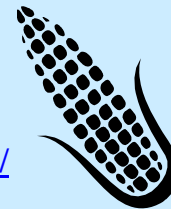
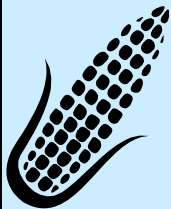


March  
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Issue 3

# Piscataquis Farming Newsletter



Also available online at  
[http://www.umext.maine.edu/piscataquis/farming/  
newsletter.htm](http://www.umext.maine.edu/piscataquis/farming/newsletter.htm)

University of Maine Cooperative Extension is the major educational outreach program of the University of Maine, with offices statewide. UMaine Extension provides Maine people with research-based educational programs to help them live fuller, more productive lives

#### Goal:

The goal of the Piscataquis Farming Newsletter is to provide timely information on the production and marketing of crops and livestock grown in Piscataquis County. Upcoming events and programs of interest will also be included.

You can receive this newsletter electronically. To sign up for the electronic version go to [www.umext.maine.edu/piscataquis/farming/newsletter/htm](http://www.umext.maine.edu/piscataquis/farming/newsletter/htm).

If you have a question, feel free to contact me and I can include it in our farming question section.  
Sincerely,

**Donna R. Coffin**  
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Piscataquis County  
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165 East Main Street  
Dover-Foxcroft, ME 04426  
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#### What Do I Need to Sell Vegetables?

You don't need any license to sell fresh fruits and vegetables, but if you are selling by the pound you need a sealed scale. You can sell by the piece or box or bag. If you are promoting your products as organic then you need to be certified as an organic producer. If you are planning to sell processed products like jams, jellies, pickles, etc. then you need to have a licensed kitchen. A lot of this information is available at the Maine Federated Farmers Market Association web site located here. [www.snakeroot.com/mffm](http://www.snakeroot.com/mffm)

The Maine Department of Agriculture maintains a listing of farmers who sell their products directly to the public. This is a free listing and all you need to do is complete their input form at [www.getrealmaine.com](http://www.getrealmaine.com)

Also, area farmers in the Maine Highlands Farmers group in addition to the web page with their individual farm information are planning a farm directory this summer. They also are working with a photographer who will be coming to member's farms to take pictures for the directory and a photo book on farms of Piscataquis and Penobscot and area counties. This group meets either at the Extension Office in Dover-Foxcroft or at members farms the fourth Wednesday or the month. Check them out at [www.MaineHighlandsFarmers.com](http://www.MaineHighlandsFarmers.com)

It's a good idea to write a business plan on paper to help guide you through your business / farm enterprise. We have a number of publications that can help you develop your business plan. Generally it gives you an opportunity to write down why you are getting into this business or farm venture, financial information including current and projected balance sheet and cash flow, production and marketing plans, equipment and labor needs.

During 2007 I carried a series of articles in the Piscataquis Farming Newsletter on Direct Marketing that that can give you an overview of marketing directly to the consumer. The articles are located at <http://www.umext.maine.edu/piscataquis/farming/newsletter.htm> scroll down to 2007 issues.

#### Online Marketing Project

The next meeting of the Maine Highlands Farmers will feature John Harker with the Maine Department of Agriculture who will be talking about the Department and Heart of Maine RC&D project to establish an Online Market.

What is Online Marketing? Software allows local food buyers to purchase products online. Each week food buyers would have a menu of products available from local farms and farmers markets. Items would be purchased by a specific day and then the buyer would either pick the products up at a farm

#### IN THIS ISSUE:

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- Buying Clubs & Food Coops
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- Farm Transfer Network Website
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- Calendar

stand, farmers market, or prearranged drop off site.

The benefit to the consumer is that they would have a wider variety of products to choose from and would have first option on farmer's products. Many times consumers get to the farm stand to find that the farmer is out of the product they traveled to the farm to pick up. Also, the farmer may offer a drop off site near their home or place of business to reduce the travel expense to get fresh Maine products.

For farmers there is a benefit to knowing your product is sold before you pick it and travel to market. The online purchase option is growing by leaps and bounds. Consumers are used to ordering online and this method of marketing can attract new buyers to local foods.

Exactly how will it work? Will it be up and running in 2009? Where can you sign up? Come to the March 25<sup>th</sup> meeting of the Maine Highlands Farmers to find out more and to find out if it could work for you. All interested farmers are welcome to attend this free meeting. It will be at 7 pm at the Piscataquis County Extension Office in Dover-Foxcroft. If you can't make it to the meeting but are interested please contact Donna Coffin, Extension Educator at 564-3301 or in Maine 1-800-287-1491 or [dcoffin@umext.maine.edu](mailto:dcoffin@umext.maine.edu).

### Buying Clubs & Food Coops

There is renewed interest in groups of folks getting together to order from local and state farmers. The Charlotte White Center is hosting a meeting of interested farmers and consumers to come together to learn how a food buying club might work in our area and what needs to be done to set up a local food buying club. Jane Livingston will be speaker for the meeting. She also is familiar with the Crown O' Maine Organic Cooperative that distributes locally grown food across the state of Maine. They deal with buying clubs, restaurants, neighborhood retail establishment, etc.

The meeting will be Thursday, March 26<sup>th</sup> at 10:30 am at the Charlotte White Center on Rt. 15. Please call ahead to let them know you are planning to come at 564-2464 ext. 104.

### Markets Seeking Maine Food

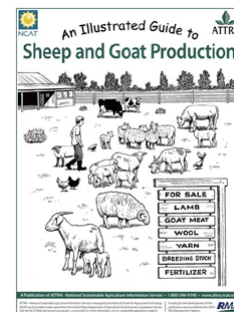
Over 30 farmers' markets, specialty food stores, processors and local foods distributors seeking Maine farm and food products have submitted inquiries to the Maine Farmers and Gardeners Association over the last two months and more will be added as they are received reports Melissa White Pillsbury. If you haven't recently, you should check out MOFGA's website that lists Farmers Markets looking for more farmers as well as others who are looking for specific types of farm products. <http://www.mofga.org/AgriculturalServices/MarketingOpportunities/tabid/918/>

[Default.aspx](#) Melissa White Pillsbury, Organic Marketing Coordinator, MOFGA, [melissa@mofga.org](mailto:melissa@mofga.org), 207-568-4142.

Source: March 05, 2009 email from Melissa White Pillsbury, Organic Marketing Coordinator [melissa@mofga.org](mailto:melissa@mofga.org)

### An Illustrated Guide to Sheep and Goat Production

Sheep and goats are versatile animals and can be valuable and enjoyable additions to many farms, providing meat, milk and fiber products, as well as brush control and pasture improvement services. This 20-page, basic and heavily graphic introduction to sheep and goat production discusses animal selection, feeding, breeding and young stock, equipment and handling, and marketing. [http://attra.ncat.org/attra-pub/PDF/sheep\\_illus.pdf](http://attra.ncat.org/attra-pub/PDF/sheep_illus.pdf)



This is a great publication for beginning farmers and youth to outline management techniques that are important in livestock care. If you don't have access to the internet please contact the Piscataquis County Extension Office and we can print a copy for you. Source: ATTRANEWS, February - March 2009 Volume 17, Number 1

### Compost for Home Gardeners

Every year I get questions from home gardeners about where they can get compost and/or composted manure directly from farmers in and around Piscataquis County. If you have extra compost or composted manure or fresh manure that you are interested in selling to the public let me know and I will put you on a list of local sources of organic matter for gardeners. You and the gardener will need to negotiate price, who will load, etc.

Contact Donna Coffin, Extension Educator, 165 East Main St., Dover-Foxcroft, ME 04426, phone 564-3301 or in Maine 1-800-287-1491 or email [dcoffin@mext.maine.edu](mailto:dcoffin@mext.maine.edu).

### Farm Transfer Network of New England Website

Farm transfer is a critical issue to many Maine farm families and to those who own, manage, or value the state's agricultural landscapes. Farm transfer planning is complicated. It's hard to put all the pieces together. This website <http://www.farmtransfernewengland.net> will help farmers get the process started by providing them resources, a schedule of meetings and educational events as well as a database of providers that can help with the process. The website is a collaboration of the new England Land Grant Universities, LandLink Vermont, Land for Good and Maine FarmLink.

Source: Cows and Crops Newsletter, Dave Marcincowski, Extension Dairy Specialist, March 2009.

### Slow Moving Vehicle Signs Available to Farmers

The Farm Safety Program Leadership Team of the UMaine Extension is making Slow Moving Vehicle SMV signs available to Maine farmers this spring. Farmers may call 1-800-287-1471 to request a coupon for up to 2 signs. With the coupon they also receive information about placement of the signs and use of farm tractors on public roads. Farmers bring the coupon to a participating farm equipment dealer and pick up their signs. About 20 farm equipment dealers in Maine are participating. The dealers are listed on the back of the coupon. There is a June 1 deadline. *Source: March 6, 2009 email from Richard Brzozowski.*

### Organic Certification of Vegetable Operations

Are you interested in getting your vegetable operation certified organic, but don't know if you qualify? Are you confused by organic record keeping requirements? What factors should you consider, when choosing a certification agency? In the new publication, "[Organic Certification of Vegetable Operations](#)," Jim Riddle explains organic certification requirements in common sense, understandable terms. The publication explains the requirements for organic seeds, seedlings, greenhouses, crop rotations, soil amendments, pest and disease control inputs, harvest, and storage, as well as how to transition your operation to certified organic production. The publication, written for eOrganic, the certification process, and contains examples of record keeping forms used by organic produce growers.

Maine producers wishing to become certified should contact the Maine Farmers and Gardeners Association for necessary forms and Maine guidelines at [www.mofga.com](http://www.mofga.com) or call 568-4142.

*Source: Minnesota Organic Ecology Web Site <http://organicecology.umn.edu/>*

### New Video Series Offers Advice for New Farmers

Cornell University is launching an innovative, online video series that will help agricultural entrepreneurs successfully launch new farms in New York State. Produced by the NY Beginning Farmer Project with support from the Cornell Small Farms Program, Cornell Cooperative Extension, and the NY Farm Viability Institute, the video series, titled, "Voices of Experience," covers essential topics such as financing farm start-up, marketing, profitability, and goal setting, to name just a few. The 'voices of experience' in the series are actual farmers who have successfully started their own farm business. Voices of Experience online videos are available at the Beginning Farmer Project Web site: [www.nybeginningfarmers.org](http://www.nybeginningfarmers.org)

*Source: Cornell Small Farms Update February 2009; <http://www.smallfarms.cornell.edu/pages/news/index.cfm>*

### Extension Publications:

The following Agricultural Extension Publications are available or can be ordered at the Extension office nearest you. You will notice some publications are free and some have a cost recovery charge. Many publications are available for free online at <http://extensionpubs.umext.maine.edu/>.

- [Greenhouses for Homeowners and Gardeners](#) 200-page book with sample calculations, greenhouse plans and 150+ line drawings. Covers construction planning, framing materials, glazing, layouts, equipment, environmental control, and selection of kits. Also discusses window greenhouses, growth chambers and garden structures. 2000. \$30.00.
- **Direct Marketing of Farm Produce and Home Goods** Item #2300 Publisher: UMaine Extension. This 25-page book was written at the University of Wisconsin and adapted for Maine by UMaine specialists in small fruit, tree fruit, farm management and business. Offers direct marketing alternatives and strategies for beginning and established producers. Covers pick-your-own, roadside markets, farmers markets, CSAs, home delivery, selling to stores and restaurants, and more. 1995. \$3.00

### Calendar

March 28<sup>th</sup>, 2009 **Apple Production Basics** from 10 am to 2:30 pm (snow date April 4<sup>th</sup>) At the Highmoor Farm, in the meeting room behind the barn. A one-day workshop on getting started in commercial apple production, taught by Glen Koehler and Renae Moran. Snacks and beverages will be provided. There will be a 30 minute break so please bring a lunch. If weather permits, we will have a short pruning demonstration in the orchard. There is no charge for this workshop. More information on this call 1-800-924-5258 or visit this web site: [www.extension.umaine.edu/highmoor/applebasics.htm](http://www.extension.umaine.edu/highmoor/applebasics.htm)

March 31<sup>st</sup>, 2009 **Maine Vegetable & Fruit School** at Bangor Motor Inn 8:45 a.m. – 4:00 p.m. \$30 per person. 3 pesticide recertification credits and 5 Certified Crop Advisor credits available. For more information contact: Mark Hutchinson, 377 Manktown Road, Waldoboro, ME 04572-5815, 207-832-0343 or 1-800-244-2104 (in Maine) [markh@umext.maine.edu](mailto:markh@umext.maine.edu).

March 31, 2009 **Do's and Don'ts of First Aid on the Farm Workshop** at the Farm Bureau Office - 5:30 p.m. – Dinner; 7:00 p.m. – Workshop. Hosted by the Maine Farm Bureau Women's/Ag Education Committee The cost is \$15 per person which includes

**Piscataquis County Extension Office**  
**165 East Main Street**  
**Dover-Foxcroft, ME 04426**  
**564-3301 or 1-800-287-1491 (In Maine)**

**Piscataquis Farming March 2009**

«First\_Name» «Last\_Name»  
«Address»  
«Town», «State» «Zip\_Code»



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a soup and sandwich dinner beginning at 5:30 p.m. Conley Gould, an EMT will be leading the presentation. Topics will include what to be on the lookout for on the farm to prevent accidents, and basic first aid geared specifically for the farm. Please call or email Jasmine at the Farm Bureau office to register or with any questions: 1-800-639-2126 or [jjennings@mainefarmbureau.com](mailto:jjennings@mainefarmbureau.com)

April 11, 2009 **Rural Living Day** (formerly known as Spring Garden Celebration) 9 am to 2:30 pm, Unity College, 90 Quaker Hill Rd. Unity, ME sponsored by the University of Maine Cooperative Extension and the Waldo County Extension association. A full day of workshops such as a walking tour of the new energy efficient "Unity House", food preservation and root cellaring, intensive raised bed gardening, and beginning gardening. Other topics include: raising backyard pigs, green funerals, attracting pollinators, growing dahlias, dealing with major insect pests, growing great winter squash and many more. Registration for the program is required. The program fee is \$20 and includes a delicious buffet lunch provided by the Unity College dining staff. For a brochure, more information and registration, visit [www.extension.umaine.edu/Waldo/rld](http://www.extension.umaine.edu/Waldo/rld) or contact us at 1-800-287-1426.

April 13<sup>th</sup>, 2009 **Senior Farm Share** deadline for seniors to sign up with farmers for a \$50 share of fresh produce this summer.

April 14<sup>th</sup> & 15<sup>th</sup>, 2009 **Fruit and Vegetable Sprayer Workshops** April 14 – airblast sprayers

April 15 – vegetable and berry sprayers. Two all-day workshops will be held this spring for growers who use airblast and other types of sprayers. Whether you grow organically or by IPM principles, these workshops will help you make better use of your sprayer in order to improve profitability, reduce pesticide use by up to 40%, and get better results. Sponsored by: Maine Crop Insurance Education Program, USDA National Organic Program, University of Maine Cooperative Extension and the Agricultural Experiment Station. *Participants may receive 5.0 pesticide applicator re-certification credits.* Pre-registration is strongly recommended for either or both Crop Sprayer Workshops. The cost is \$20 per person for either workshop or \$30 to attend both days. Fee includes lunch. Please make checks payable to UMaine Cooperative Extension and mail to: Highmoor Farm, Attn.: Renae Moran, P.O. Box 179, Monmouth, ME 04259 or call 207-933-2100 to reserve a place.