

**January 14, 2020**  
**Tuesday**

**8:00 AM - 3:00 PM**

**Maine Board of Pesticides Control: Pesticide  
 Applicator Training and Exam for Growers  
 \*\*Pre-registration required. -- Fort Western Room**

Tentative Agenda:

8:00 a.m. to noon–Training

12:30 to 2:30–Exam

View all re-certification credit offerings during the 2020  
 Maine Ag Trades Show:

[https://www.maine.gov/dacf/php/pesticides/documents2/forms/  
 Ag-Show-2020%20-website.pdf](https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf)

**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. Learn more:

<http://www.mainechristmastree.com/member-meetings/>

Agenda:

8:30 registration begins

9:00 Presidents welcome

9:15 MCTA business meeting

11:00 Maine Forest Service Aaron Bergdahl Christmas tree  
 diseases

12:00 - 1:30 Lunch

1:30 Speaker TBA

2:45 Maine Board of Pesticide control, John Pietroski , new  
 rules and regulations

3:45 meeting adjourn

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

**79th Maine Ag Trades Show--Day 1 of 3 -- Augusta  
 Civic Center, 76 Community Drive, Augusta, ME  
 04330**

FMI:

[www.maine.gov/dacf/agtradesshow](http://www.maine.gov/dacf/agtradesshow)<[http://www.maine.gov/dacf/a  
 gtradesshow](http://www.maine.gov/dacf/agtradesshow)>

Visit the info booth for assistance and information.  
 Tour exhibits in the main auditorium and connect with state  
 agencies in the resource room. View daily presentations at  
 the auditorium center stage. Attend conference sessions in  
 the first and second floor meeting rooms of the main  
 building and north wing.

## January 14, 2020 Continued

### Tuesday

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

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

Have you been farming less than 10 years? Are you about to start farming? If you answered, "Yes!" be sure to visit the Knox Room and check-out BFRN workshops on Wed. and Thurs.

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

### **Maine Vegetable and Small Fruit Growers Association Day 1 -- Howard Room**

Maine Vegetable & Small Fruit Growers Association Business Meeting Tuesday morning, and two full days of informational presentations for produce growers. Pesticide applicator credits are available for these sessions. There is a \$10.00 registration fee for non-members to attend.

#### AGENDA

- 9:00 a.m. Maine Vegetable & Small Fruit Growers Association Business Meeting  
Lisa Turner, President MVSFGA, Presiding
- 9:30 a.m. Healthy Soils 101: Soil Chemistry and Fertility  
Bruce Hoskins, UMaine Soil Testing Lab
- 10:30 a.m. Diseases of Cucurbits; How to Identify Them and Manage Them with Cultural and Conventional and Organic Methods  
Alicyn Smart, Mark Hutton, University of Maine
- 11:30 a.m. Crop Insurance for Specialty Crops Update  
Erin Roche, University of Maine Cooperative Extension
- 12:00 p.m. Lunch on your own
- 1:30 p.m. Mechanical Weed Management on Small, Diversified Farms: Research Update  
Peyton Ginakes, University of Maine
- 2:30 p.m. Update from the Board of Pesticides Control  
Megan Patterson, MBPC
- 3:00 p.m. Ag Plastic Recycling, A Look at New Options and Research  
Dave McDaniel, Earth Dharma Farm
- 3:30 p.m. Asparagus Tips  
Mark Hutton, University of Maine
- 4:00p.m. Adjourn MVSFGA

**January 14, 2020 Continued**  
**Tuesday****9:00 AM - 4:00 PM****Resource Room--Bureau of Agriculture --  
Cumberland Room**

Come meet Bureau of Agriculture staff in the resource room, an informal place for show attendees to ask questions, and obtain information about the Bureau of Agriculture programs and resources that support Maine agriculture.

The resource room is on the first floor, in the Cumberland Room of the Augusta Civic Center, every day of the show. Add the resource room to your show agenda.

You can learn more about the Department of Agriculture, Conservation and Forestry's Bureau of Agriculture at: <https://www.maine.gov/dacf/ag/about/index.shtml>

**9:00 AM - 11:00 AM****Maine Farm Bureau -- Franklin 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****Bt Corn Update--Maine Board of Pesticides  
Control: Pesticides Applicator Recertification --  
Kennebec/Penobscot Rooms**

View all re-certification credit offerings during the 2020 Maine Ag Trades Show: <https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

**9:00 AM - 10:00 AM****FSMA 101: Produce Safety Rule Basics & Why  
Food Safety Matters--Food Safety for Produce  
Farms, with Maine DACF --  
Aroostook/Androscoggin Rooms**

There are three days of sessions presented by food inspection staff from the Bureau of Agriculture. Tuesday

## January 14, 2020 Continued

### Tuesday

and Thursday offer the same agendas. Wednesday has a different agenda. View all the produce safety offerings at the show:  
<https://content.govdelivery.com/accounts/MEDACF/bulletins/272efa3>

Tuesday Full Session Agenda, Food Safety for Produce Farms--With Maine DACF:

**FSMA 101: Produce Safety Rule Basics & Why Food Safety Matters:** Tuesday, Jan. 14, 2019 @ 9:00 – 10:00 am The Produce Safety Rule is a mandatory federal food safety regulation for produce farms. This session provides an overview of basic FSMA food safety requirements and why food safety matters. If you've been meaning to catch up on your FSMA knowledge, this is a good place to start. Beginner friendly.

**Ask Me Anything: FSMA Produce Safety Rule Hot Topics & Questions:** Tuesday, Jan. 14, 2019 @ 10:00 – 11:00 am For folks ready to learn more about FSMA's Produce Safety Rule, this session highlights the topics that have risen to the top in our work in the field(s). The floor will be also be open to ask us any questions you have about the Rule or how it applies to your farm. Beginner to Somewhat-Familiar friendly.

**The Goods on USDA GAP Audits:** Tuesday, Jan. 14, 2019 @ 11:00 – 12:00 noon Good Agricultural Practices Audits are independent audits of on-farm food safety and farming best practices required by buyers. Come to this session to learn how GAP Audits work, what they cost, and what the most common issues encountered are. Open to everyone.

### 9:00 AM - 10:00 AM

#### **MOFGA Presentation Series: New Pests On The Block -- Piscataquis/Sagadahoc Rooms**

The invasive "leek moth" and "swede midge" pests of alliums and brassicas, respectively, have made their way into Maine. In this session with MOFGA Crop Specialist Caleb Goossen, we'll explain the pests life cycles, current range, and the best known management strategies. One pesticide applicator recertification credit available

### 9:00 AM - 10:00 AM

#### **MOFGA Presentation Series: Weather Tools for Maine Agriculture Assessment Project Update and Dialogue -- Washington/York Rooms**

The Maine Climate Change Institute and Cooperative

## January 14, 2020 Continued

### Tuesday

Extension Diagnostic and Research Laboratory have recently developed capability to acquire site-specific, real-time hourly weather observations and forecast data for automated ag-specific forecast reports and analysis through crop, pest, and other ag decision support models. This session will be a condensed version of presentation and dialogue meetings the project team is conducting with commodity-specific groups to understand what weather-related issues are high priority and how growers would like to have information delivered.

**10:00 AM - 12:00 PM**

### **Farming With Carnivores Panel ~ Maine Forest Service -- Somerset Room**

Come join us as we share with you the science we are learning about the value of carnivores who share our farms and landscapes with us, as well as the animal husbandry practices that enable our farmers to successfully raise their farm animals, while welcoming carnivore presence on their farm.

So many farmers today recognize for themselves the value of their presence and want to learn how to farm in a whole new way: Seeing their farm as an Ecosystem.

So to assist our farmers, we are offering an enlightening, collaborative presentation by Geri Vistein, Carnivore Conservation Biologist and Founder of Coyote Center here in Maine, Andy Shultz, Landowner Outreach Forester for the Maine Forest Service, and Abby Saduckas of the Applecreek Farm in Bowdoinham.

Come join us and bring your questions and share your experiences.

**10:00 AM - 12:00 PM**

### **Maine Cheese Guild Meeting -- Hancock Room**

Meet the Maine Cheese Guild! The Maine Cheese Guild supports cheesemaking in Maine, come meet cheesemakers and cheese industry professionals and learn about what we are doing to promote Maine Cheese.

**10:00 AM - 12:00 PM**

### **Maine Milk Commission Special Meeting-Milk Price forecast -- Lincoln/Oxford Rooms**

Ag economist from Agri-Mark, DFA and also the Market Administrator of Federal Milk Market Order one will give presentations relative to milk sales and future prices and prospects. This meeting is open to anyone who wants to attend.

**January 14, 2020 Continued**  
**Tuesday**

**10:00 AM - 12:00 PM**

**MOFGA Presentation Series: Maine Organic Milk Producers Meeting -- Washington/York Rooms**

Join MOFGA and MOMP for a meeting of organic producers.

**10:00 AM - 11:00 AM**

**Compost Microbiomes and Pathogen Reduction for the Farmer -- Waldo Room**

Nutrient Management Recertification Credit. Talks may qualify for 1 CCA/CpAg Credit.

A panel discussion by: Dr. Anne Lichtenwalner, DVM PhD, Associate Professor Animal & Veterinary Sciences University of Maine Cooperative Extension, and Director, University of Maine Animal Health Laboratory, Sue Ishaq Pellegrini, and others.

**10:00 AM - 11:00 AM**

**FSMA Produce Safety Rule Hot Topics & Questions--Food Safety for Produce Farms, with Maine DACF -- Aroostook/Androscoggin Rooms**

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**10:00 AM - 11:00 AM****MOFGA Presentation Series: Grafting Fruit Trees -- Piscataquis/Sagadahoc Rooms**

Grafting is the primary means of propagation for fruit trees and there are many methods that are suitable for different times of year, type of crop or orchard situation. Join C.J. Walke, MOFGA's Orchard Educator, and Laura Sieger, MOFGA's Orchardist, for a session that will demonstrate some of these common grafting techniques used to propagate fruit tree varieties.

**10:15 AM - 11:15 AM****Pest Management Begins When You Buy the Seeds--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:  
<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

**11:00 AM - 12:00 PM****Managing Agricultural Soils with High Phosphorus Levels in Maine -- Waldo Room**

Nutrient Management Recertification Credit. Talks may qualify for 1 CCA/CpAg Credit.

Farms required to have a nutrient management plan have the option of using either the State's Phosphorus Matrix or the NRCS Phosphorus Index. This presentation will compare the two approaches used in Maine and discuss potential future refinements of the Maine NRCS Phosphorus Index. Andrew Carpenter, Soil Scientist, and Owner, Northern Tilth.

**January 14, 2020 Continued**  
**Tuesday**

**11:00 AM - 12:00 PM**

**MOFGA Presentation Series: What To Expect When You're Expecting Soil Test Results -- Piscataquis/Sagadahoc Rooms**

Why soil test? How do you test your soil? How many samples should you take? How do you read the results and make fertilizer decisions? Join MOFGA Crop Specialists Eric Sideman and Caleb Goossen as they talk soil fertility, soil testing, and what to do with nutrient recommendations.

**11:00 AM - 12:00 PM**

**Trust to Conserve Northeast Forestlands -- Presentation Stage Main Auditorium**

Trust to Conserve (Master Logger Certification)--Trust to Conserve Northeast Forestlands (Master Logger Certification) Harvest Planning information

**11:00 AM - 12:00 PM**

**USDA GAP Audits--Food Safety for Produce Farms, with Maine DACF -- Aroostook/Androscoggin Rooms**

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#### 11:00 AM - 12:00 PM

#### **WIC Farmers' Market Nutrition Program -- Franklin Room**

Enroll to become a Maine WIC Farmer. This session will give Maine farmers insight on WIC's purpose, eligible foods, requirements, and process.

#### 12:30 PM - 1:30 PM

#### **Maine 200--Bicentennial Programming for the year ahead -- Presentation Stage Main Auditorium**

Come learn about the many ways you can help celebrate Maine's Bicentennial!

Learn more about events and how you can get involved at: <https://www.maine200.org/>

#### 1:00 PM - 4:00 PM

#### **Maine Sustainable Agriculture Society Sessions -- Somerset Room**

Maine Sustainable Agriculture Society (MESAS) features three presentations and the annual meeting.

15min Introduction and Overview of MESAS

30min Where's the Value in Maine Agriculture, and How is it Changing?

As a farmer, economist, policymaker, and founder of the Maine Sustainable Agriculture Society, Stewart Smith has always been focused on promoting types of agriculture that maximize farmers' share of the consumer food dollar. Using Census of Ag data, Stew will show how Maine agriculture has transformed in this regard over the last ??? years and where it appears to be heading. Spoiler alert - there's good news!

15min Break

45hr Priorities and Strategies for Soil Health

Wayne Honeycutt is the President and CEO of the Soil Health Institute, where he leads the Institute's programs to safeguard and enhance the vitality and productivity of soils across the U.S. Previously, he served for 5 year as

## January 14, 2020 Continued

### Tuesday

Deputy Chief for Science and Technology with USDA-NRCS in Washington, DC; and for 24 years as a Research Leader and Research Soil Scientist with the USDA-Agricultural Research Service in Orono, Maine. Wayne will present the Soil Health Institute's "Enriching Soil, Enhancing Life: An Action Plan for Soil Health" and discuss the key priorities and strategies it identified for helping U.S. farmers build and protect soil health.

15min How to Get Started: Connecting with Soil Health Resources in Maine

Ellen Mallory is the UMaine Cooperative Extension Sustainable Agriculture Specialist. For the last 5 years she has been leading a professional development project for agricultural advisors on soil health. She'll describe various resources for farmers looking to build and improve soil health.

1hr MESAS Annual Meeting

**1:00 PM - 4:00 PM**

### **Maine Winery Guild -- Franklin Room**

Meet and network with Members of the Maine Wine Guild. Learn more: <https://www.facebook.com/mainewinetrail/>

**1:00 PM - 4:00 PM**

### **Paris Farmers Union/IBA Dairy Quality -- Hancock Room**

Join Paris Farmers Union and IBA for an exciting and informative session. -how do you evaluate sanitation at your operation? Are there ways you can affordably improve forage quality after a difficult harvest? Are you maximizing available animal health aides? Come to this workshop as experts share tips for success! The presentation will focus on keys areas for evaluation of dairy operations that can improve profitability through: sanitation, water quality, feed preservation, and animal health.

**1:00 PM - 2:00 PM**

### **MOFGA Presentation Series: Organic Disease and Prevention for Ruminants -- Piscataquis/Sagadahoc Rooms**

Producing livestock organically can be challenging when faced with disease and proper prevention. In this talk we will discuss common ruminant diseases and various ways to prevent them as well as some treatment options. One pesticide applicator recertification credit available

**January 14, 2020 Continued**  
**Tuesday****1:00 PM - 2:00 PM****MOFGA Presentation Series: Steps to becoming a certified organic producer -- Washington/York Rooms**

Join staff from MOFGA Certification Services and MOFGA's Ag 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, the Materials Review process, compliant record keeping systems and domestic hemp production, among others.

**1:00 PM - 2:00 PM****SCORE Getting Started with Social Media -- Lincoln/Oxford Rooms**

Getting Started with Social Media

**Description:**

Using real examples from farms that are winning at social media, this workshop will cover the basics of all the major social platforms, and how to choose (and use) the one that fits you best. From finding your audience to picking the right hashtags, you will learn everything you need to know to get started with social

**1:00 PM - 2:00 PM****Weeds and Weeds Management in a Changing Climate--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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**2:00 PM - 4:00 PM****PFAS Information Panel -- Aroostook/Androscoggin Rooms**

Panelists will share information and updates about PFAS in Maine agriculture.

**January 14, 2020 Continued**  
**Tuesday****2:00 PM - 3:00 PM****Climate Adaptation in Dairy Systems -- Waldo Room**

Nutrient Management Recertification Credit. Talks may qualify for 1 CCA/CpAg Credit.  
Curriculum Designed for Teaching Farmers and Service Providers to Discuss Tools for Climate Adaptation in Dairy Systems: Nutrient Management Program Training. Rick Kersbergen, Extension Educator and Professor, University of Maine Cooperative Extension.

**2:00 PM - 3:00 PM****Intellectual property (IP) and Agriculture -- Presentation Stage Main Auditorium**

Brann & Isaacson provides a brief description of the different types of intellectual property (IP) protection available, and how IP intersects with agriculture.

**2:00 PM - 3:00 PM****MOFGA Open Meeting for Growers and Members -- Piscataquis/Sagadahoc Rooms**

MOFGA will hold the Annual Membership Meeting in Unity January 26, 2020. But that doesn't mean we don't have exciting programs and information to share! Come hear about the work we will be doing in 2020 and meet program staff hear about the ways you can engage with our programs and events.

**2:15 PM - 3:15 PM****BPC Update--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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**3:00 PM - 5:00 PM****Maine ESE Trustees Meeting -- Lincoln/Oxford Rooms**

Meeting of Maine Trustees for Eastern States Exposition.

January 14, 2020 Continued  
Tuesday

**3:00 PM - 4:00 PM**

**MOFGA Presentation Series: What to Look for in the 2020 Legislative Session for Organic Agriculture -- Washington/York Rooms**

Join MOFGA staff for a look at bills, both new and held over from 2019. Ask questions, share your thoughts and learn how you can get involved in this spring's session.

**3:30 PM - 4:30 PM**

**Controlling Weeds in Pasture--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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**4:00 PM - 5:00 PM**

**MOFGA Presentation Series: Flower Growers Round Table -- Washington/York Rooms**

Meet for a round table discussion with other cut flower growers. Find out what went well last year and what other growers are thinking for the 2020 season. This will be an open discussion for growers at all levels.

**January 15, 2020**

**Wednesday**

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

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

The Annual Meeting of Maine Woodlot Owners, and the fourth annual Forestry Forum provides informative speakers, networking and is one of the best ways participants can connect with colleagues and friends related to woodland ownership and stewardship.

Presenters will provide perspectives and up-to-date information about invasive plants and insects, climate change, the wood products market, and observing and writing about nature.

#### AGENDA

8:00 am Coffee and Discussion

8:30 am Maine Woodland Owners Annual Meeting

Update of activities, plans for 2020, awards, legislative update, election of board members and officers. Door prizes.

9:15 am Managing Invasive Plants with the Maine Invasive Plants Field Guide Nancy Olmstead, Invasive Plant Biologist, Maine Natural Areas Program

10:00 am Wood Fiber Insulation Manufacturing at the Madison Mill: the GO Lab Story Dr. Joshua Henry, CEO, GO Lab.

10:30 am Life Experience With a Woodlot Bernd Heinrich, Author & professor emeritus in the biology department at UVM

11:45 pm Lunch Break Pizza, salad, and a drink will be available for \$7.00. Door prizes, Chapter leader gathering, Maine 2020 Outstanding Tree Farmer announcement.

1:00 pm The Humor of Gary Crocker

1:15 pm Climate Change and Maine's Forests Dr. Ivan Fernandez, Distinguished Maine Professor of the Climate Change Institute & School

of Forest Resources at the University of Maine.

2:30 pm Forest Insect and Disease Update Allison Kanoti, State Entomologist Maine Forest Service, Forest Health and Monitoring.

3:15 pm Closing thoughts, adjourn

Learn more: <https://www.mainewoodlandowners.org/annual-meeting>

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

### **Maine Maple Syrup Producers Association Meeting -- Washington/York Rooms**

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

**January 15, 2020 Continued**  
**Wednesday**

Maple Sunday® 2020!

**9:00 AM - 6:00 PM**

**79th Maine Ag Trades Show--Day 2 of 3 -- Augusta Civic Center, 76 Community Drive, Augusta, ME 04330**

FMI:

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Visit the info booth for assistance and information. Tour exhibits in the main auditorium and connect with state agencies in the resource room. View daily presentations at the auditorium center stage. Attend conference sessions in the first and second floor meeting rooms of the main building and north wing.

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

**Resource Room--Bureau of Agriculture -- Cumberland Room**

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The resource room is on the first floor, in the Cumberland Room of the Augusta Civic Center, every day of the show. Add the resource room to your show agenda.

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

**Maine State Florists' Growers' Association -- Piscataquis Room**

Maine State Florists' & Growers' Association requires pre-registration, and additional seminar fees.

Registration for the day: \$25 for Members of MSFGA/ MMGGA, \$40 for Non-members. Guests are welcome to pre-register as these seminars will fill quickly! JOIN MSFGA TODAY! Contact Katey Campbell @ 207-756-5553 or [cambellsfloraldesign@gmail.com](mailto:cambellsfloraldesign@gmail.com) for more information. <http://www.msfga.net>

Pre-registration required for the, Cut Flower Arranging Class. See the MSFGA Facebook page for more information. Cost of class -\$30 includes the flowers and container you

# January 15, 2020 Continued

## Wednesday

will be able to bring home!

9:00am-Registration

9:30 -10:30 -Cut Flower Arranging! See the MSFGA Facebook page for more information. Pre-registration and payment only.

Come see what the PCF (Professionally Certified Florist) & MMFD (Maine Master Floral Designer) courses have to offer and how they can benefit your business! Refresh or immerse yourself with the elements and principles of floral design! Mark Pellon MMFD, Instructor.

11:00-12:00pm-Maine Plant Pest Update\*

2019 was an active season for new and/or concerning plant pests in Maine. Ever wonder how new plant pests are found and by who? We'll discuss issues that were dealt with last year and the various pathways in which we discover or are alerted to possible plant pest introductions.

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

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

12:00 -12:45 -Lunch (On your own)

12:45 -1:45-Dahlia talk!

Overview of Dahlia production. Learn the methods of planting, harvesting, propagating & storage of Dahlias plus the favorite varieties and new wedding trends. The quality of locally grown Dahlias truly surpasses any of those ordered in!

Julia & David Baecher, Owners of East of Eden Flower Farm, Bowdoinham, Maine

2:00 -2:45-Woody Cut Flowers

Cindy will discuss the selection, planting and care of woody cuts (i.e. shrubs). She will also discuss the proper stage and timing of harvest to prolong the life of your cut stems! Cindy Creps, Owner of Meadow Ridge Perennial& Cut Flower Farm, Hebron, ME

3:00 -4:00-All Things Hemp

Join us for a discussion on rules, regulations, the Federal Farm Bill& all aspects of Hemp production.

Gary Fish, State Horticulturist, Maine Dept. of Ag. Conservation & Forestry; John M. Jemison, Jr.-Extension Professor



## January 15, 2020 Continued

### Wednesday

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

### **Maine State Pomological Society Winter Meeting -- Arnold/Howard Rooms**

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.

#### Maine State Pomological Society Winter Meeting Agenda

9:00 am. Welcome and opening remarks.

9:15 am. Business meeting and update from the President, Joel Gilbert.

The newly revised website with new features to bring more people to member orchards.

Other Pom Soc market promotion activities such as Facebook posts, Maine Apple Sunday.

Request for member feedback.

Reports from the Treasurer, Labor and other committees.

9:45 am. Tree Fruit Research at Highmoor Farm, Renae Moran, Univ. of Maine.

10:30 am. Break

10:45 am. Maine Dept. of Inland, Fisheries and Wildlife. Dave Chabot.

11:30.am. New England Apple Association. Russell Powell.

Noon to 1:00 pm. Lunch, on your own.

1:00 pm. Food Safety regulations. Linda Titus, Ag. Matters.

1:15 pm. Crop Insurance update, Erin Roche, Univ. of Maine.

1:30 pm. \* Legislative update on bills pertaining to tree fruit growers and pesticide use. State Senators Jim Dill and Jeff Timberlake -

2:00 pm. \* Update on the Weather Tools Project for pest management decisions.

Glen Koehler, Univ. of Maine IPM Professional -  
\*Attending these two presentations qualifies for 1 Pesticide Applicator recertification credit.

2:30 Grower discussion, New Apple and Peach Varieties Worth Planting and What to Avoid.

# January 15, 2020 Continued

## Wednesday

3:00 TBD.

### 9:00 AM - 4:00 PM

#### **Maine Vegetable and Small Fruit Growers Association Day 2 -- Fort Western Room**

Maine Vegetable & Small Fruit Growers Association Business Meeting Tuesday morning, and two full days of informational presentations for produce growers. Pesticide applicator credits are available for these sessions. There is a \$10.00 registration fee for non-members to attend.

#### 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  
Nick Rowley, David Handley, University of Maine Cooperative Extension

10:30 a.m. Drip Tape Irrigation, What You Need, How to Set it Up  
Ralph Turner, Laughing Stock Farm

11:15 a.m. Drip Irrigation Optimizing Timing and Amounts for Vegetables  
Rachel Schattman, Assistant Professor, University of Maine

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  
Paul Betz, High Mowing Seeds  
Peter Zuck, Johnny's Selected Seeds

2:30 p.m. Growing Sweet Potatoes at Belanger Farms  
Ross Belanger, Belanger Farms

3:00 p.m. Maine Climate Council Update, Weather Tools for Farm Decisions Assessment - Project Update and Suggestions from the Audience  
Erin Roche, Glen Koehler, and Lily Calderwood  
UMaine Extension

**January 15, 2020 Continued**  
**Wednesday**

3:45 p.m. Adjourn MVSFGA

**9:00 AM - 3:00 PM****Beginning Farmer Resource Network of Maine -- Resource Room -- Knox Room**

Have you been farming less than 10 years? Are you about to start farming? If you answered, "Yes!" be sure to visit the Knox Room and check-out BFRN workshops on Wed. and Thurs.

**9:00 AM - 11:00 AM****Baskets to Pallets (Day One Training/Advanced Farmer focus) -- Aroostook/Androscoggin Rooms**

Scaling Up to Meet Demand & Costs of Production You've mastered production for your CSA, farmers market, or other direct marketing venue. But now your local hospital is interested in purchasing your lettuce and tomatoes year-round and you aren't sure how to plan for that quantity of product on a consistent basis. And how much should you charge? This workshop will offer tools and resources to help you understand how to successfully scale up your production to meet institutional demand, as well as how to determine your costs of production.

**9:00 AM - 11:00 AM****Maine Farm Bureau -- Franklin 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****The Maine Connection: Local Grower and Producer Networking -- Somerset Room**

Hannaford presents a speed networking mixer to bring together growers from Maine who can provide product to Maine producers looking for locally sourced ingredients.

**January 15, 2020 Continued**  
**Wednesday**

**9:00 AM - 10:00 AM**

**PPE Why It's Important, Checking for Exposure--Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Rooms**

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:  
<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

**9:00 AM - 10:00 AM**

**Straight Talk on FSMA Inspections: How They Work & What to Expect--Food Safety for Produce Farms with Maine DACF -- Hancock Room**

There are three days of sessions presented by food inspection staff from the Bureau of Agriculture. Tuesday and Thursday offer the same agendas. Wednesday has a different agenda. View all the produce safety offerings at the show:  
<https://content.govdelivery.com/accounts/MEDACF/bulletins/272efa3>

Straight Talk on FSMA Inspections: How They Work & What to Expect: Wednesday, Jan. 15, 2020 9:00 – 10:00 am  
 Produce Safety Rule inspections have begun phasing in based on farm size. Large farms were inspected in 2019, Small farms will be inspected in 2020, and Very Small farms in 2021. Learn straight from the inspectors how inspections work, what to prepare for, and what to expect. For: Farms focused on inspections.

Comparing Apples and Pears: FSMA's Produce Safety Rule & USDA's GAP: Wednesday, Jan. 15, 2020 10:00 – 11:00 am  
 Government alphabet soup can be confusing. This session will give the birds'-eye-view of the differences and similarities between FSMA's mandatory Produce Safety Rule and the market-driven voluntary USDA GAP audits. Open to everyone.

Organics, Food Safety, and FSMA's Produce Safety Rule: Wednesday, Jan. 15, 2020 11:00 – 12:00 noon  
 This session will talk about how food safety and organic farming intersect. We'll discuss the underlying concepts of both systems, their inherent tension points, and how they can align and support each other. If you're an organic grower and you have questions about integrating FSMA into your farm, come bring your questions and experiences. For: Anyone interested in integrated Ag.

**January 15, 2020 Continued**  
**Wednesday**

**9:00 AM - 10:00 AM**

**United Veteran Farmers of Maine -- Sagadahoc Room**

Translating Military Experience to Farming Success.

**9:30 AM - 10:30 AM**

**Coffee Talk: A barista and a dairy farmer walk into the Ag Trades Show -- Presentation Stage Main Auditorium**

Start your morning learning tips on how to make a wicked good latte made with Maine milk. Sample recipes and stay for coffee talk with a multi-generational dairy farmer who will share stories about a day in the life on a dairy.

**10:00 AM - 1:30 PM**

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

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:  
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### 10:00 AM - 11:00 AM

#### **Meet Animal Health Staff at the Maine Bureau of Agriculture, Food and Rural Resources -- Cumberland Room**

Come meet the Department's animal health team! Visit with staff, including newly hired livestock specialist, and assistant state veterinarian. The team will provide handouts of information designed for Maine's livestock and poultry producers.

The animal health team promotes public health and food safety as it relates to animals and humans. The team works to provide reliable information to help producers market quality products through best practices in animal care and land stewardship to support the health of Maine's farms and their customers.

### 10:00 AM - 11:00 AM

#### **SCORE: Opportunities & Challenges of Value Added Products -- Sagadahoc Room**

Title: Opportunities & Challenges of Value Added Products

##### Description:

Much of American Agricultural production is focused on producing commodity products which are sold from the farm to be processed elsewhere. Processing raw farm products into value added products may be an opportunity to increase both sales and profit margins. But there are also increased costs and other challenges associated with doing this. In this workshop we will discuss opportunities as well as challenges to be addressed in creating and selling value added farm products.

**January 15, 2020 Continued**  
**Wednesday****10:00 AM - 11:00 AM****What to Know Before you Create or Expand a Farm Field -- Waldo Room**

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

Thinking About Creating or Expanding a Farm Field? Learn Why You Should Make Sure You Know What the Site-Specific Soils and Hydrology Are Before You Begin Clearing\*. David P. Rocque, State Soil Scientist, Maine Department of Agriculture, Conservation and Forestry.

**10:15 AM - 11:15 AM****Fumigation--Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Rooms**

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**11:00 AM - 12:30 PM****Beginning Farmer Resource Network of Maine Workshops Day 1 Part 1 -- Lincoln/Oxford Rooms**

Increasing your Scale and Efficiency with Mechanization  
Learn about the decision-making process when taking the plunge towards mechanization. Farmers will discuss tools and equipment that has reduced their need for labor, reduced the wear and tear on their bodies, and increased their productivity. We will also focus on techniques used to ensure return on that investment.

**11:00 AM - 12:30 PM****Maine Grass Farmers Network: The Good, Bad and Ugly for Using the No-Till Drill -- Sagadahoc Room**

MGFN owns a Pioneer No-Till Drill that is available to rent, for members. Gabe Clark and other farmers will speak about their experiences using the drill. They will also describe the technical aspects of using and maintaining the equipment.

**11:00 AM - 12:00 PM****Cooking Maine Beef with Flair – Mediterranean to Mexican -- Presentation Stage Main Auditorium**

Chef Rob Dumas from the University of Maine will demonstrate a couple of easy recipes using beef and could include audience participation/kids. This is presented by Maine Beef Producers and UMaine Cooperative Extension.

## January 15, 2020 Continued

### Wednesday

**11:00 AM - 12:00 PM**

### **Growing Maine Agriculture: So you think you're ready to tradeshow? -- Somerset Room**

MDACF 2020 National Tradeshow opportunities, tips for evaluating potential shows, preparing to exhibit and follow-up for success in larger markets.

**11:00 AM - 12:00 PM**

### **Irrigation of Potatoes and Hemp in Maine -- Waldo Room**

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

Challenges, Opportunities, and Potential Solutions Related to Irrigation of Potatoes and Hemp in Maine. John Jemison, Extension Educator and Professor, University of Maine Cooperative Extension.

**11:00 AM - 12:00 PM**

### **New England Farmers Union: New England Farmers Union Coffee, and Meet & Greet -- Franklin Room**

All members and the public are invited for coffee and conversation with New England Farmers Union board & members

**11:00 AM - 12:00 PM**

### **Organics, Food Safety, and FSMA's Produce Safety Rule--Food Safety for Produce Farms--With Maine DACF -- Hancock Room**

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## January 15, 2020 Continued

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**11:30 AM - 12:30 PM**

### **BPC Update, "What to expect when you are inspected"--Maine Board of Pesticides Control: Pesticides Applicator Re-certification -- Kennebec/Penobscot Rooms**

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:  
<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

**12:00 PM - 3:00 PM**

### **Maine Senior Farm Share Program -- Franklin Room**

**12:00 PM - 1:00 PM**

### **Q and A with about farming in organized territories with land planning staff -- Cumberland Room**

An informal meet and greet with the planners of the Land Use Planning Commission. <<https://www.maine.gov/dacf/lupc/about/index.shtml>> They will answer questions and provide information about farming in organized territories.

**12:30 PM - 1:30 PM**

### **Farmer Technical Assistance Projects: Lessons from the Fields -- Presentation Stage Main Auditorium**

Grantees of the Ag Development Technical Assistance Award

**January 15, 2020 Continued**  
**Wednesday**

will share their experiences about recent projects. Come listen as they share insight on opportunities and challenges.

**1:00 PM - 5:00 PM****Maine Beef Producers Association Meeting --  
Sagadahoc Room**

The MBPA Annual Meeting features the election of Board members and awards presentation. Preceding the meeting will be 2 hours of presentations with topics ranging from cattle health to marketing.

**1:00 PM - 4:00 PM****Board of Pesticides Control Meeting, Public Forum  
-- Kennebec/Penobscot Rooms**

Tentative Agenda:

1:00 p.m. Board of Pesticides Control Meeting

1:30 p.m. Public Forum

2:00 p.m. Board of Pesticides Control Meeting

Learn more at:

<https://www.maine.gov/dacf/php/pesticides/meetings.shtml#nextmtg>

**1:00 PM - 3:00 PM****Beginning Farmer Resource Network of Maine  
Workshops Day 1 Part 2 -- Lincoln/Oxford Rooms**

1:00-3:00pm

Employment Law for the Farm

Join State and Federal Department of Labor staff, food producer attorneys and members of the Legal Food Hub as we untangle the web of labor laws concerning employees, interns, apprentices, independent contractors. Get specifics on the fair labor standards act, overtime, exempt work, workers compensation, payroll tax, and more. Get your labor questions answered!

**1:00 PM - 3:00 PM****Maine Grocers and Food Producers Session --  
Somerset Room**

**January 15, 2020 Continued**  
**Wednesday****1:00 PM - 2:00 PM****Sodexo's Maine Course: A Statewide Local Purchasing Initiative -- Aroostook/Androscoggin Rooms**

In most communities, institutions are the largest food buyers, presenting considerable market potential for local producers. In this session, attendees will learn about the 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 of institutional demand and how we can improve our communication throughout that system. Come with questions - we'll leave plenty of time for discussion.

**1:00 PM - 2:00 PM****USDA Rural Development: Loans and Grants for Ag Producers and Small Businesses -- Hancock Room**

Join USDA Rural Development staff to learn about loans and grants for Ag Producers and Small Businesses.

**1:00 PM - 2:00 PM****Will We be Growing Potatoes and Barley in 2065? -- Waldo Room**

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

Crop model predictions for how potato and barley will be affected by projected changes in Maine's climate, and how adjusting planting date, irrigation, or soil health may help. Ellen Mallory, Extension Specialist and Professor of Sustainable Agriculture, University of Maine Cooperative Extension.

**2:00 PM - 3:00 PM****Development of a Compost Management Plan -- Waldo Room**

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

Biology, Methods, and Systems for Composting Food and Other Residuals, and the Process/Components Required for the

## January 15, 2020 Continued

### Wednesday

Development of a Compost Management Plan. Mark A. King, Organics Management Specialist, Division of Materials Management, Maine Department of Environmental Protection; & Mark F. Hedrich, Nutrient Management Program Manager, Maine Department of Agriculture, Conservation and Forestry.

**2:00 PM - 3:00 PM**

### **Maine 4-H Public Speaking -- Presentation Stage Main Auditorium**

Members of the 4-H Public Speaking team from the state of Maine will present two sessions Wednesday afternoon. Come listen to Maine 4-H youth take the center stage as they inform audiences and showcase their skills and expertise!

Marina Legere - (Oxford) Agriculture: Under Attack.

Bradley Smith-(Franklin) History of Feeding Forage to Livestock

Olmsted, Sadie, 14, (Franklin) How 4-H has impacted my life  
Dube, Nathan, 17, (Knox-Lincoln) The Lombard, Making Tracks in Time

Dube, Jeremy, 15, (Knox-Lincoln) International Harvester Company

Dube, Anthony, 13, (Knox-Lincoln) A Little Something about the Rex Rabbit

Dube, Sabrinnah, 11, (Knox-Lincoln) Making Fodder

Adam Eaton, 14, (Knox-Lincoln) What is a Belted Galloway

**2:00 PM - 3:00 PM**

### **Meet and greet with the Department's Ag Resources Team: selling food to institutions and learn about marketing and promotional resources -- Cumberland Room**

Looking to learn more about selling to institutions?

Seeking Information about marketing opportunities for Maine farm products?

Attend this informal meet and greet with the Department's Ag Resources team. We'll introduce newly hired staff, take farmer questions about selling to institutions, and review opportunities aimed to help Maine farmers enhance their current marketing and promotional efforts.

**2:00 PM - 3:00 PM**

### **USDA Farm Service Agency (FSA): 2018 Farm Bill Programs and Loans -- Hancock Room**

The public is invited to learn about what is new in the 2018 Farm Bill

**January 15, 2020 Continued**  
**Wednesday**

**3:00 PM - 5:00 PM**

**Baskets to Pallets (Day One Training/Advanced Farmer focus) -- Arookstook/Androscoggin Rooms**

Grading & Packing, General Food Safety for Institutional Markets & Panel So, you're getting ready to pack your first order for your wholesale customer, but you don't know the first place to start. This workshop will break down the common methodologies for grading and packing your produce for successful delivery without damage. We'll also cover general food safety criteria required by institutional customers, and how you can satisfy them without breaking the bank! We'll close with a panel of buyers and farmers who are currently working in this area to hear about the opportunities, challenges, and how we can all work together to satisfy this demand.

**3:00 PM - 4:00 PM**

**ReVision Energy Meeting -- Somerset Room**

Solar Energy for Maine Agriculture.

**3:00 PM - 4:00 PM**

**USDA/AMS/SPECIALTY CROPS MARKET NEWS (SCMN) -- Hancock Room**

Meet USDA staff and learn about the ag marketing service, and specialty crop news

<https://www.marketnews.usda.gov/mnp/fv-home>

**3:00 PM - 4:00 PM**

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

Enroll to become a Maine WIC Farmer. This session will give Maine farmers insight on WIC's purpose, eligible foods, requirements, and process.

**3:30 PM - 4:30 PM**

**Maine 4-H Public Speaking -- Presentation Stage Main Auditorium**

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Marina Legere - (Oxford) Agriculture: Under Attack.

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## January 15, 2020 Continued

### Wednesday

Dube, Anthony, 13, (Knox-Lincoln) A Little Something about the Rex Rabbit

Dube, Sabrinnah, 11, (Knox-Lincoln) Making Fodder

Adam Eaton, 14, (Knox-Lincoln) What is a Belted Galloway

**4:00 PM - 6:00 PM**

### **Kennebec County Extension Association Annual Meeting -- Washington/York Rooms**

Come learn how UMaine Extension supports food businesses in Maine. A brief annual meeting of the Extension Association will follow and light refreshments will be served.

**4:15 PM - 5:15 PM**

### **BPC Update -- Kennebec/Penobscot Rooms**

For more info:

<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

**5:00 PM - 6:00 PM**

### **Maine Highland Cattle Association -- Sagadahoc Room**

Come learn more about this organization that supports raising Highland cattle in Maine.

**5:00 PM - 6:00 PM**

### **Maine Public Creates Recipe Challenge Winner -- Presentation Stage Main Auditorium**

Come watch the 2019 Create It Cooking Challenge winner, Bill Doukas instruct audience members on his award winning recipe, Aegean Spinach Beet Triangles with Parsnip-Tzatziki Sauce. Bill and several other competitors met the challenge to showcase Maine ingredients with original recipes to enjoy Maine grown food year-round!

**5:00 PM - 6:00 PM**

### **Maine Sheep Breeders Association Meeting -- Piscataquis Room**

A gathering of those who support Maine's sheep industry. Come learn about important topics, and connect with others who raise sheep in Maine.

**January 15, 2020 Continued**  
**Wednesday**

**5:00 PM - 6:00 PM**

**Maine State Beekeepers Association: So you want to be a Maine beekeeper? -- Hancock Room**

Beekeeping in Maine varies from other regions. We can help you become a Maine beekeeper, whether your goal is to be a backyard, hobbyist or commercial beekeeper.

**5:00 PM - 6:00 PM**

**New England Emu Association -- Franklin Room**

A meeting of members of the The New England Emu Association

**January 16, 2020**  
**Thursday**

**8:30 AM - 3:00 PM**

**Maine Federation of Farmers' Markets Convention  
 -- Washington/York Rooms**

Pre-registration recommended. Registration detailed Maine Farmers' Market Convention 2020 agenda online at:  
<http://www.mainefarmersmarkets.org/convention2020/>

The annual convention occurs in Washington/York and Piscataquis/Sagadahoc Rooms.

The 2020 Maine Farmers' Market Convention brings together market farmers, organizers, and community members across the state to gather for a day of education, resource-sharing, and networking. The convention offers resources and information from service providers, legal experts, and seasoned farmers focusing on the most important topics to our farmers' market community.

Keynote presentation is: Farmers Market Legal Toolkit.

Session topics include:

Creative Marketing Strategies, After-market gleaning , Working together as a cooperative team, Food safety best practices farmers' markets & CBD/Hemp discussion, Keeping the Peace at Market, Partnerships for your market, Low-income food access models, Conflict resolution and communication skills for markets, Maine Harvest Bucks Overview, Point of Sale (POS) Options and Opportunities in the Digital Age, Farmers Market Metrics

**8:30 AM - 3:00 PM**

**Maine Federation of Farmers' Markets Convention  
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The annual convention will occur in Washington/York and Piscataquis/Sagadahoc Rooms.

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

**Maine Made: Wholesale 101 and Product Pitches --  
 Somerset Room**

Wholesale 101 9:30 am - 11:30 am

Are you thinking about entering the wholesale market with your products? Have questions? We have answers. Attend a day long workshop by the Maine Department of Economic and Community Development's Maine Made program. The session is broken in two portions.



## January 16, 2020 Continued

### Thursday

Wholesale 101 (morning)

9:30 - Introductions

9:45 - Pricing your product for wholesale presented by Maine's Small Business Development Center

10:10 - What is a line sheet and why is it important? by Maine Crafts Association

10:30 - Design a booth that sells presented by Green Tree Events

10:50 - Lessons learned in wholesale - presented by a veteran wholesale vendor in the Maine Made Program

11:10 - Q&A

Wholesale - Pitch Your Product 12:30 pm - 4:00 pm

Registration Required for a 15 minute Product Pitch/Buyer Feedback/Q&A

Register Here: <https://forms.gle/bi3ZAzxkcW9FroET9>

**9:00 AM - 3:00 PM**

### **79th Maine Ag Trades Show--Day 3 of 3 -- Augusta Civic Center, 76 Community Drive, Augusta, ME 04330**

FMI:

[www.maine.gov/dacf/agtradesshow](http://www.maine.gov/dacf/agtradesshow)<<http://www.maine.gov/dacf/agtradesshow>>

Visit the info booth for assistance and information. Tour exhibits in the main auditorium and connect with state agencies in the resource room. View daily presentations at the auditorium center stage. Attend conference sessions in the first and second floor meeting rooms of the main building and north wing.

**9:00 AM - 3:00 PM**

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

Have you been farming less than 10 years? Are you about to start farming? If you answered, "Yes!" be sure to visit the Knox Room and check-out BFRN workshops on Wed. and Thurs.

**9:00 AM - 3:00 PM**

### **Produce Safety Alliance Grower Training, Food Safety Modernization Act (FSMA) UMaine Extension -- Pine Tree Room**

Produce Safety Alliance Grower Training

Pre-registration and payment required:

<https://extension.umaine.edu/register/product/produce-safety-alliance-grower-training-augusta-january-16-2020/>  
(Registration closes January 10; no refunds after this

# January 16, 2020 Continued

## Thursday

date)

The course will provide a foundation of farm food safety best practices and co-management information, FSMA Produce Safety Rule requirements, and details on how to develop a farm food safety plan. Includes training manual, Produce Safety Alliance (PSA)/Association of Food and Drug Officials (AFDO) course completion certificate, lunch and snacks.

### 9:00 AM - 2:00 PM

#### **Beginning Farmer Resource Network of Maine Workshops Day 2 -- Augusta Room**

9:00-10:00am

Point of Sale (POS) Options and Opportunities in the Digital Age Learn how farmers are optimizing their POS systems to conduct transactions, track sales, engage customers, and plan for growth. Cybersecurity concerns and risk management best practices will also be shared.

10:00-11:00am

Farming Right: Municipal Ordinances, Zoning, and Other Considerations Farming is a land use that is both supported and regulated by state laws and local ordinances. Gain new insights from service providers and farmers who are working with municipal officials to improve agricultural business opportunities in their communities.

11:00am-12:00pm

Implementing Conservation on Your Farm: Working with NRCS & FSA Implementing Conservation on Your Farm: Working with NRCS & FSA Join farmers and USDA service providers to learn how you can address resource concerns, implement conservation practices and improve infrastructure to make your farm vision possible with financial and technical assistance from USDA.

1:00-2:00pm

A Beginning Farmer Focus Group on Climate Adaptation Resources This participatory focus group will provide opportunity to share experiences, identify resource needs, and provide feedback on draft educational materials related to climate adaptation on Maine farms. This focus group is part of a USDA-AFRI funded research project being conducted by University of Vermont and University of Maine. Please pre-register by emailing [sonja.birthisel@maine.edu](mailto:sonja.birthisel@maine.edu); the first ten farmer registrants are eligible to receive \$50 stipends for their participation.

## January 16, 2020 Continued

### Thursday

**9:00 AM - 2:00 PM**

### **Resource Room--Bureau of Agriculture -- Cumberland**

Come meet Bureau of Agriculture staff in the resource room, an informal place for show attendees to ask questions, and obtain information about the Bureau of Agriculture programs and resources that support Maine agriculture.

The resource room is on the first floor, in the Cumberland Room of the Augusta Civic Center, every day of the show. Add the resource room to your show agenda.

You can learn more about the Department of Agriculture, Conservation and Forestry's Bureau of Agriculture at: <https://www.maine.gov/dacf/ag/about/index.shtml>

**9:00 AM - 1:00 PM**

### **Hemp Growers Seminar -- Fort Western Room**

Agenda:

9:00-9:30 Welcome & Regulatory Updates with Gary Fish (DAFC)

9:30-10:45 Hemp Agronomy Presentation with John Jemison (UMO)

10:45-12:15 Maine Hemp Farmer Panel Discussion moderated by Gary Fish

12:15-1:15 Lunch break-on your own

1:15-1:45 CBD Compliance for Maine Licensed Eating Establishments with Lisa Silva (Maine CDC)

1:45-3:00 Panel Discussion on Maine State CBD Regulations for Food with Maine CDC and QAR

3:00-3:15 Closing remarks

**9:00 AM - 1:00 PM**

### **Scales Testing and Certification -- Washington/York room on the 2nd floor of the Augusta Civic Center**

The Department's Quality Assurances inspection staff will provide certification and testing of scales during the ag trades show.

Learn more about the requirements to receive an inspection: <http://www.maine farmersmarkets.org/scales-testing-certification/>

**9:00 AM - 12:00 PM**

### **Maine Senior Farm Share Program -- Waldo Room**

<b>January 16, 2020 Continued</b> <b>Thursday</b>
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**9:00 AM - 11:00 AM****Maine Farm Bureau -- Franklin 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****Choosing a Market Channel, Building Your Brand & Creating a Sell Sheet -- Baskets to Pallets Day (Day Two Training/Explorers & Beginning Farmers) -- Arnold/Howard Rooms**

(This session occurs at 9 and 11 a.m.)

This session will feature an overview of the Market Channel Assessment Tool, created by Matt LeRoux of Cornell Cooperative Extension, which helps identify seven areas of your farm which will inform which market channel fits your farm (and life) needs the best. We will then discuss the importance of building a brand for your farm, the components necessary, and the steps needed to gain consumer recognition. Finally we'll start exploring the infamous "wholesale sheet". Do you have one? Do you need one? How do you go about creating one?

**9:00 AM - 10:00 AM****Greenhouse Pests--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:

<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

<b>January 16, 2020 Continued</b> <b>Thursday</b>
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**9:00 AM - 10:00 AM****Groundwater Basics Presentation --  
Aroostook/Androscoggin Rooms**

Please join Maine Geological Survey for an informational talk about the basics of groundwater science. We will discuss the movement of groundwater, aquifer storage, water volumes, and sources of additional information.

**9:00 AM - 10:00 AM****Kent Feed Seminar -- Lincoln/Oxford Rooms**

Animal nutrition information presented by Kent/Blue Seal Feeds

**9:00 AM - 10:00 AM****Licensing Basics DACF QAR -- Hancock Room**

Meet staff from The Bureau of Agriculture's Quality Assurances and Regulations Division. They will review licensing basics, and food quality tips for success.

**9:15 AM - 10:15 AM****Farmer Technical Assistance Projects: Lessons  
from the Fields -- Presentation Stage Main  
Auditorium**

Grantees of the Ag Development Technical Assistance Award will share their experiences about recent projects. Come listen as they share insight on opportunities and challenges.

**10:00 AM - 1:00 PM****FSMA 101: Produce Safety Rule Basics & Why  
Food Safety Matters--Food Safety for Produce  
Farms, with Maine DACF -- Hancock Room**

There are three days of sessions presented by food inspection staff from the Bureau of Agriculture. Tuesday and Thursday offer the same agendas. Wednesday has a different agenda. View all the produce safety offerings at the show:

<https://content.govdelivery.com/accounts/MEDACF/bulletins/272efa3>

Thursday Full Session Agenda, Food Safety for Produce Farms--With Maine DACF:

FSMA 101: Produce Safety Rule Basics & Why Food Safety Matters: Thursday, Jan. 16, 2020 @ 10:00 – 11:00 am  
The Produce Safety Rule is a mandatory federal food safety

## January 16, 2020 Continued

### Thursday

regulation for produce farms. This session provides an overview of basic FSMA food safety requirements and why food safety matters. If you've been meaning to catch up on your FSMA knowledge, this is a good place to start. Beginner friendly.

Ask Me Anything: FSMA Produce Safety Rule Hot Topics & Questions: Thursday, Jan. 16, 2020 @ 11:00 - 12:00 noon  
For folks ready to learn more about FSMA's Produce Safety Rule, this session highlights the topics that have risen to the top in our work in the field(s). The floor will be also be open to ask us any questions you have about the Rule or how it applies to your farm. Beginner to Somewhat-Familiar friendly.

The Goods on USDA GAP Audits: Thursday, Jan. 16, 2020 @ 12:00 noon - 1:00 pm

Good Agricultural Practices Audits are independent audits of on-farm food safety and farming best practices required by buyers. Come to this session to learn how GAP Audits work, what they cost, and what the most common issues encountered are. Open to everyone.

**10:00 AM - 12:00 PM**

### **Maine Pork Producers Annual Meeting -- Lincoln/Oxford Rooms**

All members and the public invited to attend the Maine Pork Producers annual meeting and presentation by staff of the National Pork Board.

**10:00 AM - 12:00 PM**

### **Solar Panel on Farmland Q and A -- Aroostook/Androscoggin Rooms**

Considering solar on your farm? Join an open discussion with farmers, solar professionals, and policy experts on the opportunities, challenges, and considerations of siting solar on agricultural land.

**10:15 AM - 11:15 AM**

### **Pesticides and Pollinators--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

Pre-register and learn more:

View all re-certification credit offerings during the 2020 Maine Ag Trades Show:

<https://www.maine.gov/dacf/php/pesticides/documents2/forms/Ag-Show-2020%20-website.pdf>

## January 16, 2020 Continued Thursday

**10:30 AM - 11:30 AM**

### **Maine Farm and Sea Cooperative -- Presentation Stage Main Auditorium**

Maine Farm and Sea Cooperative will share the journeys and flavors that help visitors experience Maine's working landscapes and better connect with Maine food.

**11:00 AM - 1:00 PM**

### **Local Food in Schools: Building Partnerships with School Nutrition Programs Maine Farm to School Network -- Franklin Room**

This session is for Maine farmers/producers and Maine farm to school advocates/stakeholders. The Maine Farm to School Network Leadership Council invites you to a discussion about selling local food to Maine K-12 schools. This session will feature a panel of Maine public school nutrition directors discussing requirements and protocol for purchasing local foods. Meet and greet some of the school nutrition professionals who are leading the local procurement movement in Maine and build relationships. Our conversation will include:

- \* Bidding/Purchasing requirements for school food buyers
- \* Best practices and frequently asked questions, challenges, and roadblocks
- \* Successful business partnership examples
- \* Distributors vs. direct sales
- \* Forward contracts
- \* Harvest of the month program

FMI:

[www.mainefarmtoschool.org](http://www.mainefarmtoschool.org)<<http://www.mainefarmtoschool.org>>  
or

[www.facebook.com/MaineFarmToSchoolNetwork](http://www.facebook.com/MaineFarmToSchoolNetwork)<<http://www.facebook.com/MaineFarmToSchoolNetwork>>

**11:00 AM - 12:00 PM**

### **Choosing a Market Channel, Building Your Brand & Creating a Sell Sheet--Baskets to Pallets Day (Day Two Training/Explorers & Beginning Farmers) -- Arnold/Howard Rooms**

(This session occurs at 9 and 11 a.m.)

11am-noon: Choosing a Market Channel, Building Your Brand & Creating a Sell Sheet This session will feature an overview of the Market Channel Assessment Tool, created by Matt LeRoux of Cornell Cooperative Extension, which helps

## January 16, 2020 Continued

### Thursday

identify seven areas of your farm which will inform which market channel fits your farm (and life) needs the best. We will then discuss the importance of building a brand for your farm, the components necessary, and the steps needed to gain consumer recognition. Finally, we'll start exploring the infamous "wholesale sheet". Do you have one? Do you need one? How do you go about creating one? (This session occurs at 9 and 11 a.m.)

### 11:00 AM - 12:00 PM

#### **FSMA Produce Safety Rule Hot Topics & Questions--Food Safety for Produce Farms, with Maine DACF -- Hancock Room**

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<https://content.govdelivery.com/accounts/MEDACF/bulletins/272efa3>

Tuesday Full Session Agenda, Food Safety for Produce Farms--With Maine DACF:

**FSMA 101: Produce Safety Rule Basics & Why Food Safety Matters:** Tuesday, Jan. 14, 2019 @ 9:00 – 10:00 am The Produce Safety Rule is a mandatory federal food safety regulation for produce farms. This session provides an overview of basic FSMA food safety requirements and why food safety matters. If you've been meaning to catch up on your FSMA knowledge, this is a good place to start. Beginner friendly.

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**January 16, 2020 Continued**  
**Thursday****11:30 AM - 12:30 PM****Climate Change and Wild Blueberry Pests--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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**12:00 PM - 2:00 PM****Maine Rabbit Breeders -- Lincoln/Oxford Rooms**

A meeting about raising rabbits in Maine.

**12:00 PM - 1:00 PM****Agritourism Opportunities for Maine Farms and Communities -- Androscoggin/Aroostook Rooms**

This session is presented by the MDACF Bureau of Agriculture, Food and Rural Resources, and DECD's Tourism Office staff.

Farmers, businesses and supporters of Maine agriculture who have an interest in better connecting with visitors to Maine are encouraged to attend this session. The session will highlight expanding networking opportunities, understanding process for scheduling tours with tour companies, such as the Maine Motorcoach Network, and creating sample itineraries to promote visits to farms and communities that are part of Maine's quality of place and space. Attendees are encouraged to sign up in advance to help presenters provide specific opportunities, and resources that will be most relevant to participants. Visit <http://bit.ly/MaineAgTourTalkJan1620>

**12:00 PM - 1:00 PM****Harvest Hour! Cooking with Maine Produce -- Presentation Stage Main Auditorium**

Looking for tips about tasty ways to prepare Maine produce? The Harvest Hour is led by Maine Senior FarmShare Program, in collaboration with Maine SNAP-Ed. Come watch this informative nutrition workshop, which is similar to the statewide offerings during the harvest season for seniors who participate in the Maine Senior FarmShare Program.

## January 16, 2020 Continued Thursday

### 12:00 PM - 1:00 PM

#### **USDA GAP Audits--Food Safety for Produce Farms, with Maine DACF -- Hancock Room**

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### 12:00 PM - 1:00 PM

#### **WIC Farmers' Market Nutrition Program -- Waldo Room**

Enroll to become a Maine WIC Farmer. This session will give Maine farmers insight on WIC's purpose, eligible foods, requirements, and process.

### 1:00 PM - 3:00 PM

#### **Maine Nutrition Council: Berry Health Benefits -- Hancock Room**

Join us to learn about the role of red raspberries in relation to Metabolic Syndrome as well as updates from the latest research presented the prestigious Berry Health

<b>January 16, 2020 Continued</b> <b>Thursday</b>
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Benefits Symposium.

**1:00 PM - 2:00 PM**

**Insect Pest Management--Maine Board of Pesticides Control: Pesticides Applicator Recertification -- Kennebec/Penobscot Rooms**

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**2:00 PM - 3:00 PM**

**How to Build Relationships & Panel--Baskets to Pallets Day (Day Two Training/Explorers & Beginning Farmers) -- Arnold/Howard Rooms**

Baskets to Pallets Day (Day Two Training/Explorers & Beginning Farmers).

We'll end our day exploring how we go about building successful relationships with buyers in this noisy world of competing with national brands for the consumer's food dollars. We'll then hear from a panel of both buyers and farmers about their best practices in building successful relationships - what's worked, what hasn't, and what's required.

**2:00 PM - 3:00 PM**

**Maine Farm and Sea Cooperative Meeting -- Lincoln/Oxford Rooms**

A meeting of the Maine Farm and Sea Cooperative. Learn more at: <https://www.maineфарmandsea.coop/>