



Oregon Small Farm News

Oregon State University Small Farms Program

Fall 2016

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Zena at the Conway Dairy

Photo provided by Susan Kerr

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SAVE THE DATE! 2017 OSU Small Farms Conference is February 18th




Another great OSU Small Farms Conference is on the horizon. Save Saturday, February 18, 2017.

This year's line up includes sessions on:

- The Lean Farm with Ben Hartman
- Cut Flower Production
- Livestock Health for Grazing
- Farm Managerial Accounting
- Economic Impact of Local Food
- Dry Farming
- Organic Certification
- Sessions in Spanish
- And Much More

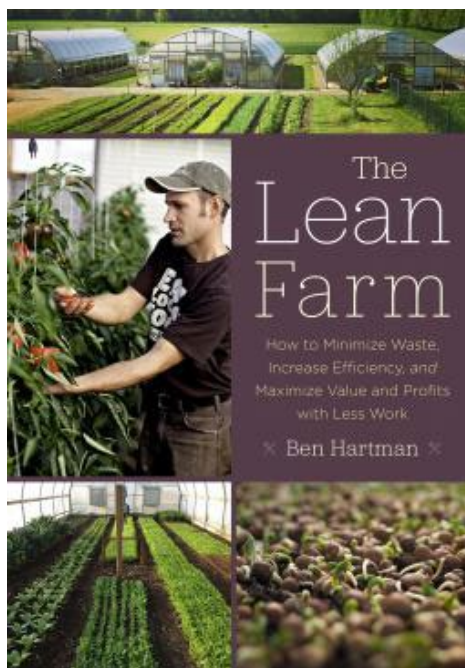
Lunch from local farms—the best conference lunch around.

Registration will open by January 1st, 2017, at
<http://smallfarms.oregonstate.edu/sfc>

For updates on the Small Farms Conference and other up to the minute news, like us on Facebook--<https://www.facebook.com/pages/Oregon-State-University-Small-Farms-Program/174466132601811?sk=wall> 

Ben Hartman—Author of the Lean Farm— Featured Speaker at 2017 OSU Small Farms Conference

Farmer and author Ben Hartman will present a series of sessions at the 2017 OSU Small Farms Conference on February 18th. In his book *The Lean Farm* he makes the case that small-scale farming can be an attractive career option for young people who are interested in growing food for their community. The lean system identifies and eliminates waste and introduces efficiency in every aspect of the farm operation. Working smarter, not harder, also prevents the kind of burnout that start-up farmers often encounter in the face of long, hard, backbreaking labor.



Hershberger, own and operate Clay Bottom Farm in Goshen, Indiana, where they make their living growing and selling specialty crops on less than one acre. Their food is sold locally to restaurants and cafeterias, at a farmers market, and through CSA.

The Lean Farm Video: <https://youtu.be/ge4-JawuKZA>
Farmer to Farmer podcast with Ben Hartman: <http://www.farmertofarmerpodcast.com/episodes/hartman> 

“There are two pieces to lean production. On the one hand is waste elimination... the other hand is an intense focus on creating what customers actually want. You’re either adding value or you’re contributing to waste.”

Lean principles grew out of the Japanese automotive industry, but they are now being followed on progressive farms around the world. Using examples from his own family’s one-acre community-supported farm in Indiana, Hartman clearly instructs other small farmers in how to incorporate lean practices in each step of their production chain, from starting a farm and harvesting crops to training employees and selling goods. While the intended audience for this book is small-scale farmers who are part of the growing local food movement, Hartman’s prescriptions for high-value, low-cost production apply to farms and businesses of almost any size or scale that hope to harness the power of lean in their production processes.

Ben Hartman grew up on a corn and soybean farm in Indiana and graduated from college with degrees in English and philosophy. Ben and his wife, Rachel

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- Meat production and sales
- CAFO permitting and regulations

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Register at: <http://bit.do/OPPS>

Re-visiting Conway Family Farm--Camas, WA

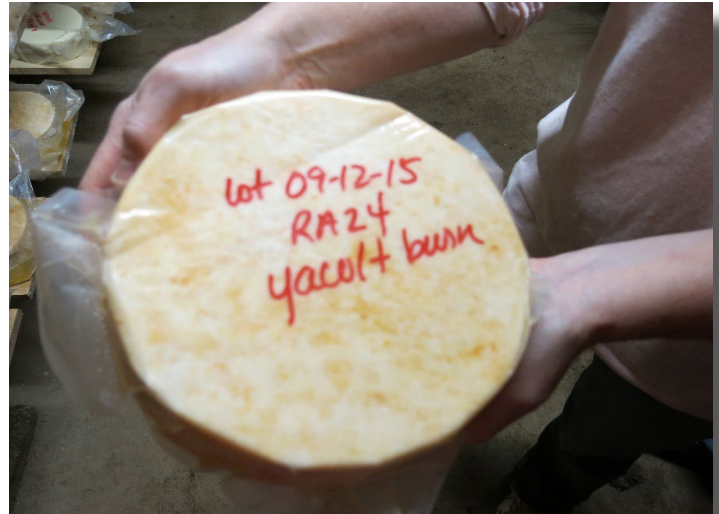
By: Dr. Susan Kerr, WSU NW Regional Livestock and Dairy Extension Specialist

What a difference a day makes. Or in this case, 2555 of them.

The Farm Profile of Conway Family Farm published in this newsletter in 2009 (Vol. IV, No. 3) introduced readers to a diversified and well-integrated five-acre farm north of Camas, WA. At that time, Lorrie and Shaun Conway were adjusting to the loss of their “labor pool” (4-H daughters Ashley and Amber) to higher education. Ashley has since obtained a Master’s Degree in Ruminant Nutrition from WSU and is pursuing a doctorate in the same topic from the University of Nebraska. Amber just graduated from WSU’s Veterinary College after obtaining a Bachelor’s Degree there in Animal Science. All four Conways strongly believe the daughters’ projected lifelong engagement in agriculture is due to their small farm upbringing and extensive 4-H involvement.

As Lorrie said in 2009, “We are constantly moving toward a more completely integrated farming model in an effort to decrease costs and increase profits.” Back then, the farm invested resources to produce and market a myriad of products (refer to the 2009 Farm Profile for more details). In the years that followed, however, Shaun and Lorrie decided “to do fewer things better.” They now focus the majority of their efforts on producing and wholesaling pasteurized goat milk and value-added products like goat cheese and ice cream. They include their own rhubarb, blueberries, honey, and lavender in their seasonal ice cream flavors. Shaun and Lorrie developed their own version of cheddar cheese called “Yacolt Burn,” which has won awards at the Clark County Fair and scored a 93 at the 2016 American Cheese Society competition.

Despite enjoying hand milking, Lorrie’s arthritis and expansion of the milking herd from 12 to 24 head prompted the Conways to re-design their milking parlor and install a machine system. “We looked at our situation and asked ourselves where we wanted to be down the road. Once we decided that yes, we still want to do this, we needed to figure out how to do it better, easier and with less labor.”



Conway Family Farm’s “Yacolt Burn” award-winning aged cheddar cheese.
Photo provided by Susan Kerr

The milking system, cheese cave, pasteurizer, and cheese-making equipment involved significant outlays of capital, but the Conways consider them an investment. “As the saying goes, ‘It takes money to make money’ and we believe these investments will pay off, even though it is hard to write those big checks,” says Lorrie.

Established 22 years ago, the farm has been a licensed Grade-A Raw Milk Goat Dairy since 2004. However, the rising cost of liability insurance—a critical consideration for any raw milk dairy—became cost prohibitive, even without a single claim on the farm. “We just couldn’t justify selling raw milk anymore,” Lorrie said. “We conducted a survey and most of our customers weren’t willing to pay the significant increase in price we would need to pay the insurance premium and still stay profitable.”

Previously engaged with agrotourism events and other direct marketing activities, the Conways are also moving away from these marketing approaches as well. “For us, it seems as though when we opened our farm for tours and direct sales, some people thought that gave them permission to visit the farm anytime they wanted. We’d come home to people wandering all over the farm with their dogs and children. We’d even find evidence people had gone into the goat pens. From a



Lorrie Conway inspecting aged cheeses in the cheese cave.
Photo provided by Susan Kerr

biosecurity and food safety standpoint, we just couldn't tolerate that anymore." Consequently, the chief means to stay in contact with customers is through the farm's website and blog.

When the farm's main income stream was from raw milk sales, Lorrie and Shaun extended the goat breeding season over many months to ensure a year-round milk supply for customers. With the farm's new emphasis on aged cheese and ice cream, the Conways can compress the breeding and kidding seasons because milk can be converted to forms suitable to longer-term storage. A shorter kidding season will mean more concentrated labor but over a shorter time span, which will reduce the number of long and exhausting days. The Conways can enjoy more "down time" but it's all relative—there are chores to do year-round, of course.

With a strong accounting and business management background, Lorrie keeps excellent farm records but more importantly, analyzes and uses the data. "There is no point in keeping records if you don't use them," she stresses. Examining their farm records and contemplating the farm's future showed the Conways where their profit centers were, which helped them identify which efforts to keep and which to let go. Pasteurized milk, aged cheeses, and ice cream stayed and will be expanded; raw milk, produce, and U-pick blueberry enterprises were retired. Wool and lamb sales may also be discontinued in the future, but a self-serve



Conway Family Farm's cheese cave.
Photo provided by Susan Kerr

U-pack composted manure enterprise may be added in a restricted area of the farm.

Regardless of the changes made in the last seven years, the Conways still have the "commitment to land stewardship, the importance of healthy food and the responsibility that we have to produce safe/healthy food and other agricultural products" they shared in their previous Farm Profile. When deciding how to allocate the always-limited resources of time, space and finances, Shaun and Lorrie wisely chose to focus on the things they do well, enjoy, and can envision doing for years to come. *ℵ*

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Land Access, Land Succession, and Oregon Agriculture: New research underlines challenges and opportunities

By: OSU Center for Small Farms & Community Food Systems, Portland State University's Planning Oregon and Institute for Metropolitan Studies, and Rogue Farm Corps

Sixty-four percent of Oregon's agricultural land may pass to new owners during the next 20 years. This unprecedented, large-scale transfer of farmland has raised concerns about the potential negative effects – economic, environmental, and social – on Oregon agriculture. Many older farmers have not yet planned for succession. At the same time, young, would-be farmers face significant barriers to entering the profession, including access to affordable land.

A new research report from Oregon State University, Portland State University, and Rogue Farm Corps, "The Future of Oregon's Agricultural Land," explores and connects these critical issues. The authors argue that building connections between experienced and aspiring farmers could make land more accessible, give young farmers needed experience, ensure that retiring farmers have a full range of succession options, and preserve the agricultural land base.

"On average, Oregon farmers are older than at any other time in the state's history, at almost 60 years, and two-thirds of Oregon's farmland is controlled by farmers aged 55 and older," said Nellie McAdams of Rogue Farm Corps. "Who acquires that land and how they use it will have multiple, significant effects, for generations."

"These intertwined issues are of national concern," added Dr. Lauren Gwin of OSU's Center for Small

Summary: The Future of Oregon's Agricultural Land



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Community Food Systems



Portland State
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Farms & Community Food Systems. "Our questions are, what is happening in Oregon, and what can Oregonians do about it? That's what this report is about."


Not only are many Oregon farmers unprepared for succession, beginning and young farmers face tremendous challenges. Beginning farmers as a percentage of all Oregon farmers shrank from 32 to 24 percent from 2002 to 2012. "One critical challenge is the rapidly increasing price of farmland," stated Dr. Megan Horst of PSU's Toulon School of Urban Studies & Planning.

Farm real estate value, a measurement of the value of all land and buildings on farms, was \$2,200 per acre in 2016, up from \$1,960 in 2012. Some regions' prices are much higher; average sale prices were \$20,000/acre in Washington County and \$30,000/acre in Clackamas County over the last five years. Prices are increasing and are even higher for properties with houses, water access, and other amenities. A wide range of buyers is pushing up the cost of land, including amenity owners and investment firms.

The authors praise Oregon's strong land use protections yet note they are not sufficient: nearly 100,000 acres of Oregon farmland have been taken out of agricultural production since 1974, and parcelization, new dwellings, and non-farm uses may also erode the viability of farming.

The report identifies important avenues for further

research and also educational and policy tools that will help Oregon farmers with succession planning and assist beginning farmers in securing land. Examples include working lands easements, farming-savvy succession counselors, and other strategies. The report emphasizes that planning ahead for farmland transition, and focusing on access by diverse farmers, is key to making sure land remains used for agricultural purposes.

Researchers drew upon data from the U.S. Department of Agriculture (USDA), interviews with several dozen farmers, realtors, and other stakeholders, and a pilot study of tax records in four Oregon counties to examine trends in farmland transfers. 

View the report on OSU's website: <http://centerforsmallfarms.oregonstate.edu/publications> For more information, contact Nellie McAdams, nellie@roquefarmcorps.org, 971.409.6806

Practical Strategies to Assess and Improve Small Farm Profitability

A new publication from the OSU Center for Small Farms

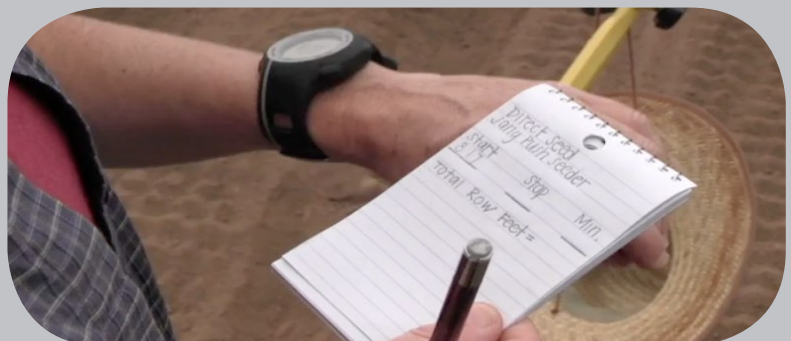
Farm profitability, an issue for all farmers, can be a particular challenge for small-scale, diversified farms selling primarily into local-direct and specialty-wholesale markets. These farmers can benefit from practical tools to gather the financial data they need to make informed decisions about their farm businesses. To explore the value of this approach, we used an established market-assessment tool—the Market Channel Assessment Tool (MCAT), developed by colleagues at Cornell Cooperative Extension in New York—with six Oregon farms in the summer of 2014. We learned that while the MCAT is useful for market channel *comparison*, it is more useful as a tool to prompt exploration of opportunities to improve the performance of *specific* channels. Since this pilot, we have been working with farmers to develop an easy-to-use cost-tracking system to enhance small farm profitability.

Read the rest of this new OSU Extension publication, written by Tanya Murray and Lauren Gwin, here: <https://catalog.extension.oregonstate.edu/sites/catalog/files/project/pdf/em9149.pdf>

OSU Small Farms Cost Study Cohort Season 2

The 2016 Cost Study Cohort is in the final stretch! Twenty-four farmers in six regions will complete the project this year. In December, they will gather to crunch the numbers and turn their time study data into valuable information about their production costs.

As one farmer posted to the Cohort listserv, “The time studies are sometimes a pain to do and take some discipline, but I can’t wait to have the data at the end of the season!”



New Extension Resources: Farm Direct – Producer Processed and Home Baking

New publications available from OSU Extension will help you navigate two of Oregon's cottage food laws: Farm Direct and Home Baking.

Farm Direct – Producer Processed

Oregon's Farm Direct Law allows farmers to turn what they grow into low-risk, value-added foods like jams and pickles, to sell direct to consumers, without being a licensed food processor. That sentence – like the law itself – has a lot of detail packed into it. This short guide - with flowchart - unpacks those details for farmers and farmers' market managers. (It's handy for other people, too.)

<http://smallfarms.oregonstate.edu/sites/default/files/small-farms-tech-report/farmdirect-producerprocessed.pdf>

Home Baking Bill FAQ

This year, the Oregon Legislature created the Home Bakery Exemption, which allows people to produce certain baked goods and confectionary items in their home kitchens and sell them directly to consumers without having to be licensed as a food establishment. This short guide explains the basics and answers common questions about the Exemption.

http://smallfarms.oregonstate.edu/sites/default/files/publications/home_baking_bill_final.pdf

These guides were prepared by Extension Small Farms and Family & Community Health, in consultation with Oregon Department of Agriculture Food Safety. The Home Baking Bill FAQ was co-written by Oregon Food Bank; which led the campaign to create the new Exemption.



Footage courtesy of:



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Field to Market Workshop Series - Fall 2016

Producing and Selling Value-Added Producer Processed Products

Are you a fruit and vegetable farmer thinking about adding value-added products like jams, pickles, sauerkraut, or dried herbs to your market offerings, but are not sure where to start?

Do you already produce some of these products but need the latest information about labeling, pH testing acidified foods, food safety, and critical canning steps?

Under Oregon's Farm Direct Law, farmers can make and sell certain value-added food products without a license. The Field to Market workshop series will provide participants with detailed information about how to make products like pickles, jams, sauerkraut, and herbal teas safely and legally. We will also discuss product pricing, marketing, and packaging. As well as how to efficiently process large quantities of food, where to find tested recipes, and how to evaluate if adding value-added products is the right choice for your farm. Participants in the acidified and lacto-fermented workshops will learn about the results of cucumber and cabbage variety trials and taste test products.

Field to Market Essentials

Oct. 17th 5:30 –8:30 pm

Douglas County Extension Annex Auditorium

In this introductory class we will review Oregon's Cottage Food Laws, labeling and recordkeeping requirements. We will also discuss food safety for value-added products, how to develop an enterprise budget, marketing and packaging tips, and what to do if you want to scale up.

Acidified Foods (pickles, salsa, etc.)

Oct. 23rd 1-4:30 pm

Douglas County OSU Extension kitchen

Topics covered: Types of acidified foods, where to find tested recipes, critical canning steps, how to use a pH meter to test your products, labeling and recordkeeping requirements, hands-on pickle making, taste test pickles made with 8 varieties of cucumbers.

Dehydrated Foods (culinary herbs, teas, peppers, etc.) Nov. 3rd 5:30—8:30 pm

Douglas County OSU Extension kitchen

Topics covered: Types of dehydrated foods, food safety essentials, labeling and recordkeeping requirements, hands-on herbal tea making, taste test dehydrated foods.

Lacto-Fermented Foods (sauerkraut, kimchi, etc.)

Nov. 6th 1-4:30 pm

Douglas County OSU Extension kitchen

Topics covered: Types of lacto-fermented foods, where to find recipes, food safety and critical canning steps, labeling and recordkeeping requirements, hands-on sauerkraut making, taste test pickles and sauerkraut and made with cucumbers and cabbages grown in Small Farms variety trials.

Acidic Foods (jams, jellies, fruit syrups, etc.)

Nov. 20th 1-4:30 pm

Douglas County OSU Extension kitchen

Topics covered: Types of acidic foods, where to find recipes, critical canning steps, labeling and recordkeeping requirements, hands-on jam making, taste test acidic foods.


Registration details Field to Market Essentials*

\$15 for one individual; \$25 for two farm business partners.

* This workshop is required if you want to take any of the hands-on workshops.

Hands-on Value-Added Products Workshops (Acidified, Dehydrated, Lacto-fermented & Acidic) are \$30 each (\$25 each if you take more than one hands-on workshop)
Space is limited in the hands-on workshops. Sign-up early!

Fees includes worksheets and handouts, materials for hands-on activities, hours of detailed instruction led by Extension Faculty and successful local farmers, and refreshments at each session.

To register go to: extension.oregonstate.edu/douglas/
or contact Coleen Keedah at 541-672-4461
Questions? Contact Sara Runkel at 541-236-3049 sara.runkel@oregonstate.edu
Douglas County OSU Extension Office, 1134 SE Douglas Ave. Roseburg, OR 97470 

Oregon Community Food Systems Network Launches Website

By: Matthew Buck, OCFSN Coordinator

The Oregon Community Food Systems Network (OCFSN) is pleased to announce the launch of its new [website](http://OCFSN.net) (OCFSN.net). As a collaboration of 40 nonprofit organizations and allies dedicated to strengthening local and regional food systems, OCFSN strives to deliver better economic, social, health and environmental outcomes across the state.

In order to accomplish this goal, the Network focused on four initial priority areas identified for collective action: [SNAP Match Incentives](#), working to double the purchasing power of every SNAP dollar spent in Oregon farmers' markets and rural grocery stores, [Veggie Rx](#), researching the preventive health benefits of fruit and vegetable subsidy programs, [Access to Land](#), supporting land transfers to beginning farmers through innovative ownership and lease models to address the rising cost of farmland and challenges with access to capital, and [Wholesale Market Development](#), helping small farmers with business management and market development challenges to maximize sales of local foods to retail and institutional markets.

The Network envisions a resilient food system for Oregon, which requires meaningful access to healthy and affordable foods that are grown and processed regionally, with entrepreneurial opportunity and

fulfilling livelihoods for employees throughout the supply chain. The Network brings people and organizations together to change the food system through a common understanding of issues and shared goals, which are established through a common set of indicators developed from data for all 36 Oregon [counties](#).

OCFSN holds an annual convening of its members during which non-profit and community leaders from across the state engage in peer-to-peer networking, shared learning, and collaboration in order to connect to and support each other's work on farm and food systems issues. Public interest organizations that [join OCFSN](#) are eligible to attend the annual convening. OSU's Center for Small Farms & Community Food Systems is one of two "backbone" organizations for the Network; the other is Oregon Food Bank.

The Network is growing its membership and its staff—it recently welcomed its first AmeriCorps RARE member, [Tori Wilder](#), to the team. Tori will be serving with OCFSN for 11 months, building the capacity of the Network and its members to develop resilient community food systems. *✍*



James John students love fava greens. Photo provided by OCFSN

Dry Farming Oregon

By: Chloe Shaughnessy in partnership with Celebrate Oregon Agriculture

Oregon State University is known for its College of Agricultural Sciences. The school offers 25 Major and Minor options that include but are not limited to Botany, Animal Sciences, and even Fermentation Sciences for you beer lovers out there. The OSU Extension Service Small Farms Program is one of many things that go on out there and is nestled in the heart of Corvallis' thousands of acres of farmlands. With great farmers markets and what seems like a farm stand on every corner, it would be hard to miss the obvious love affair that this town has with agriculture. In Corvallis, you are constantly surrounded by fields growing some kind of delicious crop, but not all the crop fields are created equal. Some of these fields are doing things a bit differently and there are people working behind the scenes to make sure you hear all about what they've been up to. Meet Amy Garrett.

Garrett is an Assistant Professor of Practice with the OSU Extension Service Small Farms Program and is dedicated to spreading awareness about dry farming and expanding our



drought mitigation toolbox. She is constantly learning and redistributing information about dry farming and this year she founded a small group dedicated to just that. The Dry Farming Collaborative is a group of growers, extension educators, plant breeders, and agricultural professionals partnering to increase knowledge and awareness of dry farming management practices with a hands-on participatory approach. Garrett says, "Everyone is in a different situation. Some are growing on a quarter acre, some on an acre, and some are farming on much more. So there are a bunch of different scales of farms in our area. Along with those variables there comes a large variety of soil types." This all means that different things are going to work for different farmers. Garrett's hope

is, "that we work together to expand our drought mitigation toolbox and co-create the future of how we manage water on our farms." So far, the Dry Farming Collaborative includes members from all over Oregon, along with some members from Washington and California. The group is continuing to grow and people are continuing to ask rather specific questions that nobody has the answers to yet.

Dry farming is a technique of farming that could work for many growers in the Willamette Valley, as long as the conditions are right. The basics to understand are that dry farming utilizes the residual moisture in the soil from the rainy season instead of depending on irrigation. Dry farmers work to conserve soil moisture for use by crops in the dry season. Here in the Willamette Valley, we get 40+ inches of rainfall in our wet winters, although in different parts of the state that varies quite a bit. Many soils in the Willamette Valley are deep and have high clay content which helps it to hold in a higher volume of water. Garrett informed me that there are many misconceptions about dry farming. So, here are the facts.

Dry farming does not mean:

- You just cut back on watering
- Everyone can and should dry farm
- You can plant anything
- Rain is a dry farmers friend
- Dry Farming is an exact science

Dry Farming does account for:

- Timing of soil prep
- Not watering at all
- Planting Technique (spacing and depth)
- Crop selection
- Being on land that is suited for this farming style

Although the practice of dry farming is nothing new, the science behind it is just beginning to be developed



Here is the soil pit that was dug for the 2016 Dry Farming Field Day at the Oak Creek Center for Urban Horticulture to observe the roots and soil moisture in the dry farm plot.
Photo provided by Amy Garrett

for fruit and vegetable crops. Garrett says, “Soon we’ll start having more data and numbers to back up what we have been hypothesizing about dry farming. We have been wanting to develop a decision-making tool that will help people new to dry farming access whether or not they can even use this technique.” This will start with an introductory extension publication on dry farming and may eventually be web-based decision-making tool. The farmers hosting dry farming trials this year are sharing experiences and results via the Dry Farming Collaborative Facebook group and email list. Garrett sees this as a great means to get the conversation going and facilitate farmer-to-farmer information sharing. Garrett stated, “This practice is neither black and white nor cut and dry. So being able to have a place where people who are experimenting with this technique can share their information, gives everyone more answers than if they had just been trying it on their own.”

As of right now, we are already experiencing some of the side effects that come with having decreased levels of water in the Willamette Valley. The scientists don’t seem to think that this will just be a steady decrease in water, but that rather we will experience larger peaks and troughs as a result of our


climate’s weather. Last year even some farmers with senior water rights had their water supplies cut off in mid-July. We don’t yet know exactly what is going to happen but, what we do know is that as a society are going to have to figure out what we want to do. Questions like, “How are we going to live with lower levels of water?” and, “what part should each of us play in becoming more sustainable?” will be questions well worth asking. This is why the OSU Extension Service Small Farms Program, Dry Farming Collaborative, and others like it are so essential to the welfare of our state’s agriculture.

Along with providing a place to share best practices, the OSU Small Farms

Program hosts various Dry Farming Field Days where participants can see dry-farmed crops in the ground, do side-by-side taste comparisons of dry farmed and irrigated crops, learn about dry farming management practices that help to conserve soil moisture, as well as talk to soil scientists and experienced dry farmers. There are about 20 growers in the Dry Farming Collaborative that are hosting dry farming trials this year and they will be convening this winter to



Here are some hearty dry farmed ‘Early Girl’ tomatoes at the Dry Farming Demonstration at the Oak Creek Center for Urban Horticulture in Corvallis.
Photo provided by Amy Garrett

share their results and future directions for this participatory research project. The Dry Farming Collaborative will be presenting at multiple farm conferences this winter including the Oregon Small Farms Conference. If you are interested in learning more or being involved with The Dry Farming Collaborative please ask to join their Facebook group or visit: <http://smallfarms.oregonstate.edu/dry-farming-demonstration>. 

Garrett is testing one of the watermelons to see if it's ready by knocking on it, and examining the ground spot and tendril adjacent to the fruit. This was a dry farmed watermelon at the Oak Creek Center for Urban Horticulture in Corvallis. Photo provided by Amy Garrett



Reprinted from Celebrate Oregon Agriculture website

OSU Extension Service Yamhill County Small Farms Program &
Yamhill Soil and Water Conservation District Presents

New Landowner Workshop

This workshop is geared towards individuals who have recently, or are looking to purchase rural property and would like to learn more about relevant issues regarding land ownership and beginning farming answered from the experts.

Every Tuesday from October 18th, 2016 to November 8th, 2016 workshops will be held from **6 pm to 8pm.**

The subjects of the workshops will include: Assessing Your Skills and Vision for Your Farm, Conservation Planning, Water Rights, Small Woodlands, Using the Web Soil Survey, Pasture Management, Tax Assessments for Rural Properties, and Invasive Weed Management

Location: Chemeketa Community College McMinnville

Campus: 288 NE Norton Ln, McMinnville, OR 97128

For registration info check the website in September 2016:

<http://extension.oregonstate.edu/yamhill/>



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NMPAN's Beginner's Guide to Local Meat Processing

By: Rebecca Thistlethwaite, NMPAN Program Manager

The Niche Meat Processor Assistance Network (NMPAN) has developed a new set of short fact sheets on the basics of meat processing, available for download from the [NMPAN website](http://www.nichemeatprocessing.org).

Meat processing is an essential link in local meat supply chains, but it's a complicated business. If you're a livestock producer -- or work with producers -- and have questions or concerns about processing, you'll benefit from NMPAN's "Beginner's Guide to Local Meat Processing." And if you're a processor already, you can use the fact sheets to educate others about your business.

"We designed our new 'Crash Course' to answer basic questions we get all the time," Lauren Gwin, NMPAN Director, explains. "From the day we launched NMPAN in 2007, we have helped not just processors and producers but a wide range of organizations and agencies -- food system non-profits, cooperative extension agents, local government, economic development agencies -- understand the ins and outs of meat processing. Our new fact sheets pull that info together in a concise, easy to digest way."

The four short and easy-to-read fact sheets — free to download — cover these topics:

- [What is Local Meat Processing?](#)
- [What are the Rules?](#)
- [Small Plant Economics](#)
- [New Plant Checklist](#)

NMPAN is a national network of people and organizations creating and supporting appropriate-scale meat processing infrastructure for niche meat markets. It is comprised of meat processors, butchers, farmers and ranchers, distributors, government agencies, extension personnel, nonprofits, and others working to support and strengthen this sector. NMPAN offers webinars, technical reports, an active listserv, peer-to-peer learning, and research on best practices, models, and opportunities. *For more information, go to www.nichemeatprocessing.org*

NMPAN Welcomes New Program Manager

Rebecca Thistlethwaite of Mosier, Oregon, has joined NMPAN as the new program manager. She has 10 years experience raising livestock and poultry for both personal consumption and as a commercial enterprise. She and her husband ran TLC Ranch on the central coast of California for 6 years, a mid-scale organic and pastured livestock operation. She now raises a smaller number of animals for household consumption and enjoys improving their techniques for on-farm slaughter, butchering, smoking and curing meats.

Rebecca has a BS in Natural Resources Management and an MS in International Agricultural Development where she focused on agroecology and the role of crop diversity for creating resilient household economies. She spent many years working at the first farm incubator in the country (ALBA in Salinas, CA) and has also done social science and ag policy research at University of California-Santa Cruz and for The Cornucopia Institute. More recently, Rebecca has been doing farm business consulting, researching and writing to farm related books (Farms With A Future and The New Livestock Farmer), running a small non-profit, and teaching graduate courses in the Masters in Sustainable Food Systems at Green Mountain College.

Rebecca lives in the Columbia River Gorge with her husband and two children, along with some critters and a large home garden. She also stays busy trail running, coaching a middle school cross-country team, and serving on her local school board.

National Sustainable Agriculture Coalition Applauds Action to Preserve Grassfed Label

Washington, DC, September 30, 2016 – In response to significant criticism from producers and consumers of sustainable meats following their revocation of the grassfed label claim in early 2016, today the U.S. Department of Agriculture (USDA) released an animal production claims guidance document intended to ward against misleading label claims.

For nearly a decade USDA's Agricultural Marketing Service (AMS) had overseen a voluntary label program for grassfed livestock products that was well recognized by farmers and consumers alike. Earlier this year, however AMS withdrew the standard, claiming that USDA's Food Safety Inspection Service (FSIS) was actually the agency with the legal standing to oversee the label claim. Following AMS' revocation of the standard, the National Sustainable Agriculture Coalition (NSAC), together with allied agricultural and consumer organizations, urged FSIS to adopt the rescinded AMS standard – a well-respected label claim that had been developed over three years with robust stakeholder participation.

NSAC Policy Director Ferd Hoefner, offered these comments on FSIS' release of the guidance document: We are pleased that FSIS has clarified through this guidance that any label claim using the term 'grassfed' must meet a 100% grassfed standard. Taking this action was necessary to preserve the label's strong reputation, and we applaud FSIS' swift response to producer and consumer concerns following AMS' withdrawal of the standard earlier this year.

We also appreciate that FSIS has required access to pasture during the growing season as part of the grassfed definition. This was not part of the original AMS standard, but is certainly a valuable addition.

The guidance is not perfect, however, and subsequent grassfed claims will require stringent scrutiny. Even with this new guidance, FSIS can still approve lesser label claims, such as "75% grassfed" or "80% grassfed". These claims are misleading for consumers and harmful to the farmers and ranchers who have built their reputations, and indeed an entire industry, on the 100% grassfed standard.

USDA needs the legal authority to not only enforce strong, pro-farmer, pro-consumer standards, but also to reject misleading claims. We will continue to support FSIS in upholding a strong 100% grassfed label claim standard, while also advocating for an improved process that does not leave the door open for misleading, lesser claims.

About the National Sustainable Agriculture Coalition (NSAC) - The National Sustainable Agriculture Coalition is a grassroots alliance that advocates for federal policy reform supporting the long-term social, economic, and environmental sustainability of agriculture, natural resources, and rural communities. Learn more: <http://sustainableagriculture.net>

Recent Additions to the OSU Extension Online Catalog

EM 9151, The Veterinary Feed Directive: Questions and Answers for Oregon Livestock Producers

Sergio Arispe, Charles Estill, Troy Downing

New. January 2017. Oregon livestock producers must comply with a new federal law that fundamentally changes the way feed-grade antibiotics are used in their operations: The Veterinary Feed Directive. This publication answers some basic questions about the new law, including the livestock operator's or caretaker's responsibilities and classifications of medications that are affected and not affected by the VFD.

PNW 477, How to Feed Your Laying Hens

James C. Hermes

Revised. This publication helps small-flock chicken producers select the correct feeds and manage watering to meet the nutritional needs of their laying hens at specific stages of the birds' development.

FSMA Updates: Farm Direct & More

By: Lauren Gwin, Associate Director, OSU Small Farms Center, and Rebecca Landis, Corvallis-Albany Farmers' Markets

Implementation of the federal Food Safety Modernization Act (FSMA) is fully underway. Produce farmers and food manufacturers of all types and sizes need to know if and how the rules apply to them.

The OSU Center for Small Farms continues to track two rules – the Produce Rule and the Preventive Controls Rule – focusing specifically on how they affect small farms and local food producers. Here are some useful updates.

Oregon's Farm Direct law is OK – mostly

We have long been concerned that FSMA – specifically the rules related to “facilities” that process and manufacture food – would undercut Oregon's Farm Direct law. Would farms that make and sell jams, jellies, and pickles direct to consumers really have to register as facilities with FDA?

We finally have the answer: no, with one exception (hang on for that).

Here's the (relatively) short version:

- “Retail food establishments” are not covered by FSMA.
- FSMA – the statute itself – directed FDA to amend the definition of retail food establishment to clarify that it includes farms that process farm products into value-added goods and sell the majority of all their products direct to consumers.
- The final Preventive Controls rule was published last fall, but it was not until this July that FDA published the amended RFE definition.

The final Preventive Controls rule also clarified that for these farms, products, and sales, the point of sale



Farm Direct Hot Sauce from Gales Meadow Farm.
Photo courtesy of Gales Meadow Farm

does not have to be on the farm or even in person. Farm sales at farmers' markets, off-site CSA drop off locations, and even online sales are still counted as sales direct to consumers.

The Preventive Controls rule allows farmers to do their processing in off-farm kitchen facilities. However, farmers using Oregon's Farm Direct law must use facilities on their farms.

Now to the exception: Farms that make and sell value-added products under Oregon's Farm Direct law but do not sell the majority of their products direct to consumers. (Consider, for example, a farm that sells primarily to a processor but also has a small market garden and does a small amount of value-added processing and sales.) Those farms do not qualify as retail food establishments.

If such a farm makes the products in its private residence, it will be exempt from facilities registration (per the federal 2003 BioTerrorism Rule) and therefore

not subject to the Preventive Controls Rule.

Otherwise, the farm will likely have to register with FDA as a food facility. It would, however, likely be partially exempt from some of the requirements (e.g., if it is a small business and processing low-risk foods, as defined in the Rule).

Keep reading to learn about resources that spell out those – and other – requirements.


Flow charts and guides we can all understand

The tireless team at National Sustainable Agriculture Coalition (NSAC) continues to translate the flow of complex rules and guidance into very useful (and readable) resources.

We recommend starting with these three:

- [Flow chart to determine if and how you are covered by the Produce and Preventive Controls rules](#)
- [Guide to the Produce Rule](#)
- [Guide to the Preventive Controls Rule](#)

ODA's role in FSMA

The Oregon Department of Agriculture (ODA) will have significant FSMA-related responsibilities in the years ahead. ODA recently received a FSMA produce safety grant from FDA, specifically for “outreach, education, technical assistance, and inventory work” related to the FSMA Produce rule. The award is for approximately \$3.5M over the 5-year grant period. 

On-Farm Food Safety/FSMA workshops

The OSU Center for Small Farms is partnering with FamilyFarmed [<http://www.familyfarmed.org>] and USDA to bring FamilyFarmed's On-Farm Food Safety Project to Oregon this spring.

The workshops – which will include not only practical food safety strategies but also up-to-date guidance on FSMA requirements and compliance – will be taught by Atina Diffley, noted farmer & on-farm food safety expert.

The Corvallis workshop will be on February 19, the day after the OSU Small Farms Conference. Other dates & locations will be announced when set.

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Farm and Ranch Succession Planning

Cosponsored by the Agricultural Law Section

Register now at osbar.inreachce.com (search for FARM16)



Transitioning an agricultural business or assets to the next generation can be challenging. Gain an understanding of common miscommunications and disputes that arise in a farm succession or estate plan. Discover tax strategies for transfers during life or at death, and how to minimize your client's tax liability while safeguarding the farm business. Find out what valuation alternatives are available and how to select the best valuation approach to meet your client's needs. Take a look at the beneficiary protection available when dividing a farm or ranch among members of the next generation. End the day with a discussion on conservation easements as a tool for farm succession planning and get a landowner's perspective.

Register by 11/14/16 and save \$20

Agricultural Law Section members save \$20 off registration rates.

Thursday, November 17, 2016

8:25 a.m. – 4:30 p.m.

Oregon State Bar Center

16037 SW Upper Boones Ferry Rd, Tigard

CLE credits: 7.25 General

Register now at osbar.inreachce.com
(search for FARM16)

LIVE EVENT



Early registration discount
Register by 11/14/16 and save \$20

- \$125 ONLD member and Farmers and Ranchers
- \$180 Agricultural Law Section member
- \$200 OSB member
- \$210 Non-OSB member
- \$15 Box lunch
- \$15 Print course materials
(Electronic materials are included with your registration.)

LIVE WEBCAST



\$200 Webcast registration
(Includes online access to recorded seminar for 60 days after the live event.)



Questions or need help with registration?
Call the OSB CLE Service Center:
(503) 431-6413 or (800) 452-8260, ext. 413

50-Year and Active Pro Bono OSB members and Oregon judges and their lawyer staff – please call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413 to register for the live seminar.

Organic Farmer Fights for a Sustainable Future

National Sustainable Agriculture Coalition partners with Oregon farmer Anne Berblinger to generate support for conservation and sustainable ag research programs on Capitol Hill

OSFN Editor's note: Anne is not only an organic farmer and staunch advocate for sustainable agriculture but also a member of the Center for Small Farms' Advisory Committee. Thanks for your leadership, Anne!

Washington, D.C., July 14, 2016 – Organic farmer Anne Berblinger has seen firsthand the effect conservation and sustainable agriculture research programs can have on small family farms. Berblinger lives and farms in Oregon, where she also serves on the Advisory Committee for the Center for Small Farms and Community Food Systems at Oregon State University (OSU). OSU is a hotbed for innovation in sustainable agriculture, and Berblinger has a front row seat.

“I’ve seen so many great projects get off the ground here at OSU thanks to support from the Sustainable Agriculture Research and Education (SARE) program,” said Berblinger. “Take Nick Andrews’ organic fertilizer calculator, for example. He developed that at OSU with help from SARE and now it’s an amazing tool that any farmer can use to make sure they’re not wasting money by applying excess fertilizer that could run off into the water supply.”

SARE is the only U.S. Department of Agriculture (USDA) competitive grants research program with a clear and consistent focus on sustainability and farmer-driven research. This budget cycle is the first in years in which the Obama Administration has requested an increase in funding for the program, from \$24.7 million to \$30 million. The Senate recently approved a \$2.3 million increase for SARE in their appropriations package, while the House bill disappointingly left funding flat. Both bills are now headed for full floor consideration in their respective chambers.

“Congressional appropriators have very few working days left to act on USDA funding priorities,” said NSAC Policy Director Ferd Hoefner. “Combine that with the chaos of an election year, and you’ve got a

situation where it’s a real challenge to bring attention to these important sustainable agriculture programs. Thankfully, we’ve got some great farmer and rancher representatives who are willing to leave their busy lives and come to D.C. to speak to Congress about what these programs mean to them and for their businesses.”

On her own 15-acre farm in Gales Creek, OR – Gales Meadow Farm – Berblinger and husband René utilize USDA’s Environmental Quality Incentives Program (EQIP) to help them implement conservation activities. So far, they have used the program to switch from overhead sprinklers to drip irrigation, reducing the farm’s water usage, as well as for nutrient management, cover cropping, and installing hedgerows and native plants for local pollinators and wildlife.

For the first time during this administration, the President’s budget request included no cuts to farm bill mandatory funding for private lands conservation programs, including EQIP. EQIP is a voluntary conservation program that provides farmers and ranchers with financial cost-share assistance and technical assistance to implement conservation practices on working agricultural land. Assistance is available through a general pool and also through special initiatives, which highlight specific practices or natural resources, such as the Organic Initiative, which provides separate funding pools for transitioning and certified organic producers.

Unfortunately, both the House and the Senate appropriations bills include cuts to EQIP. The House bill proposes a cut of \$323 million (nearly 20 percent of the program’s funds), while the Senate bill does nearly as much damage, asking for a \$303 million cut in funds.

Along with staff from NSAC, Berblinger met with Representative Earl Blumenauer (OR-03) and the offices of Senators Jeff Merkley (D-OR) and


Ron Wyden (D-OR). Berblinger asked Oregon representatives to stand with farmers as champions of SARE, EQIP, and other important sustainable agriculture programs.

"I'm very happy to have been able to speak with Oregon's representatives about these important issues," said Berblinger. "I was especially heartened to hear from Representative Blumenauer that he will be gathering input and ideas for the 2018 Farm Bill directly from Oregonians, getting their input on programs like the ones we discussed today."

About the National Sustainable Agriculture Coalition (NSAC):
The National Sustainable Agriculture Coalition is a grassroots alliance that advocates for federal policy reform supporting the long-term social, economic, and environmental sustainability of agriculture, natural resources, and rural communities. Learn more: <http://sustainableagriculture.net>

About the Center for Small Farms and Community Food Systems:
The Center's mission is to advance sustainable agriculture, community food systems, and economic progress for Oregon's small farmers and ranchers and provide a leading-edge experience for students. Learn more: <http://centerforsmallfarms.oregonstate.edu/>

About Gales Meadow Farm
René and Anne Berblinger began farming in the Gales Creek Valley in western Washington County in 1999. They have been a learning farm for aspiring farmers since 2006, and are proud that some former employees have started

their own farms after working with them for a few seasons. Gales Meadow Farm, on the northeast side of Gales Creek Road, includes 9 flat acres of wonderful soil, a steep wooded hillside - the west side of Clapshaw Hill - and a riparian area with cottonwoods. They produce more than 300 varieties of great tasting and beautiful vegetables and herbs. Many of their varieties are heirlooms. Learn more: <http://www.galesmeadow.com/home/about> 

Going Organic Agriculture Workshop



Come learn about going organic, with practices such as:

- Habitats
- Cover Crops
- Crop Rotation
- Drip Irrigation
- Pest Management
- Nutrient Management
- Windbreaks, and more!

Limited space! RSVP to Polk SWCD by November 1 2016 at 503 623 9680 x 101, or online at polkswcd.com

**Tuesday November 15 2016
9 AM-12 PM
Tour & Refreshments!**

**8560 Red Prairie Road
Sheridan, OR 97378**

Speakers from Oregon Tilth, the Natural Resource Conservation Service, OSU Extension & a local, organic farmer



Natural Resources Conservation Service

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Agriculture



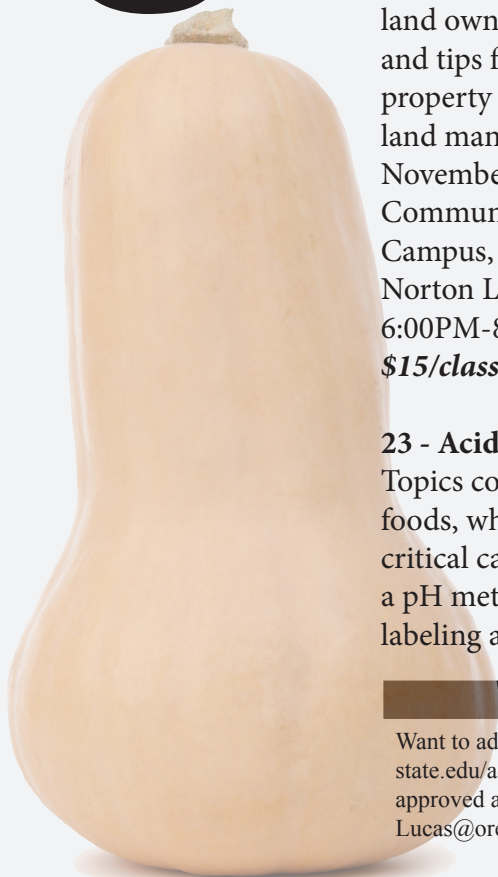
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Calendar



October

17 - Field to Market Essentials

In this introductory class we will review Oregon's Cottage Food Laws, labeling and recordkeeping requirements. We will also discuss food safety for value-added products, how to develop an enterprise budget, marketing and packaging tips, and what to do if you want to scale up. 5:30PM – 8:30PM. Douglas County Extension Annex Auditorium, Roseburg. Contact Coleen Keedah at 541-672-4461. **\$15/Person \$25/ 2 from same farm**

18 - Land Stewardship Workshop Series

Have you recently purchased a rural property or are looking to purchase rural property? This survey workshop series is meant to introduce relevant issues regarding land ownership and provide answers and tips from local experts for new property owners to be successful land managers! October 18th, 25th, November 1st, 8th. Chemeketa Community College McMinnville Campus, ROOM 105, 288 NE Norton Ln, McMinnville, OR. 6:00PM-8:00PM. (503) 472-6403 **\$15/class **Cost includes dinner****

23 - Acidified Foods

Topics covered: Types of acidified foods, where to find tested recipes, critical canning steps, how to use a pH meter to test your products, labeling and recordkeeping

requirements, hands-on pickle making, taste test pickles made with 8 varieties of cucumbers. 1:00PM-4:30PM. Douglas County OSU Extension kitchen, Roseburg. Contact Coleen Keedah at 541-672-4461. **\$15/Person \$25/ 2 from same farm**

November

3 - Dehydrated Foods

Topics covered: Types of dehydrated foods, food safety essentials, labeling and recordkeeping requirements, hands-on herbal tea making, taste test dehydrated foods. 5:30PM - 8:30PM. Douglas County OSU Extension kitchen, Roseburg. Contact Coleen Keedah at 541-672-4461. **\$15/Person \$25/ 2 from same farm**

6 - Lacto-Fermented Foods

Topics covered: Types of lacto-fermented foods, where to find recipes, food safety and critical canning steps, labeling and recordkeeping requirements, hands-on sauerkraut making, taste test pickles and sauerkraut and made with cucumbers and cabbages grown in Small Farms variety trials. 1:00PM-4:30PM. Douglas County OSU Extension kitchen, Roseburg. Contact Coleen Keedah at 541-672-4461. **\$15/Person \$25/ 2 from same farm**

Check our online calendar at for the most up to date events
<http://smallfarms.oregonstate.edu>

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 or 541-766-3556