77th Annual
AGRICULTURAL TRADES SHOW
Maine Agriculture: Exploring Connections

Tuesday, January 9, 9 AM - 5 PM
Wednesday, January 10, 9 AM - 7 PM
Thursday, January 11, 9 AM - 3 PM

Augusta Civic Center, 76 Community Drive, Augusta, ME 04330
A Message from Governor Paul R. LePage

The importance of Maine agriculture to our heritage, identity and economy cannot be overstated. Maine’s 8,200 farm operations provide wholesome foods, thousands of jobs and more than $740 million in farm receipts, not including direct sales at farms or farmers markets. Agricultural enterprises large and small are benefiting from the recent growth of Maine agriculture.

This is an exciting time for Maine-made products and agriculture. My administration, through the efforts of the Department of Agriculture, Conservation and Forestry and other state agencies, is working hard to help Maine reach its full potential. Farmers, producers, processors and distributors have an even greater opportunity to feed our neighbors, the region and the world.

The Department of Agriculture, Conservation and Forestry has greatly improved state-generated marketing, communications and technical assistance to support agricultural enterprises large and small. The result is more connections with the public highlighting the ongoing success of Maine agriculture and the services that support the continued growth and profitability of these small businesses.

The 77th Maine Agricultural Trades Show will feature the exciting research, trends, opportunities and programs happening in Maine agriculture and connect new and seasoned farmers to the evolving, consumer-driven marketplace.

Many examples of the rapid growth of agriculture in our state will be evident at the Agricultural Trades Show, along with some of the men and women responsible for putting local, quality, sustainable food on your table. Please join me in celebrating their efforts.

Sincerely,

Paul R. LePage
Governor
YOU KNOW YOUR BUSINESS
WE KNOW HOW TO HELP YOU INSURE IT

With everything you need to accomplish in a day insurance protection for your business might be the last thing on your mind. You do recognize, however, that a one-size-fits-all insurance policy isn’t the smart way to run a business. Your operation is unique and we understand that.

Our AGRIBUSINESS INSURANCE PROGRAM can provide you with a flexible farm package that allows you to customize a policy to match your individual needs.

Contact me to find out more.

JOHN D. HELLER
General Agent
20 Vine Street
Damariscotta, ME 04543
SMART THINKING, REWARDED®

jheller@farm-family.com
207.563.5200

http://an.insure/johnheller
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What’s your definition of BEAUTiFUL?

Local dairy farmers work tirelessly, day in and day out. And the result of all that hard work? Simply the freshest, most delicious milk we’ve ever tasted. And that’s a beautiful thing.

DO THE THINGS THAT MATTER MOST.

Aaliyah, Carmen and Emma—dairy farmers at Fisher Farms, providing Oakhurst with fresh, delicious milk since 1998.
Tuesday January 9th

Agricultural Career Fair
Androscoggin/Aroostook/Cumberland Room

9 a.m. - Noon
Cultivating Career Connections in the Agricultural Community – The Maine Department of Agriculture, Conservation and Forestry, in collaboration with the Maine Department of Labor (DOL), are pleased to announce the return of the Agricultural Career Fair. DOL and their workforce partners will have staff available to meet with employers and job seekers, provide one-on-one consultations, training resources and information about the Maine-at-Work Initiative, and answer questions in regards to career development and building a stronger agricultural labor force. Employers will be present, and job seekers are encouraged to bring their job application materials, such as resumes and cover letters, to the Career Fair.

Maine Sustainable Agriculture Society Annual Meeting
Hancock Room

9 a.m. - 9:45 a.m.
Remote Environmental Monitoring and Impact Investing on Maine Farms – The Maine Sustainable Year Round Agriculture – The Maine Sustainable Agriculture Society Annual Meeting and Election of Officers

10:30 a.m. - 11:30 a.m.
Annual Meeting and Election of Officers

11:30 a.m. - 1:30 p.m.
Break

1:50 p.m. - 2:00 p.m.
Welcome and Introduction to MESAS: Farming in a New Weather Reality – Organized by the University of Maine Climate & Agriculture Network

Moderator: Ellen Mallory, University of Maine

2 p.m. - 2:10 p.m.
Introduction to Session and the Farmer Panel

2:10 p.m. - 2:40 p.m.
Farmer Panel – Six farmers (apples, bees, dairy, sheep, turf, and vegetables) will describe how changes in weather patterns or extremes have affected their operation, how they have coped, what changes they have implemented as a result, and what would help them cope better in the future.

2:50 p.m. - 3:20 p.m.
Open Discussion – A facilitated discussion will address topics such as the following, as well as audience interests. What other impacts have others experienced due to shifts in weather patterns? What changes have people made on the farm to adapt to these shifts in weather? What weather-forecasting resources do people currently use?

3:20 p.m. - 3:40 p.m.
Introduction to Resources and Strategies in Maine – Participants from different organizations, agencies, and institutions will describe what resources and strategies are currently available in Maine to help farmers manage issues related to weather.

3:40 p.m. - 3:45 p.m.
Conclusion and 5-minute survey

*One Pesticide credit will be offered for attending afternoon program

Maine Board of Pesticides Control: Pesticide Applicator Recertification: (1 credit each hour)
Kennebec/Penobscot Room

9:30 a.m. - 10:30 a.m.
Farming Adaptation to Changing Weather
Presenter: Glen Koehler, UMCE

10:45 a.m. - 11:45 a.m.
Managing Transgenic Corn in a No-Till Production System: Reducing Chances for Resistance
Presenter: John Jemison, UMaine

1 p.m. - 2 p.m.
Pollinators and Agriculture
Presenter: Eric Venturini, Farm Bill Pollution Conservationist and NRCS Partner Biologist

2:45 p.m. - 3:45 p.m.
Plant Diseases Seen in 2017
Presenter: Alicyn Smart, UMCE

9 a.m. - 5 p.m.
Farmers are welcome to connect one-on-one with farmers and agricultural service providers and find resources for farm business success. The Beginning Farmer Resource Network of Maine (BFRN) a coalition of Maine agricultural agencies & organizations working together to connect aspiring and beginning farmers to resources for farm business success.

Maine Cheese Guild Meeting, Sodexo & MOFGA Meeting
Lincoln Room

10 a.m. - Noon
Maine Cheese Guild: Supporting and Growing the Cheesemaking Community in Maine – Do you want to make cheese? Already do and want to network with other Maine cheesemakers? Learn about what the Maine Cheese Guild does, and how we are growing and promoting cheesemaking in Maine. The first hour will be an introduction to the guild and Q & A and the second hour will be our regular guild meeting where we’ll talk about our 2018 plans including cheesemaking workshops, events like the Maine Cheese Festival, and more!

Presenters: Maine Cheese Guild members

Sodexo Meeting

1 p.m. - 2 p.m.
Sodexo’s Maine Course: A Local Purchasing Initiative – In most communities, institutions are the largest food buyers, presenting considerable market potential for local producers. In this session, attendees will learn about the Maine Course Sodexo’s commitment to having a positive economic impact in Maine through local purchasing. More importantly, attendees will learn about the local food tracking tools built in order to quantify Sodexo’s institutional demand in Maine and how that information is used to support production planning in state. An in-depth look at how purchasing data can inform farmers of potential market demand. The objective of this session will be to learn about how one food service company is approaching local food at a statewide level, to understand how tracking purchases can inform the food system on institutional demand and how we can improve our communication throughout that system.

Presenter: Maeve McInnis, Maine Course Director, Sodexo

MOFGA Meeting

3 p.m. - 4 p.m.
Flower Forum – An open discussion for flower growers to bring your questions and ideas and share them with other producers. A discussion of Maine’s new Flower Conference will be included.

Moderator: Dave Colson, MOFGA

Greater Portland Council of Governments (GPCOG) Meeting, Maine Standardbred Breeders & Owners Association
Oxford Room

GPCOG Meeting

10 a.m. – 11 a.m.
Rural Energy for America Program: Grants and Loans for Farmers and Rural Small Businesses – The Rural Energy for America
Program (REAP) is administered by USDA Rural Development and provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems (RES) or to make energy efficiency improvements (EEI). Typical RES projects include solar, biomass, and geothermal installations. This presentation will focus on eligible projects and how to access financing for your energy efficiency and renewable energy projects.

Presenter: Jennifer Brennan, Greater Portland Council of Governments

1 p.m. – 2 p.m.
REAP and Biomass Technologies: Opportunities for Maine Rural Small Businesses and Farmers – Maine has a well-known legacy of biomass-based industries that serve many sectors of its economy, including pulp and paper, wood processing, wood pellet manufacturing, etc., but did you know of all of the many technologies that qualify as “biomass” that are eligible for federal grant funding up to $500k for your business or farming operations? The Rural Energy for America Program aims to fund not only energy efficiency projects but also renewable energy projects, including many varieties that qualify as biomass energy. Attend this session to hear more about which technologies are being funded as biomass energy, many for the first times:
1. Biomass boilers of all sizes, including micro
2. Biomass-fired kilns
3. Combined Heat and Power generators that use wood or other biomass fuels
4. Wood pellet or brick manufacturing (mechanical presses)
5. Anaerobic digesters
6. Biodiesel and ethanol refineries and production

Fuels that qualify as biomass include wood, plant material, manure (chicken, cow, etc.), and algae, among others.

Presenter: Sue Soucy, President, Community Energy Partners and sub-contractor to the Greater Portland Council of Governments (GPCOG)

Maine Standardbred Breeders & Owners Association Meeting

3 p.m. – 4 p.m.
Breedings and Nutrition Presentation
Presenter: TBA

Maine Organic Farmers and Gardeners Association Meeting

9 a.m. – 10 a.m.
Organic Pricing: Past, Present, and Future – In this session, Omand will share the initial results of her analysis of organic pricing over the past decade in Maine - looking at price fluctuations, inflation, and a variety of crops and products. She will also discuss 2017 pricing as it relates to different market types (CSA, farmers’ markets, and wholesale), seasonal changes, and regions of the state. The future component of the session will come from discussion with whoever is in the room... what is the future of organic pricing as it relates to the national market increase in demand and supply?

Presenter: Heather Omand, MOFGA

10 a.m. – 11 a.m.
Nutrient Management Planning in Organic Systems: Balancing soil health with water quality protection – This presentation will focus on the basic technical issues of nutrient management planning as they relate to using organic matter-based materials to build soil health and fertility while protecting water quality. It will cover the benefits to soil fertility and soil health of a wide variety of organic materials including composts, digestates and manures. The presentation will also go over matching soil amendments with crop needs, methods for calculating and reducing erosion potential in agricultural fields and using a phosphorus index to help reduce phosphorus risks to water quality when using soils amendments containing phosphorus. This presentation will help to demonstrate nutrient management planning methods that balance improving soil health with water quality.

Presenter: Anne Hallee, Northern Tilth

11 a.m. – Noon
Low Impact Forestry and Woodlot Farm Management – Panel will include Peter Hagerty, co-founder of MOFGA’s Low Impact Forestry Project, and members of the organization fielding questions about the Maine forest ecosystem’s unique and critical ability to safely store carbon and help curb global warming.

Presenter: Panel lead by Peter Hagerty

1:30 p.m. – 4 p.m.
MOFGA Annual Meeting (Piscataquis/Sagadahoc) – Hear from MOFGA Staff, Board Members and Committee Chairs regarding the organization’s activities and accomplishments over the past year. Elect MOFGA’s Board of Directors for the coming year and network with members.

Nutrient Management Program Meeting

Waldo

Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred (*) talks qualify for 1 CCA/CpAg Credit.

10 a.m. - 11 a.m.
A New Approach to the Evaluation and Design of Vegetated Stormwater Runoff Treatment Buffers*
Presenter: David P. Rocque, State Soil Scientist, Maine Department of Agriculture, Conservation and Forestry

11 a.m. – 12 p.m.
The Updated Chapter 565 Maine Nutrient Management Rules – Changes & Clarifications*
Presenter: Mark F. Hedrich, Nutrient Management Program Manager, Maine Department of Agriculture, Conservation and Forestry

2 p.m. – 3 p.m.
Enhancing Community Food Security Through On-Farm Use of Discarded Organics*
Presenter: Mark A. King, Environmental Specialist, Maine Department of Environmental Protection, Bureau of Remediation and Waste Management, Materials Management Sustainability Unit

9 a.m. – 10 a.m.
Organic Certification Basics and Compliance Q&A – Join staff from MOFGA Certification Services as they discuss the basics of certifying your operation as organic to the USDA National Organic Program standards and answer your certification questions. Topics will include the application process, review of the Organic System Plan (OSP), the Federal Cost Share Rebate program, and the Materials Review process among others.

Presenters: MOFGA Certification Staff

10 a.m. – 11 a.m.
Commercial Dairy Value-Added Licensing Q&A – Join us in discussing ways to produce value-added goods for your operation in order to help offset the recent price cuts to commercial dairy.

Presenter: TBA, Moderator: Jacki Perkins

11 a.m. – Noon
Plant Diseases Seen in 2017 – The most common diseases submitted to the University of Maine Cooperative Extension Pant Disease Diagnostic Lab will be presented. Detailed information on those diseases will include symptoms, life cycle, and management to help you for the 2018 growing season.

Presenter: Alicyn Smart D.P.M., Assistant Extension Professor & Plant Pathologist

1:30 p.m. – 3 p.m.
MOFGA Annual Meeting (Piscataquis/ Sagadahoc)

3 p.m. – 4 p.m.
Cooperative Vegetation Management Agreement – Has Certification told you that you need a “No-Spray Agreement”, but you’re not sure where to start? Mooseman has been working on a state program to make it easy for organic producers and Maine DOT to communicate their needs to each other. He also has valuable information on standard procedures for other entities that may be chemically controlling vegetation in your area.

Presenter: Robert Mooseman, Maine Department of Transportation

Maine Board of Pesticides Control: Pesticide Applicator Exam Training for Growers

**Pre-Registration is Required

3 p.m. – 4 p.m.
Cooperative Vegetation Management Agreement – Has Certification told you that you need a “No-Spray Agreement”, but you’re not sure where to start? Mooseman has been working on a state program to make it easy for organic producers and Maine DOT to communicate their needs to each other. He also has valuable information on standard procedures for other entities that may be chemically controlling vegetation in your area.

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Maine Board of Pesticides Control: Pesticide Applicator Exam Training for Growers

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Ft. Western Room
Wednesday January 10th

Beginning Farmer Resource Network (BFRN) Conference
Androscoggin/Aroostook/Cumberland Room

9 a.m. – Noon
"What does it mean to be a ‘Beginning Farmer’ from 2018 to 2028" – Are you in your first 10 years of farming? Are you getting ready to begin farming? Please come to this free, half-day conference! 8:30-speed networking for farmers and service providers; 10:00 – a panel of farmers and service providers discuss the typical challenges and growth phases of the first 10 years of any farm/farm business. 11:00 - inspiration and humor provided by featured speaker/author/farmer, Lucie B. Amundsen, of Locally Laid Egg Company, a family-run, mission-based farm in Wrenshall, Minnesota. Farmers, Service Providers and Featured Speaker: Lucie B. Amundsen

Beginning Farmer Resource Network Workshop
Androscoggin Room

1 p.m. – 4 p.m.
Circle Up... Designing your Employee Handbook and Worker Training Plan – Develop a draft employee handbook and pick-up forms, payroll service resources, daily meeting tips and templates, and resources on effective communication strategies. Presenters: Jason Lilley & Leslie Forstadt, University of Maine Cooperative Extension, with Polly Shyka of Villageside Farm in Freedom

Beginning Farmer Resource Network Workshop
Aroostook Room

1 p.m. – 4 p.m.
Get Going with QuickBooks Pro – Introduction to QuickBooks including chart of accounts, customers, vendor bills and bank reconciliation. This workshop is for first-time users and those with little QuickBooks experience. The last hour will be for on-one-on-one assistance with a Pro Advisor. Participants will be entered in a drawing for a QuickBooks Pro subscription. Limited to 18 participants. Presenters: QuickBooks Pro Advisors from Austin Associates and Erin Roche, University of Maine Cooperative Extension

Beginning Farmer Resource Network Workshop
Cumberland Room

1 p.m. – 4 p.m.
From Recipe to Market: How to Start a Specialty Food Business in Maine – Specialty food producers—often operating home-based microenterprises—are a growing Maine industry. Yet starting a Maine home-based food business will require you to face challenges including licensing, food safety, and building business skills. In addition, some recipes and food products for sale may need to be sent to UMaine for testing. Presenters: Dr. Beth Calder; Dr. James McConnell; Dr. Louis Bassano; University of Maine Cooperative Extension

Maine Food Strategy Meeting
Hancock Room

1 p.m. – 3 p.m.
Maine Food Strategy Marketing Panel & Discussion – This session will discuss how producers and small grocery stores can increase marketing efforts and best practices to showcase and increase purchases of Maine products. Organizations with resources for marketing, as well as those who have been successful with marketing endeavors, will speak and facilitate discussion with farmers and producers on the value and benefits of marketing their businesses. Businesses and Farmers are encouraged to attend and ask questions and make connections to increase their sales and raise demand and profile for local Maine food products. Session Goals:

- Provide high-level information on marketing: What it is, different channels, what ROI you can get, how it can expand your business and customer base.
- Use best practices and examples of success to showcase the benefits of marketing investments
- Create opportunities to connect with marketing resources and professionals

Panelists: Various

BFRN Networking Room
Knox Room

1 p.m. – 2 p.m.
WIC Farmers’ Market Nutrition Program and United Farmer Veterans of Maine Meeting
Lincoln Room

WIC Farmers’ Market Nutrition Program
11 a.m. – 2 p.m.
WIC Farmers Market Nutrition Program – This session will give insight on WIC’s purpose, eligible foods, requirements, and process. Enroll to become a Maine WIC farmer. This session will give insight on WIC’s purpose, eligible foods, requirements, and process. Enroll to become a Maine WIC farmer. Presenter: Ana Pedre, Vendor Specialist

United Farmer Veterans of Maine Meeting
2 p.m. – 7 p.m.
United Farmer Veterans of Maine Annual Meeting

Maine State Florists’ and Growers’ Association
Oxford Room

11 a.m. – 12 p.m.
Biological Control in the University of Maine Greenhouses – Since the spring of 2014, the research and teaching programs at the University of Maine have used biological control to manage pests in the campus greenhouses. Using a variety of predators, parasites, and pathogens to control insects and mites has been
Effective in year-round production. It has also allowed students to be engaged in pest control. Dr. Stephanie Burnett will describe the program that they use at the University of Maine and highlight some of their successes and the challenges they have faced during implementation.

Presenter: Dr. Stephanie Burnett, University of Maine

“This session has been approved for one pesticide recertification credit.

12:00 p.m. – 12:45 p.m.
Lunch (on your own)

12:45 p.m. – 1:45 p.m.
Cut Flower Growing for the Professional Market – What are florists and freelance designers looking for? How can you market your product to them? Do you have time for this project? Cullen Schneider is the owner of Fairwinds Florist, a Blue Hill based, full service florist with more than 60 years or service to the Blue Hill Peninsula. Cullen is an accomplished floral designer, with certifications from the Maine State Florists and Growers Association (msflf) and the American Institute of Floral Design (AIFD). In 2007 she began growing product to fill her flower cooler. Her farm enters its 11th growing season in 2018 with more than 50 varieties on the docket and a goal of 75% local product for the “peak season”.

Cullen Schneider, Fairwinds Florist

2:00 p.m. – 3:00 p.m.
Planning & Planting – This talk will focus on scheduling your beneficiaries to line up with your annual/ vegetable production. Jeff will be presenting and others may join him.

Jeff Marsteller, Cozy Acres Greenhouses

3:00 p.m. – 4:00 p.m.
Miners, Mercenaries, and Magicians: Horticultural Actors (Pests) and Issues in Maine – There’s been quite a cast of characters, heroes and villains taking part on Maine’s horticultural stage lately. Come learn more about new and on the horizon performers to be on the lookout for in 2018, and get updates on what’s been happening with some former scoundrels we haven’t heard from in a while.

Presenters: Carole Neil and Sarah Scally, Asst. Horticulturists, Maine Dept. of Agriculture, Conservation & Forestry

“This session has been approved for one pesticide recertification credit.

Registration for the day: $10 for Members of MSPGA/ MMOGA, $25 for Non-members.

Contact Katy Campbell @ 207-756-5553 or campbelllandscapedesign@gmail.com for more information.
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<th>Time</th>
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| 10 a.m. – 11 a.m. | Manure Management for Equine and Small Livestock Producers - Why Should You Care?*  
Presenters: Rick Kersbergen, Extension Educator and Professor, University of Maine Cooperative Extension; Alice Begin, Resource Conservationist, USDA Natural Resources Conservation Service  
11 a.m. - Noon  
Availability and Efficiency of Applied Phosphorus*  
Presenter: Bruce Hoskins, Soil Scientist and Director, University of Maine Soil Testing and Analytical Laboratory  
1 p.m. – 2 p.m.  
A Discussion of the Phosphorus Index for Nutrient Management; and Natural Resource Conservation Service (NRCS) Financial Assistance Programs for your Agricultural Operation*  
Presenters: Tony Jenkins, State Resource Conservationist and Soil Scientist, USDA Natural Resources Conservation Service; Buster Carter, Resource Conservationist - Programs, USDA Natural Resources Conservation Service  
2 p.m. – 3 p.m.  
Using Permaculture Techniques to Improve Water Quality While Adding Value*  
Presenter: John Maclaine, Environmental Specialist, Division of Environmental Assessment, Maine Department of Environmental Protection | Waldo Room                                      |
| 8:55 a.m. – 9 a.m. | Introductions and Greetings; Syrup contest entries due at booth!  
Presenter: Lyle Merrifield  
9:00 a.m. – 9:15 a.m.  
Maple Food Safety: How to Write a Plan  
Presenter: Kathy Hopkins  
9:15 a.m. – 10:00 a.m.  
Economics of the World Maple Industry  
Presenter: Dr. George Criner, University of Maine  
10:00 a.m. – 11:00 a.m.  
Nutrition and Health Benefits, Marketing and Social Media  
Presenter: Ray Bonenberg, President, International Maple Syrup Institute  
11:00 a.m. – 11:30 a.m.  
Maple Round Table: What's New in the Sugarbush  
Producer panel discussion  
11:30 a.m. – Noon  
New England Ag Statistics Update  
Presenter: Gary Keough, Director, New England Ag Statistics  
Noon - 1:00 p.m.  
Lunch Break  
1:00 p.m. – 2:30 p.m.  
Annual Meeting: Secretary and Treasurer Reports, Committee Reports, Maple Contest, Election of Officers, Old and New Business  
2:30 p.m.  
Visit Trade Show | Maine Maple Producers Association Meeting  
**Washington/York Room** |
| 9 a.m. – 9:15 a.m. | Maine Vegetable & Small Fruit Growers Association Welcome and Announcements  
Presenter: Lauchlin Titus, President MVSFGA  
9:15 a.m. – 10:30 a.m.  
Highmoor Farm Trials: Melons, Onions, Pumpkins, Sweet Corn, and More  
Presenters: Mark Hutton, David Handley, University of Maine Cooperative Extension  
10:30 a.m. – 11 a.m.  
Food Safety Modernization Act and GAP Update and Deadlines  
Presenter: Linda Titus, AgMatters  
11 a.m. – 11:30 a.m.  
MVSFGA Business Meeting  
Presenter: Lauchlin Titus, President, Presiding  
11:30 a.m. – Noon  
Whole Farm Revenue Protection  
Presenter: Erin Roche, University of Maine Cooperative Extension | Maine Vegetable & Small Fruit Growers Association Annual Meeting  
**Ft. Western Room** |
| 9 a.m. – 9:05 a.m. | Welcome and Introductions  
Presenter: Aaron Libby  
9:05 a.m. – 9:45 a.m.  
NC140 Rootstock Trial Update & Short Talk on Breeding New Apple Varieties  
Presenters: Dr. Renae Moran & Caroline Bonenfant (intern)  
9:45 a.m. – 10:45 a.m.  
Cross-Commodity SWD Control  
Presenter: Crop Production Services | Maine State Pomological Society Annual Winter Meeting  
**Arnold/Howard Room** |
| 10:00 a.m. – 10:45 a.m. | Tree Growth Tax Law-fact and fiction – Tom Douk will separate fact from fiction concerning the Tree Growth Tax Law, focusing on the predominant misunderstandings in the law.  
10:45 a.m. – 11:45 a.m. | Maine Woodland Owners Annual Meeting and Forestry Forum  
**Augusta/Capitol/Pine Tree Room** |
| 8:30 a.m. – 9:30 a.m. | Coffee and Informal Discussion with Board members and Staff  
3:30 p.m. – 3:45 p.m. | Their Land, Their Legacy – Jessica Leahy, Board President and Professor from the University of Maine will share a new publication for towns, conservation commissions, land trusts and others who want to help landowners with succession or conservation estate planning.  
10:30 a.m. – 10:45 a.m.  
The Best Apps for Woodland Owners to use on Tablets and Smart Phones – Casey Olechnowicz, a graduate student from the University of Maine, will be sharing his research on top picks for smart devices and suggested apps available to woodland owners.  
10:45 a.m. – 11:45 a.m. | Author Michael Wojtech will be on hand to talk about his book Bark, and be available to sign copies at the meeting. Wojtech's book provides information on structure and ecology of tree bark, descriptions of bark appearance, an easy-to-use identification key, and supplemental information on non-bark characteristics—all enhanced by over 450 photographs, illustrations, and maps  
11:45 a.m. – 12:30 p.m. | Lunch-Available for purchase in the meeting room  
12:30 p.m. – 1:00 p.m. | Austin Wilkins Award  
1:00 p.m. – 2:15 p.m. | The Northeast by Eastern – Sumner McKane combines his lifelong interest in New England with his work as executive editor of The music is by the Maine Woodlandowners' Band.  
2:15 p.m. – 3:00 p.m. | Invasive Plants- Nancy Omlstead will be on hand to inform landowners about invasive plants, including identification, characteristics, and methods for control.  
3:00 p.m. – 3:15 p.m. | Tree Farm Awards including Maine 2018 Outstanding Tree Farmer; Door Prizes and Adjourn |
Thursday January 11th

Beginning Farmer Resource Network Meeting
Androscoggin Room
9 a.m. – 11 a.m.
Put down roots! Start to plan and write that farm or farmland lease. – Practice your negotiating skills, learn about the legal rights and responsibilities of the Lessor and the Lessee, and roll-up your sleeves to design and write the lease for that farm or farmland you are seeking.
Presenters: Jo Barrett, Land for Good; Elaine Bourne, Maine Agricultural Mediation Program; and an attorney from the Legal Food Hub of the Conservation Law Foundation.

2 p.m. - 3 p.m.
Make a note of it... Production Record Keeping – Come to develop templates and plans and roll-up your sleeves to design and write the lease for that farm or farmland you are seeking. 
Presenters: Jason Lilley & Donna Coffin, Maine Department of Agriculture, Conservation and Forestry.

WIC Farmers’ Market Nutrition Program
Hancock Room
9 a.m. - Noon
WIC Farmers’ Market Nutrition Program – This session will give insight on WIC’s purpose, eligible foods, requirements, and process. Enroll to become a Maine WIC farmer.
Presenter: Ana Pedre, Vendor Specialist

Maine Nutrition Council Meeting
9:00 a.m. – 11:00 a.m.
Trends in the Specialty Food Industry – This workshop will feature a discussion on the specialty food industry including important food trends that are driving sales. The presenter will discuss key attitudes and habits of Millennials and suggest ways that food manufacturers can market to this important consumer group. In addition, the differences between Millennials, Gen X’ers, and Baby Boomers will be explored.
Pre-register by email to kelsey.maie@gmail.com.

BFRN Networking Room
Knox Room
9 a.m. – 3 p.m.
Farmers are welcome to connect one-on-one with farmers and agricultural service providers and find resources for farm business success.
The Beginning Farmer Resource Network of Maine (BFRN) a coalition of Maine agricultural agencies & organizations working together to connect aspiring and beginning farmers to resources for farm business success.

Great Portland Council of Governments (GPCOG) Meeting
Oxford Room
10 a.m. – 11 a.m.
Rural Energy for America Program: Grants and Loans for Farmers and Rural Small Businesses: The Rural Energy for America Program (REAP) is administered by USDA Rural Development and provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems (RES) or to make energy efficiency improvements (EEI). Typical RES projects include solar, biomass, and geothermal installations. This presentation will focus on eligible projects and how to access financing for your energy efficiency and renewable energy projects.
Presenter: Jennifer Brennan, Greater Portland Council of Governments

Maine Federation of Farmers’ Markets 10th Annual Convention
Piscataquis Room
9:40 a.m. – 10:45 a.m.
Is Everyone Welcome at Your Market? Strategies for Making the Market More Accessible to All – Take a closer look around your market: Are there obstacles that may prevent requirements from being able to move around safely? Markets often can’t change the infrastructure of their space, such as curb placement or slopes. However, there are usually simple steps that will make the market more accessible to more people, and safer for all visitors. Being accessible to individuals with mobility challenges, vision problems, hearing loss, and other obstacles makes a farmers’ market more welcoming, and broadens the shopper base.
Presenter: Sue Jones, President, Community Energy Partners and sub-contractor to the Greater Portland Council of Governments (GPCOG)
will share the initial results of her analysis of organic pricing over the past decade in Maine - looking at price changes at a variety of farmers’ markets and as relates to inflation and specific products/crops. She will also discuss 2017 pricing at farmers’ markets as it relates to different market types, seasons, and regions of the state. There will be ample time for questions and group discussion to address the presentation and what is the future of pricing as it relates to the national market increase in demand and supply?

Maine Federation of Farmers’ Markets 10th Annual Convention
*Ticketed event, pre-registration required

Sagadahoc Room

8:30 a.m. – 9:35 a.m.
Lowering Barriers to Market Farming with No-till Techniques – Andrew Mefford, editor and publisher of Growing for Market and author of The Greenhouse and Hoophouse Grower’s Handbook, will talk about no-till farming techniques. Beginning farmers often turn to farmers’ markets early on as an important venue for selling their products. Can the no-till approach help the beginning market farmer scale up production and grow their market presence?

9:40 a.m. – 10:45 a.m.
Fundraising, Fundraising, and Finding Sponsors in Your Community and Beyond – Successful fundraising isn’t about selling raffle tickets, nor is it about writing magical grant proposals. For most farmers’ markets, it’s about finding donors and business sponsors in the local community. There is tremendous fundraising opportunity even in small towns, but it’s essential to plan carefully, and use all the tools available.

10:45 a.m. – 11:35 a.m.
Break

11:45 a.m. – 12:40 p.m.
Keynote: Keeping “Local” Competitive in the Global Market: Policies, Trends, and Resources that Will Impact Maine Farmers’ Markets – Farmers’ markets are more than places where farmers and food entrepreneurs simply hone their competitive edges. They are also our society’s best representations of “food democracy” and “living economies.” As we hack our way toward local foodsheds that are more profitable, equitable, nimble, and resilient, it is imperative that we capitalize upon the anchor role that farmers’ markets play in linking economic value to democratic values. We’ll explore how farmers markets can advance bold moves on a local level.

Speaker: Philip Ackerman-Leitz: Hacking the Local Foodshed: Packing the Toolbox

12:40 p.m. – 1:30 p.m.
Lunch

1:30 p.m. – 2 p.m.
MFFM Annual Meeting

2:10 p.m. – 2:40 p.m.
Getting Started with Maine Harvest Bucks: An Overview for 1st Year and Prospective Markets – This is the opportunity for markets new to SNAP and/or Maine Harvest Bucks to get a basic overview and have your questions answered.

Note: This session is only for markets entering their first year with Maine Harvest Bucks in 2018, or considering launching a SNAP/EBT program.

2:10 p.m. – 2:40 p.m.
Law and Order: Farmers’ Market Unit – A Walk Through the Legal Issues That May Impact Your Market – Do you ever sign on the dotted line on behalf of your farmers’ market? Do you own your own farm or business, and sometimes stop to think about the legal implications if something happened at one of your markets? Or maybe you’ve heard someone is starting a new farmers’ market in the same town as yours, and there is suddenly confusion about the name. If your farmers’ market has an attorney on its advisory board who freely gives advice, you can skip this session. Otherwise, this could be the most valuable hour you spend all week. There will be plenty of time for Q&A, so bring your questions!

Maine Federation of Farmers’ Markets 10th Annual Convention
*Ticketed event, pre-registration required

Augusta/Pine Tree/Capitol Room

7:45 a.m. – 8:15 a.m.
Registration
8:15 a.m. – 8:25 a.m.
Welcome
2017 was a great year for agriculture education in Maine! Over 100,000 Maine students were impacted by this funding through $60,000 in GRANTS, VOLUNTEER READER PROJECTS for 700 classrooms, and EDUCATOR TRAININGS for hundreds of teachers and education students!!

If you would like to volunteer, find a list of grant winners, receive the monthly E-newsletter, or learn more; Visit our booth at the Ag Trade Show or online www.MaineAgintheClassroom.org

A HUGE salute goes out to each driver with an agriculture plate for making this all possible!
Maine Farmers’ Market Convention

Registration is now open for the 10th annual Maine Farmers’ Market Convention, which will take place Thursday, January 11th at the Augusta Civic Center from 8:00 am - 4:00 pm. Market vendors, managers, and volunteers from across the state will convene for the conference, the theme of which is “Keeping ‘Local’ Competitive in the Global Market: Policies, Trends, and Resources That Will Impact Maine Farmers’ Markets.” The convention is hosted by the Maine Federation of Farmers’ Markets (MFFM), and is the primary opportunity for people interested in Maine’s markets to come together for inspiration, guidance, and networking opportunities.

The keynote address at the convention, entitled ““Hacking the Local Foodshed: Packing the Toolbox,” will be delivered by Philip Ackerman-Leist, author and professor of sustainable agriculture and food systems at Green Mountain College in Vermont. Ackerman-Leist will explore how farmers’ markets are society’s best representations of “food democracy” and living economies, and how to capitalize upon the anchor role that farmers’ markets play in linking economic value to democratic values.

More than a dozen workshops and panel discussions, plus roundtable discussions and drop-in sessions, will be spread over the course of the day. There will be on-site WIC farmer authorization training, a SNAP sign-up table with the USDA, Maine Department of Agriculture, Conservation, and Forestry scales testing, and exhibitors. For more information and schedules, visit mainefarmersmarkets.org/convention-2018.

Pre-registration is required, and registration closes January 2. For more information or to register, call (207) 487-7114 or email assistant@mffm.org. Online registration is also available at mainefarmersmarkets.org.

Thank you!

To all our trades show sponsors

Farmers — attend annual Market Convention for training, services, inspiration.

By Leigh Hallett, Maine Federation of Farmers’ Markets

Maine is fortunate to have more than 115 summer farmers’ markets. Each one is organized locally through the collaborative work of farmers and other vendors.

Although some people think that winter is the “off season” for market farmers, it in fact remains a busy time. Winter is when farmers’ market members hold meetings to plan for the next season, accept applications from and interview new vendors, fundraise, and plan new programs. The annual Maine Farmers’ Market Convention, which takes place every January, is an opportunity for market members to come together for training, services, and inspiration.

This year’s convention will be held January 11th at the Augusta Civic Center, concurrent with the Maine Agricultural Trades Show. You can register for the convention at mainefarmersmarkets.org/convention-2018 or by calling 487-7114. With fifteen workshops, presentations, and panel discussions planned, the conference promises to be a busy day. The following are a few examples of topics and services scheduled for the convention:

State and national legislative update: Many people don’t realize how far-reaching the impact of agricultural legislation is, particularly in a rural state. (In 2016, just the Rural Development arm of the USDA invested $402 million in Maine.) The Federal Farm Bill directly impacts Maine farmers and consumers, funding everything from agricultural research to food benefits for senior citizens. There have been important changes in local laws as well, including exciting new developments around wine/spirit tastings at farmers’ markets.

Scales testing: Have you ever been pumping gas for your car, and noticed the seal of the Maine Department of Agriculture, Conservation, and Forestry on the gas pump? That’s because the DACF certifies equipment that weighs and measures products that Mainers purchase, equipment ranging from fuel pumps, to grocery store scales, to the propane stations where we get our BBQ grill tanks refilled. Likewise, market farmers are required to have their scales tested for accuracy each year. It only costs $5 per scale, and it’s an important way for farmers and food producers to show shoppers that their equipment is up-to-date and accurate. David Flannery, DACF Inspector of Weights and Measures, will be at the convention all day to test scales. See mainefarmersmarkets.org/scales-testing-certification for more information.

Law and Order: Farmers’ Market Unit – A Walk Through the Legal Issues That May Impact Your Market: Anyone who sells anything at a farmers’ market (or even volunteers there!) will want to invest an hour into attending this session led by attorney Dave McConnell of Perkins Thompson. It’s easy to be lulled into thinking that “someone else” will look after the fine print underpinning the market, but taking the time now to make sure everything is in order will save money and heartache later. Topics to be covered may include incorporation, trademarking, and liability, and attendees are invited to bring questions.

Keeping “Local” Competitive in the Global Market: Policies, Trends, and Resources that Will Impact Maine Farmers’ Markets - Guest speaker Philip Ackerman-Leist (a professor of sustainable agriculture and food systems at Green Mountain College in Vermont) will explore the role of farmers’ markets in Maine’s food system, and as part of a national context. Farmers’ markets are more than places where farmers and food entrepreneurs simply hone their competitive edges. They are also our society’s best representations of “food democracy” and “living economies.” As farmers and food producers work to develop “local foodsheds” that are more profitable, equitable, nimble, and resilient, it is imperative that we capitalize upon the anchor role that farmers’ markets play in linking economic value to democratic values, and Ackerman-Leist will explore these possibilities.
**Demonstration Area Schedule**

**Tuesday, January 9th**

**10:00 a.m.**

Education Before Regulation: Update on the Food Safety Modernization Act (FSMA)

Understanding the Food and Drug Administration’s new Food Safety Modernization Act (FSMA) can be a daunting task. Fortunately, there are several groups actively working to help farmers understand these regulations and establish plans for compliance. While this process may seem burdensome, it is a good way to ensure that the food you produce and distribute is safe, a good thing for your customer and your business. In this brief talk, we will give you some general overview and updates about the FSMA.

Presenters: Jason Bolton, University of Maine and Linda Titus, AgMatters LLC

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**Noon**

Roots and Batters: A-peeking Treasures from the Winter Market!

Winter Solstice Stew to Red Flannel Secret Beet Cake, (un)Fries to Die For to SweetTater Candy. Chef and cookbook author Cynthia Finnemore Simonds is joined by State Treasurer Terry Hayes as they whip up sweet and savory delicacies from the winter farmers market.

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**2:00 p.m.**

Dairy Grazing Apprenticeship Program

The Dairy Grazing Apprenticeship (DGA) program is an accredited National Apprenticeship registered with the Employment and Training Administration, U.S. Department of Labor. Originating in Wisconsin, where it was developed by and for farmers to address farm labor loss, DGA grew out of a long history of peer-to-peer education networks among dairy grazers. Formally established in June of 2011, DGA looks to match grazing dairy “Masters” with apprentices for a 2-year commitment of both formal and informal education. Currently, there are 3 farms in Maine who have qualified as Masters. Wolfe’s Neck Farm in Freeport, ME has three DGA apprentices currently working on the farm as part of their Organic Dairy Farmer Research and Training Program. This program will provide information on how to get involved, either as a Master or as an apprentice.

Presenter: Rick Kersbergens, Extension Professor, UMaine Cooperative Extension

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**Wednesday, January 10th**

**10:00 a.m.**

Taking Proactive Steps to Manage Weather Risks

Having various management strategies in place is the best way to protect the farm from weather-related risks. Join us for a discussion of risk management program options and irrigation strategies. Learn how high tunnels can be used to manage risk. Share your own risk management strategies.

Panelists include: UMaine Cooperative Extension’s Crop Insurance Education Program Manager Erin Roche, Farm Service Agency Program Specialist Amanda May, and Extension Educators Caragh Fitzgerald and Mark Hutchinson.

**11:00 a.m.**

Take Local Online with WhatsGood

The WhatsGood Marketplace is a virtual farmers market that connects buyers with local farmers, fisherman and artisans. The platform helps buyers discover local food and support their local food community. Mike Gold of Crave Food Systems will demonstrate how producers and buyers can use WhatsGood as a tool to simplify local food transactions.

Presenter: Mike Gold, Crave Food Systems

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**5:00 p.m.**

Local Celebrity Cook-Off

An evening filled with fun and surprise, as our guest contestants are tasked with cooking a dish with a secret “Maine” ingredient. Maine DACF is excited to host the first ever Local Celebrity Cook-Off at the Agricultural Trades Show. Join four local celebrities as they compete head-to-head in a Chopped style competition. They will be provided with a main ingredient for their dish, and then be given one hour to raid the pantry of ingredients and prepare a dish to impress our judges. Judging will be live at 6:00 pm, immediately following contest.

“Maine” Ingredient Donated By: Maine Beef Producers Association

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**Thursday, January 11th**

**9:00 a.m.**

Return of a Lost Art: Fiber and Spinning

Patti Ross and Ann Wishart will be spinning different breeds of wool, Alpaca and Angora rabbit fiber. They will also be demonstrating how to use a blending board, carder and spinning wheel.

Presenters: Patti Ross and Ann Wishart

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**Noon**

Baby It’s Cold Outside: Wild Maine Blueberry Crisp Gelato with Gelato Fiasco

Fresh local milk and cream, Wild Maine Blueberries, crunchy Maine sea salt, and homemade vanilla join together to become decadent Wild Maine Blueberry Crisp gelato, as Chef and cookbook author Cynthia Finnemore Simonds is joined by the flavor masters at Gelato Fiasco in this gelato making demonstration. Sample the sweet results!

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**12:30 p.m.**

Inaugural get real. get Maine! Youth Cooking Contest

Are you a student aged 14-18? Do you love to cook? Can you imagine recipes by looking at a few ingredients? Enter the first Maine Department of Agriculture, Forestry and Conservation’s get real. get Maine! Youth Cooking Contest. Send us your favorite original recipe for the chance to be chosen to compete at the 2016 Ag Trades Show in front of our audience. Contestants will be given a basket of secret ingredients and the use of our pantry and equipment. Finished dishes will be judged on taste, creativity and presentation. Take home the 2018 Best Young Chef title and prizes.

Sponsored by Backyard Farms and the Maine Department of Agriculture, Conservation and Forestry’s get real. get Maine! program

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**2:30 p.m.**

Why Value-Added Marketing is Valuable

Interested in taking your business in a different direction or engaging in value-added marketing, but unsure of what this will require? Join our group of panelists as they discuss their business profiles, how they have successfully transitioned into value-added production, and effective marketing strategies in today’s consumer-driven marketplace.

Panelists: Allison Lakin, Lakin’s Gorges Cheese LLC; Bruce Olson, Tree Spirits of Maine; and Lee Worcester, Worcester’s Wild Blueberries

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**4:00 p.m.**

Farmers FYI: Free Educational Programs for Migrant and Seasonal Farmworkers and their Families

Did you know that migrant and seasonal farmworkers and their families are eligible for free educational support? Our programs provide services such as tutoring, English language classes, HISET/GED mentoring, job training and much more! Join Maine Migrant Education Program, New England High School Equivalency Program and National Farmworker Jobs Program to learn more about eligibility, services and how our programs benefit farmers and farmworkers alike.

Presenters: Amy Hagemeier, New England High School Equivalency Program State Coordinator – Maine; Matt Flaherty, Recruiter/Advocate, Maine Migrant Education

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**2:30 p.m.**

Why Value-Added Marketing is Valuable

Interested in taking your business in a different direction or engaging in value-added marketing, but unsure of what this will require? Join our group of panelists as they discuss their business profiles, how they have successfully transitioned into value-added production, and effective marketing strategies in today’s consumer-driven marketplace.

Panelists: Allison Lakin, Lakin’s Gorges Cheese LLC; Bruce Olson, Tree Spirits of Maine; and Lee Worcester, Worcester’s Wild Blueberries

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Knowing what really matters to Maine farmers is the key to our longevity. Which is why we offer policies for farm owners like you. We cover farm dwellings, machinery and equipment, autos, personal property, liability and liability for your workers, along with other specialty coverages. We firmly believe that partnerships are powerful.

**WE’VE BEEN TAKING CARE OF THE IMPORTANT THINGS SINCE 1901.**

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**MAINE FARMERS HAVE BEEN OUR FRIENDS AND NEIGHBORS SINCE THE START.**

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**South Maine Strategic Planning Committee**

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**MAINE DEPARTMENT OF AGRICULTURE, CONSERVATION AND FORESTRY**

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**Bangor Daily News Special Advertising Section**

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**January 5, 2018**
We’re proud to bring you products from our

LOCAL PARTNERS

Hannaford is proud to work with local Maine companies, large and small, to bring you products made close to home.

“We share a common philosophy with Hannaford to bring more Maine food to more Maine people. Hannaford recognizes the value of local agriculture to Maine communities.”

- Lakeside Family Farm, Maine

Look for our we love local signs throughout the store to find all your local favorites.