

**January 15, 2019**  
**Tuesday**

**8:30 AM - 4:00 PM**

**Maine Christmas Tree Association Meeting ~ Pesticide Certification Credits Available -- Arnold Room**

Association business meeting, instructional topics about Maine Christmas trees, and \*pesticide credits.

Full agenda:

8:30AM Registration, Pre-registration recommended. Coffee etc.

9:00AM Presidents welcome: Steve Higgins

9:15AM MCTA Annual Business Meeting  
 Committee Reports:  
 Treasurer-Tammie Mulvey  
 Executive Secretary-Joanne Bond  
 Website-Dugald Kell  
 NCTA-Dugald Kell  
 Seed Orchard-Mike Seaman  
 Legislative/AGCOM-Gary Fisher  
 Public Relations/Fryeburg Fair-Jim Corliss  
 MCTA Scholarship Presentation-Len Price

11:00AM Farm Safety- Presenter: Jason Lilley, Cumberland County Extension Service

12-1:30PM Lunch

\*1:30PM **Regulation and Enforcement of pesticide laws. Presenter: Raymond Connors, BPC Manager of Compliance. (One pesticide credit)**

\*2:45PM **Pesticides Risk and Human Health. Presenter: Pam Bryer, BPC Toxicologist. (One pesticide credit)**

4:00PM Meeting Adjourned.

**9:00 AM - 5:00 PM**

**Beginning Farmer Resources Network -- Knox Room**

**Are you a “beginning farmer or rancher?”** According to the USDA a beginning farmer or rancher means an individual or entity who has not operated a farm or ranch, or who has operated a farm or ranch for not more than 10 consecutive years. If you answered, “Yes!” be sure to visit the Knox Room to connect with the Beginning Farmer Resource Network of Maine.

## January 15, 2019 Continued

### Tuesday

Agricultural and business service providers are on-hand to meet you and listen to your ideas and questions. Benefit from a 1-on-1 discussion or attend a “mini-workshop” on topics posted outside the Knox Room.

A detailed agenda of BFRN activities at the 2019 Maine Ag Trades Show will be posted outside the Knox, and Androscoggin/Aroostook and Piscataquis Rooms.

Learn more about BFRN: <https://extension.umaine.edu/beginning-farmer-resource-network/>.

9:00 AM - 4:00 PM

#### Ag Resource Room -- Androscoggin/Aroostook Room

Learn about business planning, technical assistance, promotional and marketing opportunities for your Maine agriculture business. Schedule one on one listening sessions, ask questions, and find resources that are a fit for you!

**Promotions and marketing:** Update *get real. get Maine!* producer profile, sign up to partake in promotions of annual events such as Open Farm Day, Maine Maple Sunday®, Maine Apple Day, Open Creamery Day, Open Winery Day and more.

**Learn about goals for expanding your marketing in Maine and beyond:** where can you showcase your products to customers in 2019?

**Business planning and technical assistance:** Labor topics, Senior FarmShare, agricultural development support and financing to help with your agricultural business management!

Follow along with the Maine Ag Trades Show at:  
<http://bit.ly/AttendAgTradesShow2019>

9:00 AM - 4:00 PM

**Maine Board of Pesticides Control: Pesticide Applicator Exam Training for Growers** \*\*Pre-registration required. -- Fort Western Room  
9-9:30 A.M. Check-in

UMaine Cooperative Extension and Maine Board of Pesticides Control present a three-hour training session to prepare growers for the Private Pesticide Applicator Core exam. After the Core exam training, both Core and Commodity exams will be administered. (Pre-registration is required.)

# January 15, 2019 Continued

## Tuesday

Core Exam Training

Proctored Core Exam Testing

Pre-register and learn more:

[https://www.maine.gov/dacf/php/pesticides/applicators/applicator\\_resources.html](https://www.maine.gov/dacf/php/pesticides/applicators/applicator_resources.html)

9:00 AM - 4:00 PM

### Maine Vegetable and Small Fruit Growers Association ~ Pesticide Certification Credits Available -- Howard Room

MVSFGA will host TWO days at the Trade Show this year, for the first time! Come to the annual meeting, as well as talks on washing and storing vegetables, options for marketing produce and what customers look for, starting raspberries, growing summer spinach, worker protection and passing an inspection, FSMA and GAP updates, spray additives, soil testing, and more. Join us TUESDAY and WEDNESDAY for lots of learning, and get the latest copy of the New England Small Fruit Management Guide.

**\*NOTE: There is a \$10 registration fee for non-members to attend the meeting.**

### AGENDA

- 9:00 a.m. Maine Vegetable & Small Fruit Growers Association Business Meeting  
Lisa Turner, President MVSFGA, Presiding
- 9:30 a.m. Basic Irrigation Principles to Help You Size Your System  
Ralph Turner, Laughing Stock Farm
- 10:30 a.m. Fresh Produce Marketing Options – Farmer Panel  
Bill Spiller, Ramona Snell, Mark Guzzi, Cathy Karonis
- 11:15 a.m. Produce Safety Rule and GAP Update  
Linda Titus, AgMatters
- 12:00 p.m. Lunch on your own
- 1:30 p.m. What's In Your Tank? Understanding Spray Additives for both conventional and organic materials  
Lauchlin Titus, AgMatters
- 2:15 p.m. Washing and Storing of Fresh Vegetables

## January 15, 2019 Continued

### Tuesday

Andrew Chamberlin, University of Vermont  
Cooperative Extension

3:00 p.m. Update from the Board of Pesticides Control  
Megan Patterson, Director, Maine Board of  
Pesticide Control

3:30 p.m. Spinach Throughout the Summer  
Mark Hutton, University of Maine Cooperative  
Extension

4:00p.m. Adjourn MVSFGA

Pesticide applicator credits will be offered for attending the program.

Maine Vegetable and Small Fruit Growers includes more than 120 commercial vegetable and small fruit growers who raise 100 different crops stewarded over thousands of acres of Maine farmland as part of Maine's economy. Membership registration:

<http://mvsfga.org/join.html>

9:00 AM - 11:00 AM

#### Maine Farm Bureau -- Somerset Room

Maine Farm Bureau is a true grassroots organization made up of members working in the farm, forest and fishing industries. Our members work together to identify key issues that are lobbied for in your town, at the State House and in Washington D.C. Our goal is to advocate for policies and practices that create growth and prosperity for those who harvest everything from land and sea.

In addition to our work to ensure the sustainability and profitability of all sizes and types of farms, we have an experienced knowledge base that is available for young, new and interested farmers.

Join us to learn about the legislative issues that will impact your business and how Maine Farm Bureau can help you succeed!

9:00 AM - 11:00 AM

#### Maine Organic Milk Producers Member Meeting -- Washington/York Room

A meeting of the Maine Organic Milk Producers Members. To be followed by a presentation by Jacki Perkins, MOFGA's Organic Dairy Specialist.

## January 15, 2019 Continued

### Tuesday

9:00 AM - 10:00 AM

#### Farm Labor Link Presentation Series -- Hancock Room

##### **How to stay staffed throughout the summer:**

In a tight labor market, what are your strategies to keep your farming operations rolling this coming season? In this panel session, the Farm Labor Link Network will examine hiring incentive programs, the H2A temporary worker program, and provide you with the resources to recruit and retain employees.

*This is part of a presentation series by the Maine Farm Labor Link. [Maine Farm Labor Link](#) is an agricultural jobs network linking farms and facilities processing agricultural products grown in the State with available workers who wish to work on a farm or in a local food industry.*

9:00 AM - 10:00 AM

#### FSMA and GAP Workshop Series for Produce Growers -- Cumberland Room

Workshop I — #FSMAFacts-What You Need to Know About the Produce Safety Rule

Join Leah Cook and the Department of Ag to learn what's required by FSMA's Produce Safety Rule, how it affects you, and who qualifies for which exemptions. Bring your questions and your creativity—we'll help you navigate the law and access the free resources that can help you be confident AND compliant!

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

9:00 AM - 10:00 AM

#### Soil Fertility and Soil Amendments: An Organic Approach ~ MOFGA Presentation Series -- Piscataquis/Sagadahoc Room

##### **Soil Fertility and Soil Amendments: An Organic Approach Caleb Goossen, MOFGA's Crop and Conversation Specialist**

Caleb Goossen, *MOFGA's Crop and Conversation Specialist* and Eric Sideman, *MOFGA's Crop Specialist* will team up to present a series of lectures on the principles behind organic farming. There is not a simple recipe or guide to organic farming because it is fundamentally based on the biology and chemistry of the farm system, i.e., its soil, crops and surrounding ecosystem. Knowing the scientific principles behind soil and pest management will help farmers make better management decisions in particular situations.

In this session, Caleb Goossen will talk about the key concepts of providing organic soil fertility for your crops, and discuss strategies for

## January 15, 2019 Continued

### Tuesday

choosing organically approved amendments that target your cropping needs.

*This is part of a presentation series by Maine Organic Farmers and Gardeners Association (MOFGA).*

9:30 AM - 10:30 AM

**Maine Board of Pesticides Control: Pesticide Applicator Recertification -- Kennebec/Penobscot Room**  
**Bt Corn Update—John Jemison, UMaine Cooperative Extension**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

10:00 AM - 12:00 PM

**Maine Cheese Guild Meeting -- Lincoln Room**

**Meet the Maine Cheese Guild.** The Maine Cheese Guild supports the cheese making community in Maine through education, marketing, advocacy and more! Come meet the members and learn about Maine cheese.

10:00 AM - 12:00 PM

**Maine Milk Commission Meeting -- Aroostook Room**

Informational meeting with update about market conditions for milk.

10:00 AM - 11:00 AM

**Farm Labor Link Presentation Series -- Hancock Room**

**Farm Labor Roundtable:** Farm Labor Link Network along with other service providers including MOFGA, University of Maine Cooperative Extension and Maine Department of Labor is coordinating an open discussion about agricultural labor needs and brainstorming solutions.

*This is part of a presentation series by the Maine Farm Labor Link. [Maine Farm Labor Link](#) is an agricultural jobs network linking farms and facilities processing agricultural products grown in the State with available workers who wish to work on a farm or in a local food industry.*

10:00 AM - 11:00 AM

**FSMA and GAP Workshop Series for Produce Growers -- Cumberland Room**

10–11 am: Workshop II — FSMA's Produce Safety Rule vs GAP-A Side by Side Comparison

The Food Safety Modernization Act is a mandatory federal Rule. Good

## January 15, 2019 Continued

### Tuesday

Agricultural Practices (GAP) Audits are a voluntary certification. Both require planning and paperwork and come with costs and opportunities. Come to this session to learn how their rules and requirements compare, and how you can streamline your planning and on-farm systems for both.

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

10:00 AM - 11:00 AM

Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room

**10:00 Maine Soils and Farming\*. What you should know about the most important asset on a farm, and what to look for before purchasing or expanding the farm.** Soil terminology, properties, and limitations. David P. Rocque, State Soil Scientist, Maine Department of Agriculture, Conservation and Forestry.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

10:00 AM - 11:00 AM

Organic Pest Control: The Bugs and the Diseases ~ MOFGA Presentation Series ~ Pesticide Certification Credit Available -- Piscataquis/Sagadahoc Room

**Organic Pest Control: The Bugs and the Diseases Eric Sideman, MOFGA's Crop Specialist**

Caleb Goossen, *MOFGA's Crop and Conversation Specialist* and Eric Sideman, *MOFGA's Crop Specialist* will team up to present a series of lectures on the principles behind organic farming. There is not a simple recipe or guide to organic farming because it is fundamentally based on the biology and chemistry of the farm system, i.e., its soil, crops and surrounding ecosystem. Knowing the scientific principles behind soil and pest management will help farmers make better management decisions in particular situations.

Organic management of insects and diseases is centered on cultural practices and pesticides are only used for rescue treatments when cultural practices cannot save the crop. Eric Sideman will discuss both cultural practices and organic pesticides for the new and common

## January 15, 2019 Continued

### Tuesday

problems that are recently plaguing organic vegetable growers.

*\*Pesticide certification credits available.*

10:45 AM - 11:45 AM

**Maine Board of Pesticide Control: Updates -- Kennebec/Penobscot Room**  
**Maine BPC Staff present Maine Board of Pesticide Control Updates.**

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

11:00 AM - 1:00 PM

**Farming With Carnivores Panel ~ Maine Forest Service -- Hancock Room**

Farming successfully with carnivores is not just about using good animal husbandry practices. It is also about understanding the ecology of the carnivores on your farm, and managing the habitats that enable them and their prey to live stable lives. The result is a healthy biodiverse landscape on your farm. Come join us as a collaboration of forester, ecologist, farmer and carnivore biologist share how this all works together.

11:00 AM - 12:00 PM

**Compost, Crop Rotation, and Green Manures ~ MOFGA Presentation Series ~ Pesticide Certification Credit Available -- Piscataquis/Sagadahoc Room**  
**Compost, Crop Rotation, and Green Manures Eric Sideman, MOFGA's Crop Specialist and Caleb Goossen, MOFGA's Crop and Conversation Specialist**

Caleb Goossen, *MOFGA's Crop and Conversation Specialist* and Eric Sideman, *MOFGA's Crop Specialist* will team up to present a series of lectures on the principles behind organic farming. There is not a simple recipe or guide to organic farming because it is fundamentally based on the biology and chemistry of the farm system, i.e., its soil, crops and surrounding ecosystem. Knowing the scientific principles behind soil and pest management will help farmers make better management decisions in particular situations.

How do green manures and compost fit into your cropping plan? Join MOFGA crop specialists Caleb Goossen and Eric Sideman to go over important considerations for utilizing cover crops and amendments to maximize soil health and field usage efficiency.

*\* Pesticide Certification Credit Available*



**January 15, 2019 Continued**  
**Tuesday**

*This is part of a presentation series by Maine Organic Farmers and Gardeners Association (MOFGA).*

11:00 AM - 12:00 PM

**Managing Milk Supply ~ MOFGA Presentation Series --  
 Washington/York Room**

**Managing Milk Supply, Creating Your Own Milk Quota:**

understanding the various ways to adjust on-farm milk supply to meet your individual needs and market. Panel led by Jacki Perkins, MOFGA's Organic Dairy Specialist with a panel of dairy producers.

*This is part of a presentation series by Maine Organic Farmers and Gardeners Association (MOFGA).*

11:00 AM - 12:00 PM

**Nutrient Management Program Training ~Certification Credit  
 Opportunity -- Waldo Room**

**11:00 The Updated Chapter 565 Maine Nutrient Management Rules – Changes and Clarifications\***. An overview of the major changes to the Rule that affect farmers and Maine Certified Nutrient Management Planning Specialists. Mark F. Hedrich, Nutrient Management Program Manager, Maine Department of Agriculture, Conservation and Forestry.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

11:00 AM - 12:00 PM

**ReVision Energy -- Somerset Room**

**Solar Energy for Maine Agriculture**

Learn how Maine agricultural businesses are using solar energy to lower their energy costs and reduce their fuel usage. Join ReVision Energy for a solar energy discussion which will include updates on LED lighting, heat pump technology, battery storage and EV chargers. Presented by Nate Bowie.

1:00 PM - 4:00 PM

**WIC Farmers' Market Nutrition Program -- Hancock Room**

Ana Pedre, Vendor Specialist will give insight on Maine's Women, Infants and Children's (WIC) program purpose, eligible foods, requirements, and process. Apply to become a Maine WIC farmer.

## January 15, 2019 Continued

### Tuesday

1:00 PM - 3:00 PM

**Greater Portland Council of Governments -- Oxford Room**  
Come learn about Greater Portland Council of Governments (GPCOG) programs such as: Rural Energy for America Program, Grants and Loans for Farmers and Rural Small Businesses.

1:00 PM - 2:00 PM

**FSMA and GAP Workshop Series for Produce Growers -- Cumberland**  
Workshop III: Bridging the GAP-Opening Markets and Managing Risks with USDA GAP Audits  
Curious about Good Agricultural Practices (GAP) Audits and how they work? Leah Cook of the Department of Ag and Linda Titus of Ag Matters will explain how the USDA GAP Audit program works, what Leah's inspectors will look for, and solutions to common farm challenges. They will share real costs, real benefits, and the free resources available to help you prepare.

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

1:00 PM - 2:00 PM

**Marketing 101: Understanding Your Target Market~SCORE Workshop -- Aroostook Room**  
Marketing 101: Understanding Your Target Market

Attend this workshop to learn how to understand your target market.

Want to schedule a one on one meeting with a SCORE advisor? SCORE advisors are available all three days of the show to discuss topics such as: Farm Goals & Business Planning, Farm Financial Statements, Financial Projections, Determining Capital Needs, Marketing, Growth Strategies

Schedule your meeting: <https://conta.cc/2R0Wt3F>

1:00 PM - 2:00 PM

**Sodexo Meeting -- Lincoln Room**  
In most communities, institutions are the largest food buyers, presenting considerable market potential for local producers.

In this session, attendees will learn about 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 to quantify Sodexo's institutional demand in Maine and how

## January 15, 2019 Continued

### Tuesday

that information is used to support production planning in state. This will provide an in-depth look at how purchasing data can inform farmers of potential market demand.

Learn how one food service company approaches local food at a statewide level, understand how tracking purchases can inform the food system of institutional demand, and how we can improve our communication throughout the system.

Presented by Maeve McInnis, Maine Course Director

1:30 PM - 4:00 PM

### MOFGA Annual Meeting -- Piscataquis/Sagadahoc Room

Hear from Maine Organic Farmers and Gardeners Association (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.

2:00 PM - 5:00 PM

### Respirator Fit Testing ~Pre-Registration Requested -- Locker Rooms of Augusta Civic Center

Fit testing will be offered by University of Maine Cooperative Extension. Pre-registration is requested.

Sign up for a timeslot at: <https://extension.umaine.edu/cumberland/>

Fit testing is scheduled for Tuesday and Wednesday of the show, beginning at 2:00 p.m.

For more information about respirator fit testing, contact Jason Lilley: 1-800-287-1471.

2:00 PM - 4:00 PM

### Maine ESE Trustees Meeting -- Somerset Room

Meeting of Maine Trustees for Eastern States Exposition.

2:00 PM - 3:00 PM

### Maine Board of Pesticides Control: Pesticide Applicator Recertification -- Kennebec/Penobscot

### **Use of Disinfectants on the Farm: What They Are, How They Work and Use Precautions—Linda Titus, Ag Matters**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

January 15, 2019 Continued  
Tuesday

<https://www.maine.gov/dacf/php/pesticides/>

2:00 PM - 3:00 PM

Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room  
**Applied Soil Health: Value, Assessment, and Innovative Practices\***. **Practical considerations for maintaining or improving soil health.** Tony Jenkins, State Resource Conservationist and Soil Scientist, USDA Natural Resources Conservation Service.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

3:00 PM - 5:00 PM

When You're in the Slog of it: Farmer Stress ~ MOFGA Presentation Series -- Washington/York Room  
**When You're in the Slog of it: Farmer Stress**

Discuss stresses and challenges at different points in time during the first ten years of farming, which are part of the normal cycle of development. Farmers and professionals will share stories of personal experiences, resources and coping strategies.

*This is part of a presentation series by Maine Organic Farmers and Gardeners Association (MOFGA).*

3:00 PM - 4:00 PM

Branding yourself in the Age of Social Media --Hannaford Workshop -- Aroostook Room  
**Branding yourself in the Age of Social Media**  
Maine Marketing agency focused on supporting Maine businesses and entrepreneur. Featuring Cre8iv Company, LLC. President Matt Beach. Sponsored by Hannaford.

3:00 PM - 4:00 PM

Maine Standardbred Breeders and Owners Assoc. Meeting -- Oxford Room

## January 15, 2019 Continued

### Tuesday

3:00 PM - 4:00 PM

#### Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room

**3:00 Gravel Roads and Water Quality\***. Farm gravel road construction and maintenance require a basic understanding of groundwater hydrology, soil erosion and runoff potential, all explained here. David P. Rocque, State Soil Scientist, Maine Department of Agriculture, Conservation and Forestry.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

3:00 PM - 4:00 PM

#### Steps to Becoming a Certified Organic Producer by MOFGA Certification Staff~MOFGA Presentation Series -- Lincoln Room

#### **Steps to Becoming a Certified Organic Producer by MOFGA Certification Staff**

Join staff from MOFGA Certification Services as we 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.

*This is part of a presentation series by Maine Organic Farmers and Gardeners Association (MOFGA).*

3:15 PM - 4:15 PM

#### Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Room

#### **Respirators: What You Need to Know—Jason Lilley, UMaine**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

**January 15, 2019 Continued**  
Tuesday

4:00 PM - 5:00 PM

**Maine Hemp Farmers' Roundtable Discussion and Symposium --  
Fort Western Room**

All licensed Maine hemp farmers welcome. Please submit poster or research presentation summaries to [erica@lovegrownhealing.com](mailto:erica@lovegrownhealing.com). This will be a presentation of current research as well as a discussion about ways to connect and work together to promote Maine hemp as a national branding tool, to assist small farmers in their marketing strategies.

**January 16, 2019**  
**Wednesday**

**8:00 AM - 4:00 PM**

**Maine Woodland Owners Annual Meeting and Forestry Forum --  
 Augusta/Capitol/Pine Tree Room**

Maine Woodland Owners will be holding our Annual Meeting and Forestry Forum during the Agricultural Trades Show on Wednesday, January 16th from 8:00 am to 4:00 pm. The daylong event will begin with our Annual Meeting for members for about an hour and then transition to our Forestry Forum.

The Forestry Forum will include informative presentations on topics important to woodland owners, as well as door prizes, a silent auction and entertainment.

The Forestry Forum is free and open to the public. We look forward to seeing you there!

**8:55 AM - 2:30 PM**

**Maine Maple Syrup Producers Association Meeting --  
 Washington/York Room**

Maple syrup contest entries due 9:00 a.m. for judging.  
 Educational information about maple and business management and industry trends.

Annual Business Meeting of the Maine Maple Producers' Association. Remember to update your information and register for Maine Maple Sunday® 2019!

**9:00 AM - 4:00 PM**

**Maine State Florists' Growers' Association ~Pesticide Certification  
 Credits Available -- Sagadahoc Room**

Attend educational presentations and meetings of the association for industry topics and trends.

Registration for the day: \$10 for Members of MSFGA/ MMGGA, \$25 for Non-members.

**Go Loco for Grown Local!**

**AGENDA**

9:00a.m. Registration

9:30 - 10:30 a.m. IPM2.0: Data -driven decision making for greenhouse and nursery management  
 The 1-hr presentation will focus on using sensors and the data they generate to make informed decisions for ornamental greenhouse and nursery production. Techniques for monitoring environmental conditions, fertility and plant health status will be discussed in addition to best management practices for growers in the northeast.

Matthew Wallhead - Extension Ornamental Hort.  
 Specialist and Assistant Professor of Horticulture

## January 16, 2019 Continued

### Wednesday

10:45 - 11:45 a.m. Strawberries for Commercial farmers and home gardeners.

Growing strawberries is both profitable for commercial farmers and rewarding for home gardeners. While the old perennial bed system is still a successful and dominant technique, new production methods are becoming more popular as we look to expand the fresh strawberry season and increase yield and fruit quality. We will look at the status of strawberry growing in the northeast and how new techniques may lead to more interest in this crop, as well as reviewing pest problems, new and old, that need to be addressed.

David T. Handley, Ph.D. - Vegetable & Small Fruit Specialist

12:00 - 12:45 p.m. Lunch (On your own)

12:45 - 1:45 p.m. Orchard Business Talk!

Transitioning from strictly wholesale to Pick Your Own, then Agritourism as we continue to diversify and transition to the 8th generation. They grow apples, peaches, nectarines, plums, pears, cherries and more.

Jack McAdam & Family--McDougal Orchards, Springvale, ME

2:00 -2:45 p.m. Geothermal Greenhouse, nursery production, Barth daylilies & more

O'Donal's Nursery, in Gorham, Maine; a Retail Garden Center that also offers a large list of Maine - Grown woody trees and shrubs to the Landscape Trade; has, with the help of an "Energy Conservation Innovation" grant from the USDA, built an innovative geothermally - heated greenhouse for the production of their perennial crop. Jeff O'Donal will speak about the planning, grant - funding and construction of the facility; as well as talking about their field - production and their exclusive Barth Daylily program.

Jeff O'Donal, Owner of O'Donal's Nursery

3:00 - 4:00 p.m. Game Time! What's Bugging You?!\*

Join us for a game to test your knowledge of greenhouse pests and issues that have been moving globally or that are common problems within Maine's local pest complex. Challenge your colleagues to see who knows the best practices to manage these plant pests and issues!

Carole Neil & Sarah Scally, Asst. Horticulturists, Maine Dept. of Ag. Conservation & Forestry

*\* This session has been approved for one pesticide recertification credit.*

Learn more:



# January 16, 2019 Continued

## Wednesday

Maine State Florists and Growers Association  
<https://mainestatefloristsandgrowers.com/>

Mid Maine Greenhouse Growers Association  
<https://www.plants4maine.com/>

9:00 AM - 4:00 PM

### Maine State Pomological Society Annual Meeting -- Arnold/Howard Room

The Maine State Pomological Society, a nonprofit organization incorporated in 1873, is comprised of apple orchards throughout the state dedicated to strengthening the sector as well as the agricultural industry in Maine.

Session includes educational presentations for crop management and planning, and annual meeting of the organization.

#### AGENDA

9:00-9:15 Welcome and Introductions Joel Gilbert, President  
Maine State Pomological Society

9:15-9:45 Dr. Renae Moran -Biennial Bearing Apple Trees,  
University of Maine

9:45-10:30 Agronomist Lauchlin Titus -Understanding your soil  
and leaf analysis to make informed fertilizer applications, AgMatters

10:30-10:40 Break

10:40-11:15 Dr. Jim McConnen -Keys to Long Term Financial  
Success in Agribusiness, University of Maine

11:15-11:30 Senator Jeff Timberlake -Legislative Update

11:30-12:00 Maine State Pomological Society Annual Business  
Meeting

12:00-1:00 Lunch on your own

1:00-1:15 Linda Titus Food Safety Update, AgMatters

1:15-1:45 Glen Koehler -Tree Fruit Pests Update, University of  
Maine

1:45-2:45 David Kennard -Building Trellis Systems and Deer  
Fences the right way, Wellscroft  
Fence Systems LLC

## January 16, 2019 Continued

### Wednesday

2:45-3:15 Eric Venturini -Promoting pollinator and other beneficial arthropod habitat -Xerces Society for invertebrate conservation and NRCS

3:15-4:00 Group wide discussion of apple industry issues and what we can do to help -Maine Pomological Society

9:00 AM - 4:00 PM

**Maine Vegetable and Small Fruit Growers Association ~ Pesticide Certification Credits Available -- Fort Western Room**  
MVSFGA will host TWO days at the Trade Show this year, for the first time! Come to the annual meeting, as well as talks on washing and storing vegetables, options for marketing produce and what customers look for, starting raspberries, growing summer spinach, worker protection and passing an inspection, FSMA and GAP updates, spray additives, soil testing, and more. Join us TUESDAY and WEDNESDAY for lots of learning, and get the latest copy of the New England Small Fruit Management Guide.

**\*NOTE: There is a \$10 registration fee for non-members to attend the meeting.**

#### AGENDA

- 9:00 a.m. Maine Vegetable & Small Fruit Growers Association  
Welcome and Announcements  
Lisa Turner, President MVSFGA
- 9:15 a.m. Highmoor Farm Trials: Melons, Strawberries, Beans, Pumpkins, Sweet Corn, and More  
Mark Hutton, David Handley, University of Maine  
Cooperative Extension
- 10:30 a.m. Getting Ready for the Next Generation: Farmer Transition Panel  
Ford and Tom Stevenson  
Doug and Tomi Chipman  
Walter and Michael Goss
- 11:15 a.m. Farm Worker Protection Standards: When an Inspector Visits Your Farm  
Amanda Couture, Maine Department of  
Agriculture, Conservation & Forestry
- 11:45 a.m. Whole Farm Revenue Protection  
Erin Roche, University of Maine Cooperative

## January 16, 2019 Continued

### Wednesday

#### Extension

- 12:00 p.m. Lunch on your own
- 1:30 p.m. New Vegetable Varieties, Focus on Disease  
Resistance  
Tom Lewandowski, Harris Seeds  
Lauchlin Titus, Seedway
- 2:30 p.m. Getting Started in Raspberries  
David Handley, University of Maine Cooperative
- Extension
- 3:00 p.m. Adventures In Pest Control, Stories from the  
Field  
Lauchlin Titus, AgMatters
- 3:30 p.m. Phosphorus Management in Vegetable Production  
Bruce Hoskins, University of Maine
- 4:00p.m. Adjourn MVSFGA

Pesticide applicator credits will be offered for attending the program. There will be a \$10.00 per day registration fee for non-members to attend the meeting.

Maine Vegetable and Small Fruit Growers includes more than 120 commercial vegetable and small fruit growers who raise 100 different crops stewarded over thousands of acres of Maine farmland as part of Maine's economy. Membership registration:  
<http://mvsfga.org/join.html>

#### 9:00 AM - 3:00 PM

#### Beginning Farmer Resource Network -- Knox Room

**Are you a “beginning farmer or rancher?”** According to the USDA a beginning farmer or rancher means an individual or entity who has not operated a farm or ranch, or who has operated a farm or ranch for not more than 10 consecutive years. If you answered, “Yes!” be sure to visit the Knox Room to connect with the Beginning Farmer Resource Network of Maine.

Agricultural and business service providers are on-hand to meet you and listen to your ideas and questions. Benefit from a 1-on-1

## January 16, 2019 Continued

### Wednesday

discussion or attend a “mini-workshop” on topics posted outside the Knox Room.

A detailed agenda of BFRN activities at the 2019 Maine Ag Trades Show will be posted outside the Knox, and Androscoggin/Aroostook and Piscataquis Rooms.

Learn more about BFRN: <https://extension.umaine.edu/beginning-farmer-resource-network/>.

9:00 AM - 2:00 PM

### Ag Resources Room -- Cumberland Room

Learn about business planning, technical assistance, promotional and marketing opportunities for your Maine agriculture business. Schedule one on one listening sessions, ask questions, and find resources that are a fit for you!

**Promotions and marketing:** Update *get real. get Maine!* producer profile, sign up to partake in promotions of annual events such as Open Farm Day, Maine Maple Sunday®, Maine Apple Day, Open Creamery Day, Open Winery Day and more.

**Learn about goals for expanding your marketing in Maine and beyond:** where can you showcase your products to customers in 2019?

**Business planning and technical assistance:** Labor topics, Senior FarmShare, agricultural development support and financing to help with your agricultural business management!

Follow along with the Maine Ag Trades Show at:  
<http://bit.ly/AttendAgTradesShow2019>

9:00 AM - 12:00 PM

### Maine Winery Guild Meeting -- Hancock Room

Come meet the Maine Winery Guild!

The Maine Winery Guild supports Maine Winery businesses, through promotion, industry growth and development, and economic programs designed to strengthen and expand the potential of all our members.

9:00 AM - 11:00 AM

### Beginning Farmer Resource Network (BFRN) Workshop: Digging into Soils -- Aroostook/Androscoggin Room

#### **Digging into Soils**

Join soil scientists and farmers who have worked together to apply innovative strategies to improve soil health. Learn how different soil types influence management and what methods farmers are using to

## January 16, 2019 Continued

### Wednesday

increase soil health, decrease fertility needs, and improve soil water management.

A detailed agenda of BFRN activities at the 2019 Maine Ag Trades Show will be posted outside the Knox, and Androscoggin/Aroostook and Piscataquis Rooms.

Learn more about BFRN: <https://extension.umaine.edu/beginning-farmer-resource-network/>.

9:00 AM - 11:00 AM

#### Maine Farm Bureau -- Somerset Room

Maine Farm Bureau is a true grassroots organization made up of members working in the farm, forest and fishing industries. Our members work together to identify key issues that are lobbied for in your town, at the State House and in Washington D.C. Our goal is to advocate for policies and practices that create growth and prosperity for those who harvest everything from land and sea.

In addition to our work to ensure the sustainability and profitability of all sizes and types of farms, we have an experienced knowledge base that is available for young, new and interested farmers.

Join us to learn about the legislative issues that will impact your business and how Maine Farm Bureau can help you succeed!

9:00 AM - 10:00 AM

#### Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Room **Pesticide Risks: What You Need to Know—Pam Bryer, BPC**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

10:00 AM - 12:00 PM

#### Beginning Farmer Resource Network (BFRN) Workshop: Gearing up after Buying Land -- Piscataquis Room **Gearing up after Buying Land**

You've purchased your farm land, now how do you set up the infrastructure to make it work for you now and into the future? Learn how farmers have worked with technical service providers to realize their production and financial goals.

## January 16, 2019 Continued

### Wednesday

For more details about these workshop and the Beginning Farmer Resource Network of Maine, please see <https://extension.umaine.edu/beginning-farmer-resource-network/upcoming-events/>

10:00 AM - 11:00 AM

**Maine Farmland Trust: Conservation Easements -- Oxford Room**  
**Accessing Capital Through Agricultural Conservation Easements:** Whether you own a property or are looking to buy agricultural lands Conservation Easements can provide financial compensation to reinvest in your property, aid in the generational transfer of land, or help make a farm purchase more affordable. Join the Maine Farmland Trust in an interactive workshop to answer your questions about Agricultural Conservation Easements and learn through case studies the different ways in which they have been utilized here in Maine.

10:00 AM - 11:00 AM

**Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room**  
**Practical Concerns for Pastured and Free-range Livestock; the Best \$30 You May Ever Spend\***. Dr. Anne Lichtenwalner, DVM PhD, Associate Professor Animal & Veterinary Sciences, University of Maine Cooperative Extension and Director, University of Maine Veterinary Diagnostic Laboratory.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

10:00 AM - 10:30 AM

**Senior Farmshare Farmer Training Session -- Cumberland Room**  
 Do you grow food for Maine's Senior Farmshare program? Are you a farmer looking to learn more about this program? This is for you!

Obtain your 2019 farmer sign-up packet, and complete the required Senior Farm Share farmer training. Training session includes program overview and packets, completion of training, and time for question and answers.

Complete your training three ways across three days!

- At one of five scheduled presentations
- Mobile training cart—different locations at the venue. Follow the FarmShare at <http://bit.ly/AttendAgTradesShow2019>
- DIY. Complete at your own pace in the Ag Resources Room

## January 16, 2019 Continued

### Wednesday

List of scheduled trainings:

Wednesday, 1/16

10:00 a.m.

2:00 p.m.

3:00 p.m.

Thursday, 1/17

Noon

1:00 p.m.

10:15 AM - 11:15 AM

**Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Room**  
**Pesticide Application Equipment Calibration Part I—George Hamilton, UNH**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

11:00 AM - 2:00 PM

**WIC Farmers' Market Nutrition Program -- Lincoln**

Ana Pedre, Vendor Specialist will give insight on Maine's Women, Infants and Children's (WIC) program purpose, eligible foods, requirements, and process. Apply to become a Maine WIC farmer.

11:00 AM - 12:00 PM

**Maine Landscape and Nursery Association -- Oxford Room**

11:00 AM - 12:00 PM

**Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room**

**11:00 How Do You Measure Soil Health\*? Bruce Hoskins, Soil Scientist and Director, University of Maine Soil Testing and Analytical Laboratory.**

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

## January 16, 2019 Continued

### Wednesday

11:30 AM - 12:30 PM

**Maine Board of Pesticides Control: Pesticides Applicator  
Re-certification -- Kennebec/Penobscot Room  
Pesticide Application Equipment Calibration Part II—George  
Hamilton, UNH**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

12:00 PM - 2:00 PM

**Maine Grass Farmers Network Meeting -- Hancock Room**  
Colt Knight, Assistant Extension Professor and livestock specialist, University of Maine Cooperative Extension will give a presentation geared to Maine's grass farming producers.

Caragh B. Fitzgerald Associate Extension Professor, University of Maine Cooperative Extension will give a presentation about pasture and hayfield management. The Dirty Dozen: Identifying and managing the most challenging weeds in pastures and hayfields.

1:00 PM - 5:00 PM

**Maine Beef Producers Association Meeting -- Oxford Room**  
The Maine Beef Producers Association (MBPA) meeting includes educational presentations, annual meeting and board of directors meeting.

1 pm – Food Safety and FSMA Considerations for producers - Clint Giustra, Former USDA Meat Inspector

1:45 – What to expect from your processor – Dr. Colt Knight, State Livestock Specialist, Univ. of Maine Cooperative Extension

2:30 – Producer presentation – Steve Sinisi, Old Crow Ranch, Durham

3 pm – MBPA Annual Meeting

4 pm – January MBPA Board meeting



## January 16, 2019 Continued

### Wednesday

1:00 PM - 3:00 PM

**Beginning Farmer Resource Network Workshop Problem Solving Resources: Figuring out who to call -- Aroostook/Androscoggin Room**

**Problem Solving Resources: Figuring out who to call**

Hear from experienced farmers who've worked with professional agricultural and business service providers to solve a variety of problems on their farms. Learn how service providers can help you identify problems and strategize/plan solutions to become trusted members of your professional resource team.

For more details about these workshop and the Beginning Farmer Resource Network of Maine, please see <https://extension.umaine.edu/beginning-farmer-resource-network/upcoming-events/>

1:00 PM - 2:00 PM

**Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room**

**1:00 Unusual Composting Event – Seals! & Response to Hurricane Florence – Carcass Composting in North Carolina\*.**

Mark A. King, Environmental Specialist, Bureau of Remediation and Waste Management, Materials Management Sustainability Unit, Maine Department of Environmental Protection.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg Credit.*

*This is part of the Nutrient Management Program Training Series.*

1:30 PM - 2:30 PM

**Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Room**

**Emerging Invasive Insects: Emerald Ash Borer, Brown Marmorated Stink Bug, and Spotted Wing Lanternfly—Karen Coluzzi, MDACF and MFS Staff**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

## January 16, 2019 Continued

### Wednesday

2:00 PM - 5:00 PM

### Respirator Fit Testing ~Pre-Registration Requested -- Locker Rooms of Augusta Civic Center

Fit testing will be offered by University of Maine Cooperative Extension. Pre-registration is requested.

Sign up for a timeslot at: <https://extension.umaine.edu/cumberland/>

Fit testing is scheduled for Tuesday and Wednesday of the show, beginning at 2:00 p.m.

For more information about respirator fit testing, contact Jason Lilley: 1-800-287-1471.

2:00 PM - 4:00 PM

### Beginning Farmer Resource Network (BFRN) Workshop: Making Your Woods Work for You -- Piscataquis Room

#### **Making Your Woods Work for You**

Your woodlands can be an economic and ecological asset for your farm. Learn how you can work with local professionals to make a plan and realize your resource beyond your field's edge. Program features farmers and professionals from the Maine Forest Service, Natural Resource Conservation Service, and Soil & Water Conservation Districts.

A detailed agenda of BFRN activities at the 2019 Maine Ag Trades Show will be posted outside the Knox, and Androscoggin/Aroostook and Piscataquis Rooms.

Learn more about BFRN: <https://extension.umaine.edu/beginning-farmer-resource-network/>.

2:00 PM - 3:00 PM

### Kent Feed Nutrition Seminar -- Lincoln Room

Animal nutrition presentation by Kent Feeds.

2:00 PM - 3:00 PM

### Nutrient Management Program Training ~Certification Credit Opportunity -- Waldo Room

**2:00 The Updated Chapter 565 Maine Nutrient Management Rules – Changes and Clarifications\***. An overview of the major changes to the Rule that affect farmers and Maine Certified Nutrient Management Planning Specialists. Mark F. Hedrich, Nutrient Management Program Manager, Maine Department of Agriculture, Conservation and Forestry.

*Each one-hour talk qualifies for 1 Nutrient Management Recertification Credit. Starred talks may qualify for 1 CCA/CPAg*

## January 16, 2019 Continued

### Wednesday

*Credit.*

*This is part of the Nutrient Management Program Training Series.*

2:00 PM - 2:30 PM

**Senior Farmshare Farmer Training Session -- Cumberland Room**  
Do you grow food for Maine's Senior Farmshare program? Are you a farmer looking to learn more about this program? This is for you!

Obtain your 2019 farmer sign-up packet, and complete the required Senior Farm Share farmer training. Training session includes program overview and packets, completion of training, and time for question and answers.

Complete your training three ways across three days!

- At one of five scheduled presentations
- Mobile training cart—different locations at the venue. Follow the FarmShare at <http://bit.ly/AttendAgTradesShow2019>
- DIY. Complete at your own pace in the Ag Resources Room

List of scheduled trainings:

Wednesday, 1/16

10:00 a.m.

2:00 p.m.

3:00 p.m.

Thursday, 1/17

Noon

1:00 p.m.

3:00 PM - 5:00 PM

**Bartlettyarns Inc. Meeting -- Hancock Room**

Bartlettyarns is famous for its Maine wool yarn, roving and other fine products. In addition to retail products, Bartlettyarns provides custom processing services to fiber producing friends.

3:00 PM - 4:00 PM

**Growing Together: Wholesaler and Retailer Relationships Hannaford  
Producer Panel -- Cumberland Room**

**Growing Together: Wholesaler and Retailer Relationships**

Learn from current Hannaford vendors who started small and grew their business relationships. Panel includes Maine Pie Company Jill Miller, Plucked Fresh Salsa, Kelly Towle, and Pineland Farm's Justin Gray and Hannaford team members.

## January 16, 2019 Continued

### Wednesday

3:00 PM - 4:00 PM

Maine Board of Pesticides Control: Meeting -- Kennebec/Penobscot Room  
**Meeting of the Board of Pesticides.**

Learn more:

<https://www.maine.gov/dacf/php/pesticides/>

3:00 PM - 3:30 PM

Senior Farmshare Farmer Training Session -- Cumberland Room  
 Do you grow food for Maine's Senior Farmshare program? Are you a farmer looking to learn more about this program? This is for you!

Obtain your 2019 farmer sign-up packet, and complete the required Senior Farm Share farmer training. Training session includes program overview and packets, completion of training, and time for question and answers.

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List of scheduled trainings:

Wednesday, 1/16

10:00 a.m.

2:00 p.m.

3:00 p.m.

Thursday, 1/17

Noon

1:00 p.m.

4:00 PM - 5:00 PM

Demystify the Entry to Market: Maine Grocers and Food Producers Panel -- Cumberland

**Demystify the Entry to Market.** This panel features buyers and retailers who can share their experience to provide specific information to curious producers.

Learn how to approach store managers, category buyers, and other

## January 16, 2019 Continued

### Wednesday

non-traditional retail buyers to sell your product. The panel will address questions such as, “What should you be prepared to provide for inventory? How do stores determine their next best steps? What are expected commitments as a food producer selling to retailers?”

Panel features independent grocers and Maine based businesses.

Come with questions, leave with connections!

4:00 PM - 5:00 PM

**Maine Board of Pesticides Control: Open Forum --  
Kennebec/Penobscot Room  
Open Forum for Growers, Applicators and the Public—BPC and  
Maine IPM Council.**

Learn more:

<https://www.maine.gov/dacf/php/pesticides/>

5:00 PM - 7:00 PM

**get real. get Maine! Producer Showcase --  
Aroostook/Androscoggin/Cumberland  
Meet the makers of, and shop for, Maine’s best agricultural food,  
artisan crafted products and more.**

Enjoy an evening at the show and get to know how and where you can buy Maine goods across the state to help grow Maine agriculture!

Featured purveyors include: A Wrinkle in Thyme Farm, Maine Winery Guild, Grey Goose Gourmet, Riverside Lavender Farm, Christopher Hastings Confections, and more!

Learn more at [www.getrealmaine.com](http://www.getrealmaine.com)

5:00 PM - 7:00 PM

**Kennebec County Extension Association Annual Meeting --  
Arnold/Howard Room**

Come learn how to support the agriculture community through volunteer opportunities. The meeting will also include a brief annual meeting of the Kennebec County Extension Association. Light refreshments will be served.

5:00 PM - 7:00 PM

**Maine Sheep Breeders Association Meeting -- Somerset**

## January 16, 2019 Continued

### Wednesday

5:00 PM - 7:00 PM

**Read ME! Maine Ag in The Classroom -- Hancock Room**  
Presentation of suggested activities for the March "Read ME Agriculture" program. In 2019, the book will be *Maple Syrup from the Sugar House* by Laurie Lazzaro Knowlton.

Want to sign up as a volunteer reader, or share information with PreK - 4th grade schools or teachers? This is a great opportunity to learn more about this popular agricultural education activity!

5:00 PM - 6:30 PM

**Maine Ag Needs--Farmer Input Session -- Washington/York**  
**Calling all farmers:**  
**We need your knowledge and ideas to shape the future of agriculture in Maine!**

Attend an upcoming work session to share your thoughts about what you need to strengthen your farm business and grow Maine agriculture.

Can't attend a session? Visit [sites.google.com/view/maineagneeds](https://sites.google.com/view/maineagneeds) or email [maineagneeds@gmail.com](mailto:maineagneeds@gmail.com) for more information about a webinar and online survey.

Stay updated at [facebook.com/maineagneeds](https://facebook.com/maineagneeds)

This effort is being coordinated by: Ag Council of Maine (AGCOM), Coastal Enterprises (CEI), Cooperative Extension, Maine Farmland Trust, Maine Food Strategy, Maine Organic Farmers and Gardeners Assoc. (MOFGA), and Maine Sustainable Agriculture Society (MESAS)

*This is part of two scheduled sessions at the show.*

5:00 PM - 6:00 PM

**Maine Board of Pesticides Control: Meeting continuation -- Kennebec/Penobscot Room**  
**Maine Board of Pesticides meeting continues.**

Learn more: <https://www.maine.gov/dacf/php/pesticides/>

5:00 PM - 6:00 PM

**Maine Highland Cattle Association Annual Meeting -- Oxford Room**  
You're invited to learn more about Highland Cattle in Maine and gather for the Maine Highland Cattle Association Annual Meeting.

## January 16, 2019 Continued

### Wednesday

6:00 PM - 7:00 PM

#### Maine Grocers and Food Producers Networking Reception -- Cumberland Room

Sample Maine products, stop by the producer showcase, network and meet others who look to grow Maine agriculture!

11:00 PM - 12:00 AM

#### ReVision Energy Meeting: Solar Energy for Maine Agriculture -- Somerset Room

##### **Solar Energy for Maine Agriculture.**

Learn how Maine agricultural businesses are using solar energy to lower their energy costs and reduce their fuel usage. Join ReVision Energy for a solar energy discussion which will include updates on LED lighting, heat pump technology, battery storage and EV chargers. Presented by Nate Bowie.

**January 17, 2019**  
**Thursday**

9:00 AM - 3:00 PM

### **Beginning Farmer Resource Network -- Knox Room**

**Are you a “beginning farmer or rancher?”** According to the USDA a beginning farmer or rancher means an individual or entity who has not operated a farm or ranch, or who has operated a farm or ranch for not more than 10 consecutive years. If you answered, “Yes!” be sure to visit the Knox Room to connect with the Beginning Farmer Resource Network of Maine.

Agricultural and business service providers are on-hand to meet you and listen to your ideas and questions. Benefit from a 1-on-1 discussion or attend a “mini-workshop” on topics posted outside the Knox Room.

A detailed agenda of BFRN activities at the 2019 Maine Ag Trades Show will be posted outside the Knox, and Androscoggin/Aroostook and Piscataquis Rooms.

Learn more about BFRN: <https://extension.umaine.edu/beginning-farmer-resource-network/>.

9:00 AM - 3:00 PM

### **UMaine Climate & Agriculture Network: Weather-based crop management tools -- Howard Room**

#### **One Certified Crop Adviser Credit Available for Each**

9:00am-10:00am: Changing Weather for Maine Agriculture, Glen Koehler

One pesticide applicator recertification credit

This presentation looks at what temperature and precipitation trends from recent decades, what weather projections for the next 30 years tell us, and some strategies farmers can use to increase resilience to extreme weather.

10:05am – 10:55am: Weather Tool Show and Tell, Sonja Birthisel & Erin Roche

Learn about a variety of weather-based tools that may help you make more informed farm decisions. We will showcase a range of tools from the very basic to the more complex, then open the floor to your ideas and discussion.

11:00am-12:00pm: Ag Radar – Using Weather to Inform Pest Management, Glen Koehler

One pesticide applicator recertification credit

Ag Radar is a weather-based pest management tool for apple growers. Learn how this tool can help you interpret the effect of weather on your management decisions during the season, and to evaluate your spray program after the season to prepare for next year.



## January 17, 2019 Continued

### Thursday

Lunch (12:00pm - 12:55pm)

1:00pm- 1:55pm: An Irrigation Primer, John Jemison & Mark Hutchinson

Irrigation is a critical tool for protecting against drought stress. Learn to determine when it's the right time to irrigate, how much water is needed, and the best type of irrigation for your farm.

2:00pm – 3:00pm: A Rainfall Index Insurance Program for Grassland, Erin Roche

Learn about a crop insurance program that could be a valuable risk management tool to mitigate the effects of drier-than-normal weather on hay or grazing acres. Feel free to bring your own laptop to follow along.

9:00 AM - 3:00 PM

UMaine Cooperative Extension Strawberry School--Pre-registration requested -- Fort Western Room

David Handley, Vegetable & Small Fruit Specialist leads a full-day workshop for growers interested in commercial strawberry production. Pre-registration requested. **Call 207.933.2100 to register for strawberry school.**

10:00 The Strawberry Plant: What You Should Know

10:30 Varieties

11:00 Pre-plant Considerations and Preparation

11:30 Irrigation Options

Noon Lunch Break (on your own)

1:00 Matted Row Perennial Production

2:00 Plasticulture Production: June-bearing Plants

2:45 Plasticulture Production: Day-Neutral Plants for Off-season Harvest

3:15 Pest Identification and Management

3:45 Post-harvest Handling & Marketing Options

4:00 Questions & Discussion

A registration fee of \$25 will be charged to participate in the

## January 17, 2019 Continued

### Thursday

Strawberry School; pre-registration is strongly advised as space is limited. Participants will also have the opportunity to purchase the ***Strawberry Production Guide for the Northeast*** for \$45 at the School and can order it when they register online. We anticipate there will be Pesticide Applicator credits available for participants who attend the entire school.

9:00 AM - 2:00 PM

#### Ag Resource Room -- Cumberland Room

Learn about business planning, technical assistance, promotional and marketing opportunities for your Maine agriculture business. Schedule one on one listening sessions, ask questions, and find resources that are a fit for you!

**Promotions and marketing:** Update *get real. get Maine!* producer profile, sign up to partake in promotions of annual events such as Open Farm Day, Maine Maple Sunday®, Maine Apple Day, Open Creamery Day, Open Winery Day and more.

**Learn about goals for expanding your marketing in Maine and beyond:** where can you showcase your products to customers in 2019?

**Business planning and technical assistance:** Labor topics, Senior FarmShare, agricultural development support and financing to help with your agricultural business management!

Follow along with the Maine Ag Trades Show at:  
<http://bit.ly/AttendAgTradesShow2019>

9:00 AM - 12:00 PM

#### Maine Sustainable Agriculture Society Sessions -- Piscataquis/Sagadahoc

Two-part sessions: Enterprise Budget Tool and Precision Agriculture.

Part I: Demonstration of the enterprise budget tool for farm business planning. Bring your computer and sign up for 1 on 1 sessions in the afternoon for real-time training.

Part II: Farmer led panel on sensor technology. Geared for year-round growers, this panel features farmers who currently use sensors in their operations. Learn pros and cons of different systems and uses, cost analysis, and scalable forms of the technology. Come to listen and ask questions!

## January 17, 2019 Continued

### Thursday

9:00 AM - 12:00 PM

#### WIC Farmers' Market Nutrition Program -- Lincoln Room

Ana Pedre, Vendor Specialist will give insight on Maine's Women, Infants and Children's (WIC) program purpose, eligible foods, requirements, and process. Apply to become a Maine WIC farmer.

9:00 AM - 11:00 AM

#### Harvest of the Month Program for Farmers~Maine Farm to School Network -- York Room

"Are you a farmer interested in learning more about selling to schools? Join the Maine Farm to School Network and Maine Department of Education to learn about farm to school programs in Maine, including a brand-new Harvest of the Month Program that is being launched to increase the purchasing, consumption, awareness and appreciation for Maine grown products at K-12 Institutions. Come get the scoop on what regulations, needs and opportunities exist in relation to this market."

Learn more about Harvest of the Month at:

<http://www.farmtoschool.org/our-network/Maine>

9:00 AM - 11:00 AM

#### Maine Farm Bureau -- Somerset Room

Maine Farm Bureau is a true grassroots organization made up of members working in the farm, forest and fishing industries. Our members work together to identify key issues that are lobbied for in your town, at the State House and in Washington D.C. Our goal is to advocate for policies and practices that create growth and prosperity for those who harvest everything from land and sea.

In addition to our work to ensure the sustainability and profitability of all sizes and types of farms, we have an experienced knowledge base that is available for young, new and interested farmers.

Join us to learn about the legislative issues that will impact your business and how Maine Farm Bureau can help you succeed!

9:00 AM - 11:00 AM

#### Maine Nutrition Council of Maine -- Androscoggin/Aroostook Room

##### **Maine Nutrition Council: Counting on Consumers**

Join the Maine Nutrition Council to learn about innovative approaches to keeping consumers connected to supporting local agriculture.

Presented by Kathy Savoie, MS, RD Extension Educator

## January 17, 2019 Continued

### Thursday

9:00 AM - 10:00 AM

#### FSMA and GAP Workshop Series for Produce Growers -- Hancock Room

Workshop I — #FSMAFacts-What You Need to Know About the Produce Safety Rule

Join Leah Cook and the Department of Ag to learn what's required by FSMA's Produce Safety Rule, how it affects you, and who qualifies for which exemptions. Bring your questions and your creativity—we'll help you navigate the law and access the free resources that can help you be confident AND compliant!

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

9:00 AM - 10:00 AM

#### Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Room

**Number One Plant Disease of Vegetables, Tree Fruit, Ornamentals, and Shade Trees—Alicyn Smart, UMaine**

Pre-register and learn more:

[https://www.maine.gov/dacf/php/pesticides/applicators/applicator\\_resources.html](https://www.maine.gov/dacf/php/pesticides/applicators/applicator_resources.html)

9:00 AM - 10:00 AM

#### Q and A with the QAR team -- Cumberland Room

Meet members of the team providing education and resources to Maine's food and agricultural producers. QAR is the quality assurances and regulations program of the Department.

Listen to inspector team members as they review topics such as licensing--including what's required, and what's not. Get pro tips and tricks to use third-party resources, such as laboratory testing, to keep your food business ready for market at any level of production, and find the right form and certification information for your operation. Bring your questions, and leave with connections!

## January 17, 2019 Continued

### Thursday

10:00 AM - 2:00 PM

#### Maine Federation of Farmers' Markets Annual Meeting -- Washington Room

Attend the annual meeting of the Maine Federation of Farmers Markets!

Please join MFFM Board of Directors and market farmers throughout the state for MFFM's 2019 annual meeting. Hear updates from MFFM Board members and staff, and take a look back at highlights from 2018.

Stick around after the meeting for round-table conversations and pick up free "Farmers' Market Today!", "EBT Accepted" and "WIC Accepted Here" signs.

Learn more at: <http://www.maine farmers markets.org>

10:00 AM - 11:30 AM

#### Growing Maine Ag—Your Next Sales Opportunity! -- Capital Room

Do you plan to grow your business through targeted sales events and trade shows across the region and country? Attend this training! Participants will receive guidance on these events that connect producers with customers.

Learn more at [info@getrealmaine.com](mailto:info@getrealmaine.com) Find more online: <http://bit.ly/GrowYourMaineAgBusiness>

10:00 AM - 11:30 AM

#### Maine Ag Needs--Farmer Input Session -- Arnold Room

**Calling all farmers:**

**We need your knowledge and ideas to shape the future of agriculture in Maine!**

Attend an upcoming work session to share your thoughts about what you need to strengthen your farm business and grow Maine agriculture.

Can't attend a session? Visit [sites.google.com/view/maineagneeds](https://sites.google.com/view/maineagneeds) or email

[maineagneeds@gmail.com](mailto:maineagneeds@gmail.com) for more information about a webinar and online survey.

Stay updated at [facebook.com/maineagneeds](https://facebook.com/maineagneeds)

This effort is being coordinated by: Ag Council of Maine (AGCOM), Coastal Enterprises (CEI), Cooperative Extension, Maine Farmland Trust, Maine Food Strategy, Maine Organic Farmers and Gardeners Assoc. (MOFGA), and Maine Sustainable Agriculture Society (MESAS)

*This is part of two scheduled sessions at the show.*

<p><b>January 17, 2019 Continued</b>  <b>Thursday</b></p>
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10:00 AM - 11:00 AM

**FSMA and GAP Workshop Series for Produce Growers -- Hancock Room**

10–11 am: Workshop II — FSMA’s Produce Safety Rule vs GAP-A Side by Side Comparison

The Food Safety Modernization Act is a mandatory federal Rule. Good Agricultural Practices (GAP) Audits are a voluntary certification. Both require planning and paperwork and come with costs and opportunities. Come to this session to learn how their rules and requirements compare, and how you can streamline your planning and on-farm systems for both.

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

10:00 AM - 11:00 AM

**Social Media Advertising 101 Understanding Your Target Market-SCORE Workshop -- Waldo Room**  
**Social Media Advertising 101**

Attend this workshop to better understand social media advertising for your business.

Want to schedule a one on one meeting with a SCORE advisor? SCORE advisors are available all three days of the show to discuss topics such as: Farm Goals & Business Planning, Farm Financial Statements, Financial Projections, Determining Capital Needs, Marketing, Growth Strategies

Schedule your meeting: <https://conta.cc/2R0Wt3F>

10:15 AM - 11:15 AM

**Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Room**  
**Wild Blueberry Pest Management Update—Seanna Annis and Dave Yarborough, UMaine**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

**January 17, 2019 Continued**  
**Thursday**

- 11:00 AM - 3:00 PM**                      **Maine Pork Producers Annual Meeting -- Androscoggin/Aroostook Room**  
Come learn about Maine Pork Production and how to be a part of the Maine Pork Producers Association.
- 11:30 AM - 12:30 PM**                      **Maine Board of Pesticides Control: Pesticide Applicator Re-certification -- Kennebec/Penobscot Room**  
Pollinators and Pesticides, Best Management Practices to Reduce Exposure—Frank Drummond and Lily Calderwood, UMaine
- This is part of the Maine Board of Pesticide Control Applicator Re-certification training programs.*
- Pre-register and learn more:  
<https://www.maine.gov/dacf/php/pesticides/>
- 12:00 PM - 3:00 PM**                      **UMaine Cooperative Extension Ag Leadership Training Workshop --pre-registration requested -- Arnold Room**  
**Pre-registration requested. Contact 1-800-287-1495 to register.**
- Maine farmers, production and agricultural trade group members invited to attend. Session is led by University of Maine Cooperative Extension staff and will address skills for farmers to actively support their association, including promotions, member retention and recruitment, and strategic planning.
- 12:00 PM - 2:00 PM**                      **USDA Food and Nutrition Services Farmer Support Team Q and A -- Washington Room**  
Visit with USDA Food and Nutrition Services to learn about supplying nutritious foods through food distribution, child nutrition programs, SNAP, and farmers' market nutrition programs. Learn more at [www.fns.usda.gov/programs-and-services](http://www.fns.usda.gov/programs-and-services).
- 12:00 PM - 1:00 PM**                      **USDA Workshop: Loans and Grants -- Waldo Room**  
Is a USDA loan or grant right for you? Come learn more about the Value-Added Producer Grant (VAPG) and renewable/energy efficiency improvement opportunities through Rural Energy for America (REAP). Presented by Rural Development Office.

## January 17, 2019 Continued

### Thursday

12:00 PM - 12:30 PM

**Senior Farmshare Farmer Training Session -- Cumberland Room**  
Do you grow food for Maine's Senior Farmshare program? Are you a farmer looking to learn more about this program? This is for you!

Obtain your 2019 farmer sign-up packet, and complete the required Senior Farm Share farmer training. Training session includes program overview and packets, completion of training, and time for question and answers.

Complete your training three ways across three days!

- At one of five scheduled presentations
- Mobile training cart—different locations at the venue. Follow the FarmShare at <http://bit.ly/AttendAgTradesShow2019>
- DIY. Complete at your own pace in the Ag Resources Room

List of scheduled trainings:

Wednesday, 1/16

10:00 a.m.

2:00 p.m.

3:00 p.m.

Thursday, 1/17

Noon

1:00 p.m.

12:45 PM - 1:45 PM

**Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Applications of Unmanned Aerial Systems for IPM—Matt Wallhead, UMaine**

Maine board of pesticides staff and experts present information for applicator re-certification.

Pre-register and learn more:

<https://www.maine.gov/dacf/php/pesticides/>

1:00 PM - 3:00 PM

**Greater Portland Council of Governments (GPCOG) -- Waldo Room**  
Come learn about Greater Portland Council of Governments (GPCOG) programs such as: Rural Energy for America Program, Grants and Loans for Farmers and Rural Small Businesses.



## January 17, 2019 Continued

### Thursday

1:00 PM - 2:00 PM

#### FSMA and GAP Workshop Series for Produce Growers -- Hancock Room

Workshop III: Bridging the GAP-Opening Markets and Managing Risks with USDA GAP Audits

Curious about Good Agricultural Practices (GAP) Audits and how they work? Leah Cook of the Department of Ag and Linda Titus of Ag Matters will explain how the USDA GAP Audit program works, what Leah's inspectors will look for, and solutions to common farm challenges. They will share real costs, real benefits, and the free resources available to help you prepare.

*This is part of the FSMA and GAP Workshop Series for Produce Growers.*

1:00 PM - 1:30 PM

#### Senior Farmshare Farmer Training Session -- Cumberland Room

Do you grow food for Maine's Senior Farmshare program? Are you a farmer looking to learn more about this program? This is for you!

Obtain your 2019 farmer sign-up packet, and complete the required Senior Farm Share farmer training. Training session includes program overview and packets, completion of training, and time for question and answers.

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