

# Oregon Small Farm News

Oregon State University Small Farms Program

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### Cover Photo:

Josh Volk of Slow Hand Farm  
cruises over St. John's Bridge  
in Portland to deliver CSA  
shares to his customers.

Photo by: Ryan Creason, Creason  
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# A Glimpse of What We Do and Do Well

By: Garry Stephenson, Small Farms Program Coordinator,  
Oregon State University

During September, faculty with the OSU Small Farms Program attended the 6<sup>th</sup> National Small Farms Conference. The conference occurs every three years and attracts people from throughout the U.S. who work with small scale farming from the extension service, USDA agencies and non-profit organizations. The OSU crew gave seven presentations on our education and research programs. This issue of Oregon Small Farm News includes a summary of what we presented to our peers—a glimpse of what we do and do well.

Included in this issue are summaries of:

- Our flag ship beginning farmer workshop series, *Growing Farms: Successful Whole Farm Management*. Evaluation data show that graduates are better prepared to plan and operate their farm business.
- The hands-on farming training—*Growing Agripreneurs*—we have been piloting to create teaching farms at OSU farms to develop crop production skills for new farmers.
- Our work in *Local Meat Sales* that provides information about processing, distribution, marketing, economics and regulatory requirements.
- The impacts of *Oregon's Women Farmer Networks* including the development of collaborative relationships between members in marketing, production, equipment-sharing, and distribution.
- Results of a research, education and policy needs assessment to enhance organic farming in Oregon. Unlike traditional agriculture research assessments, the report captures the points of view of farmers and a variety of organic community stakeholders.
- The next generation of beginning farmer training: *Growing Farms Online* which converts content from the Growing Farms workshop series for use as an online course.
- Nitrogen Management in Organic Vegetables taking into account nitrogen released from cover crops and soil organic matter.

These programs demonstrate clearly that the OSU Small Farms Program is among the top programs in the U.S. 

# Growing Farms: Successful Whole Farm Management Grows Farmers

By: Kristin Pool, OSU Small Farms Program and MS Candidate in Horticulture

Today, more and more beginning farmers are drawn to farming as a career that allows them an opportunity to combine their occupational and personal life goals.

*Growing Farms: Successful Whole Farm Management* was

developed by Oregon State University's Small Farm Program

in 2007 to address the complex needs of farmers starting, expanding, and re-envisioning their farm business.

Growing Farms meets farmers' needs through whole farm planning, skill building, experiential learning and networking. The eight-week face-to-face course uses a whole farm planning framework to integrate the physical, biological, family, and financial components of farming. The course covers six content areas, which have been refined in workshops since 2007. The curricular framework and titles are:

- **Dream It: Strategic Planning.** Defining family and farm values and assets to build a strong farm plan. Includes assessing soil and water capabilities to assist cropping system planning.
- **Do It: Farm Operations.** Planning for human and mechanical farm/ranch infrastructure including matching efficient farm equipment and renewable energy options with the production system, the role of the family in providing necessary farm/ranch business skills and labor, managing farm/ranch infrastructure for a successful production system.
- **Grow It: Production.** Managing the biological segment of the farm/ranch with the essentials of agro-ecology for annual and perennial cropping



Growing Farms participants tour Grateful Harvest Farm near Junction City.  
Photo provided by Garry Stephenson

and livestock systems. Strategies to manage risk through soil health, conservation biological control, and other approaches.

• **Manage It: Farm Finances.** Implementing sound financial planning for a successful business including record keeping, production cost, and farm/ranch business structures.

- **Sell It: Marketing Strategies.** Planning for an array of wholesale and direct farm/ranch marketing options and the connection between crop production decisions and marketing channel decisions.
- **Keep It: Managing Risk.** Planning for sustaining the new farm or ranch including integrating various risk management tools such as liability and crop insurance, licenses and entrepreneurship and succession planning.

*Growing Farms* has had positive impacts on small farm community by assisting new farmers in evaluating and managing their operations. Over 330 participants have completed *Growing Farms* in five regions of Oregon. Each program is evaluated to assess its effectiveness.

We asked participants whether they have started or planned to start or expand their farm business.

- 61% of participants plan to start a farm business as a result of the course.
- 38% of participants plan to expand a farm business as a result of the course.
- 5% of participants said they do not plan to pursue a farm business

While increasing the number of new farms is an exciting outcome of Growing Farms, the OSU Small

Farms Program values the decision by some to not pursue farming. This decision saves participants potential debt, unsuccessful land transfers and other hardship.

Those participants continuing their interest in farming feel better prepared to get started. We asked participants whether they felt better prepared on several key farm business related dimensions.

- 95% felt better prepared to take the steps to set up a farm business.
- 97% felt better prepared to evaluate marketing options that fit crop and farm goals.
- 92% felt better prepared to establish goals, values and mission to guide decisions for their farm business.
- 88% felt better prepared to establish a basic record keeping and accounting system.

Improvements to Growing Farms are continuous in response to course evaluations and the needs of Oregon's diverse farm community. Novel curricular tools, formalized farmer networks and experiential learning have enhanced the content of Growing Farms. Additionally, the Small Farms Program is in the process of piloting new opportunities for further beginning farmer education.

For instance, Growing Farms has always identified networking as a vital component of the course. Evaluation data reaffirmed networking as an important component of the course. For instance:

- To further improve the networking component of *Growing Farms*, women farming networks have been created in three regions of the state. Female participants of *Growing Farms* are utilizing these networks to become more incorporated in the small farms community and gain the myriad of benefits of connecting with other female farmers.
- Many participants desired access to education focused on farming skills in addition to farm management. Currently, the Small Farms Program piloting *Growing Agripreneurs*, a toolkit and curriculum for establishing teaching farms on OSU research farms or for use by non-profit organizations. The program provides hands-on training through a season of farming annuals and perennials on a small scale.

Overviews of both of these programs are provided in this issue of Oregon Small Farm News. 

# Save The Date

## GROWING FARMS: SUCCESSFUL WHOLE FARM MANAGEMENT 2013 WORKSHOPS

**NORTH WILLAMETTE VALLEY**  
**TUESDAY EVENINGS**  
**MARCH 12TH TO APRIL 23RD**

**SOUTHERN WILLAMETTE VALLEY**  
**WEDNESDAY EVENINGS**  
**MARCH 13TH TO APRIL 17TH**

**SOUTHERN OREGON**  
**TBD**  
**TBD**

**FOR MORE INFORMATION VISIT:**

**[HTTP://SMALLFARMS.OREGONSTATE.EDU/GROWING-FARMS-WORKSHOP-SERIES](http://smallfarms.oregonstate.edu/growing-farms-workshop-series)**

# Growing Agripreneurs: Training the Next Generation of Farmers

By: Maud Powell, Small Farms Program, Oregon State University

The Oregon State University Small Farms program has been working to develop comprehensive beginning farmer education for the past five years. The newest program, *Growing Agripreneurs* is designed for beginning farmers seeking a hands-on, season-long educational experience. The program has been funded through the Oregon Department of Agriculture's Specialty Crop grant. The program boasts a low student-teacher ratio and consists of weekly field work as well as classes, skill-building sessions and one-on-one mentoring.

Over the course of a season, students are exposed to many aspects of sustainable, small-scale farming including production of annuals, perennials, grains and cover crop. Participants gain extensive field experience working on OSU Extension's 1 acre Franklin Teaching Farm, as well as by touring other farming operations

The Growing Agripreneurs program consist of classes, skill-building sessions, field work and market training. Eleven classes are offered between April and October on various aspects of small-scale production. Classes are taught both at the Extension and on host farms around the Rogue Valley. Curriculum modules developed for the Growing Agripreneurs program will be available through OSU and the Oregon Department of Agriculture for use on other teaching farms.

On weeks when classes are not held, participants work alongside a farm mentor at OSU's Franklin Teaching Plot for a minimum of three hours. Activities are seasonally dependent and include all aspects of specialty crop farming including seeding, transplanting, cultivation and harvesting. Field work hours are determined based on the participants' schedules. Hours spent alongside the farm mentor provide ample opportunities for discussions about farming methods and practices, and well as hands-on instruction and feedback.

Once a month, farm mentors choose a particular skill to demonstrate and practice with the Growing



Photo by Lynn Ketchum, OSU Extension Experiment Station Communications

Agripreneurs cohort. Members of the cohort can request sessions based on their interest and level of skill. Examples of skill-building sessions are making soil media, laying out drip irrigation, seed saving, trellising and weed identification.

Participants of the Growing Agripreneurs program also have opportunities to market products grown on the teaching farm. Current venues used for market training are the Jacksonville Sunday Farmers Market and the Rogue Valley Online Market. At the Jacksonville Sunday Farmer's Market, participants set up the booth, work on market display, learn about pricing and competition, and practice customer service. The on-line market requires skills in packing and inventory management.

Impacts documented from the first year of the program were impressive. Of five program graduates, three went on to start their own farming operations while the other two secured jobs as farm managers. Pre and post-test results, as well as evaluations indicate a significant increase in knowledge and comprehension of basic sustainable agriculture principles.

In 2012, the number of Growing Agripreneur participants doubled. This increase highlights a

growing demand for hands-on agricultural education.

In 2013, Growing Agripreneurs will team up with Rogue Farm Corps (RFC) *Farms Next* on-farm internship program. Rogue Farm Corps is a non-profit organization that works to improve the quality of farm internships in Southern Oregon. The two programs currently emphasize different aspects of agricultural education: OSU focuses on academic, classroom-based learning while RFC highlights various farm operations and their practices.

Also in 2013, OSU Small Farms faculty will work with the Oregon Department of Agriculture to develop a toolkit and teaching manual for other Extension and Research stations interested in hosting similar teaching farms. The toolkit will include sample outreach material, curriculum, tool and equipment lists and farm plans.

We look forward to entering this new phase and supporting other regions in replicating the program. 

## Introductory Basic HACCP

(Accredited by the International HACCP Alliance)

**November 12 & 13, 2012**  
**238 Wiegand Hall, Oregon State University**



### Workshop Objectives

To provide an overview of the prerequisite programs (GMPs, SSOPs) as a foundation for developing HACCP based food safety plans.

Participants will work in teams and go through the process of establishing a HACCP based food safety plan for a specific food product.

This program will provide information for participants to begin to prepare to come into compliance with the FDA's mandate to require comprehensive, prevention based controls across the food supply.

### Who Should Attend

This workshop is targeted to food processors to assist them in developing HACCP based food safety plans.

### Location...

Room 238 of [Wiegand Hall](#) on the OSU Campus in Corvallis, Oregon.

**When: November 12 & 13, 2012**

**8:00 am – 4:30 pm**

### WORKSHOP AGENDA...

#### November 12, 2012

*8:00 am - Registration*

*8:30 am – Welcome and Introductions*

*9:00 am – Workshop begins*

- The Prerequisite Programs: Good Agricultural Practices (GAPs), Good Manufacturing Practices (GMPs), and Standard Sanitation Operating Procedures (SSOPs)
- Overview of HACCP

*12:00 – 1:00 pm – Lunch*

- Formation of Working Teams for Development of HACCP Plans: Construct Process Flow Diagram, Assessment of Hazards, Controlling Critical Points

*3:30 pm – Break*

- Review plans thus far

*4:30 pm – Adjourn for day*

#### November 13, 2012

*8:00 am – Workshop begins*

- Setting Control Point Limits: Monitoring Methods, Corrective Actions
- Overview of HACCP

*10:30 am – Break*

- Verification, Recordkeeping

*12:00 – 1:00 pm – Lunch*

- Continue Verification, Recordkeeping
- Trace Back: Recalls, Third Party Audits, Bioterrorism Plans

*4:30 pm – Workshop adjourns – Certificates presented*

### Instructors

[Dr. Mark Daeschel](#), Professor and Extension Specialist in Food Safety

[Dr. Yanyun Zhao](#), Professor and Extension Specialist in Value-Added Food Products

### Registration Information

**Registration Fee: \$365 per person**

Registration fee includes coffee breaks and the HACCP textbook. Lunch is on your own.

### Need more information?

#### Program Content

[Dr. Mark Daeschel](#), ph: 541.737.6519

[Dr. Yanyun Zhao](#), ph: 541.737.9151

#### Registration Information

[Debby Yacas](#), ph: 541.737.6483, or toll-free: 800.823.2357

# Local Meats and Marketing

By: Lauren Gwin, Small Farms Program, Oregon State University

Consumers want local meat and poultry, and farmers and ranchers want to deliver. But getting meat to market can be complicated. Over the last two years, the OSU Small Farms Program has provided valuable, practical education about existing and emerging market options and strategies to at least 250 beginning and experienced livestock producers in Oregon.

We started with a “Meat Track” at the 2011 Small Farms Conference. We offered sessions on niche meat production, processing, and marketing, plus a half-day carcass breakdown workshop. We recruited experienced producers as speakers, sharing expertise and lessons learned.

Later that year, we held two smaller workshops. At “Farmers, Chefs, and Local Charcuterie,” we covered regulations, food safety, and a “how to” demo by Eli Cairo and Tyler Gaston of Portland-based Olympic Provisions. Starting with a pig’s head, they explained how to make guanciale (cured pig jowls), then coppa and dry cured chorizo. State and county regulators who attended also benefited from the workshop, because the relevant regulations are complex and evolving.

“Multi-Species, Multi-Market Channel,” with David Evans, of Marin Sun Farms, covered yield tests and pricing formulas; co-supplier relationships; inventory management; market channel trade-offs; and the financial and regulatory requirements of retail butcher shops. Participants shared experiences, aspirations, what worked, and what had not. As one reported, “I found this the single most helpful thing I have done for my business this year. Having the opportunity to speak with a successful producer and glean insight from his mistakes will undoubtedly save me from many of my own.”


We provided one-on-one guidance and technical assistance to several dozen producers, often about processing and distribution. Examples include: hosting a meeting about infrastructure needs with a regional distributor and two producer-marketers pursuing parallel plans; helping a grass-fed beef producer strategize how to improve the stability of

her supply chain, then helping her write a successful funding proposal; assisting a beginning poultry farmer with regulations, supply chain partners, technical approaches, and costs associated with his plans; and identifying scale-appropriate inventory management systems for a multi-species meat marketer. We also spoke about niche marketing at three livestock producer events.

The 2012 Small Farms Conference Meat Track featured a pair of sessions on multi-species, multi-channel niche meat marketing, basic and advanced. A third session outlined new state regulations for small-scale poultry processing. In a full-day hands-on workshop, we trained producers on those new regulations along with best practices for open-air processing, ([http://smallfarms.oregonstate.edu/sites/default/files/bestprxopenairpoultryslaughter\\_september\\_2012.pdf](http://smallfarms.oregonstate.edu/sites/default/files/bestprxopenairpoultryslaughter_september_2012.pdf)). During the summer, we held similar workshops in Jackson, Clackamas, Lane, and Hood River counties.

Event evaluations showed increased knowledge on every topic and that participants would apply what they learned to their operations. As one participant in the carcass breakdown workshop said, “I have been a rancher my entire life and have never learned as much about my product as you provided in this experience.” Some participants reported making significant changes, with new business approaches, marketing plans, and processing partnerships.

We also expect that many participants have chosen not to niche market due to costs, risks, and current relatively commodity prices for conventionally raised livestock. “Opting out” is not a negative outcome for most producers, who may otherwise take on added risks without increasing profitability.

This project has established the OSU Small Farms Program as a source of useful, practical information related to local, niche meat marketing, and a hub for Oregon farmers and ranchers to learn from each other about it. We thank the Western Center for Risk Management Education and Oregon State University for funding support. 

# Oregon's Women Farmer Networks: Support for Women, Success for Farms

By: Melissa Fery, Small Farms Program, Oregon State University

The number of women farmers across the country is increasing. According to the 2007 census of agriculture, 30% of all farmers are women. Social stereotypes often portray farming women as “farmwives” rather than farm operators or decision-makers. Female operated farms tend to be smaller acreage and diversified, but with significantly less value of sales. Often, women farmers feel isolated from their peers. To address the unique needs of women farmers, the OSU Extension Service Small Farms Program has established regional women's farm networks that are communities of practice.



WWFN tractor event  
Photo provided by Melissa Fery

Three regional farmer networks in Oregon focus specifically on women producers: the League of Women Farmers (LOWF) is located in southern



LOWF welding workshop.  
Photo provided by LOWF

Oregon, the Willamette Women's Farm Network (WWFN) serves four counties and is based in Corvallis and the North Willamette Women Farmer Network (NWWFN) covers the Portland metro area.

The networks function though facilitation by OSU Extension faculty and staff, but topics covered are decided by the membership. The networks have

fostered peer mentorship and facilitated educational opportunities. Meetings or gatherings consist of farm tours, potlucks, discussions, and educational workshops. In addition, the networks have offered skill-building classes to women in activities typically conducted by male farm partners, including welding, fence building, tractor driving and carpentry. To date, over 350 women participate in the networks, activities and e-mail groups.

## Surveying the Women

Documented impacts of the program include the creation of mentoring relationships between new and seasoned farmers; increased exposure to niche and alternative marketing and production systems; and the development of collaborative relationships between members of the networks in marketing, production, equipment-sharing, and distribution.

In 2012, a comprehensive survey and needs assessment was completed with input from all three networks. Overall, the response rate was 44%. Individually for each network the response rates were WWFN – 63%, LOWF – 38%, and the NWWFN– 32%. There were 28 questions under three broad categories: Logistics and General Thoughts, Programming Needs and Demographics.

When asked what benefits the farmers received as result of being active in their women's network, they responded:

1. More connection with farming community (85%)
2. Increased networking (77%)
3. Increased knowledge (73%)
4. Greater satisfaction with occupation/community (46%)
5. Developed farm skills (42%)
6. Increased customer base (12%)

The top two opportunities that are desired by network members are:

1. Farm walks to learn about different production systems (4.55 out of 5.0)
2. Informational/educational sessions (4.47 out of 5.0)

The participants listed many ideas topics for educational and skill building sessions. Amongst the topics that were suggested by the survey the top three were:

- Mechanical skills (welding, fence building, carpentry) 63.3%
- Farm accounting, recording keeping 62.2%
- Planning and building structures 58.7%

A majority of respondents (78%) are currently farming or ranching. Of those, 42 % of the respondents have been farming 1-4 years. The sizes of farms vary:

- Less than one acre 13%
- 1-5 acres 28%
- 6-15 acres 22%
- 16-30 acres 113%
- 30 or more acres 24%

Seventy percent are using direct/retail wholesale avenues to market their farm products and 38% are using farmers markets as one of the marketing strategies.



NWWFN gathering and potluck.  
Photo provided by NWWFN

It is important to note that each of the Oregon women networks are unique and function differently based on their membership's need and request.

Based on the success and impact of these networks, OSU Small Farms faculty will be traveling to three other states in the Northwest in 2013, to train agriculture professionals to develop women farmer networks. *z*

*Project collaborators: Melissa Matthewson, Maud Powell, Kristin Pool and Jen Cramer*

# Enhancing Organic Agriculture in Oregon

By: Garry Stephenson, Small Farms Program, Oregon State University

A new report from Oregon State University and Oregon Tilth, Inc. offers insights into how to enhance organic agriculture in Oregon. Unlike traditional agriculture research assessments, the report reaches beyond the farm, capturing the points of view of a variety of organic community stakeholders—local retailers, farmers’ market managers, produce distributors, farm to school program staff, and nonprofit organizations that advocate for sustainable agriculture—and OSU organic agriculture researchers.

The report, *Enhancing Organic Agriculture in Oregon Research, Education, and Policy*, was written to provide guidance and a research-based resource for researchers, educators, and policymakers who can help meet the needs of Oregon’s organic sector and broader community.

Chris Schreiner, Executive Director of Oregon Tilth notes, “Organic food and farming supports job growth, rural economies and consumer choice. This report sheds light on how we can nurture and enhance this growing and vibrant sector of Oregon agriculture.”

Nationally, Oregon ranks fifth in the number of organic farms and fourth in organic sales.

The report uses survey data, interviews, and focus groups to explore organic agriculture from a variety of perspectives and identify targets for research, education, and policy.



Farmers, stakeholders, and researchers pointed to the need for organic-appropriate strategies for production-related challenges, including pest, disease, and weed management, nutrient management, plant breeding, and seed saving. Yet important needs also emerged from discussions of economics, markets, policy, and other topics not specific to production: increasing the consumer base for organics, maintaining a skilled workforce, navigating regulations, developing new markets, access to inputs, costs associated with organic production, and guidance for farm businesses on record keeping, health insurance, and farm succession.

The report notes that market development, grower and consumer education, policy related work, and farm business development are just as important as farm production research.

The report is the product of an innovative partnership between Oregon Tilth, Inc. and the Oregon State University Small Farms Program. The partnership also includes education for beginning and transitioning farmers, and applied research on cover crops and nitrogen management in organic production systems.

“Oregon Tilth wants to ensure education, research and policy supporting organic agriculture is directly informed by the diverse stakeholders who comprise the organic community,” says Schreiner. “Our partnership with the OSU Small Farms Program helps put into focus the challenges, opportunities and needs of the organic sector.”

*Enhancing Organic Agriculture in Oregon Research, Education, and Policy* by Garry Stephenson, Lauren Gwin, Amy Garrett and Maud Powell is available online at: <http://ir.library.oregonstate.edu/xmlui/bitstream/handle/1957/31202/em9050.pdf> Hard copies can be ordered at: <http://extension.oregonstate.edu/catalog/> or by calling 800-561-6719.

# Growing Farms Online: Online Education for Beginning Farmers and Ranchers

By: Garry Stephenson, Small Farms Program, Oregon State University

**G**rowing Farms Online converts and expands OSU's highly successful beginning farmer workshop series, *Growing Farms: Successful Whole Farm Management*, into an online course. Like the workshops, the online course fosters holistic planning by integrating the physical, biological, family and business components of farms and ranches. The online course will be ready for full use late 2013 and will be offered in combined online and face-to-face, as well as other methods.

In Oregon, geography, distance and driving time can be an obstacle for farmers to attend educational programs. For instance, the Oregon State University Small Farms Program has offered its eight week face-to-face beginning farmer and rancher workshop series since 2007. Although the workshops are highly effective, they are limited to several sites per year where OSU Small Farm Program faculty are located. Also, in the face of shrinking resources, distance education is vital to accessibility of extension educational programs.

The process of converting what we teach face-to-face into a form for delivery online is challenging and time consuming. The OSU Small Farms Program has been working closely with an online curriculum specialist and Oregon State University's *Professional and Non-Credit Education* division to develop the content and appearance of the course. Content areas for Growing Farms have been refined in workshops since 2007. The framework and titles are:

- Dream It: Strategic Planning.
- Do It: Farm Operations.
- Grow It: Production.
- Manage It: Farm Finances
- Sell It: Marketing Strategies
- Keep It: Managing Risk and Entrepreneurship

Developments in online learning technology now make it possible to create and deliver a very high quality

educational product, one that is graphically rich and engaging. A key part of the online course is six "case study" farms and ranches. Through in depth videos, these growers offer their first-hand experience and advice. The case studies represent a variety of production systems and scales. One example, Slow Hand Farm, is a model urban farm featured on the cover of this issue and on this page.



Videographer Ryan Creason films Josh Volk of Slow Hand Farm during one of his CSA deliveries. One of Growing Farms Online case study farms, Josh operates a hand scale urban farm and conducts farm operations and CSA deliveries by cargo bicycle.  
Photo by Garry Stephenson

Our preferred method for offering the course will be a blended or hybrid online and face-to-face approach. Participants will use the online course for basic learning while face-to-face meetings will be used for discussions, hands-on learning and farm tours. Another option will be a standard, fully online method supported and facilitated by instructors.

The project is supported by a USDA/NIFA Beginning Farmer and Rancher Development Program grant and is a powerful partnership between non-profits *Ecotrust*, *Mercy Corps Northwest* and Oregon State University's *Small Farms Program* and *Austin Family Business Program*. The project is also part of the innovative partnership between Oregon Tilth, Inc. and the OSU Small Farms Program. *✍*

# Nitrogen Management in Organic Vegetables: Work in Progress

By: Nick Andrews, Small Farms Program, Oregon State University & Dan Sullivan, Oregon State University

Organic vegetable farmers use cover crops, compost, manure and other amendments to increase soil organic matter (SOM) and improve soil quality. These practices also supply large amounts of nitrogen, but the amount and timing of plant-available N (PAN) released for crop uptake is difficult to quantify. Without reliable estimates it is difficult to adjust N fertilizer rates to account for soil building efforts. We are working with farmers in the Willamette Valley to develop practical methods to estimate PAN release from cover crops and SOM. Use caution if using our approach in areas that are dissimilar to Western Oregon (i.e. east of the Cascades).

### Decision process

We recommend combining site-specific planning tools with monitoring methods to fine-tune N management practices (Figure 1).

The total amount of N input needed by a crop varies depending on the kind of crop (Table 1), your yield goal, and the planting density. Information is available in University nutrient management guides (see “For More Information”). Nitrogen can be supplied to the crop by decomposition of soil organic matter or other inputs like cover crops or organic fertilizers, and by irrigation water. The amount of N supplied by each source depends on the management history of a field, cover crop species and biomass, soil temperature, soil moisture, the N content of irrigation water and fertilizers, and other factors. With so many variables, available planning

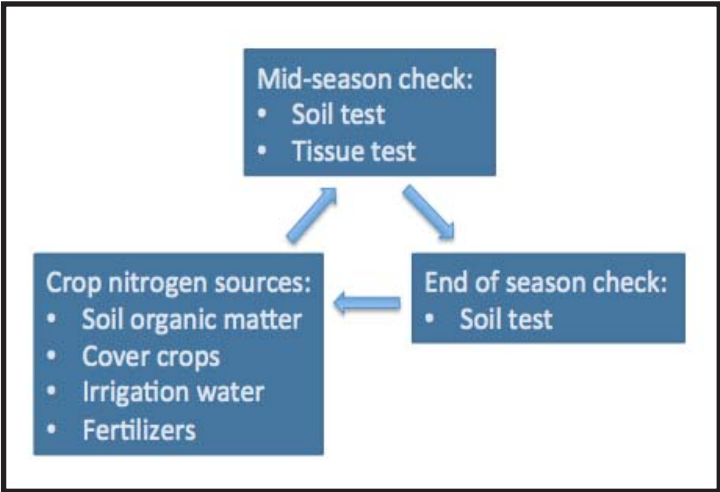


Figure 1. Decision process for determining site-specific nitrogen inputs in organic vegetables continues from year to year. Consider all crop N sources when making pre-plant fertilizer decisions.

tools only provide a rough guide to N availability in a particular field. After making N fertilizer decisions, you can monitor the results so that you can customize the fertilizer program.

### Irrigation water PAN

If irrigating from a well in an area where nitrate contamination is likely, test well water nitrate levels during the irrigation season. If results are higher than 3-5 ppm, the fertilizer value of this irrigation water can be estimated with:

Low	Medium	High
Baby greens	Carrot	Broccoli
Beans	Corn, sweet	Cabbage
Cucumbers	Garlic	Cauliflower
Radish	Lettuce	Celery
Spinach	Melons	Potato
Squashes	Onion	
	Peppers	
	Tomatoes	

Table 1. Relative N needs of vegetable crops  
Adapted from Gaskell et al. 2007

Your Cover crop Total N <sup>1</sup>		Predicted PAN release <sup>2</sup>		
%N in DM	lb/ton in DM	4-wk	10-wk	Calculator
		lb PAN released per ton DM		
1.0	20	<0	0	0
1.5	30	3	9	4
2.0	40	7	14	9
2.5	50	12	20	16
3.0	60	19	28	24
3.5	70	28	37	33

<sup>1</sup>Total N analysis of your cover crop sample performed by a commercial laboratory, or “typical value” for the cover crop. 1% N in DM = 20 lb N per dry ton.  
<sup>2</sup>PAN predictions: 4 and 10-week = estimated by incubation of cover crop residue in moist soil at 72°F. Calculator = estimated by OSU Organic Fertilizer and Cover Crop Calculator

Table 2. Predicted plant-available N (PAN) release from cover crops. Instructions: (1) Look up your cover crop N analysis in one of the left columns (use either the “%N in DM” or the “lb N/ton in DM” column). (2) PAN release predictions are made in the right columns.

**Nitrate-N (lb/ac) = inches H<sub>2</sub>O applied x ppm nitrate-N x 0.227**

For example, if you apply 12” water per year and the water contains 10ppm nitrate-N, you will get 27 lbs N/acre from the water.

#### *Cover crop PAN*

During decomposition a cover crop can increase or decrease the N fertilizer requirements of the following crop. In general, legumes have higher N content than cereals and leafy plant tissues have higher N concentrations than stems and more mature plant material. For legumes like common vetch that are high in N (e.g. 3%), about half of the cover crop N is released as PAN, because the cover crop has more N than needed to “build” soil organic matter. For non-legumes like cereal rye that are low in N (e.g. 2%), the release of PAN is small, because most of the cover crop N goes into soil organic matter. As cereals mature and start heading, their N content drops (e.g. 1%) and PAN is immobilized (negative PAN) during decomposition. Most of these effects occur in the first 4-6 weeks after plowdown.

In order to estimate cover crop PAN we recommend field sampling and analysis of a whole-plant aboveground sample. The cover crop is harvested from a known area in the field, weighed wet, then subsampled. The subsamples are sent to an analytical

lab for determination of % dry matter and total %N. Detailed sampling instructions are available in a new PNW Extension publication due for release in October (PNW 636, Sullivan and Andrews 2012). PAN release from cover crops can be estimated using Table 2 or the OSU Organic Fertilizer and Cover Crop Calculator (Andrews et al., 2010). The Calculator also compares the cost of PAN sources (fertilizer, cover crop and compost) and can help match N-P-K rates with crop requirements.

#### *Soil Organic Matter PAN*

In western Oregon, nitrate-N is leached from soil during heavy winter rains from November to March, so spring soil nitrate-N levels are consistently below 10ppm. PAN is released by microbial activity from SOM when soil temperatures warm in the spring. The amount of PAN supplied per day from soil organic matter decomposition usually doubles between spring and summer, because soil is warmer.

Biologically-active or “young” organic matter is derived from inputs during the previous five years or so. This young fraction of soil organic matter is a major contributor to PAN release. Older organic matter releases PAN very slowly. Soil tests report total organic matter, the sum of young and old organic matter. Numerous research studies have reported a lack of correlation between total soil organic matter levels and PAN release. So, although some soil testing labs measure total soil organic matter and then report an “estimate of PAN release”, we do not have much confidence in such estimates.

Ongoing N mineralization research is being done to see how much variability exists between fields. We are incubating moist soil at room temperature in the laboratory and comparing the results with crop N uptake from unfertilized plots. Preliminary results from

## Soil incubation results

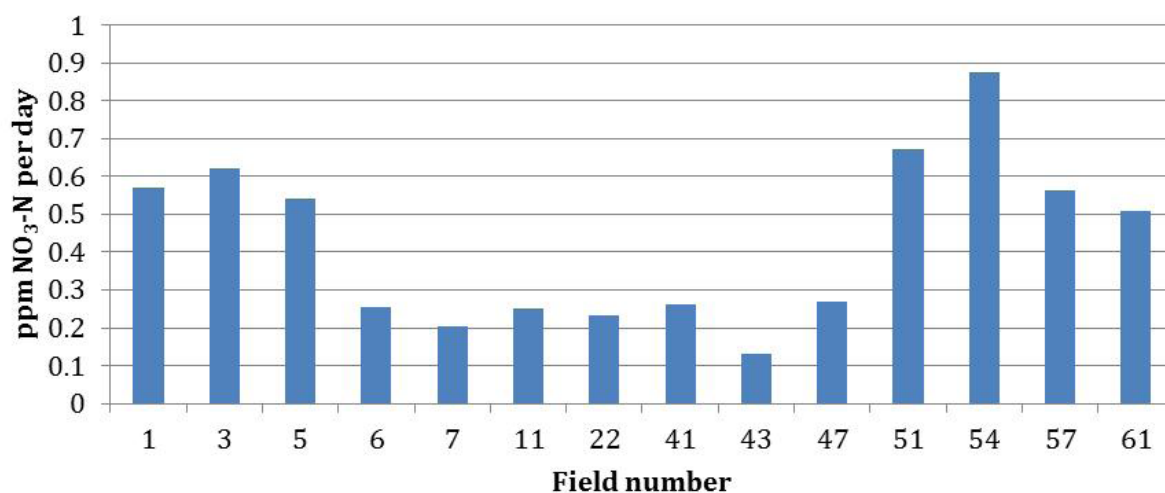



Figure 2. Rate of plant-available release (as nitrate-N) in a 4-wk laboratory incubation. Soils were kept warm (72 F) and moist (near field capacity) during incubation. Soil samples (0-12 inch depth) were collected from selected fields in the northern Willamette Valley.

these incubations show that soil N mineralization rates vary by a magnitude of up to six (Figure 2), indicating that there are opportunities to use fewer N inputs on fields with high baseline soil N mineralization rates. Variables such as soil temperature and moisture in the field and the timing and efficiency of crop N uptake influence how these results could be used. Ongoing work will help us determine whether these tests can support nutrient management decisions in organic vegetable production systems.

### Monitoring Methods

Mid-season soil nitrate-N tests (0-12") just before the main period of vegetative growth (i.e. late June – early July) confirm whether pre-plant N rates were sufficient. Most vegetables require about 30 ppm nitrate-N to grow well. An end of season soil nitrate-N test (0-12") can determine whether too much N was applied. This sample should be taken close to harvest before crop residues are incorporated and heavy fall rain (e.g. September or October). We use these guidelines: low (<10 ppm), medium (10-20 ppm), high (20-30 ppm), very high (>30 ppm). If end of season nitrate levels are high or very high, N application rates could be reduced the following year. Be sure to submit samples to the lab right away or refrigerate or freeze samples to prevent further N mineralization.

Nitrogen management on organic farms is complex. Let us know if you start using this information to make decisions on your farm. We are happy to work with you to help make sense of your results and keep you updated on our findings. 

### Resources:

Andrews, N., D. Sullivan, J. Julian and K. Pool (2010). Organic Fertilizer and Cover Crop Calculator. Online at: <http://smallfarms.oregonstate.edu/calculator>.

Gaskell, M., R. Smith, J. Mitchell, S.T. Koike, C. Fouche, T. Hartz, W., Horwath and L. Jackson (2007). Soil Fertility Management for Organic Crops. University of California Extension Publication 7249.

Hart, J.M., D.M. Sullivan, J.R. Myers, and R.E. Peachey (2010) Sweet Corn Nutrient Management Guide (Western Oregon). OSU Extension Publication EM 9010-E. <http://hdl.handle.net/1957/19064>

Sullivan, D.M. and N.D. Andrews (in press). Estimating plant-available nitrogen release from cover crops. PNW Extension Publication 636. <http://hdl.handle.net/1957/20755>

Sullivan, D.M., J.P.G. McQueen and D.A. Horneck (2008). Estimating nitrogen mineralization in organic potato production. OSU Extension Publication EM 8949-E. <http://hdl.handle.net/1957/20524>

**Acknowledgements:** this work is financially supported by partnerships with Oregon Tilth, Inc and the West Multnomah Soil & Water Conservation District, and by grants from USDA Western Sustainable Agriculture Research & Education.

# 2012 Oregon Agritourism Summit

getting  
to YES!

**Friday, November 30, 2012**

**9:00 a.m. to 4:30 p.m.**

**LaSells Stewart Center**

**OSU Campus**

**Corvallis, Oregon**

**Cost: \$25/person**

OSU Extension and partners will be hosting the **Oregon Agritourism Summit: Getting to YES** for agritourism business development. This summit is for farmers and agri-business owners currently operating or interested in agritourism opportunities to diversity economic stability. The goals of the summit are to strengthen businesses through education, provide motivation and networking potential and collaboratively develop a path for the future of agritourism in Oregon.

## Sessions include:

- Getting to Yes for Agritourism in Oregon
- Marketing your Destination: Internet and Beyond
- Market Trends: 6 Kinds of Agritourism
- Navigating Legal Constraints
- Getting Started with Business Planning
- Reducing Risk by Managing Liability
- Hospitality: Creating the Customer Experience
- Models that Work

Summit registration and information available at : [smallfarms.oregonstate.edu](http://smallfarms.oregonstate.edu) or by contacting OSU Extension Service in Benton County at (541) 766-3556.



View at Leaping Lamb Farm Stay in Alsea, OR



Fun at Bernet Farms in Scappoose, OR

**OSU**  
Oregon State  
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Extension Service  
Benton County

# Farm Direct: New Law, New Rules, New FAQ

By: Rebecca Landis, Oregon Farmers' Market Association

The Farm Direct Bill, enacted as HB 2336, went into effect Jan. 1, 2012, and administrative rules were finalized June 1, 2012. The provisions of the law will provide greater regulatory certainty for farmers and farmers' market managers by more clearly defining which farm direct products require a license and which do not. The law also eases regulation for certain low-risk food processing activities.

Most of the public discussion has been about jam and pickles. The new provisions are limited to producer-processed foods in which the principal ingredients are grown by the producer. No commingling is allowed. A jar of pickles produced under the Farm Direct Bill would contain only cucumbers or other vegetables grown by the farm selling the pickles, plus non-principal ingredients like vinegar and spices.

Extra labeling is required for syrups, jams, preserves, pickles, honey, eggs, grains, legumes and seeds. Dried fruits and vegetables do not require a disclaimer but must be labeled with a list of ingredients and the name and address of the agricultural producer.

Eased regulation in the law does not apply to restaurant or institutional sales, and certain processed products (things in bottles, jars and aseptic packages) are limited


to \$20,000 in sales per year. Once farmers decide to cross those lines, they must obtain a license or hire a co-processor. No low-acid foods can be sold without a license. The bill does not exempt more controversial products from licensing requirements, such as meat and dairy.

Before the Farm Direct Bill, many farmers were not sure they could pay for a license, jars, a co-processor and then wait months to earn it all back. Now they can experiment with smaller amounts before committing too many resources. Other things that farmers are allowed to try out include drying their own fruits, vegetables and herbs and drying and cracking nuts.

The Farm Direct Bill adds on to a policy dating from the 1970s in which ODA did not require a processing license for beekeepers with 20 or fewer hives. Now, regardless of the number of hives or even marketing channel, honey with no added ingredients will no longer be subject to a processing license. (Apiary registration is still required for five or more colonies.) Eggs, previously exempt from licensing if sold directly to consumers, still cannot be consigned unless the agricultural producer doing the selling has an egg handler license.

Food Item	No Sales Limit	\$20,000 Sales Limit	"Not Inspected" Labeling Requirement	Allowed For Consignment*
fresh fruits, vegetables, herbs	x			x
dried fruits, vegetables, herbs	x			+
grains, whole or cracked	x		x	
parched or roasted grains	x		x	
fresh legumes and seeds	x			
dried legumes and seeds	x		x	
flour	x		x	
nuts in shell	x			x
shelled nuts	x			
eggs in shell	x		x	x*
natural honey, no additives	x		x	x
canned fruit, syrups, preserves, jams, jellies		x	x	
salsa and hot sauce		x	x	
sauerkraut or lacto fermented vegetables		x	x	
pickles		x	x	

\* Consignment allowed when the agricultural producer doing the selling has an egg handler license.  
+ Not unless part of routine post-harvest handling.

Grains and legumes can be dried and processed in a number of ways without a license, which will encourage existing efforts to increase small-scale production. These provisions include whole, hulled, crushed or ground grains, legumes and seeds, plus parched or roasted grains – if of a type customarily cooked before consumption. The fact that these foods are generally cooked was key to this policy change, as was the fact that activities like threshing were not considered processing if they were done with a combine in the field rather than in a home kitchen. 

The Oregon Department of Agriculture has published a "Frequently Asked Questions" document on its website: [http://www.oregon.gov/ODA/FSD/pages/faq\\_2336.aspx](http://www.oregon.gov/ODA/FSD/pages/faq_2336.aspx).

Courtesy of the Oregon Department of Agriculture

# Canola and the Willamette Valley

By: Garry Stephenson, Small Farms Program, Oregon State University

A proposed rule adjustment by the Oregon Department of Agriculture which would substantially increase canola production in the Willamette Valley has caused concern among vegetable seed growers, the organic farming community and others. For background, here is Oregon State University research and analysis pertinent to this rule:

Jaeger, William and Siegel, Ryan. 2008. *Economics of oilseed crops and their biodiesel potential in Oregon's Willamette Valley*. Oregon State University Extension Service, Special Report 1081. <http://ir.library.oregonstate.edu/xmlui/handle/1957/8503>

Karow, Russ. 2010. *Canola in Western Oregon – Information from the Literature and OSU Research Activities and Some Speculations*. <http://cropandsoil.oregonstate.edu/bioenergy/sites/default/files/jan10summary.pdf>


Mallory-Smith, Carol. 2009. *OSU Weeds Project Final Report on ODA Canola Studies*. <http://cropandsoil.oregonstate.edu/bioenergy/sites/default/files/weedsciencereportdec09.pdf>

Mallory-Smith, Carol, James Meyers and Michael Quinn. nd. *Review of Canola Literature*. Oregon State University. <http://cropandsoil.oregonstate.edu/bioenergy/sites/default/files/canolaliteraturereview.pdf>

Meyers, James. 2006. *Outcrossing potential for Brassica species and implications for vegetable crucifer seed crops of growing oilseed Brassicas in the Willamette Valley*. Oregon State University Extension Service, Special Report 1064. <http://ir.library.oregonstate.edu/xmlui/handle/1957/6304>

Quinn, Michael P., 2011. *Potential impacts of canola (Brassica napus L.) on vegetable seed production in the Willamette Valley of Oregon*, Oregon State University. <http://ir.library.oregonstate.edu/xmlui/handle/1957/19981>

In general, the work indicates that outcrossing and contamination is likely and management of escaped plants would be onerous. As a region dominated in total acreage by grass seed and grains, an economically viable broadleaf rotation crop (or array

of such crops) is needed. However, as reported in 2010 to the Oregon Department of Agriculture Canola Advisory Committee, because of the number of unanswered questions and "... given the potential risk, precaution suggests not allowing canola production at this time." 

**SAVE THE DATE**  
**March 2, 2013**

**Oregon State University**  
**Extension Service**

**Small Farms Conference**

LaSells Stewart Center - Corvallis, Oregon



# USDA Inspected Meat Processing Comes to NE Oregon

By: Lauren Gwin, Small Farms Program, Oregon State University

**E**astern Oregon's livestock producers who market their own meats now have a new processing option. Stafford's Custom Meats, in Elgin, added USDA inspected slaughter and processing to their services this summer, making them Oregon's only USDA inspected slaughter plant east of Prineville. They still also offer custom-exempt slaughter and processing.




Jeff Stafford & Jenn Layman of Stafford's Custom Meats  
Photo provided by Lauren Gwin

Company, which had been a custom-exempt customer for several years. Their direct marketing business, pairing beef and wine, required USDA inspected processing. Key to the deal is that Lostine needs processing in the typically dead winter months.

With the commitment from Lostine, and other area producers, Stafford's can now hire a year-round crew and know that their investment of time and training will pay off. It has been challenging to find the right people: "experience doesn't matter as much as desire and a solid work ethic," Jeff says. "We can train them." But Jeff and Jenn are excited about a young butcher-in-training they recently hired. "On his first interview, we gave him a knife, and he pulled a tri-tip correctly his first try."

Jeff Stafford grew up in the business. His grandfather started it in 1939, in Lincoln City. Jeff's parents retired, and Jeff struck out on his own, buying an existing small custom-exempt shop in Elgin. Three years later, he built a new plant on the site, designed to meet all the requirements of USDA inspection. Yet as he was finishing construction, the regulatory world changed: the Jack in the Box E. coli O157:H7 poisoning in 1993 led USDA to require processors to operate under the Hazard Analysis Critical Control Point (HACCP) system. The transition was difficult for many small plants. The Staffords saw more small plants closing than opening and decided to stay custom-exempt, which was keeping them plenty busy (they also processed game until 10 years ago).

Stafford's now offers USDA inspected slaughter and processing of all four-legged red meat species: cattle, bison, lamb, goat, and hogs. They grind and make patties under inspection but continue to do other value-added processing (curing, sausage, cooked meats) under custom-exemption for the owner's use. 

For more information, visit their Facebook page: <https://www.facebook.com/Staffordscustommeats/info>

Why now? The plant was physically ready for years: what owners Jeff Stafford and Jenn Layman were waiting for was enough business for enough of the year. Small processors are almost overwhelmingly busy in the late summer, fall, and early winter. Yet the seasonality of livestock production often means that business drops off sharply in January for several months. Without throughput, most shops have to lay off their workforce, which makes it very difficult to build and keep a trained crew.

As interest in local and regional meats grew, Stafford fielded more calls from producers who wanted him to be USDA inspected, so they could sell cuts and not just on-the-hoof sides and quarters. "I always said, bring me the business and we can do it," says Jeff. But none could commit to bringing him enough animals enough of the year. He estimated that with 500 head per year, on a fairly year-round basis, he could keep a quality crew and build stability. "Hiring people for three months, then laying them off – that's heartache for a business."

Enough commitment finally came from Lostine Cattle

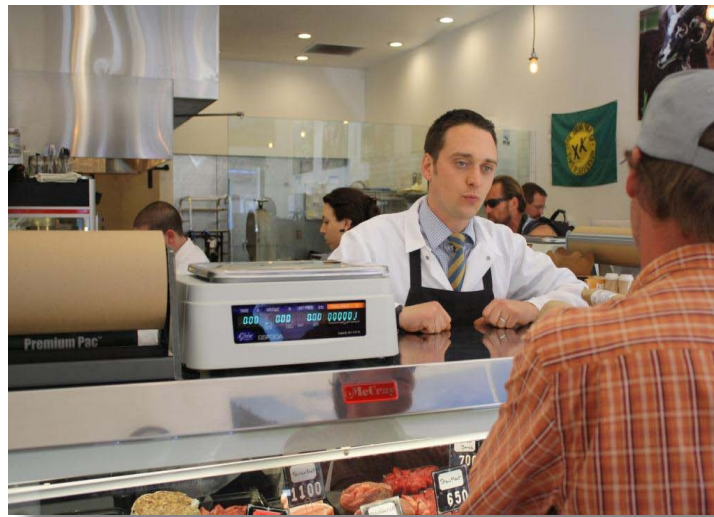
# Blazing a Trail with Whole Carcass Butchery Boulton & Son Opens in Ashland, Oregon

By: Elizabeth Murphy, Small Farms Program, Oregon State University

There's a buzz along the main drag in Ashland, Oregon, where Boulton & Son, a traditional whole-carcass butchery, had its grand opening on September 7<sup>th</sup>, 2012. This vanguard enterprise felt like a natural extension for local Applegate farmer, Jonathan Boulton, who passionately believes that "you are what you eat". Boulton started on his farming journey raising heritage Tamworth hogs and Soay sheep after reading a package of Applegate Bacon that was, according to Jonathan, from "somewhere in New Jersey". The outcome, Iron Age Farms, focuses on sustainable production of heritage breeds, along with a dedication to humane animal welfare and grass-based production.

As Jonathan and his wife, Elisa, became more intertwined with local and sustainable meat production, they encountered the challenges of bridging the gap between product and consumers. Even after trucking their livestock to slaughter 150 miles north, the quality of meat offered to consumers was compromised by limitations of the cutting facility and the fact that as a vendor at farmer's markets, meat was frozen and could not be cut to order. Boulton describes working with his processor, putting his hand on his shoulder and saying, "I've done the best I could to give these animals a good life. Could you see to it that you give them a good death".

Boulton & Son strives to bridge the gap with consumers by being a "seven day a week, one stop shop for locally grown meat". The major challenge remains the 300 plus mile round-trip transport to a USDA-licensed slaughter facility. By receiving whole



Jonathan Boulton helps a customer at the display case.  
Photo provided by Elizabeth Murphy

carcass product, however, they retain "complete control over every cut of meat that comes out of the shop", Boulton states. For Boulton & Son, this is an important aspect in providing the consumer the highest quality experience with locally, sustainably raised meat, while utilizing the entire animal from tip to tail.

Following the Bouldons' initial conception of the butcher shop over a year ago, Jonathan worked closely with Oregon Department of Agriculture to license the shop as an ODA-inspected "retail butcher shop and non-slaughter processing facility". A state licensed butcher shop can hang and cut carcasses for retail sale, both at the main shop and at satellite locations, without being USDA inspected, as long as the animals are slaughtered under USDA inspection. The shop is also licensed for additional processing, such as charcuterie and aged meats.

Opening Boulton & Son also hinged on finding a qualified master butcher to do the cutting. The Bouldons were lucky enough to recruit



Boulton & Son storefront in downtown Ashland.  
Photo provided by Elizabeth Murphy



Today's cuts on display at Boulton & Son.  
Photo provided by Elizabeth Murphy


Xian Clever from Portland, Oregon, who masterfully breaks down whole carcasses behind a glass viewing window. The close view of butchery in action is all part of Boulton & Son's necessary mission to educate the consumer.

Bringing in whole carcasses means utilizing and selling every part of the animal. According to Boulton, "we need the consumer to work with us. Our commitment not to call Cisco and get a box of plastic-wrapped who knows what, means we might not have filet mignon every day". For instance, if Boulton & Son brings in two hogs a week, that's only 4 tenderloins for sale until next week. Towards that end, Boulton & Son is offering classes in cooking different and substitute cuts of meat under the tutelage of Elisa Boulton, a cordon bleu graduate. As a community butcher shop, Boulton & Son also holds classes in butchery, charcuterie, baking, and utilizing animal bi-products, such as in soapmaking.

Another aspect of Boulton & Son's mission is to connect the farmer with the consumer, offering profiles

of its primary, ultra-local suppliers and educating clients about humane and sustainable production. They support farmers' heritage breeds and bring in Dexter cattle, whose small frame is ideal for grass-based production and the heavy clay soils of the Rogue Valley. Buying animals from farmers

off the hoof, in an area without a livestock auction or nearby slaughterhouse, provides local farmers with a consistent and predictable market. As Boulton says, "this is more than just a business. It's part of an ever-widening, deepening movement".

Customers at Boulton & Son seem to agree. The initial shop opening was precipitated with a wide-spread kickstarter campaign, which raised \$10,000 from 119 community members. In their first week of opening, the shop sold two steers, pushing them to get more product from backup suppliers. "People can really resonate with the vision and mission," Boulton says. Boulton & Son join a smattering of whole carcass butcheries around the country, bringing a traditional, local flavor to a small town apparently hungry for it. 

Find Boulton & Son online at: <http://boultonandson.com>

# Building Community Through Food and Partnerships: *Gathering Together Farm, Part 2 - Wild Garden Seed and Avoca Seed*

By: Amy Garrett, Small Farms Program, Oregon State University

*Part 1 of this story appeared in the spring edition of Small Farm News, and highlighted Gathering Together Farm (GTF) of Philomath, Oregon; in particular their unique partnerships with local farms and food artisans.*

*Part 2 highlights the partnership between GTF and Wild Garden Seed, a company that in turn helped another young farmer get his start. This piece will touch upon both of these partnerships, and the benefits to all involved.*

For many organic farmers like GTF, it is desirable to produce seed of the crop varieties they use in production. But this is difficult to do. Among the many constraints that prevent farmers from producing their own seed are the time and resources required to save seed. Specialized seed production knowledge is also critical to produce high-quality seed. Then land and time must be allocated for planting and caring

for the crop, maintaining purity, and harvesting and conditioning the seed (Stephensen, G. *et al*).

So, it made sense for GTF to build a new partnership. In 2003, Wild Garden Seed (WGS) became part of the GTF corporation, and Frank and Karen Morton of Shoulder to Shoulder Farm became the managers of the seed business. Now, Shoulder to Shoulder Farm rents out their services in managing Wild Garden Seed to do something GTF could not otherwise accomplish—produce vegetable, herb, and flower seeds, as well as a wide variety of salad green seed that are farm-original varieties at GTF.

All of WGS's crops are incorporated in the crop rotation on GTF land, and grown alongside GTF's fresh market vegetable crops. WGS sells their seed at Gathering Together's farm stand, the Wild Garden Seed web site ([www.wildgardenseed.com](http://www.wildgardenseed.com)), and major organic seed distributors nationwide and abroad.

GTF gets the benefit of having unique salad varieties adapted to the conditions on their farm, increased biodiversity and floral resources for beneficial insects, as well as income during the slow winter months when farmers are buying seed from WGS.

There are many advantages for WGS too: GTF assists the company with equipment, fertility, propagation, website, and marketing just to name a few. The WGS crew also enjoys the GTF workday tradition of mid-morning break with fresh pastries, and Farm Lunch provided by farm owners John Eveland and Sally Brewer.

## **Wild Garden Seed and Avoca Seed**

After Hank Keogh got his B.S. in horticulture at Oregon State University, his primary goal was to find a mentor in the seed business. After traveling through



Frank and Hank.  
Photo by Amy Garrett

California and exploring afar he came back to his hometown, he started working for Frank and Karen Morton at WGS in 2008. Hank wanted to learn what they did, and read every book on their shelf.

After a couple years he became WGS's field manager while Wild Garden Seed's business was booming, and space for new crops was limited. They needed more land and Hank had a little more than 5 acres east of Corvallis, which he had certified organic through Oregon Tilth, Inc., as Avoca Seed. This was a great opportunity for Hank to have an additional income and gain valuable experience working with Frank, who already had more than twenty years of seed saving experience, while getting his own seed company started.


The additional land at Avoca Seed enabled Wild Garden Seed to have another isolation zone for seed, as well as the added benefit of being in an area less susceptible to flooding.

Currently, WGS leases the land at Avoca Seed that is devoted to producing WGS crops, and Avoca Seed bills WGS for the time spent on WGS crops.

To help simplify a potentially complex billing relationship, Avoca keeps track of total sales and expenses then WGS and Avoca split the profit annually.

The partnership between Wild Garden Seed and Avoca Seed blossomed from a foundation of trust and friendship, and Frank is thankful for Hank's long-term interest.

Good communication, clarity of terms, and keeping good records of time and expenses are critical to making this partnership successful. Frank's advice for other farmers in forming partnerships is to, "find people that have complimentary, not competitive interests, then consider how that person's passion can be something you are a part of. We are way more together than we are alone."

The partnership between GTF and WGS with Shoulder to Shoulder Farm and Avoca Seed illustrates a creative way that experienced farmers and new farmers can work together that is far beyond just being an employee. Gathering Together Farm is a great model of what can happen when you combine talents and provide a community to grow with and work in. Like a raising tide lifts all of the boats, Frank Morton believes by supporting neighboring farms and new farmers the whole community benefits and is a better place to live. 

Stephensen, G., Gwin, L., Powell, M., and A. Garrett. *Enhancing Organic Agriculture in Oregon*. EM 9050. July 2012. See page ? for more information or view it online at: <http://ir.library.oregonstate.edu/xmlui/bitstream/handle/1957/31202/em9050.pdf?sequence=1>

## CANOLA RULE COMMENT PERIOD EXTENDED

The Oregon Department of Agriculture has extended the comment period for the controversial canola rule issued in August to November 2, 2012. A copy of the rule and accompanying maps is available on the Oregon Department of Agriculture website: <http://oregon.gov/ODA/Pages/canola.aspx/>.

Written comments may be mailed to: Canola Hearings Officer, Department of Agriculture, 635 Capitol St. NE, Salem, OR 97301 or e-mail to: [canola-rulemaking@oda.state.or.us/](mailto:canola-rulemaking@oda.state.or.us/).

# First Annual Small Farm School

By: Heidi Noordijk, Small Farms Program, Oregon State University

Aspiring farmers, students and small acreage land owners came up the hill to Clackamas Community College on Saturday, September 8, 2012, with notebooks in hand eager to soak up practical small farm knowledge. The sun was shining in Oregon City making for a wonderful day at the first annual Small Farm School.

Individuals came from 13 different counties in Oregon as well as a handful from Washington and California. Just over 200 participants filled the venue with lively discussions during the morning and lunch breaks.

“Having time to network and share experiences with other beginning farmers was just as valuable as the classes.” shared farmer Alyssa Kiesel of Corbett.

Small Farm School was composed of 4 concurrent sessions and 26 classes with topics varied from on-farm veterinary care to direct marketing strategies. Descriptions of classes can be found at <http://smallfarms.oregonstate.edu/small-farm-school>. Thirty-four instructors, representing experienced farmers, OSU Extension educators, conservationists and other agricultural professionals shared their expertise with participants. Nick Andrews, OSU Extension small farms agent said, “We wanted to create an event with very practical workshops to help growers make improvements on their farms”.

## Who came to Small Farm School?

- |       |   |
|-------|---|
| • 41% | Non-commercial land owner                     |
| • 26% | Farmer selling products for less than 5 years |
| • 16% | Student                                       |
| • 10% | Farmer selling products for more than 5 years |
| • 7%  | Agricultural professional                     |



Workshop participants listen to instructor Wynn Mayfield discussing tractor operation and safety.  
Photo by Renee harber

Clairmont Hall, home to Clackamas Community College Horticulture Department was the site of Small Farm School. Orchards, greenhouses, open spaces and gardens provided a great venue for fruit tree pruning, vegetable season extension, organic



Participants brought their own tools to work with during the sharpening and maintaining hand tools workshop.  
Photo by Renee Harber.



OSU's Weston Miller instructs a class on vegetable season extension.  
Photo by Renee Harber

weed management and tractor operation and safety workshops. Big hits included the chance to drive a tractor and observing up close sheep, goats, llamas and horses in a veterinary class.

Event planners had some unplanned excitement when one of the goats bolted from its pen. Participants could escape the heat with inside classes covering crop and animal production, direct marketing, and soil and water conservation. Beginning farmer classes were very popular and included assessing farm resources, selecting an enterprise, purchasing or leasing farm land and policies affecting small farmers.

Exhibitors from local farm supply stores, conservation programs, farm policy groups and educational institutions supported the event by displaying books, t-shirts, hand tools, fertilizers, soil media, and

resource information for participants during break periods. Catering focused on local food and used compostable dinnerware.

Evaluations collected from 114 participants gave us important information about the event. They rated the combination of workshops extremely valuable and 94% plan to implement ideas from multiple sessions they attended. The overall event and venue were rated very highly and there were many constructive comments that will help in planning future Small Farm Schools. Andrews says, "We will repeat more of the popular classes and continue

offering classes that equip and inspire small farmers." Next year's Small Farm School date will be posted on the website in early 2013. The event was presented by Oregon State University Extension in cooperation with Clackamas County Soil and Water Conservation District and Clackamas Community College. *✍*



Networking during lunch. "It was great to see so much excitement and enthusiasm for small farms during the morning and lunch breaks." OSU's Nick Andrews.  
Photo by Renee Harber.

# Accident at Lonesome Whistle Farm: Beans, Grains and Love

By: Lynne Fessenden, Willamette Farm and Food Coalition

**J**eff Broadie and Kasey White of Lonesome Whistle Farm grow heirloom dry beans, popcorn, dry corn, heritage grains, vegetables and seed crops on 30 transitional organic acres on River Road in Junction City. They are working to preserve and promote rare and unique dry bean and grain varieties that



Jeff Broadie and Kasey White.

aren't readily available. After leasing land for several years, they are now in their second season on their new "forever farm", purchased with the help of some dedicated investors.

On Thursday, August 16, farmer Jeff Broadie had a serious accident while attempting to repair his combine. The good news is: Jeff is going to be okay. The bad news is: Jeff and Kasey don't have health insurance.


Jeff was in the front yard working on the header-lift adjustment, which raises and lowers the cutter bar on the combine, when a bar released and hit him square in the face. It's an old combine, chosen because it is smaller and more suited to the scale of their operation, but lacking many of the safety features of newer equipment. If Jeff had been a few inches closer, he'd likely be dead. A few inches further back and he might have gone unscathed. After two and a half hours of surgery they put his nose back together. Although his eye socket cracked, his eye is okay. Jeff was home after only a night and a day in the hospital, with strict instructions to be still. But this was the heart of bean and grain harvest season, the antithesis to bed rest.

The Willamette Farm and Food Coalition (WFFC) revved up their network, which was not hard to do as

we had just hosted a farm tour and potluck dinner at Lonesome Whistle two weeks prior, on July 29, the same day the Register Guard ran a big cover story on the farm. Volunteers have since rallied for work parties. Fifty people showed up for the first one and harvested three acres of dry beans by hand in a few hours! Some good friends with combine experience have helped harvest the grains, but groups of volunteers have pulled several acres of bean plants and laid them on tarps to dry.

WFFC also offered to take contributions to help defray medical costs. Over \$5,000 has been raised to date. Jeff and Kasey have applied through the hospital for fee reductions and at this time do not know what their total expenses will be. They are in awe and amazement at this outpouring of love, support, and "willingness to sweat" from their community!

Here at WFFC, we are keeping records of contributions and sending thank you notes, one less thing for them to worry about at this time. One of the things that motivates us to educate people about the importance of buying locally grown food, is that we want to see farms thrive economically.

Thriving means being able to afford health insurance for your family and farm employees. We can all rant about the state of affordable health care. In the meantime, we want to support the people who work so hard to feed us well. And we're guessing you do too. 

If you are moved to contribute, make your check payable to Lonesome Whistle Farm and mail to:

**WFFC**  
PO Box 41672  
Eugene, OR 97404

# Calendar



## November

### **30 - Oregon Agritourism Summit Getting to YES for Agritourism business development**

This summit is for farmers and agri-business owners currently operating or interested in agritourism opportunities to diversify economic stability. Goals of the summit include strengthening businesses through education, providing motivation and networking potential, and collaboratively developing a path for the future of agritourism in Oregon.

Topics include:

- Marketing your Destination: Internet and Beyond
- Market Trends: 6 Kinds of Agritourism
- Navigating Legal Constraints
- Getting Started with Business Planning
- Reducing Risk by Managing Liability
- Hospitality: Creating the Customer Experience

LaSells Stewart Center, Corvallis, OR.  
8:00 PM - 4:30 PM. Register online at <http://smallfarms.oregonstate.edu> or by calling 541-766-3556. \$25

## March

### **2 - 2013 Oregon Small Farms Conference**

The 2013 Small Farms Conference will be held at the LaSells Stewart Center, Corvallis, OR. 8:00 PM - 5:00 PM. Registration information and the list of sessions will be available online at <http://smallfarms.oregonstate.edu/SFC2013> in early January.

*Visit our online calendar  
at <http://smallfarms.oregonstate.edu> for more  
upcoming events across the  
state!*

Want to add your event to our calendar then please submit your information at <http://calendar.oregonstate.edu/advanced/list/extension-smallfarms/> "Click the Submit an event button." Events have to be approved and will not immediately post. If you have questions please contact Chrissy Lucas at [Chrissy.Lucas@oregonstate.edu](mailto:Chrissy.Lucas@oregonstate.edu) or 541-766-3556