

OSU Extension Service Small Farms Program

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Cover Photo:
10 years of Oregon Small Farm News!

Oregon Small Farm News Layout by: Chrissy Lucas

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Subscribe to the Mid Valley eNews

Marion, Polk, and Yamhill counties are excited to launch the Mid-Valley Small Farms Program newsletter. This newsletter is a bi-monthly update on programs we are offering, but also seeks to be an inclusive list of classes, workshops, and other agricultural events happening in Marion, Polk, and Yamhill counties. We encourage you to sign up to stay in the loop on mid-valley happenings.

http://oregonstate.us14.list-manage1.com/subscribe?u= 560d0520ca75ed5cb55676ed9&id=8e39090293

Ten Years of Oregon Small Farm News

By: Garry Stephenson, Oregon State University Small Farms Program

The First Issue

By: Garry Stephenson

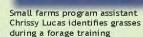
This first issue of Oregon Small Farm News is the beginning of a big future. It is produced for you by the Oregon State University Extension Small Farms Program. It will include information by OSU faculty and researchers, farmers, experts from other universities and agencies along with non-government organizations interested in small farms and



Small farms faculty pose during historic first program meeting, March 2006. Back row (L-R): Garry Stephenson, Sam Angima, and Nick Andrews. Front row (L-R): Melissa Matthewson and Melissa Fery.

our food system. Oregon Small Farm News will be published online quarterly. In about a year we will evaluate how valuable readers think it is.

The OSU Extension Small Farms Program consists of six core faculty members (the sidebar lists their names and locations) plus other faculty from OSU that are interested in small farm programming. Currently, individuals are assigned to the north Willamette Valley, south Willamette Valley, southwest Oregon,



and Lincoln County. A position in central Oregon is in the works. There are needs for positions in other areas too, such as the central Willamette Valley.

Like the OSU Extension Small Farms Program, Oregon Small Farm News concentrates on both commercial small farm entrepreneurs as well as non-commercial small acreage landowners. Our focus embraces organic/biological and conventional farming systems and emphasizes three areas:

- Small Acreage Stewardship
 Addressing enterprises, land management and soil and water quality for
 non-commercial small acreages.
- Commercial Small Farms—Entrepreneurial Agriculture
 Addressing high value horticulture, livestock and poultry, and alternative
 crop production emphasizing organic and pasture-based systems and
 specialty and niche production. Value-added product development is
 often integral with production.
- Community Food Systems
 Address alternative and specialty marketing through creation and
 enhancement of local and regional food systems and farm direct
 marketing channels.

Basically, our overall goal is to change the world. We live by the advice of Basil King, the Canadian clergyman who said, "Be bold and mighty forces will come to your aid." Small farmers are a mighty force in Oregon.

celebrating publishing Oregon Small Farm News for 10 years. Published as issue 1 number 1 in November of 2006, it was over two months late in production, hence the fall/winter designation. However, we quickly fell into the routine and have now published 41 issues on a quarterly basis since. Take a look at the first article in the first issue and turn the page. **

The 41st Issue

By: Garry Stephenson, Oregon State University Small Farms Program

The first issue includes some history:

- One of our most popular articles appeared, "Top Ten Things I Learned from Buying a Farm" by Melissa Matthewson.
- The now famous "Organic Fertilizer Calculator" was introduced by Nick Andrews.
- Advertising for the 2007 Small Farms
 Conference included Marion Nestle as the keynote speaker.
- And, a small advertisement on page 10 introduced a six week course in southern Oregon titled "Farming with Confidence. This was the pilot project for what would become "Growing Farms: Successful Whole Farm Management" our flagship beginning farmer course. See page 13 for the current Growing Farms Hybrid Course.

Page 1 of that issue included an article—"The First Issue"—that described the dream for the newsletter and

introduced the Small Farms Program faculty. We refer to that time as "the Big Bang" because, although the program started in 1996 with its first position, it wasn't until 2005/6 that the program expanded to four faculty positions and began to look like it does now.

Since that time, the program has expanded to over 12 faculty. In 2013, we created the Center for Small Farms & Community Food Systems to institutionalize our work at OSU. The Center works to support:

- Small Farms Program
- Niche Meat Processor Assistance Network (NMPAN)
- Oregon Community Food Systems Network
- Organic Extension Program (our newest initiative)
- More.

Our focus remains: innovative, financially viable small farmers; organic/sustainable farming systems;

healthy, community food systems generating environmental stewardship, human health, equity, and community economic development.

June 2016: from left to right kneeling: Rachel Suits (Hood River), Lauren Gwin (Community Food Systems Specialist), Dana Kristal (Jackson County), Melissa Fery (Benton, Linn, Lane), Heather Stoven (Yamhill). Standing: Heidi Noordijk (Metro region), Amy Garrett (Benton, Lane, Polk), Sara Runkel (Douglas), Chrissy Lucas (Benton), Maud Powell (Jackson, Josephine), Garry Stephenson (Small Farm Specialist), Nick Andrews (Metro region and Organic Extension Program), Tanya Murray (Oregon Tilth), Javier Salvador-Fernandez (Marion). Photo provided by Garry Stephenson



Organic Farming Gets a Boost From New Partnership Between Oregon State University and Oregon Tilth with Launch of Organic Extension Program

Pregon's organic farmers will benefit from new research, education and outreach thanks to a new Oregon State University (OSU) Organic Extension program dedicated to building and sustaining organic agriculture—Oregon's fastest-growing farm sector. Oregon Tilth, a Corvallis-based nonprofit organic certifier and advocate for sustainable agriculture, has pledged \$100,000 in matching funds over four years to support the program. Oregon Tilth has provided \$150,000 to OSU's Small Farms Program since 2009.

OSU's Center for Small Farms & Community Food Systems will use the money to develop research and educational programs and help pay the salary of Nick Andrews, now OSU's first Organic Extension Agent.

"We are excited to support the launch of OSU's Organic Extension Program with this important first step," said Chris Schreiner, Oregon Tilth's executive director. "It recognizes organic as an important sector of Oregon agriculture that OSU will be better able to serve through a dedicated program."

Garry Stephenson, director of the OSU Center for Small Farms & Community Food Systems, said, "This is significant, yet we don't plan to stop here. We envision an Organic Extension Program with four or more positions around Oregon, focused on different crop and livestock systems as well as local food system development."

Nick Andrews, OSU's Organic Extension Agent, said, "Not only does this new funding allow faculty like me to specialize, but we can aggregate and grow OSU's work on organics – the most rapidly growing sector of agriculture – for bigger and broader benefit." Organic research and Extension projects will initially focus on annual crops, but the scope of the program will increase to include perennial crops, livestock systems,

local food systems and other topics as more Organic Extension agents come on board.

Oregon ranks sixth among U.S. states in the certified organic acreage, and fourth in farmgate sales, according to 2015 data from USDA. "We're fortunate in Oregon to have favorable growing conditions for organic production," said Stephenson. "And Oregonians are tremendously interested in local, sustainable food."

Oregon Tilth is a leading nonprofit certifier, educator and advocate for organic agriculture and products since 1974. Our mission to make our food system and agriculture biologically sound and socially equitable requires us to find practical ways to tackle big challenges. We advance this mission to balance the needs of people and planet through focus on core areas of certification, conservation, policy and the marketplace.

The OSU Center for Small Farms and Community Food Systems was established in the OSU College of Agricultural Sciences in 2013, building on two decades of the successful Extension Small Farms Program. The Center uses education, research, and collaboration to advance sustainable agriculture, community food systems, and economic progress for Oregon's small farmers and ranchers.

On-farm food safety training for Oregon produce farmers

Space is limited - register now!

The OSU Center for Small Farmshas teamed up with FamilyFarmed to bring their On-Farm Food Safety Project to Oregon in February in three day-long workshops: February 16, 17, and 19.

These workshops, taught by Atina Diffley, nationally known farmer & on-farm food safety expert, will cover practical food safety strategies for your farm, along with up-to-date guidance on FSMA requirements and



compliance strategies. We'll also learn the practice and science of co-managing for conservation and food safety.

Workshop #1 is designed for mid-scale produce farmers

When: February 16

Where: OSU North Willamette Research & Extension Center, 15210 NE Miley Rd, Aurora

Workshop #2 is designed for small-scale, diversified produce farmers

When: February 17

Where: East Multnomah Soil & Water Conservation District, 5211 N Williams Ave, Portland

Workshop #3 is designed for small-scale, diversified produce farmers

When: February 19

Where: OSU Alumni Center, 725 SW 26th St, Corvallis

The cost of each workshop is only \$15, thanks to funding support from USDA's Risk Management Agency. For more information or to register, contact Heidi Noordijk (heidi. noordijk@oregonstate.edu)

FamilyFarmed is a non-profit organization committed to expanding the production, marketing and distribution of locally grown and responsibly produced food, in order to enhance the social, economic, and environmental health of our communities.



familyfarmed.org | onfarmfoodsafety.org





Breaking Down Beef with Retail Butchers and a Small Meat Processor

By: Rebecca Thistlethwaite, Program Manager, Niche Meat Processor Assistance Network

t the Women in Sustainable Agriculture conference in Portland, Oregon in early December 2016, NMPAN staff had the privilege to help organize and attend a morning workshop on breaking down a beef forequarter. Samantha Garwin of Fleishers Meats in Brooklyn, NY flew out to give the demonstration, and Patty Kloft of Century Oak Packing in Mt. Angel and Ben Meyer of Old Salt Marketplace in Portland were also on hand to discuss the different ways they butcher beef, add value to it, and market it to customers.

Attendees included farmers and ranchers, marketers, extension personnel, writers, and researchers. Some key lessons learned were the importance of breaking down the forequarter in different ways that could add value to the carcass and provide more options for consumers; how aging could be done with just primals instead of the whole carcass; what can be done with the deckle, such as incorporating into an aged beef special grind; how frozen meat needs to be thawed correctly so it doesn't produce excess moisture while cooking; and the importance of understanding beef cuts and how to

cook them in order to properly sell them.

"The best thing about this workshop," said NMPAN Director Lauren Gwin, "was having a retail butcher and a meat processor side by side, explaining how they do certain things differently. Their businesses share important goals about meat quality, customer satisfaction, and sustainability, but they have to operate in different ways."

NMPAN is working with Rebecca and Fred Gerendasy, professional videographers of the Cooking Up a Story website, to document this workshop in a video. Watch the NMPAN listsery for an announcement when it's ready. You can watch all NMPAN videos and webinars at our YouTube channel: https://www.youtube.com/ user/nmpan.

Sign up for NMPAN updates and announcements of webinars and new meat processing resources at www.nichemeatprocessing.org. Enter your email address where it says "NMPAN on Google Groups" on the right hand side, and click subscribe. %

Workshop Participants. Photo by Fred Gerendasy



OSU Central Analytical Laboratory

By: Shannon Andrews, Central Analytical Laboratory, Oregon State University

We are pleased to announce that the OSU Crop and Soil Science Department has reinvigorated the Central Analytical Laboratory and we are open for service. CAL is able to process plant, soil, water, and soil amendments for a range of characteristics. We offer analytical packages for plant tissue nutrients, as well as proximate analysis for feed and forage samples. There are several different soil package options, from nutrient characterization to physical characterization to soil health analyses. We can also characterize manure, compost, biochar, or other organically-based soil fertilizers or amendments. Individual tests within each of these categories can also be requested. See our website for further analysis information.

One of the main goals of this reinvigoration was to make CAL a centerpiece of agricultural education at OSU. While much of our work will be focused on research, we are happy to work with producers directly. We are also here to help people who may not have a strong background in soil science to ensure that they are sampling properly and performing the analyses that will allow them to answer their questions.

CAL is working on the team to develop a set of nationally adopted soil health metrics. We are very excited to be developing a soil health database with NRCS that will be used as a tool to help producers make long-term land management decisions based on the impacts to the health of the soil system. Soil health has been defined as:

The continued capacity of soil to function as a vital living system, within ecosystem and land use boundaries, to sustain biological productivity, promote the quality of air and water environments, and maintain plant, animal, and human health.

~Pankhurst et al. 1997

Our goal is to support producers in their efforts to maintain their soil's health and in turn, long-term productivity. If you are interested in participating in our Soil Health Initiative by providing production information and access to your farm, please contact us, and we would be happy to talk.

Our new website has detailed information regarding services, prices, protocols, and our new sample submission form: http://agsci.oregonstate.edu/cal

You can bring samples directly to the CAL on the third floor of the Ag Life Science building in room 3079. We are typically available from 9-5 Mon-Fri. Or you can mail samples to:

Oregon State University Central Analytical Lab 3017 Ag Life Sciences Bldg Corvallis, OR 97331



I look forward to working with you and would be happy to answer any questions you might have.
Shannon
Andrews,
Manager
OSU Central
Analytical
Laboratory
Office: 541-737-

2187 – ALS 3079 🔏

Best Milking Practices for Small-Scale Dairies

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

There seems to be a resurgence of interest in small-scale/backyard/family dairies. Several breeds of dairy cows, goats, and even sheep are well-suited to this type of management system. Dairying involves a huge commitment of time, labor, infrastructure, and finances for many months; it should not be undertaken on a whim. Caring for dairy animals is not a lifestyle for those who like to travel, be spontaneous, or be away from home for extended periods. However, dairying can be a rewarding experience for those who enjoy routines, staying home, and working closely with animals.

Selecting the best species and breed for a given situation will depend on daily consumption (unweaned livestock offspring and humans), interest in making cheese for long-term milk storage, integration with other farm operations (e.g. pig production) and opportunities for legal sales. A future article will delve into this issue in more depth; this issue will focus on milking practices.

Quality Milk Starts with a Clean Environment

When dairy animals lie down, their udders are in direct contact with the floor. It is crucial that this surface be clean, dry, and comfortable. The risk of mastitis (udder inflammation and/or infection) increases greatly in dirty environments. Adequate bedding also helps reduce animals' nutritional maintenance requirements. Straw, sawdust, or sand bedding should be cleaned of manure daily

and supplemented as needed. Resting areas should be situated in areas not prone to flooding or accumulating wetness.

Teat and Udder Anatomy

Knowledge of udder and teat anatomy is needed to understand the milking process. Milk is synthesized from specialized epithelial cells in the udder using nutrients in the bloodstream. As shown in Figure 1, these cells are found in clusters (alveoli), which are surrounded by smooth muscle cells. The milk-producing cells secrete milk into the lumen (open

center) of the alveolus. When a dairy animal is properly stimulated, the hormone oxytocin is released from her brain and causes the smooth muscle cells to contract, sending milk from the alveoli into ducts to the gland cistern of the udder, where it is stored until milking or suckling occurs. For optimal udder health, it should be regarded as a milk production system, not a milk storage unit.

The teat sphincter is critical to udder health and protection from infection. Within about one hour after milking, it has contracted and thereby helps prevent bacterial invasion of the teat and udder. If it is damaged by trauma, overmilking, or other poor practices, that portion of the udder is at greatly-increased risk of mastitis.

Interestingly, fear or stress just prior to milking can interfere with oxytocin release and milk letdown. For this reason, the milking area should be a calm and quiet place and animals should not be stressed getting into the parlor. Yelling, loud music, new people, or any changes in the milking routine can interfere with milk letdown.

Characteristics of Good Milkers

Many human factors are involved with an efficient milking process. First, good milkers are patient with

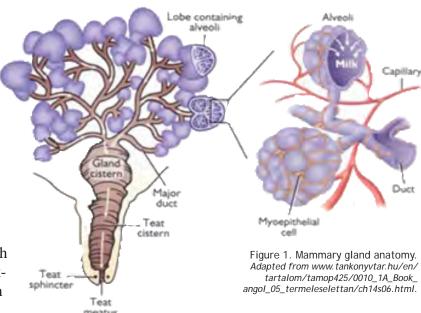




Photo 1. Forestripping milk into strip cup to check for abnormalities indicative of mastitis.

From https://www.lfl.bayern.de/lvfz/achselschwang/053620/index.php.

animals and pay attention to details. They need to follow routine practices and be observant for any indications of mastitis or other animal health issues. They should wear disposable gloves to help prevent disease transmission from humans to animals, animals to humans, and animal to animal. Milkers must understand the importance of each step in the milking process and recognize that taking shortcuts puts animal health and milk quality in jeopardy. If children are milkers, they must be taught what constitutes normal and abnormal milk and to

contact an adult if they observe any problems. *Animals can die* from mastitis.

Getting Ready to Milk

Long udder hairs should be clipped regularly to help keep udders clean. If udders are visibly dirty, they should be cleaned with dry paper towels if possible. When possible, avoid using water to clean udders because water will travel down the dirty udder onto the teat, possibly

contaminating the teat opening. If it is necessary to wash the udder, use a disinfectant wash and *dry the udder* and teats thoroughly before continuing with the pre-milking protocol.

After teats are visibly clean (no obvious dirt or manure), apply a predip half-way up the teat, ensuring a drop is observed hanging from the teat end. Pre-dips are commercial preparations proven to be effective germicides. Common products include chlorhexidine or one-percent iodine. Products must be licensed for this use; organic producers should contact their certifying organization to confirm use of approved products. Pre-dips can

be sprayed on or applied with a dip cup; the former method is more sanitary but the latter is more effective. If dip cups are used, they should be stored in sanitary locations, dumped and cleaned if visibly contaminated, and disinfected periodically.

Leave the pre-dip on for the amount of time specified by the manufacturer—this is often about 30 seconds. After that, thoroughly remove the pre-dip by drying the teat with a new paper towel or clean, single-use towel; pay particular attention to cleaning and drying the teat end.

Signs of Mastitis

- Swollen udder (quarter, half, or whole)
- *Udder or teat redness*
- Hot udder
- Pain when udder touched
- Abnormal milk (clots, clumps, blood, watery color, gas, smell)
- Positive California Mastitis Test

Fore-milked is Forewarned

After removal of the pre-dip, milk three or four squirts of milk onto a strip cup (Photo 1). This is a container with a black strainer that helps identify animals with abnormal milk. Also, it is good to remove these first squirts of milk because they tend to contain the highest number of inflammatory cells if they are present. Never check milk by squirting it onto the floor or your hand or boot—this is a good way to spread mastitis.



Photo 2. Results of a CMT. The upper-right sample is positive for mastitis. Sheep and goat producers can use two of the four sample cells per animal. From https://msu.edu/-mdr/vol16no2/cmt&milk.html.

The California Mastitis Test (CMT) is an easy way to check for subclinical (not visible) mastitis (Photo 2). The CMT system involves a plastic paddle with four cells (one for each quarter of a dairy cow). Three or four squirts of milk are placed in the respective cells and an equal amount of the CMT reagent is added to each cell. The paddle is gently swirled to mix the milk and reagent. The reagent reacts with DNA from cells. Normal milk has no bacteria and few somatic (body) cells so the CMT result for normal milk will be normal (color and consistency will not change). Abnormal milk has more somatic cells (inflammatory cells and more shed epithelial cells, plus perhaps bacteria), so the reagent will cause this milk sample to darken and thicken into a gel. Such a result is evidence of mastitis and a veterinarian should be consulted.

Time to Milk

Whether milking by hand or machine, milking should start 60 to 90 seconds after pre-dip removal from teats. This amount of time has been shown to be optimal for oxytocin to cause milk letdown. It is easy to tell when a hand-milked udder is empty: no more milk can be expressed. Machine milking is easier on human hands, but can result in overmilking and teat-end trauma if done improperly. Excessive vacuum pressure, leaving milking units on too long, not disinfecting units between animals, and detaching the unit with vacuum still present are just some ways machine milking can increase the risk of mastitis. Veterinarians and milking

machine distributors can advise dairy producers about best practices for machine milking.

If there are multiple dairy animals on the farm, the youngest should be milked first and any with mastitis, high somatic cell levels, or known history of mastitis should be milked last. Milking units should be cleaned and disinfected between animals; if hand milking, don clean disposable gloves between animals.

Post-milking

Immediately after each animal is milked, her teats should be dipped with another germicide made for this purpose. This product will reduce the risk of bacteria entering the teat opening until the teat sphincter closes. This product is left on until the next milking. In very cold weather, however, leave the post-dip on for 30 seconds, then dry the teats or they may get frostbitten. If animals are habituated to going to a feeding area that is protected from wind and standing and eating for 30-60 minutes after milking, this will help protect teats and reduce the risk of new mastitis cases.

Iodine-based products will leave the teats looking orangey-red; those unfamiliar with dairy animals sometimes mistakenly think that milking makes dairy animals' teats "bleed," when in reality they are just seeing teat dip. Make the effort to educate farm visitors about the facts of dairying when you can!

Paper or Cloth?

When it comes to drying teats, should one use paper or cloth towels? Either is acceptable and both have their pros and cons. Paper towels are easy and promote sanitation via one-animal, one-use. However, they are an ongoing expense and generate more trash. Cloth towels are a longer-term investment and can be reused, but involve labor to wash, dry, and store. If cloth towels are used, they should be washed in hot water after each use, bleach added during the rinse phase, dried in a hot dryer, and stored in a clean covered area until use. Whether paper or cloth are used, it is critical to use one towel per animal only.

One More Time

The major goal of milking is to milk clean, dry,

and properly-stimulated teats. This allows the most efficient harvesting of milk and reduces the risk of new mastitis cases. Paying attention to proper milking protocols every time also helps ensure the production and harvest of a high-quality, nutrient dense food animal product.

Additional Resources

- National Mastitis Council: www. nmconline.org/ resources-2/
- Univ. of IL Lactation Biology: http://ansci. illinois.edu/static/ ansc438/index.html
- Univ. of WI Milk
 Quality: http://milking-management/
- U.N Food and Agriculture Organization: www. fao.org/docrep/004/ T0218E/T0218E01. htm (6 chapters)
- Univ. of WI Dairy Goat Management Handbook: www. milkproduction. com/Global/PDFs/ Bestmanagement practicesfordairy goatfarmers.pdf
- Univ. of VT Guide to Starting a Commercial Goat Dairy: www. uvm.edu/~susagctr/ resources/goatguide. pdf
- eXtension Goat community: http:// articles.extension.org/ goat
- eXtension Dairy Cattle community: http://articles. extension.org/dairy

cattle

- Penn State Dairy Goat info: http://extension.psu.edu/business/ag-alternatives/livestock/sheep-and-goats/milking-sheep-production
- Univ. of MD intro to dairy sheep: www.sheep101.info/dairy.html
- Univ. of MD intro to dairy sheep: www.sheep101. info/201/dairysheep.html

Moore Family Center for Whole Grain Foods, Nutrition & Preventive Health College of Public Health and Human Sciences

Food, Nutrition and Health **UPDATE 2017**

WFI COME

Emily Ho, PhD; endowed director, Moore Family Center for Whole Grain Foods, Nutrition and Preventive Health, College of Public Health and Human Sciences, Oregon State University

MORNING SESSIONS



- Interplay of Diet, The Gastrointestinal Microbiome, and Health and Disease.
 Hannah Holscher, PhD, RD, University of Illinois
- Milk Protein Digestion in Premature Infants: A Systems Biology Perspective
 David Dallas, PhD, College of Public Health and Human Sciences, Oregon State University
- Reframing Physical Activity Prescriptions For Improved Metabolic Health
 Sean Newsom, PhD, College of Public Health and Human Sciences, Oregon State University

KEYNOTE SPEAKE



 Understanding the Motivations and Challenges Consumers Face in Adopting Healthful Eating Patterns ... Through the Lens of Consumer Research

Marianne Smith-Edge, MS, RDN, LD, FADA, FAND, founder of The AgriNutrition Edge, former president of the Academy of Nutrition and Dietetics

LUNCH DEMONSTRATION

Tara Sanders, RD, and Chef Jaime Herrera, Oregon State University



AFTERNOON SESSIONS

- -Speed Networking and Idea Gathering Session
- Addressing Malnutrition In Southeast Asia: Priorities and Opportunities Embraced by the Lao American Nutrition Institute (LANI)

Diane Stadler, PhD, RD, LD, Oregon Health and Science University

- $\hbox{\bf -} {\sf Food Insecurity Through the Lifecycle-Impacts and Interventions}$
 - Anne Hoisington, MS, RD, College of Public Health and Human Sciences, Oregon State University
- Community-Engaged Approaches to Childhood Obesity Prevention
 - Emily Tomayko, PhD, RD, College of Public Health and Human Sciences, Oregon State University
- Objective Physical Activity Moitoring For Health-Related Research: A Discussion of Methods, Deployments and Data Presentations
 - John Schuna Jr., PhD, College of Public Health and Human Sciences, Oregon State University
- •The Biggest Loser: Are Weight Loss Attempts Doomed?

Melinda Manore, PhD, RD, College of Public Health and Human Sciences, Oregon State University

THURSDAY FEB. 23, 2017 9 A.M. - 4:30 P.M. CH2MHill Alumni Center Ballroom Oregon State University

Registration

- On or before Jan. 15: \$110 After Jan. 15: \$140 OSU Faculty/Staff/Students/Emeriti
- On or before Jan. 15: \$70 After Jan. 15: \$95



To register online go to: health.oregonstate.edu/moore-center/nutrition-update

For more information: email moorefamilycenter@oregonstate.edu or call 541-737-5205.

Oregon State

OSU Extension Service Small Farms Program

Serious about farming?
Come learn how to navigate the biological, financial and human aspects of smallscale farming.

Growing Farms

Successful Whole Farm Management 2017 Hybrid Course

Growing Farms Hybrid course is designed for beginning specialty crop & livestock farmers in their first 5 years of business.

Students will develop a whole farm plan. Resource binder is included. Course consists of six on-line modules, 3 classroom sessions and a field trip.

2017 HYBRID CLASSES DATES & LOCATIONS

North Willamette Valley (Beaverton) 2/7, 2/21, 3/7, full day tour on 3/4 South Willamette Valley (Corvallis) 2/9, 2/23, 3/9, full day tour on 3/4 Umpqua Valley (Roseburg) 2/9, 2/23, 3/9, full day tour on 3/4

COST & REGISTRATION DETAILS

\$295 per person \$75 Farm partner discount Registration for OSU Small Farms Conference (2/18) is included For more information and to register visit:



https://pace.oregonstate.edu/catalog/growing-farms-successful-whole-farm-management

Oregon's Farm to School and School Garden Program In Danger

By: Kasandra Griffin, Upstream Public Health

regonians love their kids, and they love their farmers, and those loves come together in Oregon's farm to school and school garden program. The core goal of "farm to school and school gardens" is to help kids grow up healthier by eating healthier foods in school meals and developing

OSU Extension is an active partner in farm to school and school garden efforts around Oregon. Contact your local Extension office for more information.

a better understanding of where their food comes from, while also supporting local producers and the state economy. Oregonians' love of kids and farmers have combined to help us develop the best "farm to school and school garden" program in the country. However, to the dismay of many, the Governor's proposed budget would de-fund this popular and effective program.

Right now, Oregon's legislatively-authorized statewide farm to school and school garden program has pieces:

- 1. A staff position in the Oregon Department of Agriculture helps Oregon farmers and producers sell their products to schools.

 This position also manages FoodCorps service members serving in 10 Oregon communities, and started "Oregon Farm to School Producer Awards" in 2016. (Contact Amy Gilroy, agilroy@oda.state.or.us, (503) 872-6620 if you want this kind of help!)
- 2. A parallel position in the Oregon
 Department of Education helps Oregon
 schools find and buy local foods, supports
 Oregon school gardens, and coordinates the
 funding programs listed below. (Contact Rick
 Sherman, rick.sherman@state.or.us, (503) 9475863, if you want this kind of help!)
- 3. Funding for Oregon schools to actually buy and serve foods produced or processed in the state of Oregon. In 2015-17, Oregon

- invested \$3.5 million in supplemental funding to help Oregon districts choose local products, even if they aren't the cheapest options. Funding is distributed (based on school meal participation) to school districts that agree to follow the purchasing rules and reporting requirements. Over 140 school districts are participating, and those districts serve over 90% of Oregon's school meals.
- 4. Grants for "food-based, agriculture-based or garden-based educational activities, in a school district." In 2015-17, nearly \$900,000 was allocated for these programs. This funding was distributed by competitive grants to 24 organizations around the state. Recipients range from the East John Day Watershed Council reviving agricultural education in K-12 classes in Condon, to the Oregon Albacore Commission educating Seaside kids about how to cook seafood and about life in the fishing industry, to 'Planting Communities Woodburn' expanding successful their school garden programs.

Oregon's farm to school and school garden programs have far-reaching effects on Oregon's agricultural



Bethel School District's Oregon Harvest Day lunch including menu items and ingredients entirely sourced from Oregon producers

Photo provided by OFSSGN



Farmer Jabrila Via teaches students from Fairfield Elementary (Eugene) on their field trip to Wintergreen Farm in Noti, Oregon.

Photo provided by Willamette Farm and Food Coalition

economy and on Oregon's kids. Children are growing up knowing that beets come out of the ground, fish come out of the sea, and that Oregon has one of the most diverse agricultural economies in the country. They are learning to eat healthier, grow their own food, consider careers in agriculture, and appreciate the people who grow, process, and cook the food that they eat at school and at home.

Meanwhile, enthusiasm for "farm to school" purchasing has driven school districts to invest millions of additional dollars supporting local farmers and processors. Schools are *consistent* consumers, and often can provide a very helpful market for local producers, from orchardists with small (kidsized!) apples, to farmers with late-season (school year!) watermelons and other produce, to processors developing products meeting schools' exacting nutritional requirements. Oregon schools spent \$14.5 million on Oregon grown and processed foods during the 15-16 school year, according to preliminary data from ODE's Farm to School grantees.

That shows that a little investment in state funds can have a big return for our kids *and* our farmers!

Unfortunately, in the "Governor's Proposed Budget" that was released December 1st, Governor Brown proposed to remove state funding for the procurement

and education grants (items 3 and 4 above). Needless to say, farm to school enthusiasts are mobilizing to remind the legislature that these programs are popular and beneficial, with triple-bottom-line benefits to kids, producers, and communities. Without consistent funding, schools can't commit to these purchases, and sellers can't afford to invest in developing schools as a market.

To find out more and to join the efforts to expand farm to school and school garden programs, rather than cut them, see: www.upstreampublichealth.org/issues/farmtoschool, or contact Kasandra@upstreampublichealth.org. **

Oregon Farm to School Producer Awards.

In 2016, champions of the program (teachers, parents, students, partner organizations) nominated producers for the first-ever Oregon Farm to School Producer Awards. Producers were recognized for their innovation, dedication to building partnership with schools and commitment to healthy kids. 2016 recipients are:

Kiyokawa Family Orchards
Camas Country Mill
Bornstein Seafoods
T7 Ranch
Fry Family Farms

Oregon Community Food Systems Network **Seeks New Partners**

By: Anya Moucha, OCFSN Member Services Coordinator

The Oregon Community Food Systems Network (OCFSN) is a collaboration of 42 nonprofit organizations and allies dedicated to strengthening local of the economy, the safety, health and wellbeing of and regional food system to deliver better economic, social, health, and environmental outcomes across the state. Learn more about OCFSN here: http://ocfsn.net/.

The network is currently accepting applications from new (non-profit) members and (for-profit) business affiliates. Applications are accepted on a rolling basis. However, organizations and businesses that submit their applications by February 28th may have the opportunity to participate or be recognized at the 2017 Oregon

Community Food Systems Convening -- a two-day, invitation-only event for community and business leaders concerned with farm and food issues.

Call for New OCFSN Member Applications -

Public interest organizations are invited to review the OCFSN Bylaws and complete the member application posted at ocfsn. net.

Call for OCFSN Business Affiliate Applications -

an opportunity for business leaders to support and inform local and regional food system development efforts. For-profit enterprises support the food system, from the farm through all links in the value chain to the consumer. Collectively, for-profit enterprises can also have a determining influence on

food systems outcomes related to the environment, the sustainability of rural communities or specific sectors workers, and the health and quality of life of citizens.

Accordingly, OCFSN has an interest in engaging the business community to understand business priorities and challenges, identify shared interests, and recognize businesses that make a positive contribution to local and regional food systems development efforts. To become an OCFSN business affiliate, review the Business Affiliate Program Description and submit the Business Affiliate Application posted at ocfsn.net. %

SDA Economic Research Service United States Department of Agriculture

Editor's Pick 2016: Three post-farm industry groups account for about 61 cents of the U.S. food dollar

In 2014, total food-away-from-home expenditures of U.S. consumers, businesses, and government entities surpassed at-home food sales for the first time. This outcome is reflected in the 32.7-cent foodservices share of the U.S. food dollar claimed by restaurants and other eating-out places-its highest level during 1993 to 2014. It is also reflected in the 12.9-cent retail-trade share claimed by grocery stores and other food retailers, which is at its lowest level since 2002. ERS uses input-output analysis to calculate the value added, or cost contributions, from 12 industry groups in the food supply chain. Annual shifts in food dollar shares between industry groups occur for a variety of reasons, ranging from the mix of foods that consumers purchase to relative input costs. A growing share of the food dollar has gone to farm producers, up 1.7 cents since 2009 to 10.4 cents in 2014, while food processing's share is down 2.1 cents since 2009. This chart is available for years 1993 to 2014 and can be found in ERS's Food Dollar Series data product, updated on March 30, 2016.



Small Plant Operators Meet with USDA Officials at Gunthorp Farm

By: Kara Gunthorp, Gunthorp Farms, Indiana.

Kara Gunthorp is a second-generation processor working closely with her father, Greg, at Gunthrop Farms, a small, USDA-inspected slaughter and processing facility – one of the few handling poultry and red meat under inspection – in Indiana. Both are active members of the Niche Meat Processor Assistance Network, and we are pleased to share this blog post from Kara, originally published in October 2016, after a meeting with USDA-FSIS.

changes in January no matter which side of the ticket proves to be victorious in the November election. With a new President comes a new Secretary of Agriculture. Ferd Hoefner, the Policy Director for the National Sustainable Agriculture Coalition, saw an opportunity to gather valuable information to be included in the transition documents that will be given to the new Secretary of Agriculture. Yesterday, a group of some of the most well-known individuals in the sustainable agriculture and small processing industry, as well as representatives from the USDA/FSIS (Food Safety & Inspection Service) gathered at Gunthorp Farms to discuss what information shall be included in the report.

The day was scheduled to begin at 10 am with tours of our processing facility and then of our farm. Unfortunately the USDA representatives could not make it to the tour, but that did not stop all of us "industry representatives" from watching pig slaughter and hiking across the farm. All of the attendees were farmers and processors themselves, so the conversations throughout the day were so valuable to listen to. We broke at noon for lunch and anxiously awaited the USDA representatives' arrival so we could begin the meeting that would be focusing on issues that small & very small processors face. Thankfully they arrived at 1 and our meeting was shortly brought to order.

The meeting was set up rather informally, with all of us sitting in a large circle in the basement of my parents' house. As the FSIS representatives took the floor first, I began wondering how beneficial this meeting was actually going to be. Did these people have any idea what a small plant even looks like, let alone what struggles they go through? After their 30-minute introduction regarding the resources and opportunities USDA has for us, I was feeling as if they were not interested in hearing what any of us industry representatives had to say at all.

Finally, Mike Callicrate took the floor. When I was growing up, many conversations centered around Mike and the challenges he was facing (and overcoming) and I have always held his name as that of a celebrity. Being able to finally meet him this week was an honor (and probably the topic of a different blog post). Anyways, Mike took the floor and laid it all on the table. "Listen, what it comes down to is we are afraid of you all. You intimidate us. I know the USDA has a job to do and I know you are not supposed to be intimidating, but this is the reality right now." I felt the urge to stand up and clap when he finished what I would consider the description of why we all were gathered. I scribbled into my notes, "thank you Mike for saying what we are all sitting here thinking!"

There are definite issues that small plants face when obtaining and maintaining USDA inspection. We came to a consensus that intimidation/fear of retaliation is definitely one of the barriers to building the local food market. There has to be some sort of process that can verify small plants are still producing safe food without being a burden that prevents them from succeeding.

Pete Eshelman of Joseph Decuis Restaurant & Farm pointed out that Indiana alone spends \$18 million on food. Shockingly 90% of that is imported from other states or even other countries. Think of how many food dollars could be brought back to the state if more processors were able to stay in business? How many more jobs would be created in the state if even a fraction of those food dollars could come from in the state and not imports? What if we applied that thinking

nationwide and created more food for Americans here in America?

The USDA realizes that creating regional food markets will be beneficial to local communities, rural development, and national food security. "In 2009, the U.S. Department of Agriculture (USDA) launched the Know Your Farmer, Know Your Food Initiative (KYF2) to better support the farmers, ranchers, food businesses and communities engaged in local and regional food systems." (Copied directly from a handout at the meeting yesterday.) Industry estimates show that the \$1 billion that USDA has invested into local food systems have helped local food sales grow from \$5 billion in 2008 to \$12 billion in 2014

and it is expected to hit \$20 billion by 2019. This is great news, but without reforming small processing regulation, the initiative will miss the bar. Access to legal processing is the bottleneck in this local food movement. Small processors are not asking for "easier" regulations, we are just asking for scale appropriate regulations that plants without bountiful human, financial, and capital resources can comply with.

Did we solve the whole problem during the course of the meeting yesterday? Of course not. Many issues were brought to the table and many were discussed, but many were only touched on and I know there are many more that should be brought up as well. However, there is hope. The most successful thing that came from the meeting yesterday was a plan for more meetings. Ouarterly meetings, even, with the FSIS representatives and industry representatives to continue this dialogue until change happens.

Maybe someday, the local food movement and small processors will not need their own "initiatives". Maybe someday the "A" in USDA will stand for all agriculture and there will not need to be special committees to make sure that the little guys are not walked on or pushed out. We might not be there yet, but events like yesterday's meeting and the individuals who were in attendance are pushing us in the right direction. KG &

NMPAN note: To add a different perspective to this discussion, please also check out this blog post by David Schafer of Featherman Equipment LLC and American Pastured Poultry Producers Association who was also present at this meeting.



Oregon Organic Coalition Bestows Awards For Excellence On Nine Oregon Individuals And Companies

The recipients of the 2016 Oregon Organic Coalition (OOC) Awards for Excellence were announced in September at a celebratory luncheon at the Ecotrust Building in Portland, Oregon. More than 70 representatives from Oregon's farming, retail, academic, political and food production communities gathered together to honor these organic innovators.

OOC Awards for Excellence were given to individuals and organizations that demonstrated innovation in organic practices, service to the industry, expansion of organic business opportunities and overall achievement in the state's organic industry:

Advocate: Lane Selman, Culinary Breeding Network, Oregon State University, Portland, OR

Lane has been an agricultural researcher since 2005, actively engaging in collaborative projects between researchers and organic growers to improve organic systems through nutrient and pest management and onfarm variety trails. In 2012, she created the Culinary Breeding Network, dedicated to developing and identifying varieties and traits of superior culinary quality for vegetable crops. She has served as a vital resource for our region's farmers, chefs and researchers by increasing awareness of and access to unique, robust and delicious produce varieties through hosting an annual Variety Showcase and by serving on the boards of the Portland Chefs Collaborative Steering Committee and the Slow Food Oregon Ark of Taste Committee.

Policy Analyst: Lynn Coody, Organic Ag Systems Consultant, Eugene, OR

Lynn Coody has an impressive educational background in natural sciences and began working in the organic trade in the 1970s. She helped pass the first organic legislation in Oregon in 1989, and she brought the voice of organic farmers to the table during the formation of the Organic Foods Production Act. Since

then, she has worked diligently on national organic policy to protect organic integrity and advocate for the needs of organic farmers in policy development. She continues to partner with organic trade organizations to offer comments and guidance to the National Organic Program's material list-advocating for alternatives and needs of all certified organic farmers and looking for naturally-derived solutions that will work for organic systems

Processor: Humm Kombucha, Bend, OR

Humm Kombucha has been a family-brewing operation for over 20 years; the tradition has been passed down to multiple generations. Today, Jamie and Michelle seek to make the tastiest kombucha in bulk to minimize their environmental impact and make it affordable. They believe in community-incorporating health, love and joy into their product by using all organic ingredients and sourcing regionally as much as possible.

Farm (Crops): Persephone Farm, Lebanon, OR

Elanor O'Brien and Jeff Falen are first-generation farmers, who are deeply committed to using sustainable practices on their 14 acre farm in Lebanon, Oregon. The farm has been certified organic since 1985 and is now also certified Salmon-Safe. They supply quality organic produce to markets, restaurants and wholesale customers, and they are involved in the Northwest Farmer to Farmer Exchange, offering guidance and inspiration to the next generation of farmers. Cultivating kindness and raising environmental consciousness for organic production is entwined in the farm's ethos-from providing bicycles, education and a respectful workplace for farmworkers, to harnessing solar power for 80 percent of the farm's electrical needs, to utilizing animals in a humane environment for fertility inputs, to participating in variety research and testing with local educational institutions-Persephone Farm has been a leader in sustainable, organic agriculture.

Farm (Livestock): Balin Farm Trust, Klamath Falls, Oregon

The Balin family established its roots in Klamath Falls, Oregon, in the early 1900s on 100 acres that produced hay, grain and potatoes. Today, they are one of the largest producers of USDA certified organic grass-fed beef on 3,757 acres of land. Their cattle has been raised entirely on certified organic pasture since 2004. The organic hay harvest provides a healthy food source for cattle, while providing a buffer to outside contamination.

Retailer: Green Zebra Grocery, Portland, Oregon

Green Zebra Grocery is the brainchild of Lisa Sedler, who has had a long career as an influential leader in the natural foods community. The first store opened in 2013 and is an innovative, small-footprint, corner-store concept with a mission to bring healthy, natural and organic foods to urban neighborhoods. They source from organic and regional farmers and producers-over 85% of their selection is organic, and their produce department features a highly selective, diverse, organic and local product line.

Farmworker: Saruh Beth Wynes, Minto Island Growers, Salem, OR

Saruh Beth Wynes has been a dedicated farmworker for Minto Island Growers since 2013. With a positive and efficient work ethic, she has proven proficient and knowledgeable about farming operations-from cultivation, seeds, field irrigation, packing and storing, as well as operating farm equipment. She is supportive in training new employees, manages beehives for pollination, and she is constantly thinking about how the farm can be innovative with compost management and other efficiencies.

Environment & Health: Organic Material Review Institute, Eugene, OR

Founded in 1997, the Organic Materials Review Institute (OMRI) is a nonprofit organization providing organic certifiers, growers, manufacturers, and suppliers an independent review of products for use in certified organic production, handling, and processing. They offer resources to support the National Organic Standard Board and the National Organic Program for the development of approved substances on the

National List, as well as offering educational resources and presentations for organic certifiers and inspectors, and universities and extension services. After 20 years, they now work with more than 1,000 suppliers in 30 countries.

Organic Scientist: Garry Stephenson, Oregon State University, Corvallis, OR

Garry Stephenson's career as a scientist, author, professor and researcher reaches back to the 1980s. He has operated a small U-Pick farm, worked as a research technician in tree fruits and has a long career as an extension agent and specialists. He led the development of the OSU Small Farms Program and currently director of the OSU Center for Small Farms and Community Food Systems. In addition to supporting over 10 small farms extension agents and their work in small scale sustainable agriculture and community food system development, the Center has a new initiative developing the Extension Organic Program in partnership with Oregon Tilth and other businesses in the organic community. These programs have led to new innovations that support the continued growth of the organic sector regionally and in Oregon. His research has focused on organic systems, especially those in Oregon, which has served to help educate emerging farmers and guide organic policy.

Organically Grown in Oregon Week is presented by the Oregon Organic Coalition, with generous support from Organically Grown Company, Oregon Tilth, Ecotrust, and Coconut Bliss. To see a full list of member organizations and OGOW sponsors, please visit www. oregonorganiccoalition.org.

Oregon Organic Coalition (OOC) - The OOC is a trade support organization, working to advance the development and growth of the organic industry and community in Oregon. The OOC consists of a wide array of key players in Oregon's organic industry who volunteer their time and energy-from farmers to wholesalers and processors, as well as organic certifiers, scientists, consumers and retailers. The OOC acts as an organizing body, providing direction and endorsement of activities in promotion of Oregon's organic trade, such as the re-enlivening of OGOW every September and advocating for continued federal support for organic research at Oregon State University. www. oregonorganiccoalition.org



The 17th Annual

Oregon Small Farms Conference

LaSells Stewart Center - Corvallis, Oregon Saturday, February 18th, 2017

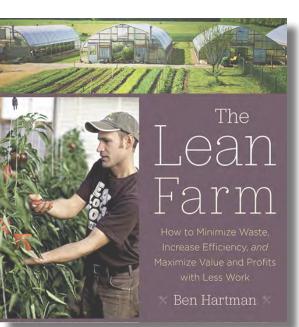
Registration

- \$50 per person unti January 25th, 2017
- \$75 per person January 26th February 10th, 2017
- \$150 per person on-site (subject to availability)

Fee includes refreshments and lunch using local produce

Who Should Attend?

- Farmers
- Farmers Market Managers
- Food Retailers
- Restaurant Owners
- a Members & Leaders
- Agriculture Professionals
- Community Food Policy Advocates
- Students





How to Get Here

From I-5

Take Exit #228 to Corvallis. Head west 10 miles on Hwy 34. Make a left turn onto Hwy 34 bypass. Go right on 26th St., cross Western Blvd., and the LaSells Stewart Center will be on your right.

From HWY 99 Southbound

Highway 99W becomes 4th St. Make a right turn on Western Blvd. Take another right turn on 26th St. The LaSells Stewart Center will be on your right.

From HWY 99 NorthBound

Go over the Marys River Bridge. Make a left turn on Western Blvd. Make a right turn on 26th St. The LaSells Stewart Center will be on your right.

From 9th Street

Drive south on 9th Street, turn right on Harrison, then left on 14th Street. (Note: When 14th crosses Monroe Ave., it becomes 15th.) Turn right on Western Blvd., and right on 26th Street. The LaSells Stewart Center will be on

Parking

On weekends, Oregon State University LaSells Stewart Center patrons may park in any lot including the permit only areas. This includes the parking structure located North of the Center, and the Reser Stadium parking lots.

Oregon State University Extension Service offers educational programs, activities, and materials without discrimination based on race, color, religion, sex, sexual orientation, national origin, age, marital status, disability, and disabled veteran or Vietnam-era veteran status. Oregon State University Extension Service is an Equal Opportunity Employer. OSU Extension Programs will provide reasonable accommodations to persons with physical or mental disabilities. Contact Chrissy Lucas at 541-766-3556 to request reasonable accommodation. Please contact us by February 8th, 2017.



Conference Schedule

7:30 - 9:00 am Sign-in & Packet Pickup

9:00 - 9:20 am Plenary Session

9:20 - 9:40 am Break

Concurrent Sessions

9:40 - 11:00 am Session One

Dry Farming Collaborative: Co-Creating the Future of How We Manage Water on our Farms

The Dry Farming Collaborative started in early 2016 and grew to more than 120 members in one year! We are 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. Learn about some of the results from our 2016 dry farm trials and future directions for this project as this grassroots movement and collaborative research project builds momentum and evolves to shape our collective response to a changing climate.

Amy Garrett Oregon State University Small Farms Program; Andrew Schwarz, Ridgeline Meadows; Darlene Gowen, Gowen Farm; Keegan Caughlin, Two Rivers Farm/Taproot Grower; Nick Routledge, Reality Kitchen; Teresa Retzlaff, 46 North Farm

Scaling Back: Redirecting Focus and Changing Enterprises at Any Stage

Why/how/when might we decide to scale DOWN our farms? Join a panel discussion of experienced organic farmers who have intentionally sized down their operations, shifted focus, and/or cut out whole enterprises. Learn how they navigated the decision and its aftermath (including emotions!) as they focused on quality of life and/or profitability. They will share the benefits of getting smaller and simpler.

Presenters: Katie Kulla, Oakhill Organics; Mary Alionis, Whistling Duck Farm; Melissa Matthewson, Barking Moon Farm; Shari Sirkin, Dancing Roots Farm

Organic Weed Management Strategies and Techniques

We'll cover an array of strategies for controlling weeds from rotations and cover crops to planting methods and mechanical cultivation with specific examples of how they can all work together to limit labor spent weeding while maximizing soil health and yields. The fundamental strategies are appropriate at all scales of production and we'll look at examples of how they are implemented on larger tractor cultivated acreages as well as

small handscale operations.

Presenters: Josh Volk, Slow Hand Farm

Specialty Foods: Expanding Opportunities for Local Food Systems

Fresh and direct markets face size limits. This session will explore the contributions that processed specialty food products can make for both farmers and local food systems. Two Oregon specialty food manufacturers will provide their insights on how to better integrate their ingredient purchases and their products into thriving local food systems.

Presenters: Aaron Gaskey, Rain Drop Farms, Philomath, OR; Beth Satterwhite, Even Pull Farm, McMinnville, OR; Marianne Copene, August Farm, Rochester, WA

Farm Direct, Access to Land, and Your Economic Impact: What We're Learning

Land, law, and economics: all three matter right there on your farm. Studying them on a larger scale helps us tackle big challenges and support the long-term viability of small-scale, sustainable farming and local food systems. Come learn about three research projects here in Oregon designed to do just that:

- Oregon's Farm Direct Exemption turns 5 in January 2017: how has it benefitted Oregon farmers? What other "cottage food" opportunities may lie ahead?
- Farmland access and land succession: what are the trends, concerns, and opportunities in Oregon? As farmers age, how can they connect with new and beginning farmers?
- What is the regional economic impact of small farms who sell locally? Case study: Central Oregon.

Presenters: Lauren Gwin, OSU Center for Small Farms; Lindsay Trant, OSU's Center for Small Farms & Community Food Systems/ Public Policy Program; Mallory Rahe, OSU Applied Economics; Nellie McAdams, Roque Farms Corps

Getting Started: Selecting an Enterprise for Your Small Farm

As a new landowner, one of the first questions you might consider is what can grow or be produced on your acreage. This session will help you determine ways to assess your natural resources such as soil and water and identify the physical resources such as infrastructure that you'll need when considering different enterprises for a small farm.

Presenter: Melissa Fery, Oregon State University Small Farms Program

Tracking and Using Cost of Production Information

Knowing your costs of production is critical for making informed business decisions about pricing, crop mix, market channel mix, scale, production practices, capital investments and more. The Cost Study Program is a project developed through a partnership between OSU's Center for Small Farms and Community Food Systems, and Oregon Tilth that supports farmers with data



Conference Schedule (continued)

tracking needed to determine crop specific costs and with using this information for business decision-making. During this workshop, participants will learn about how the Cost Study Program works and hear from farmers who participated in the 2016 Cost Study Program about how they tracked data, crunched their numbers, and are using the results from this analysis for decision-making focused on improving farm profitability. Presenters: Conner Voss, Diggin' Roots Farm; Katie Coppoletta, Fiddlehead Farm; Laura Masterson, 47th Avenue Farm; Tanya Murray, Oregon Tilth

Local Food, Local Funding: How to Find Local Funders to Grow your Farmers Market

In this workshop you will get hands on experience designing a fundraising strategy that is right for your farmers market. Whether your farmers market is big or small, rural or urban, this workshop has something for everyone.

Presenter: Stacy Carkonen, Executive Director, Tacoma Farmers Market

Producción de Hierbas y Cultivos Ancestrales Mexicanos Orgánicos

Esta clase explorará el estilo de vida, inspiración y técnicas de producción de cultivos ancestrales Mexicanos pero producidos en Oregón. Huauzontle, verdolaga, chile pasilla, y nopal son algunos de los cultivos que Javier ha producido exitosamente y con una filosofía amigable con el ambiente y la naturaleza además de socialmente justa para los trabajadores y productores.

Presentador: Javier Lara, Anahuac Produce

11:00 - 11:20 am Break

11:20 - 12:30/12:50 pm Session Two

An Introduction to Lean Farming

In this workshop, Ben Hartman, author of The Lean Farm, will explain the lean system and how it can be used by any size and type of farm to boost profits with less work. Lean is a production system invented by Japanese automakers that is now used by tech start-ups, hospitals, non-profits, and others to cut out waste and increase productivity. Ben will showcase examples of lean ideas at work on Clay Bottom Farm, where the author and his wife earn a comfortable living growing organic vegetables on less than an acre of land.

Presenter: Ben Hartman, Clay Bottom Farm

Participatory Plant Breeding for Dry Farmed Systems

What plant traits support dry farming? How might growers throughout the northwestern U.S. work together to develop dry

farmed varieties for our region? Dry farmed vegetable varieties, like the 'Dark Star' zucchini and 'Stella Blue' squash from Seed rEvolution Now!, stood out in both the 2015 and 2016 dry farming trials throughout western Oregon. Growers and plant breeders in the Dry Farming Collaborative are now interested in partnering to develop more dry farmed crop varieties (e.g. tomatoes, potatoes, dry beans, squash, melon) for our region. Learn about what is needed to take on a participatory plant breeding project of this scale.

Presenter: Amy Garrett

Diversifying with Cut Flowers

Hear from cut flower farmers about adding flowers to various farm models. Whether your main farm focus is produce or livestock, flowers can add an extra pop and an extra source of income. We'll discuss integrating flowers into farmers markets, CSAs, restaurant and subscription customers, grocery sales, and wholesale. What are the best flowers to grow for your style of farm? Where can you market and sell them? How can you capitalize on your existing market and give your customers another reason to come back to you again and again for all of their local farm products? Let's make our world more beautiful, one bouquet at a time!

Presenters: Aaron Gaskey, Rain Drop Farms, Philomath, OR; Beth Satterwhite, Even Pull Farm, McMinnville, OR; Marianne Copene, August Farm, Rochester, WA

Disease Management in Organic Vegetable Brassicas

We will discuss clubroot, blackleg, and light leaf spot management on organic farms. Aaron and Alex will present findings from a recent clubroot project. Have a look at their new publication: Integrated Clubroot Control Strategies of Brassicas: Nonchemical Control Strategies. Cindy and Nick will update you on the revised ODA blackleg rule, and the blackleg and light leaf spot outbreaks in Oregon. See this new OSU Clinic Update on blackleg for more information.

Presenters: Aaron Heinrich, Alex Stone, Cindy Ocamb, and Nick Andrews, Oregon State University Extension Services

Small Farms & Community Health

When farms grow healthy, fresh food, they contribute to the health of their customers. But how can those benefits reach others in the community who don't always have access to local, fresh food? Come learn about three innovative win-win ways that small farms, and a "farm at school," are growing community health:

- "Veggie Rx" programs that prescribe, and pay for, local fruits and vegetables;
- Linn Benton Food Share's "Intentional Growing Program" that makes season-long, pre-paid commitments to buy produce

Conference Schedule (continued)

from local farms;

 An innovative "farm-at-school" in North Powder that is the only supplier of healthy produce to the only food store in town.

Presenters: Brooke Kaye, Joyful Noise Farm; David Melville, OSU 4-H SNACZ Program Coordinator, Union County; Rachel Suits, OSU Small Farms/FCH; Ryan McCambridge, Linn Benton Food Share

Vaccinology: Theory and Practice of Vaccination

This session will cover the use and misuse of vaccines and address the following question: How does vaccination work? Why and when are vaccines necessary or useful? Are all vaccines created equal? How to decide? What are the best practices for handling and injection of vaccines?

Presenter: Joe Snyder, DVM

Introduction to Planning and Record-Keeping for Farm Business Management

This workshop will focus on using business plans and records as integral tools for business management, emphasizing the process of setting goals, making projections, monitoring progress and measuring results as vital for decision-making and continuous improvement. Workshop participants will be introduced to the basic components of a business plan with an emphasis on the financial components. We'll explore how to come up with initial financial projections to get your farm business started. We'll also look at the key farm financial records that you'll want to keep along the way and how to use these records in combination with your plans and projections to manage your farm business.

Presenter: Tanya Murray, Oregon Tilth

Fun at the Farmers Market

Hear about customer events that engage, entertain and educate. These panelists will share the logistics and benefits of events at farmers markets. Clatskanie Farmers Market was awarded a USDA-FMPP Grant in 2015, and are using the funds to improve and expand their young market. Project goals include increasing the number of both consumers and farmers through education and strategic outreach. The project funded two outreach positions; these specialists develop curriculum and multi-media materials, present Market day demonstrations and hands-on classes on food literacy, publish a newsletter, and connect directly with SNAP/FDNP recipients. Also, learn about the work that the OSU Extension Service is doing in Coos County, as well as other areas throughout the state, to deliver nutrition education at local farmers markets!

Presenter: Allison Harris, Nutrition Program Coordinator, OSU Extension Coos Co.; Becky White and Sonia Reagan, FMPP grant, Clatskanie Farmers Market

Riego por Goteo y Fertirrigación: Como Utilizar estas Técnicas de Producción en su Finca

En esta sesión se cubrirán los principios de utilización eficiente de agua, incluyendo la cantidad de agua que un cultivo necesita, como planear e instalar un sistema de riego por goteo y sus componentes básicos además de costos y factores determinantes para tener un sistema de riego eficiente y adecuado. También se discutirá que se necesita y como opera un sistema de inyección de fertilizante para producción orgánica.

Presentador: Javier Fernandez-Salvador, Programa de fincas pequeñas de OSU para los condados de Polk y Marion

12:30 - 2:10 pm Lunch

2:10 - 3:30/4:00 pm Session Three

The Lean Farm: Tips for Vegetable Growers

This workshop is geared for small-scale vegetable growers. Ben Hartman, author of The Lean Farm, will discuss the innovative growing techniques he and his wife Rachel Hershberger use at Clay Bottom Farm, where they earn a comfortable living on less than an acre of land. The workshop will focus on techniques developed through their work with the lean system to minimize waste and boost production with less work. Ben's goal is to educate and inspire growers to pursue small-scale growing as a career.

Presenter: Ben Hartman, Clay Bottom Farm

Growing Agritourism Opportunity for Your Farm

Community partners and farmers have been working to build resources, opportunities and connections to strengthen the agricultural tourism industry in Oregon. The Oregon Agritourism Handbook, along with a Agritourism Business Marketing Toolkit, will make its debut during this session. These resources will provide valuable information on how to start, enhance and market an agritourism business as well as tips on how to work with county planning departments. Learn how you can be involved with the Oregon Agritourism Network that includes business owners and partners like Travel Oregon, OSU Extension Service, Oregon Department of Agriculture and more.

Presenters: Alexa Carey, Travel Oregon; Erick Garman, Oregon Department of Agriculture; Erika Polmar, Plate & Pitchfork; Melissa Fery, Oregon State University Small Farms Program; Scottie Jones, Leaping Lamb Farms & US Farm Stay Association

The Florist and the Cut Flower Farm

Get into the finer side of flower farming with a discussion on the Farmer-Florist model. Growing the flowers is a big part of it, but designing and marketing them correctly can give you a huge boost in name recognition as well as profit. Weddings, events,



Conference Schedule (continued)

workshops, subscriptions, all of these represent out-of-the-box income streams ripe for the picking. We'll talk about the ins and outs of event floral, design, and how to integrate them into your farm model.

Presenter: Lennie Larkin, B-Side Farm, Petaluma, CA

The Path to Organic Certification: What to Expect During the Transition Process

Being well informed about the various steps, decisions, regulations, and challenges one will encounter during the transition to organic process is an important first step on the path to organic certification. As producers transition conventional or non-certified production systems to organic, they will encounter a myriad of cultural, economic, agronomic and regulatory challenges along the way and it can be difficult to know who to go to for assistance. This session includes a detailed explanation of what is to be expected during the transition and certification process, discussion of common challenges faced by transitioning producers, and an overview of the various types of assistance and support available for producers as they work towards organic certification.

Presenter: Drew Katz, Oregon Tilth

Field to Market Essentials: Making and Selling Value-Added Producer-Processed Products Under the Farm Direct Exemption

Are you a fruit and vegetable farmer thinking about adding value-added products like jams, pickles, or ferments to your market offerings, but are not sure where to start? Maybe you already make some of these products but have questions about recordkeeping, pH testing acidified foods, labeling requirements, and food safety best practices. In this workshop we will discuss these important topics as well as marketing and packaging tips and how to evaluate if adding value-added products is the right choice for your farm business.

Presenter: Sara Runkel, Oregon State University Small Farms Program

Beyond Dewormers: Internal Parasite Control in Livestock

A discussion of various approaches to controlling worms and other internal parasites of livestock, and how to put them all together into something that works and keeps on working. Brush up on biology, examine ancient practices, discuss the use and misuse of dewormers, and explore new techniques and technologies.

Presenter: Joe Snyder, DVM

Finally, a USDA Insurance Program for the Rest of Us: Whole Farm Revenue Protection

You know that farming is uncertain and that a wide range of problems, large and small, can occur that could reduce your expected farm income next year. Risk in farming cannot be eliminated. But there are proven ways to manage risk. How do

you currently manage your farming risks?

A new federal insurance program, Whole Farm Revenue Protection (WFRP), now guarantees up to 85% of your expected farm income. It is available today in every county for established and beginning small farmers, including those who direct market part or all of their production.

In this workshop, you'll learn how WFRP can be the core of an effective risk management strategy for small farmers. Nancy Jensen, an Oregon small farmer, will describe how she benefits from using WFRP, what this insurance costs her, and the records she has to keep. You'll learn how to estimate what the WFRP benefits might be for your farm and how to calculate what your cost would be. You will also learn the next steps to take, if you decide to move forward and apply for WFRP coverage.

Presenter: Kent Fleming, Oregon State University; George Harris, Northwest Farm Credit Services

Your Farmers Market is Unique: Tell Your Story

Marketing your farmers market is how you attract customers. This workshop will explore examples and resources so that you walk away with new ideas for how to enhance your farmers market in terms of customer attendance and vendor sales. This workshop will specifically address strategies for farmers markets with limited resources but will be applicable to all sizes. Hear about storytelling, value propositions, social media, and marketing your market's place based experience.

Presenter: Robin Crowder, 21 Acres

Producción Orgánica de Olivos para Pequeños Agricultores

La producción de olivos en el estado de Oregón ha crecido a pequeña escala en los últimos años y Jesús explicara a los participantes en esta sesión las cosas que deben saber para producir este interesante cultivo no tradicional en el estado. Que variedades se pueden usar, que planeación se necesita, como se debe preparar un agricultor para trabajar el olivo y cuáles son sus posibilidades en el futuro. Javier cubrirá los requerimientos específicos para producir este cultivo orgánicamente y prepararse para este tipo de producción.

Presentadores: Jesús Garibay, Huerto La Creole en Dallas, Oregón; Javier Fernandez-Salvador, Programa de fincas pequeñas de OSU para los condados de Polk y Marion

3:30/4:00 pm to 5:15pm - Networking Session in LaSells Stewart Center

Have an afternoon snack and a few samples of locally brewed beverages courtesy of the OSU Small Farms Program. Visit with the vendors and chat with old and new friends.



Early Bird (\$50) Registration due January 25th

Register on line at: http://smallfarms.oregonstate.edu/sfc Make checks payable to OSU Extension Service

Return form with payment to: Small Farms Conference, OSU Extension Service • 4077 SW Research Way • Corvallis, OR 97333

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Flori Nove	
First Name	
Last Name	
Farm or Organization	
Address	
City	State Zip
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Payment infomation: Before January 25th - \$50/person. Between January 26th - February 10th - \$75/person	Check (enclosed) Credit Card
Visa Mastercard Name on Card	
Account Number Expiration Date	(mm/year) Card Verification Code (found on back of card)
Billing address for card	
Signature	
Choose concurrent sessions - One per time slot	☐ Small Farms & Community Health
Session One: 9:40am to 11:00am	 Vaccinology: Theory and Practice of Vaccination Introduction to Planning and Record-Keeping for Farm Business
☐ Dry Farming Collaborative: Co-Creating the Future of How We Manage Water on our Farms	Management ☐ Fun at the Farmers Market
☐ Scaling Back: Redirecting Focus and Chaning Enterprises at Any Stage	☐ Riego por Goteo y Fertirrigación: Como Utilizar estas Técnicas de
 Organic Weed Management Strategies and Techniques 	Producción en sú Finca
☐ Specialty Foods: Expanding Opportunities for Local Food Systems ☐ Farm Direct, Access to Land, and Your Economic Impact: What	Session Three: 2:10pm to 3:30/4:00pm
We're Learning	The Lean Farm: Tips for Vegetable GrowersGrowing Agritourism Opportunity for Your Farm
☐ Getting Started: Selecting an Enterprise for Your Small Farm☐ Tracking and Using Cost of Production Information	☐ The Florist and the Cut Flower Farm
☐ Local Food, Local Funding: How to Find Local Funders to Grow	□ The Path to Organic Certification: What to Expect During the Transition Process
your Farmers Market Producción de Hierbas y Cultivos Ancestrales Mexicanos	☐ Field to Market Essentials: Making and Selling Value-Added
Orgánicos	Producer-Processed Products Under the Farm Direct Exemption Beyond Dewormers: Internal Parasite Control in Livestock
Session Two: 11:20am to 12:30/12:50pm:	☐ Finally, a USDA Insurance Program for the Rest of Us: Whole
An Introduction to Lean FarmingParticipatory Plant Breeding for Dry Farmed Systems	Farm Revenue Protection Tour Farmers Market is Unique: Tell Your Story
☐ Diversifying with Cut Flowers	☐ Producción Orgánica de Olivos para Pequeños Agricultores

☐ Disease Management in Organic Vegetable Brassicas

Calendar

January

19 & 20 - Pesticide Private Applicator Training

Designed to prepare agriculture workers to take the State of Oregon Department of Agriculture pesticide applicator exams. 8:00AM-2:30PM Thursday and 8:00AM-12:30PM Friday. LBCC Calapooia Center Room CC-103, 6500 Pacific Blvd SW, Albany, OR. Call 541-917-4929 for more information and to register. \$119

25 - Fruit Tree Pruning Workshop

There will be an opportunity for a hands-on activity after the workshops, so bring your gloves and pruners. 1:00PM-3:00PM. Lewis Brown Farm, 33329 Peoria Rd., Corvallis, OR. Register by phone call 541-967-3871. You may register online at http://tinyurl.com/jj57qsv Contact pamela.opfer@oregonstate. edu \$20

February

11 - Protecting Pollinators: Benefits for Ecosystems and Food Security in Oregon

⊠his forum combines science and policy for protecting pollinators to ensure their survival - and ours. 9:00AM-4:00PM. Southern Oregon Research & Extension Center Auditorium, 569 Hanley Road, Central Point, OR. Register Online: http://bit.ly/JacksonMG2017

541-776-7371 or lee.s@oregonstate. edu \$15/Person \$10/online or \$15 at the door

16 or 17 or 19 On-Farm Food Safety Project

Will cover practical food safety strategies for your farm, along with up-to-date guidance on FSMA requirements and compliance strategies. Workshop #1 is designed for mid-scale produce farmers on February 16 th at OSU North Willamette Research & Extension Center, Aurora, OR. Workshop #2 is designed for small-scale, diversified produce farmers is on February 17th at the Food Innovation Center, Portland, OR. Workshop #3 is designed for small-scale diversidied produce farmers on February 19th at the OSU Alumni Center, Corvallis, OR. For more information or to register, contact Heidi Noordijk (heidi.noordijk@oregonstate.edu). \$15/Person

18 - Small Farms Conference Pruning Workshop

See pages 21-26 for the full session descriptions and information on how to register. Space is limited. 9:00AM-5:00PM. LaSells Stewart Cener, Corvallis, OR. Register at http://smallfarms.oregonstate.edu/sfc \$50 until 1/25 then \$75 per person

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

