taking the Leap into Retail and Beyond

January 29, 2019

8am-4pm

Colorado Department of Agriculture
305 Interlocken Parkway
Broomfield, CO 80021

This one-day workshop is perfect for businesses and producers looking to take their products and commodities to retail and beyond in the food and agriculture industry. The agenda includes topics such as sales analysis and research, marketing and positioning strategies, logistics and transportation efficiencies, buyer meetings and brokerage, and package design and artwork.

Colorado Food and Agriculture Entrepreneurs

February 13, 2019

8am-4pm

CoBank Center for Agricultural Education
4492 East County Road 56
Fort Collins, CO 80524

Calendar

January 9 [Produce Safety Rule Training](#), Grand Junction
January 10 [Food Safety Plan Development Workshop](#), Grand Junction
January 11-12 [International Livestock Forum](#), Fort Collins
January 12-27 [National Western Stock Show](#), Denver
January 14-17 [VinCo/Western Colorado Horticultural Society Conference](#), Grand Junction
January 18-20 [UCCS Grain School](#), Colorado Springs
January 25-26 [Western Colorado Food & Farm Forum](#), Montrose
January 29 [Taking the Leap and Growing Your Brand in Retail and Beyond Workshop](#), Broomfield
January 29-31 [Colorado Farm Show](#), Greeley
January 31 [Produce Safety Rule Training](#), Greeley
February 5-7 [Southern Rocky Mountain Agricultural Conference & Trade Fair](#), Monte Vista
February 13 [Colorado Food and Agriculture Entrepreneur Workshop](#), Fort Collins
February 15 [Produce Safety Rule Training](#), El Jebel
February 15-16 [New Mexico Organic Farming Conference](#), Albuquerque
February 19-21 [PCQI Training](#), Location TBD
February 25-26 [Colorado Fruit & Vegetable Growers Association Conference](#), Denver
February 27 [Governor's Forum on Colorado Agriculture](#), Denver
February 27-28 [High Plains Organic Conference](#), Cheyenne, WY
February 28-March 3 [Colorado Agritourism Association Conference](#), Colorado Springs
March 1-3 [Rocky Mountain Horse Expo](#), Denver
March 12 [Eat Colorado Food Show](#), Denver
March 15 [Produce Safety Rule Training](#), Colorado Springs
March 14-16 [Four States Ag Expo](#), Cortez
June 12-13 [Rocky Mountain Food Safety Conference](#), Arvada
September 7 [San Luis Valley Potato Festival](#), Monte Vista

This one-day workshop is designed for start-up businesses and producers considering a path into the food and agriculture industry. This workshop is organized to be fast-paced and packed with vital information needed to begin a food or agricultural business. The agenda includes topics such as resources for start-up businesses, business organization and finances, building a brand, working with retailers, labeling and beginning production factors.

Registration is \$55 per person per workshop. Registration includes the program, workshop materials, a light breakfast and lunch. Online pre-registration is required for each event, and processing fees for electronic checks and credit card orders apply. Seating is limited and space is expected to fill fast. For complete agendas, more information and to register, visit www.coloradoproud.org or contact Danielle Trotta at (303) 869-9176. The workshops are sponsored by the Colorado Department of Agriculture, Valley Packing and Catering and Colorado State University Agriculture Resource and Economics Department.

Tell Your Story. I'd like to keep a file of potential story ideas to promote Colorado Proud companies. [Click here](#) to download and complete a short form. Please e-mail the completed form, along with any photos or videos, to Wendy.White@state.co.us. I'll also use this information to share with buyers when they contact us.

What's New? If you have news to share in the newsletter and on the [Colorado Proud Facebook page](#), contact [Wendy](#) at (303) 869-9174.

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[Grants & Funding](#)

Looking for Grants? Visit www.grants.gov.

Know Your Farmer. Know Your Food. Visit www.usda.gov/knowyourfarmer for information about grants and loans.

Colorado Specialty Crops Grants Application Open. Colorado's specialty crop producers can benefit from the Specialty Crops Block Grant Program (SCBGP), funded by the U.S. Department of Agriculture (USDA) and administered by the Colorado Department of Agriculture (CDA). CDA is currently accepting applications for the grant program. USDA partners with state departments of agriculture to enhance the competitiveness of specialty crop producers in areas such as marketing, promotion, education, research, trade and nutrition. Specialty crops are defined as fruits and vegetables, dried fruits, and nursery crops including floriculture and sod. CDA anticipates that approximately \$550,000 will be available for this year's grant program, with approved projects starting early in 2020. Producer groups, organizations, and associations, as well as state and local organizations, academia and other specialty crops stakeholders are eligible to apply either as single entities or in combined efforts. SCBGP will not award grant funds for projects that solely benefit a particular commercial product or provide a profit to a single organization, institution, or individual. The initial phase of grant selection will involve shorter, concept proposals. Concept proposals must be received electronically by close of business (5:00 p.m.) on February 1, 2019. For program guidelines and an application, visit www.colorado.gov/ag/specialtycropgrant or call (303) 869-9173.

Funds Available for Audit Costs. The Colorado Department of Agriculture (CDA) Fruit and Vegetable Section announces a pilot program to assist Colorado fruit and vegetable producers in obtaining USDA Good Agricultural Practices (GAP) and Good Handling Practices (GHP) audits. The cost-share incentive program is designed to encourage producers to undertake verification audits for the first time and help producers already participating in the program to continue. Most retailers, food service operators, and even some schools and farmers' markets require some form of third party verification of food safety practices. The GAP and GHP voluntary audits verify an operation's efforts to minimize the risk of contamination of fresh fruits, vegetables, and nuts by microbial pathogens. The administrative cost to producers for these verification audits has recently increased. Farmers who are new to the audit program can be reimbursed for half the cost of the entire audit, up to \$500 per audit. Farmers who are renewing their audits are eligible for reimbursement of one half of the new USDA administrative fee. Producers must submit an application for reimbursement. The application is available at www.coloradoagriculture.com or producers can request one by calling (719) 852-4749 or emailing brian.pauley@state.co.us. This form must be submitted to the Fruit and Vegetable Section office, with a copy of the audit certificate, the invoice(s) showing the cost of the audit, proof of payment and a completed W-9. Applications will be reimbursed in order in which they are received, as long as funds remain available. Audits must have been conducted on or after October 1, 2018. Audits eligible for reimbursement include: Basic GAP/GHP, Produce GAP Harmonized, and Harmonized GAP Plus+. This cost-share program is made possible by a Specialty Crops Block Grant from USDA, obtained by the Colorado Department of Agriculture.

FSA Farm Storage Facility Loan (FSFL) Program. The USDA Farm Service Agency (FSA) FSFL program provides low-interest financing to producers to build or upgrade storage facilities and to purchase portable (new or used) structures, equipment and storage and handling trucks. The loans are designed to assist a diverse range of farming operations, including small and mid-sized businesses, new farmers, operations supplying local food and farmers' markets, non-traditional farm products, and underserved populations. Loans up to \$50,000 can be secured by a promissory note/security agreement, and loans between \$50,000 and \$100,000 may require additional security. Loans exceeding \$100,000 require additional security. Producers do not need to demonstrate the lack of commercial credit availability to apply. Please see the extensive list of eligible commodities on this [factsheet](#). For more information, [click here](#). To contact your local FSA county office, find your local office [here](#).

USDA Funding for Underserved Groups and Beginning Farmers. The USDA Farm Service Agency (FSA) offers targeted farm ownership and farm operating loans to assist underserved applicants as well as small, beginning, niche and non-traditional farmers and ranchers. This direct and guaranteed loan program offers two types of loans: 1) Farm ownership loans and 2) Farm operating loans. Through the direct loan program, FSA also offers [Microloans](#) for ownership and operating finance needs focusing on small, beginner farmer, niche and non-traditional farm operations. To qualify as a beginning producer, the individual or entity must meet the eligibility requirements outlined for direct or guaranteed loans, including that the individuals and all entity members must have operated a farm for less than 10 years. For more information, [click here](#).

Organic Cost Share Program. The USDA Organic Cost Share Program is being operated by the USDA Farm Service Agency. Please visit <https://www.fsa.usda.gov/programs-and-services/occsp/index> for more information.

USDA Rural Development Programs. The vision of USDA Rural Development is "a rural America that is a healthy, safe and prosperous place to live and work" and its mission is "to increase economic opportunity and improve the quality of life for all rural Americans." Rural Development helps communities meet their basic needs by building water and waste water systems, financing decent, affordable housing, supporting electric power and rural businesses, including cooperatives and supporting community development with information and technical assistance. Colorado Rural Development made grants, loans, and loan guarantees for over \$645 million in Fiscal Year 2015 for community facilities, rural businesses, renewable energy, housing, and value added agriculture. For information regarding USDA Rural Development's grant and loan programs, visit <http://www.rd.usda.gov/co>.

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[Trade Shows, Events & Festivals](#)

Colorado Fruit & Vegetable Growers Association Annual Conference. The Colorado Fruit & Vegetable Growers Association (CFVGA) will hold its fifth annual conference February 25-26, 2019, at the Renaissance Denver Stapleton Hotel. It will feature a two-day format and the Produce Innovation Business Pitch introduced in 2018. Added to the line-up for 2019 are deep dives, which are educational sessions formatted for day one of the conference to allow participants to choose a topic and spend more than an hour learning about it. Planned deep dive topics include food safety, succession planning and scaling up for beginning and small farmers. More information on the CFVGA conference, including a link to register at <https://cfvga.org>.

Interested in Exporting? The Colorado Department of Agriculture's International Marketing Specialists can help you identify new market opportunities around the globe. They are also involved with several trade shows throughout the year. Visit <https://www.colorado.gov/pacific/agmarkets/export-assistance> for more information.

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Dairy Corner

Did you know over 900,000 direct jobs and more than 2 million total jobs are created by the dairy industry? [Click here](#) to learn more about how dairy farmers help local economies!

Other News and Opportunities

National Small Business Week Awards. Are you a small business owner with an amazing success story to tell? If so, submit your nomination today for the 2019 National Small Business Week Awards. All nominations must be mailed or hand delivered to the nearest SBA Office no later than 3:00 p.m. ET on January 9, 2019. Visit <https://www.sba.gov/national-small-business-week/national-small-business-week-awards> for more information.

Sales Tax Rule Change. Effective December 1, 2018, the Colorado Department of Revenue will [adopt new sales tax rules](#). This will impact food businesses in county and city jurisdictions where food product sales are taxed (these sales are exempt from state sales tax). The new rules state that sales tax must be collected and remitted based on the jurisdiction's tax rate at the point of delivery for the taxable good when taxable goods are delivered to a Colorado address outside the retailer's jurisdiction. This includes any applicable state-administered local and special district taxes. For example, if a retailer delivers taxable goods to a customer's address, sales tax must now be collected at the rate effective for the customer's address, not the taxes that are in common between the customer's address and the seller's location. For a complete list of location/jurisdiction codes for sales tax filing go [here](#). The Department of Revenue will also be offering several [webinars](#) so you know how this new rule will affect your business.

Love Colorado Potatoes? Sign up for The Perfect Potato newsletter at <https://www.coloradopotato.org/> (scroll down to the bottom of the page).

Free Business Consulting Support. The [Department of Agricultural and Resource Economics](#) at Colorado State University has several classes in which students work directly with food and agricultural businesses to provide in-depth analysis of the business' marketing, financial, and strategic position. Students undertake a feasibility study to assess one or more potential opportunities for the business to improve its performance, including finding new markets, reducing costs, or undertaking new investments. If you are interested in working with a student group, please visit the website and fill out a brief intake form: <http://foodsystems.colostate.edu/food-and-ag-consulting/>. Please note that for the completion of the project the team will need to have access to some financial data and marketing information about your company. All the data received will be treated confidentially ([click here to see an example Memorandum of Understanding](#)). The instructor and the teaching assistant for the class will see part of the information as it is pertinent to assignments and the project report. The students will present some of their findings to the rest of the class – however any sensitive information can be omitted from the presentations, if preferred by the owner/contact.

Free pH Testing for Cottage Foods Producers. Free equilibrium pH testing of pickled fruits and vegetables is now available to Colorado Cottage Food Producers through the Laboratory Services Division at the Colorado Department of Public Health and Environment. Samples can be dropped off or shipped to the lab or left at one of the free courier pick up locations. This free service offers producers the ability to validate their standardized, personal, or family recipe(s) for pickled fruits and vegetables and verify a finished equilibrium pH of 4.6 or below. A producer may submit up to five different products for free equilibrium pH testing. Results will be mailed directly to them and will confirm if their recipe is just right or prompt them to make adjustments to assure the safety of their product for their customers. Samples will be collected and processed on a first come first serve basis. Funding is limited so take advantage of this free opportunity while it lasts. Visit <https://www.colorado.gov/pacific/cdphe/cottage-foods-act> for more information and appropriate forms.

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Workshops, Seminars and Training

Produce Safety Rule Grower Training. The Colorado Fruit and Vegetable Growers Association, Rocky Mountain Farmers Union and Colorado Department of Agriculture will be hosting several FSMA Produce Safety Rule trainings in 2019. The course provides a foundation on FSMA Produce Safety Rule requirements, Good Agricultural Practices (GAPs) and co-management information, and details on how to develop a farm food safety plan. Individuals are expected to gain a basic understanding of:

- Requirements in the FSMA Produce Safety Rule and how to meet them;
- Microorganisms relevant to produce safety and where they may be found on the farm;
- How to identify microbial risks, practices that reduce risks, and how to begin implementing produce safety practices on the farm;
- Parts of a farm food safety plan and how to begin writing one.

The registration fee is \$50 which includes a light breakfast, lunch, PSA materials, and a certificate of completion as required under FSMA. Note that attendees must be present for the entire course to receive a certificate. See calendar for days and locations. Questions? Contact Martha Sullins at Martha.Sullins@colostate.edu or (970) 491-3330.

Succession Planning Workshops. Colorado State University Extension, Rocky Mountain Farmers Union, Colorado Fruit and Vegetable Growers Association and other partners are offering succession planning workshops across the state. Registration is \$25. Visit <http://files.constantcontact.com/3b4cbbaf301/4067108c-9806-478d-ab65-0fc220ea6932.pdf> for location and registration information.

Food Safety Training for Cottage Food Vendors. This 4-hour training provides a 3-year certification and meets the food safety training requirement for Colorado Cottage Foods Act. Learn the specifics for operating a food business from a home kitchen. Review the law, permissible foods and ingredient labeling requirements. We will cover basics of food safety-including proper hygiene; preventing cross contamination and cross contact of food allergens; temperature control for safe food preparation, storage, transporting produce and sales. Resources for food preparation at altitude and for going further with your business will be shared. For workshop days and locations and more information visit <http://csu-ext-food-preservation.eventbrite.com> or contact Anne Zander at (303) 678-6238 or azander@bouldercounty.org.

Food Preservation Classes. CSU Extension offers a variety of food preservation classes, in addition to their Cottage Foods Safety training. Visit <http://www.eventbrite.com/o/csu-extension-food-preservation-6622808397> for information, including dates and locations.

Developing a Safe Food Business Certificate. Planning to start a cottage food business in your home kitchen, rent a commercial kitchen to produce your product, or begin a small-scale food manufacturing facility? It's an exciting time to be a food entrepreneur, but there are also many regulations and requirements to navigate. Even if you're thinking something more local, such as selling homemade foods at a farmers' market or maybe a holiday fair, this safe food handling certificate is a must for you! CSU's online curriculum covers two topics a week for eight weeks, and you will learn about many of the necessary food safety practices and regulations needed to start your food company. [Click here](#) for more information.

Better Process Control School Available Online. The University of Tennessee Institute of Agriculture offers the Better Process Control School course online and in person. Federal requirements state that operators of retorts, processing systems, aseptic processing and packaging systems, and container closure inspectors be under the operating supervision of someone who has successfully completed a course of instruction in these matters. Better Process Control School (BPCS) is a course that has been approved by the Food and Drug Administration as well as the United States Department of Agriculture for processors of acidified and low acid canned foods. This course is offered online as well as a 2-day workshop (acidified only) or a 3 1/2-day workshop for the entire course. Contact Connie Bowman at cbowma14@utk.edu or (865) 974-7331 for more information or visit <http://foodscience.tennessee.edu/betterprocesscontrolschool/>.

Food Handlers Training Offered. The Colorado Department of Public Health and Environment is offering an online training for food handlers. By taking this training, food handlers will learn the basics of safe food handling in the workplace as they are presented with activities that will allow them to respond to scenarios they may encountered in the workplace. The fee is \$10.00 and the training can be accessed at <http://www.statefoodsafety.com>.

Workshop Resources. There are a variety of local organizations that host business workshops. Be sure to visit the following sites for great information and event calendars.

Arvada Economic Development Association (AEDA): www.arvadaeconomicdevelopment.org

Aurora Business Development Center: www.aurorasbdc.com

Colorado Small Business Administration: <http://www.sba.gov/about-offices-content/2/3104>

Colorado Small Business Development Center Networks: www.coloradosbdc.org

Denver Metro Small Business Development Center: www.denversbdc.org

Rocky Mountain MicroFinance Institute: www.rmmfi.org

SCORE: www.score.org

The Food Processing Center-University of Nebraska, Lincoln, http://fpc.unl.edu/professional_development

New Mexico State University Better Process Control School, <http://aces.nmsu.edu/ces/foodtech/better-process-control-s.html>

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Manufactured Food Program

Manufactured Food Program Newsletter. The Colorado Department of Public Health & Environment has a quarterly newsletter for the Manufactured Food Program, with helpful information to foster understanding and collaboration between the program staff and the community they serve. If you would like to receive this quarterly newsletter, contact Jon Strauss at jon.strauss@state.co.us.

Useful Links:

Program Information

[Manufactured Food Program Facts](#)

Regulations

[Wholesale and Manufactured Food Regulations](#)

External Resources

[Food Defense Plan Builder](#)

[Food Recall Plan Guidance](#)

[Food Safety Modernization Act](#)

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Agritourism Update


CSU's New Graduate Certificate in Agritourism Management. Whether you are an experienced farming professional, burgeoning agritourism entrepreneur, or in an industry support role, Colorado State University's Online Graduate Certificate in Agritourism Management has experience that runs deep and is positioned to provide students with the skills and knowledge they need to succeed in the agritourism industry. This certificate was developed as part of CSU's recent grant, partnering with the University of Northern Colorado, UC-Davis and the USDA Economic Research Service. This is the first program of its kind in the U.S. that integrates research, work with producers and Colorado's own success stories. Certificate details at: <https://warnercnr.colostate.edu/hdnr/agritourism/>.

Looking to Build Up Tourism in Your Community? Apply to bring a CRAFT Workshop, hosted by the Colorado Tourism Office, to your community. These 1-1.5 day workshops offer intense training and hands-on working sessions so that community members come away with a thorough strategy for taking a specific tourism segment to the next level. Workshops are now available for Culinary & Agritourism, Cycling Tourism, Heritage & Cultural Tourism, Outdoor Adventure Tourism, and Sustainable Tourism. More details, including information on the application, can be found here at https://industry.colorado.com/sites/default/files/CRAFT%20Workshop%20Guidelines_7.31.18.pdf. Apply by April 1, 2019.

CRAFT Studio 101 Applications Accepted. CRAFT Studio 101 provides broad, comprehensive tourism education and training for rural communities or regions on how to build tourism into an economic development strategy. Duration of Program: 12 weeks, with six in-person community training days and work in between modules. Recommended for: Groups of partners within a community or region in the early stages of exploring tourism development; 2 local champions to be the point of contact for CTO. The application deadline is January 11, 2019. The timeline for program implementation in selected communities is March to May 2019. [Full Program Guidelines and Requirements can be found here.](#) CRAFT was founded in 2018 by the Colorado Tourism Office to offer training and support for rural economic development through creation and branding of new or enhanced traveler experiences.

Colorado Tourism Office Field Guide Itineraries. With the change of seasons upon us, Colorado Come to Life invites partners from all over the state to provide fall-focused itineraries for the [Colorado Field Guide](#), a collection of ready-made itineraries for Colorado adventures. The guide is seeing amazing traffic on Colorado.com, and these seasonal itineraries are a great way to get travelers (resident and visiting) to explore lesser-traveled destinations or destinations that get less tourism in the off-seasons. This is a fun opportunity to create a food systems-based itinerary for Colorado travelers! To learn more about itinerary requirements or to submit an itinerary, please [click here](#).

Colorado Agritourism Association. The Colorado Agritourism Association is a member-based organization designed to develop agritourism operations in Colorado. Learn more at www.coloradoagritourism.org.



Agritourism Safety. Agritourism is seen more often today than ever before. Types of agritourism operations vary: corn mazes, pumpkin patches, pick-your-own operations, dude ranches, and more. As agritourism continues to grow in popularity, implementing safety strategies to help maximize fun and minimize liability is increasingly important. This [website](#) provides tools and resources that can assist and educate.

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Farm to School Update

The [State Farm to School Networks Toolkit](#) offers key strategies and approaches for developing and sustaining state farm to school networks. It includes a primer on general network models, a deep dive into state farm to school network best practices, case studies highlighting successful tools and tactics, and analysis of challenges for and the future of state farm to school networks.

Farm to School Webinars. Visit <http://www.fns.usda.gov/farmentoschool/videos-and-webinars> for free webinars from the USDA.

National Farm to School e-mail alerts list. Want to hear right away about important FTS events, funding opportunities, and more? [Join their mailing list](#) today!

USDA Farm to School newsletter has a wealth of timely information you don't want to miss. Sign up for the [Farm to School E-letter](#) today.

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Classifieds

If you have information you would like to include in the "Classifieds," please send a short paragraph to Wendy at Wendy.White@state.co.us by the 25th of the month for inclusion in the newsletter. Ads will be removed after two months.

Service Guide. Looking for label printers or a graphic designer? How about a web development company or food consultant? Be sure to visit the [Colorado Proud Service Guide](#) for a helpful list of contacts.

Looking for Kitchen Space or a Co-Packer? Visit the [Colorado Co-Pack Directory](#) online.

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*Not all events are sponsored by Colorado Proud, and inclusion in the newsletter does not constitute an endorsement by the Colorado Department of Agriculture.