

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

Farm & Market Report

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Commissioner's Column

by Acting Commissioner,
Massachusetts Department of Agricultural Resources
Scott J. Soares

Change brings challenges and opportunities for Massachusetts Agriculture and the Department of Agricultural Resources.

It is with bittersweet sentiment that I begin this first of my correspondence as Acting Commissioner to our farmers and friends of Massachusetts agriculture. Accordingly, in recognition of his outstanding contributions while serving as Commissioner for the Department of Agricultural Resources, I would like to take this opportunity to acknowledge the departure of Doug Gillespie. Through his tenure Doug was tireless in his support and advocacy for agriculture in our Commonwealth! His work contributed greatly to the “tool box” generated by former Commissioner Jay Healy and built upon the programs and services that emerged from the efforts of previous Commissioners Winthrop, Schumacher and Watson. As a result of Doug’s effort, our agency successfully worked through difficult days with reduced staff and budgets. And in spite of these challenges, our agency was able to further what have become nationally recognized programs such as the Farm Viability Enhancement Program and Agricultural Preservation Restriction Program while expanding upon the services that we provide to our farming community through the development of strong collaborations and creative approaches. To that end, Doug’s work also facilitated the emergence of Municipal Agricultural Commissions that, considering their establishment at the municipal level, will surely persist as one of his legacies for Massachusetts agriculture. Beyond these great accomplishments, Doug was a friend and although his commenting that he was a “temporary state employee working in the capacity of Commissioner” demonstrated his understanding of the temporary nature of his assignment, our staff and the farming community alike will miss him. Please join me in wishing Doug all the best in his future pursuits and expressing our thanks for his work on our behalf!

In addition to our change in leadership at the Department of Agricultural Resources we have also experienced some changes in staffing that will result new opportunities in our ability to better serve Massachusetts agriculture. First, many of you may have had the opportunity to work with Larry McCormick who served as Chief General Counsel for the Department. He too was instrumental in our efforts to work with the Agricultural Commission movement and his talents and abilities were an outstanding compliment and asset to our agency and the farming community at large. These talents were apparently not only recognized by us! Please join me in congratulating “His Honor” McCormick for

his recent appointment to the bench. Although our loss will be our judiciary systems' gain, we will miss Larry's passion for, and dedication to, Massachusetts farming interests. On the topic of staffing, we have also engaged in a partnership with the National Association of State Departments of Agriculture that will enhance our ability to reinforce the agency in areas where we have been woefully understaffed. As a result of this arrangement we also have an opportunity to enhance existing and new programs that will further our ability to work with the farming community in the areas of alternative energy and environmental compliance and assistance programming.

Exciting opportunities also lie ahead for Massachusetts agriculture! As a result of Governor Patrick's early work toward the restoration of the previous administration's budget cuts, funding for a Massachusetts Agriculture Innovation Center has been restored. This development will provide for the creation of a "virtual center" whereby we intend to work with commodity group representatives and agricultural support organizations to enable the support of projects that are aimed at addressing immediate needs and, most importantly, long-term solutions for environmental and economic development concerns related to the sustainability of Massachusetts agricultural pursuits. We are working fast in this program and expect to break "virtual" ground by mid February with the posting of a request for responses. Related to this effort, we have also begun our discussion for the FY08 state budget and although some cuts have been necessary, our proposal to the Executive Office will not negatively impact our staffing levels or our ability to continue to our mission. At the Federal level, we are also engaged in a broader discussion relative to the 2007 Farm Bill. Every five or six years, Congress undertakes a reauthorization and refunding (and traditionally a major realignment) of the federal agriculture and food programs. The product of this effort is commonly referred to as the "Farm Bill," a massive piece of legislation covering such diverse topics as commodity price support, farm credit, international trade in agricultural products, research and extension funding, conservation programs and a number of nutrition programs. Congressional debates are expected to begin soon and we are working hard to insure that our interests are represented.

Although there are a myriad of other activities that we have been involved in since our last communication, I'll cut this message short and, hopefully, leave you all with a sense that regardless of change, the Department of Agricultural Resources remains committed to our mission to provide a safe, local supply of high quality foods, to work to strengthen the economic viability of Massachusetts' agriculture, to enhance the environmental sustainability of the agricultural industry, to preserve farmland resources throughout Massachusetts and to help maintain agriculture as an important part of the overall economy of our Commonwealth. To that end, I truly look forward to serving you and working to attain our common goals for a vibrant Massachusetts agriculture industry.

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**New England Farmers' Direct Marketing Conference
and Trade Show**
Successful Strategies for Growing Your Farm Business

Register Now for the New England Farmers' Direct Marketing Conference - February 28 and March 1, Sturbridge Host Hotel, Sturbridge, MA - www.harvestnewengland.org

The conference is the best opportunity in 2007 to learn new marketing ideas and fine-tune strategies for business success. You should attend if you are a grower, value-added producer, planner, economic developer, government leader, farmers' market manager or interested in agriculture!

Multiple educational workshops are planned for both seasoned farmers and newer operations.

Some of the conference highlights include:

- Nationally renowned agrimarketing expert, **Jane Eckert** will speak on how to **“Market with More Creativity than Cash.”** Jane helped increase revenues at her family's farm by more than 300% and developed a special plan designed just for farmers.
- A lively and informative **“Best of New England”** panel will feature some of the top farm marketers from all six New England states discussing the latest trends, successes and challenges.
- **“Kitchen Table Direct Marketing”** will feature the real life experiences of William and Cathy Emmons of Cloudland Farm, Woodstock VT and Jan and Dale Wentworth, The Warren Farm and Sugarhouse, North Brookfield, MA, This interactive workshop will provide practical ways to combine sales and marketing thinking with the financial information to know when things are really working – or not.

Other conference highlights include workshops examining opportunities for farmers in the growing culinary tourism and group tour markets, good agricultural practices, value added workshops, business planning, website design and promotion, and lots more! In total, 25 workshops are planned. A special half-day farmers' market managers workshop is also being held on February 28 that will focus on **New Marketing Opportunities and Building Alliances**.

A complete agenda along with conference speakers and workshop descriptions can be found at www.harvestnewengland.org.

Nationally Renowned Agrimarketing Expert Jane Eckert to Speak at Conference

Nationally renowned agrimarketing expert, Jane Eckert will be the keynote speaker at the New England Farmers' Direct Marketing Conference and Trade Show in Sturbridge, MA on the morning of February 28th. Raised on her family's apple orchard outside of St.

Louis, Jane earned a degree in business and went on to executive marketing positions for eighteen years. As the former Vice President of Marketing for Eckert's Country Store and Farms in Belleville, Illinois, she developed the property into one of the most successful retail and entertainment farms in America and helped increase revenues by more than 300%. Today it is a top tourist attraction that draws over 500,000 guests annually.

Speaking on "**Marketing with More Creativity than Cash,**" Jane's innovative "Farm Marketing Pie" divides strategies into slices that use more creativity than dollars for a high return in revenue. Attendees will learn Jane's winning approach to brochures, websites, e-newsletters, promotions and media relations that focus on the customer, all designed to make sales increase, and will leave the workshop knowing how to set the right marketing priorities and immediate steps to take for positive results. Jane says "whether you're a novice or advanced farm marketer, it is critical to develop a plan to grow your customer base and increase sales."

Jane has been featured in U.S.A. Today, Time and interviewed for hundreds of newspapers, magazines and radio shows throughout the country. A member of the National Speakers Association and National Agri Marketing Association, her company, Eckert AgriMarketing, is a full-service marketing and consulting firm that offers a variety of services to the tourism industry and agricultural operations.

For more information and to see a complete list of conference workshops and descriptions, go to www.harvestnewengland.org.

Conference Trade Show Includes Nearly 70 Exhibitors

With 70 trade show exhibitors registered for the New England Farmers Direct Marketing Conference, you will meet face to face with the manufacturers of farm equipment, products and services, exciting specialty food producers, and a wide array of businesses with programs to support and grow your business. All this happens in a friendly, casual, and unhurried atmosphere. You'll understand the hottest new trends and products hitting the industry. A complete list of exhibitors can be found on the conference website at www.harvestnewengland.org.

Your success depends on developing and satisfying your customers. At the New England Farmers' Direct Marketing Conference and Trade Show, you'll find the fresh ideas that will keep you one step ahead of the curve and the competition! The products, services and contacts you'll discover at the Farmers' Direct Marketing Conference will help you strike the perfect balance between reliability and innovation, keeping your customers happy and coming back for more.

Slated for February 28 – March 1 at the Sturbridge Host Hotel, Sturbridge, MA, the conference includes the annual meeting of several Associations, farmer's market managers' workshop and 25 educational seminars. For registration information go to www.harvestnewengland.org

Associations to Meet in Conjunction with Conference

Several agricultural associations will hold annual meetings in conjunction with the New England Farmers' Direct Marketing Conference and Trade Show in Sturbridge, MA.

The New England Apple Association will hold its annual meeting at 1:00pm while the New England Apple Council will meet at 4:30pm on Wednesday, February 28th. The Massachusetts Association of Roadside Stands and Pick-Your-Own will meet at 5:30 pm.

For more information on any of the above meetings contact:

Russell Powell, [New England Apple Association](#): 413-247-9966 or Russell@newenglandpapples.org

John Young, New England Apple Council – 603-497-2132 or neac@aol.com

Lynn Hartman, [MA Roadside Stand Association](#), 978-355-2015 or hartmansherbs@hotmail.com

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Exploring Your Small Farm Dream

Offered at Mount Wachusett Community College in Gardner
4 Sessions in Late March and Early April, 2007

Offered in Southeastern Massachusetts in May/June in collaboration with [Southeastern Mass. Ag Partnership \(SEMAP\)](#)

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 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 business. Its purpose is to help pre-venture, aspiring farmers learn what it would take to start and manage their own commercial agricultural businesses, and decide whether this is a path they really want to take. Explorer makes use of four guided group sessions, an acclaimed workbook, instructors experienced in starting ag businesses, and extensive supporting resources. It was created as a decision-making tool to help you establish the clear vision and goals you will need to guide a new agricultural venture. It will help you identify and assess personal motivations, business and farming skills, and available 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.

Please join a congenial group of your peers at Mount Wachusett Community College in Gardner for four evenings **March 7, 21 April 4, 18**. 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 – with additional support from Mount Wachusett Community College.

MDAR is underwriting a portion of the course fee, and will be offering 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 12 primary participants to maximize group time, with the chance for some attendees to bring another person if space allows.

The registration cost of \$100 includes all materials, guest speakers, access to the in-class library (as well as NESFI's extensive library in Belchertown), and (for the lucky 4) an extra boost from targeted help on a key next step.

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, Email: rchandler@umext.umass.edu, Phone: 413-577-0459

NOTE: If you want to take Explorer but just can't make it to Gardner on these dates, contact the ABTP Director at the above address for other possible sites and dates in 2007-08.

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Mass Grown Products for Those in Need

In January, the Department of Agricultural Resources executed the \$600,000 FY07 contract for the Massachusetts Grown Initiative of the Massachusetts Emergency Food

Assistance Program (MEFAP) The “Mass. Grown Initiative” earmarks funds for the purchase of products from Massachusetts farmers, giving our local growers and producers another market and helping our hungry neighbors by providing nutritious, fresh produce.

Established in 1993, the [MEFAP program](#) enables the four regional food banks in Massachusetts—[The Greater Boston Food Bank](#), [The Food Bank of Western Massachusetts](#), the [Worcester County Food Bank](#) and the [Merrimack Valley Food Bank](#)—to purchase food from Massachusetts manufacturers, distributors and farmers. All the food is then distributed to a network of over 800 food pantries, soup kitchens and shelters. The Greater Boston Food Bank administers the program for all four food banks.

Currently, The Pioneer Valley Growers Association, a cooperative of farmers from western and central Massachusetts, contracts with the four food banks to provide much needed fruits and vegetables such as apples, potatoes, collard greens, cabbage, peppers, and squash. These perishable products are distributed in many different ways. For instance, at The Greater Boston Food Bank, member hunger-relief agencies, such as Rosie’s Place and the New England Shelter for Homeless Veterans, pick up produce at The Food Bank and then use it for their congregate feeding programs. Fresh produce is also distributed through The Food Bank’s Brown Bag program, which provides families and seniors with 15-to-20 pound, supplemental bags of groceries once a month. In addition, The Food Bank’s Kid’s Cafes, a feeding program that provides an average of 4,400 nutritious meals five days a week to more than 1,000 children daily in safe, accessible locations throughout Greater Boston, benefits from Mass. Grown Initiative.

New this year to the Mass. Grown Initiative is the addition of milk provided by Our Family Farms of Western Massachusetts. Our Family Farms is a cooperative of eight local dairy farms comprising 1700 acres in western Massachusetts. All of the cooperative’s milk is rBST free.

The Mass Grown Initiative is a win–win situation for all involved. Massachusetts farmers gain another market for their products and those in need gain access to the nutrient-rich food vital to a healthy diet.

If you are a grower interested in providing products to the Program, please contact Bill Barrington at the [Pioneer Valley Grower’s Association](#) 413-665-4047.

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Agriculture Day at the Statehouse - March 28th

Wednesday, March 28, 2007 - Massachusetts’ 6,000 farms maintain some 520,000 acres of open space and generate \$416,000 million in farm-gate revenue. Each year many of these farmers as well as agriculture officials from across the Bay State visit their

legislators on Massachusetts Agriculture Day at the State House to discuss issues and legislation affecting their farms and communities.

The event includes a speaking program, 'Agriculture Day' awards, informational exhibits and a reception featuring Massachusetts's farm and specialty food products. Please join us in recognizing Massachusetts's farmers and learn more about efforts to maintain the long-term viability of Massachusetts's agriculture.

PROGRAM

- 9:30 am – 11:30 am Registration between the Great Hall and the Grand Staircase
- 10:00 am Farmer Orientation on Agricultural Issues - Great Hall
- 10:00 am – 11:15 am Farmer – legislator visits
- 11:30 am Speaking Program - Grand Staircase
- 12:00 pm "Taste of Massachusetts" Reception - Great Hall

Nametags will be available at the registration desk, For more information, or to reserve a table, contact Mary Jordan, (617) 626-1750, mary.jordan@state.ma.us.

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Dartmouth Grange Shared-Use Kitchen Opens for Business

Following a four-year extensive renovation to the Dartmouth Grange, situated in the historic village of Russells Mills, the Grange is opening its doors to its regional Shared-Use Kitchen. Providing opportunities for the local agricultural community to add value to its products, the kitchen at the Dartmouth Grange is supporting and encouraging the growth and development of specialty food processing businesses. According to Grange member, Julie Manley, "the kitchen project, was initiated to strengthen and increase economic opportunities for local citizens with special emphasis on activities that support local farm businesses."

The state certified commercial state-of-the-art kitchen has all the amenities that a specialty food producer, grower or caterer might need, including: a 40-gallon tilting skillet; a 40-gallon steam-jacketed kettle; 2 convection ovens; a 6-burner range with two conventional ovens; a 20 and 40-quart stand mixer with grinding attachment; an automated filling machine; a 4-quart commercial food processor; an industrial stick blender; digital scales; assorted smallwares.

The Grange Kitchen has hired a part-time kitchen manager, Becky Turner, to assist would-be food entrepreneurs navigate the regulations put forth by local, state, and federal agencies. Ms. Turner also provides guidance and direction for small-scale food producers. Available on an hourly basis, the kitchen is rented on a first-reserved, first-served basis. If you would like more information or to schedule use of the kitchen please

contact:

Dartmouth Grange Shared-Use Kitchen

1133 Fisher Road

Dartmouth, MA 02747

508.636.1900, becky@dartmouthgrange.org, www.dartmouthgrange.org

http://www.dartmouthgrange.org/services_kitchen.html

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MDAR Announces Emergency Order for Sheep and Goats

The Massachusetts Department of Agricultural Resources (MDAR) has announced an emergency order (Emergency Order 1-AHO-06) directed toward those involved in the breeding, dealing, transportation, auction, or ownership of sheep and goats in the Commonwealth of Massachusetts. The Order requires the official identification of all sheep and goats at the first time there is a change of ownership or at 18 months of age (as evidenced by the eruption of the second incisor), whichever occurs first. Official identification shall be defined by the United States Department of Agriculture (USDA) publication Scrapie Eradication Uniform Methods & Rules, or by other means as approved by the USDA for this purpose, and shall ensure that an individual animal can be traced to its flock of birth. The Order was instituted to assure that Massachusetts will retain its status as a “Consistent” (compliant) state with the United States Department of Agriculture (USDA) Scrapie Program. The status of “Consistent” state gives producers the freedom to transfer the animals into other states. The USDA maintains a National Scrapie Program in order to prevent and minimize the spread of Scrapie.

MDAR will work to implement regulations to replace this Order in the near future.

Scrapie is a fatal, degenerative disease that affects the central nervous system of sheep and goats. It is classified as a transmissible spongiform encephalopathy (TSE). Infected flocks that contain a high percentage of susceptible animals can experience significant production losses. While there is no scientific evidence that scrapie poses a risk to human health, scrapie has significantly impacted the sheep industry costing an estimated \$20 million a year in direct losses and millions of dollars more in lost potential markets and flock productivity. Over a period of several years the number of infected animals increases, and the age at onset of clinical signs decreases making these flocks economically unviable. Female animals sold from infected flocks spread scrapie to other flocks.

The presence of scrapie in the United States prevents the export of breeding stock, semen, and embryos to many other countries. TSEs are the subject of increased attention and concern because of the discovery of bovine spongiform encephalopathy (BSE) in cattle,

the link between BSE and variant Creutzfeldt-Jakob disease (vCJD) in people, and feline spongiform encephalopathy (FSE) in cats in Europe. For more information, contact Patricia Cabral, patricia.cabral@state.ma.us, or 617-626-1786.

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Organic Dairy Workshops

The following series of organic dairy workshops will introduce farmers to the process of transitioning to organic milk production and specific organic dairy practices.

All workshops will be held at the Brigham Hill Community Barn in Grafton, Massachusetts, from 10:00am – 2:30pm. The cost is \$10 per person for each workshop (\$5 for NOFA members). Lunch will be provided.

Thursday, March 8 - Introduction to Alternative Herd Health Treatments

Dr. Paul Detloff, Organic Valley's resident D.V.M. and co-founder of Crystal Creek, a firm that supplies natural veterinary supplies and remedies, will discuss practical, alternative methods for preventing and treating illnesses.

Register by March 1.

Thursday, March 29 - Introduction to Organic Pasture Management

Organic dairy farmers and advisors will discuss organic rotational grazing systems, management intensive grazing systems, pasture fertility and soil health.

Register by March 22.

The workshops have been organized by NOFA/Mass and Baystate Organic Certifiers, with support from Organic Valley and Stonyfield Farm. If you would like a registration form or have questions, contact Kate Rossiter, NOFA/Mass Organic Dairy Coordinator, at (413) 625-0118, or Don Franczyk, Baystate Organic Certifiers, at (978) 297-4171.

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The 7th Massachusetts Organics Recycling Summit: "Gaining Ground in Organics Recycling"

Tuesday, **March 6**, from 8:00am to 4:00pm (conference and exhibit hall) and Wednesday, March 7, 2007 (optional tours)

WHERE: Best Western Royal Plaza Hotel and Trade Center, Marlborough, Massachusetts

Join the MassDEP for a professional conference and vendor exhibit hall focused on organics waste reduction in Massachusetts.

A second day includes off-site tours. Last year's Summit attracted 225 professionals from 14 states!

WHO SHOULD ATTEND: Businesses and state and municipal governments seeking innovative solutions and cost-saving opportunities for managing organic materials such as commercially generated food waste and residential leaf and yard waste.

WEB SITE: <http://www.mass.gov/dep/recycle/reduce/orgsum07.htm>

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New Law Establishes a Preference for State Agencies to Purchase Massachusetts Agricultural Products

Chapter 123 of the Acts of 2006 directs the State Purchasing Agent to grant a preference to products of agriculture that are grown or produced using locally grown products. Specifically, Chapter 123 directs those responsible for procuring products on behalf of a state agency or authority (1) to make reasonable efforts to facilitate the purchase of products of agriculture grown or produced using products grown in the Commonwealth and (2) to purchase these products, unless the price of the goods exceeds the price of products of agriculture from outside the Commonwealth by more than 10%.

Products of agriculture are defined to include any agricultural, aquacultural, floricultural or horticultural commodities, the growing and harvesting of forest products, the raising of livestock, including horses, the raising of domesticated animals, bees or fur-bearing animals, and any forestry or lumbering operations. OSD will incorporate this new requirement into statewide procurements for agricultural products and departments must also be in compliance with this new law when conducting procurements for products not on statewide contract that fall within the definition of agricultural products. OSD is in the process of updating the Procurement Information Center (PIC) and will include new language in the Required Specifications document to reflect the requirements of the new law. In the interim, the following language can be referenced in department procurements for agricultural products to ensure compliance with the new preference law:

Required Specifications for Purchase of Agricultural Products - Chapter 123 of the Acts of 2006 directs the State Purchasing Agent to grant a preference to products of agriculture grown or produced using locally grown products. Such locally grown or produced products shall be purchased unless the price of the goods exceeds the price of products of agriculture from outside the Commonwealth by more than 10%. For purposes of this preference, products of agriculture are defined to include any agricultural, aquacultural, floricultural or horticultural commodities, the growing and harvesting of forest products, the raising of livestock, including horses, raising of domesticated animals, bees, fur-

bearing animals and any forestry or lumbering operations.

If you have any questions, please contact Bill McAvoy, OSD's General Counsel at 617-720-3327 or William.mcavoy@state.ma.us.

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Farm Aid Grants Boston Public Market \$5,000 to Strengthen Family Farm Agriculture and Grow the Good Food Movement

In keeping with its mission to keeping family farmers on their land and strengthening local and sustainable food production, Farm Aid awarded grants this week to 59 family farm groups across the country totaling \$563,700.

The \$5,000 grant to the Boston Public Market Association (BPMA) will be used for outreach to local restaurants and institutions in Boston that are interested in purchasing fresh, local products from Massachusetts and New England. Howard Leibowitz of BPMA said, "Our goal is to open up more markets for local producers in Boston so that it will be more economical for them to also participate in our locations, as well as others throughout the City. As we work toward the creation of a permanent public market for Boston, we want to build a series of positive relationships with farmers and producers across our region. This grant from FarmAid helps us take a step forward in that direction."

FarmAid's funds will support innovative programs that help farm families stay on their land, increase production of family farm food and expand local markets. Funds will also support efforts to increase on-farm renewable energy production, confront the threat of increasing corporate control of agriculture, as well as hotlines and advocacy efforts that help farm families recover from disasters and financial hardships. Included in this grant cycle, Farm Aid provided \$53,200 to disaster response, supporting the ongoing effort to help farm families fully recover from last year's devastating hurricanes along the Gulf Coast.

Much of the money raised by Farm Aid this year was the result of its 21th Anniversary concert Farm Aid 2006 Presented by Silk Soymilk held September 30 at the Tweeter Center at the Waterfront in Camden, NJ. "Farm Aid is proud to support so many creative efforts around the country to expand opportunities for family farmers," said Farm Aid President Willie Nelson. "We're all working together to support good food from family farms."

To learn more about Farm Aid, and see the full list of 2006 grantees, visit their Web site at www.farmaid.org call 1-800-FARM-AID. Boston Public Market Association, 40 Court Street, #1150, Boston, Ma. 02108, www.bostonpublicmarket.org

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Farmers' Markets Seeking Vendors

Farmers' Market information for 2007 is currently being updated. Watch for the next issue of the Farm and Market report where there will be a complete list of farmers' markets seeking vendors. For more information contact David Webber at 617-626-1754 or david.webber@state.ma.us

Proposed New Markets:

- Cambridge/Kendall Square, Thursdays, 11:00am – 2:30pm, Contact Rose Fisher, 617-577-7354 or rmfisher@m-g.com
- Falmouth, Contact Jay Zavala, 508-564-4140 or jayzavala@comcast.net
- Harvard, Saturdays, 9:00 am – Noon, Contact Belinda Friedrich, 978-456-3805 or bindiandmarc@arczip.com
- Needham, Contact Tara Gurge, 781-455-7523 or tgurge@town.needham.ma.us
- Provincetown, Saturday afternoons on Commercial Street, next to Town Hall. Contact Andy Pollock, 508-991-5185 or farmsilverbrook@aol.com

Existing Markets:

- Belmont , Thursday afternoon market begins mid-June after a strong 2007 inaugural season. Seek new vendors, especially organic growers and supplemental vendors selling meat, cheese and other locally produced products. Contact belmontfarmersmarket@gmail.com or 617 484-0170
- Constitution Beach East Boston. Please contact Jackie Rosatto 617-276-7589
- Greenfield Farmers' Market is currently seeking vendors that sell: eggs, meat, cheese, hanging plants and any other annual/perennial flower plants to sell at our Saturday morning market from 8:00am-12:30pm from end of April-October. Please contact Market Mgr.Devon Whitney-Deal at 413-625-9907.
- Hingham, Saturdays, Contact Marti Amdur, 781-749-0691 or mamdur@comcast.net
- MA Turnpike, Various locations, Contact David Fenton, 781-431-5192 or dave.fenton@mta.state.ma.us
- Marblehead, Saturdays, Contact Don Morgan, 781-631-1243 or dlmorgan@verizon.net, Seeking dairy farm, fish/lobster, produce.

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SEMAP Offers Local Farms Low-cost Help to Plan for Future

Now accepting applications for individual farm transfer planning assistance. As part of its new Farms Forever program, SEMAP (Southeastern Massachusetts Agricultural Partnership) has raised funds to support low-cost, individualized farm transfer planning assistance for a limited number of Southeastern Massachusetts farms. The goal of SEMAP's Farms Forever program is to sustain working farmlands and to help new and second-generation producers to begin farming in Southeastern Massachusetts.

"We know farm transfer planning is a tough topic," said Sarah Kelley, SEMAP Executive Director. "It's hard enough to take care of day-to-day operations, much less plan to ensure a farm's working future when it changes hands. When we asked local producers what we could do to help them with farm transfer planning, they told us, 'We need someone to help us figure out the first step. We need one-on-one help to sort out all the issues—taxes, retirement, insurance, how to talk to family members.' SEMAP is trying to meet those needs by making low-cost, one-on-one farm transfer planning assistance available to farms in our region."

SEMAP is actively seeking farm applicants for this assistance. The farm transfer planning assistance will be provided by Land For Good, Inc., a New Hampshire-based nonprofit organization that specializes in farmland transfer and tenure. Funding for the program is provided by the A.D. Makepeace Neighborhood Fund.

Applicants to Farms Forever can get help at two levels from Land For Good. The "Getting Started" level lasts from 3-6 months and involves an initial assessment; the creation of an action plan; referrals to attorneys and financial planners; and follow-up support. The "Start to Finish" package runs approximately 12 months and includes an initial assessment; an action plan; recruitment and coordination of service providers such as attorneys and financial planners; assistance with assembling documents; periodic consultations; follow-up and a final meeting.

Funding from the A.D. Makepeace Neighborhood Fund covers two-thirds of the cost of services; farmers pay \$150 for the first level of assistance and \$300 for the second.

"Land For Good is a trusted partner for SEMAP and we know they will provide a quality service," stated Kelley. "LFG will guide farms through transfer planning step by step, and help them get the peace of mind of knowing that a detailed plan is in place for the future of their farm. We encourage any interested local farm to apply for this assistance."

Local farms can apply with a brief 2-page application. Applications can be obtained from Sarah Kelley at SEMAP 508-295-2212 ext. 50 or skelley@umassd.edu, or by visiting SEMAP's website at www.semaponline.org for a downloadable application. The assistance is available on a first-come, first-served basis.

SEMAP is a non-profit organization whose mission is to help agricultural enterprises in Southeastern Massachusetts (Bristol, Plymouth, Barnstable, Nantucket and Dukes Counties) achieve economic success. This mission is supported through two main program areas: Market Development (increasing demand for local farm products through a Buy Local Campaign and Business-to-Business Network), and Business/Technical Assistance (providing business education and assistance to local farms through courses and workshops, publications, and the Farms Forever program). To learn more, visit www.semaponline.org.

Contact: Sarah Kelley, 508-295-2212 x 50, skelley@umassd.edu, www.semaponline.org.

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20th Annual Massachusetts Governor's Conference on Travel & Tourism

March 22-23 - DCU Center, Worcester - Join your colleagues in the tourism and hospitality industry as they come together for the most important annual gathering of travel businesses in Massachusetts. 2007 marks the 20th anniversary of the Massachusetts Governor's Conference and we have given it the fitting title of Tourism: The Economic Engine. This jam-packed, two-day conference promises to be the most exciting and interesting yet and will offer quality, keynote addresses; breakout sessions and networking opportunities designed to keep you informed about the current state of the industry, marketing trends and the latest research on this 11 billion dollar industry for Massachusetts.

Highlights Include:

- A keynote address from Roger Dow, President & Chief Executive Officer, Travel Industry Association of America
- A keynote address from Dean Reeder, Director of Tourism, National Park Service

Breakout Sessions Featuring:

- Larry Schweinsburg, H & A Media Group
- David Zimmerman, Publisher, Boston Spirit

There are three simple registration categories for 2007:

- Full Conference, which includes all keynote addresses, breakout sessions, networking and meal functions, including the Gala Dinner and Awards Ceremony for the full two day conference: Cost \$230.
- First Day Only includes all keynote addresses, breakout sessions, networking and meal functions, including the Gala Dinner and Awards Ceremony, for March 22nd only. Cost \$180.
- Gala Dinner and Awards Ceremony Only. Cost \$80.

Register before February 1st, 2007 and be entered to win an Olympus SP-310 (7.1 mega pixel) digital camera compliments of Mullen. Don't forget to book your room at the Hilton Garden Inn before March 10th at the special Governor's Conference Rate of \$119!

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Farmstead Cheese Safety Risk Reduction Seminars offered in Northeastern Locations

Have you ever had a batch of cheese spoil? Spoilage is not only a huge disappointment but also a costly loss of milk, labor and sales. Cooperative Development Institute (CDI), in collaboration with Peter Dixon, noted dairy foods consultant, is launching the seminar "Cheese Food Safety Risk Reduction." This new seminar, aimed at reducing batch losses, improving quality overall and providing food safety assurance for buyers of farmstead

cheeses, will take place:

February 7, 2007, 10 am - 3 pm, Cobb Hill Farm, Hartland Four Corners, VT

February 14, 2007, 10am - 3 pm, Bushmeadow Farm, Union, CT

February 19, 2007, 10 - 3 pm, Hahn's End Cheese, Bath, ME

The seminar will provide cheese-makers with information to develop a Cheese Safety Risk Reduction plan. Points in the cheese-making process where contamination can occur- in producing, storing and transporting milk, and making, ripening, packaging, and distributing cheese- will be identified using the HACCP (Hazard Analysis and Critical Control Point) approach.

Following the program, seminar leaders Lynda Brushett of CDI and Mr. Dixon will work with each farm to develop a plan to prevent possible contamination and monitor the control points by sampling and testing, to verify that the plan is working.

Why begin establishing certification standards now? "The production of farmstead cheese in the Northeast has grown in the past twenty years from a handful of early innovators to a hundred or more businesses serving markets across the U.S.," said Ms. Brushett. "While there has been a concurrent growth in opportunities for cheese-makers to learn about the science and craft of cheese-making, the subject of cheese safety needs to be brought into focus." Other reasons for creating standards include:

1. "Cheese safety risk reduction" means "quality assurance." Improved cheese-making systems produce better cheese, reduce the number of spoiled batches and result in more cheese to sell.
2. More and more cheese buyers are requiring producers to have food safety plans in place before they will buy their products. Being proactive about food safety is part of preparing cheese-makers for the future, so that they can maintain existing markets and be able to enter new markets.
3. One mistake can ruin business for everyone in the farmstead cheese micro-industry. Cheese safety plans reduce the risk of food-borne illness occurring from farmstead cheese.
4. An effective cooperatively-operated cheese safety program will give cheese-makers confidence that the product they produce is as safe as possible and return the "added value of the added effort."

The seminar leaders will outline the Farmstead Safe Cheese Certification Program during the Cheese Food Safety Risk Reduction Seminar. Twenty participants out of the attendees will be surveyed for a pilot study that will focus on:

1. Development and implementation of Cheese Safety Risk Reduction plans,
2. Milk, cheese, and environmental testing,
3. Interpretation of results and verification that the plans are working effectively,
4. Milk and cheese quality problem solving,
5. Formation of a Farmstead Safe Cheese Association to operate the Farmstead Safe Cheese Certification Program in the future, and
6. Business planning for the association to organize testing, provide technical assistance, and market the value of the safety program to cheese buyers.

This seminar is made possible by Northeast SARE. For more information, please contact Peter Dixon at 802-387-4041, dixonpeter@mac.com or go to www.cdi.coop. Directions are available.

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Trade Mission to Dominican Republic and Costa Rica

Benefit from the 2nd largest US export Market in Latin America. US agricultural exports to Central America and the Dominican Republic totaled \$1.6 billion in 2003. Removing trade barriers between the United States and Central American and the Dominican Republic is creating new export opportunities for food and agricultural businesses.

Join the Trade Mission to the Dominican Republic and Costa Rica April 23 - 27, 2007. One-on-one meetings, briefings and retail tours are part of the agenda.

For more information contact: bonita.oehlke@state.ma.us

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Growing Fruit in the Home Garden series

Little surpasses the joy of eating fruit from your own garden; however, growing those fruit is often a horticultural challenge. This year's Mass Aggie Seminars, "Growing Fruit in the Home Garden" -- February 10 - April 28, 2007, will help overcome the challenges with growing fruit at home. We will present programs on basic and advanced apples and stone fruit (peaches, plums, and cherries), on blueberries and raspberries, on grapes, on identifying and controlling fruit pests, and even on grafting apples. Many of these Saturday sessions (such as pruning, grafting, and identifying pests) are hands on and should be both educational and fun. All sessions will be on Saturdays, and locations include Brooksby Farm in Peabody, Tougas Family Farm in Northborough, and UMass Cold Spring Orchard in Belchertown.

For a copy of the schedule, go to www.massaggieseminars.org or call the UMass Extension Fruit Program at (413) 545-2254.

Ellen Weeks, UMass Extension Landscape, Nursery and Urban Forestry Program French Hall 230 Stockbridge Rd. Amherst, MA 01003, (413) 545-2685, www.umassgreeninfo.org.

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UMass Community Tree Conference Risk Management: A Landscape Challenge

TUESDAY, **February 27**, STOCKBRIDGE HALL, UMASS AMHERST - This one-day conference is designed for Arborists, Tree Wardens, Municipal Managers, City Planners, Foresters and Landscape Architects who are involved with the management of property, both private and public. The theme for this year's conference is Risk Management: A Landscape Challenge.

Our morning keynote speaker for the 2007 conference will be Mr. David Marren, VP of the Bartlett Tree Expert Company. Mr. Marren is both an experienced arborist and a lawyer. His presentation will review the legal aspects of tree work as they apply to municipal and private property. Additional topics include identification of plant health care problems in New England, and strategies for reducing the potential for forest fires at the suburban fringe.

1 Pesticide contact hour, as well as ISA, MCA, SAF, MCH, and MCLP credits will be awarded.

The University of Massachusetts Extension, the Massachusetts Department of Conservation & Recreation and the USDA Forest Service sponsor this annual conference. For more information, contact UMass Extension at (413) 545-0895, eweeks@umext.umass.edu, or Dennis Ryan at (413) 545-6626, hdpryan@forwild.umass.edu or go to www.UMassGreenInfo.org.

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Protecting the Landscape, Protecting Yourself

Wednesday, **March 28**, Holiday Inn (formerly the Radisson), Brockton, MA

UMass Extension, Plymouth County Cooperative Extension, Barnstable County Cooperative Extension and the Massachusetts Department of Conservation and Recreation will sponsor an important symposium for Green Industry professionals and municipal employees with horticultural responsibilities.

Landscapers, arborists, garden center personnel, foresters, tree wardens, and state and town agency personnel that work in the areas of pest management and public relations will all benefit from this program.

For the past two years, this annual Extension conference has emphasized up-to-date information on the various caterpillars that have been problematic in Massachusetts. However, the past two years have also seen an increase in other insect pests as well,

including mosquitoes and deer ticks, which vector diseases such as EEE, West Nile Virus, and Lyme Disease. This conference will address what you, the Green Industry professional, need to know to protect yourself and your clients from these pests and possible diseases. This program once again brings together experts who will share information to prepare professionals for the upcoming season. The program will also provide an update on the pertinent caterpillar situation and will feature information on biorational pesticides that are friendlier to the environment, beneficial organisms and humans.

This conference is supported in part by the Mass. Dept. of Conservation and Recreation Forest Health Program. Five pesticide contact hours available for categories 29, 36, 47, and Applicators License. ISA, MCA, MCH, and MCLP credits have been requested.

Seating is limited, so pre-registration is strongly suggested. To pay by check or PO, use the form below; to register using a credit card, go to www.umassgreeninfo.org and click on Conferences and Workshops.)

For more information, contact UMass Extension at (413) 545-0895, eweeks@umext.umass.edu; Deborah Swanson, Plymouth County Extension, at (781) 293-3541, dswanson@umext.umass.edu; or Roberta Clark, Barnstable County Extension, at (508) 375-6690, robertac@umext.umass.edu

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Equine Seminar Series

2007 Mass Aggie - UMass Extension - Equine Seminar Series - February 17 to April 7, 2007

KEEPING YOUR HORSE PASTURE GREEN

(Basics of Grazing Management for Horses) - Dr. Stephen Herbert - February 17, March 14, March 24

MANURE AND MUD MATTERS FOR HORSE OWNERS

(Best Management Practices for Horse Operations)
Dr. Masoud Hashemi - February 17, March 24, March 28

WILL THIS PLANT HURT MY HORSE?

(Managing Weeds and Poisonous Plants in Horse Pastures) - Mr. Randall Prostack and Dr. Stephen Herbert - February 17, March 14, March 24

RIDING IN STYLE

(Opportunities to Enhance your Equine Operation) - Pat Barry and Carrie Chickering-Sears - March 3, March 28, April 7

HAY, NO MOLD OR DUST PLEASE!

(Understanding Hay Quality for Horses) - Dr. Stephen Herbert - March 3, April 4, April 7

DOES YOUR HORSE NEED CANDY FEED?

(Health Issues and Nutritional Management for Horses) - Dr. Michael Katz - March 3, April 4, April 7

For more information contact: Carrie Sears, UMass Extension at ccsears@umext.umass.edu or 413-549-3257.

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NEWS FROM USDA

Renewable Energy Loan and Grant program

Renewable Energy Loan and Grant program a being administered by Rural Development.

- When: Wednesday, **February 7**, from 9am to Noon
- Where: Cape Cod Cranberry Station Library - 1 State Bog Road, East Wareham, MA
- What: A workshop and informational meeting to discuss USDA's Renewable Energy and Energy Efficiency Program

This will be the first of two sessions offered to farm producers and rural business owners about the USDA Rural Development assistance that is available.

There will be two rounds of funding for this program this year. The first round application deadline is anticipated to be March 2, 2007.

A general overview of the program will be conducted, eligibility requirements, site requirements, and program guidelines will be discussed. Application procedures and contents will be reviewed and a sample template will be provided.

Presenters will include Thoma McGarr, Anne Correia, and Sharon Colburn from USDA Rural Development.

Registration can be completed by phone by calling USDA Rural Development at 508 295 5151 or by email at tom.mcgarr@ma.usda.gov.

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Federal Conservation Cost-Share Assistance available to Massachusetts farmers

Massachusetts farmers who would like to address soil and water conservation concerns on their land may apply for federal cost-share assistance through February 15, 2007. A total of \$4 million in financial assistance is available statewide this year through the Environmental Quality Incentives Program (EQIP), administered by the U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS).

Farmers are encouraged to call or visit their local USDA service center to schedule a time to complete the necessary paperwork and begin the conservation planning process. USDA service center locations are listed on-line at <http://offices.usda.gov> or in the phone book under Federal Government, U.S. Department of Agriculture. General program information is available on the NRCS Massachusetts website at www.ma.nrcs.usda.gov.

EQIP helps farmers improve production while protecting environmental quality by addressing such concerns as soil quality, grazing land conservation, irrigation efficiency and comprehensive nutrient management. With financial and technical assistance from NRCS, farmers will promote environmental quality on farmland, address water quality and quantity challenges, and protect valuable fish and wildlife habitat.

In Massachusetts, NRCS also offers special pilot initiatives for greenhouse irrigation efficiency projects in Essex, Middlesex, Norfolk and Bristol counties and shellfish aquaculture management in Barnstable County.

“USDA is committed to providing conservation tools and resources to help Massachusetts farmers ensure that their land remains healthy and productive,” said State Conservationist Christine S. Clarke. “NRCS field staff are available to help farmers develop a conservation plan to address their resource concerns.”

The Natural Resources Conservation Service is an agency of the U.S. Department of Agriculture that provides leadership in a partnership effort to help people conserve, maintain, and improve our natural resources and environment. NRCS has seven Massachusetts field offices in Greenfield, Hadley, Holden, Hyannis, Pittsfield, Westford, and West Wareham, which work with local conservation districts and other partners to serve farmers and landowners throughout the commonwealth.

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Learn About Federal Crop Insurance

Federal risk management programs are available in Massachusetts to cover apples, clams, cranberries, field corn, nursery crops, peaches, potatoes, sweet corn, and tobacco. Federal subsidies for crop insurance programs generally cover over 50% of a policy's premium.

Key sales closing dates in Massachusetts occur in November and March for 2007 crop year participation in most programs.

For additional information about the USDA's Risk Management Agency, please visit www.rma.usda.gov. For additional information about the USDA/RMA Raleigh, NC, Regional Office, please visit www.rma.usda.gov/aboutrma/fields/nc_rso. For information about Custom Ag Solutions, visit www.casnow.com, or John Mangus at 307-548-9636, jmangus@casnow.com.

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IN EVERY ISSUE

CLASSIFIED ADS

- CISA is accepting applications for the newly created Communications Manager position. This part time employee will be responsible for strengthening and advancing CISA's identity (brand) through a comprehensive media relations and marketing program. The Communications Manager will develop and coordinate internal and external communications to the media, Local Hero members, donors, program partners and professional colleagues. To see a job description, [click here](#). Cover letter, resume and 3 writing and marketing samples are due by February 16. No calls please.
- SHEEP SHEARING SERVICES: Small flocks are my specialty. dgillespie751@att.net or 781-929-5618.
- SHETLAND SHEEP FOR SALE: Bred ewes starting lambing soon. Also yearling ewe and fall-born lambs available. Variety of fleece colors. All registered. \$150 each and up. dgillespie751@att.net or 781-929-5618
- MINI DONKEY FOR SALE: 2 year old "Josey" is a well-behaved intact male with a great disposition. Price: \$1,200 negotiable. dgillespie751@att.net or 781-929-5618.
- For Sale: AgTech 3004 airblast sprayer, 3 pth, 150 gallon tank, spray head swivels side to side and up and down, \$5,900.00, 978-264-4168
- We will help any Massachusetts landowner who needs a property caretaker with a free caretaker-wanted ad. Please contact Gary Dunn, THE CARETAKER GAZETTE, PO Box 4005, Bergheim, TX 78004 (830) 755-2300 www.caretaker.org
- Shellfish aquaculture gear for sale. 1) .5" diameter x 56" lengths of rebar - approx. 340 - .50 cents each. 2) 12" diameter, spherical yellow plastic floats w/ "pad eye" - 7 - \$5 each. 3) 10' radar reflective high flyer buoys - 3 - \$15 each. 4) 3' x 40' roll of black 1/8" plastic diamond mesh - \$15. 5) 4' x 50' rolls, black 1/4" plastic diamond mesh - 6 rolls - \$30 each. 6) 4' x 50' rolls, black 1/2" plastic diamond mesh - 7 rolls - \$30 each. Please contact Bob Fontana at: (401) 822-3112 or clams1982@aol.com.

- NEW, RE-CONDITIONED & USED RESTAURANT EQUIPMENT FOR SALE: ALTERNATIVE SALES CORP. located at 135 Route 125 in Kingston, NH 03848, has the largest selection of used & re-conditioned restaurant & food service equipment on display in New England. You will find glass door display refrigerators, freezers, walk-ins, cooking equipment, shelving, storage racks, stainless steel sinks, tables & dish washing equipment to meet all the needs of the farm stand owner and the small food production entrepreneur. We also carry new equipment and have lots of new & used kitchen small wares (stainless steel pots & pans, cutlery, dishes, etc.) and food safety equipment on display in our showroom & warehouses. Call Henry Biagi @ 603-642-3873 or 603-231-0719 for more information. Visit us in Kingston, NH. We are open M-F 8AM-5PM and Sat. 9AM-1PM
- Small farm/farmhouse wanted in Western, MA. Young, entergetic and growing family looking for small amount of land for start up vegetables, perrenial, medicinals and culinary herb and orchid farm. We'd also like the option of eventually moving our brick-oven bread bakery to the farm and having a retail farm store. We are prequalified and ready to buy, but need a break (were looking for someone who can sell for less than \$200,000.) If you are looking to pass along your land and small home to a family who will care for the land and use it productively, give us a call at (413) 695-9134 or email wrcinashfield@yahoo.com.
- Offering 3 Acres in Acton, MA to experienced farmer - historically farmed sandy loam acreage - bounded by perennial brook for permitted irrigation - located close to South Acton Commuter Rail, Route 2, and Route 495. Suitable for: berries, fruit orchard annuals or perennial crops, CSA, tree farm, wildflowers, hay or grazing. Want only experienced farmer for long- term commitment. CONTACT: The Hadley Farm 978 621-7935, hadleyfarm@verizon.net.

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.

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CALENDAR

- **February 6-8:** New England Grows, Boston, www.negrows.org
- **February 12 -17:** North American Farmers' Direct Marketing Convention - Grow West 2007 NAFDMA and its Grow West partners in Alberta are pleased to invite you to attend the 23rd annual Convention. With keynote speaker Joe Pine, this convention is sure to reach a Rocky Mountain high! Calgary, Alberta, Canada; <http://www.nafdma.com/Alberta/>
- **February 28 - March 1:** New England Farmers' Direct Marketing Conference and Trade Show, Sturbridge. Visit: www.harvestnewengland.org.
- **March 6 and 7** - The 7th Massachusetts Organics Recycling Summit: "Gaining Ground in Organics Recycling" Best Western Royal Plaza Hotel and Trade Center, Marlborough. Join the MassDEP for a professional conference and vendor exhibit hall focused on organics waste reduction in Massachusetts. The second day includes off-site tours. Last year's Summit attracted 225 professionals from 14 states! WHO SHOULD ATTEND: Businesses and state and municipal governments seeking innovative solutions and cost-saving opportunities for managing organic materials such as commercially generated food waste and residential leaf and yard waste.

WEB SITE: <http://www.mass.gov/dep/recycle/reduce/orgsum07.htm>

- **March 17-19:** The 23rd annual New England Products Trade Show (NEPTS). This juried wholesale buyers trade show is a premier event featuring only New England made giftware, home furnishings, and gourmet specialty foods, as well as complementing vendor services. More than 300 companies of all sizes participate in this nationally known event, which draws more than 2,000 buyers from across the country and beyond. Held in Portland, Maine, this unique wholesale event is known for its friendly atmosphere and quality products. For exhibitor, sponsor, or buyer information, please contact Giraffe Events at 800.638.6787 or info@giraffeevents.com. Visit the show web site at www.nepts.com to register today!
- **March 28:** Agricultural Day at the Statehouse, Come one, come all, contact: Mary Jordan, 617-626-1759, Mary.Jordan@state.ma.us.
- **July 18** - The 2007 MNLA and MFGA Summer Meeting & Trade Show, Tower Hill Botanic Garden, Boylston - 8:30 AM to 3:30 PM, www.mnla.com, www.massflowergrowers.com.

If you have events you would like listed to our new calendar webpage, http://www.mass.gov/agr/events/coming_up.htm, email Rick LeBlanc at richard.leblanc@state.ma.us.

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About the Farm & Market Report

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