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**Washington County  
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**NC KS Specialty  
Crop Project**

Funded in part through Rural Business Development Tax Credits, administered by the Kansas Department of Commerce and as invested by the North Central Regional Planning Commission and NCKCN.

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K-State Research and Extension is an equal opportunity provider and employer.

**NCKS Commercial  
Enterprises:  
Production -  
Marketing -  
Management**

**Saturday  
February 25  
8:30 am—4:00 pm**

**Washington  
High School  
115 North D Street  
Washington, KS**



**K-STATE**  
Research and Extension  
RIVER VALLEY EXTENSION DISTRICT 4  
WASHINGTON OFFICE  
214 C STREET, COURTHOUSE  
WASHINGTON KS 66968

# Registration

**NCKS Commercial  
Enterprises: Production-  
Marketing-Management  
February 25, 2012  
Washington, Kansas**

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Partner: \_\_\_\_\_

Partner: \_\_\_\_\_

**Registration (materials & lunch)**

**Reg. meal deadline: Feb.15**

**1st Registration: \$25.00**

**Partners, Students: \$10.00**

**After Feb. 15, Add \$10**

**Send registrations to:**

**River Valley**

**Extension District**

**Courthouse, 214 C Street**

**Washington, KS 66968**

**Make Check to RVED**

**More information:**

**David Coltrain, 785-325-2121**

**coltrain@ksu.edu**

# Breakout Descriptions

First Year Commercial Grape Production  
*Craig Regneir, Clay Center*

Established Vineyard & Wine Production  
*Stan and Wade Hembright, Chapman*

Growing Raspberries  
*Bill Reed, K-State Specialist*

Growing Blackberries  
*Bill Reed, K-State Specialist*

Growing Blueberries  
*David Coltrain, RVED Hort Agent*

No-Till Vegetable Production  
*Cary Rivard, K-State Veg. Specialist*

Using Cover Crops to Increase Production  
*Cary Rivard, K-State Veg. Specialist*

High Tunnel Production 101  
*David Coltrain, RVED Hort Agent*

Advanced High Tunnel Information  
*Cary Rivard, K-State Veg. Specialist*

Starting a New Farmers Market: Help!  
*Randy & Robin Kellley, Hanover*

Farmers Market Factsheet: What We Learned  
*David Coltrain, RVED Agent*

Small Town Grower, Big City Marketer  
*Twyla L'Ecuyer, Morrowville*

Marketing at a Roadside Stand  
*Loren Swenson, Concordia*

Profitable Cucurbit Production  
*Dan Kuhn, Courtland*

Look at Online and CSA's for Additional Sales  
*Jay Sleicther, Jays Jams & Jellies*

Marketing to Restaurants and Other Institutions  
*Randy & Robin Kelley, Hanover*

Making the Most of Your High Tunnel Space  
*Jay Sleicther, Jays Jams & Jellies*

Moving Up to a Commercial Kitchen  
*Barb & Jud Jones, Manhattan*

Labor, Mentoring, Apprentice Options  
*Josh Coltrain, Cloud County Com College*

# Schedule

8:30 a.m.	Registration
8:50 a.m.	Welcome, Schedule Information
9:00 a.m.	Direct Marketing Strategies and Opportunities <i>Mykel Taylor, KSU Ag Econ</i>
10:00 a.m.	Move Your Hobby Enterprise to a Business <i>David Coltrain, RVED Agent</i>
11:00 a.m.	Produce Auction: Could It Work Here? <i>Tim Baker, Missouri Extension Missouri Producers</i>
12:00 p.m.	Lunch
1:00 p.m.	Breakout #1
2:00 p.m.	Breakout # 2
3:00 p.m.	Breakout # 3

## Registration Summary:

Name	Fee
_____	_____
_____	_____

**50% of Registration fee will be returned  
if you cannot attend. Contact: 785-325-  
2121 or colrain@ksu.edu**