

AGRiVIEW



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Meet Anson Tebbetts and Alyson Eastman *New Leadership Team for Vermont Agency of Agriculture*

By Hannah Reid, VAAFM

This month the Agency of Agriculture welcomed new leadership into our ag team, Secretary Anson Tebbetts and Deputy Secretary Alyson Eastman. Both life-long members of the Vermont agricultural community, we are excited to have their experience, passion, and ideas working on behalf of Vermont farmers. Over the next several months, Secretary Tebbetts and Deputy Secretary Eastman will be traveling around the state on a Listening Tour to meet with Vermont farmers and learn firsthand about the opportunities and challenges facing our agricultural community. Dates and locations will be posted on our homepage as soon as they are confirmed: <http://agriculture.vermont.gov/>.



Anson Tebbetts, Secretary



Alyson Eastman, Deputy Secretary

Meet our new leadership team: **Anson Tebbetts** was appointed Vermont's Secretary of Agriculture,

Food, and Markets by Governor Phil Scott in January of 2017. Prior to his appointment, Tebbetts

spent more than twenty years as part of the WCAX news team, serving as the station's news director since 2009. From 2007-2009, he stepped away from his role at WCAX to serve as Deputy Secretary of the Agency of Agriculture, under the Douglas administration. An avid bird enthusiast, he co-hosts "For the Birds" on WDEV and WLVB radio.

Tebbetts, a graduate of Emerson College, is a native Vermonter with deep agricultural roots. He was born and raised on his family's farm in Cabot, where he continues to reside today with his wife Vicky and their two children. In 2001, the Vermont Farm Bureau honored him with their Friend of the Farmer award.

Alyson Eastman was appointed Deputy Secretary of the Agency of

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AGRiVIEW

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THE VIEW FROM 116 STATE STREET

It's an honor to be back working with farmers, consumers, and our agricultural partners. My time spent here several years ago was rewarding and challenging and I look forward to serving you again.

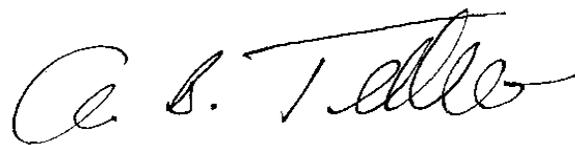
We can't say it enough, agriculture is critical to our economy. Take our maple industry. It was a dynamic year. Maple producers had their best year on record. They led the nation producing 1,990,000 gallons of syrup*. Vermont's high quality sweet stuff is everywhere. It can be found on the farm, the corner store and around the world. Maple is Vermont.

Today more than 7,000 Vermont farms contribute \$776,000,000 in annual sales*. Specialty crops and value-added food production is rising, offering new work for farmers and new sources of state revenue. Vermont leads with more farmers' markets, CSAs, and farm stands per capita in the nation.

Dairy is so important to our region. Vermont's dairy industry accounts for over 70% of agricultural sales and 80% of our total land. At the close of 2016,

there were 859 dairies in the Green Mountain State (according to VAAFM's Dairy Section). We know our farmers face challenging times but we are committed to help and offer our support. We are busy talking with farmers, lawmakers, and policy makers about how we can move our economy forward. We are all pulling the cart in the same direction. Our staff is focused on the vision of strengthening the economy, making Vermont more affordable, and protecting the most vulnerable.

Hope to see as many of you in the coming weeks. Vermont is an exciting place to live, work, play – and farm – with a momentum that reflects the character and innovation of our state and her people.



*To review data points listed above as well as other Vermont agricultural statistic, visit: https://www.nass.usda.gov/Statistics_by_State/Vermont/index.php.

New Leadership Team

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Agriculture, Food, and Markets by Governor Phil Scott in January of 2017.

Most recently, she served in the Vermont State legislature, representing the Addison-Rutland 1 District. A graduate of Champlain College, Eastman has owned and operated several successful businesses over the years, offering a wide variety of services including property management, payroll, bookkeeping,

and H-2 Visa management.

Agriculture has always been an important part of her life. She grew up on the family farm in Orwell, Vermont. Throughout her youth, she was active in 4-H. She continues to live on the family farm in Orwell with her husband, and two sons.



Sausage Casserole

Recipe courtesy of Wheeler Farm, Wilmington, VT, one of the 1,200 farm families who own Cabot Creamery Cooperative.

There's nothing quite like a hearty breakfast. This sausage casserole recipe is filling and absolutely delicious—it's what you'd call an authentic farm family recipe. The recipe, which serves eight, uses basic pantry staples like bread, sausage, and cheddar cheese—obviously it will taste best if you use a Vermont cheddar like Cabot's Seriously Sharp Cheddar.

Ingredients:

- Nonstick cooking spray
- 4 slices whole-grain or white bread
- 1 pound bulk sausage, browned and drained
- 6 large eggs
- 2 cups milk
- 1 tablespoon yellow mustard
- 1/2 teaspoon salt
- 1/4 teaspoon ground black pepper
- 4 ounces Cabot Seriously Sharp Cheddar, grated (about 1 cup)

Preparation:

1. Preheat oven to 350°F. Coat 8-by-10-inch or similar-sized baking dish with nonstick cooking spray.
2. Tear bread into small pieces and scatter over bottom of dish. Top with sausage.
3. In medium bowl, whisk eggs until combined; whisk in milk, mustard, salt and pepper. Pour over bread and sausage. Sprinkle cheese over top.
4. Bake uncovered for 35 to 45 minutes or until set all the way to center (knife inserted in center comes out clean).



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Farmer Assistance Needed For 2017 Ag Census

By Diane Bothfeld,
Vermont Agency of Agriculture,
Food & Markets,

Dear Vermont Farmers,

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) is preparing to conduct the 2017 Census of Agriculture. The Census of Agriculture is the leading source of facts and figures about American agriculture. Conducted every five years, the Census provides a detailed picture of U.S. farms and ranches and the people who operate them. It is the only source of uniform, comprehensive agricultural data for every state and county in the United States.



The Vermont Agency of Agriculture, Food & Markets is asking for your help to make the 2017 Census of Agriculture as accurate as possible. The USDA has faced the major challenge of maintaining a current mailing list of farmers. If you have never received a

Census of Agriculture or a survey questionnaire from NASS, please take a couple minutes and provide NASS your contact information at <https://www.agcounts.usda.gov/cgi-bin/counts/>.

Even if you do not think of yourself as a farmer or rancher, please note that your

operation is a farm if it meets the Census of Agriculture definition – an operation that sold or normally would have sold \$1,000 or more of agricultural products in a year. If you own or rent agricultural land, grow vegetables, grow horticultural or floricultural products, have fruit or nut trees, cattle, horses, poultry, hogs, bees, aquaculture products, or consider yourself a farmer or rancher, NASS needs to hear from you!

All individual information provided to NASS is confidential and only used for statistical purposes. In accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public

Law 107-347 and other applicable Federal laws, your responses will be kept confidential and will not be disclosed in identifiable form to anyone other than employees or agents. By law, every employee and agent has taken an oath and is subject to a jail term, a fine, or both if he or she willfully discloses ANY identifiable information about you or your operation.

If you have previously received a Census of Agriculture or survey questionnaire from NASS, then you will be receiving your 2017 Census of Agriculture questionnaire in late December 2017 or January 2018. Your cooperation is appreciated.

Ehrmann Commonwealth Dairy Announces Expansion in Brattleboro

By Scott Coriell

Local officials joined Thomas Moffitt, CEO of Ehrmann Commonwealth Dairy and Christian Ehrmann, CEO of Ehrmann AG to announce the company's decision to kick-off a multi-year \$20 million expansion that will establish the company headquarters in Vermont and expand production capacity for the Green Mountain Creamery and Ehrmann brands. The event capped several months of work by Ehrmann Commonwealth, the Brattleboro Develop-

ment Credit Corporation, the Agency of Commerce and Community Development, and the Town of Brattleboro to ensure that the company expanded its business in Brattleboro and "Our company was started just six years ago in Brattleboro, yet today we have two plants and a national footprint. We're excited to receive this support from the State and Town which enables not only another expansion to our plant, but centralizes all administrative functions right here where it all began" said Ehrmann Commonwealth

Dairy's CEO Tom Moffitt.

"We have experienced tremendous growth in the USA, and really appreciate the Governor's leadership and the leadership at the Vermont Agency of Natural Resources, Vermont Agency of Commerce and

Community Development and the Town of Brattleboro in making this project and expansion a success." added Ehrmann AG Chairman Christian Ehrmann.

"BDCC is pleased to be helping assemble the financing and development

plan for another important southern Vermont expansion," stated Adam Grinold, Executive Director of the Brattleboro Development Credit Corporation. "Not only is

continued on page 5

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"Working with VACC was a great experience and their friendly staff were very involved in the loan process..."

- Karen LaBree

Farmers To Gather For 18th Annual Dairy Producers Conference In Burlington February 21

Topics Include Connecting with Consumers, Applied Genomics, Heat Stress, and Mastitis Management

By Laura Hardie, New England Dairy Promotion Board

Farmers and agricultural leaders from New England and New York are invited to the Vermont Dairy Producers Conference on February 21 from 8:00 a.m. to 4 p.m. to hear from industry experts about timely topics in the dairy industry and to share best management practices. Leading experts will provide practical, actionable ideas to increase the long-term viability of dairy farming in the region.

2017 Speakers:

- **Damien Mason** – *Humor for the Heart of Agriculture*
- **Dr. James Maas** – *Sleep for Success: Everything You Must Know About Sleep but are Too Tired to Ask*
- **Dr. Lance Baumgard** – *Effects of Heat Stress on Dairy Productivity*
- **Dr. Pamela Ruegg** – *Five Keys to Maximizing*



VERMONT
DAIRY PRODUCERS
CONFERENCE

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FEBRUARY
21, 2017

Sheraton Burlington Conference Center - Burlington, VT

Success of Mastitis Treatment

- **Carrie Mess** – *Connecting with Consumers*
- **Jonathan Lamb** – *Applied Genomics*

Registration begins January 10. Visit: www.vermontdairyproducers.com

The conference will be held at the Sheraton Burlington Hotel & Conference Center, 870 Williston Road, Burlington,

Vermont.

Founded in 1999 and organized by farmers, for farmers, The Vermont Dairy Producers Conference brings industry experts together each year to share information, strategies, and

best-practice sharing. The conference is the premier event for New England and New York dairy farmers seeking cutting-edge information to improve their business practices.



Ehrmann Dairy Expansion
continued from page 4

Ehrmann Commonwealth Dairy an important regional employer, but they are also an important partner helping BDCC and SeVEDS further develop and implement regional workforce and business development strategies.”

Commonwealth Dairy produces and sells dairy products, primarily yogurt, under the Green Mountain Creamery and Ehrmann brands. Founded as a start-up in Vermont in 2010, the company shipped its first product in summer 2011. Over the past five and half years, they have grown into one of the leading manufacturers of store-branded Greek yogurt in the nation. Along with a plant in Arizona, they produce

product for seven different retailers and are a contract manufacturer for three different brands that do not have their own production.

In 2016, Ehrmann Commonwealth expects to sell over 75 million pounds of yogurt with the Vermont plant producing the majority of that volume. Ehrmann Commonwealth purchases over 15 million gallons of milk, sourced from nearby farms. The plant operates three shifts, six days per week, and employees 120 production workers. Vermont also serves as company headquarters, employing 30 office staff.

After evaluating several investment scenarios, including expanding their Arizona facility, adding a third manufacturing facility, or establishing a headquarters and administrative office in



a separate location, the company has decided to invest in Vermont to meet expected market growth.

To expand processing capacity and capability, the company will relocate utilities, upgrade existing infrastructure, re-purpose the existing office space for manufacturing, and construct a new headquarters office building adjacent to the current facility. The state-of-the-art headquarters building will be designed to house administrative staff relocated from the existing production facility, consolidate functions that are currently in office space across town and accommodate future administrative growth.

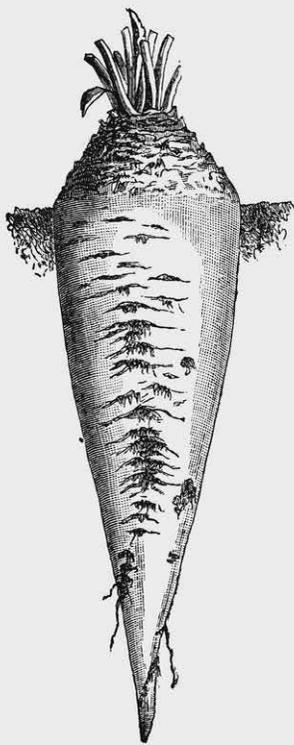
The new facility will serve as administrative headquarters, including

the executive team, sales administration, marketing, project management and centralized finance, accounting, IT, and procurement. In addition, the headquarter office will be a place where they can hold large conferences and training/development workshops, host customer visits and serve as a “showpiece” for their brands.

The project was approved for \$1,000,000 from the Windham County Economic Development Program and up to another \$100,000 has been committed to match Federal Highway funds to upgrade the wastewater treatment facility that serves the industrial park in which the plant is located. Last week, the Vermont Economic Progress Council gave initial approval for the company

to earn up to \$648,327 in Vermont Employment Growth Incentives if annual performance requirements are met. The State has also committed \$200,000 from the Vermont Training Program. The Town of Brattleboro will also contribute a \$250,000 program income grant and property tax stabilization to the project.

2017 Vermont Specialty Crop Block Grant Program to Accept Proposals Starting February First



The Vermont Agency of Agriculture will publish the 2017 SCBGP Request for Proposals (RFP) on 2/1/2017. Eligible applicants can apply by submitting a Letter of Intent (LOI) by 3/15/2017.

Vermont SCBGP funds enhance the competitiveness of specialty crops including fruits and vegetables, herbs and spices, honey, hops, maple syrup, Christmas trees and nursery crops. Projects must benefit multiple specialty crop producers to be eligible.

Visit: bit.ly/vtscbpgp for more information or contact Kristina Sweet at kristina.sweet@vermont.gov or (802) 522-7811

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Engaging minds that change the world

Produce Safety Specialist

University of Vermont seeks a full-time Produce Safety Specialist to provide technical information and individual consultations that will help Vermont’s commercial vegetable and fruit farmers reduce microbial risks on their farms. The specialist will work directly with farmers to help them write and implement produce safety plans, pass GAPs audits, and comply with produce safety regulations. They will work with farmers and scientists to conduct applied research into on-farm practices for reducing microbial risks associated with fresh produce. Required are: Master’s Degree in an agricultural or natural science; three years teaching or outreach experience; experience conducting applied research; strong oral and written communication skills; data analysis skills; the ability to work with farmers and other food industry personnel; the ability to interpret regulations for the layperson; the ability to supervise others involved in data collection; a demonstrated commitment to diversity. This position is funded for 2 years with the expectation that the specialist will obtain external funding to continue their work. The position will be located in the Berlin UVM Extension office. The University is especially interested in candidates who can contribute to the diversity of the institution and deliver high quality outreach programs to a broad audience. Applicants are encouraged to include in their cover letter information about how they will further this goal. To apply, complete an application at www.uvmjobs.com, posting# S930PO and must include a cover letter, resume and three references.

The University of Vermont is an Equal Opportunity/Affirmative Action Employer. Applications, from women, veterans, individuals with disabilities and people from diverse racial, ethnic, and cultural backgrounds are encouraged.

New Student-Managed Chicken Coop Promotes Ag & Food Systems Literacy at Thatcher Brook Primary School

By Ali Zipparo, VAAFM

On a cold, snowy day in December, Agency of Agriculture staff members met with first and second grade teacher, Tom Thurston, in the newly construction chicken coop at Thatcher Brook Primary School in Waterbury. Also in attendance were a dozen layer birds cared for by Thatcher Brook students.

The Agency of Ag visitors were representatives of an inter-agency collaboration working to learn more about successful farm to school projects throughout the state in order to share lessons learned and increase farm to school program alignment, sustainability and success. Educator Tom Thurston described the process of turning his chicken coop dream – initially conceived at the Farm to School Institute at Shelburne Farms several years ago – into a reality with help from parent Dana Hudson and other community members. Mr. Thurston also reviewed the many ways in which he and other Thatcher Brook faculty and staff members have incorporated the chicken coop into the school's classroom activities, after school programs, and child nutrition efforts. The project, which was made possible through grants and donations, has allowed students to have a hands-on, meaningful



From left: Tom Thurston (Thatcher Brook Primary School), Dana Hudson, Ali Zipparo (Agency of Ag), Robert Stirewalt (Agency of Ed), Dustin Smith (Agency of Ed). Photo by Faith Raymond, VAAFM

way to build agricultural literacy, while also learning important lessons about the responsibilities associated with livestock care.

“The coop was a collaboration of school and community and could not have happened without local builder Alex Mckenzie, the PTO, Dana Hudson, and the great Waterbury/Duxbury community,” said Thurston. “Right now kids are involved in taking care of the chickens, eggs are being sold to the staff and school community, and our school's food service team has reached out to buy eggs. This community is why it was easy to make it all happen and I hope to make it sustainable for future years. It is part of the playground and people from all over can now enjoy the chickens.”

“This chicken coop is a perfect example of the

kind of project we love to see and support,” said Ali Zipparo, Farm to School Program Coordinator for the Vermont Agency of Ag. “Projects that create hands-on opportunities for students to learn farming, and make connections between agriculture and the foods they consume every day.”

The chicken coop is just one of a number of projects Thatcher Brook Primary School is engaged in designed to connect students to their food systems; other projects include a school garden, and a cooking cart program that travels to classrooms to teach students how to cook, increasing culinary awareness and healthy eating. All of these projects are great examples of how farm to school programs can enrich the education students receive in school, while also raising

awareness about the food system and nutrition.

The Vermont Agency of Agriculture, Food & Markets

administers the Vermont Farm to School Grant Program in close partnership with the Vermont Agency of Education. To learn more about the Vermont Farm to School Program, contact Ali Zipparo at Alexandra.Zipparo@vermont.gov or 802-505-1822 or visit http://agriculture.vermont.gov/producer_partner_resources/market_access_development/farm_school

For Immediate Release

The Vermont Agency of Agriculture, Food and Markets have received an application for a Milk Handlers license from the following entity: Reinhart Foodservice, LLC. Of LaCrosse, Wisconsin to store, distribute and sell milk, milk products, butter, cheese and ice cream mix within the State of Vermont. If anyone has germane information as to why or why not this company should or should not be licensed those comments are to be sent to:

The Vermont Agency of Agriculture Food and Markets
Dairy Section Office
116 State Street, Montpelier, VT 05620-2901

All written comments must be received by January 15th, 2017.

At that time the Agency will make a determination as to whether a hearing will be held. If we determine that a hearing is necessary and you wish to attend please write to the above address attention Dairy Section.

NOFA-VT and UNH Extension Offer New England Farmers an Educational Series

Farm Labor Management: Developing Leadership and Human Resource Management Skills

By Kim Mercer, NOFA VT

Farmers and Agricultural Professionals are invited to a four-session series to build farmers' skills in managing their labor force. This series will be offered in two locations: West Lebanon, NH and Portsmouth, NH.

This series brings in nationally recognized industry professionals to guide participants through the legal aspects of employment law, training employees to create efficient teams and operations, setting clear expectations for daily goals, effective communication and performance management skills, and the ability to calculate the true costs of each employee and when it makes sense to hire people versus buy equipment. Finally, we will wrap up the series with how to find good employees and create effective new hire training and job descriptions.

Beginning January 30th, 2017 this series will be held in two different locations: Lebanon, NH and Portsmouth, NH. Please see below for locations and dates:

- January 30, February 6, 13 and 27, 2017 from 10:00 a.m. – 3:00 p.m. at the Kilton Public Library, West Lebanon, NH. To register: <http://bit.ly/2dTouJx>
- January 31, February 7, 14 and 21, 2017 from 10:00 a.m. – 3:00 p.m. at the NH Urban Forestry



caption?

Center, Portsmouth, NH. To register: <http://bit.ly/2erUmpo>

Each workshop costs \$25 per person, per session (includes lunch). For more information, please email seth.wilner@unh.edu or call Seth Wilner at 603-863-9200.

The following presenters bring experience and leadership to these workshops:

- **Rachael Armstrong** will be covering employment law. This includes: hiring and compensation, classifying workers, what the law allows for farm volunteers and interns, payroll taxes, workers compensation, insurance, contracts and creating employee handbooks. Rachael is the Founder, Executive Director and Lead Attorney at

Farm Commons. Farm Commons is devoted to helping farmers understand agricultural law. They educate and represent members of the agricultural community.

- **Ellen Polishuk** will be discussing how to effectively and efficiently train employees. Ellen is a vegetable grower, farm consultant and teacher. Ellen is one of three owners of Potomac Vegetable Farms in Northern Virginia where they grow produce for seven farmers' markets, a 550 member CSA and two roadsides stands. In her session participants will learn about teaching employees to set an effective work pace, using tools for optimal efficiency, building effective teams, creating a team culture on your farm, increasing

productivity and communicating goals/expectations daily. Additionally, Ellen will educate participants on how to calculate the full cost of employees.

- **Belinda J.H. Peavey, SPHR, HCS** will be leading discussions and exercises in leadership, communication and performance management skills. Belinda is the Vice President of Talent Management and Organizational Performance at Dartmouth-Hitchcock. Belinda leads teams in effective professional skills through leadership and communication to improve productivity and create cohesiveness in teams. She also has an extensive background in the manufacturing industry. See how cross industry practices can be applied

to agriculture, resulting in a strong workforce and real results. Belinda will guide participants through a series of tools that will help them understand how to put into place effective systems to manage employees, improve communication and increase employee satisfaction and productivity.

- **Pat McCabe** is a Human Resource Professional with the University of New Hampshire. Pat will lead the final session that focuses on how to find good farm employees, effective hiring techniques, and how to build skills and train employees so that they succeed in your farm's culture. Pat will be joined by farmers who will share lessons they have learned on effectively managing their labor force.

A Quick Guide to Buying Firewood

From *The Vermont Agency of Agriculture & the Vermont Department of Forests, Parks & Recreation*

In response to questions from Vermonters regarding firewood this fall and winter, we reach out to Paul Frederick, a Wood Utilization Forester from The Vermont Department of Forests, Parks & Recreation for some expert firewood advice:

Judging the quality of firewood can be a bit tricky, especially if you're new to the business. There are a number of ways to describe the moisture content of firewood, and no two dealers seem to use the same ones. Dealers often talk about wood being "dry", "seasoned", and "green" which refers to the moisture content of wood, but unfortunately a standard set of definitions has not yet been established by or for the industry. When talking with firewood dealers about their products, always be sure to ask how they define the terms they are using to describe their wood products.

Here are a couple of general guidelines to keep in mind when talking to a potential firewood supplier:

- Dry wood should be an immediately burnable product at the time of delivery. Air drying of split firewood which has been stacked under cover can take as much as a year depending on drying conditions. The moisture content of properly dried firewood should be 25%

or less. Dry wood should never be stored uncovered as it will reabsorb moisture.

- Kiln dried fire wood has been dried through the introduction of heat in a deliberately controlled environment (kiln) – a process that drastically shortens the drying time. As with dry wood, kiln dried firewood should be an immediately burnable product at time of delivery, with a moisture content that should not exceed 25%.
- Heat-treated wood has been heated to achieve a specified internal temperature for a specified period of time in order to kill undesirable organisms (typically, but not always, insects). Heat treating standards are specific to the organism targeted for control. Heat-treated wood is also often kiln dried, but kiln dried wood is not necessarily heat treated and visa-versa.
- Green wood is fresh cut and should not be used for fuel until it has had time to dry properly. Green wood doesn't burn as efficiently as dry wood, resulting in wasted wood and money. Furthermore, green wood releases more "dirty smoke", which causes creosote to buildup faster in chimneys and can cause health issues if allowed to accidentally draft into a home.

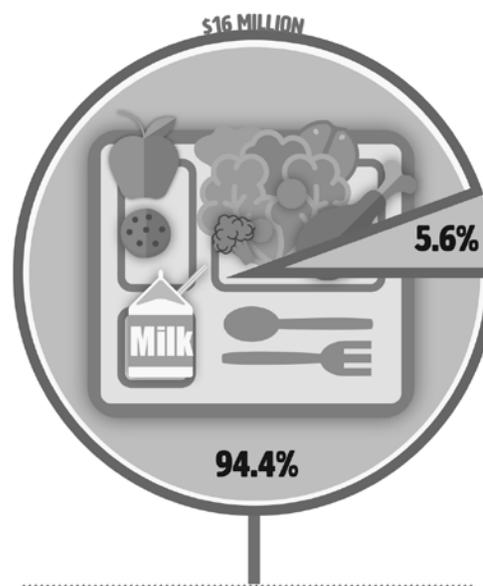
- Seasoned wood is the least well defined of any of the terms associated with firewood. "Seasoning" is synonymous with "drying" but the key to the wood's actual moisture content is how long and under what conditions the wood has

been "seasoned". When purchasing "seasoned" wood, always be sure to ask your dealer how long the wood has been cut and if it was stacked under cover to facilitate drying. If the wood is stored out in the weather,

the moisture content may be closer to that of green wood rather than dry. This is especially true if the wood has been stored in a pile rather than stacked and covered, since it is difficult for air to circulate in the center

What Happens When Schools Buy Local Food?

EVERY  SPENT CONTRIBUTES ADDITIONAL **60¢** to the LOCAL ECONOMY



Vermont schools spent **\$16 million** on food in the 2013-2014 school year.

\$915,000 was spent on local food

Which directly supported local producers and processors...



Which means farmers can **grow** their businesses...

...and **support** other businesses like distributors & stores

Imagine the possibilities

if more of the remaining **\$15 MILLION** were spent on local food!

All together, local food purchased by schools contributed **\$1.4 MILLION** to Vermont's economy!



For more information, see "Economic Contribution and Potential Impact of Local Food Purchases Made by Vermont Schools."

of a large pile. In general, it is best to assume that seasoned wood is not likely to be ready to burn without further drying.

If you are not planning to buy dry wood, the best strategy is to plan ahead and allow plenty of time for your wood to dry under cover. Order wood during the winter or early spring for the following year, stack and cover it to dry during the spring

and summer and get it into a shed in the fall. That is the most reliable way to ensure your supply of properly dried firewood.

Understanding this is not a strategy that will work for everyone, here is a list of additional resources to assist folks in the process of judging and purchasing firewood:

- Wood Heat.org (<http://www.woodheat.org/index.php>)

- This Wet Wood is a Waste Public Service Announcement: (<http://www.youtube.com/watch?v=jM2WGgRcnm0>) explains how to use a simple moisture meter to test wood to see if it is dry enough to burn. Moisture meters are available in all sizes and can cost as little as \$20. Properly dried wood should have a reading of 20% or less.

- This Split, Stack, Cover, Store Public Service Announcement provides instructions on how to dry wood for proper use in wood stoves or fireplaces four easy steps. <https://www.youtube.com/watch?v=yol--Zrh1ls>

1. Split wood to a variety of sizes but no larger than a six-inch wedge
2. Stack wood away from a building and off the ground on a pallet with split side down to promote drying
3. Cover the top of wood with a tarp or woodshed
4. Store wood and allow ample time for the wood to dry. This can be 6-12 months, depending on the type of wood.

- Consumer Reports.org Tip of the day: How to Buy Firewood (<http://www.consumerreports.org/cro/news/2008/01/tip-of-the-day-how-to-buy-firewood/index.htm>)

- Wastebusters – Wood Burning Myths (<http://youtu.be/cz9zfnfDYLk>)

- The Firewood Guide (<http://www.keep-it-simple-firewood.com/>)

If you have additional questions or concerns, please contact Paul Frederick at the Vermont Department of Forests, Parks & Recreation: paul.frederick@vermont.gov, 802-777-5247 or Henry Marckres at the Vermont Agency of Agriculture Food & Markets: Henry.Marckres@vermont.gov, 802-828-2426.

Vermont schools spent \$915,000 on local foods during the 2013-2014 school year.

When accounting for inter-industry and household spending effects, the total economic contribution to the Vermont economy was \$1.4 million.

Key Findings:

- ▶ 5.6% of food purchased by Vermont schools is produced locally.
- ▶ If Vermont schools doubled their local food spending (from 5.6% to 11.2%) the total economic impact would increase to \$2.1 million.
- ▶ Economic value is one metric of farm to school programming that can be used to determine the value of farm to school programming. Other metrics include:
 - Health and nutrition
 - Education
 - The environment

Methods:

- ▶ This economic contribution and impact study was conducted by the Center for Rural Studies at the University of Vermont from October 2015 through February 2016 for the Farm to School Network.
- ▶ The data used for this study was acquired from the Vermont Agency of Education, a school food management company, the school food director association, two distributors, and three food hubs. NOFA Vermont and the Vermont Sustainable Jobs Fund provided guidance to ensure adequate coverage of local food purchases made by schools.
- ▶ An economic contribution study calculates the cumulative amount of money that cycles through an economy between industries, households, and government agencies as a result of changes in the industry or events.



Prepared for the Vermont Farm to School Network by



Funded by

VERMONT VEGETABLE AND BERRY NEWS



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www.uvm.edu/vtvegandberry

Reports From The Field

(Burlington) Another mild fall, another winter with more rain than snow (so far.) Outdoor greens finally petering out, though as the autumn has moderated, we've been consistently harvesting late enough into December to have some kale and other greens last into most Januarys. Tunnel crops have been pretty good, still some issues with early collapse of spinach seedlings no matter how much or little we water. Starting to see lots of Botrytis crown rot in the baby lettuce heads, hoping we can figure out some year what is causing the initial problem that the Botrytis then attacks. Already appreciating how tunnels are noticeably drier with regular ventilation from our new fans. Baby kale and arugula continue to be the go to crops for filling in harvested gaps in any tunnel.

(Weathersfield) Kale, spinach and greens look great for weekly pickings brought to market. Can always use more, hard to get houses cleaned out in time as fall sales for tomatoes were strong this year. Storage crops selling well. Great year for carrots, quality, yields and winter sales. Beets moving slower. Yields on potatoes lower due to lack of rain but demand strong. Huge squash crop, sales of Butternut slow, we suspect its due to some fake news suggesting other vegetables not liking squash.

(Fairfax) Storage crops are picking up. Sales have been consistent and now are starting to increase. Root crop quality has been excellent. The late fall allowed us to harvest well into November and the later growth has resulted in excellent size. A July 29th carrot planting sized up quite well, enough to have good flavor coming out of storage. Carrot taste has been excellent especially with Bolero and Nectar, both Nantes varieties. You know the carrots taste good when parents are telling you that their kids can't stop eating them. Now we hope they continue to hold well in storage.

(Shrewsbury) Evening Song Farm. Been busy these weeks doing lots of farm planning with respect to hiring, ordering supplies, revamping web and social media presence, crop planning, and generally planning how our farm may develop over the next several years. One shift that needs to start happening is growing less brassicas as a part of our crop mix...too many problems with cabbage aphids, Alternaria, black rot, flea beetles, and the expected arrival of Swede midge. Farmers' markets were slightly down for us in 2016, but wholesale

accounts picked up the slack. Excited to continue researching the possibility of increasing high tunnel profitability with biomass heat...would love to learn from any growers with experience!

(Huntington) The huge production that was seen across much of the Northeast this year has me grateful for our local wholesale accounts, where demand has been strong and consistent. Regional markets have been pretty saturated for many of the storage crops that we grow (especially winter squash), with prices-paid reflecting the warm, dry summer. We finished a new insulated storage barn this summer, and the space has been a pleasure to work in. Winter farmers market sales have been slow - luckily they are a minor part of our business. Now time to get those W-2s in the mail.

(Ange-Gardien, Quebec) Wake up, breakfast, say bye to children to school. Digesting 2016 data, what were the problems, good moves, strength, weakness (how to overcome these), costs of production, margins, planning, planning, planning, lunch. Shovel greenhouses, play with

agribond, city swimming pool, skiing, fix things, arrange other stuff, say hi to children back from school. Spend some time with them. I agreed to prepare 1 or 2 dinners per week (up to March) before she gets back from work so: do that. Committee here, rendez-vous there, education, rest. Enjoy not having storage crops. Hope this does not sound too presumptuous. Don't worry, everything is not that nice for me too but I hope you all like winter as I do.

(Argyle NY) Pleasant Valley Farm. The fall started out warm but deteriorated in Dec. when we had a night at 10 below. Some damage to Asian greens but not bad. Kept air heat going in lettuce tunnel to make sure no damage (29 degrees) for that night. Spinach is small due to planting a week late (Oct 7) and we are getting what looks like downy mildew. We have 15 varieties and so far all varieties that have less than DM 11 have it. Ah yes, new challenges. Now comes figuring out the control. Let me know. Our root crops are storing and selling well along with the greens especially since no one at my market has greens anymore. It's going to be a challenge to supply the demand which at this point is about 125# of salad mix alone. We have outfitted our three tunnels with Greengro 220 heaters to aid with super cold night temps and harvesting times. This year we will continue to refine and get smaller.

Renew Your VVBGA Membership Before Rates Increase

It only costs \$35 per farm to renew your Vermont Vegetable and Berry Growers Assn. membership for 2017, but the rate increases to \$45 after Jan. 31. You can join at: <https://2017vvbga.eventbrite.com>

VVBGA Annual Meeting And Cover Crops Conference

Jan. 23 and 24, 2017 at Lake Morey Resort, Fairlee, VT. Pre-



continued on page 15

MARKET REPORT

Wholesale Prices

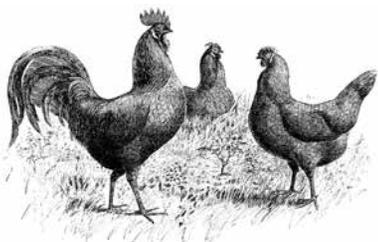
October 2016

Wholesale prices paid per dozen for Vermont Grade A brown eggs delivered to retail stores.

Vermont Egg Prices:

Jumbo	\$1.57
X-Large	\$1.09
Large	\$0.99
Medium	\$0.61

You can find more reports online at <http://www.ams.usda.gov/marketnews.htm> This is the web source for *USDA Market News*



Vermont Agency of Agriculture - USDA Market News

Addison County Commission Sales — East Middlebury, VT
Livestock Auction Report for December 29, 2016

	Cattle	Calves
This Week:	155	181
Last Week:	140	211

Compared to last sale, slaughter cows sold sharply higher with good demand. Slaughter cattle supply included 153 cows and 2 bulls. All prices quoted per cwt.

SLAUGHTER COWS:

	% Lean	Avg. Dressing	High Dressing	Low Dressing	Very Low
Premium White	65-75	—	—	—	—
Breakers	75-80	57.00-63.00	63.00-69.00	56.00-57.00	—
Boners	80-85	57.00-62.00	61.00-69.00	52.00-55.00	—
Lean	85-90	56.00-59.00	59.50-70.50	46.00-55.50	30.00-43.00

SLAUGHTER BULLS: 1,005-1,730lbs: 64.00-83.00

CALVES: When compared to last sale holstein bull calves sold steady with light demand. All prices per cwt.

HOLSTEIN BULL CALVES:

Number 1: 100-120lbs: 90.00-100.00; 90-100 lbs 80.00-85.00; 80-90 lb not tested; 70-80lbs not tested.

Number 2: 100-120lbs: 70.00-80.00; 90-100 lbs 66.00-80.00; 80-90 lbs 60.00-65.00; 70-80lbs not tested.

Number 3: 100-120lbs: not tested; 90-100lbs 50.00-66.00; 80-90lbs 55.00-62.00; 70-80lbs not tested.

Utility: 100-120lbs: 45.00-52.00; 90-100lbs 35.00-55.00; 80-90lbs 35.00-50.00; 70-80 lbs 32.00-40.00.

HOLSTEIN HEIFER CALVES: 75-83lbs: 45.00-100.00

Price and grade information is reported by the Vermont Agency of Agriculture-USDA Market News Service. While market reports reflect the majority of livestock sold at each sale, there are instances where animals do not fit reporting categories and are not included in this report.

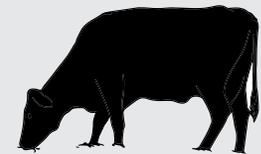
SOURCE:
VT Agency of Ag-USDA
New Holland-Lancaster County, PA

Darryl Kuehne
Market Reporter
Cell: 802-793-5348

Levi Geyer, OIC
Cell 717-406-7350 / Office 717-354-2391

http://www.ams.usda.gov/mnreports/MP_LS141.txt

For all USDA Livestock and Grain market reports:
<http://www.ams.usda.gov/LSMNPubs/index.htm>



CLASSIFIEDS

Advertising in Agriview

Classified Ads: *Free to subscribers only.* Limited to two ads per issue, ads will run for two issues. **Must include subscriber number with ad request** (number appears at the top of the mailing label)

Deadline For Ads: 10 days prior to the publication date.

Display Ads: Information available upon request

Classified advertisements must be sent:

- *By mail:* (see address on page 2)
- *By e-mail:* (to Agr-agriview@state.vt.us)
- *Online at:* <http://www.vermontagriculture.com/Agriview/agriviewclassified.html>
- **We do not accept ads over the phone.**

Only items of an agricultural nature will be listed. The only real estate which will be listed are tracts of Vermont land two to five acres or more which are being used or can be used for agricultural purposes. All Feed, Hay and Forage ads must have county, town, and phone number, **and must be renewed each month.**

The Secretary reserves the right to make a final decision on the eligibility of items listed. The editor reserves the right to censor and edit ads. **The Vermont Agency of Agriculture, Food and Markets assumes no responsibility for transactions resulting through advertising in Agriview.** Advertisers are cautioned that it is **against the law** to misrepresent any product or service offered in a public notice or an advertisement carried in any publication delivered by the U.S. Mail.

Ads must be limited to 40 words or less.

Agriview Subscribers can Now Submit Classifieds Online

Agriview subscribers now have the ability to submit their classified ads online.

Subscribers can log on to http://agriculture.vermont.gov/news_media/agriview and submit their ad using the online form.

Classified ads are free to all subscribers — limit two ads per issue. Ads must be 40 words or less. You must include your subscriber number when submitting your ad.

Please take advantage of this service, which will help streamline the classifieds process. For those who are unable to access the Internet, we will still accept classifieds by mail.

If you have questions about classified ads, please contact Faith Raymond at 802-828-1619 or Faith.Raymond@state.vt.us.

Bees & Honey

Five frame nucleus colonies with bees, brood and queen at \$165. \$40 deposit. Queens at \$32 with shipping at \$8.50 per order. Ten or more see our website. www.vtbees.com. (802)948-2057

Cattle

Holstein Dairy herd reduction sale, milk cows, breed heifers, calves, make an offer 802-579-4861. (1/17)

Holstein X Jersey Heifer for sale. Bred Due April 2017. \$800 obo. Delivery available

call 802-779-5490 (2/17)

OneGomer Steer/bull 2.5 yrs old \$1658 OBO. 4 Guernset heifers open, greeding size, \$1200 each, \$4000 all. OBO 802-763-8104 (2/17)

Jersey heifer's yearlings 22 to choose from. Out of DHI herd 802-524-9453 (2/17)

Angus Bulls 18 mo's old. Good dispositions. From registered herd. \$1,800. Angus cows bred and registered. Due April 2017 several to choose from Greensboro, VT. 802-533-9804 (2/17)

Boarding for dairy replacement heifers, 400 lbs. and up. Breeding service offered. Mixed ration feed. Price dependent on quantity. Weybridge, VT. Contact Dan Kehoe at 802-545-2688. (2/17)

Scottish Highland heifer 7 months old \$550. SHxWF heifer 5 months old. \$450 (2/17)

Angus cows bred and registered. Due April 2017 several to choose from. Greensboro, VT. 802 533 9804 (1/17)

CLASSIFIEDS

Angus Bulls 18 months old. Good dispositions. From registered herd. \$1,800. Greensboro, VT. 802-533-9804 (1/17)

Employment

Manager, Hardwick

Farmers' Market. For full job description, please see our website: www.hardwickfarmersmarketvt.com. E-mail letter of interest & resume with two references to hardwickfarmersmarket@gmail.com, or mail to Hardwick Farmers' Market, PO Box 162, Hardwick, VT 05843. (1/17)

Hannaford Career Center

Diesel Technology Program in Middlebury seeks diesel repair projects. Accepting donations of diesel equipment, offering

very low-cost preventative maintenance and minor repairs of farm and over-the-road diesel trucks and tractors. Call for more details, Len 802-382-1005f (2/17)

Equipment

John Deere MX-8 rotary cutter, 96-in. cutting width, 1-12" cutting height, semi-mount offset up to 13" left or right, 2" brush cutting capacity, like-new, \$4,500, 802-895-4551 (1/17)

John Deere 115 rear blade, 8 ft wide, hydraulic offset from 0-45 degrees left or right, hydraulic tilt from 0-18 degrees left or right, \$2,150, 802-895-4551 (1/17)

International 815 Diesel Combine, 843 4 row narrow Cornhead, 820-13 Grainhead;

3250 Reel Auggie Mixer on gas 1995 Ford 450 2wd. New Holland 166 hay merger with turchute. Call for prices. 802-770-0959 (2/17)

75 gal. gas water heater never used; Delaval 50 cow 2" stainless steel pipeline complete with vacuum pump; 600 gal. muellar bulk tank; 32 Agway water bowls. Call for prices. 802-770-0959 (2/17)

J&L Haysaver round bale feeders for sale. Cone-style. Heavy-duty, significantly reduce hay waste, Amish-made. Low-profile feeders also available for weanlings and smaller animals. Horse feeders also available. Call or e-mail for more information. vtangus@gmail.com or 457-1520 (2/17)



Pulling Hames 2 pair Wallingford model W H 8 aluminum pulling hames 21 inch excellent condition \$200 Livewater Farm Putney Vt 802 387 4412 (2/17)

Farm & Farmland

Certified Organic Tillable Cropland Acreage Available in Charlotte, VT 50 acres, 30 are prime agricultural loam soils. Details at Vermont Land Link. Please email mike@landforgood.org for further details and to express interest. Please no initial phone calls if possible. (1/17)

General

Fuel Oil Storage Tank, 275 Gallon. Steel, vertical, outdoor, above ground, painted, empty, good condition. \$100. No longer needed. Photos available. Brownsville. 802-484-3015. Chuck802219@gmail.com (1/17)

Overhead Door 10' x 10'. Metal, white, rigid insulated thermacore, good condition. Dismantled, stored inside. Have two. \$100 each. No longer needed. Photos available. Brownsville. 802-484-3015. Chuck802219@gmail.com (1/17)

Kiln dried Eastern White Pine shavings available in bulk quantity. Pick up or delivery. Call Cyr Lumber in Milton, VT for pricing. (802) 893-4448 (2/17)

New Holland Model 144 Windrow Inverter \$1500. Gehl 980 forage box factory roof 3 geaters 6'x7'x18' mounted on Pequea 1268 tandern axel chassis \$1600. Model 165 Massey ferguson

tractor \$9500, OBO. Liquid Nitrogen tank for AI semen \$100 OBO. 802-763-8104 (2/17)

Tires 18-4-34, 13-6-38 Like new. 18 ton brock grain bin very good shape. 791 New Holland spreader. 2 - 5hp motor. 1-9hp motor. 90 feet roof top elevator. 802-895-4683 (2/17)

Hay, Feed & Forage

Certified organic small square bales in Monkton. First cut, \$4.75; second cut, \$5.75. Call Sam Burr, 453-2847, localfood@lastresortfarm.com (1/17)

1st cut, 3rd cut and corn silage layered in the bunk. Excellent feed. We can load your truck. Selling at \$50/ton. Call 802-533-2984 after 4 pm. (1/17)

Hay for sale, 4 x4 round bales, early 1st cut. Call for info/802-438-5720 (1/17)

Canadian Western Alfalfa for sale, Hay for sale, round bales, big and small bales also available. Call Richard at 802-323-3275 for more information (2/17)

Corn silage - 1st crop grass silage and 1st & 2nd crop dry 4 ft round bales. 802-424-6110 or 802-748-9868 (2/17)

Western Canadian Alfalfa for sale large square bales, also hay big/small squares, round bales, and straw for sale. Tractor trailer loads only. call Richard for more info at 802-323-3275 (2/17)

ADDISON COUNTY

Hay For Sale: VT Large square



BLISS FARM ENTERPRISES

"Farmer to Farmer" Sales

*** No pallet minimums - Any quantity! ***

Delivery anywhere in the Northeast

Twine, Plastic and Net PRE-ORDER SPECIAL

Order now pay later-if the price drops you pay less-NEVER MORE!

We carry only top quality brands - no knock offs!

**Tytan - Winmore - Sunfilm
Cordex - Clover - Nettex**

Poly & Sisal Twine

Poly	Sisal
4,000 \$27/roll	9,000 \$42/bundle
7,200 \$22/roll	16,000 \$44/bundle
9,000 \$22/bundle	unooled
9,600 \$27/bundle	
20,000 \$20/ single roll or dbl. bundle	

ALL SIZES available in Poly, Twine, & Net!
(please call if you don't see what you need)

Bale Wrap Plastic

Standard Rolls	5 Layer
20" \$60/roll	20" \$66/roll
30" \$74/roll	30" \$80/roll

Net Wrap

48" x 9,840' \$180/roll
51" x 9,840' \$190/roll

Many more products available! Call for quotes



Prices good thru 1/15/17 only, order now!
Call for post sale pricing.

ALL TOP QUALITY PRODUCTS GUARANTEED!!

We ship anywhere in the Northeast cheap!

802-875-2031 • www.blissfarm.com • Chester, VT



bales, 1st and 2nd cut. Under cover in Addison. Contact S.L.Moore @802-463-3875 or Alden@802-989-0479. (2/17)

FRANKLIN COUNTY

Good quality 1st and 2nd cut hay & organic. Straw & hay large or small square bales. Whole or process. Buy bales at farm will load or direct deliver. 802-849-6266 (2/17)

Early cut dry round bales organic but not certified 802-524-9453 (2/17)

ORLEANS COUNTY

Conventional and organic good quality dry or wrapped round bales, small square bales and haylage stored in Ag bags. 802-988-2959 or 802-274-2832. (1/17)

Goats

Nubian X Alpine doelings for sale from small organic herd. Born spring 2016. Handsome, healthy, horned, and bred to reg. purebred Nubian buck. Top milkers on both sides. Contact Penelope at poneggfarm@hotmail.com or (802) 723-4014. (2/17)

Horse Equipment

Work harness for sale for large pony/small horse, 14 hands max. Collar and reins included. \$250. Art Krueger in Shrewsbury. 802-492-3653. (2/17)

Sheep

Registered Romney Ram for sale. Excellent conformation and bloodline, we have papers for him. We are selling because we are swapping for a new ram. We have progeny on the ground that you can see. \$275 Rupert 802-394-7836 (1/17)

Merino sheep: flock of 26 includes 4 rams all with excellent wool. \$3,725.00 for all—will not separate. Call 802-537-3167 (1/17)

18 good quality, healthy North Country Cheviot/Dorset cross ewes for sale \$2000. Located in Andover VT (1/17)

Sheep and goat equipment including feeders and panels. All wood construction. My 12 opening six sided feeder is \$150 picked up at the farm in Rockingham Vt. Some delivery is available. 802-376-5474 (2/17)

Wanted

Dairy cattle, heifers, beef cows, feeders, bulls, steers, sheep, and goats. 413-441-3085 (2/17)

6 Ft disc harrows, preferably with a 3-point hitch. 802-438-5068. (2/17)

John Deere 2630 tractor, Gale 1309 slinger manure spreader. 802-695-2286 (2/17)



Beef Report

For the month of December 2016

Est. Volume: 8,383 lbs • Last Month: 2,423 lbs

Report reflects beef sold direct to consumer on a whole carcass basis and on a retail basis. All beef products are considered local to Vermont

Reported volume of beef trade this month was light. Due to the limited number of transactions over the last few months, trends could not be established. Dress sales increased slightly this month in response to the holiday season. YTD and 3-mo. Rolling Averages were updated to account for December sales.

Average Hot Carcass Weight: 698.66 lbs.

Last Month's Estimated Volume: 2,423 lbs.

Last Month's Average Hot Weight: 703.67 lbs.

Dressed Beef Carcass Value

Dressed Basis Steers/Heifers 250.00-510.00: N/A
Year to Date Wt Average Carcass Price: 540.98/cwt
3 Month Rolling Average Carcass Price: 550.313/cwt

Above values reflect whole, half, or quarter carcass. Processing fees are not included in the dressed beef carcass value. All dressed values are quoted as price per hundred pounds, unless otherwise noted.

Direct To Consumer Grass Fed Beef Retail Prices

	Price Range (\$/lb)		Avg (\$/lb)
Tenderloin	\$15.00	\$28.00	\$ 20.09
Boneless Ribeye/Delmonico	\$10.00	\$22.69	\$ 15.60
Bone-in Ribeye Steak	\$12.75	\$17.00	\$ 13.88
NY Strip	\$13.50	\$24.25	\$ 16.98
Porterhouse	\$12.00	\$22.75	\$ 17.28
T-Bone	\$12.00	\$20.56	\$ 15.82
Sirloin	\$5.65	\$16.00	\$ 10.84
Flank Steak	\$6.00	\$15.00	\$ 10.01
Skirt Steak	\$6.65	\$15.00	\$ 10.25
London Broil	\$7.00	\$12.00	\$ 9.65
Short Ribs	\$4.50	\$11.75	\$ 6.90
Rib Roast	\$12.00	\$21.56	\$ 14.67
Sirloin Tip Roast	\$7.00	\$16.50	\$ 11.16
Top Round Roast	\$5.65	\$12.50	\$ 9.36
Bottom Round Roast	\$4.05	\$12.00	\$ 8.47
Chuck Roast	\$4.56	\$13.75	\$ 8.60
Brisket	\$5.88	\$13.75	\$ 8.78
Hamburger	\$4.50	\$ 9.00	\$ 6.75
Beef Stew	\$5.50	\$ 9.25	\$ 7.08
Heart	\$3.00	\$ 8.15	\$ 4.53
Tongue	\$3.00	\$ 8.15	\$ 4.84
Liver	\$3.00	\$ 8.15	\$ 4.60

Source: VT Agency of Ag - USDA Market News Service, Montpelier, VT
Levi Geyer 717-354-2391 / NewHollandPALSMN@ams.usda.gov
Hailee May 802-829-0057 / Market Reporter
www.ams.usda.gov/mnreports/lm_lo100.txt • www.ams.usda.gov/LPSMarketNewsPag

Sixth Biennial New England Agricultural Marketing Conference & Trade Show

March 7th - 9th 2017 in Sturbridge, MA: Turn Up the Volume on Your Farm Marketing!

By Jamie Smith,
Harvest New England

The Harvest New England Agricultural Marketing Conference & Trade Show is coming again to Sturbridge, MA in March, 2017. This is the 6th biennial New England conference and it draws hundreds of farmers and farm industry members to idea-laden workshops and to hear motivational speakers. Mark your calendars now for March 7-9 and join your fellow regional agriculturists for a jam-packed program!

The theme of the 2017 conference is *Turn Up the Volume on Your Farm*

Marketing! Attendees will experience nearly 30 workshops on topics such as retail and wholesale marketing, agri-tourism, business planning, value-added product development, social media and online marketing and more. An all-day workshop for New England Farmers' Market Managers will be held on Wednesday, March 8. Don't forget the trade show with a large variety of agricultural suppliers and vendors! A reception will be held in the trade show for conference attendees on Wednesday at 5:00 pm.

New for 2017 are two pre-conference tours on Tuesday, March 7. The tours

will feature several stellar farm businesses and marketing and production venues in the region.

Kicking off the workshops on Wednesday, March 8 at 8:00 am is keynote speaker Craig Ostbo, managing partner and chief marketing and brand strategist from Koopman Ostbo Marketing Communications in Portland, Oregon. Craig will challenge the perception that just because your job title or business card doesn't say "marketing" doesn't mean you aren't responsible for marketing your farm's brand.

On Thursday, March 9 at 8:00 am, Craig will lead a keynote panel of indus-

try and media professionals from around New England including producers, media specialists, and communication directors in a discussion entitled *Media Strategies: When Things Go Right... and Wrong*. From real-world circumstances, you'll learn tips, tricks and techniques designed to help you develop a plan for preparedness to promote the good and address the seemingly bad.

Farmers interested in getting their farms authorized to accept SNAP (formerly food stamps) will be able to drop in at the SNAP Resource Center-one stop shopping where farmers and market managers can com-

plete their USDA application to accept SNAP benefits and obtain information on low cost wireless equipment to process SNAP payments.

Early bird registration is now open. Go to www.harvestnewengland.org/ events for more information. Program details and lodging options are also available at this site. Register early for the best rate!

Harvest New England (HNE) is a cooperative marketing program created by New England's state departments of agriculture in 1992. For more information, contact Jaime.Smith@ct.gov or 860-713-2559.

UVM's College of Ag and Life Sciences Appoints Chuck Ross Director Of UVM Extension

By Enrique Corredera, UVM

The University of Vermont College of Agriculture and Life Sciences has named Chuck Ross director of UVM Extension, Tom Vogelmann, dean of the college, announced today. Ross served as the secretary of the Vermont Agency of Agriculture, Food & Markets from January 2011 to January 2016. Prior to his role as secretary, Ross served for 16 years as state director and senior advisor under U.S. Sen. Patrick Leahy, D-Vt.

According to Vogelmann,



Chuck Ross, Former VT Secretary of Agriculture

to whom Ross will report directly, the experience and skill set Ross brings to the job make him well suited to lead UVM Extension after a recent re-integration of the

unit into the agricultural college; the two units became separate in 1998, largely for administrative reasons. The move was made in early November to facilitate closer working relationships among the faculty in the two units, strengthen economic development and education, and to unify outstanding research throughout Vermont, education and outreach.

"Chuck has had great success in promoting collaboration between different state and government agencies, and he led and implemented a

strategic planning process at the agency that was very successful," Vogelmann said. "Those are all skills that will serve him well as we think through how Extension and CALS can again work as an integrated unit that will strengthen the missions of both entities. He also has strong organizational management and communication skills and proven leadership ability."

"Becoming the director of UVM Extension is a wonderful opportunity to continue to work in the agricultural and food arena that shapes so much

of Vermont's economy, community and culture," Ross said. Secretary Ross is a dedicated public servant and I am grateful for his commitment to the state and our agriculture community," said Governor-elect Phil Scott. "His leadership and experience will be a valuable asset to UVM Extension and its mission to improve the quality of life of Vermonters."

Ross will begin at UVM on January 30. He replaces Doug Lantagne, who will take a leave of absence after serving Extension since 2003 and then return to teaching and research.

Vegetable & Berry News
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registration ends Jan. 20. See the programs for these events at <http://www.uvm.edu/vtvegandberry/meetings/AnnualMeeting2017.pdf>. Register to attend one or both events at <https://2017vrbga.eventbrite.com>

Vermont Tree Fruit Growers Association Annual Meeting

Feb 16, 2017, American Legion Hall, Middlebury VT. Monitoring caterpillar pests, orchard irrigation systems, fire blight and apple scab management and more, see: <http://go.uvm.edu/2017applemeeting>. Pre-registration ends Feb 6.

NOFA-VT Winter Conference

Feb 18-20, 2017. Burlington VT. <http://nofavt.org/events/winter-conference>

Organic Strawberry School

Save the date: March 6, Lake Morey Resort, Fairlee VT.

Growing Places Course

This short, online-course for aspiring and start-up farmers takes place January 16-February 6, 2017. The cost is \$150. It is a non-credit, Extension course that helps beginning farmers and ranchers learn the nuts and bolts of successful farm business start-up. Topics include goal-setting, resource assessment, decision-making, risk assessment, and financial and marketing basics. More information is on the UVM Extension New Farmer

Project website, or email newfarmer@uvm.edu.

NAP: Low Cost 'Disaster Insurance' For Crops

The Non-Insured Assistance Program offered by Farm Service Agency (FSA) provides insurance protection against losses due to drought, freeze, hail, excessive moisture, strong winds, and some other natural factors. Different levels of coverage for crop losses and market prices are available. Cost starts at \$250 per crop, or \$750 for three or more crops (grown in the same county. Those fees are waived for beginning farmers (with less than ten years of experience) and limited resource producers. The higher levels of coverage are available at a reduced rate for these groups. The deadline to enroll for coverage of annual vegetable crops is March 15, 2017. Contact your local FSA office: <https://www.fsa.usda.gov/state-offices/Vermont/>

National Young Farmers Survey

The National Young Farmers Coalition is conducting this survey in partnership with George Washington University. They will use this information to guide their work and to craft a policy platform aimed at helping young people enter agriculture. Responses are confidential, and you can get results of the survey by providing your email address at the end of the survey. Questions: contact Hanna Seltz at hanna@youngfarmers.org or (518) 643-3564 x216. The survey is at <https://www.surveymonkey.com/r/TQ3HFR3>

Vermont Farmers Market Report

For week ending December 31, 2016

Produce						
Apples	\$1.75	\$2.00	\$1.88	\$2.00	\$2.50	\$2.17
Beets	\$1.80	\$2.50	\$2.15	\$2.00	\$3.00	\$2.49
Broccoli- Frozen	\$-	\$-	\$-	\$3.00	\$3.00	\$3.00
Cabbage	\$1.00	\$2.85	\$1.95	\$1.50	\$1.60	\$1.53
Carrots	\$1.00	\$3.00	\$1.94	\$1.75	\$2.95	\$2.30
Celeriac	\$1.75	\$2.00	\$1.88	\$1.75	\$3.00	\$2.58
Garlic	\$10.00	\$11.00	\$10.50	\$8.00	\$12.00	\$10.38
Green Beans- Frozen	\$-	\$-	\$-	\$6.00	\$6.00	\$6.00
Herbs (per bunch)	\$3.00	\$3.00	\$3.00	\$-	\$-	\$-
Kale (per bunch)	\$1.50	\$2.50	\$2.00	\$1.50	\$3.50	\$2.67
Lettuce (per head)	\$2.25	\$3.50	\$2.94	\$3.00	\$4.00	\$2.81
Mixed Greens/Arugula	\$5.00	\$8.00	\$6.67	\$2.25	\$3.50	\$8.67
Onions	\$1.25	\$2.65	\$2.15	\$5.00	\$14.00	\$2.18
Parsnips	\$1.90	\$3.00	\$2.30	\$1.80	\$2.50	\$3.00
Peppers (each)	\$0.20	\$0.75	\$0.48	\$-	\$-	\$-
Potatoes (fingerlings)	\$2.50	\$3.00	\$1.40	\$2.50	\$4.00	\$3.25
Potatoes (all other varieties)	\$1.40	\$2.00	\$2.75	\$1.25	\$2.95	\$1.93
Radish (Daikon)	\$1.50	\$2.00	\$1.75	\$2.00	\$2.00	\$2.50
Rutabaga	\$1.40	\$2.00	\$1.70	\$2.00	\$2.50	\$2.25
Shallots	\$-	\$-	\$-	\$4.50	\$5.00	\$4.75
Spinach	\$3.50	\$5.00	\$4.25	\$5.00	\$8.00	\$6.67
Strawberries - frozen	\$-	\$-	\$-	\$7.00	\$7.00	\$7.00
Sweet Potatoes	\$2.00	\$3.00	\$2.50	\$2.50	\$3.00	\$2.75
Turnip	\$1.40	\$2.00	\$2.13	\$2.50	\$2.50	\$2.50
Winter Squash	\$1.25	\$4.00	\$1.60	\$1.30	\$4.00	\$2.28

Meats/Proteins			
Lamb Chops	\$12.00	\$18.00	\$15.90
Rack of Lamb	\$18.00	\$18.00	\$18.00
Leg of Lamb	\$12.00	\$15.00	\$13.00
Ground Lamb	\$10.00	\$11.00	\$10.67
Ground Beef	\$6.25	\$9.00	\$7.28
Ribeye	\$14.00	\$19.00	\$16.60
Sirloin	\$8.00	\$12.00	\$10.50
Round Roast	\$8.00	\$10.00	\$8.67
Chuck Roast	\$8.00	\$10.00	\$9.00
Strip Steak	\$14.00	\$22.00	\$16.60
Skirt Steak	\$9.00	\$12.00	\$10.40
Tenderloins	\$18.00	\$23.00	\$21.00
Eggs (per dozen)	\$4.00	\$6.00	\$4.88
Whole Chickens	\$2.00	\$5.50	\$4.39
Turkey	\$4.00	\$4.00	\$4.00
Ground Pork	\$6.25	\$8.00	\$7.35
Pork Chops	\$6.00	\$12.00	\$8.70
Pork Loin	\$7.00	\$12.00	\$9.00
Pork Tenderloin	\$10.00	\$18.00	\$12.25
Shoulder Roast	\$5.00	\$10.00	\$7.50
Ham	\$8.00	\$9.00	\$8.33
Baby Back Ribs	\$8.00	\$13.00	\$10.33
Sausage	\$9.00	\$9.00	\$9.00
Bacon	\$8.00	\$10.00	\$9.00

Market Comments

SEASONALITY:
Winter squash, root vegetables, potatoes and onions are widely available, along with some greens. Through the holiday season, value-added products were popular.

WEATHER CONDITIONS:
After weekend snowstorms earlier in the month, only light flurries towards the end of the month made for picturesque holiday shopping.

ATTENDANCE:
Attendance was average for this time of year, with low turn-out during the winter storms, but larger than normal seasonal crowds.

VENDOR COMMENTS:
N/A

Source:
VT Agency of Ag - USDA
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Indoor Winter Gardening Questions

*Dr. Leonard Perry,
Horticulture Professor
Emeritus, UVM*

How to treat unplanted spring-flowering bulbs, an amaryllis when through flowering, and houseplants dropping leaves, are some of the common indoor gardening questions this time of year. Many also ask if there are food crops that you can grow indoors during winter.

If you purchased spring-flowering bulbs this fall, but didn't get them all planted, what should you do with them? Such bulbs really can't be held over until spring, or for another year, so go on and plant them in pots. If you wait until spring to plant them outside, or in pots, they will start growing with no roots, so won't be successful. Planting them now allows roots to form before they start growing tops.

To grow roots, and receive the cold they need to flower, place potted bulbs in a cool (40 degrees F or less) but non-freezing location, ideally for 10 to 12 weeks. This could be an unheated garage or basement. Or, you could place them outside in a protected area, covered with plenty of bark mulch, straw, or soil. Then remove when growth starts in spring.

If you got an amaryllis for the holidays, how should you treat it once it has finished blooming? Once the flower stalk is finished, leaves emerge. Keep the bulb watered and fertilized lightly through the winter. This



helps it build up reserves for next year's bloom. You can then place the potted bulb outdoors in summer, keeping it watered if needed. Then in early fall bring it indoors, and decrease watering over several weeks until stopped altogether. Remove leaves as they die back, and let the bulb "rest" for about eight weeks. Then resume watering.

If you had an amaryllis, and followed this process but got no bloom this year, it may not have built up enough food reserves during the year. If you just got leaves, keep the bulb watered and fertilized, and hopefully this coming year it will bloom once again. Sometimes after being "forced" they require a couple years before re-blooming.

If you have a houseplant, such as a jade plant, and the leaves are turning yellow and dropping off, what can you do? With a jade plant, leaves dropping off is likely a sign that the soil is staying too wet. As with most houseplants, too little water is better than too much. If in doubt, don't water, especially with "succulents" such as the jade plant. Make sure the plant is not in a pot with no drainage, nor sitting in a saucer of water. Using a clay

pot, which dries out faster than plastic, also is good for plants that don't need much water.

Make sure with houseplants that there is not a

layer of gravel or pebbles in the bottom of the pot. Some recommend this for drainage, but in reality it only creates an area where water gathers and roots rot, or decreases the amount of soil in the pot.

If you're eager to grow some of your own food, or at least to see something green this time of year, are there any crops you can grow indoors? In addition to some herbs and sprouts, microgreens would be a good choice. These simply are the immature greens of crops

such as lettuce and their relatives, leafy vegetables, and even some edible flowers and buckwheat. Some catalogs sell special microgreen mixes, often with various flavors and colors of leaves. Harvest leaves when plants are only two inches tall, only two or three weeks after they germinate. Grow in seed sowing mixes in shallow containers. They need at least 4 hours of direct sun a day, as in a south-facing windowsill, or you can grow them under plant grow-light fixtures.

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