

December / January Farm & Market Report

12/19/18

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COMMISSIONER'S COLUMN



Greetings, Mass. Agriculture and all its friends,

Well, since I was way ahead of deadline for the last *Farm & Market Report*, I guess it balances things out that I am horribly late for this edition. Now Rick is always very patient with me, but he's a big Patriots fan, and after the Pats loss to the Steelers following last week's loss to the Dolphins, I feel I need to get this to him quickly so not to further upset him, so here we go.

I want to lead by announcing the January, 2019 retirement of MDAR Chief Fiscal Officer Michael

Rock. Michael has provided invaluable service to the Department as its CFO. Annually, Michael provides comprehensive analysis and background to me (and previous commissioners) for our departmental budgetary development, and regularly advises me throughout the year. Additionally, MDAR Fiscal processes every individual transaction we make, and I've come to learn, we make many! Michael and MDAR Fiscal have provided exemplary support so MDAR can deliver its programs to our constituents.

We wish Michael a long, happy, and healthy retirement! I will miss his wise counsel.

I also want to recognize State Representative Steve Kulik of Worthington on his approaching retirement from the House in January 2019 after twenty-five years of service. Rep. Kulik has long been a friend of and strong advocate for MA Agriculture. We've had a lot of interaction since I started as Commissioner about policy and legislation, on constituent matters, and by our joint membership on the Food Policy Council. I've always appreciated Rep. Kulik's willingness to dig into an issue to understand it fully. Steve Kulik is a gentleman who has served MA Agriculture (along with his constituents and the Commonwealth at large) with distinction.

I'm very pleased to announce that recently I attended the 2018 Performance Recognition Program at the State House for Outstanding Performance with our MDAR awardees. We have many people doing great work at MDAR! This year's recipients, who were nominated by their peers, were Dorothy Du from our APR Program, Joyce Toland from Fiscal, and our Mass.gov Conversion Team-Rebecca Davidson, Rick LeBlanc, and Joao Tavares. Congratulations to our PRP honorees!

I was very pleased to attend the Worcester County 4-H Awards Banquet at the Spencer Country Inn in November. It's refreshing and uplifting to learn about what our young people are doing and what they are thinking about. Many thanks to the entire 4-H Program for all the great work, and especially to Nancy Andrews for the invitation!

I can't say "agri-tainment" is a word I use much, but when I think about it, I usually think corn and sorghum mazes, hay rides, farm to table dinners, farm tours, pick-your-own operations, etc. Debbie and I joined Ashley and Nick for a little different kind of agri-tainment on a Sunday afternoon in November at the packed Academy Theatre in Northampton to attend [CISA's Field Notes: An Afternoon of Storytelling](#). Essentially, it was farmers and others in the food system telling stories. It was fascinating and highly entertaining. The stories ranged from very funny to very touching and poignant. The show was definitely a hit!

The traditional last stop on our seasonal tours is the ceremonial cutting of a Christmas Tree on the day after Thanksgiving, Green Friday! (I understand some call that day Black Friday-I'm not sure what that's all about.) This year we visited Pat Kelly at her White Gate Tree Farm in West Newbury. It was a cold gorgeous day, the trees were beautiful, there was just enough snow cover, and there was hot coffee in the barn-it was a classic cut your own experience!

I just did the arithmetic- in only about 70 days it'll be the first seasonal event of the year when Mass. Maple Month kicks off. I can't wait for that sign of spring!

MDAR can use your help-there's a new insect pest working its way up the East Coast-the Spotted Lanternfly which among other hosts favors certain agricultural crops like grapes, some fruit trees and pines. Should you see (or even think you see) one of these insects in MA, MDAR and other agencies would like to know about it. Please follow [this link](#) for information about what the Lanternfly looks like, how to report a possible sighting, and other related information.

I've had a few inquiries about an item from my last column, namely certain anticipated [custom baked cupcakes](#) I mentioned. For all those interested:



Mint. Chocolate. Awesome!

Lastly, I close with some sad news. Longtime Boxford farmer Alexander “Gordon” Price passed away in late October. Gordon (I had no idea his first name was actually Alexander) ran his family’s 200+ acre Ingaldsby Farm, was very active in local government and Ag organizations. I knew him as the Chairman of the Board of Food and Agriculture from my service on the board.

Gordon was very sharp, and always had excellent ideas on what the Board and MDAR should be doing to benefit farmers. I learned a great deal from him and will miss him very much.

I mentioned that Gordon had certain ideas and stuck to them, and was never shy about sharing them. I was delighted and amused that the family beautifully and lovingly acknowledged that in his obituary: “He will be remembered most for the special interest he took in his children and grandchildren’s lives; taking them along on trips, attending school activities, discussing our interests and giving advice, whether we liked it or not.”

MDAR extends its condolences to his wife Susan and his entire family.

I close hoping we can all look back at 2018 positively in spite of any shared and individual challenges. All of us at MDAR wish you all a very happy holiday season, and look forward to a great 2019 for all of MA Ag!

(I know I may be cutting this a little short this time, but I must get this to Rick now as I fear I’ve just about exhausted the deadline leniency he’s granted me during his Patriots’ losing streak funk. Boy, I hope the Pats win out the last two regular season games!)

Best regards,

John Lebeaux

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FOREFRONT

Energy News

[DOER SMART Program](#) Ready for Launch!

SMART Program Launch

The SMART Program, the SREC replacement program, began accepting applications at 12:00 PM ET on November 26, 2018. All applications were and must be submitted through the CLEAResult website.

The SMART Program was well received. For a review of program applications to date please see link:

www.mass.gov/info-details/solar-massachusetts-renewable-target-smart-program - and scroll down to Applications.

NOTE: This is just a list of applications. They **ARE NOT QUALIFIED YET** which means you should still apply to get in a block queue in the event some of these applications do not qualify for SMART.

SMART Agricultural Solar Tariff Generation Units (ASTGUs) aka Dual Use of Land Solar PV – Pre-determination Requirements

One of the agricultural operations components of the SMART Program is the location based adder for Agricultural Solar Tariff Generation Units (ASTGUs) also known as dual use of land projects.

One of the requirements to be approved for the ASTGU Location Based Adder is a Pre-Determination letter issued by the Department of Energy Resources (DOER), which is the initial step of the ASTGU SMART application process. In order to receive a Pre-Determination letter an applicant must submit a Pre-Determination request to DOER for the ASTGU Project demonstrating strict compliance with the relevant sections of the SMART Regulation and ASTGU Guidelines. If approved, eligible ASTGUs then may submit a Statement of Qualification Application and, if approved, are then issued a Statement of Qualification.

To apply for a Pre-Determination, please use this link:

www.mass.gov/files/documents/2018/11/29/Application%20for%20Agricultural%20Adder%20FINAL.pdf

Please follow the protocol stated within regarding a draft pre-application to UMass first for pre-review.

FY2019 AgEnergy Grant

The Baker-Polito Administration and MDAR have awarded 40 agricultural energy grants totaling \$954,803 to Massachusetts farmers to implement renewable energy systems and improve energy efficiency on farms. The awarded farms are projected to save over \$195,000 annually and reduce greenhouse gas emissions (GHGs) by 780 tons each year.

Awarded through the Massachusetts Department of Agricultural Resources' (DAR) Agricultural Energy Traditional and Special Projects Grant Programs in partnership with the MA Department of Energy Resources (DOER), funding was provided to farms in the towns of Amherst, Boston, Bridgewater, Charlton, Chesterfield, Colrain, Dalton, East Bridgewater, Harwich, Holliston, Hyde Park, Lakeville, Lanesborough, Leverett, Lincoln, Milton, Needham, Northborough, Pittsfield, Plymouth, Raynham, Royalston, Salisbury, Seekonk, Sheffield, South Deerfield, Stockbridge, Tyngsboro, Vineyard Haven, Wareham, West Barnstable, Westhampton, Westport, Winchendon and Worthington.

The grants are part of two agricultural energy programs, namely Traditional and Special Projects. Traditional projects focus on conventional energy efficiency and renewable energy technologies while Special Projects focuses on technologies that typically require higher capital cost but could potentially yield greater savings and/or positive agricultural impacts in an effort to improve the farm's energy efficiency and to facilitate adoption of less conventional, alternative clean energy technology applications.

This year's Traditional AgEnergy Program will fund thirty-one (31) projects, a combination of energy efficiency and renewable energy projects including: a compost heat recovery project for a large-scale, dairy composting operation; a centralized chip wood boiler plant to serve multiple farm structures including greenhouses, maple sugar house, a farm stand replacing fossil fuels and an older cord wood boiler; a vertical well geothermal system for a new construction apiary production facility; maple syrup operations with new reverse osmosis, evaporators, pre-heaters and steam hoods; energy efficiency improvements for greenhouse operations including insulation and thermal curtains; an add-on battery storage system to an existing PV installation; HVAC and walk-in cooler

energy efficiency improvements for a newly renovated aquaculture production facility; and nineteen roof- and ground-mounted photovoltaic systems for a variety of farm sector operations including vegetable, fruit & berry, cranberry, livestock, mushroom, aquaculture and quail operations as well as for a new construction apiary production building.

This year's Special Projects Program, now in its third year, will fund nine (9) projects, including: a zero net energy greenhouse operation utilizing a centralized wood chip boiler plant and an add-on to an existing PV array, replacing propane and conventional electric; a centralized wood chip boiler heating plant serving a greenhouse operation, replacing an old inefficient outdoor wood boiler; a super-efficient urban greenhouse, with claims to be the first commercial agricultural operation under the City of Boston's new agricultural zoning regulations, and includes solar PV glazing integrated in the greenhouse roof, also a first use of this technology in MA; and six (6) projects are for walk-in coolers or freezers upgrades.

The Agricultural Energy Grant Program is one of several within DAR's Division of Agricultural Conservation and Technical Assistance (DACTA). The division's mission is to provide technical assistance, training, conservation, and funding to promote economically viable and environmentally sound agricultural practices in Massachusetts.

Including this year both programs has now awarded over 225 projects statewide since 2009, providing growers and producers more than \$3.6 million to address energy issues on their farms. This year, 60 total applicants submitted a variety of energy efficiency and renewable energy projects totaling just under \$1,800,000 in requests, a record year for the program.

MDAR received 60 applications totaling almost \$1.8 million in funding requests for both our Traditional and Special Projects Grant Programs, one of the, if not the, highest responses in the history of the AgEnergy Grant program – thank you!

[MDAR's MA Farm Energy Program \(MFEP\) - Energy Audits – Now is a BUSY time!](#)

MDAR's Massachusetts Farm Energy Program (MFEP) has funds to help farms cover audits, energy efficient projects, and select renewable energy projects. Contact us now for more information through the Center for EcoTechnology (CET), our partner carrying out the MFEP. Phone: 413-727-3090 • E-mail: info@massfarmenergy.com, or visit www.massfarmenergy.com, submit a *Request Form*, and then you will be contacted.

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MDAR'S Agricultural Business Training Program News

****NEW! *GROWING YOUR FARM BUSINESS* business planning course!****

MDAR has updated its business planning course curriculum (previously "Tilling the Soil of Opportunity") to a new, hands-on course to help established farmers develop a business plan and financial projections for their farm business. The course has been updated to meet the current needs of farmers. It will be offered once per week this winter on Wednesday evenings in early 2019 6:00 pm – 9:00 pm for 7 weeks: 1/23, 1/30, 2/6, 2/13, (no class 2/20) 2/27, 3/6 and 3/13 (3/20 snow date) at the Bangs Community Center in Amherst. This course covers topics including resource assessment, marketing strategy, financial management, capital planning, 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, open to farmers who have been operating a farm business in Massachusetts for at least the 2 prior years. Applications will be accepted on a first come first serve basis until January 8, 2019 or until the course is filled.

Farmers that complete a business plan by participating in the 2019 Growing Your Farm Business planning course and then apply and get accepted to the APR Improvement or Matching Enterprise Grants for Agriculture grant programs for Fiscal Year 2020 will be able to waive the business planning phase of these programs, enabling them to move to the contract phase earlier for a longer timeframe to implement their projects.

MDAR is offering the EXPLORING THE SMALL FARM DREAM course (based on workbook developed by the New England Small Farm Institute) to those thinking about or planning a small farm as a commercial enterprise in Massachusetts. This 5-week course will be held on Tuesday evenings, 6:00 pm – 9:00 pm, 3/5, 3/12, 3/19, 3/26 and 4/2 at the Bangs Community Center in Amherst. Participants will assess their skills and knowledge related to starting and operating a farm business, clarify their farming vision, and analyze the feasibility of their idea. Cost is \$100 per enterprise. Applications will be accepted on a first come first serve basis until Jan 22, 2019 or until the course is filled.

HOW TO APPLY: For applications for either course, go to: www.mass.gov/service-details/agricultural-business-training-program-abtp

For more information contact Deanna Levanti at 339-235-0859, BeginningFarmerCoordinator@gmail.com.

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Early Registration is Open for the 2019 Harvest New England Agricultural Marketing Conference and Trade Show!

Register by January 30th and Save \$

Harvest New England and the New England State Departments of Agriculture are excited to once again host the Harvest New England Agricultural Marketing Conference and Trade Show. The conference will be held at the Sturbridge Host Hotel & Conference Center in historic Sturbridge, Massachusetts, on February 27-28, 2019. Twenty- six breakout sessions, two general sessions, a New England Farmers Market Managers workshop, and a full trade show with nearly 100 vendors are planned over two days. Over 800 of your closest friends in attendance!

Come join our line-up of workshops that showcase the latest trends with practical information to build your customer base. Find solutions to your business challenges with new perspectives. Connect with your colleagues from across New England. All this and more at the Harvest New England Agricultural Marketing Conference and Trade Show! [Register today!](#)

Looking to Exhibit or Sponsor?

Space is limited; return your registration form with payment as soon as possible for the best space selection. Trade show registration and sponsorship opportunities online at: <https://harvestnewengland.regfox.com/hne-agricultural-marketing-conference-trade-show>, or contact Rick LeBlanc, Richard.LeBlanc@mass.gov, 617-626-1759. For sponsorship opportunities, contact Jess Wozniak, 508-410-3903, jesswozniak@gmail.com.

Worker Protection Standards Outreach

Many changes have been gone into effect for Worker Protection Standards (WPS) in the last couple years. Outreach materials are available to farmers free of charge at the Pesticide Educational Resources Collaborative

(PERC) [website here](#). Examples include [the updated WPS Poster\(s\)](#). Keep an eye out for future “Train the Trainer” workshop sessions across the state at [MDAR’s calendar](#).

Please contact Laurie Rocco the WPS Coordinator with any questions or concerns about compliance Laurie.Rocco@mass.gov, 617-626-1782.

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2019 Exhibitor Application for Massachusetts Building at The Big E



In 2019, the Massachusetts Building will be celebrating its 100th anniversary. MDAR invites Massachusetts businesses and organizations to apply for the opportunity to exhibit in the Massachusetts State Exposition Building at The Big E, September 13 – September 29, 2019. The mission of the Massachusetts State Exposition Building is to showcase Massachusetts agriculture, culture, commerce and tourism through informational, educational, promotional and retail exhibits. It is an opportunity to showcase and sell to over a million attendees that come through the Massachusetts Building. Interested applicants are encouraged to review the exhibitor guidelines and application, and submit a completed application by Monday, March 13, 2019.

For more information, please contact Fran Pearson, Building Manager at Frances.Pearson@mass.gov or at 617-616-1748. Applications will be available by January 11, 2019 on the MDAR website www.mass.gov/massachusetts-state-exposition-building-0

Massachusetts Fair Reports Due

Reminder, 2018 fair reports are due by 12/31/18. Forms can be emailed to Fran Pearson, Massachusetts Fair Coordinator at Frances.Pearson@mass.gov or mailed to: MDAR, Attn: Fran Pearson, 251 Causeway Street, Boston, MA 02114.

Rosette forms are available on the MDAR website www.mass.gov/massachusetts-agricultural-fairs-program. Hosting special events or anniversaries, contact us to be included on the MDAR [Culinary and Agricultural Calendar](#). You may also order Massachusetts Grown and Fresher materials [here](#).

If you have any questions, contact Fran Pearson at 617-626-1748, Fran.Pearson@mass.gov.

Registration Open for the Local Specialty Crop & Local Food Trade Show

The [Sustainable Business Network of Massachusetts \(SBN\)](#) is offering its’ 8th Local Food Trade Show [March 5, 2019](#) at Northeastern University. The Local Food Trade Show is designed to facilitate connections and stimulate business relationships between producers and wholesale buyers of local food, with a focus on specialty crop food products in Massachusetts.

Local Specialty Crop Trade Show

Exhibitors will include New England based farmers, produce distributors and local specialty crop producers (products made with 50% or more specialty crops also qualify). Please view the [USDA definition of specialty crops here](#). Please note that crops must be produced in the U.S. or U.S. Territory. This Trade Show is sponsored by the Massachusetts Department of Agricultural Resources. Exhibition booths are free for specialty crop farmers and other specialty crop producers.

Who should attend?

Any wholesale buyers, who are interested in purchasing Massachusetts or New England-produced food items. These buyers can be supermarkets, co-ops, restaurants, hotels, institutions, schools, food processors in search of ingredients, distributors, or anyone else interested in local purchasing options.*This event is intended for commercial buyers, not individual consumers.*

[Complete details here.](#)

CISA 2019 Winter Workshop Series for Farmers

Branding, Marketing, and Reaching New Customers

What are your farm's mission and values? How do they manifest in the products you make, the land you work, and community you cultivate? In what ways can you draw in new customers and loyal farm fans who will sustain your business? This year's Winter Workshop series will address some of these questions through different tools and approaches to farm marketing and branding. Workshops provide marketing outreach strategies, approaches to articulating your farm's distinctiveness, and tools to reach new customers. Each presenter brings a wealth of experience to the table as farmers, educators, marketing professionals.

Workshops will be held January through March of 2019 throughout Hampshire, Hampden, and Franklin Counties in MA. Everyone is invited to attend and information provided in these sessions is transferrable to other food operations

Direct market and wholesale farmers, farms with value added production, and farms looking to reach specific customer bases will all find many of these workshops valuable. [Complete details and dates here.](#)

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New Entry's Farm Business Planning Course

If you are ready to start or expand your farm business, the Farm Business Planning Course is for you.

In this course, you will learn how to:

- Create a mission and vision for your business
- Develop a budget and a plan to fund your business
- Create a marketing plan for your business
- Set goals and create a timeline for your farm business to grow
- Weave those elements together into a cohesive business plan

Classes run Tuesdays, January 8 - February 26, 2019, from 6:00 pm-9:00 pm at Waldorf School at Moraine Farm, 701 Cabot Street, Beverly, MA.

[Complete details and registration here.](#)

Apiary 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. A total of 194 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 when investigating apiaries in the vicinity of those discovered to have infectious disease(s).

Join the Apiary Program Mailing List

New option for folks to receive email alerts and program updates: www.mass.gov/forms/join-the-apiary-program-mailing-list. There are currently 116 people on the list. Please consider signing up now to stay up to date on our efforts to improve honey bee health in Massachusetts.

Fight the Mite! Get a FREE alcohol wash jar and a brochure that contains basic information about Varroa mites along with an overview of the most current Integrated Pest Management (IPM) Strategies by requesting via email to MDAR bees@mass.gov. This practical sampling kit will either be sent directly to you or distributed by your county beekeeping organization. Each kit can be used for multiple hives. Limited quantities of these kits are available, so request yours today.

After receiving your kit, please take the [following survey](#) and input your mite count results into the [MiteCheck map](#).

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Got Chickens? Beware of Bears

[The Division of Fisheries and Wildlife \(MassWildlife\)](#) is alerting poultry owners and related groups about the need to protect their birds and coops from hungry bears. Black bears killing chickens and damaging chicken coops is becoming one of the most frequently reported human-bear conflicts in the state. Common in central and western Massachusetts, black bears are expanding their range east to Route 495. Poultry loss, coop damage, and other bear conflicts have been reported in all of these regions and calls have increased lately as bears fatten up before winter hibernation. Many poultry owners have no idea their birds and coops could be at risk. [Protect your livestock from black bears webpage here.](#)

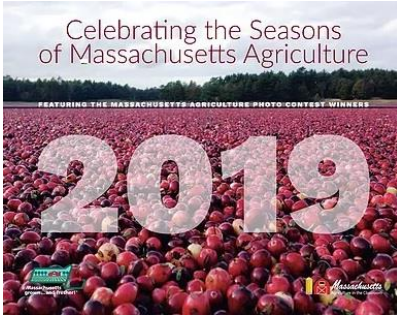
Please help us spread the word to poultry owners or related groups and individuals by sharing the following tips and resources for protecting birds and coops from bear damage. Consider utilizing newsletters, email blasts on distribution lists, local newspapers, social media, and relevant meetings as tools to help reach poultry owners. Thank you for any assistance you or your organization can provide in spreading the word. If possible, please let us know what action you were able to take; contact David Wattles at david.wattles@mass.gov or Marion Larson at marion.larson@mass.gov.

Applications Open for MA Food Trust Program

The Massachusetts Food Trust Program (MFTP) provides loans, grants, and business assistance for increasing access to healthy, affordable food in low-income, underserved areas in the state. Started with seed funding from the Baker-Polito Administration in 2018 and in partnership with the Massachusetts Department of Agricultural Resources (MDAR), the MFTP is committed to improving food security and access throughout the Commonwealth.

Applications are now being accepted for projects. [This website](#) includes information on how to apply for funding, eligibility requirements, and important information. You can find out if your project is eligible [here](#), and you can also [view a recording of a previously held webinar](#) that may answer some of your remaining questions.

2019 Massachusetts Agriculture Calendar



The [2019 Massachusetts Agriculture Calendar](#) makes a great holiday gift! Each year the calendar, *Celebrating the Seasons of Massachusetts Agriculture*, features winning photos from this year's public photo contest. Each photograph is selected that best spotlights crops and farms across the Commonwealth. The Calendar's goal is to showcase the beautiful diversity of crops grown in Massachusetts as well as be a learning tool for teachers and educators, as each month includes "Fun Facts" and "Teaching Tips."

The annual Calendar is produced in collaboration with [Massachusetts Agriculture in the Classroom \(MAC\)](#), the [MA State Grange](#), and the [Massachusetts Department of Agricultural Resources](#), along with the many great sponsoring associations: [MA Farm Bureau](#), [MA Maple Association](#), [MA Flower Growers Association](#), [MA Fruit Growers](#), [MA Fairs Association](#), [Cape Cod Cranberry Association](#), [MA Dairy Promotion Board](#), [School Nutrition Association of Massachusetts](#), and the [MA Christmas Tree Association](#).

Details and ordering information [here](#). Learn more about MAC and what they offer educators across the Commonwealth [here](#). Get out there this Winter and take pictures for the 2019 Photo Contest!

Sweet Treats and Libations

Be sure you're included and be sure to find your sweet treats in Massachusetts!

As a confectionary business in Massachusetts with a retail shop and mail order, OR just mail order, we're happy to include you in the new [Massachusetts Made confectionary products webpage](#). Across Massachusetts there's a wide variety of mouthwatering fine artisan chocolate and confectionary products available on-site or via mail order. Boston was once the candy capital of America, with the first chocolate factory started by Dr. Baker on the Neponset River. Main Street in Cambridge was known as "Confectioner's Row." As you explore all that Massachusetts has to offer, visit a chocolatier or stop by a candy maker. If you're too busy to visit, conveniently order treats online for your family, friends or yourself.

Be sure you're included and be sure to find your favorite libations in Massachusetts!

MDAR's new [MA Craft Beverage Map](#) features breweries, cideries, distilleries and wineries with tasting rooms open to the public. Check to see if your business is listed, or check to be sure that your favorite local beverage company is included.

The new Massachusetts Craft Beverage Map features craft beverage businesses in a single, easy to navigate, map. A click on the icon identifies if local ingredients are used. The map can identify your current location to show which craft beverage businesses are close by. It's also possible to search by any of the four beverage categories, business name or region. Complementary beverage guides for craft beer, hard cider, distilleries and wineries have separate listings by region for each of the categories.

For additions, updates or changes on either pages, contact Bonita.Oehlke@state.ma.us.

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UPCOMING EVENTS/WORKSHOPS

December 21 - Pesticide Board Subcommittee Meeting – [Details here.](#)

December 21 - Pioneer Valley Mosquito Control District's Commission Meeting – [Details here.](#)

January 4 - New England Vegetable & Berry Growers Association Meeting – Hadley Farms Meeting House, Hadley. [Details here.](#)

January 9 - Greenhouse Production 2019 – Focus on Pest Management - Holiday Inn, Marlboro. Hear the latest in greenhouse pest management to gear up for the 2019 season. [Details here.](#)

January 9 - Speed Marketing Plan Workshop for Your Farm or Food Business - Groundwork New Bedford, 1213 Purchase St., New Bedford. Want to increase sales for your farm or food business? Get more accounts? Attract more CSA subscribers? Do you have a plan for how to achieve your goals? A marketing plan works like a GPS to keep you headed in the right direction. Learn the four steps for creating a speed marketing plan. This interactive workshop will be led by Myrna Greenfield, founder of Good Egg Marketing, and will help you outline your plan and get feedback from other farmers and food entrepreneurs. [Details here.](#)

January 9 - 11 - Northeast Aquaculture Conference & Exposition and the Milford Aquaculture Seminar - Boston Park Plaza Hotel. The biennial Northeast Aquaculture Conference & Exposition (NACE) was created in 1998 by the Maine Aquaculture Innovation Center with the goal of bringing together producers, service providers, vendors, researchers, students and managers from across the northeast region to discuss pressing issues and relevant research on aquaculture. [Details here](#)

January 10 - Mass. Fruit Growers Annual Meeting - Great Wolf Lodge, 150 Great Wolf Drive, Fitchburg. [Details here.](#)

January 12 - 32nd NOFA/Mass Winter Conference - Worcester, Massachusetts. Theme: Food as Medicine - 60+ Workshops | Youth Conference | Trade Show - [Details here.](#)

January 12 - Mass. Maple Annual Meeting - Mohawk HS, Buckland. [Details here.](#)

January 23 - Homeless Animal Prevention and Care Fund Advisory Committee Meeting – [Details here.](#)

February 24 – SEMAP 12th Annual Agriculture & Food Conference - Bristol County Agricultural High School, Dighton. Farmers, gardeners, homesteaders, advocates, foodies, and anyone interested in local agriculture. 20+ workshops, a resource fair, keynote address, and an always tasty locally-sourced lunch. [Details here.](#)

January 25 - Mass. Food Policy Council Meeting, 9:30 am-12:30 Richard Cronin Building of the MA Division of Fisheries and Wildlife, Room 108, Westborough. [Updates here.](#)

February 26 & 27 – MNLA Winter Forum & Annual Meeting - Best Western Royal Plaza Hotel & Trade Center, Marlborough. [Details here.](#)

February 27 & 28 - Harvest New England Ag Marketing Conference and Trade Show - Sturbridge Host Hotel - New England's premier agricultural marketing conference. Sponsored by the six New England State Departments of Agriculture. With more than 800 people in attendance and a trade show of almost 100 exhibitors, this is New England's largest agricultural conference solely dedicated to agricultural marketing. [Details here.](#)

March 1 – Maple Month Kickoff Event, Ferrindino Maple, Hampden, MA. [Details here.](#)

March 5 - The Local Specialty Crop and Local Food Trade Show, Northeastern University. [Details here.](#)

March 16 - Buyers Mission to Seafood Expo North America, Boston. For more information contact Bonita.Oehlke@state.ma.us.

March 17 – 19 - Seafood Expo North America, Boston Convention Center. [Details here.](#)

March 26 - MA Farm Winery and Growers Association Annual Meeting - Publick House, Sturbridge. [Details here.](#)

Save The Date: March 27th - Agriculture Day at the Statehouse - MA 4-H is now accepting applications for the speech contest for Agriculture Day at the Statehouse. For further details and to apply, please visit: ag.umass.edu/mass4h/news/2019-ag-day-speech-contest.

Updates made here: [MDAR Events Calendar](#).

Classified

- **[Farmers Markets Seeking Vendors](#)** - Check back periodically for updates to this list. **If updates, please send to David.Webber@state.ma.us.**
- **Job posting** - Regional Environmental Council (REC), Worcester – posting for YouthGROW Farm Manager, 40+ hours/week, some nights and weekends required. Start Date: ASAP. Application Deadline: December 31st - www.RECworcester.org, 508-799-9139. [Details here.](#)
- Agricultural Excavation – Grading Services - Provide earth moving, drainage, land/pasture reclamation, greenhouse preparation, and rock raking services. Includes but not limited to orchards/equine facilities/cranberry bogs/nurseries. Chris Merrill Excavating merrilltrucks@comcast.net, 978-897-9977.

About the *Farm & Market Report*

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Next issue to be published in February. Please send news, events, or classified information by February 4th to Richard.LeBlanc@mass.gov. To unsubscribe, or change your email address, contact Richard.LeBlanc@mass.gov or call 617-626-1759.

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