



---

## December / January Farm & Market Report

12/19/19

---

### COMMISSIONER'S COLUMN

#### FOREFRONT

- [Energy News](#)
- [MDAR's Agricultural Business Training Program - Update on Three Courses](#)
- [APR Program 2020 – Looking Forward: Farmlands Forever](#)
- [Agricultural Preservation Restriction Stewardship Staff](#)
- [Dairy Tax Credit](#)
- [Building International Markets for Oyster Farmers](#)
- [Apiary Program Updates](#)
- [Multi-State Agritourism and Direct Sales Survey](#)
- [Making It Happen Training](#)
- [Opportunity at the New England Food Show](#)
- [2020 Massachusetts Agriculture Calendar](#)

#### UPCOMING EVENTS/WORKSHOPS

- [January 3 - 600<sup>th</sup> Meeting of the New England Vegetable and Berry Growers' Association - Hadley](#)
- [January 7 - Looking Forward: Farmlands Forever - Amherst](#)
- [January 11 - 33rd NOFA/Mass Winter Conference - Worcester State University](#)
- [January 11 - Massachusetts Maple Producers Association 74th Annual Meeting - Mohawk Trail Regional High School, Buckland](#)
- [January 14 - Looking Forward: Farmlands Forever - Community Harvest Farm, North Grafton](#)
- [January 14 - Homeless Animal Prevention and Care Fund Advisory Committee Meeting - Boston](#)
- [January 14 - 2020 Greenhouse Production Winter Education Program - Westford Regency Inn and Conference](#)
- [January 16-17 - Artisan Dairy Food Safety Coaching](#)
- [January 21 - Looking Forward: Farmlands Forever - Berkshire Athenaeum, Pittsfield](#)
- [January 28 - Looking Forward: Farmlands Forever - Bristol County Ag High School, Dighton](#)
- [January 30 - Looking Forward: Farmlands Forever - Essex North Shore Agricultural/Technical School, Danvers](#)

- [January 31 - Massachusetts Food Policy Meeting - Worcester](#)
- [February 4 - 601st Meeting of the New England Vegetable and Berry Growers' Association, Hudson](#)
- [February 4-5 - Northeast Agribusiness & Feed Alliance Annual Meeting & Forum - Albany](#)
- [February 22 - 2020 New England Campus Farmer Summit - Stonehill College, Easton](#)
- [February 23 - SEMAP 13th Annual Agriculture & Food Conference - Bristol County Agricultural High School, Dighton](#)
- [February 25 & 26 - MNLA's 5th Annual Winter Forum & Trade Show - Best Western Royal Plaza Hotel & Trade Center, Marlborough](#)
- [March 4 - SBN's Local Food & Specialty Crop Trade Show - Northeastern University](#)
- [March 25 - 2020 Agriculture Day at the Statehouse - Boston](#)

## [USDA NEWS](#)

- [USDA to Open Signup for Conservation Reserve Program](#)

## [CLASSIFIED](#)

---

### COMMISSIONER'S COLUMN



Greetings, Mass. Agriculture and all its friends,

Winter came early this season-I hope you were able to accomplish most if not all of what was on your late fall to-do list!

Last time I wrote about my trip to Germany to attend [ANUGA](#), the largest food trade show in the world in Cologne, Germany. I completely failed to mention that through the efforts of [Food Export Northeast](#) and the Agricultural Association of the Rhineland (a 15,000 farmer member organization), we were treated to a day of tours in and around Bonn related to German agriculture.

Our first stop was to the 120 year old [Otto Schmitz Hübsch Farm](#). It's a very innovative fourth generation fruit operation that specializes in apples, pears, and cherries. Like many of our MA growers, this farm sells virtually all its production through its onsite farm store. The farm sells numerous apple varieties and has a sampling station staffed throughout the day to acquaint customers with all the different types and flavors of apples.



Our second stop was very nearby: an organic farm specializing in produce: the [BiohofBursch Farm](#). This was another farm very up to date on current organic farming practices, while at the same time they follow biodynamic agricultural practices as a [Demeter](#) farm. I had never heard of Demeter before, and I really don't know enough about it to properly describe it, but I will say there is a spiritual component to it. This farm also had a solar powered mobile chicken coop!



Our third stop was to the [Grafschfter Krautfabrik Sugar Beet Plant](#). The plant receives trailer load after trailer load of sugar beets during the September to December harvest. The sugar beets are first dumped onto concrete pads outdoors. The first washing is by means of water cannon, which I had the opportunity to operate. (And yes, it is also great fun, and yes, the urge to turn it on my tour mates was strong, but fortunately I resisted temptation and avoided an international incident!)



The sugar beets are first processed into concentrated syrup that the business then uses exclusively to produce a traditional sweet spread that is extremely popular in the Rhineland.

Our final stop was to [Campus Klein-Altendorf](#), an Ag educational center and research farm associated with the University of Bonn. In many ways it's similar to our [UMass Center for Agriculture, Food and the Environment](#). We heard a very interesting faculty presentation on their work on renewable agricultural resources.

I guess it was slow news day in Greater Bonn, as the local daily newspaper [reported](#) on our tour. Our hosts sent along the link. It's all in German, which I don't understand, so I hope they said nice things about us!

Once we were back in the states, we attended a variety of end of harvest/end of season events.



It's hard to believe that the [Boston Public Market](#) is four years old and keeps increasing its footprint! As it does so, it continues to grow opportunities for farmers. Its expansion with its upcoming presence at Logan's Terminal C will greatly increase that! I was delighted to attend the Annual Harvest Party on behalf of the Baker-Polito Administration to celebrate past accomplishments and new ventures and programs.

It was a lot of fun attending the [MA State Grange](#) Annual Agricultural Dinner in Milford. At the Grange's request I reported on what's happening at MDAR, and reviewed the multiple interactions that have occurred between both organizations over the years. Congratulations to Glenn Gibson on your election as President, and many thanks to his predecessor, George Thomas, for all his very good work

There's so much exciting activity ongoing about our Food System. On our end, I chair and MDAR supports the [MA Food Policy Council](#), a 17 member body of legislators, state agency heads, and non-government individuals who are active in these issues. In November, we held our annual meeting at the State House and it was very well attended, attracting a good number of State House personnel.

The Council meets multiple times a year in various locations. Meetings are open to the public, and we'd love to have you attend! The next scheduled meetings are:

- [Friday, January 31, 2020](#), 9:30 am - 12:30 pm Blackstone River Valley Heritage Corridor Visitor Center, 3 Paul Clancy Way, Worcester
- [Friday, March 27, 2020](#), 9:30 am - 12:30 pm, Fish & Game, 1 Rabbit Hill Road, Room 103, Westborough
- [Friday, May 8, 2020](#), 9:30 am - 12:30 pm, Location to be determined

MDAR works very closely with USDA's [Natural Resources Conservation Service](#) (NRCS) to serve farmers. Most noted is the Federal financial support of the Agricultural Preservation Restriction program that flows through NRCS. Those matching funds to state money are crucial to preserve farmland. State Conservationist Christine Clark recently retired after a very successful tenure and was replaced by Dan Wright. Dan asked me to speak on our shared interests and other MDAR activities as part of a team building exercise he organized for the entire NRCS MA team in Eastham.

Nancy Andrews and everyone at Worcester County [4H](#) organized another very successful Annual Banquet that Debbie and I enjoyed attending. It's quite remarkable just what these kids do! My interactions with 4H-ers, FFA-ers, Ag High School students, and Ag college students leave me very proud and very hopeful for the future. These kids are smart, focused and anxious to do great things!

Ashley and I attended [SEMAP's](#) Annual Meeting in New Bedford-we were pleased to hear about all the great Ag happening in Bristol, Norfolk, and Plymouth Counties!

The post harvest meeting of the [UMass Cranberry Station Board of Oversight](#) is one I look forward to each year, as it's at this meeting that all the various scientists on staff and from UMass Dartmouth present on their work projects. It runs the full gamut from cultural issues to investigations into the potential health benefits of this crop that was first commercially cultivated right here in MA.

I understand that some people call the day after Thanksgiving **Black Friday**; but at MDAR it's [Green Friday](#), the day we celebrate our Christmas Tree growers and all the holiday season's Ag products. This year Rick and I had a great visit and ceremonial cutting of a tree to commence the season at Chestnut Mountain

Farm in Hatfield. Joining us for her first Green Friday celebration was our Secretary of Energy and Environmental Affairs (and my boss), Kathleen Theoharides, along with State Representative Lindsay Sabadosa. Secretary Theoharides brought her family with her and they cut down a beauty!

The beginning of December means it's time for [MA Farm Bureau's](#) Annual Meeting, a two day event held the past few years in Framingham. MDAR had a high level of involvement, presenting at four of the six educational sessions on Grant Opportunities, Hemp, Egg Production, and Pesticides and Pollinators; and having a table in the exhibitors' area. In addition, it was very kind of MFBF President Mark Amato to invite me to speak to the body at the Annual Banquet and Awards Ceremony.

Speaking of hemp, I know that it remains a "still evolving" industry with a lot of uncertainty throughout. One recent action that helps resolve many issues was USDA's recent release of its [Interim Final Rule](#) on Hemp. This document standardizes many elements on a national basis. It's not the "final" Final Rule as USDA wisely understands that there remains much to be learned. I encourage all those involved or interested to review the Rule, and carefully consider potential risks and rewards. Full disclosure: the Interim Final Rule does not affect the US Food and Drug Administration's position on CBD in food products.

The Sunday after Thanksgiving has become [CISA](#) Field Notes Day after a second very successful event at the Academy of Music in Northampton. Ashley and Nick, and Debbie and I attended. Essentially it's an afternoon of storytelling by farmers and participants in the food space. The presenters speak very personally sometimes about humorous events, and sometimes about very poignant moments. If you are acquainted with The Moth Radio Hour on NPR, it's like that but from an exclusively Ag perspective. It's really quite beautiful. We plan to be back next year!

In December, Ashley and I were back in Western MA to attend the [Local Farmer Awards](#) event at Smith College. Led by the Harold Grinspoon Charitable Foundation and Big Y, along with many other very generous funders, this year the Local Farmer Awards presented 62 grants of \$2,500 each for infrastructure improvements to farmers in our four westernmost counties. Since 2015, this program has funded over 250 projects with grants totaling over a half a million dollars! The application period for 2020 is rapidly approaching: it's January 1-31, so all you W MA farmers, go to the website and check out the program!

Our most recent event was offering welcoming remarks at the nine state [Northeast Mosquito Control Association's](#) (NMCA) three day meeting in Milford. As you can imagine, there was a lot of talk about Eastern Equine Encephalitis (EEE) and how it affected the region. As MA had so much EEE activity in 2019, there was a lot of interest focused on the MA response, our MDAR/State Reclamation and Mosquito Control Board (SRB) team was there in full force.

In January, we will launch the first in a series of statewide APR Review [meetings](#) to review our existing guidance, policies, procedures and regulations relative to the management and oversight of the program. The meetings are an opportunity for you to provide your input on any updates that are necessary to improve and modernize the management of the program. Our goal is to hear from you on the effectiveness of the program and existing guidance, policies, procedures and regulations. Details are in the Report below.

NMCA was very kind and generous to completely surprise me with the presentation of a Presidential Citation recognizing the Commonwealth's mosquito control efforts particularly the 2019 EEE response.

Honestly, and as I told the body, I accepted the citation on behalf of the MDAR/SRB team; they routinely do tremendous work, but they took it to new level during the EEE response.

As we close out 2019 (and I approach my fifth anniversary as Commissioner), I want to thank you for helping us do the best job we possibly can to serve you, our constituents: we greatly appreciate the kind words we hear from time to time, but maybe more importantly, we also gain much from your candid comments and criticism when there's a matter that you think deserves that type of response.

Everyone at MDAR wishes you and yours a joyous holiday season, and a very happy, healthy, and prosperous New Year!

Best regards,



John Lebeaux

[Top](#)

---

## FOREFRONT

---

### Energy News

**[MDAR's MA Farm Energy Program \(MFEP\) - Energy Audits - Technical Assistance – Be Prepared: Energy Grant Season A-Coming - Now is a BUSY time!](#)**

#### **Energy Audits**

MDAR's Massachusetts Farm Energy Program (MFEP) has funds to help farms cover audits, energy efficient projects, and select renewable energy projects.

**IMPORTANT NOTE: Now is the time to have a technical assessment completed for any energy project you are considering in preparation for upcoming energy grants! You will need a technical assessment to file an energy grant application whether with MDAR or USDA. So start planning now; if you wait until applications come out you may not be able to have one scheduled in time! Remember our MFEP pays 75% of the technical assessment, first come, first served.**

Contact [MFEP](#) now for more information through the Center for EcoTechnology (CET), our partner carrying out the MFEP. 413-727-3090, [info@massfarmenergy.com](mailto:info@massfarmenergy.com), or visit [www.massfarmenergy.com](http://www.massfarmenergy.com), submit a *Request Form*, and then you will be contacted.

#### **FY2020 ACRE Grant Applications**

MDAR was pleased to receive 70 total applications for our Agricultural Climate Resiliency and Efficiencies (ACRE) grant program. The grant program was divided between Part 1 Non-energy and Part 2 Energy related technologies, both efforts designed to help provide greater adaptation and mitigation to climate change for agricultural operations. Twenty-five energy grants were awarded as follows:

## **ACRE Section Part II: Energy**

- Amherst - Amherst Nurseries has been awarded \$11,128 for the installation of a central Wood Pellet Boiler
- Ashfield - Gloriosa and Co. has been awarded \$10,000 for Upgrades to Greenhouse
- Belchertown - Shattucks Sugarhouse has been awarded \$25,000 for Upgrades to Maple operation
- Deerfield - Atlas Farm has been awarded \$25,000 for the installation of a wood Biomass Central Heating System
- Dracut - Farmer Dave's has been awarded \$25,000 for the installation of a 31.8kW Photovoltaic System
- Dracut - Ogonowsk Family Farm has been awarded \$20,000 for the installation of a mobile Solar Powered Refrigeration Unit
- Dudley - Walnut Lane has been awarded \$25,000 for the installation of a new energy efficient Walk-in Cooler
- Gill - The Gill Greenery has been awarded \$20,000 for the installation of a 23kW Photovoltaic System
- Great Barrington - North Plain Farm has been awarded \$22,000 for the installation of a new energy efficient Walk-in Cooler
- Hadley - Five College Farm has been awarded \$25,000 for the purchase of a Climate Control System for Greenhouse
- Hatfield - Chestnut Mountain Tree Farm has been awarded \$20,000 for the installation of a 8.1kW Photovoltaic System
- Hawley - Headwater Cider has been awarded \$15,000 for the installation of Insulation on main Cider Building
- Lakeville - Elliot Farm has been awarded \$25,000 for the purchase of an Energy Efficient Greenhouse
- Millbury - Elmhurst Dairy Farms has been awarded \$15,000 for the installation of an Energy Efficient Boiler
- North Andover - Smolak Farms has been awarded \$25,000 for the installation of a new energy efficient Walk-in Cooler
- Northfield - Round Mountain Sugarhouse has been awarded \$20,000 for the installation of Upgrades to their Reverse Osmosis System
- Rehoboth - Bettencourt Farm has been awarded \$25,000 for the installation of a 23.7kW Photovoltaic System
- Roslindale - We Grow Microgreens has been awarded \$23,105 for the installation of High Efficiency Hydronic Heating for Greenhouse
- South Deerfield - Kingsbury Farm has been awarded \$10,000 for the installation of a Reverse Osmosis System
- Vineyard Haven - Martino's Seafood has been awarded \$21,767 for the installation of a 12 kWh Combined Battery Storage/Photovoltaic System
- Westfield – Pomeroy Farm, LLC has been awarded \$25,000 for the installation of a variety of dairy energy efficient measures

- Wareham- Sure-Cran Services has been awarded \$25,000 for the installation of a 36.6kW Photovoltaic System
- West Wareham- Bayside Agricultural has been awarded \$25,000 for the installation of a 73.71kW Photovoltaic System
- Williamsburg- Bofat Hill Farm has been awarded \$10,000 for the installation of a 10KW Photovoltaic System
- Worthington - Just-A-Mere Tree Farm has been awarded \$9,000 for the installation of a new energy efficient Walk-in Cooler

---

## **MDAR's Agricultural Business Training Program - Update on 3 Courses**

Few spots are still available in each class!

### **Growing Your Farm Business Planning course – *Wednesday evenings January 29 to March 25, 2020 @ MDAR office in West Springfield***

A hands-on course to help established farmers develop a business plan and financial projections for their farm business. This course covers topics including resource assessment, marketing strategy, financial management, risk management, quality of life, and goal setting. The course is taught by professional business planners with years of experience working with Massachusetts farms and guest speakers on current topics such as succession planning and online marketing. The cost is \$200 per farm. Enrollment is open to farmers who have been operating a farm business in Massachusetts for at least the two prior years. 8 classes will be held once per week on Wednesday evenings from 5:30 pm – 8:30 pm: 1/29, 2/5, 2/12, (no class 2/19) 2/26, 3/4, 3/11, 3/18 and 3/25 at the MDAR offices in West Springfield.

Farmers that complete a business plan by participating in this 2020 Growing Your Farm Business planning course and then apply and get accepted to MDAR's APR Improvement or Matching Enterprise Grants for Agriculture grant programs for Fiscal Year 2021 may be able to waive the business planning phase of these programs, enabling them to move to the contract phase earlier to start implementing their projects.

HOW TO APPLY: For a Growing Your Farm Business Planning course application, go to: [www.mass.gov/service-details/agricultural-business-training-program-abtp](http://www.mass.gov/service-details/agricultural-business-training-program-abtp) or contact Michael Parker at [Michael.Parker@mass.gov](mailto:Michael.Parker@mass.gov) or 617-626-2008. Applications will be accepted on a first come first serve basis until December 20, 2019 or until the course is filled.

### **Exploring the Small Farm Dream course – *Tuesday evenings February 25 – March 24, 2020 in Amherst***

The next session of the Exploring the Small Farm Dream course is coming up! The course is a 5-week program designed to guide aspiring farmers through the decision-making process of starting a farm. It will be held Tuesday evenings from 6-9PM beginning on February 25<sup>th</sup> and ending March 24<sup>th</sup> at the Bangs Community Center in Amherst. Participants will learn about the many aspects of starting a farm business. They will assess their skills, knowledge, and available resources. Throughout the course, participants will analyze the feasibility of their small farm dream and clarify their farming vision. Cost is \$100 per enterprise.



**HOW TO APPLY:** Please fill out the an Exploring the Small Farm Dream course application found on our website [www.mass.gov/service-details/agricultural-business-training-program-abtp](http://www.mass.gov/service-details/agricultural-business-training-program-abtp) and send it to Deanna Levanti at: [BeginningFarmerCoordinator@gmail.com](mailto:BeginningFarmerCoordinator@gmail.com) Applications will be accepted on a first come, first serve basis until the course is filled.

## **Farm Succession School – Jan. 9<sup>th</sup>, Feb. 6<sup>th</sup>, and March 5, 2020, at the MDAR office in West Springfield**

With over 90% of retirement-age farmers in Massachusetts without a young farm operator working alongside them, many are looking to find their next successor in hopes to see their land remain in farming. The Farm Succession School is an opportunity for senior generation farm owners to talk with peers, learn from advisors and get help on this challenging process. This 3-day program provides established farmers and farming couples with the structured and sustained support to make decisions, engage their families, and organize the legal and financial mechanics. *"It is a big relief to me! Thanks for the push to get it done! The course was well worthwhile,"* shared one farmer who participated in the school. Farmers appreciated the amount of attention they received and valued the trust and sharing that developed among the participants, regardless of scale or type of enterprise.

Instructors include Shemariah Blum-Evitts, Program Director at Land For Good; Jon Jaffe, Farm Business Consultant at Farm Credit East; Jae Silverman, Massachusetts Field Agent at Land For Good; as well as a guest attorney with expertise in succession planning.

**HOW TO APPLY:** For details about the Farm Succession School, or to register, go to [landforgood.org/events](http://landforgood.org/events). Applications will be accepted on a first come first serve basis until December 20, 2019 or until the course is filled.

---

## **APR Program 2020 – Looking Forward: Farmlands Forever**

Please join MDAR Commissioner John Lebeaux, Assistant Commissioner Ashley Sears Randle, APR landowners, farmers, APR staff, Agricultural Lands Preservation Committee (ALPC), Massachusetts Board of Agriculture, state officials, land trusts, and individuals engaged in [Agricultural Preservation Restriction \(APR\) Program](#) efforts to preserve Massachusetts farmlands. This is the first of triennial (every three years), regional, public hearings to review the APR Program. These events will include: updates on the listening sessions that were held in 2018, policies, procedures, regulations, guidance and efforts to improve and modernize the APR Program. All from 6-8pm:

- [January 7 - Red Barn, Hampshire College - 893 West Street, Amherst](#)
- [January 14 - Community Harvest Farm - 37 Wheeler Road, North Grafton](#)
- [January 21 - Berkshire Athenaeum, Public Library - 1 Wendell Ave, Pittsfield](#)
- [January 28 - Bristol County Agricultural High School - Library Rm 212, Gilbert Hall - 135 Center Street, Dighton](#)
- [January 30 - Essex North Shore Agricultural/Technical School - Smith Hall Cafetorium - 565 Maple Street, Danvers](#)

Since 1980, the APR Program has permanently protected 932 farms and 73,368 acres in Massachusetts. The APR program was the first in the nation and continues to protect and preserve working farms for generations to come. For information contact [Gerard.Kennedy@mass.gov](mailto:Gerard.Kennedy@mass.gov).

---

## Agricultural Preservation Restriction Stewardship Staff

The Agricultural Preservation Restriction Stewardship Staff wants to remind you that if you're spending the cold winter months planning any new construction or improvements on your APR, it is likely that you need a Certificate of Approval. You can find an application [on our website](#). Please contact your APR Stewardship Planner if you have any questions or just want to discuss your plans and your APR.

- For East Region, (Eastern Worcester County and East): Delia Delongchamp, 617-626-1737, [Delia.Delongchamp@mass.gov](mailto:Delia.Delongchamp@mass.gov)
- For North/Central Region (Western Worcester and Franklin Counties): Caroline Raisler, (Western Worcester and Franklin Counties), 413-726-2006, [Caroline.Raisler@mass.gov](mailto:Caroline.Raisler@mass.gov)
- For Western Region (Hampshire, Hampden, and Berkshire Counties): Currently Vacant, Contact: Ron Hall, APR Program Coordinator, 413-726-2002, [Ronald.Hall@mass.gov](mailto:Ronald.Hall@mass.gov)

---

## Dairy Tax Credit

Dairy Tax Credit farmer applications were sent out on the 9<sup>th</sup> of December. If you are a dairy farmer, and have not received your tax credit statement form, please follow the [link](#) for complete instructions, or contact Myron Inglis at [Myron.Inglis@mass.gov](mailto:Myron.Inglis@mass.gov). If we do not receive your paperwork by January 24<sup>th</sup>, we will assume that you do NOT want to participate in the 2019 Dairy Tax Credit program.

---

## Building International Markets for Oyster Farmers

In collaboration with [Food Export USA Northeast](#), MDAR was the lead on an In Bound Oyster Buyers Mission, September 30 – October 2, 2019. Nine international buyers from Canada, China, Hong Kong, Netherlands, UAE, and the Ukraine met wholesale oyster farmers in Massachusetts and nearby states. Funding was from [USDA Agricultural Trade Promotion Program](#), facilitated through Food Export USA Northeast, a USDA cooperator of which MDAR is a member.

Boston was the starting point, with an overview of oyster production methods. Facility tours and tastings followed at Pangea Shellfish, Boston and Island Creek Oysters, Duxbury. An early morning low tide the next day allowed buyers to meet oyster farmers at Mayo Beach in Wellfleet during harvest, with introductions by Nancy Civet, Shellfish Constable. Abigail Archer and Josh Reitsman, Aquaculture Specialists, Barnstable Cooperative Extension, were partners in planning and provided boots for everyone to explore the oyster flats. Facility tours and tastings followed at Wellfleet Shellfish Company, Eastham; Aquaculture Research Corporation, Dennis; Cape Cod Oyster Company, Marstons Mills and an industry - buyer reception featuring oysters shucked by Pangea, Boston; Plymouth Rock Oyster Growers, Plymouth; Wellfleet Shellfish

Company, Eastham; and Westport Sea Farms, Westport Point. The last day included meetings with oyster farmers in Connecticut and Rhode Island.

Buyers left understanding that this region has a plentiful variety of flavorful, fresh, raw-bar quality oysters. They met passionate, innovative shellfish farmers whose priority is food safety and environmental sustainability. The buyers from the Netherlands shared that they look forward to the EU and US market opening. They're ready to conduct business!

Other initiatives include new bivalve research for oyster suppliers to consider new markets: [Northern Europe](#), [China](#) and [Hong Kong](#). In addition, oyster buyers will be included in a Buyers Mission to Seafood Expo North America 2020. MDAR is also working with the [Division of Marine Fisheries](#) to organize a Massachusetts Avenue at the show. USDA funding can offset 50% of eligible costs. MDAR Commissioner John Lebeaux is the secretary of Food Export USA Northeast at which MDAR is a member. MDAR has been involved in seafood export market development since 2004.

For more information on Export Marketing Opportunities: [Bonita.Oehlke@mass.gov](mailto:Bonita.Oehlke@mass.gov).

---

## **Apiary Program Updates**

### **Voluntarily Register Your Apiary**

The Apiary Registration Process is easier than ever with the online form: [www.mass.gov/forms/apiary-and-colony-registration-form](http://www.mass.gov/forms/apiary-and-colony-registration-form). A total of 352 beekeepers have registered their apiaries with MDAR since April, 2017 when this online form became available. Please consider taking a quick second to register your apiary today so that the MDAR Apiary Program Bee Team can better inform beekeepers about health related concerns in the vicinity of their apiary.

### **Join the Apiary Program Mailing List**

We recently added the option for folks to receive email alerts and program updates: [www.mass.gov/forms/join-the-apiary-program-mailing-list](http://www.mass.gov/forms/join-the-apiary-program-mailing-list). There are currently 291 people on the list. Please consider signing up now to stay up to date on our efforts to improve honey bee health in Massachusetts.

### **Request Your 2020 Live Hive Apiary Inspection Requests NOW**

Given the inclement winter weather, we are no longer performing inspections of live honey bee hives, but will continue to visit for Dead-Out or expired hives, as needed, until normal health inspections resume during Spring 2020. Please consider taking a quick second to request your inspection for 2020 today to assist the MDAR Apiary Program Bee Team in planning to meet your needs in the upcoming bee season: [www.mass.gov/forms/mdar-apiary-inspection-request-form](http://www.mass.gov/forms/mdar-apiary-inspection-request-form).

[Apiary Newsletter - Winter 2019](#)

---

## Multi-State Agritourism and Direct Sales Survey

Multi-State Agritourism and Direct Sales Survey - If you have visitors on your farm, ranch, vineyard, or fishery, you are invited to take part in a national survey about agritourism and direct sales. Whether you have a farmstand, u-pick, CSA, tastings, events, tours, hunting, overnight stays, or open your farm to the public in any other ways, your experiences are important. This survey is confidential and should take about 10 minutes to complete. Results will be used to develop tools and resources for farmers. The survey will close January 31. Questions can be directed to Lisa Chase, [lisa.chase@uvm.edu](mailto:lisa.chase@uvm.edu) or 802-257-7967.

The survey is at: <https://survey.uvm.edu/index.php/584332?lang=en>

---

## Making It Happen Training

*The Making It Happen: Profitability and Success Training* series for farmers and food processors will give you the financial management toolbox needed to answer these questions confidently and improve your business decision making and profitability. This interactive course presents four tools — cash flow budgeting, scenario planning, enterprise budgeting, and sensitivity analysis. Presented by Julia Shanks of The Carrot Project and Cian Dalzell of Three Maples Market Garden.

**Location:** ServiceNet, 21 Olander Dr., Northampton, MA

**In-person sessions:** Thursday, January 9, 12-4 pm, Thursday, January 16, 12-4 pm, Snow date: January 23, 12-4 pm

**Remote session:** January 30, 12-4 pm - [Details here](#).

---

## Opportunity at the New England Food Show

Are you a local business or farm that would like to connect with and sell to restaurants and chefs in New England? If so, this is the perfect opportunity to help create a unique advantage for you. The [New England Food Show](#) is working to support and promote a “Tasting Pavilion” where local businesses and farms will be featured. New England Food Show, held at the Boston Convention & Exhibition Center, draws 7,000+ foodservice professionals each year and these buyers are always looking for new and local products to incorporate into their menus. If you are interested, please contact [stephanie@expodevco.com](mailto:stephanie@expodevco.com) by January 3<sup>rd</sup> as we are gauging initial interest to determine the size and scope of the pavilion. More details will then be sent to you the beginning of January.

This opportunity will be available for approximately \$500 - \$750 depending on initial interest and will include the following for all who participate:

- Dedicated exhibit/display space for 3 days of the show within the pavilion
- Carpet, One 6 foot draped table, Booth ID Sign
- Wastebasket, Daily Cleaning
- Listing in the online exhibitor directory and the onsite printed directory
- Reefer Storage, Onsite material handling (max 500 lbs)



For full details on the show, visit [www.NewEnglandFoodShow.com](http://www.NewEnglandFoodShow.com).

---

## 2020 Massachusetts Agriculture Calendar



**Special Holiday Offer:** Upgrade your license plate with a Massachusetts Agriculture Plate during the month of December, you will receive a FREE 2020 Calendar! Website for more information: [www.mafoodplate.org/holiday2019/](http://www.mafoodplate.org/holiday2019/).



This 20<sup>th</sup> anniversary [calendar](#) is the best annual stocking stuffer! All winning photos were selected from this year's public photo contest (and you can start submitting photos for [next year's contest here](#)). Each photograph spotlights crops and farms across the Commonwealth. Winning photos can be viewed [here](#). Each month of the Calendar also includes "Fun Facts" and "Teaching Tips," which makes this a great gift to a teacher/educator as well!

---

## UPCOMING EVENTS/WORKSHOPS

---

### January

**January 3 - 600th Meeting of the New England Vegetable and Berry Growers' Association**, Hadley Farms Mtg House, 41 Russell Street, Hadley. [Details here.](#)

**January 7 - Looking Forward: Farmlands Forever** - Red Barn, Hampshire College, 893 West Street, Amherst. Join MDAR Commissioner John Lebeaux, Agricultural Preservation Restriction (APR) landowners, farmers, APR staff, Agricultural Lands Preservation Committee (ALPC), Board of Agriculture, state officials, land trusts, and individuals engaged in APR Program efforts to preserve Massachusetts farmlands. [Flyer here.](#)

**January 11 - 33rd NOFA/Mass Winter Conference** - Worcester State University. NOFA/Mass is thrilled to announce that our 2020 Winter Conference Keynote Presenter will be the award-winning journalist Carey Gillam. [Details here.](#)

**January 11 - Massachusetts Maple Producers Association 74th Annual Meeting** - Mohawk Trail Regional High School, Route 112, Buckland - Trade Show, and Workshops. [More here.](#)

**January 14 - Looking Forward: Farmlands Forever** - Community Harvest Farm, North Grafton. Join MDAR Commissioner John Lebeaux, Agricultural Preservation Restriction (APR) landowners, farmers, APR staff,

Agricultural Lands Preservation Committee (ALPC), Board of Agriculture, state officials, land trusts, and individuals engaged in APR Program efforts to preserve Massachusetts farmlands. [Flyer here.](#)

**January 14 - Homeless Animal Prevention and Care Fund Advisory Committee Meeting** - Boston - 10-noon. [Details here.](#)

**January 14 - 2020 Greenhouse Production Winter Education Program** - 9:00am – 3:15pm, Westford Regency Inn and Conference Center - Westford. As each new season arrives, greenhouse growers face fresh challenges for continually refining production systems and improving crop quality. Top experts offer the latest practices for managing pests, managing the greenhouse environment, and optimizing plant nutrition to make the most of your time and budget. 3 pesticide re-certification credits, category 26 (greenhouse) have been approved. Enhance your skills and grow better plants. [Details here.](#)

**January 16-17 - Artisan Dairy Food Safety Coaching** - Workshop intended for Artisan Cheese and Dairy Food Producers who are preparing to create, or are already developing, a Food Safety Modernization Act (FSMA) compliant, preventive control (PC)-based, food safety plan for their facility. The goal of this workshop is to provide Food Safety Plan review and coaching sessions that guide attendees through each step in development process. [Details here.](#)

**January 21 - Looking Forward: Farmlands Forever** - Berkshire Athenaeum, Pittsfield. Join MDAR Commissioner John Lebeaux, Agricultural Preservation Restriction (APR) landowners, farmers, APR staff, Agricultural Lands Preservation Committee (ALPC), Board of Agriculture, state officials, land trusts, and individuals engaged in APR Program efforts to preserve Massachusetts farmlands. [Flyer here.](#)

**January 28 - Looking Forward: Farmlands Forever** - Bristol County Ag High School, Dighton. Join MDAR Commissioner John Lebeaux, Agricultural Preservation Restriction (APR) landowners, farmers, APR staff, Agricultural Lands Preservation Committee (ALPC), Board of Agriculture, state officials, land trusts, and individuals engaged in APR Program efforts to preserve Massachusetts farmlands. [Flyer here.](#)

**January 30 - Looking Forward: Farmlands Forever** - Essex North Shore Agricultural/Technical School, Danvers. Join MDAR Commissioner John Lebeaux, Agricultural Preservation Restriction (APR) landowners, farmers, APR staff, Agricultural Lands Preservation Committee (ALPC), Board of Agriculture, state officials, land trusts, and individuals engaged in APR Program efforts to preserve Massachusetts farmlands. [Flyer here.](#)

**January 31 - Massachusetts Food Policy Meeting** - Worcester - [Details here.](#)

## February

**February 4 - 601st Meeting of the New England Vegetable and Berry Growers' Association**, Hudson-Concord Lodge of Elks in Hudson. [Details here.](#)

**February 4-5 - Northeast Agribusiness & Feed Alliance Annual Meeting & Forum** - Albany. [Updates here.](#)

**February 22 - 2020 New England Campus Farmer Summit**, Stonehill College, Easton. Campus farmers, students, and representatives from non-profits and agencies connect in person about what makes campus farms successful. This forum provides an opportunity for stakeholders working at the intersection of food justice, environmental sustainability, food access, and healthy eating to discuss challenges and opportunities. [Details here.](#)

**February 23 - SEMAP 13th Annual Agriculture & Food Conference** - 8am - 4:30pm - Bristol County Agricultural High School, 135 Center St. Dighton. Farmers, gardeners, homesteaders, advocates, and foodies: join SEMAP for their 13th Annual Conference. Includes 20+ engaging workshops, a resource fair, a keynote address, and an always tasty locally-sourced lunch. Early-bird discount is available until January 31st. [Details here.](#)

**February 25 & 26 - MNLA's 5th Annual Winter Forum & Trade Show** - Best Western Royal Plaza Hotel & Trade Center, Marlborough. [Details here.](#)

## March

**March 4 - SBN's Local Food & Specialty Crop Trade Show** - Northeastern University - The 9th Annual Trade Show offers one-stop shopping for food buyers seeking to expand their offering of local food, including specialty crops, value-added products, meat, dairy and seafood. Buyers and local food businesses can [register here](#) as either a specialty food producer (*free registration!*) or food producer or buyer. [More here.](#)

**March 25 - 2020 Agriculture Day at the Statehouse** - Boston

---

## USDA News

---

### USDA to Open Signup for Conservation Reserve Program

Agriculture Secretary Sonny Perdue recently announced the U.S. Department of Agriculture is opening signup for the [Conservation Reserve Program \(CRP\)](#) on December 9, 2019. The deadline for agricultural producers to sign up for general CRP is February 28, 2020, while signup for continuous CRP is ongoing.

Farmers and ranchers who enroll in CRP receive a yearly rental payment for voluntarily establishing long-term, resource-conserving plant species, such as approved grasses or trees (known as “covers”) to control soil erosion, improve water quality and develop wildlife habitat on marginally productive agricultural lands.

[Complete release here.](#)

---

## Classified

- **Smolak Farms seeks Agricultural Manager / Assistant Manager** - Farm Agricultural Manager with pesticide applicators license or experience with spraying. Smolak Farms is looking for an exceptional farm agricultural manager/ assistant manager, to join our team in running one of the most iconic and innovative farm businesses in the North East. To get an idea of the full scope of operations, visit [www.smolakfarms.com](http://www.smolakfarms.com). Please send a cover letter and resume to [inform@smolakfarm.com](mailto:inform@smolakfarm.com).
- **Job Opening: Conservation Planner** - Worcester County Conservation District - Responsible for implementing the District's Soil Health Initiative. The Conservation Planner assists landowners, including working farms and forests, municipalities, non-governmental organizations, the State

Department of Agricultural Resources and the Natural Resources Conservation Service, to promote and implement sound conservation practices that protect soil and water quality. [Details here.](#)  
Submit cover letter and resume by January 13, to: [Lisa.trotto@usda.gov](mailto:Lisa.trotto@usda.gov).

- **Open Position: Carrot Project: Eastern Agricultural Business Advisor** - Request for Qualifications: Eastern Agricultural Business Advisor (MA, RI, CT). This is a contract position working with the Senior Business Advisor and the Client Services Specialist to deliver one-on-one (1:1) business assistance. The desired outcome of this work is for farmers and food business owners to implement business management practices that contribute to their long-term economic viability. Contact: [jshanks@thecarrotproject.org](mailto:jshanks@thecarrotproject.org).

---

## About the *Farm & Market Report*

Published bi-monthly by MDAR:

<u>Boston Office:</u> 251 Causeway St., Suite 500, Boston, MA 02114-2151 617-626-1700	<u>West Springfield:</u> 138 Memorial Avenue, Suite 42 West Springfield, MA 01089	<u>Lakeville:</u> 30 Riverside Drive, Suite 202, Lakeville, MA 02347 774-419-1800
--	---	--

- John Lebeaux, Commissioner, [John.Lebeaux@mass.gov](mailto:John.Lebeaux@mass.gov)
- Ashley Sears Randle, Assistant Commissioner, [Ashley.Randle@mass.gov](mailto:Ashley.Randle@mass.gov)
- Alisha Bouchard, Chief of Staff, [Alisha.Bouchard@mass.gov](mailto:Alisha.Bouchard@mass.gov)
- Margaret Callanan, General Counsel, [Margaret.Callanan@mass.gov](mailto:Margaret.Callanan@mass.gov)
- Cullen Roberts, Chief Financial Officer, Administration, [Cullen.Roberts2@mass.gov](mailto:Cullen.Roberts2@mass.gov)

## Division Directors

- Michael Cahill, Director of Animal Health, [Michael.Cahill@mass.gov](mailto:Michael.Cahill@mass.gov)
- Mary Jordan, Director of Agricultural Markets, [Mary.Jordan@mass.gov](mailto:Mary.Jordan@mass.gov)
- Gerard Kennedy, Director of Agricultural Conservation and Technical Assistance, [Gerard.Kennedy@mass.gov](mailto:Gerard.Kennedy@mass.gov)
- Taryn LaScola, Director of Crop and Pest Services (C&PS) Division, [Taryn.LaScola@mass.gov](mailto:Taryn.LaScola@mass.gov)

Complete staff directory [here](#). Next issue to be published in February 2020. Please send news, events, or classified information by February 3<sup>rd</sup> to [Richard.LeBlanc@mass.gov](mailto:Richard.LeBlanc@mass.gov). To unsubscribe, or change your email address, contact [Richard.LeBlanc@mass.gov](mailto:Richard.LeBlanc@mass.gov) or call 617-626-1759.

---

MDAR's mission is to ensure the long-term viability of agriculture in Massachusetts. Through its four divisions – Agricultural Conservation & Technical Assistance, Agricultural Markets, Animal Health, and Crop and Pest Services – MDAR strives to support, regulate and enhance the rich diversity of the Commonwealth's agricultural community to promote economically and environmentally sound food safety and animal health measures, and fulfill agriculture's role in energy conservation and production. For more information, visit MDAR's website at [www.mass.gov/agr](http://www.mass.gov/agr).

