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Cover Photo:

Gateway Farms of Goldendale, WA. See the full farm profile of page 6.

Photo provided by Lisa Harness

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Small Farms Oregon Legislative Update

By: Maud Powell, OSU Small Farms Program

This legislative session includes an unprecedented number of bills that affect small farms are up for review by our state lawmakers. Most of these bills have been sponsored by the Oregon Farmers Market board and Friends of Family Farmers. According to Oregon Department of Agriculture Deputy Director Lisa Hanson, "the legislation this session regarding small farms reflects a trend that includes an aging farm population, a broad public discussion about food and agriculture, interest in local food production, and challenges of balancing food safety for the public without burdensome regulations on small producers. ODA sees this as an important dialogue that can help educate consumers and support Oregon's diverse agriculture industry."

This article serves as a guide to these bills, with status updates as of March 24th, 2011.

House Bill 2872: The Poultry Processing Bill

What it says: HB 2872 would provide a processing exemption for producers who raise, slaughter and process less than 1000 birds per year. These producers would not need to process poultry in a state or federally inspected facility. Under this law, poultry could be slaughtered on farms, but then sold only directly to consumers. Currently, a federal law provides the same exemption to producers, so this bill would serve to align state and federal regulations.

Current status: HB 2872 has passed the House and is now in the Senate.

House Bill 2336:

What it says: HB 2336, written by the Oregon Farmers Market Board, would ease regulations on some value-added farm products. Low-risk products, like pickles and jams, could be produced without a certified kitchen and sold directly to customers though farmers markets, CSAs, farm stands and buying clubs. Producers could sell up to \$20,000 worth of value-added products before needing to use a certified commercial kitchen. The bill will require labeling indicating the product was not processed in a certified kitchen. Other states, including Wisconsin, have already passed similar laws. Current status: HB 2872 has passed the House and is now in the Senate.

House Bill 2222:

What it says: HB 2222-2, currently has two provisions. The first stipulates that the Governor must consider appointing direct market farmers to the state Board of Agriculture. The provision is significant because the Board of Agriculture is typically comprised of commodity farmers. The second provision allows property owners to earn farm deferment benefits if they make sufficient farming-related investments in the property in their first year. The current law requires farmers to document farm income for three consecutive years before receiving an agricultural deferment status: Current status: HB 2222 is expected to have a hearing in the House Agriculture Committee

House Bill 2800:

What is says: HB 2800 directs the Department of Education to provide reimbursements to school districts that serve Oregon food products as part of United States Department of Agriculture's National School Lunch Program or School Breakfast Program. Originally, the bill called for \$22 million in lottery monies to fund the reimbursement program. The funds have been reduced to \$1 million.

Current status: HB 2800 is still in the House Agriculture Committee

As these bills continue to move through the Oregon legislature, representatives and senators are eager to hear from their constituents. To find out who represents you and how to contact them, go to http:// www.leg.state.or.us/findlegsltr/. These legislative proposals have made it this far as a result of input from grassroots organizations and concerned producers and consumers. As Kendra Kimbirauskas of Friends of Family Farmers explains, "it's been great to have so many bills come to the Legislature this session. We're finding that Republicans and Democrats alike are in support of small farms and want to ensure their economic viability well into the future. While these bills won't solve all of the problems that family farmers and ranchers face, they are major steps in the right direction of ensuring that our small farmers are able to remain competitive." Stay tuned for more updates on these bills in the next addition of the Small Farms News. %

Permaculture Opportunities for Small Farmers in the Willamette Valley

By: Amy Garrett, OSU Small Farms Program

ermaculture has spread around the world as a grassroots movement of farmers, gardeners, activists, designers, and teachers. There are many design concepts in the study of permaculture that could benefit those building the infrastructure for a new farm, and potentially increase long-term efficiency and profitability.



Photo by Levi Fredrickson

Permaculture is a set of techniques and principles for designing sustainable human settlements and economic systems, as well as productive agro-ecosystems that have the integrity of natural ecosystems. This article will touch on some of the ways permaculture design can be a useful tool for small farmers in creating integrated sustainable farming systems by using a whole farm approach, water catchment systems, and increasing plant and animal diversity. Some local resources and educational opportunities will also be provided for those interested in learning more.

Many of the components of permaculture design, such as increasing biodiversity, creating beneficial insect



One of three ponds at Wolf Gulch Farm used for irrigation. Photo by Jude Hobbs

habitat, raising small and/or large livestock, mulching, building soil and digging ponds to hold rainwater for irrigation are not new concepts. According to permaculture designer and teacher, Andrew Millison, one of the goals of permaculture design is creating "intentionally patterned perennial infrastructure of multifunctional

productive plants." It is through well thought-out design and putting all the energy and resources that enter your farming system to work (e.g. stacking the functions of each element of the farm system), that time, effort, and money can be saved.

According to permaculture designer and teacher Jude

Hobbs, there are a lot of new farmers moving onto land that are interested in creating these kinds of holistic farming systems. In establishing a small farm, there are multiple things to consider at the very beginning including water rights, soil quality and conservation, marketing, and the creation of a business plan just to name a few. Teachers of permaculture, advise farmers to start small expanding out from the house, work intensively, and then grow into it. Jude Hobbs recommends starting with one acre, getting perennials, greenhouses and water catchment systems in place. The perennials take a few years to start producing, so the sooner you can get them established the sooner you will start harvesting! Getting a greenhouse up extends your growing season and expands your window for produce availability. Installing your watering system before you plant is critical for some crops considering our very dry summers here in the Willamette Valley.

As all well-seasoned Oregonians know, a majority of the rainfall we have in the Willamette Valley happens in the winter. Conversely, in desert regions most of the rainfall happens in a few days. The goal then is to catch the rain when it happens so that it can be used when there is no rain. Harvesting rainwater can be a less expensive and, in many cases, much cleaner water source than the alternatives. Rooftops are an excellent place to catch rainwater and ponds are a great way to store it. Jude suggests installing ponds as high on the



Rainwater havesting for livestock. Photo provided by Jude Hobbs

property as possible so that irrigation can be gravity fed. The soil is another great place to store water. One way of doing this is with

swales. A swale is a shallow trench laid out dead level along the lands contours to allow water to enter the soil (Hemenway, 2000). The down-hill side of the swale is then the perfect place to plant perennials and fruit trees which will gladly use that water to establish and grow, which in turn reduces soil erosion and produces more food! These are just of couple of the many examples of how water catchment systems can be incorporated into a small farm.

In designing sustainable farming systems, diversification is very also very important. For example, the beauty of incorporating poultry and livestock into a farm is that they turn the things that most people don't like to eat, such as worms, insects and weeds, into fertilizer and food! Enhancing the diversity on your farm can minimize large pest out breaks, attract beneficial insects and pollinators, in addition to creating more potential income. By mimicking nature, the "outputs" of one species are linked to the "inputs" of another. For example, when housing chickens in or adjoined to a greenhouse, they warm it with their body heat in the winter and increase plant growth with the carbon dioxide from their breath, in addition to providing eggs, meat, and fertilizer. Utilizing this model of thinking for all the



plant or animal species on your farms can help you make connections between components. Then, to enable a design component to

function, you must put it in the right place, or arrange for some connections (Mollison, 1988).

According to Bill Mollison, one of the founders of permaculture, "the limiting factor of good design and yield is the imagination of the designer" (Mollison 1988). In this article we have barely touched the surface of the permaculture toolbox for farmers. If you are interested in learning more about how permaculture can potentially improve the efficiency, productivity, and profitability of your farm, there are multiple educational opportunities coming up in the Willamette Valley and all over the world. There is now an online Permaculture Design Course organized by Andrew Millison offered through Oregon State University from March 28 through June 10th along with many other courses coming up in Oregon listed in the chart below.

Dates	Title	Instructor	Location	Cost
June 24 - 26th	An Introduction to Permaculture: A Design Workshop for Women	The second second second	Wilson Creek Gardens, Cottage Grove, OR	\$275
May 7 - October 23	Permaculture Design Course	Toby Hemenway	Tryon Life Farm, Portland, OR	\$850
June 3 - 5 June 17 - 19	Sharpen your eyes! Layout skills for earthworks and water	Tom Ward	Wolf Gulch in Southern Oregon	\$420
June 20 - June 24	Permaculture Farming for Energy Descent	Andrew Millison, Jude Hobbs, Jason Bradford	Corvallis, OR at Fern Rd. Farm	\$300
July 30 – July 31	Advanced Permaculture Worshop: Creating and Edible Food Forest	Jude Hobbs	Wilson Creek Gardens, Cottage Grove, OR	\$200
August 7 - 13	Advanced Permaculture Teacher Training		Wilson Creek Gardens, Cottage Grove, OR	\$775
August 15 - September 3	Permaculture Design Course	Andrew Millison	Oregon State University	\$800

Useful Links for Permaculture Educational Opportunities

www.beaverstatepermaculture.com www.cascadiapermacuture.com www.siskiyoupermaculture.com www.aprovecho.net www.lostvalley.org http://tryonfarm.org

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Farm Profile: The Road from GateWay Farms to Little Farms, LLC

By: Susan Kerr, WSU Klickitat County Extension Director

ateWay Farms began for David and Renee Kreinbring five years ago with an 80-acre parcel west of Goldendale, WA. The initial plan was to raise lambs and pigs, but instead the plan became to produce South African Boer goats. The foundation herd was eight does a buck and a few wethers. Renee reflects, "What did we know about goats, anyway."

Nature being what it is, the kids began coming. The Kreinbrings liked the goats but didn't really know what to do with them. To get some help and direction, they joined a newly-formed group for goat producers called the Columbia Basin Goat Guild (CBGG). Through the CBGG, Renee met Mary Wilson, a fellow local goat enthusiast who was raising Kiko breeding stock and meat goats. Mary and Renee both agreed they wanted more from our farms then just raising goats—there had to be a market for them so the farm could be profitable: otherwise what was the purpose?

GateWay Farms began to sell at the farmer's market in The Dalles, OR in 2008. They found some customers interested in buying goat meat and were excited about that. They joined the Gorge Grown Food Network and began to sell in the Hood River, OR farmers market as well. They noticed they didn't get a lot of traffic at their booth if they only had closed coolers of meat.



Three young kids. Photo by Lisa Harness

Realizing they needed to draw some attention to their booth, they started making and offering jams, sauces and chutneys as well. It worked! More customers began to come to their booth and they began to sell more goat meat.

Mary and Renee participated in the Women in Agriculture program offered in Goldendale in 2009-2010 and then in the Mid-Columbia Farm Enterprise Investigation Series offered by WSU and OSU Extension in White Salmon. WA; both programs were funded by the



Renee Kreinbring and her dogs. The Welsh Pembroke Corgis are all working dogs on the farm. *Photo by Lisa Harness*

Western Center for Risk Management Education. Renee says "We learned so much, including the need to have many revenue streams so if one is negatively impacted the others can fill the in space. With all this information, we decided to broaden our livestock to include beef, pork, chicken, turkeys and eggs."

During this growth period, Mary Wilson, David Oshner and David and Renee Kreinbring formed a partnership called Little Farms, LLC. Being an LLC is a wise risk management decision. This business structure protects all partners' personal assets from any claims brought against the corporation.

Little Farms now offers a meat CSA that provides customers with 23 lbs. of a variety of meat plus eggs by delivery on a monthly basis. They also offer turkeys and specialty sauces on a seasonal basis. Customers can order specific cuts of meat or jams, sauces, or chutneys on-line from www.littlefarms.org. They make deliveries to customers in the Stevenson, Vancouver, Portland, Troutdale, and Cascade Locks area on the second Friday of each month and to Lyle, Bingen, Hood River, Mosier, The Dalles, Dallesport



Local Goldendale store display of sauces, jams, and chutney from Little Farms, LLC.

and Goldendale customers on the third Friday of each month.

The CSA has increased Little Farms' client base and has given the partners the opportunity to get to know their customers on a personal level. Due to increased business, they have begun to use

a co-packer to produce their most popular jams and chutneys. These products can be found at the Hood River and The Dalles Farmers Markets and at the "Everybody's Business" cooperative store in Goldendale. Little Farms, LLC isn't resting on its laurels. The partners are working with the county Planning Department and state departments of Ecology, Health and Animal Health to build a WSDA-certified poultry processing facility.

The goal is to have a processing facility that will be able to process up to 20,000 birds annually. They believe such a facility is very much needed in the area. It would benefit many in the community who want to sell birds at Farmers' Markets and specialty stores but are unable to do so due to restrictions in home processing regulations.

The road from GateWay
Farms to Little Farms,
LLC was influenced by
education, experience,
advice, marketing, trialand-error, demographics,
goals, preferences,
reality, re-visioning, restructuring and friendship.
By diversifying its offerings
and providing high-quality products
through a convenient CSA, the partners may find the
need to change their farm name again—they won't
be Little for long!

COMPENSATION FOR CLAIMS OF DISCRIMINATION TO WOMEN AND HISPANIC FARMERS AND RANCHERS

If you believe that the U.S. Department of Agriculture (USDA) improperly denied farm loan benefits to you between 1981 and 2000 because you are Hispanic, or because you are female, you may be eligible to apply for compensation. You may be eligible if:



- **1.** You sought a farm loan or farm-loan servicing from USDA during that period; and
- 2. The loan was denied, provided late, approved for a lesser amount than requested, approved with restrictive conditions, or USDA failed to provide an appropriate loan service; and
- **3.** You believe these actions occurred because you are Hispanic or female.

If you want to register your name to receive a claim package, you can call the Farmer and Rancher Call Center at 1-888-508-4429 or access their website at www.farmerclaims.gov.

In 2011, a Claims Administrator will begin mailing claim packages to those who have requested one through the Call Center or website. The claim package will have detailed information about the eligibility and claims process. In order to participate, you must submit a claim to the Claims Administrator by the end of the claims period.

If you are currently represented by counsel regarding allegations of discrimination against USDA or are in a lawsuit claiming discrimination by USDA, you should contact your counsel regarding this claims process.

USDA cannot provide legal service to you. You are not required to hire an attorney to file a claim, but you may contact a lawyer or other legal services provider in your community for additional guidance.

Buying Whole Animals: Not Only Tasty but Thrifty?

By: Lauren Gwin, OSU Department of Agricultural and Resource Economics

For the last ten years, I have bought meat directly from farmers and ranchers, mostly on an "on the hoof" basis, bringing home a half or quarter for my freezer. While occasionally challenging (I need to find a better recipe for beef heart), buying meat this way is very satisfying. My family and I get a delicious, high quality product from livestock producers we know and trust, without making them go through the logistical acrobatics of by-the-cut sales, including the uncertainty about whether they can sell the whole animal at a high enough price across all cuts to make a profit or simply break even.

We also get good value for our money. What's not to like about \$3 per pound for 100% grass-fed beef or pastured pork, locally raised, without antibiotics or synthetic hormones, and processed by a small, independent butcher shop?

Anyone who has bought meat this way knows it's not that simple. That price doesn't include the cost of processing, and it is based on "hanging weight," not the actual weight of the meat you bring home.

There are other challenges to buying wholes, halves, or quarters – AKA "freezer" or "locker" meat. You (probably) need a chest freezer, which takes electricity, unfamiliar cuts, remembering to thaw out the frozen meat in time, etc. But strictly considering the cost of the meat, how does buying by the quarter, half, or whole animal compare in price with buying meat by the cut at a retail store?

We compared the total cost of buying a whole, grassfed, hormone- and antibiotic-free beef animal from a rancher in Eastern Oregon, including the cost of processing, with the retail price of the same volume of grass-fed, hormone- and antibiotic-free beef bought by the cut from a retail store. The two types of beef are similar but not identical: the retail beef is not always from Oregon but from a broader western region. In each case, we hypothetically bought 360 lbs of meat – the "cut out" from a 1000 lb live animal.

The upshot? Based on the price and cut data we collected, a whole animal bought live from a rancher and processed for me at a custom-exempt butcher shop would cost \$2195, see Table 1. The equivalent of a whole animal bought as retail cuts would cost \$2507, about 14% more. If the animal is processed at a USDA-inspected plant, which typically charges a bit more, the difference is only 10%.

Cost of processing	USDA	Custom- exempt
Slaughter fee	\$99	\$65
Brand inspection	\$15	NA
Processing rate (\$/hwt)	\$0.65	\$0.55
Processing cost/animal	\$390	\$330
Total paid to processor	\$489	\$395
Total paid to producer (\$3/lb)	\$1800	\$1800
Total cost to the consumer	\$2289	\$2195

Table 1: Cost to buy whole animal directly from producer. *Live weight = 1000 lbs, hanging weight = 600 lbs, cut out = 360 lbs.

These numbers certainly aren't absolute: producers don't all charge the same rate, and neither do processors. If you only want to buy a quarter animal and not a half or whole, you may pay a bit more per pound of hanging weight. Table 2 on the following page shows the cost of the equivalent carcass from a retailer, by the cut.

Again, prices will vary – even daily – for retail beef. Record-high commodity prices for beef have nudged retail prices up, even for non-commodity beef. And the cut-out – the percentage of the carcass represented by each cut – will vary somewhat among carcasses (and processors).

All these caveats aside, what does our comparison mean? Some people (I'm one of them) will interpret this math as good news: I don't have to pay extra to buy high-quality, delicious beef from an Oregon rancher. And for that rancher, selling by the whole, half, and quarter can be far easier than by-the-cut

Cut	% of animal	Average lbs/animal	Retail price/lb	Total per cut per animal
Brisket	2.0%	7.3	\$6.29	\$45.93
Boneless Chuck	20.6%	74.3	\$5.24	\$389.10
Strip Loin	4.4%	15.9	\$12.59	\$200.71
Flank	0.7%	2.7	\$12.59	\$33.67
Rib Roast	7.1%	25.7	\$14.69	\$377.73
Top Round	3.5%	12.7	\$5.76	\$72.93
Sirloin Tip	4.6%	16.5	\$5.24	\$86.23
Tenderloin	2.7%	9.9	\$22.04	\$217.62
Bottom Round	7.9%	28.3	\$5.24	\$148.20
Eye of Round	1.3%	4.7		\$0.00
Top Sirloin	2.9%	10.3	\$8.39	\$86.29
Short ribs	3.5%	12.8	\$5.24	\$66.83
Ground Beef 10%	33.4%	120.3	\$4.71	\$567.36
Tri-tip	1.1%	4.0	\$10.49	\$42.08
Skirt	1.3%	4.6	\$11.54	\$53.41
Hanger	0.5%	1.9	\$8.39	\$15.53
Flat iron	2.3%	8.2	\$12.59	\$103.59
Total cost to the consumer	100.0%	360		\$2,507.22

Table 2: Cost to buy whole animal by the cut from retailer

sales, especially when selling fewer than 100 head per year. By buying freezer meat, you can support a livestock producer in much the way that community supported agriculture subscribers support fruit and vegetable growers. Furthermore, I like to support small, regional processors (though we absolutely need the mid-sized processors, too).

Others may see the negligible savings as not really worth the challenges of dealing with frozen meat, owning a freezer (and paying for the electricity to run it), and working with a processor directly (phoning in cutting instructions, direct payment, picking up your meat).

In the end, whether or not you think it's worth it to buy direct from a rancher will depend on what else you value beyond the sheer cost. Buying direct is less convenient in some ways – though a trip to my freezer is much easier than a trip to the store, if I can plan dinner

enough ahead to allow for thaw time.

Yet with that potential inconvenience come product choices and characteristics that aren't easy to find at the supermarket, even one with a local-food orientation. And when you work directly with your processor, you can choose how you want your meat cut and packaged, and sometimes even how long to dry-age the carcass.

In a future issue of the Small Farm News, I'll do the same math for pork.

Thanks to Camas Davis, founder of the Portland Meat Collective (pdxmeat.com) for collecting the price and cut-out data.

Growing a Sustainable Portland Metropolitan Foodshed

A new project – Growing a Sustainable Portland Metropolitan Foodshed – is underway to identify how our regional food economy might be strengthened. The project is funded by Western Sustainable Agriculture Research and Education (SARE) and includes a unique project team comprised of Portland State University, Oregon State University, Cogan Owens Cogan, LLC and the City of Damascus. This project seeks to identify the needs faced by producers and provide strategies to link producers, consumers and government to strengthen the local food production system in a way that supports regional sustainability goals. We will also explore the possibility of a regional strategy and partnership for a sustainable food future for the region.

We are currently seeking small and medium farmers in the following counties to complete a short survey: Multnomah, Washington, Clackamas, Columbia and Yamhill. The survey can be taken online or downloaded at the project website at www.pdxfoodshed.com. Following the survey and related research the project team will produce a user-friendly menu to tools that mat be used to guide and shape state, regional and local polices in support of a sustainable Portland metropolitan foodshed economy.

For additional information about the survey, contact Bob Wise at bob.wise@coganowens.com or 503-225-0192. To learn more about Western SARE, please visit http://wsare.usu.edu or call 435.797.2257

Pinning Maps Protect Vegetable Seed Quality in the Willamette Valley

By: Ted Hake, Universal Seed Company

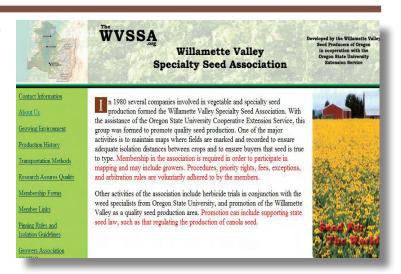
The Willamette Valley Specialty Seed Association (WVSSA) was formed in 1980 by companies involved in producing vegetable seeds and other specialty crop seeds. With the assistance of Oregon State University Extension Service, this group was created to promote quality seed production.

One of its major activities is to maintain maps where fields are marked and recorded to ensure adequate isolation distances between genetically compatible crops. WVSSA isolation guidelines help guarantee the seed you purchase for your farm or garden is true to type. This quality control gives seed buyers of the world confidence in vegetable seed crops grown and harvested in the Willamette Valley.

In conjunction with OSU Extension Service, WVSSA maintains a map in Marion County for the north valley and a map in Linn County for the southern portion of the Willamette Valley. Membership in the association is required to participate in mapping, and may include growers. WVSSA also provides the opportunity for seed savers to pin their crops with the assistance of a WVSSA member.

The Willamette Valley is one of only five areas in the world where vegetable seed can be successfully produced. The unique growing characteristics, such as weather and climate, contribute to the success of its specialty seed production. Because of these important characteristics seed production must be protected so growers can continue to provide high quality seeds for the United States and the rest of the world.

For more information, visit the website at http://www.thewvssa.org/. To learn more about the WVSSA, its purpose, isolation guidelines and pinning procedures contact any of the officers at http://www.thewvssa.org/documents/Board-Members.pdf.



The Willamette Valley Specialty Seed Association (WVSSA) Website provides information about seed production, pinning map rules and membership information for both the WVSSA and the Specialty Seed Growers of Western Oregon Association.

Welcome New Oregon Small Farms Program Member Amy Garrett

Amy Garrett started working with OSU Small Farms Program in February serving Benton, Linn, Lane counties. Amy grew up in Indianapolis and has studied and worked in the field of horticulture for fifteen years. She has experience ranging from landscape design, installation and maintenance to farm management, teaching and research. Amy completed her M.S. degree in horticulture at OSU in 2009, and then moved to Lummi Island, Washington to manage a diverse three-acre farm providing farm fresh produce, meat and eggs for the Willow's Inn and the Lummi Island Farmer's Market. She has a special interest in Permaculture design and recently

completed a Permaculture
Design Certificate course
with Bill Mollison and
Geoff Lawton in Istanbul,
Turkey. As a Small Farms
Instructor, she is devoted
to learning and teaching
others about ways to
improve the economic
and environmental
sustainability of our food
production systems.



Living on a Few Acres Conference Grows

By: Dana Martin, OSU Small Farms Program

If numbers tell the story, the 2011 Living on a Few Acres (LOAFA) Conference in Central Oregon was bigger and better than ever. A record attendance of 230 participants enjoyed educational classes, a trade show and lunch at the March 5 event held at the



Deschutes County Fairgrounds in Redmond, Oregon.

More than 30 classes were offered, covering a variety of topics in areas of livestock health and production, laws and regulations, small farm business and production, forestry and woodlands, weed and field management, farm equipment, wildlife and food preservation.

Popular topics about season extension and specialty crops packed the classrooms, including Are we limited to a 90 day growing season in Central Oregon?, where Jim Fields of Fields Farm shared tips on farming in challenging conditions. Another well-liked presentation, Raising Poultry the Natural Way, was taught by Dr. James Hermes, OSU Extension poultry specialist, who focused on producing poultry in small flocks. Classes taught by Mylen Bohle, OSU Extension agronomist, attracted people who wanted to learn about pasture management and efficient irrigation strategies while others were interested in learning about honey bees from Matt Plummer of Deschutes Honey Co. Representatives of FoodHub and Locavore shared tips on how to direct market farm products to increase profits. Many classes, such as *De-mystifying* the Pesticide Label, qualified for core pesticide credits for those needing to be recertified.

People traveled from as far away as Newberg, Milwaukee, The Dalles, Kimberly, and Goldendale, Washington, to join folks from Crook, Deschutes, Jefferson counties. Thanks to key sponsorships from Round Butte Seed Growers and the Deschutes County Farm Bureau, LOAFA participants enjoyed a complimentary lunch while listening to keynote speaker, Peter Ballerstedt, PhD. Peter introduced evidence that the fatis-bad hypothesis was wrong, and that growing awareness of this can impact small farms in Oregon. As a former OSU Extension forage specialist, Peter has a special interest in local,

sustainable food production systems. "This speaker challenged me to think about the way we do things," said M.G. Brown of La Pine, Oregon.

Important information was learned from the 90 evaluations returned following the event. People gave high ratings for the overall quality of the conference and most indicated that the conference helped to increase or enhance their knowledge of production strategies, animal care and/or land stewardship practices. Eighty seven percent of the respondents indicated that they intend to implement three or more ideas as a result of attending LOAFA classes.

Other interesting facts include:

- This was the first LOAFA conference for 72% of those who responded to the survey.
- Size of acreage: 60 percent of the participants live on 10 acres or less; 18 percent live on 51 acres or more.
- 61 percent have lived on their property fewer than 5 years
- Age of participants: 11% are 30 years or younger; 52% are between 31-55; 37% are 55 or older

LOAFA classes were taught by nearly 40 instructors including OSU Extension educators, business and agency professionals and experienced farmers. The LOAFA conference was presented by members of SmART (Small Acreage Resource Team) which include OSU Extension Service, Oregon Department of Agriculture, Deschutes County Soil and Water Conservation District, Wy'East Resource Conservation & Development, Deschutes County and Dancing Cow Farm.

Organic Vegetable Growers Share Tricks of the Trade at 9th Annual NW Farmer to Farmer Exchange

By: Nick Andrews and Maud Powell, OSU Small Farms Program

The annual two-day NW Farmer to Farmer Exchange was recently held at Breitenbush Hot Springs in the foothills of the Cascade Mountains just west of Mt. Jefferson. Since 2003 Oregon Tilth and Organically Grown Company have generously helped sponsor the exchange which filled to capacity again this year, with 38 farms represented by 86 people, plus children and babysitters. The dozen workshops are a series of roundtable discussions led by experienced organic farmers. In the first (and most popular one) all attendees described a couple of "Ahas" or "Uh ohs" from their 2010 season. Each evening several people shared slide shows of their farming adventures. Below are some notes from the sessions Nick and Maud were able to attend.

Ahas and Uh Ohs

Two farmers explained how they've enhanced their quality of life on the farm. One got out of the packing shed and realized how much she enjoys harvesting. The other started taking 2 days off each week with her husband during the growing season and got a community kitchen up and running on the farm so they now have privacy in their family kitchen. Another farmer decided to get smaller rather than getting out. They reduced their farm size from 30 acres to 20 acres. Their labor costs went down only slightly, but their gross sales increased and net profits increased substantially. A couple of growers were glad to start using a bookkeeper to help with payroll and other paperwork. One recommended www.paycycle.com.

One farmer lost tomatoes to late blight because they were being watered with sprinklers on the same schedule as the squash, now they will irrigate the crops separately to keep the tomato foliage drier. In contrast, another grower with lower disease pressure switched to irrigating at night with timers because the wind dies down and irrigation efficiency increased. A couple of farmers reported increased yield and quality when grafting tomatoes. They preferred side grafting over top grafting, and recommended the instructional video

at Johnny's
Selected
Seeds (http://
www.
johnnyseeds.
com/), and
thought these
more vigorous
plants might
sometimes
need pruning.
Goat skin golf



gloves were praised as work gloves, because they don't have seams at the ends of the fingers.

One farm liked their new Japanese paper pot transplanter as long as percent germination is high in the trays, see the video at http://www.smallfarmworks.com/. They used it for corn, cut flowers and salad mixes. The 5000 WD transplanter was also favorably reviewed, the grower uses it with a 4-row setup and explained that it was easier for 4 workers to get along than 6 (http://www.mechanicaltransplanter.com/). A youth farm manager liked using 288 Speedling trays with inexperienced young workers. One grower recommended Androse Engineering for equipment to handle drip tape and plastic mulch (http://www.androsengineering.com/). Every year someone says how great it was to develop a good working partnership with a local welder to develop simple equipment.

Some CSA's said they were having more trouble filling shares, apparently because of the recession. Several innovations were shared including: 1) working with employers to provide drop off spots at work places; 2) sell \$10 of vegetables per week per person through an employee wellness program; 3) payment options like accepting food stamps, credit cards and post-dated checks; 4) smaller shares and allowing customers to choose their vegetables; 5) allowing members to save money on shares by helping pack the boxes; 6) increasing marketing efforts.



Participants at the 9th Annual NW Farmer to Farmer Exchange gathered for a group photo outside the main lodge. Photo by Josh Volk (Slow Hand Farm).

Several growers were glad to make improvements on their farm. One simple innovation was putting springs on deer gates so they never accidentally get left open. A few people built insulated rodent proof rooms for storing seed and some crops like winter squash and sweet potatoes. Another was relieved to finally have a concrete floor in his repair shop.

Food Safety

During a session on food safety, farmers discussed the Good Agricultural Practices (GAP) certification process. One farmer shared his own experience of becoming GAP certified after the Organically Grown Company, one of his primary wholesale accounts, requested certification. He explained that certification was fairly straightforward because he uses only groundwater, raises no animals on his farm, uses no animal compost, has no neighbors with livestock, and has very little wildlife pressure. The major challenges he faced during the certification process involved the creation of new documents to track relevant farm activities, and enforcing members of his crew to fill out the new paperwork.

Producers also shared information about the new federal food safety legislation that moved through Congress and is now in the rule-making stage. The bill passed with the Tester amendment attached; the amendment stipulates that any farm grossing under \$500,000 per year is exempt from USDA food safety standards. While many small farmers in attendance fall below the minimum gross, mid-sized producers expressed concern about the potential for more regulatory oversight. These farmers talked about ways to stay under the \$500,000 threshold, including making

a farm publically owned or splitting the farm into several distinct businesses. Another farmer suggested that while new federal regulations on the horizon may be intimidating, a greater threat to small and mid-size farmers is the difficulty in finding insurance companies that are willing to cover them. Participants agreed that good recordkeeping and a clear understanding of the regulations that apply to their farms are critical for managing their legal risks.

Growing Seed

Whether a farmer is saving seed for their own propagation or growing commercial lots of specific varieties for companies, seed production can be easily be integrated into any scale of farm operation. Producers who attended this session represented a wide spectrum of experience in seed growing. Several veteran seed growers shared basic information with long-time vegetable producers who have never saved any of their own seed. Experienced seed producers explained some of the differences in saving seed from wet-seeded crops, like melons, peppers, and tomatoes from dry-seeded crops, including lettuce, onions and broccoli. Wet-seeded crops require a fermentation period, while dry seeded crops can be harvested from the plant stalk and immediately dried down. The books Seed to Seed by Suzanne Ashworth and Breed your own Vegetable Varieties by Carol Deppe, as well as the Organic Seed Alliance web publications (seedalliance.org) were cited as resources for people interested in seed saving.

Also touched on were the differences between openpollinated and hybrid seeds. While hybrid varieties

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FoodHub Membership Fee Waived Until May 1st

All Northwest Food Producers and Buyers Offered Risk-Free Opportunity to Join Online Marketplace and Benefit from the Demand for Local Food

FoodHub's dynamic ability to catalyze and facilitate connections rests on critical mass and active engagement among members, <u>Ecotrust</u>, the creator of <u>FoodHub</u>, is waiving the \$100 annual membership until May 1st to rapidly build its active user base.

"During our first year we recruited nearly 800 users and through their experience and feedback, we've refined and improved the FoodHub business model and service offerings," said Deborah Kane, vice president of Ecotrust's Food and Farms program. "Most importantly, we learned that the annual registration fee was a barrier. By testing a three-month 'free membership' we hope to add hundreds, if not thousands, of new farmers, chefs, ranchers, restaurateurs, fishers, foodservice directors, and professional food buyers and sellers of all kinds to our current database."

A survey of FoodHub users conducted by Ecotrust in the fall of 2010 showed that 83% of the buyers are extremely committed to buying locally. 85% stating that they joined FoodHub to source more products locally and have become aware of local suppliers they did not know existed before using FoodHub. According to the same survey, sellers who made connections to new buyers estimated the total dollar value generated from new FoodHub connections to as much as \$10,000.

At this time of year, food buyers are actively soliciting interest in forward contracts with growers. Farmers who take advantage of the free FoodHub membership offer and become active users, can find buyers for their crop before their seeds go into the ground. Chefs and grocers lining up suppliers for seasonal menus and specials can build relationships with farmers and food processors.

Also, the existing Buyer and Seller membership categories will be joined by an Associate category, which will accommodate the vast community of practitioners, government agencies and service providers who are integral to the regional food economy. The new Associate membership category, also free, will welcome all Northwest commodity commissions, trade associations, seed producers,

farmers markets, extension offices, nonprofits and service suppliers.

"As an Associate member, farmers market managers can use FoodHub to recruit vendors for this year's market season, an agricultural irrigation company can introduce its services to a targeted list of farmers and ranchers, and a mobile bottler can promote its rates and equipment to small Northwest wineries," said Kane. "This new membership category demonstrates how FoodHub is becoming a go-to resource for everyone in the Northwest food community, from seed to plate. Now is the time to join."

More Features & Services Added in 2011

Later this year, the free membership drive will be followed with the introduction of new customized search and find features and enhancing the site as a marketing platform. For example, upgraded membership levels will offer added benefits including the ability to enhance a profile page with photos and video; and preferential searches can be used to optimize a seller's profile based on specific search criteria. There will also be more opportunities for FoodHub members to connect in person, and a program for members interested in advertising on the site.

About Ecotrust's Food & Farms Program



FoodHub (www.food-hub.org) is an Ecotrust project made possible by the generous support and contributions of many. Ecotrust's mission is to inspire fresh thinking that creates social equity, economic opportunity, and environmental well-being. With regard to our Food & Farms program, we improve public understanding of agriculture and the challenges it faces and increase the market share of locally grown, processed, and manufactured foods. Whether by introducing a farmer to a chef or a food processor to an institutional buyer, Ecotrust is a trusted "benevolent broker" that has been making connections between food buyers and sellers in the Pacific Northwest for more than a decade. Learn more at ecotrust.org.

Conservation Opportunity for Landowners Conservation Reserve Program Opens Sign-ups

The general signup for the Conservation Reserve Program (CRP) began on March 14, 2011, and continues through April 15, 2011. This is the second consecutive year that USDA has offered a general CRP signup.

Through CRP, eligible landowners receive annual rental payments and cost-share assistance to establish long-term, resource conserving covers on eligible farmland. Land can be enrolled for a period of up to 15 years. During the general signup period, farmers and ranchers may offer eligible land at their county Farm Service Agency (FSA) office. Land currently not enrolled in CRP may be offered in this signup provided all eligibility requirements are met. Additionally, current CRP participants with contracts expiring this fall may make new contract offers. Contracts awarded under this signup are scheduled to become effective Oct. 1, 2011. The general sign-up for CRP will not affect cropped acres for this growing season. Acres will be enrolled in the program in the fall.

The FSA implements CRP on behalf of Commodity Credit Corporation. FSA will evaluate and rank eligible CRP offers using an Environmental Benefits Index (EBI) that shows the environmental benefits to be gained from enrolling the land in CRP. The EBI consists of five environmental factors (wildlife, water, soil, air and enduring benefits) and cost. Decisions on the EBI cutoff will be made after the sign-up ends and after analyzing the EBI data of all the offers. In addition to the general sign-up, CRP's continuous sign-up program will be ongoing. Continuous acres represent the most environmentally desirable and sensitive land. For more information, visit http://www.fsa.usda.gov/crp.

CRP protects millions of acres of American topsoil from erosion and is designed to safeguard the Nation's natural resources. By reducing water runoff and sedimentation, CRP protects groundwater and helps improve the condition of lakes, rivers, ponds, and streams. Acreage enrolled in the CRP is planted to

resource-conserving vegetative covers, making the program a major contributor to increased wildlife populations in many parts of the country. Through the 2008 Farm Bill, CRP is authorized for a maximum enrollment of 32 million acres. USDA estimates that contracts on 3.3 million to 6.5 million acres are scheduled to expire annually between now and 2014.

USDA is an equal opportunity provider, employer and lender. To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

2011 OSU Small Farms Conference Was a Success

Six hundred and twenty five people attended, and once again we broke the attendance record. The conference was held on February 26th in Corvallis. Chuck Hassebrook, Center for Rural Affairs, was the keynote speaker. Congressman Kurt Schrader of Oregon's 5th congressional district was capnote speaker.

The conference included three concurrent tracks of seven sessions each. An entire track of three sessions was devoted to meat production for niche markets; topics included production challenges, processing considerations, and managing niche marketing relationships. Combined with a Sunday carcass breakdown workshop, these combined sessions made a niche meat short course. Similarly, a full track was devoted to the professional development of farmers' markets managers, and included on-farm visits to verify product source, Oregon's farm direct bill and its impact on farmers' markets, and increasing market access to clientele receiving electronic benefits.

Fifty percent of participants described themselves as farmers or ranchers, and indicated this was the first Small Farms Conference they had attended.

Sponsorships and grants enabled us to set an affordable registration fee. Sponsors included the Oregon Department of Human Services-WIC Program, Oregon Department of Agriculture, USDA-Western SARE, and the Cascade-Pacific RC&D.

Next year's conference is scheduled for Saturday, 25 February, 2012.



POWERED BY RURAL REGARDS TO RURAL 2011

Friday and Saturday, June 24-25 Oregon State University, Corvallis, Oregon

The 2011 Regards to Rural Conference, held at Oregon State University on June 24-25, will feature presentations and sessions aimed at enhancing community – based food systems and economies in rural Oregon communities. Organized by Rural Development Initiatives in partnership with Oregon State University Rural Studies Program and Extension Service, Regards to Rural 2011 will highlight tools and innovations such as new marketing strategies for local food producers, successes of Farmer's Markets, farm to school programs, and initiatives that link food producers directly with consumers.

EXCITING KEYNOTE PRESENTATION will be given by Ben Hewitt, author of "The Town that Food Saved" and Tom Stearns, well-known local food systems activist and teacher who is featured in Hewitt's book. The conference is aimed at convening healthy food experts and community leaders to explore ways that enhancing local food production and consumption can enhance community vitality and healthier individuals, as well as lead to economic development.

Powered by Food Sessions

Friday, June 24 9:00 am to 10:15 am

- Veggie Power: How Local Food Helps Rural Communities Thrive
- Can Agriculture and Tourism Thrive Together in Rural Oregon?

1:30 pm to 3:00 pm

- Planting seeds of Change: Improving Health Through Edible Educational Endeavor
- Food Systems Resource Panel

3:30 pm to 5:00 pm

Powered by Foods conversation

Saturday, June 25 8:30 am to 10:00 am

 Increasing Awareness of Hunger Issues in Rural Communities

10:30 am to Noon

- Inclusion of New Immigrants in Local Food Systems: Building Community Capitals
- Community Food Systems: Tools for Community Organizing

\$199 Early Bird Registration Scholarship opportunities are available Early Bird deadline is April 30, 2011

Stay on campus at OSU \$40 single room rates

For more information and to register please visit: http://r2r.rdiinc.org »

SPACE IS LIMITED

Please take advantage of the early bird discount and register online today!

....continued from page 13

may result in more reliable and uniform plants, their seeds are generally not worth saving as they express the genes of multiple parent lines with a wide range of unpredictable characteristics. Finally, producers discussed concerns about GMO crops and the impacts on the viability of organic seed.

Community Supported Agriculture

New to the world of Community Supported Agriculture programs are a couple of web platforms that promise to take the hassle out of CSA administration. Farmigo (farmigo.com) and CSAware (csaware.com) perform a host of marketing, bookkeeping and administrative functions, including billing members, generating pick

and pack lists and sending out regular email communication to membership lists. While none of the producers attending this session have used either of these services, several had taken virtual tours of the sites and spoke highly of the potential to make larger CSAs more efficient. Another

Cost for one acre of a crop (i.e. broccoli) Cost **Production Cost** Direct Costs (i.e. tillage, planting, weeding, \$3,000/ac irrigation, seed, fertilizer, etc.) Overhead: (i.e. electricity, management \$5,000/ac labor, labor, depreciation, etc.) Yield: \$8,000 ÷ 10,000 lbs/ac \$0.80/lb \$0.20/lb Harvest and box cost Sell rate = 0.85 (assumes 15% of the broccoli going \$1.18/lb to market doesn't get sold): $(\$0.80 + \$0.20) \div 0.85$ Marketing fee = 0.35 of gross sales: $$1.18 \div 0.65$ \$1.82/lb

Table 1. One method for calculating the cost of producing and marketing a crop.

approach to streamlining Community Supported Agriculture programs is the model of multi-farm CSAs in which a number of farms pool resources and markets. This model may be especially appropriate for a group of smaller farms in which the economy of scale works against the amount of administration required of a CSA program.

Sharing Yields and Harvest Times

To maintain a profitable farm and grow high quality affordable food it is important to understand the cost of production. Growers use this information to set the prices of CSA shares, adjust crop mixes so they focus on profitable crop, to make decisions about new equipment purchases, and to better understand when a crop yield is lower than can be expected. One farm also uses this information at farmer's markets to explain how they set their prices. Most growers in the room had read <u>The Organic Farmer's Business Handbook</u> by Richard Wiswall (Chelsea Green).

Yield estimates and labor for harvest are both tricky to nail down accurately. One grower kept track of actual harvest time for all her crops and spent the time to enter all that information into Quick Books. Another measured the time to harvest a portion of a bed and extrapolated that out to the whole crop, they also made note of weather conditions so he could adjust expected harvest times accordingly. Some give workers Rite in the Rain notebooks to record all labor, others preferred sign in and sign out sheets.

On diverse farms it is a challenge to account for overhead costs shared by many crops, such as some labor, depreciation, etc. Some budgeting software can attribute these costs more accurately to individual

> crops such as OSU's Ag Tools[™] (http://agtools. org/). So far the growers here have been using simpler approaches and include costs like electricity, management labor, depreciation, fuel and other costs in a broader overhead cost category. One grower uses the approach in Table 1.

Compost

These farms compost different types of feedstock such as vegetable packing waste, horse manure, dairy manure and chopped leaves. They compost between about 20 and 600 cubic yards per year. Under the new DEQ Composting Rules (http://www.deq.state.or.us/lq/ sw/compost/) farms composting more than 100 tons per year (i.e. at 1,000 lbs/cubic yard, 200 cubic yards = 100 tons) need to get a Land Use Compatability Statement (LUCS) from their County planning department and undergo risk screening by the DEQ. LUCS should not be difficult to get when the composting is part of an agricultural operation, and the rules will probably not prevent farmers from composting when their site screens out as low risk. The risk screening decision is normally in effect for 10 years. Under the new rules farmers now have legal access to a wide variety of nonagricultural compost feedstock.

Some farms in the group use manure spreaders to mix feedstock, one who had also used windrow turners said the mixing is more thorough with manure spreaders, but windrow turners are normally quicker to use. Managing water at compost facilities was challenging for some. Excess water makes piles go anaerobic, and finished compost too wet to apply easily. Runoff from composting facilities can also pollute water. One grower tried breathable compost fleece covers (i.e. Compostex) but found they don't always protect compost from heavy winter downpours in Oregon. Now he uses 6mm plastic. When building piles, dry feedstock can take a long time to wet. Some farmers spread the feedstock out during wet weather so that it wets naturally. Another harvests green chop for composting when it is wet with dew, so less water needs to be added. Another approach is to mix dry and wet feedstock to get closer to the desired 50-60% moisture.

Composting is an important operation on farms, and there was uncertainty and some frustration in the group about regulatory hurdles to composting, such as the NOP standards, the new DEQ Compost Rules, and GAP standards for food safety. Everyone appreciated the value of composting and hoped that regulatory requirements could be met without making agricultural composting unaffordable.

Cover Crops

Sarah Brown is an Oregon Tilth employee who works with the Natural Resource Conservation Service to help implement the organic EQIP program (http://www.nrcs.usda.gov/programs/eqip/organic/index.html). She mentioned that some cost share money is available for cover cropping. The program accepts applications on a rolling basis, but every year they are cut off on March 4th.

Some growers were interested in relay seeding (interseeding) cover crops into late harvested vegetable crops. One farmer had several years of good results broadcasting red clover into winter squash just after the last weed cultivation. He uses overhead irrigation so the cover crop has plenty of moisture to get established, survives harvest in November and produces a good stand by the following spring. Another grower had just tried relay seeding clover (type not specified) into

winter squash, but saw reduced yields. Another grower got a thick stand of annual ryegrass in eggplants, but had trouble killing it the following spring. Another said they'd had pretty good luck with crimson clover, cereal rye and red clover in eggplants and peppers, but oats swamped the crop before harvest was over.

For summer cover crops people had successfully used Sudhan grass and Sudex (a Sudhan x Sorghum hybrid). Buckwheat was also popular for quick establishment in a short window. One grower had some success with cowpeas as a summer legume. Some had used spring cereals or other frost sensitive grains (i.e. Japanese millet) as summer cover crops, like Sudex, these crops winter kill with a hard frost and lie down to create a high biomass mulch that decomposes over the winter for easy incorporation.

Establishment can be a challenge, some growers rely on grain drills and said they produce a much more even stand than broadcast spreaders because of the depth control and good seed to soil contact. Another grower using a spreader followed with a ring roller to incorporate. Some of the growers had experience using a no-till drill to plant into crop stubble (i.e. corn). All agreed that cover crops were an important part of their fertility and soil building strategy and plan to continue innovating.

The Farmer to Farmer conference provides growers with unique opportunities to share information, challenges and successes with their peers. Suzy Evans, the Exchange's fearless organizer, continues to bring leadership necessary to make the event successful. Oregon Tilth and Organically Grown Company offer ongoing sponsorship for the event, which makes it affordable for small-scale farmers. The meeting concluded with feedback and initial planning for next year, as well as heartfelt goodbyes and anticipation for the upcoming growing season.

This article was originally published in the spring 2011 issue of Oregon Tilth's newsletter In Good Tilth.

Galendar

April

14 - Redesigning Your Regional Food Traditions

Join us as we deepen our sense of what is local and regional food with Gary Paul Nabhan, an internationally-celebrated nature writer, seed saver, conservation biologist and sustainable agriculture activist who has been called "the father of the local food movement" by Mother Earth News. 6:00 PM - 8:30 PM. Clackamas Community College, Niemeyer Center, 19600 Molalla Avenue, Oregon City, OR. Registration is required with Loretta Mills at lorettam@clackamas.edu \$5

16 - Making Tree Management Decisions

In this hands-on session, you will learn how to measure tree height, diameter, and estimate stand density (trees/acre). We will look at growth rings, review stand health, and practice making decisions about whether a stand should be thinned, how many trees should be thinned, as well as which trees to take. 5080 Boswell Rd, Yoncalla, OR. 9:00am - 1:00pm *Pre-registration is required* 541-766-3556 or chrissy. lucas@oregonstate.edu *FREE*

May

4 - Pasture and Mud Management

Learn how to improve the health of your pastures for livestock. We

will discuss rotational grazing, pasture renovation, how to improve productivity, and winter-time management of livestock to protect pasture health and water quality. Lebanon Library, 55 Academy St, OR. 6:00pm - 9:00pm. Participation is limited to 30 people; RSVP required at 541-766-6750. *Free*

10 to 12 - Practical Introduction to Cheesemaking Short Course

This course places heavy emphasis on practical application and hands-on cheesemaking. The third day is specifically targeted for participants who are considering starting their own cheesemaking facility. Corvallis, OR. 8:30am - 5:00pm. For more information contact Debby Yacas at 800.823.2357 \$380 or \$525 per person

June

1 - Biology and Control of Invasive Weeds

Are you tired of battling invasive weeds on your property? Do you want to know the best ways to remove and control them to save money and time? Lebanon Library, 55 Academy St, OR. 6:00pm - 9:00pm. Participation is limited to 30 people; RSVP required at 541-766-6750. *Free*

Want to add your event to our calendar then please submit your information at http://calendar.or-egonstate.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