

Subscribe to our weekly California email newsletter at [CapitalPress.com/newsletters](http://CapitalPress.com/newsletters)

# California

## UC workshop to teach small-scale farmers about value-added products

By **TIM HEARDEN**  
Capital Press

PACIFIC GROVE, Calif. — An upcoming workshop will teach small-scale farmers how to make the most of turning their fresh produce into such value-added products as infused olive oil, baked goods, jams and specialty sauces.

The University of California Cooperative Extension-sponsored workshop on Jan. 25 will provide small-scale growers guidelines for increasing their profits with value-added foods.

Speakers will also give an update on the Food Safety Modernization Act and other laws that govern value-added products and give an introduction to the roles of retailers, distributors and brokers, according to a news release.

"It's just an opportunity for farmers to add value to their business," said Sherman Hardesty, who leads the UC's Small Farms Program. "If there are ways to increase their profitability or use product that wouldn't have been sold otherwise, it's a win-win."

"There's a lot of consumer interest in processed local foods as well as fresh produce and meats," she said.

The 8:30 a.m. to 4:30 p.m. workshop will be a lead-in to the 37th annual EcoFarm Conference Jan. 25-28 at the Asilomar Conference Grounds in Pacific Grove.

Organizers say nearly 2,000 people attend the con-



Karen Kelly, left, an alpaca breeder from Redding, Calif., shows a map of her operation to Nancy Shelton of Weed, Calif., before a University of California-sponsored class on agritourism last year in Redding. The UC is offering a workshop to teach small-scale growers how to produce and market value-added products.

ference, whose theme this year is "Cultivating Diversity." The UC workshop is open to conference-goers and other members of the public.

At the workshop, producers will describe their challenges and successes in making organic, value-added products. They are Magali Brecke, who cooks and jars batches of organic bone broth; Kathryn Lukas, who uses ancient fermentation traditions in making fresh organic kraut; and Jenna Miller, who runs a processing and

catering kitchen from an organic farm, according to the release.

The workshop will also feature representatives from Preserve Farm Kitchens, a specialty-foods producer; New Leaf Community Markets, which sell natural foods; and the UC-Davis food science and technology department.

Registration is \$75 and includes an organic lunch. Hardesty requests registrations be made by Jan. 18. Visit <http://eco-farm.org/conference/2017/register-now>.



Becky Bianchi of Bianchi Orchards in Los Molinos, Calif., talks about her family's roadside stand during an agritourism workshop in Redding, Calif., last year.



Tim Hearden/Capital Press File photo. A picker works at Maywood Farms in Corning, Calif., in this 2015 photo. The University of California Cooperative Extension is offering workshops to provide tips on labor management.

## UC workshops to offer tips on managing tight labor force

TEMECULA, Calif. — A pair of University of California Cooperative Extension-sponsored workshops next month will give growers and farm managers tips on efficiently managing a tight labor force.

The workshops Feb. 1-2 will help farmers face uncertainty in labor markets by providing up-to-date information and strategies for managing people and dealing with legal and regulatory issues, organizer Ramiro Lobo said in a news release.

The all-day workshops will be at Wilson Creek Winery and Vineyards, 35960 Rancho California Road., Temecula.

The first event Feb. 1, titled "Challenges and Strategies in Agricultural Labor Management," will review labor issues in Southern California and cover basic strategies for

legal and effective hiring and organization and effective management of worker injuries.

The other workshop, which will be on Feb. 2, will be offered in Spanish and is titled "Management and Supervision of Personnel for Agricultural Operations."

The program, intended for farm owners and managers and first-line supervisors, will cover effective supervision and management in times of labor shortage.

The Feb. 1 workshop is \$80 per person before Jan. 20 and \$100 after or at the door, if space allows; the Feb. 2 workshop is \$60 before Jan. 20 and \$80 after, if space allows.

For both, registration is \$120 before Jan. 20 and \$140 after or at the door, if space allows.

## Cattlemen meet new legislators, plan bills for 2017 session

By **TIM HEARDEN**  
Capital Press

SACRAMENTO — As a new legislative session gets underway, California's leading ranchers' group is meeting new lawmakers and discussing bills to sponsor in 2017.

A big part of the California Cattlemen's Association's agenda will be trying to "make some necessary changes" to laws that were passed last year, said Justin Oldfield, the organization's vice president of government relations.

"Last year was a pretty tough year," Oldfield said, referring to new agricultural overtime and minimum wage laws that were opposed by farm groups. "We're going into a new legislative session with some new members. We need to be getting off on the right foot in terms of building relationships and working to ensure that these new members understand who we are and what our priorities are."

Oldfield said the CCA is working on "at least one" bill to sponsor and will likely begin rolling out proposals later this month.

He would not elaborate on what the proposals might be, but one likely target for farm groups is language in the bill last year by Assemblywoman Lorena Gonzalez, D-San Diego. It will phase in overtime for farmworkers after eight hours in a day and 40 hours in a week rather than the 10-hour day and 60-hour week that previously applied to agriculture.

The law eliminated an exemption on overtime after 8 hours in a day for managers and family members, which exists in every other industry. Exemptions also applied to specific jobs in agriculture, such as an irrigator, which is "a big one" for producers, Oldfield said.

"When you have an irrigator out there watching water for a 14-hour period, maybe only half of that (time) they may actually be working," he said.

# Transition Planning/Asset Protection Prepare for The Next Generation - Times are Changing

To find out how, please join us at one of our FREE seminars.

### • MOSCOW

Tuesday, January 31, 2017 • 9 am-12pm\*

The Best Western Plus  
1516 W Pullman Rd, Moscow, ID 83843

### • KENNEWICK

Washington State Hay Growers Conference

Wednesday, January 18, 2017 • 9am\*

Three Rivers Convention Center  
7016 W. Grandridge Blvd, Kennewick, WA 99336

### • QUINCY

Friday, February 3, 2017 • 9am-12pm\*

Grant County Fire District #3  
1201 Central Ave, South, Quincy, WA 98848

### • DAYTON

Thursday, January 26, 2017 • 9am-12pm\*

The Best Western Plus  
507 E Main St, Dayton, WA 99328

### • YAKIMA

Thursday, February 2, 2017

Please call or email for time and location.

\*Please RSVP to Sheena VanWagoner  
@ [sheena@brocklf.com](mailto:sheena@brocklf.com)

Coffee/continental breakfast at 8:30 & catered lunch at 12:00

### • SPOKANE

AG EXPO FARM FORUM

Tuesday, February 7, 2017 • 1:30pm & 3:00pm

Wednesday, February 8, 2017 • 1:30pm & 3:00pm

Spokane Convention Center  
334 W Spokane Falls Blvd, Spokane, WA 99201

### HOT TOPICS

Lots to think about:

- Children
- Taxes
- Operation
- Retirement

Keeping the Farm in the Family:

- Understanding the estate tax
- Utilizing entities and trusts for transition, estate, tax and bureau planning.
- Utilizing a family LLC in transition of the farm land and other family "jewels"
- Specific techniques for transfer
- How to avoid pitfalls!

### OTHER TOPICS

Use a Farm Corporation to:

- Keep more profit
- Utilize tax bracket planning
- Reduce Self-Employment Tax (through use of commodity wages)
- Deduct living expenses!

Structure Your Operation to:

- Protect the farm from creditors, in-laws, etc.
- Protect your land from long-term nursing home care considerations
- Water Law / Bureau Water Issues
- Dealing with Farm Programs
- Discover "what works" for estate/transition planning

For questions, please call Corey at (509) 622-4707 or email [Corey@BrockLF.com](mailto:Corey@BrockLF.com)

### SIGN-UP FORM

\*Please RSVP to  
Sheena VanWagoner  
at [SHEENA@BROCKLF.COM](mailto:SHEENA@BROCKLF.COM)

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Number of Attendees: \_\_\_\_\_

At the Following Seminars:

Moscow  Kennewick  Quincy

Dayton  Yakima

•Additional seminars do not require RSVP.



**Corey F. Brock, Attorney**  
Offices in Kennewick & Spokane  
(509) 622-4707 • [corey@brocklf.com](mailto:corey@brocklf.com)



**Norman D. Brock, Attorney**  
Office in Davenport  
(509) 725-3101 • [norm@brocklf.com](mailto:norm@brocklf.com)

### MEET THE SPEAKERS

Corey works primarily with farm families and farm related businesses in meeting their transition and business goals. Corey has significant experience particularly with respect to LLCs, buyouts and buy-sell agreements in corporations and LLCs, structuring estate planning for the non-farm child(ren) vs. the children on the farm, mergers and acquisitions, real estate matters leases, and all general and complex estate planning/probate. Corey enjoys working with families in designing a transition plan that meets the families' desire. Corey also assists in structuring entities for Bureau water concerns and general water law matters.

Norm brings over 40 years of experience in representing hundreds of farm families throughout Eastern Washington, Idaho and Eastern Oregon. He is licensed to practice in Washington, Idaho and Oregon and primarily deals with sophisticated estate planning, farm program limitation issues for DCP / CRP and/or CSP limitations.



Spokane • Kennewick • Davenport • Moses Lake

Phone (509) 622-4707 • Fax (509) 622-4705

Email [Corey@BrockLF.com](mailto:Corey@BrockLF.com)