

**Massachusetts Department of  
Agricultural Resources (MDAR)**

***Farm & Market Report***

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## Commissioner's Column

The Massachusetts Department of Agricultural Resources; A New Era Begins

I'll begin this, my 6th and final Commissioner's column, as I concluded my most recent column; extending my thanks for the continued support and for your part in broadening our Commonwealth's agricultural identity! The fact that you're reading this column indicates that you have interest in our Commonwealth's agricultural concerns and I am hopeful that this periodical has continued to satisfy your interests if not generate new questions, ideas or thoughts about agriculture in Massachusetts. To that end, I encourage your continued attention as we begin a new era for one of the oldest state agricultural agencies in our Nation and join me in welcoming our 17th Commissioner of Agriculture, Douglas W. Petersen.

At the time of this writing, we have just completed Commissioner Petersen's first week of leading the Department of Agricultural Resources and I know that many of you or leaders from your various commodity groups or organizations have already had the opportunity to meet Doug and speak with him about your different concerns, interests or goals. For those of you who have had the opportunity to speak with Doug, I'm certain, you, like I, have come to understand his enthusiasm and commitment to Massachusetts agriculture, his desire to support its continued growth and development and his yearning to learn more about the great diversity and unique characteristics of agriculture in our Commonwealth. With this in mind, I'm looking forward to working with Doug as the Department's Assistant Commissioner and scheduling a variety of visits, meetings and tours in the coming months as we transition through the early days of his administration. Accordingly, I'll also look forward to seeing many of you in the field as we continue to insure that the Massachusetts Department of Agricultural Resources remains true to its mission "to support, promote and enhance the long-term viability of Massachusetts agriculture with the aim of helping this state's agricultural businesses become as economically and environmentally sound as possible".

Now nearly one year into Governor Patrick's administration, the Department of Agricultural Resources has moved swiftly to establish new initiatives to support the agricultural interests of Massachusetts and the Governor's priorities related to farming in our Commonwealth. To that end, through the support of our Legislature, not only have we been able to enhance and strengthen programs that have remained of great importance to the preservation of working landscapes and farming businesses throughout Massachusetts but we've been able to investigate and craft new programs and services that are already yielding great benefits to Massachusetts agriculture. I've highlighted most of these efforts in previous columns including the Agricultural Innovation Center, the Massachusetts Farm Energy Program, the Dairy Revitalization Task Force, Fair support and improvement program, the Commonwealth Quality program, e-licensing and the Massachusetts Agricultural License Plate. Although some of these efforts remain formative, such as Commonwealth Quality, others such as the Dairy Revitalization Task Force, have finished much of the initial work and are now moving to the next phases of development and implementation. You will continue to read or hear more about all of these efforts in future correspondence. Conversely, we look forward to hearing more from you about the impact of these efforts as well as any questions or concerns you may have about agriculture in Massachusetts and the Department's related interaction and efforts.

In the interest of keeping this correspondence brief, I would also like to take this opportunity to extend my deepest gratitude to the staff of the Massachusetts Department of Agricultural resources. Clearly, the great progress that the agency has made during the past months and the continued efforts that I believe have served the industry well during that time is a direct result of an exceedingly committed and professional staff. Accordingly, it is with deep respect and commendation for his outstanding service to Massachusetts agriculture that I recognize Kent Lage who recently announced his intended departure from the Massachusetts Department of Agricultural Resources. Kent's service to the Commonwealth in support of Massachusetts agriculture has provided immeasurable benefit to the industry for nearly a decade and I know that his talent and passion for the industry will be missed by many including myself. Please join me in recognizing Kent as one who has truly presented himself as a friend of Massachusetts agriculture and wish him the very best in his future endeavors.

"What we call the beginning is often the end. And to make an end is to make a beginning. The end is where we start from." T.S. Eliot.

With best regards and sincere wishes for a safe, healthy and happy holiday season,



Scott J. Soares  
Assistant Commissioner

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## Ag Tag License Plate Update

"Just in time for your holiday gift-giving, we have GIFT CERTIFICATES for the agricultural license plates. It's easy shopping and no trip to the mall necessary. And for those who face this dilemma annually, you can plan to renew the plate for the recipient every other year and get a jump start on future shopping.

We will be mailing every ag organization the complete gift certificate file in the next couple of days. If you don't want to wait, please contact Mary Greendale at [mgreendale@yahoo.com](mailto:mgreendale@yahoo.com) and we will try to expedite your order.

This is a great time of year to generate sales, so all the organizations should take advantage and really promote the gift certificates among your mailing lists. Remember, every sale helps to ensure a steady revenue for agriculture year after year after year.

Special offer!! If you want a specific number between 350 and 1,600, we will not charge you the extra \$10 administrative fee. If that's the case, be sure to include the number you want reserved. This offer is for December only. Good luck and happy holidays!"

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## 2007 AG COMMISSION GATHERINGS

**Saturday, December 8** - Best Western Royal Plaza Hotel & Trade Center, Marlborough, MA

**Saturday, January 12** – Hotel Northampton

Ag Commission members and others from around western Mass should plan to attend one or both of the upcoming workshops. This is a good chance to meet with other Ag Commissions and catch up on the latest information on many local and statewide agricultural subjects.

Central & Northeast Agricultural Commission Workshop & Resource Fair, Best Western Royal Plaza Hotel & Trade Center, 181 Boston Post Road West (Rte. 20 just off Rte. 495), Marlborough, MA

December 8 - Agenda - 8:30 - 4:00pm

- Welcome - Mary Jordan & MDAR Commissioner Douglas Petersen
- What AgComs are Doing Irene Winkler, USDA-NRCS Pilgrim RC&D Coordinator
  1. What AgComs are Doing?
  2. What are AgComs planning to do?
  3. What Issues do they need help with?
- Local Agriculture Inventories & Value of Agriculture to the Community - Jon Jaffe, First Pioneer Farm Credit
- Conflict Prevention & Resolution Skills - Loraine Della Porta, Esq., MA Office of Dispute Resolution
- Farming in Wetland Resources Areas - Dan Lenthall, District Conservationist USDA
- Zoning & Planning By-law Assistance - How to Develop Enforceable By-laws Frank DiLuna, Esq. Murtha Cullina LLP
- Animal Welfare Regulations - Doug Gillespie, Acting Executive Director, MA Farm Bureau Federation
- Farmers Markets & Farm Stands Cost Analysis - Jeff Cole, Mass. Farmers Markets
- Alternative Energy & Next Steps

For more information: Cheryl Lekstrom, MDAR, clekstrom@mac.com

January 12 - Agenda – Hotel Northampton (8:30 am to 3:30 pm)

- How to Get Your Ag Commission off to a Good Start
- Mass Farm Energy Program – Darlene Monds, RC&D
- Current Agricultural Laws and Legislation – Nathan L'Etoile, Mass Farm Bureau
- Agricultural Land Protection – Working with Land Trusts & Local Tools to Preserve Working Farms – Rich Hubbard, Franklin Land Trust, and Ron Hall, APR Program
- Inventorying Farms in Your Town
- Farming in Wetlands
- Other Current Topics / Progress Reports from Active Ag Commissions

Sponsored by: MDAR, Berkshire-Pioneer RC&D, TTOR-Highland Communities Initiative, CISA, Mass Farm Bureau, American Farmland Trust, Franklin Land Trust, Berkshire Natural Resources Council, Berkshire Grown, Pioneer Valley Planning Commission, Berkshire Regional Planning Commission, Sheffield Land Trust, Williamstown Rural Lands Foundation

For more information: Pete Westover, MDAR, 413-665-4077, westover03@comcast.net  
Ann Gibson, Berkshire-Pioneer RC&D, 413-256-1607 x 2, agibson.rcd@verizon.net,  
(registration only)

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## **Specialty Crop Grants to Aid Programs Promoting Massachusetts-Grown Apples, Cranberries, Flowers and More**

Programs to promote Massachusetts-grown flowers, highlight the health benefits of cranberries, create an Internet marketing program for local apple growers, and develop a new “culinary tourism” initiative are among projects recently funded by the Massachusetts Department of Agricultural Resources (DAR) through a federal Specialty Crop Block Grant.

Supported by the US Department of Agriculture, the Specialty Crop Block Grant Program is designed to advance specialty crops (all crops except “commodities” such as grain and soybeans) through means such as research, marketing, trade enhancement, food safety and security, plant health programs, education, “buy local” programs, improved efficiency, environmental conservation, and product development. DAR this month awarded grants totaling \$107,596 to the Cape Cod Cranberry Growers’ Association, Massachusetts Flower Growers Association, New England Apple Association, and the New England Departments of Agriculture Harvest New England Initiative. Also funded was a new culinary tourism program within DAR.

“I am pleased to announce these specialty crop awards, which will fund programs to boost the competitiveness of the Massachusetts agricultural industry,” Acting DAR Commissioner Scott Soares said.

Specialty Crop Block Grant awards announced include:

- \$42,096 for a Culinary Tourism Initiative within the DAR, in conjunction with the Massachusetts Agricultural Tourism Program, to promote farmers and chefs who are utilizing local specialty crops;
- \$20,500 for the Cape Cod Cranberry Growers’ Association Healthy Benefits Initiative to develop multi-media materials that document the health benefits of cranberries, explain the daily intake necessary to obtain these benefits, and provide recipes;
- \$20,000 for the Massachusetts Flower Growers Association Consumer Awareness Initiative to promote locally-grown flower products statewide through an informational website for consumers and commercial buyers, and expansion of the “Love My Garden” contest;
- \$20,000 for the New England Apple Association’s E-Commerce for Massachusetts Apple Growers program that will develop links on major Internet search engines for those seeking information about locally-grown apples;
- \$5,000 for the New England Departments of Agriculture Harvest New England Initiative to support and promote an ongoing project that encourages the purchase and use of New England agricultural products by retailers and consumers.

“This program will help us promote the unique health and wellness benefits of cranberries, and assist us in promoting the versatility and year-round appeal of Massachusetts’ number one food crop,” said Cape Cod Cranberry Growers’ Association Executive Director Jeffrey LaFleur. “We are excited to share with consumers the power of this little red berry, by providing recipes and cooking demonstrations.”

“The Specialty Crops grant will enable Massachusetts growers and the New England apple industry to greatly expand their presence on the Internet. In this rapidly-growing, but still relatively new arena for commerce, we need to develop dynamic new ways to link consumers with our orchards and their products,” added Russell Powell, executive director of the Hatfield-based New England Apple Association. “The Specialty Crops grant will allow us to publicize more and better information about apples in more places than ever before. We’re excited by the potential of this initiative and can’t wait to get started.”

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## **MDAR Energy News**

### New Massachusetts Farm Energy Program (MFEP):

Initial meetings began in October and November in an effort to finalize development of the new Massachusetts Farm Energy Program (MFEP) recently announced this past September (see <http://www.mass.gov/agr/programs/energy/index.htm>). Core members from The United States Department of Agriculture (USDA), the Massachusetts Department of Agricultural Resources (MDAR) and the Resource Conservation & Development Areas (RC&D’s) met to formulate planning criteria and program guidelines. A Technical Advisory Group (TAG) was formed, comprised of the core members plus all the organizations within the state currently providing energy efficiency and renewable energy programs. This group, considered partners of the MFEP, met at the Massachusetts Technology Collaborative (MTC) facility in Westborough, MA for a one-day workshop in an effort to better understand how the new farm program could collaborate and integrate with existing energy services and incentives. Feedback and suggestions were made in a meeting that provided great involvement and engagement from all sectors and ultimately information that will be essential to developing the program. Efforts to develop the MFEP continue on a daily basis with anticipation to reach out to farms in the first quarter of 2008.

### AEEP Energy Awardees:

MDAR’s 2007-08 Agricultural Environmental Enhancement Program (AEEP), an in-house program designed to support agricultural operations for the mitigation and/or prevention of impacts on natural resources, including water and air, has recently awarded financial assistance for three (3) projects proposing to install energy efficiency and renewable energy projects. The projects are Volante Farms, Needham, for a new greenhouse with a variety of energy efficiency installations, Caretaker Farms,

Williamstown, for a photo-voltaic installation and Cider Hill Farms, Amesbury, also for a photo-voltaic installation. These projects were favorably reviewed because of their overall quality and likely effectiveness at achieving energy conservation and ensuring environmental benefits. Congratulations!!! For more information on the AEEP, please see <http://www.mass.gov/agr/programs/aEEP/index.htm>.

#### USDA Solar Tour:

The USDA provided a Solar Tour for three (3) of the Massachusetts facilities recently announced as grant awardees of USDA's annual Section 9006 Renewable Energy and Energy Efficiency Grant Program. Two of the facilities were farms and included Sylvan Nursery and Santos Brothers Farm Partnership of Westport, MA. Both farm projects involve the installation of new 10 kW wind turbines. Attendees included the general public and press, USDA Rural Development Directors from Amherst, MA, local USDA Officials from Wareham, MA and elsewhere, the Massachusetts Technology Collaborative (MTC), MDAR, the site hosts and the project installers. The Section 9006 Renewable Energy and Energy Efficiency Grant Program is part of the U.S. Farm Bill which gets renewed every five years with 2007 being the current renewal year. Legislation is still pending regarding the funding amounts and areas to be prioritized for the coming five years. For more information on all of this year's winners, [click here](#).

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## **"Tilling the Soil of Opportunity" - An In-depth Business Planning Course for Massachusetts Agricultural Enterprises**

Start the new year with a new farm business plan! January-March 2008 in Fairhaven (SE MA) and Greenfield (W MA)

MDAR offers NxLevel©'s widely acclaimed "Tilling the Soil of Opportunity" (TTS) agricultural business planning course for 2008. This innovative, farmer friendly course focuses on existing\* agricultural businesses that will benefit from an organized look at their current operation to plan for growth and change. Over 240 Massachusetts farmers have completed TTS, with virtually all giving it high marks. The course instructor guides participants through creation of a business plan to aid decision making on the owner/operator's farm. MDAR has enhanced the course's 35 hours of classroom time with individualized technical assistance and confidential financial planning. The instructor visits every participant's farm/ag enterprise at least once during the course.

## About the Course:

- TTS is facilitated by a nationally certified and experienced Instructor, and is overseen by the Director of the MDAR Agricultural Business Training Program.
- TTS is presented in collaboration with local partners who provide additional services to farmers. This year, our partners are the Franklin County Community Development Center (FCCDC), the Southeastern Massachusetts Agricultural Partnership (SEMAP), Pilgrim RC&D and UMass Dartmouth.
- Guest speakers are drawn from local businesses and service providers to personalize the key concepts of many sessions
- After the course ends, students may receive additional individual technical assistance in topic areas most important to complete a working business plan. Basic costs are included for this service.
- The business plan each student creates can simplify eligibility for federal, state and local assistance programs
- This course qualifies as "Borrower Training" for the USDA Farm Service Agency, and can enhance efforts to secure funds from any lender
- 2007 Participant Quote: "It gave me a better understanding of how to work my finances, and to set down on paper and organize myriad components of my farm business. The instructor's enthusiasm and heart felt interest were important, and learning with other farmers was important as well".

## \*Prerequisites:

- Participating businesses must have been operating for one or more years (work on other ag enterprises may be considered).
- Participants have current access to land and at least minimal facilities for their enterprise (owned or leased).
- If you consider yourself to be a start-up or an idea-stage business, we offer a shorter, more appropriate course – "Explorer" - using a similar approach.

## Session Titles:

1. Take Stock of Your Resources
2. Basic Planning and Research
3. The Legal Terrain
4. Manage from the Ground Up
5. Bring Your Product to Market
6. Reap the Benefits of Market Strategies
7. Get Your Budgets in Line
8. Analyze Cash Flow and Financial Statements
9. Cultivate Your Money Resources
10. Harvest Your Future - Using Your Plan – GRADUATION!

### Course Structure:

Classes meet once per week during a 10-12 week window. Each of the sessions addresses a component/chapter of your business plan. The course is cumulative, with each session building on the last until the participant completes the whole business plan. Therefore, you should not sign up if you must miss more than one session.

The time and effort each participant puts into completing lessons and participating in class will be his or her most valuable investment in refining their farm-based business. We are happy to provide referrals to alumni of our programs (probably in your own region) to help you decide if this course is for you.

2007 Participant Quotes: "The course is remarkably useful in providing the knowledge of issues that businesses must take into account." "It is organized well and was nicely targeted to farms."

### How do I Find Out More/Sign Up for the 2008 Southeastern Massachusetts Course?

- **When?** The Fairhaven class meets Thursdays starting on January 10, 2008. Greenfield meets Tuesdays starting January 8. Classes will run from 6-9pm. Classes will end on or around March 13, 2008.
- **Where?** University of Massachusetts Dartmouth, Fairhaven Facility (Old AT&T Building). 200 Mill Road, Fairhaven, MA 02719. This modern facility will afford us a number of technological and comfort advantages. The Greenfield course meets at the CDC Venture Center and shared use commercial kitchen on Wells Street.
- **Deadline?** The deadline for completed applications is December 30, 2007.
- **Class Size?** Enrollment is limited to 12 businesses. You may bring another person from your farm at no extra charge if space permits. The course will be cancelled (and fees refunded) if we do not enroll at least 8 qualified businesses.
- **Cost?** When your application is accepted, you will be asked to pay a course fee of \$200, which includes the course text and workbook, additional handouts and individual technical assistance.
- **Out of State Participants?** Contact the Director (below) for consideration as part of a waiting list. If the course does not fill with in-state participants, we may make a few spaces available at a slightly higher registration fee and without eligibility for post-course services.

For additional information and an application form, contact: Rick Chandler, ABTP Director, MDAR, 25 West Experiment Station, University of Massachusetts, Amherst, MA 01003 , Phone: 413-577-0459, email: [rchandler@umext.umass.edu](mailto:rchandler@umext.umass.edu)

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## Exploring Your Small Farm Dream

Two 4-session Courses to be offered, one in Greenfield, MA and one in Lowell, MA in March-April 2008 – Sign up now to be sure you can attend!

Are you, or is someone you know considering starting an agricultural enterprise in Massachusetts?

- Do you need to test the feasibility of your idea before you invest?
- Is self employment and an agricultural life style right for you?
- Is there a market for your proposed product or service?
- What regulations will govern your enterprise and impact its cost?
- How will you manage the new risks associated with agriculture?
- How long can you afford to wait to break even– and how much contribution do you expect from this piece of your livelihood?
- Are there others in your family that share your vision and want to join you in its pursuit?
- What are the threats to your success?
- How will you know that you are on a sustainable track?

The Explorer Program is intended for those who are considering farming as a (small) business. Its purpose is to help pre-venture, aspiring farmers learn what it would take to start and manage their own commercial agricultural enterprise, and to decide whether this is a path they really want to/can take. Explorer makes use of four guided group sessions, an acclaimed workbook, Instructors experienced in starting ag businesses, and extensive supporting resources. The goal of Explorer is to help you decide whether starting an agricultural business is right for you and, based on that decision, to help you plan practical next steps. It was created to help you establish the clear vision and goals you will need to guide a new agricultural venture.

This course is sponsored by the Massachusetts Department of Agricultural Resources (MDAR) Agricultural Business Training Program, in cooperation with the Explorer creator, the New England Small Farm Institute (NESFI) in Belchertown.

MDAR is underwriting a portion of the course fee, and will be offering limited additional paid technical assistance to up to four businesses that complete the course and are ready to move to the next step in their plan. Class size is limited to 14 prospective farms to maximize group time, with the opportunity to bring another person from your enterprise if space allows.

The registration cost of \$125 includes all materials, guest speakers, access to the in-class

library as well as NESFI's extensive library in Belchertown, and (for the selected 4 members of the class) an extra boost from targeted help on a key next step. You must have email and web access to take this course effectively!

More information about the basic NESFI Explorer course is available on their website at: <http://www.smallfarm.org/explorer/index.htm>

For a Registration Form, please contact: Rick Chandler, MDAR, 25 West Experiment Station, UMass, Amherst, MA 01003, [rhandler@umext.umass.edu](mailto:rhandler@umext.umass.edu), Phone: 413-577-0459.

Because this course is sponsored and financially supported by a Massachusetts state agency, if you are from another state or are planning to farm in another state, we can put you on a waiting list in case the course does not fill with in-state enterprises/residents. If you are then accepted, the fee will be \$200 and you will not be eligible for the paid post course technical assistance.

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### **Massachusetts Agriculture in the Classroom Annual Conference**

Massachusetts Agriculture in the Classroom will host a full-day conference for educators at the Baird Middle School in Ludlow on **Saturday, February 9th**, from 9 a.m. to 3 p.m. This conference will provide teachers with activity ideas, resources and framework connections to bring agriculture alive in your classroom.

Four concurrent workshops sessions will be held throughout the day. Each will be taught by a teacher or a teacher working together with a farmer and will offer specific background and activities for either elementary, middle or high school level. The \$45 fee (\$40 for registrations received by December 20) includes all workshops, lunch, materials and 10 PDPs with a related classroom activity. The full list of workshops and other details is available on line at at [www.aginclassroom.org](http://www.aginclassroom.org).

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### **2008 Massachusetts Agriculture Calendar - now available**

Help promote Massachusetts agriculture with a colorful [calendar](#) for the new year. The calendar published by Massachusetts Agriculture in the Classroom, Inc, in cooperation with the Massachusetts Department of Agricultural Resources and the USDA Natural Resources Conservation Service, features a winning photograph each month, plus several honorable mention winners in selected places.

The [calendar](#) also includes sponsorship from [MA Farm Bureau](#), [MA Maple Producers Association](#), [MA Fairs Association](#), [MA Flower Growers Association](#), [MA Fruit Growers Association](#), [MA State Grange](#), and [Trustees of Reservations](#).

This year's Massachusetts Agriculture Photo Contest winners:

- **January** – Kelley DeBettencourt of Edgartown (Pig at Martha's Vineyard Agricultural Fair)
- **February** – Pennington Geis of Hatfield (Wool basket by Jager Farms Icelandic Sheep, Haydenville, taken at the MA Sheep and Woolcraft Fair, Cummington)
- **March** – Tom McCrumm of Ashfield (Sugarhouse and maple buckets)
- **April** – Susie Mulliken of New Braintree (Tilling the soil at Howe's Farm, New Braintree)
- **May** – Rosalind Makowiec of East Longmeadow (Greenhouse taken at Meadowbrook Farm, East Longmeadow)
- **June** – Emily Turteltaub Nelson of Ipswich (Jersey cows taken at Appleton Farms, Ipswich)
- **July** – Ralph Savery of Plymouth (Woodsmen's Day Martha's Vineyard Agricultural Fair)
- **August** – Linda Hoffman of Harvard (Bright Lights chard at Old Frog Pond Farm, Harvard)
- **September** – Jerry Horbert of Uxbridge (Hand picking apple at Keown's Farm, Sutton)
- **October** – Emily Turteltaub Nelson of Ipswich (Pumpkins at Flat Hill Orchards, Lunenburg)
- **November** – Bernie Kubiak of Amherst ("Sheep in the Mist" in Hadley)
- **December** – Ruth Owen Jones of Amherst (Christmas Tree Wagon W.D. Cowls Tree Farm)

Honorable Mentions:

- Julian K. Robinson of Oak Bluffs ("Ewe and Lambs")
- Ralph Savery of Plymouth ("Skeins of Yarn")
- Susie Mulliken of New Braintree ("Goat")
- Ralph Savery of Plymouth ("Dahlia")
- Linda Hoffman of Harvard ("Habernero Peppers")
- Celeste Chenier of Ludlow ("Father's Day Discussion")
- Emily Turteltaub Nelson of Ipswich ("Hay Scarecrow")

[Calendars](#) may be purchased for \$10 each; proceeds will benefit Massachusetts Agriculture in the Classroom, a non-profit organization that works with teachers throughout the state in developing classroom materials. Send a check payable to Massachusetts Agriculture in the Classroom with your name and address to: Calendar, Massachusetts Agriculture in the Classroom, c/o Debi Hogan, PO Box 345, Seekonk, MA 02771. They make great holiday gifts!

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## **Special Grants for Teachers and Schools Connecting with Local Agricultural Commissions**

Massachusetts Agriculture in the Classroom (MAC) will award eight special grants in the amount of \$150 each to projects that strengthen connections between the classroom and your local Ag Commission. The deadline has been extended. These Special Mini-grant proposals are due April 1 and will be awarded based on: 1) the agricultural education merit of the project; 2) the number of students reached; 3) matching funds or time given by local Agricultural Commission members; and 4) the lasting value of the project or purchased materials.

For more information visit our website at [www.aginclassroom.org](http://www.aginclassroom.org) or send to P.O. Box 345 Seekonk, MA 02771.

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## **2008 Northeast Buyers Mission**

Last year's Northeast Buyers Mission brought together U.S. suppliers with buyers from around the globe. U.S. suppliers walked away with an increase of more than \$1.9 million in actual sales and a potential for an increase of more than \$12 million.

During the 2008 event, one-on-one matchmaker meetings will be scheduled in **Boston on Friday, January 25**, with buyers from 23 countries including: Brazil, Canada, Caribbean, Central America, Chile, China, Dominican Republic, Egypt, Israel, Japan, Korea, Latvia, Mexico, Netherlands, Norway, Peru, Philippines, Poland, Russia, Saudi Arabia, Sweden, Taiwan, United Kingdom, and United Arab Emirates. Not only do these meetings help you establish new relationships and initiate new export sales, they provide an opportunity for you to gain valuable feedback on your product's potential in the various country markets.

For more information contact Bonita Oehlke: [bonita.oehlke@state.ma.us](mailto:bonita.oehlke@state.ma.us) or 617-626-1753.

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## **2008 U.S. Food Export Showcase**

April 27-29, 2008 · Chicago, Illinois - You'll meet buyers from All Things Organic, the Fancy Food Show, and other domestic and international buyers at the 2008 U.S. Food Export Showcase. It's a good deal with costs less than other trade shows and the opportunity to have half of eligible costs reimbursed through the Branded Program.

Participants receive a cost-effective booth package in the U.S. Food Export Showcase section of the Global Food and Style Expo; admission to the Food Export Marketing Forum, a series of education sessions to help you learn more about the growing demand for American products; meetings with international marketing experts representing more than 20 markets around the world to learn about the opportunities for your food and agricultural products in these markets; participation in a Buyers Mission that includes one-on-one meetings with pre-screened, qualified importers.

For more information contact Bonita Oehlke [bonita.oehlke@state.ma.us](mailto:bonita.oehlke@state.ma.us) 617-626-1753.

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## **Opportunity Available for Southeastern Massachusetts Farms thru SEMAP's new Farms Forever Program**

### Farms Forever: Helping to Keep Your Farm in Farming

As many farm families are discovering, it's no simple matter to pass their land and operation to the next operator -- whether they are from inside or outside the family. What is the best way for the parents to transfer the farm assets to their child who works with them? What would be fair for the non-farming heirs? How could the transfer place as little financial burden as possible on the next generation?

The non-profit Southeastern Massachusetts Agricultural Partnership (SEMAP) has begun a new program called "Farms Forever" to help area farmers address challenging questions just like these. Through SEMAP, area farmers can now receive affordable, 1-on-1 transfer planning assistance from Land For Good, a regional organization that specializes in farm transfer planning. Whether a transfer plan keeps a farm in the family, passes the farm to a new operator, or combines both aspects, SEMAP wants its new planning program with Land For Good to help area farmers find the solution that fits their personal circumstances.

Transfer planning assistance for area farmers is one key part of SEMAP's larger Farms Forever initiative. SEMAP is also helping new farmers find land to work – whether as a landowner or tenant – and SEMAP is assisting landowners who want to find ways for their acreage to be in more active farming.

"According to the most recent agricultural census, our region lost over 300 farms and 19% of farmland from 1997-2002, said SEMAP's Farms Forever Coordinator Katie

Cavanagh, who recently joined SEMAP to manage the program. "We want to keep as much farmland in agriculture as possible." For more information from SEMAP, including details for area farmers on how to apply for 1-on-1 transfer planning help, call (774) 240-7004, e-mail [kcavanagh@semaponline.org](mailto:kcavanagh@semaponline.org), or visit the website [www.semaponline.org](http://www.semaponline.org).

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## **Local Growers and Food Buyers invited to SEMAP's 4th Annual B2B Networking Event**

Chefs/Food Buyers/Retailers/Distributors seeking local foods & farm products:

Growers/Producers seeking local buyers for your products:

"One-stop-shopping" to meet dozens of potential new suppliers/buyers and help your business make more money from the growing local foods movement!

**Monday, January 14, 2008** - 3:00-6:00 pm, How on Earth: The Store, 62 Marion Rd., Mattapoisett MA. Use Exit 19A off 195, go 0.7 mi on North St., Turn Left onto County Rd/Route 6, How on Earth is 1.2 mi on the right.

This year's meeting will feature:

- Updates from local growers/buyers who have built new business relationships using the B2B Network.
- "Speed-Networking" to introduce you to many potential business partners (aka, Business Card Bonanza!)
- Interactive delivery mapping and discussion to help you find cost-effective delivery solutions.
- Plenty of networking time to talk with business partners face-to-face and plan ahead for 2008.
- SEMAP 2007 B2B Network/Buy Fresh Buy Local survey results and info on how to join for 2008.

**BRING:** Business Cards! If desired, bring farm price lists or lists of items sought.

R.S.V.P. by January 4 to Sarah Cogswell, SEMAP Buy Local Coordinator, 508-542-0434, [scogswell@semaponline.org](mailto:scogswell@semaponline.org)

Please leave name, business name, phone number, and number attending.

SEMAP's 2006-7 B2B Network is supported by funding from the Massachusetts Society for Promoting Agriculture, the Massachusetts Department of Agricultural Resources, and the Northeast Center for Risk Management Education.

SEMAP is a regional nonprofit organization whose mission is to help agricultural enterprises in Southeastern Massachusetts (Bristol and Plymouth Counties and the Cape

and Islands) achieve economic success. Learn more about our work and visit our searchable online farm guide at [www.semaponline.org](http://www.semaponline.org).

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## **Growing and Marketing Greener: For Greenhouses and Garden Retailers**

Friday, December 14, 2007, 9:00 AM - 4:15 PM

Sturbridge Host Hotel and Conference Center, Sturbridge, MA

Topics will include: Organic certification requirements, Principles of organic growing media and fertilizers for greenhouse production, Managing insects and mites: Biocontrol and pesticides for organic greenhouse growers, Using biofungicides for diseases in greenhouses, Choosing and using biodegradable pot and cow pots, Recycling plastics for greenhouses and garden centers, Using Biofuel: On-site production and use, Marketing Panel: Retail organic pesticides, fertilizers and herbicides for home gardens and Energy Conservation, Seasonal Thermal Storage and Solar Options for the Greenhouse Industry. (3 pesticide credits for MA, CT, RI, NH, VT, ME)

Sponsored by University of Massachusetts Extension, University of Connecticut Extension System and Northeast SARE.

For Details and Registration Information, contact Tina Smith, 413-545-5306, [tsmith@umext.umass.edu](mailto:tsmith@umext.umass.edu) or see:

[http://www.umass.edu/umext/floriculture/upcoming\\_events\\_archive/07\\_growing\\_green\\_conf.htm](http://www.umass.edu/umext/floriculture/upcoming_events_archive/07_growing_green_conf.htm)

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## **Division of Fisheries and Wildlife Offers Grants to Help Private Landowners Improve Wildlife Habitat**

The Massachusetts Division of Fisheries and Wildlife (MassWildlife) is accepting grant applications through December 21 from private landowners, sportsmen's clubs, land trusts and non-profit organizations interested in enhancing wildlife habitat on their properties. MassWildlife's Landowner Incentive Program reimburses private landowners for up to 75 percent of the cost of managing land to improve habitat for declining wildlife species.

“With about three-quarters of the Commonwealth's land in private ownership, restoring and maintaining wildlife habitat on these properties is essential to promoting the survival of many rare species,” said Department of Fish and Game Commissioner Mary Griffin,

whose agency includes MassWildlife.

The Landowner Incentive Program has provided over \$2.1 million for 108 habitat improvement projects since the first round of grants in 2005. Nesting shorebirds, rare turtles, and grassland birds are among the creatures that have benefited from work on 7,100 acres of habitat affecting 122 at-risk wildlife species. The New England cottontail, Plymouth red-belly cooter, bog turtle, blue-spotted salamander and grassland birds are examples of species whose habitats have declined over the years. This year's grant round will give preference to proposed projects to maintain grasslands and create young tree and shrub land habitats. Funding for the Massachusetts program is allocated by US Fish and Wildlife Service under a nationwide Landowner Incentive Program.

Goals of the Landowner Incentive Program include identifying and reclaiming appropriate sites for management of declining habitats, managing and controlling exotic and invasive plants, upgrading habitat for at-risk native species, and providing technical and financial assistance and guidance to landowners on how to manage their property for wildlife. For more information about the Landowner Incentive Program and the grant application and criteria, visit [www.mass.gov/dfwele/dfw/habitat/grants/lip/lip\\_home.htm](http://www.mass.gov/dfwele/dfw/habitat/grants/lip/lip_home.htm).

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### **Boston Area Gleaners Formed as 501 c 3 Corp.**

Farmers: do you have produce lying out in your fields with no place to go, to be plowed under?

Consider calling Boston Area Farm Gleaning Project at 781 648-5117, and ask for Oakes, who is the coordinator. They, the gleaners, will come out to harvest the produce, and take it into Boston area shelters, soup kitchens, food pantries! Next season B.A.G. hopes to be more organized so as to be able at the last minute to come out to harvest unwanted produce about to be plowed under for succession plantings.

Thanks to Brigham Farm in Concord donating (counted) 192 heads of lettuce to be gleaned (taken to Food For Free, a Cambridge food bank that delivers to some 60 programs), to Nicewicz Orchard, Dick's Market Garden and Kimball Fruit for many boxes of perfectly good apple drops, also peaches and peach drops (much appreciated at Rosie's Place and Pine Street Inn along with earlier strawberries from Dick's). Parker Farm (also Dick's) contributed native corn this summer, where two corn plantings came ready at once, very much appreciated at Sandra's Lodge Shelter, a converted dormitory for the homeless at Fernald School. This very afternoon, as this is being written (11/14), we're about to go to Drumlin Farm in Lincoln to harvest Bok Choi, also lettuce if it isn't frozen! Last year we gleaned into January, some 80 boxes of Collards from Verrill Farm in Concord, for instance!

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## **Farmers Help Create Financing Solutions**

Help address financing gaps for beginning farmers, farmers transitioning to more ecologically friendly practices, farmers looking to expand their businesses, and farmers working to maintain the viability of their farms.

If you are a farmer, your response to a 10 minute confidential survey is greatly appreciated. Check it out at [www.thecarrotproject.org/farmer\\_survey](http://www.thecarrotproject.org/farmer_survey).

Questions? Contact [farmersurvey@thecarrotproject.org](mailto:farmersurvey@thecarrotproject.org) or call Dorothy at 617-666-9637. **[The Carrot Project](#)** is a not-for-profit organization working to address financing gaps for the regions small and medium-sized farms.

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## **Do you need farm labor? Are you looking for new ways to advertise open positions? Are you interested in mentoring beginning farmers in MA?**

The New Entry Sustainable Farming Project (NESFP) is a partnership organization of Tufts University and Community Teamwork, Inc. that helps immigrants, refugees, native-born Americans, and other socially-disadvantaged individuals to become farmers in Massachusetts. NESFP offers a comprehensive training course, farmland access, and technical assistance to individuals interested in starting their own farm enterprises. We also assist individuals to gain practical farm work experience by connecting them to job opportunities on farms.

NESFP is continuing our efforts to develop and distribute a directory of farms interested in employing farm labor. Likewise, we also want to identify farmers interested in mentoring beginning farmers. If your farm needs farm labor and you would like to be listed in the directory, please take a few minutes to complete our online survey. The survey includes 10 questions and should take no longer than 15 minutes to complete.

We'll have the final directory posted to our website, and print versions will be distributed by mail to interested organizations and partners, service providers, employment agencies, individuals, we'll give it to trainees in our courses, and at various outreach events. Your response will be included in an online version of the directory that will be updated throughout the year. However, if you would like to be included in the print edition of the directory that will be distributed to employment agencies, service providers, and to trainees in our courses, please complete the survey before January 31, 2008. Look for copies of the directory in March 2008!

You can access the survey online at

[www.surveymonkey.com/s.aspx?sm=4Az3acVrJhp\\_2fGHxEJBvulQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=4Az3acVrJhp_2fGHxEJBvulQ_3d_3d).

Feel free to direct any technical difficulties, questions, comments, or concerns to our Farm Employment Directory Coordinator, Maura Beaufait via email at [Maura.Beaufait@tufts.edu](mailto:Maura.Beaufait@tufts.edu) or by phone at 845-270-2853. Thank you for your interest and your time!

To learn more about the New Entry Sustainable Farming Project, please visit our website at: <http://www.nesfp.org>.

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## **Whole Foods Market Provides \$1 Million in Loans to Small-Scale Local Food Producers to Aid Growth**

Whole Foods Market, Inc. , the world's leading natural and organic foods supermarket, announced recently it has reached a milestone with its new Local Producer Loan Program by administering more than \$1 million in low-interest loans. Loan recipients include small-scale food producers and growers from 12 states. Among their products are agricultural crops, body care products, and artisan foods including nut butters, ice cream, granolas and cheeses.

"Local food growers and artisans have been vital to the success of Whole Foods Market during our 27 years in business. Today we are proud to emphasize our commitment to producers by announcing our first \$1 million in financial support to 22 program participants," said John Mackey, Whole Foods Market CEO and co-founder. "We believe the Local Producer Loan Program can make a very significant difference in helping local agriculture grow and flourish, and \$1 million in loans represents just the initial phase of our efforts."

Whole Foods Market's Local Producer Loan Program aims to strengthen the company's partnership with independent and small-scale local growers and food artisans. The Company has committed \$10 million annually to these low-interest loans. Loan recipients must meet Whole Foods Market's quality standards, use the funds for expansion, and have a viable business plan. Loan amounts are between \$1,000 and \$100,000 with low, fixed interest rates currently between 5% and 9%. Applications and additional information are available at <http://www.wholefoodsmarket.com/loans>.

Local Producer Loan Program Recipient from Massachusetts is Old School Baking, Northampton, MA. The husband and wife who started this artisanal bakery are using the funds for a much-needed additional rack oven.

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## **CISA looks for a new Executive Director**

Community Involved in Sustaining Agriculture(CISA) is looking for a new Executive Director. This is a full-time position that reports to the Executive Committee of the Board of Directors. The Executive Director has overall responsibility to implement the mission of the organization. The Executive Director shall provide leadership to CISA's work and the achievement of the organization's goals. The Executive Director is responsible for articulating CISA's response to many constituencies, including the Board of Directors, volunteers, staff, other agencies, donors, policymakers and the general public. The Executive Director shall strive to build these many relationships into an effective team to work toward promoting local agriculture in western Massachusetts. A complete job description can be found at [www.buylocalfood.com](http://www.buylocalfood.com).

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## **New Voices Contest Seeks Innovative Vision for Sustainable Agriculture**

Win free trip to SARE's 20th Anniversary New American Farm Conference.

How can we advance sustainable practices and innovations to the whole of American agriculture? What if you had just five minutes to share your vision with the sustainable agriculture community? Share your vision for advancing sustainable agriculture!

SARE is proud to announce its New Voices contest, which will give "New Voices" in agriculture the opportunity to share their ideas with the leaders of the sustainable agriculture community at SARE's 20th Anniversary New American Farm Conference, to be held March 25-27, 2008 in Kansas City, Missouri.

SARE seeks written, audio, and/or video submissions that articulate emerging perspectives and illustrate an inspirational and pioneering vision for the advancement of sustainable agriculture over the next 20 years. The winning entry will be presented at the closing plenary session of the conference. Top finalists will also be invited to participate in leadership sessions at the conference at SARE's expense.

We particularly encourage submissions from: farmers or ranchers, emerging leaders in the field of advocacy, education or research, beginning farmers and ranchers, students, minorities and other under-represented audiences.

Share your roadmap to a new, sustainable American agriculture. Enter SARE's New Voices Contest today!

Deadline is December 7, 2007. Click here for official rules and details,  
[www.sare.org/2008Conference/newvoices.htm](http://www.sare.org/2008Conference/newvoices.htm).

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## **UMass Extension's 2008 Green Directory Now Available**

The 2008 UMass Extension Green Directory is a comprehensive guide to educational resources for Massachusetts Agriculture industry professionals. This 40 page guide is used as a reference all year long!

Online at [http://www.umassgreeninfo.org/publications/green\\_directory\\_2008.pdf](http://www.umassgreeninfo.org/publications/green_directory_2008.pdf)

The directory includes:

- Contact information for UMass Extension Agriculture and Horticulture Specialists and Faculty
- Upcoming UMass Extension conferences, seminars and workshops
- UMass Plant Diagnostic Lab submission information for insect, disease and cultural problems
- UMass Soil and Tissue Testing Lab information
- Pesticide license information, including test dates, training workshops, and how to get a pesticide license
- Phone resources to refer home gardener questions
- Extension newsletters, web sites and publications
- Frequently used phone numbers related to agriculture and the green industries.

For a printed copy, call (413) 545-0895, fax request to (413) 577-1620, or email [greeninfo@umext.umass.edu](mailto:greeninfo@umext.umass.edu).

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## **The New Oxford American Dictionary has picked their 2007 Word of the Year: it's locavore!**

The “**locavore**” movement encourages consumers to buy from farmers’ markets or even to grow or pick their own food, arguing that fresh, local products are more nutritious and taste better. Locavores also shun supermarket offerings as an environmentally friendly measure, since shipping food over long distances often requires more fuel for transportation.

“The word ‘locavore’ shows how food-lovers can enjoy what they eat while still

appreciating the impact they have on the environment,” said Ben Zimmer, editor for American dictionaries at Oxford University Press. “It’s significant in that it brings together eating and ecology in a new way.

“[Locavore](#)” was coined two years ago by a group of [four women](#) in [San Francisco](#) who proposed that local residents should try to eat only food grown or produced within a 100-mile radius. Other regional movements have emerged since then, though some groups refer to themselves as “localvores” rather than “locavores.” However it’s spelled, it’s a word to watch.

<http://blog.oup.com/2007/11/locavore/> - [Oxford University Press USA](#)

For information on locavores - [www.locavores.com](http://www.locavores.com)

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## NEWS FROM USDA

### USDA SEEKS PUBLIC COMMENT ON DAIRY DISASTER ASSISTANCE PROGRAM

The U.S. Department of Agriculture announced November 26th that dairy producers and the public have until Dec. 26, 2007, to comment on a proposed rule concerning the new Dairy Disaster Assistance Program III (DDAP-III). USDA published the proposed rule in the Federal Register today.

The proposal sets forth rules governing how this program will be administered. Comments may be made on proposed eligibility requirements, proof of production history, loss determinations, payment rates, payment rate calculations, appeals and other program provisions. Also, the proposal outlines the differences between this program and similar dairy disaster assistance programs carried out by USDA in recent years.

Comments should include the volume, date and page number of the issue of the Federal Register. The public can comment by: E-mail to: [Danielle.Cooke@wdc.usda.gov](mailto:Danielle.Cooke@wdc.usda.gov); Fax: (202) 690-1536;

\* Regular Mail to: Grady Bilberry, Director, Price Support Division (PSD), Farm Service Agency (FSA), United States Department of Agriculture (USDA), STOP 0512, Room 4095-S, 1400 Independence Avenue, SW, Washington, D.C. 20250-0512;

\* Hand delivery or courier to Grady Bilberry at the above address; or

\* Federal eRulemaking Portal: [www.regulations.gov](http://www.regulations.gov). Follow the online instructions for submitting comments.

The "U.S. Troop Readiness, Veterans' Care, Katrina Recovery, and Iraq Accountability Appropriations Act, 2007" (2007 Act), signed into law on May 25, 2007, by President

George W. Bush, authorizes DDAP-III. DDAP-III provides \$16 million in benefits to dairy producers for dairy production losses that occurred between Jan. 1, 2005, and Feb. 28, 2007.

USDA administered two dairy disaster assistance programs in recent years; however, the programs were implemented in some Gulf and Southeast states only. Unlike other disaster programs authorized by the 2007 Act, Congress did not exempt DDAP-III from the rulemaking process. For more information about this and other disaster programs administered by USDA's Farm Service Agency, visit: <http://www.fsa.usda.gov>; click on Disaster Assistance Programs.

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## CONNER NAMES MEMBERS TO FRUIT AND VEGETABLE INDUSTRY ADVISORY COMMITTEE

Acting Agriculture Secretary Chuck Conner announced October 31st the names of members of the new Fruit and Vegetable Industry Advisory Committee. USDA will schedule the committee's first meeting for January 2008 in the Washington, D.C., area.

The 25 members were selected from individuals nominated by their peers. Committee members represent fresh fruit and vegetable growers/shippers, fresh fruit and vegetable wholesalers, retailers, industry trade associations, importers, fruit and vegetable processors, foodservice suppliers, fresh-cut processors, brokers and state departments of agriculture. Each member is appointed to a two-year term. Fourteen of the members are incumbents from the previous advisory committee.

Originally chartered in 2001, the advisory committee advises the Secretary of Agriculture on issues affecting the fruit and vegetable industry. In May 2007, USDA approved a new two-year charter for this committee. The Federal Advisory Committee Act of 1972 provides for the establishment and operation of advisory committees within the executive branch of the federal government.

More information about the meeting will be published in the Federal Register and will be available at [www.ams.usda.gov/fv](http://www.ams.usda.gov/fv). Information also can be obtained by e-mailing [robert.keeney@usda.gov](mailto:robert.keeney@usda.gov) or by calling (202) 720-4722.

USDA's Fruit and Vegetable Industry Advisory Committee Members: 2007-2009: Danny Arnold, A-W Produce Co., Texas, Gordon Bowman, Bowman Apple Products, Virginia; Wayne Brandt, Brandt Farms, California; William Brim, Lewis Taylor Farms, Georgia; Frederick Caito, Caito Foods Service; Indiana; Charles Ciruli, Jr., Ciruli Brothers/Amex Distributing Co., Arizona; Jim Corby, Food Lion, North Carolina; Scott Danner, Liberty Fruit Co., Kansas; Matthew D'Arrigo, D'Arrigo Brothers, New York; Andrew Deane, Del Monte Foods, California; **Joseph DeVerna, Ocean Spray, Massachusetts**, Michael

Hollister, Driscolls' Inc., CA; A.G. Kawamura, California Department of Food and Agriculture, California; Helen Masser, Sterman Masser, Inc., Pennsylvania; Lisa McNeece, Grimmway Enterprises, California; John Millwater, Fresh Express, Texas; Luis Monterde, B&M Blueberries, Mississippi; Robert Morrissey, National Watermelon Assoc., Florida; Paul Newman, Rainier Fruit Company, Washington; Daniel Richey, Riverfront Growers/Riverfront Packing, Florida; Mike Stuart, Florida Fruit and Vegetable Assoc., Florida; Lisa Strube, Strube Celery and Vegetable Co., Illinois; Jennifer Verdelli, Verdelli Farms, Pennsylvania; Rebecca Wilson, Tom Lange Company, Illinois; Larry Yonce, J.W. Yonce and Sons, South Carolina.

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## **REQUEST FOR NOMINATION TO THE FARM, RANCH, AND RURAL COMMUNITIES ADVISORY COMMITTEE**

**SUMMARY:** The U.S. Environmental Protection Agency (EPA) invites nominations for membership on the Farm, Ranch and Rural Communities Advisory Committee.

The membership of this committee will include a balanced representation of interested persons with relevant experience to contribute to the functions of the committee and will be drawn from farm groups, conservation and environmental groups, agricultural processors and retailers, academia, citizen's groups and tribal governments.

[Click here for more information.](#)

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## **IN EVERY ISSUE**

### **CLASSIFIED ADS**

- **SolarWrights provides farmers with solar and wind energy alternatives.** Design, sales and services available. Experienced in USDA grant application. Offices in MA and throughout the northeast. Visit [www.SolarWrights.com](http://www.SolarWrights.com).
- **Have you considered wind or solar energy?** Presently there are significant grant opportunities from the state of Massachusetts and the USDA for Wind and Solar-Electric systems. Contact us to determine the applicability of wind or solar for your farm. You may be sitting on a resource that could provide significant savings. Grants are also available for residences and rural small businesses. Visit [www.lighthouse-electrical.com](http://www.lighthouse-electrical.com) or call Newell Thomas. 781-293-7948. [nthomas@lighthouse-electrical.com](mailto:nthomas@lighthouse-electrical.com) References available on request.
- **FOR SALE 11 acre farm** in South Plymouth, comprised of paddocks for horses, sheep, goats or other livestock. A beach plum orchard completely fenced with 10' deer fence and

2.25 acres open field. Drip irrigation system on separate well, compost pad, 28'X30' horse barn. Eleven year old 3 bedroom cape set 180' off road in private setting. No wetlands. CSA potential, recent neighborhood survey indicated 53% of the respondents willing to participate in a CSA. Contact Deborah Glass 508-423-2025.

- **Winchendon looking for vendors for a new farmers' market** - John McDonough, David Brown Farm 24 Otter River Road Winchendon, MA 01475, (978) 939-8314 E-mail: davidbrownfarm@comcast.net.
- **Boer Goats for Sale** – Large, two to three year old grade does, bred to handsome, registered bucks \$250 each, 50 available. Also doelings and bucklings, \$100 to \$125 each, 50 available. Also 250 Redstar pullets available, state tested and banded. Arrowhead Farm, 978-462-9482 or dickchase@arrowheadfamilyfarm.com.
- **For Sale: Hesston 55-66 DT**, 50 hp, 4wdr, heated cab, 3000 hours ex cond \$14,000.00; IH 8.5 ft transport harrow \$1500.00; JD 4btm semi mount \$2000.00 Call 413 896 0475.
- **Greenhouse equipment for sale:** 2 Modine hi-efficiency separated combustion LP heaters, 340k in, 275 out, model FSH340AF \$800 each; 2 Siebring Royal 360 LP heaters, 360 K in, \$500; 3 Quietaire slant vent fans model GCS48100 with shutters, 48" blade diameter, 51" housing \$300 each; Johnson LP CO2 generator, model 1332 \$300; Dosmatic A40 fertilizer injector \$250. Paul or Amy, Sidehill Farm, Ashfield. 413 625 0011; paul@sidehillfarm.net.
- **Farm Acres for Lease** – Acton, MA. Historically farmed 3 acres on 7.5-acre South Acton property (w/ owner's residence) –. Bounded by perennial brook for irrigation - currently maintained as open meadow. Suitable for CSA, fruit orchard, berries, annuals and/or perennial crops, wildflowers, hay, nursery or grazing. Owner has local and state permit approvals - long term attractive lease - Located close to Route 2, South Acton MBTA Commuter Rail Stop, and Route 495 - ONLY experienced farmers need apply. Contact Hadley Farm, hadleyfarm@verizon.net.
- **FOR SALE: Wrapped haylage**, 1st and 2nd cuttings, PU at farm 1-10 bales, \$30 per; \$27 bale over 10

Must phone ahead to schedule loading, 413-369-4350 evenings.

- **For Sale: Mobile Dimension Saw**, Model 127, 1700 cc engine, on trailer, in good condition. Cuts accurately any diameter log, producing lumber from 1/4" x 2" to 8 1/4" x 12 1/4". 24 foot track. Includes single edger saw blade for larger lumber, split edger saw blade to cut 2 boards with 1 pass, 3 ft. end stands and various parts. Asking \$8,000. (413)238-5827.
- **For Sale: Rotavator, Howard HR7**. Working width is 60 inches and works with a 20 HP tractor or greater 3 point hitch and PTO. In good condition. Price reduced. Now asking \$750 Call Dick Starkey, 413-774-4215.
- **For Sale: Hitachi F-1000A** in pristine condition, 12" planer, 6" long bed joiner. Heavy cast iron construction on movable stand. Asking \$2,100. (413)238-5827.
- **Caretaker/Farm Manager:** 240 acres of coastal farmland located in South Dartmouth, MA, is currently under organic management. Farm has pastures for livestock, hayfields consisting of cool season forage species, and moorlands. Presently, cattle and sheep are organically raised. Duties include maintenance and security of property, its systems and infrastructure, organic management of

cultivated fields and pastures, and care of small herd of cattle. Four bedroom house available. Revenue generating opportunity raising livestock/crops. Position available January 2008. Contact: Bob Cunningham, 508-992-7266, [rsc600@comcast.net](mailto:rsc600@comcast.net).

- **Farm for Sale** - The Trust for Public Land (TPL) is currently is accepting proposals for the purchase of Echodale Farm, subject to an Agricultural Preservation Restriction (APR). Echodale Farm is located at 45 Park Hill Road in Easthampton. The farmhouse is a 2-family dwelling, with each unit containing two bedrooms and 1 bath. There is a 3,000-square foot barn, and a total of 141 acres, of which 80 acres is tillable, used in recent years to grow corn, hay, soybeans, and winter rye. TPL has been working for two years with the Pascommuck Conservation Trust (PCT) and the City of Easthampton to permanently protect Echodale Farm, thereby creating a 500-acre block of land that will forever be preserved as open space and agricultural land. For more info., visit [www.tpl.org/echodale](http://www.tpl.org/echodale) or contact Lauren Wolpin at 617-371-0528.

### How to Place a Classified Ad

Classified ads are accepted free-of charge on a first-come basis. Be sure to include a phone number. No display ads will be accepted. Only one ad per business/individual per issue, unless space permits. Ads may run in consecutive issues, space permitting. Ads must be of interest to Massachusetts farmers. The Mass. Dept. of Agricultural Resources reserves the right to refuse any listing it deems inappropriate for publication. E-mail, fax or mail ads to: Farm & Market Report, Mass. Dept. of Agricultural Resources, 251 Causeway Street, Suite 500, Boston, MA 02114, fax: 617-626-1850, [Richard.LeBlanc@state.ma.us](mailto:Richard.LeBlanc@state.ma.us).

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## CALENDAR

- **December 6 & 7: Mapping Massachusetts Communities Workshop:** An Introduction to GIS and Community Analysis (Two separate one day workshops offered) **Audience:** Beginners, anyone interested in mapping their community (8:30 am - 4:30 pm) Where: Charles River Public Internet Center 154 Moody St. Waltham, MA 02454. [To register or more info, www.nur-online.com](http://www.nur-online.com).
- **December 8: Central & Northeast Agricultural Commission Workshop & Resource Fair,** Best Western Royal Plaza Hotel & Trade Center, 181 Boston Post Road West (Rte. 20 just off Rte. 495), Marlborough, MA. [Details above.](#)
- **December 11-13: New England Vegetable & Fruit Conference and Trade Show,** Radisson Hotel, Manchester, NH and will include 27 educational sessions over 3 days, covering major vegetable, berry and tree fruit crops as well as various special topics. A Farmer to Farmer meeting after each morning and

afternoon session will bring speakers and farmers together for informal, in-depth discussion on certain issues. [www.newenglandvfc.org](http://www.newenglandvfc.org)

- **December 13: Winter Botany – Identification of Plant Materials**, 10-noon. Tower Hill Botanic Garden, Boylston. Info. or a registration form, go to [www.umassgreeninfo.org](http://www.umassgreeninfo.org) or contact the Landscape, Nursery, & Urban Forestry Program at (413)545-0895, [eweeks@umext.umass.edu](mailto:eweeks@umext.umass.edu).
- **December 14: Marketing Greener for greenhouses and garden retailers** - 9AM - 4:15 PM, Sturbridge Host Hotel, 3 Pesticide credits - For program details and registration information [click here](#).
- **Saturday, January 12 – Ag Commission Gathering**, Hotel Northampton. [Details above](#).
- **January 16, 17, 18, 22 & 23, 2008 – NOFA 5-Day Accreditation Course in Organic Land Care**, held at the Doyle Conservation Center at 464 Abbott St. in Leominster, MA. Intensive course (accreditation optional) trains professionals to practice organic land care. Recommended for landscapers, designers, municipal and parks employees, horticulturists, etc. Visit [www.organiclandcare.net](http://www.organiclandcare.net) for more information or contact Kathy Litchfield at (978) 724-0108 or [kathylitch29@yahoo.com](mailto:kathylitch29@yahoo.com).
- **January 29-31: North American Strawberry Growers Association Annual Mtg. and Conference**, Hershey, PA. This special North American Berry Conference is a cooperative event with the North American Bramble Growers Association, and will be held in conjunction with the regional Mid-Atlantic Fruit and Vegetable Convention. Info: contact Kevin Schooley at 613-258-4587, [info@nasga.org](mailto:info@nasga.org) or visit [www.nasga.org](http://www.nasga.org)
- **February 9: Massachusetts Agriculture in the Classroom Annual Conference**, Baird Middle School in Ludlow, 9-3pm. Details at [www.aginclassroom.org](http://www.aginclassroom.org).
- **February 9 - 12: Aquaculture America 2008**, Orlando, FL - hosted by the Florida Aquaculture Assoc. - registration and details at - [www.was.org](http://www.was.org) - Preregistration by Jan. 10th.
- **March 18: Massachusetts Agriculture Day at the Statehouse**. To reserve a booth, contact Mary Jordan, 617-626-1750, [mary.jordan@state.ma.us](mailto:mary.jordan@state.ma.us).
- **June 26 - 28: Massachusetts Christmas Tree Association 50th Anniversary Meeting**, Ioka Valley Farm, Hancock, MA. In association with the biennial conference of the New England Christmas Tree Alliance, [www.christmas-trees.org](http://www.christmas-trees.org). For more info., Peter A. Sweet, Seekonk Tree Farm, [psweet1@roadrunner.com](mailto:psweet1@roadrunner.com).

If you have events you would like listed to our new ag industry calendar webpage, [http://www.mass.gov/agr/events/coming\\_up.htm](http://www.mass.gov/agr/events/coming_up.htm), or Consumer events at: <http://www.mass.gov/agr/events/index.htm>, email Rick LeBlanc at [richard.leblanc@state.ma.us](mailto:richard.leblanc@state.ma.us).

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251 Causeway St., Suite 500, Boston, MA 02114  
617-626-1700, fax 617-626-1850

[www.Mass.gov/AGR](http://www.Mass.gov/AGR)

- Scott J. Soares, Assistant Commissioner
- Kent Lage, Chief of Staff, [Kent.Lage@state.ma.us](mailto:Kent.Lage@state.ma.us)
- Mary Jordan, Director of Agricultural Development, [Mary.Jordan@state.ma.us](mailto:Mary.Jordan@state.ma.us)
- Brad Mitchell, Director of Bio-Security and Regulatory Services,  
[Brad.Mitchell@state.ma.us](mailto:Brad.Mitchell@state.ma.us)