

<p style="text-align: center;"><b>FORMAT FOR SARE STATE PROGRAM FUNDING YEAR-END REPORT</b></p>
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**Northeast SARE State Program Report, Funding Year November 1, 2007 – September 30, 2008**

1. **State:**     Maryland
2. **Land-Grant Institution:**   University of Maryland, College Park
3. **Report Period:**   November 1, 2007 to September 30, 2008
4. **Project Title:**     The Continued Viability of Rural Maryland: Implementation of a Strategic Plan for Training and Education in Sustainable Agriculture
5. **Project Contact (SARE State Coordinator):**  
    Name:   James C. Hanson (now Laura Hunsberger)    
    Address:   Department of Agricultural and Resource Economics, 2200 Symons Hall, University of Maryland, 20742    
    Phone:   301-405-8122   Fax:   301-314-9091   Email:   JHanson@arec.umd.edu
6. **Summary**

Agriculture in Maryland will be diversified and profitable, providing healthful products to its customers; it will be conducted by farmers who manage resources wisely, who are satisfied with their lifestyles, and have a positive influence on their communities and the environment. Though we accomplished many things, the following are highlights for this past year:

  - Two workshops were held for Maryland Cooperative Extension to help them in writing Farmer grants and Partnership grants (November 8 and 9, 2007).
  - We provided partial funding to the Future Harvest-CASA Conference, January 18, 19, 2008 in Hagerstown, Maryland. Approximately 170 people attended and ten faculty from the University of Maryland were asked to speak at this conference.
  - Seven mini-grants were provided to 17 Maryland Cooperative Extension faculty.
  - Ginger Myers was hired as a marketing specialist for Maryland Cooperative Extension. Five thousand dollars from NE SARE was provided as partial support to her salary.
  - The Center for Beginning Farmers and Enterprise Development was renamed to be the Maryland Rural Enterprise Development Center. The goals of this center are the creation of agricultural and natural resource businesses in rural Maryland.

**7. Performance Targets**

- 1.** Eight MD Agriculture Extension Agents, two USDA-NRCS conservation professionals, three representatives from non-profit organizations and two MD producers will assist MD Coop Extension and UMES in updating our “MD Sustainable Agriculture Strategic Plan.” Linkages will be made with our new Center for Beginning Farmers and Enterprise Development (CBFED).
- 2.** In cooperation with faculty from The University of Maryland Eastern Shore (UMES), four administrators from MD Coop Extension and UMES will assist in updating our implementation plan and making connections with our (CBFED).
- 3.** Ten extension faculty and five professionals from NRCS and the Soil Conservation Districts will attend Future Harvest/CASA conference to understand sustainable agricultural practices. Scholarships will be offered to defer the registration fee.
- 4.** Two extension agents will apply for Northeast SARE Partnership Grants.
- 5.** Applied sustainable agriculture research projects (10) will be continued at University of MD Research and Education facilities to better understand how to grow agriculture products in a sustainable fashion, growing food in urban environments, problems associated with the transition into organic production as well as develop budgets to determine profitability.
- 6.** Two regional extension specialists at the Western MD Research & Education Center and MCE administration at College Park and UMES will initiate an implement plan for a new (CBFED). A grant will be obtained to start the initial steps to develop the framework for curriculum to support MD’s sustainable agriculture programs. This curriculum will be broad in scope to encompass traditional agriculture, small farms, organic farming, livestock & grazing systems as well as natural resource base enterprises.
- 7.** Thirty extension agents, USDA-NRCS conservationists, non-profit professionals and other professionals will attend a program or twilight tour on sustainable agriculture systems to learn new cultural practices, plant materials and financial management.
- 8.** Five hundred extension agents, USDA-NRCS conservationists, non-profit professionals and landowners will learn of sustainable agriculture practices and systems via our website.

## **8. Milestones**

1. Two workshops were held for Maryland Cooperative Extension to help them in writing Farmer grants and Partnership grants (November 8 and 9, 2007). Extension faculty from four counties and one region attended. An estimated five proposals were submitted by these faculty. Two of the five were successful and received funding. In addition, four farmers received four farmer grants. I cannot verify whether they received any direct help from Cooperative Extension.
2. We provided partial funding to the Future Harvest-CASA Conference, January 18, 19, 2008 in Hagerstown, Maryland. Approximately 170 people attended. A list of the program and speakers are attached. Ten faculty from the University of Maryland were asked to speak at this conference. The programming planning committee of this conference is very dedicated to sustainable agriculture and its principles. I regard this to be a major success of the PDP program in Maryland that 10 people were asked to speak on various topics regarding sustainable agriculture. Besides these 10 speakers, approximately 10 additional extension faculty attended the meeting.
3. Seven mini-grants were provided to 17 Maryland Cooperative Extension faculty. Mini-grant follow-up surveys are attached.
4. Ginger Myers was hired as a marketing specialist for Maryland Cooperative Extension. Five thousand dollars from NE SARE was provided as partial support to her salary.
5. The Center for Beginning Farmers and Enterprise Development was renamed to be the Maryland Rural Enterprise Development Center. The goals of this center are the creation of agricultural and natural resource businesses in rural Maryland. Ginger Myers helped to create an outside Steering Committee, to organize a team of faculty to develop curriculum and training materials, and to develop a portal website.

## **9. Performance Target Verification**

### **Mini-Grant Follow-up Survey**

Northeast Region SARE Professional Development Program

Applicant Name: Vinnie Bevivino

Phone: 301-405-0656      Email: Bevivino@umd.edu

### **“Creating a Demonstration Urban Farm”**

1. What did you learn from your mini-grant project?

We learned how a high tunnel can be used to increase production and profitability of small urban farms by an extended growing season and dense cultivation. Specifically, we learned and are now demonstrating high tunnel construction best practices including site layout, tunnel construction, soil preparation, planting layout, and irrigation.

2. How have you used the information learned by completion of your mini-grant project?

Yes, the information learned is directly related to the mini-grant project. We would not have learned this, or demonstrate it to others, had it not been for funding in the mini-grant project.

3. What was the most meaningful part of your mini-grant project?

The funding for the high tunnel has inspired others about the potential of production in urban farms, and how we can best use small spaces to grow significant quantities of food.

4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

I plan an event in the winter, to demonstrate year-round growing and production.

### **Mini-Grant Follow-up Survey**

Northeast Region SARE Professional Development Program

Applicant Name: Gerald Brust, with Trish Steinhilber and Dave Myers

Phone: 301-627-8440      Email: jbrust@umd.edu

#### **“Nutrient management in vegetable crops”**

1. What did you learn from your mini-grant project?

We learned that lower amounts of NPK (about 40% lower than what is generally used now) can be used to grow some ethnic vegetables such as calaloo, many of the eggplants, tomatillo and some of the hot peppers, but that greater NPK levels (about 20% more than commonly used now) are needed for sweet peppers and melons.

For the second project we learned that we can cut nitrogen usage by 30% (50lbs less N per acre) in watermelon and produce yields equal to using 150 lbs of N by using in-field testing of plant petiole sap and applying nitrogen only when plants need it and when it will do the most good to increase yields.

2. How have you used the information learned by completion of your mini-grant project?

We will take this information and repeat the studies next year for the ethnic vegetable trial using the different fertility rates for the different vegetables developed this year and further define what

fertility level works best for each vegetable type. By the end of next year we hope to have new fertility recommendations for ethnic vegetable growers in Maryland.

We will test other vegetable crops to see how we can reduce nitrogen usage by precision applications of N using in-field petiole sap testing. From these studies we will produce recommendations for reducing nitrogen usage in vegetables in the mid-Atlantic area.

3. What was the most meaningful part of your mini-grant project?

Being able to reduce fertility levels in ethnic vegetable and watermelon crops and yet maintain yields equal to much greater input levels of nutrients in these vegetables.

4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

Date: August 7, Upper Marlboro Field Day

Location: Central Maryland Research and Education Center-UMF

Attendance: 135

Extension staff 12 University staff 7 NRCS 3

Nonprofit 3 Private Ag consultants 5 Farmers 92

Other USDA staff (ARS, FSA, etc.) 3 Other 10

Have been invited to give presentations on work at Mid-Atlantic Vegetable and Fruit Meeting, Hershey, PA in Feb 2009 and at three vegetable meetings in Whitehouse, Leonardtown and Hurley, MD in January and February 2009.

### **Mini-Grant Follow-up Survey**

Northeast Region SARE Professional Development Program

Applicant Name: Bryan Butler

Phone: 410-286-2760 Email:  
bbutlers@umd.edu

#### **“Maryland Pumpkin Variety Trials (Wye and Keedysville Sites)”**

1. What did you learn from your mini-grant project?

I gained knowledge with regard the varying requirement for pumpkin production in two very different areas of Maryland. I also learn more about varietal performance and certain varieties traits to perform consistently.

2. How have you used the information learned by completion of your mini-grant project?

Please look at the website to see what will more than likely provide the most impact from the funding.

<http://carroll.umd.edu/Agriculture/PumpkinExperiment.cfm>

I also had two twilight meetings.

3. What was the most meaningful part of your mini-grant project?

Assembling the data from the two diverse sites and posting it so that a large number of producers can gain access to it.

4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

Date: \_\_\_9/23 & 25\_\_\_\_\_

Location: \_Keedysville and Queenstown Md.\_\_\_\_\_

Attendance: 36

Extension staff \_\_\_\_\_ University staff \_\_18\_\_\_ NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers \_\_18\_\_\_

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other \_\_\_\_\_

### **Mini-Grant Follow-up Survey**

Northeast Region SARE Professional Development Program

Applicant Name: **Brian Clark**

Phone: **301-868-8780** Email: **bpclark@umd.edu**

**“Selection of Entomopathogenic Nematodes for Lepidopteran Turf Pest Control”**

1. What did you learn from your mini-grant project?

This was my first grant from start to finish, and there were many things I learned; from how collaborations work, money management, and setting aside time to attend to living organisms. There are several things I would modify in the proposal and techniques using the nematodes. Much of the information on the most effective nematodes has yet to be determined through ongoing research at Rutgers University (estimated completion-early 2009).

Also, wild type collections are much harder than they seem on paper. This year sod webworm populations were considerably less in the same area of collection than they were last year. Webworm adults were just recently captured in the month of September and will be used as breeding stock for research outside the timeframe of this grant.

2. How have you used the information learned by completion of your mini-grant project?

This grant helped fund what I hope is an ongoing project. This mini-grant helped with the initial purchase for equipment and helped in establishing a sod webworm colony. Equipment and initial data are often stumbling blocks in acquiring numerous larger grants. Also, simply having entomopathogenic nematodes could be used in a number of different projects, from dairy farm fly control to organic vegetable CSAs.

Dr. Koppenhöfer has acquired the post doctoral student with which to conduct laboratory research on sod webworms. When the laboratory research is complete (estimated date-early 2009), nematodes will be selected from laboratory stock for use in a scale up operation at the University of Maryland (estimated date-summer 2009).

3. What was the most meaningful part of your mini-grant project?

Just starting an entomopathogenic nematode colony at the University of Maryland holds great promise for many aspects of biological control. At the MACAA meeting this summer, many of the agents showed interest in the nematodes. Since they can be a workhorse for many different crops and agricultural sites for insect control, many agents wanted to know if they could be used for in a number of different circumstances.

4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

Date: \_\_\_\_\_

Location: \_\_\_\_\_

Attendance:

Extension staff \_\_\_\_\_ University staff \_\_\_\_\_ NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers \_\_\_\_\_

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other \_\_\_\_\_

## 5. Other

A follow up report will be generated at 12 and 18 months as research is generated from the initial mini-grant. Data and additional funding sources will be included at that time.

### **Mini-Grant Follow-up Survey**

Northeast Region SARE Professional Development Program

Applicant Name: Nevin Dawson

Phone: 410-827-8056

Email: ndawson@umd.edu

#### **“Prescribed grazing for control of exotic invasive species in Eastern Shore woodlands”**

##### 1. What did you learn from your mini-grant project?

I learned that goats can be an effective tool in the management of invasive plant species in a woodland environment, in particular in the control of multiflora rose (*Rose multiflora*). I also learned, however, that they must be properly trained to the presence of a relatively low electric netting fence, i.e., goats should be acclimated to the fence in their normal enclosure/environment in order to establish the fence as a firm psychological barrier through shocks from the fence. Otherwise, when the goats are placed in a new environment with an unfamiliar fence, the fence appears as no great barrier and can be hurdled with relative ease.

##### 2. How have you used the information learned by completion of your mini-grant project?

The information will be used in the publication of a fact sheet, now being authored. The project is ongoing, and additional plots will be treated this year. The information learned in this project will inform applications for further grant funding on a larger scale. This information will also provide the basis for workshops on prescribed grazing.

##### 3. What was the most meaningful part of your mini-grant project?

While the focus of the project was intended to be the effect of prescribed grazing on vegetation, the most important lesson was more about animal management than vegetation management. Goats are not an effective vegetation management tool when they escape from the intended management area. The project also served as a valuable means of introduction to goat producers in the area, with whom I plan to work in the future.

##### 4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

N/A

## Mini-Grant Follow-up Survey

Northeast Region SARE Professional Development Program

Applicant Name: Reginal M Harrell

Phone: 410-827-8056 Email: [rharrell@umd.edu](mailto:rharrell@umd.edu)

1. What did you learn from your mini-grant project? There is a growing interest in community associations, developers, and real estate agencies that have a desire to not only beautify their community stormwater ponds but they have a sincere desire to not cause any nutrient pollution to enter the tributaries of the Chesapeake Bay. In addition there is a burgeoning industry for aquatic plant nurseries in Maryland and the mid-Atlantic.
2. How have you used the information learned by completion of your mini-grant project? We have approached our industry partner and Horn Point Environmental Laboratory about setting up and ecological services component to the concept to effectively grow aquatic plants in open systems in concert with off-bottom oyster culture. The idea is to use the floating raft concept with salt tolerant plants and provide shading to cut down on algal biofouling, which is a problem in off-bottom oyster culture. We plan to submit a proposal to foundations for support.
3. What was the most meaningful part of your mini-grant project? The potential of using aquatic nurseries in Maryland is good to excellent for ecological services with stormwater management systems. There is a growing interest and as we are able to get the information out to a broader audience we should be able to expand the program and effect nutrient remediation to homeowner communities in the Bay watershed. This growth, if achieved will help develop the small aquatic nursery industry as well.
4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

Date: 28 September 2008 Location: Rural Heritage Day, Centreville, MD

Attendance:

Extension staff \_\_\_\_\_ University staff \_\_\_\_\_ NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers \_\_\_\_\_

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other 800+ including all above

Reggie Harrell and Don Webster are invited speakers for the Green Industry IPM conference 12 December 2008 to talk about this program

## Mini-Grant Follow-up Survey

Northeast Region SARE Professional Development Program

Applicant Name: Pamela B. King, Extension Agent, Charles County; Benjamin Beale, Extension Educator, St. Mary's County

Phone: 301-753-8195; 301-475-4481      Email: [pking@umd.edu](mailto:pking@umd.edu); [bbeale@umd.edu](mailto:bbeale@umd.edu)

### **“Getting Started in New Agricultural Enterprises in Southern Maryland”**

1. What did you learn from your mini-grant project?

There is some interest in starting new agricultural enterprises in Southern Maryland. All but 2 participants were able to list at least one thing they had learned that they would use, at the end of each session. Livestock seems to be of special interest, although there was broad interest in many enterprises, and several participants noted that they had learned about enterprises they had not thought about before.

2. How have you used the information learned by completion of your mini-grant project?

One of the participants learned about IPM for parasite control in sheep and goats in the Livestock session, and requested that the specialist be invited to present the program in Charles County. As a follow-up to the initial series of 4 three-hour seminars exploring “Getting Started in New Agricultural Enterprises in Southern Maryland”, a parasite control for sheep and goats seminar was held. The hands-on seminar is limited to 20 participants. There was so much interest that two 4-hour sessions were held.

3. What was the most meaningful part of your mini-grant project?

The opportunity to share not only the potentials for new enterprises, but the likely pitfalls, so that participants will have more realistic expectations. We were also able to provide an overview of business analysis and planning, from mission to exit strategies.

4. If you gave a talk or conducted a workshop, field day, etc. as a result of what you learned, please indicate the date and location of the event and the number of people who attended in each of the categories below:

Date: 5/15/08 Greenhouse/Nursery Enterprises

Location: CharlotteHall, MD

Attendance:

Extension staff   3        University staff   1        NRCS

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers 6  
Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other 1 (Industry)

Date: 5/22/08 Fruit and Vegetable Enterprises

Location: La Plata, MD

Attendance:

Extension staff 3 (County), 1 (Specialist) University staff \_\_\_\_\_ NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers 7

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other \_\_\_\_\_

Date: 5/29/08 Livestock Enterprises

Location: La Plata, MD

Attendance:

Extension staff 2 (County), 2 (Specialist) University staff 1 NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers 6

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other \_\_\_\_\_

Date: 6/5/08 Business Analysis and Planning

Location: Charlotte Hall, MD

Attendance:

Extension staff 2 University staff \_\_\_\_\_ NRCS \_\_\_\_\_

Nonprofit \_\_\_\_\_ Private Ag consultants \_\_\_\_\_ Farmers 9

Other USDA staff (ARS, FSA, etc.) \_\_\_\_\_ Other \_\_\_\_\_

**9<sup>th</sup> Future Harvest-CASA Conference -  
"Farming for Profit and Stewardship"**

**January 18 & 19, 2008  
Program Agenda**

**1:15 SESSION 1 Ballroom (Ant & Wash)**

Moderator: Ginger Nyers AV: Leslie Blischek

**Changing Times- When, What, & Why on Our Farm**  
Drew and Joan Norman, One Straw Farm, White Hall, Maryland

**Presentation followed by Open Forum to discuss the definitions -  
"Graze-Fed", "Free-Range, or "Pasture -Raised" meals and  
their implications to consumers**

Tazzer Smith, Sustainable Agriculture Coalition, Washington, DC

3:00 Break

3:15 **Future Harvest - CASA Annual Membership Meeting  
& Election of New Board Members** Potomac Room

4:30 **Social and networking** Potomac Room & Lobby

6:30 **Dinner** Ballroom (Ant & Wash)

**7:00 EVENING SESSION Ballroom (Ant & Wash)**

**Farming for Profit Panel:  
"Successful Farming Enterprises in the Mid-Atlantic Region"**  
Moderator: Jeff Semler AV: Leslie Blischek  
Farmers: Jay Marlin, J. D. Binehart, Alice Orzechowski

8:30 - 9:30 **Ice Cream Social** Ballroom (Potomac Rm.)

9:00 - 7 **Open Forum Discussion on Forming a  
Farmers' Market Assoc.** Ballroom (Ant & Wash)

**SATURDAY, JANUARY 19, 2008**

7:00 Continental Breakfast Registration Ballroom (Ant & Wash)

Registration Opens 7:00 AM Board Room

8:15 **Welcome** Ballroom (Ant & Wash)

**8:30 - 10:00 SESSION 2**

**WORKSHOP A** Potomac Room

**Getting Started In Honey- Production and Marketing**  
Moderator: Mary Beth Bennett AV: Jeff Semler  
Jerry Fischer, MD Dept. of Agriculture, Bee Inspector

**WORKSHOP B** VA & MD Rooms

**SAFE High Tunnel Project- Profitable Tomatoes**  
Moderator: Charles White AV: Laura Hunsberger  
Bryan Butler, Univ. of Maryland Coop. Ext.  
Mark Davis, Davis Consulting  
Jack Gurley, Calvert's Gill Farm

**WORKSHOP C** Pennsylvania Room

**Selling Direct to the Wholesale Marketplace**  
Moderator: Leslie Blischek AV: Leslie Blischek  
John Eshleman, White Dog Community Foundation, Phila., PA

**WORKSHOP D (Mastering Marketing)** Board Room

**Processing and Marketing Value-Added Beef and Pork-  
Putting a Face on Your Product**  
Moderator: Ben Collman AV: Ben Collman  
Ned Sayre, Deer Creek Beef, Stanley Food, Simply Sausage

10:00 **BREAK** Lobby Area

**10:30 - 11:45 SESSION 3**

**WORKSHOP A** Potomac Room

**Managing Livestock- Fencing and Handling Systems**  
Moderator: Charles White AV: Jeff Semler  
Jeff Semler, University of MD Cooperative Extension

**WORKSHOP B** VA & MD Rooms

**Treating Animals with Natural Medicine**  
Moderator: Mary Beth Bennett AV: Mary Beth Bennett  
Dr. Susan Beal

**WORKSHOP C** Pennsylvania Room

**Got the Blues? Raising Healthy Blueberries- An Ounce of  
Prevention**  
Moderator: Laura Hunsberger AV: Laura Hunsberger  
Dr. Anne DeMarsay, University of MD Cooperative Extension  
Dr. Mark Ehlentz, USDA, ARS

**WORKSHOP D (Mastering Marketing)** Board Room

**Internet Tools to Grow Your Business**  
Moderator: Warren Howell AV: Leslie Blischek  
Janel Childs, BreedersWorld.com, Berryville, VA

Noon - 1:45 **LUNCH & KEYNOTE** Ballroom

**Introduction: Elizabeth Wheeler**  
"Eco-Foods"  
Cynthia Barstow, Writer, Local Food Advocate, University of Mass.

2:00 - 2:45 **SESSION 4**

**WORKSHOP A** Potomac Room

**Protecting Your Poultry Flocks- Understanding  
Bio-Security Fundamentals**  
Moderator: Jim Anderson AV: Jeff Semler  
Dr. Jennifer Timmons, University of MD Cooperative Extension

**WORKSHOP B** VA & MD Rooms

**Management and Marketing Techniques to  
Increase Profits with Sheep and Goats**  
Moderator: Leslie Blischek AV: Leslie Blischek  
Corey Childs, Virginia Tech, Agricultural Extension Agent

**WORKSHOP C** Pennsylvania Room

**Edible Flowers**  
Moderator: Laura Hunsberger AV: Laura Hunsberger  
Cindy Rosenkrantz, University of MD Cooperative Extension

**WORKSHOP D (Mastering Marketing)** Board Room

**I Want to Buy Locally, but....Finding the Consumer's Tipping Pt**  
Moderator: Laurie Savage AV: Laurie Savage  
Dr. Christine Bergmark, Tri-County Council of Southern Maryland  
Rene Catacalos, Edible Chesapeake Magazine

2:45 **BREAK** Ballroom of Corridor

**3:00 - 4:00 SESSION 5**

**WORKSHOP A** Potomac Room

**Horse Cents- Opportunities for Small Farms**  
Moderator: Ben Collman AV: Jeff Semler  
Jack King, Horse Creek Farm  
Kristen Wilson, University of MD Cooperative Extension

**WORKSHOP B** VA & MD Rooms

**Small Equipment for Farmer**  
Moderator: Leslie Blischek AV: Leslie Blischek  
Zack Lester, Tree and Leaf CSA

**WORKSHOP C** Pennsylvania Room

**A Farmers' Guide to Agricultural Credit**  
Moderator: Jim Anderson AV: Laura Hunsberger  
Laurie Savage, MidAtlantic Farm Credit  
Mary Jane Roop, MidAtlantic Farm Credit

**WORKSHOP D (Mastering Marketing)** Board Room

**3 Markets- 3 Surveys- 3 Strategies-Using Dot Surveys  
to Understand Your Customers & Develop Marketing Strategies**  
Moderator: Warren Howell AV: Warren Howell  
Rose Marie Kendall, Penn State University Coop. Extension

*Speaker information on other side*

**9<sup>th</sup> Future Harvest-CASA Conference - "Farming for Profit and Stewardship"  
January 18-19, 2008**

**Speakers**

First	Last	Topic	Organization	Email
Cynthia	Barstow	Keynoter	University of Massachusetts	cbarstow@umext.umass.edu
Dr. Susan	Beal	Naturally Raised Livestock	DVM	alchemy@penn.com
Christine	Bergmark	Buy Local Campaigns	Southern MD Agricultural Dev. Commission	Cbergmark@tccsmd.org
✓ Bryan	Butler	SARE High Tunnel Tomato Project	University of Maryland Cooperative Extension	bbutlers@umd.edu
Rene	Catacalcs	What Consumers Look for in Local Foods	Edible Chesapeake	rene@ediblechesapeake.com
Corey	Childs	Marketing Grass-fed	Virginia Cooperative Extension	cchilds@vt.edu
Janet	Childs	Marketing in Your Toolbox	BreedersWorld.com	janet@breedersworld.com
Mark	Davis	SARE High Tunnel Tomato Project	Davis Consulting	
✓ Dr. Anne	DeMarsay	Blueberries	University of Maryland Cooperative Extension	fruitdr@umd.edu
✓ Shannon	Dill	Horse Boarding	University of Maryland Cooperative Extension	sdill@umd.edu
Dr. Mark	Ehlfenfeldt	Blueberries	Research Geneticist	me@ehlfeldt@ars.usda.gov
John	Eshleman	Direct Marketing Wholesale	White Dog Community Enterprises	jesheleman@whitedog.com
Stanley	Feder	Producing & Marketing Specialty Meat Products	Simply Sausage	safeder@verizon.net
Jerry	Fischer	Beekeeping	MDA State Apiary Inspector	fischerje@mda.state.md.us
Jack	Gurley	SARE High Tunnel Tomato Project	Calvert's Gift Farm	giftcal@aol.com
✓ Laura	Hunsharger	Pre-Conference Organics 101	University of Maryland Cooperative Extension	Lhuns@umd.edu
Rose Marie	Kendall	Farmers' Market Research	Penn State Cooperative Extension	rmk17@psu.edu
Jack	King	Horse Boarding	Horse Creek Farm	jcking_@horsecreekfarm@aol.net
Zach	Lester	Small Farm Equipment	Tree & Leaf CSA	zachlester@treeandleafcsa.com
Jay	Martin	Organics 101	Provident Organic Farm	ububck@comcast.net
Drew & Jean	Norman	Featured Farmers	One Straw Farm	jean@onestrawfarm.com
Alice	Orzechowski	Farmer Panel	Caprikorn Farms, LLC	alice@caprikornfarms.com
J. D.	Rinehart	Farmer Panel	Rinehart Orchards	
Mary Jane	Roop	A Farmer's Guide to Agriculture Credit	MidAtlantic Farm Credit	mroop@mafc.com
✓ Ginny	Rosenkranz	Edible Flowers	University of Maryland Cooperative Extension	rosnkrrz@umd.edu
Laurie	Savage	A Farmer's Guide to Agriculture Credit	MidAtlantic Farm Credit	lsavage@MAFC.com
Ned	Seyre	Value-Added Beef	Harford County Ag Land Preservation Program	chsayre@harfordcountymd.gov
✓ Jeff	Semler	Fencing	University of Maryland Cooperative Extension	jsemler@umd.edu
Tazzer	Smith	Friday PM- Discussion on Grass-fed Standards	Sustainable Ag Coalition	tsmith@sustainableagcoalition.org
✓ Jennifer	Timmons	Poultry Flock BioSecurity	University of Maryland Cooperative Extension	mdchick@umd.edu
✓ Ray	Wall	Pre-Conference Soils	University of Maryland	rwall@umd.edu
✓ Charles	White	Pre-Conference Soils	University of Maryland	charlie.white@gmail.com
✓ Kristen	Wilson	Profitable Equine Opportunities	University of Maryland Cooperative Extension	kwilson@umd.edu

*Conference Agenda on other side*

**Attachments:**

## BENEFICIARY FORM

Northeast SARE State Program Funding Year-End Report, Nov. 1, 2007 – Sept. 30, 2008

University of Maryland, College Park

Activity	Date	Location (City/ State)	Number of Beneficiaries					
			Extension	USDA	Non-Profit	Industry	Farmers	Other
Farmers and Partnership Grants Workshop	Nov 8, 9, 2007	Salisbury and College Park, MD	6				1	
Future Harvest/CASA Annual Conference	Jan 18, 19, 2008	Hagerstown, MD (estimated)	20	10	20	1 0	70	40
Upper Marlboro Field Day	Aug 7, 2008	Upper Marlboro, MD	19	5	3	5	92	10
Twilight Tours	Sep 23, 25, 2008	Keedysville, Queenstown MD	18				18	
Rural Heritage Day	Sep 28, 2008	Centreville, MD						800+ All above
Greenhouse/Nursery Enterprises	May 15, 2008	Charlotte Hall, MD	4			1	6	
Fruit and Vegetable Enterprises	May 22, 2008	La Plata, MD	4				7	
Livestock Enterprises	May 29, 2008	La Plata, MD	5				6	
Business Analysis and Planning	June 5, 2008	Charlotte Hall, MD	2				9	

