

# Farm & Market Report

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## Notice to Readers: Farm & Market Report Schedule Change

In order to cut costs, the Farm & Market Report will be published every other month through June 30th. Also, please note that the newsletter was not published in December. Help us cut costs further by encouraging family, friends and coworkers who receive a paper copy to subscribe to the e-mail version of the Farm & Market Report. To subscribe, send an e-mail message with your name, address and phone number to Diane.Baedeker@state.ma.us. If you have any questions, contact Diane Baedeker Petit at 617-626-1752 or by e-mail at the address above.

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## Commissioner's Column A Roadmap to Affordable Farmland

By Jonathan L. Healy

It's no secret in the farm community that our Agricultural Preservation Restriction Program is suffering growing pains. I doubt that at the program's inception anyone envisioned that an APR-protected farm could have more value with a restriction than without. That is, however, what has happened in a few areas of the state where non-farmers have paid very large "estate" values for APRs, then knocked down farmhouses and placed McMansions on the old farmhouse site.

In response to this problem, our Department has suggested to prospective APR farmers that they keep land outside the APR envelope for future housing. New APRs also include an agreement with farmers to "agriculture value" for their APR restriction so that the land can be affordable for future farming.

A recent state Supreme Judicial Court determination on the Twomey case in Holliston could help with a road-map to deal with the sometimes conflicting goals of keeping farmland affordable while allowing farmers to receive the most for their agricultural land under an APR. The court indicated our Department needed to make a case-by-case determination in looking at older APRs where landowners, not subject to any conditions, had the right to petition the ALPC for a future house. They said we could not condition this possibility on a quid pro quo of a farmer giving the Department agricultural value on Twomey's particular APR. They did, however, indicate that keeping farmland affordable was an important criterion in APR decision-making.

I'm very hopeful that the Twomey case will help us forge a reasonable compromise between the farmer's legitimate need to provide housing for their children and our Department's legitimate need to keep farmland affordable for future generations of farmers.

On the more global APR front, I'm sad to accept Rich Hubbard's resignation from the program. Rich has worked long and hard for us and his help will be sorely missed. I'm also sad that we have run out of funding for APRs and are awaiting passage of an environmental bond bill so that we can start placing APRs on the millions of dollars of back-log presently before this first in the nation, very successful program.

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### **Bovine Tuberculosis Testing to be Suspended**

For many years, the Bureau of Animal Health has supported a program of testing dairy cattle for bovine tuberculosis as part of the state/federal tuberculosis eradication program. This testing has been carried out on a herd by herd basis at three year intervals. Through these efforts and similar efforts in other states throughout the nation, bovine tuberculosis in the United States has been largely controlled.

Routine testing for bovine tuberculosis in Massachusetts will now be suspended by the Bureau of Animal Health. Federal veterinarians with USDA APHIS have informed us that, at the present level of tuberculosis prevalence, sufficient surveillance for detection

of possibly infected Massachusetts cattle can be reliably accomplished through the ongoing program of slaughter inspection and traceback. From the disease surveillance perspective, herd wide tests are no longer required.

Nevertheless, the Bureau of Animal Health continues to be concerned about safeguarding Massachusetts cattle from bovine tuberculosis. Any livestock owner with clinically ill cattle, particularly those with chronic weight loss or signs of respiratory disease should have the cattle examined by a veterinarian. If the veterinarian suspects the possibility that tuberculosis is involved, then the Bureau of Animal Health will test the herd at no charge to the owner.

Some cattle owners and dealers may still require tuberculosis tests on individual cattle destined for interstate travel or sale because the state of destination requires it. It is the responsibility of the owner or dealer to determine such a requirement in advance of shipment. If tuberculosis tests are required, such tests will have to be conducted by a private, federally accredited veterinarian at the owner's expense. The Bureau can assist livestock owners and dealers in identifying the cattle import requirements for other states and foreign countries. If you need assistance please call 617-626-1795.

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### **National Dairy Policy Update**

The current version of the federal Farm Bill contains a section on National Dairy Policy. This policy has had several versions thus far and continues to change. The current version contains two market loss payment programs titled "Dairy Market Loss Assistance Program" and the "Northeast Dairy Market Loss Payments." Both offer the safety-net feature of the former Northeast Dairy Compact by making payments to producers when the current price of milk at the farm gate falls below a benchmark price.

Senate sponsors of the Farm Bill, titled the Agriculture, Conservation, and Rural Enhancement Act of 2001, had made three attempts at bringing the bill to a vote. Those attempts failed on party line votes. The House had passed its version of the farm bill in October. If the Senate does pass a version of the Farm Bill, then a conference committee will be formed work out the difference.

Both programs are subject to a base-excess supply management plan, where the production base is the average milk marketed during fiscal years 1999 through 2001. Producers will get paid on their base or a limit of 8 million pounds a year or 667,000 pounds a month.

The two plans differ in several aspects. The Dairy Market Loss Program uses a quarterly average milk price as the current price and a five-year average of the quarterly milk price as a benchmark price. The Northeast Dairy Market Program uses the announced Federal Order Class I price as the current price and uses \$16.94 as the benchmark. The Dairy Market Loss Program makes payment on a quarterly basis, while the Northeast Dairy

Market Loss Program pays on a monthly basis. One final difference arises on the location of those served. The Northeast Program serves the 12 contiguous states from West Virginia and Pennsylvania north and east to Maine and the Dairy Market Loss Program serves all other states.

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### **Agro-Environmental Technology Grant Program Seeks Proposals**

Organizations and individuals with ideas for developing new or alternative environmentally sound agricultural technologies that could benefit Massachusetts's farmers, are invited to submit proposals to the MDFA's Agro-Environmental Technology Grant Program. The program will provide matching grants up to \$50,000 for demonstration projects, feasibility analyses and applied research projects that address agriculturally related environmental concerns and stimulate development and viability in the food and agriculture industry. Last year, nine projects were funded with an average award of \$13,500.

The Request For Proposals (RFR) is available on-line on the Department's web site at [www.mass.gov/dfa](http://www.mass.gov/dfa). Proposals are due by January 26, 2002. For more information or to request a copy of the RFR, contact Susan Phinney at 617-626-1772, [Susan.Phinney@state.ma.us](mailto:Susan.Phinney@state.ma.us).

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### **Agro-Environmental Technology Reports On-Line**

Over the next few months the final reports generated from the Agro-Environmental Technology funds for the 2000 and 2001 projects will be available to read on the MDFA website at [www.mass.gov/dfa](http://www.mass.gov/dfa). Currently available is information on "Greenhouse Raspberry Production for Winter Sales", "Direct Marketing Lamb in Massachusetts", "Massachusetts Hay Marketing Internet Website" and "'Green' Greenhouse Kit: Development of an Affordable, Easily Constructed". For more information contact Susan Phinney at 617-626-1772, [Susan.Phinney@state.ma.us](mailto:Susan.Phinney@state.ma.us).

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### **Farm Viability Enhancement Program Update**

The Farm Viability Enhancement Program is designed to assist farmers in improving the economic bottom line and environmental integrity of their operations through the development and implementation of business plans tailored to their situations.

A Request for Response and Application for this Program will be posted on February 1, 2002.

Applications will be available at the MDFA offices in Boston and Lancaster, or on-line at the Department's web site at [www.mass.gov/dfa](http://www.mass.gov/dfa). Or call Craig Richov at the Farm Viability Program in Lancaster at 508-792-7711 ext.14 and leave your name and address. The deadline for completed applications will be April 1, 2002.

The Farm Viability Enhancement program has committed all current authorized funding and cannot accept new projects without further authorization. Successful applicants will be notified pending the availability of funds after the passage of the proposed environmental bond bill.

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### **Institutional Food Sales Task Group Formed Workshop Slated**

The new Institutional Food Sales Task Group, in conjunction with Tufts Institute for the Environment and the Friedman School of Nutrition Science and Policy at Tufts, Conservation Law Foundation, Red Tomato, and Pioneer Valley Growers' Association, will host a workshop and discussion featuring Robert Volpi, Dining Services Director at Bates College, Lewiston, Maine, on Wednesday, January 30, 1:00 pm at Tufts University, Medford.

Volpi has successfully and economically integrated fresh local foods into his school's dining services and will share the nuts and bolts of his approach. His talk is entitled "Improve the Quality of Your School Dining Services By Serving Local Foods: How to Make it Work." Interested growers, institutional buyers, educators, distributors, and citizens are welcome to attend, and to participate in the discussion following the presentation.

The goal of the task group is to encourage institutions to serve more Massachusetts grown products. The task group is made up of growers, buyers, distributors, co-ops, nutritionists, and others interested in the issue.

Contact Kelly Erwin, DFA Marketing Specialist, for more information, 413-545-2353, or [kerwin@umext.umass.edu](mailto:kerwin@umext.umass.edu).

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### **Premium Meat = Premium Prices**

Premium Meat = Premium Prices, a workshop sponsored by Bramble Hill Farm and MDFA, will be held on January 19, 2002, 11:00 am- 3:00 pm, at Bramble Hill Farm, 593 South Pleasant St. Amherst, MA.

Buyers, chefs, meat cutters and veterinarians will be on hand to identify the critical factors necessary to sell meat at premium prices. Staff from Bramble Hill Farm will talk

about their experiences with direct marketing their USDA Natural Lamb and Gourmet Lamb sausage.

Please bring warm clothes; we will be in the barn for demonstrations of carcass quality and conformation during the workshop. Information on how to join the Northeast Livestock Marketing.

Contact Ed Maltby at 413-253-8903 or Anneli Johnson at 617-626-1755.  
anneli.johnson@state.ma.us

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## **FARM-CITY CONNECTIONS**

### **Growing Minds through Massachusetts Agriculture**

Massachusetts educators from the Berkshires to Cape Cod will gather for a statewide conference in Auburn on January 26th to be held in Auburn at the Ramada Inn.

There should be a good attendance by farmers too, as many are taking part in discussion sessions throughout the day.

Five "strands" or general topic areas will be offered throughout the day in consecutive sessions:

"Agriculture 101" will be informative for teachers who have seldom visited a farm and/or know little about Massachusetts agriculture. Presentations throughout the day will include "meet the farmers-major Massachusetts food crops" - also dairy farming and the equine and nursery industries-and harvested and value added products including maple sugaring and honey production.

Agriculture Technologies sessions will include a discussion on biotechnology and agriculture -- aquaculture and aquaponics - and an historical perspective on agriculture in the Bay State presented by Old Sturbridge Village.

Farm to School Connections will offer hands-on activities in connection with farmer visits to schools - field trips to Massachusetts farms - and a presentation on the farm curriculum being developed by the New England Heritage Breeds Conservancy.

School Gardening will offer workshops on gardening indoors with or without a greenhouse - curriculum and community resources - and resources from a Rhode Island program on bringing nutrition education together with gardening experiences -- and a review of new initiatives and discussion of planned proposals for school networking, community support and professional development.

Curriculum Resources will cover a presentation of the Ag in the Classroom "It's Your World" curriculum with selected lesson plans aligned to the Mass. Curriculum Frameworks - and projects from UMass Extension such as "In-touch" science and entomology resources.

For more information and registration, visit [www.aginclassroom.org](http://www.aginclassroom.org) or for a copy of the program, phone 508-336-4426 or at 617-626-1735.

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### **Farmers' Markets Seeking Growers for 2002 Season**

For more information on the following markets, contact Jeff Cole at the Federation of Massachusetts Farmers' Markets, 781-893-8222.

- Downtown Springfield, Fridays
- New Bedford, Saturdays
- Boston City Hall, Monday and Wednesdays
- Boston Copley Square, Tuesdays and Fridays
- Framingham on Rt. 9, Thursdays
- Norwood, Tuesdays

For more information on these markets call the contacts below or David Webber at 617-626-1754, [David.Webber@state.ma.us](mailto:David.Webber@state.ma.us).

- Auburn, Saturdays, 9:30 am- 2:00 pm. Contact Ray Samek, 508-867-4763.
- Mass. Turnpike, various locations. Contact David Fenton, 617-248-2800.
- Shrewsbury, Tuesdays. Contact Andy O'Keefe, 800-448-0045.
- South Boston, (new market) Day and time TBA. Contact Mary Lou Rosher, 617-464-5858.
- Sturbridge - Thursdays. Contact Andy O'Keefe, 800-448-0045.
- Worcester, Mondays, Wednesdays, Fridays. Contact Andy O'Keefe, 800-448-0045.

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### **Agricultural Leaders Workshop Planned**

The Department of Food and Agriculture and the Massachusetts Farm Bureau Federation will sponsor a one-day leadership training workshop for agricultural and commodity associations on Saturday, February 2nd from 9:00 am to 3:00 pm at the Massachusetts 4-H Center at 466 Chestnut Street, Ashland (nearest routes - Rte. 16 and 135).

Workshop topics will include: "The Ins & Outs of Laws Governing Organizations", "Tax Laws Affecting Organizations", "How to Have Effective Meetings", "Roles &

Responsibilities of Leaders", and a workshop on grant sources and developing a successful grant proposal entitled: "Show Me the Money."

A \$10 registration fee will be collected at the door to cover the cost of the lunch. Please pre-register by calling the Massachusetts Farm Bureau office at 508-881-4766.

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### **Federal State Market Improvement Program (FSMIP)**

USDA has allocated \$1,347,000 in federal funds for market improvement grants through the Federal State Market Improvement Program (FSMIP). Program funds may be requested for a wide range of marketing research or projects aimed at exploring new market opportunities for agricultural products or improving the efficiency and performance of food marketing systems through market research, market development and/or market education.

Local grant proposals must be received by the Massachusetts Department of Food and Agriculture no than January 25th in order to comply with the Federal deadline of February 15th. For more information on the FSMIP Grant program, please contact Mary Jordan at 617-626-1750 or by email: [Mary.Jordan@state.ma.us](mailto:Mary.Jordan@state.ma.us).

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### **2nd Annual NE Farm Direct Marketing Conference & Trade Show**

Farm direct marketers, get ready for some fireworks! The 2nd annual New England Farm Direct Marketing Conference & Trade Show will be held March 14, 2002, at the Holiday Inn Boxborough Woods in Boxborough, Mass.

The conference will feature some dynamite speakers who will gather for a grand finale panel discussion at the end of the day. The registration fee is \$65 per person; it includes all sessions, trade show, lunch (hot buffet), coffee break, and all written materials and handouts.

Call Jonathan Bates at 413-529-9232 for a registration program. You can also find conference information at [www.newenglandconference.com](http://www.newenglandconference.com).

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### **Classified Ads**

Tropical Plant Maintenance Person: Exp'd, responsible person to maintain plants at customers' properties. Training, previous exp, or passion for plants req'd. Flexible P/T hours to F/T. \$9-13/hr. based on exp. + gas allowance. Car req'd. Fax resume to 617-969-0855, or email [HydroPolyPlants@mediaone.net](mailto:HydroPolyPlants@mediaone.net)

For Sale: 1976 White 2-85, cab, 5000hrs good working tractor, asking \$8,300.00 (978) 852-8019

TRACTOR TIRE CHAINS fit tire size 13.6-28. Well used but well maintained. Still have plenty of life left in them. \$40. South Face Farm 413-628-3268

WANTED: Hay elevator, 16 -20', with or without motor, repairable units considered. Caledonia Farm, Dave Petrovick, 978.355.4519. All calls returned.

John Deere generator. diesel. single phase. 150 KW. never used. \$12,000 call 978 989 0730 or ohhjim@aol.com

Byron model 103 single row corn picker. used 1 year. \$6,500 call 978 989 0730 or ohhjim@aol.com

Good quality hay \$2.50 per bale, 80 gal galvanized water tank, electric water pump, leaf blower, brand new. All kinds of farm etc., books, exercise bike cheap, odds and ends. Leo Bedard, 181 Newmarket Rd., Durham, NH 03824.

For sale: 1963 Chevy C60 truck. 6 cyl., standard tranny w/ 2 speed rear. 20' flat bed. 92K original miles. Good overall condition. Runds and drives. \$1500. Call Jay, 603-654-2836, Milford, NH.

For sale: MaterMacc vacuum seeder, brand new, 2 row, \$6400; Agtec 3004 Airblast Sprayer, used very little, \$5,000; four piece was line 24" never used, \$2500. Buy all for \$13,000. Lanesboro, Mass., 413-445-7642.

Bush Hog (Littleston) 2 row rolling cultivator \$1500. 4 Modine high efficiency 360,000 BTU propane heaters \$300 each. 4 Johnson propane CO2 generators \$125 each. 508-892-9210.

The Food Project seeks a Director of Agriculture who will be mentored the 1st year on maintaining a 21 acre farm in Lincoln, Mass. The director will also be trained in the supervision of 60 youth workers during the summer and 1,000 volunteers throughout the year. Send resume and cover letter to The Food Project, PO Box 256141, Dorchester, MA 02125, ttexeria@thefoodproject.org.

For sale: Farmall Cub tractor, runs good, full hydraulics, \$2495. Last Case IH OEM parts dealer in CT, RI and MA, since 1956. Village Power Equip. Co. 244 Pleasant St., Berlin, MA 01503, 978-838-2484, fax: 978-838-2140.

Old Mountain Farm; Nigerian Dwarf Miniature Dairy Goats. Now taking reservations on 2002 kids (bottle-fed upon request) arriving Feb-Mar. From healthy, friendly, HES scored show/milking herd. 22yrs. practical goat exp. Let us help you start the right way! For 2002 Kidding schedule/Sales list call 207-361-2126, olmtfarm@gwi.net, www.oldmountainfarm.com.

The Capon Club-If you are interested in being part of a caponizing field day next spring, please let me know and I will add you to the list. So if you would like to enhance those Kosher Kings or Jersey Giants, email: Richard Murphy, rmurphy@star.net

Assist. Mgr needed to help with all aspects of operation at Brookfield Farm, a 500-share CSA growing 25 acres of vegetables in Amherst, MA. Exp. req. Fax resume to 413-253-7991 or email to bfcsa@aol.com. Call 413-253-7991 or email with questions.

Sherwood Consultants now can provide technical expertise in the use of herbicides and fertilizers in addition to its usual business and financial farm services. Call: Woody Pratt at 617-232-8818 or E-mail to sherconsl@aol.com.

Highly successful fish-based fertilizer now available. Approved for organic farming by ORMI. Particularly suitable for vegetables and small fruits. SCI-Distributors, Inc. Jay Tripp, 508-789-4145, Jay111745@aol.com.

Subscribe to the New England Farm Bulletin. \$17/year includes 2 free farm classifieds or \$17 in free information booklets, monthly publication, annual almanac, New England fairs and farmers' market directory, monthly farm classifieds and features, access to rare farm topics and more! NEFB, Dept. MA, PO Box 67, Taunton, MA 02780.

#### **How to Place a Classified Ad**

Classified ads are accepted free-of-charge on a first-come basis. Limit: 25 words. 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 Food and Agriculture reserves the right to refuse any listing it deems inappropriate for publication. Send typewritten or neatly printed copy to: Farm & Market Report, Mass. Dept. of Food and Agriculture, 251 Causeway Street, Suite 500, Boston, MA 02114, 617-626-1752, fax: 617-626-1850, e-mail: Diane.Baedeker@state.ma.us

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#### **Get Listed in Springfield Events Guide**

The Greater Springfield Convention and Visitor Bureau is now compiling information for their Spring/Summer Events publication. This is an opportunity to have your farm event listed free of charge in this popular summer publication. Please contact Cherie McBride at GSCVB at 413-755-1343 or fax 413-781-4607, or Anneli Johnson at Department of Food and Agriculture, anneli.johnson@state.ma.us and ask for a submission form.

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#### **Calendar**

January 17 -- **Egg and Poultry Producers' Meeting**, 4:00 pm to 6:00 pm, upstairs in the Massachusetts Building on the Eastern State Exhibition fairgrounds in West Springfield, Mass. Contact Anneli Johnson, 617-626-1755, Anneli.Johnson@state.ma.us, for more information.

January 19 -- **Premium Meat = Premium Prices**, a workshop sponsored by Bramble Hill Farm and MDFA, 11:00 am- 3:00 pm, at Bramble Hill Farm, 593 South Pleasant St. Amherst, Mass. Contact Ed Maltby at 413-253-8903 or Anneli Johnson at 617-626-1755. anneli.johnson@state.ma.us.

January 26 - **15th Annual NOFA Winter Conference** at Quabbin Regional High School in Barre, Mass. Featuring 35+ workshops, potluck lunch, annual meeting, children's program, farmers' market, raffle, exhibits. Contact Elaine Peterson for registration information at 978-355-2853 or visit [www.massorganic.org](http://www.massorganic.org).

January 26 -- **Massachusetts Agriculture in the Classroom Conference** at the Ramada Inn, Auburn. "Growing Minds through Massachusetts Agriculture" is the theme of this conference for educators. Visit the website [www.aginclassroom.org](http://www.aginclassroom.org) or phone 508-336-4426 or 617-626-1735 for more information.

January 30 - **Institutional Food Sales workshop** and discussion featuring Robert Volpi, Bates College Dining Services Director, 1:00 pm at Tufts University, Medford, Mass. Contact Kelly Erwin, 413-545-2353, or [kerwin@umext.umass.edu](mailto:kerwin@umext.umass.edu) for more information.

February 2 -- **Leadership Training Workshop** for agricultural and commodity associations, 9:00 am to 3:00 pm at the Massachusetts 4-H Center at 466 Chestnut Street, Ashland. Call the state Farm Bureau office at 508-881-4766 to pre-register.

February 5 -- **Plant Nutrition Program! Spring Greenhouse Crops**, 9:00 am - 12:30 pm at the Mullins Center, University of Massachusetts, Amherst. Contact Paul Lopes 508-295-2212 ext. 24 or Tina Smith 413-545-5306.

February 26 -- **Plant Nutrition Program! Spring Greenhouse Crops**, 12:30 pm - 4:00 pm at the UMass Waltham Center, 240 Beaver St., Waltham. Contact Paul Lopes 508-295-2212 ext. 24 or Tina Smith 413-545-5306.

March 14 -- **2nd Annual New England Farm Direct Marketing Conference & Trade Show** at the Holiday Inn Boxborough Woods in Boxborough, Mass.. Call Jonathan Bates at 413-529-9232 for a registration program.

April 3 - **Agriculture Day at the State House**. Contact Mary Jordan, 617-626-1750, [Mary.Jordan@state.ma.us](mailto:Mary.Jordan@state.ma.us) or Rick LeBlanc, 508-792-7712, x17, [Richard.LeBlanc@state.ma.us](mailto:Richard.LeBlanc@state.ma.us).

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