

# 2022 FARMER TO FARMER CONFERENCE



**SATURDAY-MONDAY, NOVEMBER 5-7**  
HUTCHINSON CENTER  
BELFAST, MAINE

# THANK YOU TO OUR SPONSORS!



MAINE HARVEST  
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Coastal Enterprises



This material is based upon work supported by USDA/NIFA under Award Number 2021-70027-34693.



NORTHEAST  
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RISK  
MANAGEMENT  
EDUCATION



National Institute of Food and Agriculture  
U.S. DEPARTMENT OF AGRICULTURE

# LUNCH DISCUSSIONS

Please feel free to drop in for a series of informal meal-time discussions!

**SUNDAY, NOVEMBER 6, 12:30-2 P.M.**

## WORK/LIFE BALANCE ROOM 127

Join other farmers to talk about your successes and struggles with achieving a healthy work life balance.

**MONDAY, NOVEMBER 7, 11:30 A.M.-1 P.M.**

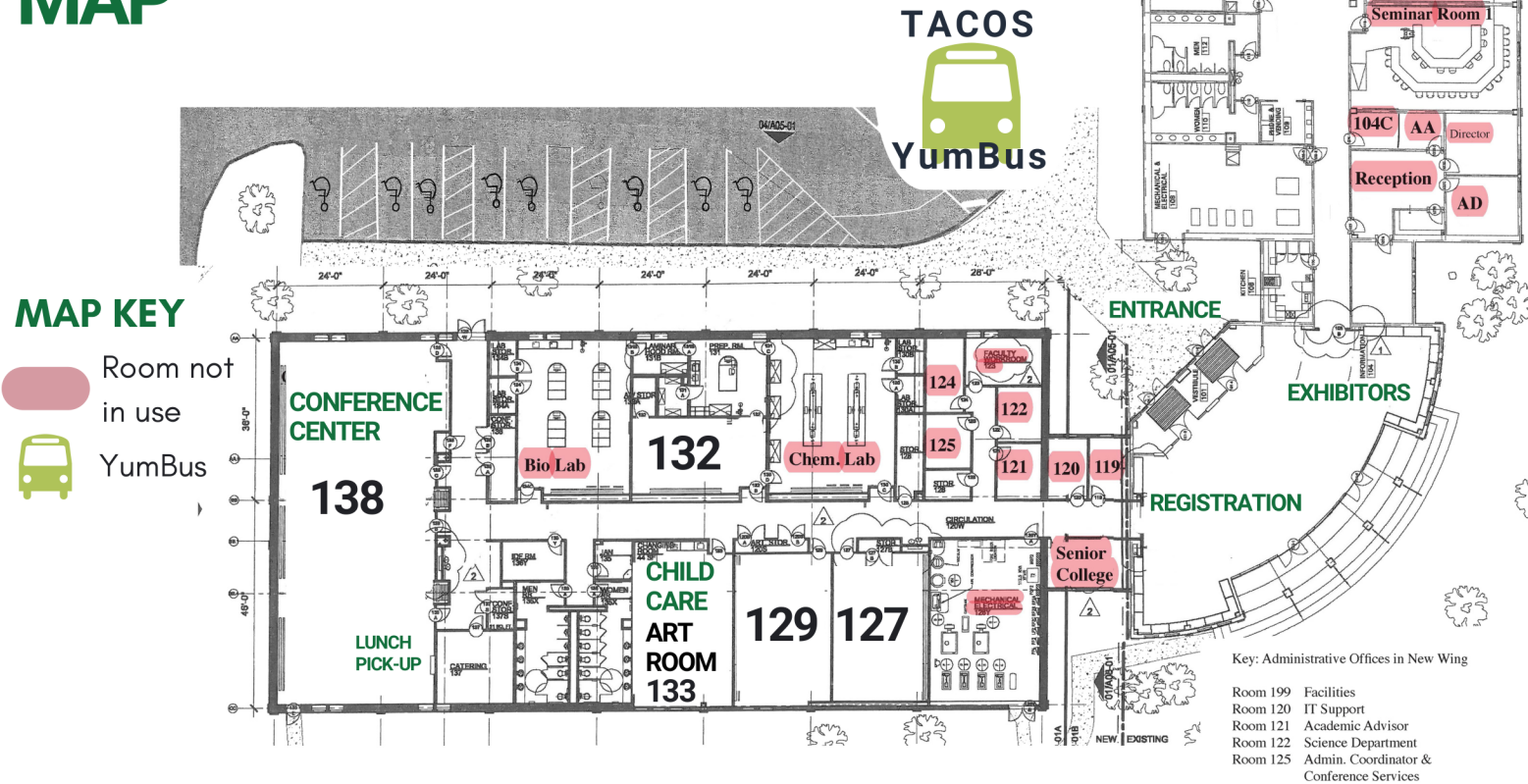
## (CLOSED SESSION) MFRP WITH MAGGIE CHENEY ROOM 127

Participants of our Maine Farm Resilience Program have a meet and greet with keynote Maggie Cheney.

## PFAS ROOM 129

Join Ryan Dennett and Caleb Goossen to discuss any questions or concerns you have about PFAS.

# MAP





## SATURDAY, NOVEMBER 5, 1-4:30 P.M.



### ROGERS FARM FORAGE AND CROP RESEARCH FACILITY

*1 p.m. - 2:30 p.m., Old Town, Maine*

Learn about planting cover crops over late season cabbage and sweet corn crops, looking specifically at optimal timing of planting, methods for seeding and species of cover crops to use.



### NETTIE FOX FARM

*3 p.m. - 4:30 p.m., Newburgh, Maine*

Tour the 33-acre family farm and hear from farmers Molly Crouse and Everett Ottinger.

## SUNDAY, NOVEMBER 6, 9:30 A.M.-12:30 P.M.

### SLAUGHTER CAPACITY IN MAINE

*Trey Gilbert, Herring Brothers*

#### ROOM 101

Come to a discussion lead by Trey Gilbert of Herring Brothers Meats on the demand for in-state slaughter, why they chose to be USDA- and organic-inspected, and what it has meant for their business.

### ACCESS TO CAPITAL

*Nicolas Lindholm, MOFGA; Alex Fouliard, Maine Farmland Trust (MFT); Alex Redfield, Department of Agriculture, Conservation and Forestry (DACF)*

#### ROOM 127

Presenters will talk about business financing options, loan decision-making processes, experiences building relationships with lenders, and how investing in the farm impacts one's life and business.

### DIVERSIFYING YOUR COVER CROPPING GAME

*Jason Lilley, UMaine Extension; Seth Kroeck, Crystal Spring Farm; Farmer cooperators in interseeding trial*

#### ROOM 102

We'll discuss tools and methods for planning your cover cropping system, look at diverse species to choose from, and cover practical applications of cover crop mixes, interseeding and other unique planting options.

### ON-FARM MUSHROOM CULTIVATION

*Courtney Williams, Marr Pond Farm; Josh Emerman, Moorit Hill Farm*

#### ROOM 105

Come learn how and why each of these farms chose either outdoor or indoor mushroom cultivation, how they manage it profitably, and how they've leveraged a unique product to stand out in the crowd.



**SUNDAY, NOVEMBER 6, 9:30 A.M.-12:30 P.M.**

**CONTINUED**

## **STRESS MANAGEMENT: HOW TO ADJUST YOUR FARM TO YOUR NEEDS**

*Sayer Palmer, Open Woods Farm; Hanne Tierney, Cornerstone Farm; Andy Jones, Intervale Community Farm*

### **ROOM 106**

Hear how farmers have modified their farm to increase their quality of life. Join the conversation about how scale, markets, practices, labor, management strategies and more contribute to finding the right fit for your ability to manage stress.

## **ATHLETES IN OVERALLS: MOVEMENT HEALTH AND WELLNESS ON THE FARM**

*Cynthia Flores, Labor-Movement, LLC*

### **ROOM 129**

This workshop will focus on body mechanics and movement patterns to help avoid potential work-related musculoskeletal injuries while farming. We will discuss and practice ideal vs. real and ways to modify to get the work done safely and efficiently. This will be a hands-on workshop outside so please dress accordingly!

## **\* SOIL STEAMING AND SOIL COOPERATIVES**

*Andre Cantelmo, Heron Pond Farm; John Bliss, Broadturn Farm*

### **ROOM 132**

Learn how several farms are using soil steamers for weed, pest and disease control, as well as details about a project to make them affordable to greenhouse growers through cooperative organization.

**SUNDAY, NOVEMBER 6, 12:30-2 P.M.**



## **LUNCH CONFERENCE CENTER, ROOM 138**

*Billi Barker of Enchanted Kitchen at Fire Fly Farm*

If you pre-ordered your lunch please pick it up at the kitchen window in the Conference Center room. Feel free to eat on the back deck, in the conference center room or in one of our lunch sessions!

## **LUNCH DISCUSSIONS**

### **WORK/LIFE BALANCE ROOM 127**

Join other farmers to talk about your successes and struggles with achieving a healthy work life balance.

**SUNDAY, NOVEMBER 6, 2-5 P.M.**

## **IN LIGHT OF A LABOR SHORTAGE**

***Erick Baur, Agri-Placement*** ROOM 105

It takes a leadership team approach to make negotiations, solve problems and resolve conflicts between farm workers and employees. Join us for a discussion around how we work to connect farmers with farm workers and keep the avenues of communication open.

## **COLLABORATIVE MARKETING MODELS**

ROOM 127

***Kate Donald, Stout Oak Farm and Three River Farmers Alliance; Analena Bruce and Elaina Enzien, University of New Hampshire (UNH)***

The team will facilitate breakout groups for a peer learning exchange about collaborative aggregation and marketing strategies for participants to share experiences and learn from each other.

## **CONVERTING VEGETABLE PRODUCTION TO REDUCED AND NO-TILL**

ROOM 106

***Jeremy Barker Plotkin, Simple Gifts Farm; Evan Perkins, Small Axe Farm***

Learn about the successes and challenges of no-till. We will then open the space for a general Q&A and farmer discussion amongst the room.

## **SALAD GREENS: EFFICIENCIES AND FOOD SAFETY**

ROOM 101

***Andre Cantelmo, Heron Pond Farm; Andy Jones, Intervale Community Farm***

Hear how the presenters efficiently produce and harvest salad greens. We will dive into growing practices and food safety measures during this session and then open it up to farmer discussion in the room.

## **QUICKBOOKS AND FARMING: REAL LIFE STORIES**

ROOM 129

***Catherine Durkin, Maine Farmland Trust (MFT); Nicolas Lindholm, MOFGA; Caitlin Frame, Maine Milkhouse; Brady Hatch, Morning Dew Farm***

This session will look at QuickBooks and how farmers are using it. Beginners to advanced levels are welcome, and all will likely hear something new!

## **PROTECTED STRAWBERRY PRODUCTION: LOW AND HIGH TUNNELS**

***Nate Drummond, Six River Farm; Anson Biller, Full Fork Farm; Becky Sideman, University of New Hampshire (UNH)*** ROOM 132

Six River Farm will share their system for using a high tunnel to improve the earliness and quality of their strawberries, and Becky Sideman will share the results of her UNH Extension on-farm research of low tunnel strawberry systems.

## **HOW TO NOT GROW EVERYTHING**

***Jim Buckle and Hannah Hamilton, Buckle Farm***

ROOM 102

Hamilton will dive into the business side while Buckle will talk about the mechanical aspects of the farm. Come hear about how most of the system they use relies on little to no outside labor and how these farmers make decisions and meet their goals.

**SUNDAY, NOVEMBER 6, 5 P.M.**

## **SUNDAY EVENING FARMER MIXER**

***Relax, connect, enjoy!***

Stay after the sessions to connect with your fellow farmers and enjoy some drinks, music and tacos from the YumBus!



**MONDAY, NOVEMBER 7, 8:45-10 A.M.**



## **KEYNOTE : LESSONS LEARNED AT ROCK STEADY FARM**

***Maggie Cheney (They/Them)***

***Co-Owner, General Manager, Rock Steady Farm***

**CONFERENCE CENTER, ROOM 138**

Maggie Cheney will speak to lessons learned from Rock Steady Farm's beginning years — as a farm that had no start-up capital, permanent land or inherited wealth at its beginning to now a 12-person strong team with five worker owners, and the majority of the staff returning for their third season or more. They will talk about the importance of learning from past mistakes, prioritizing living wages, workplace culture and creative solutions for farmers navigating today's endless economic challenges. Cheney will speak to cooperative ethos, anti-racism and a queer lens to which some of these solutions stem from. The question at the core of this keynote is: "How can farmers center the wellbeing of both people and the ecological stewardship of the land without succumbing to the destructive and exploitative pressures that our food system continually puts on us?"

**MONDAY, NOVEMBER 7, 10-11:30 A.M.**

## **REFLECTING ON THE FLOWERING SEASON** ROOM 105

***Discussion facilitated by Bo Dennis,  
MOFGA and Dandy Ram Farm***

This short session will begin with a round of introductions and be followed by a facilitated conversation on themes that are coming up for flower farmers.

## **SMALL AXE FARM: FARMING ON A SMALLER SCALE** ROOM 102

***Evan Perkins, Small Axe Farm***

Small Axe Farm is a no-till, off grid, 1 acre market farm in the hills of Barnet, Vermont. Heidi Choate and Evan Perkins farm on a slope with an average 15% grade. They are organic and real organic certified and focus on regenerative practices. Come hear how they farm on a smaller scale.

## **GRANT WRITING FOR FARMERS**

***Karen Stimpson, MOFGA***

**ROOM 106**

Join MOFGA grants writer Karen Stimpson and farmers who have successfully secured and implemented government grants to learn how to craft a compelling project and competitive proposal.

## **OPTIMAL GINGER SPACING** ROOM 127

***Erica Emery and Dave Allen, Rustic Roots Farm***

Rustic Roots Farm in Farmington was awarded a two-year SARE grant to research optimal spacing for ginger in a high tunnel. They will present the data they have collected over two years, explain what they will use for optimal spacing and growing conditions moving forward, and talk about marketing their ginger.



**MONDAY, NOVEMBER 7, 9-11:30 A.M.**

**CONTINUED**

## **STORIES OF AGRICULTURAL RESILIENCE: EMPHASIZING THE CONNECTION TO COMMUNITY, FARMER NETWORKS AND PLACE**

*Polly Shyka, UMaine Extension's Farm Coaching Program; Izzy Ruffin, UMaine*

### **ROOM 101**

The workshop will cover topics such as the importance of individual and community health and wellness, and will feature stories about agricultural resilience. Farm panelists will share what sustains them in their connection to their work and brings them hope.

## **SUCCESSION PLANNING ROOM 132**

*Facilitated by Maine Farmland Trust*

Join us for a facilitated discussion on succession planning and strategies. Connect with fellow farmers thinking about the next steps of their farming careers, potential retirement, and more.

## **THIS IS WHAT PRODUCE SAFETY LOOKS LIKE ON OUR FARM**

*Discussion facilitated by Chris Callahan and Andrew Chamberlin, University of Vermont (UVM) Extension*

### **ROOM 129**

FSMA, GAPS, PPM, PSA, BSAOAO, WTF. Produce safety can sometimes seem like alphabet soup and be super confusing. In this session let's talk about what it looks like on your farm. Let's hear about simple solutions and not so simple solutions. Note: This does not qualify as a Produce Safety Alliance Grower Training.

**MONDAY, NOVEMBER 7, 11:30 A.M. - 1 P.M.**



## **LUNCH CONFERENCE CENTER, ROOM 138**

*Billi Barker of Enchanted Kitchen at Fire Fly Farm*

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## USDA IN MAINE: SUPPORTING OUR FOOD SYSTEM ROOM 132

*Rhiannon Hampson, USDA Rural Development; Sherry Hamel, USDA Farm Service Agency; Matt Walker, USDA NRCS*

Come hear information about programming and support offered by their USDA agencies here in Maine and host an input session for the 2023 Farm Bill. Speakers will be available to offer an overview of program availability, answer questions that prospective applicants may have, and host a discussion about the 2023 Farm Bill opportunities.

## LABELS AND PACKAGING ROOM 106

*Amber Lambke, Maine Grains; Abby Sadauckas, Apple Creek Farm*

Come hear from a few folks who have had professional design work done, and the challenges and support they found while developing their brand, labels, packaging, etc. Speakers will talk about their efforts to get to where they're at with their logo and brand, and the labels and various sizes and products that they now package.

## \* HOW TO ACHIEVE EFFECTIVE INSECT PEST MANAGEMENT ROOM 105

*Anna Wallingford, University of New Hampshire*

Join University of New Hampshire entomologist Anna Wallingford and our farmer speakers to discuss best approaches to effective pest management.

## SELLING TO SCHOOLS 101 ROOM 129

*Stephanie Cesario-DeBiasi, Maine Farm to Institution; Robin Kerber, Department of Education*

Learn from Emery Farm, Little Ridge Farm and Villageside Farm on the ins and outs of selling produce to their surrounding school district(s). They will be joined by the school nutrition directors that purchase from them, who will share details from the school buyer end.

## COMMUNICATION TUNE UP ROOM 127

*Polly Shyka and Leslie Forstadt, UMaine Extension's Farm Coaching Program*

Communication patterns are woven into all parts of our farm days. These patterns can be beneficial to examine to see what's working and what needs some adjustment. This workshop will be introspective and interactive.

## LEASING LAND TO AND FROM FARMERS ROOM 103A

*Molly Friedland, Clark Fountain; Facilitated by Eliza Baker-Wacks, Maine's Land For Good Field Agent*

Are you a farmer with extra land or infrastructure to share? Are you a beginning farmer looking for land to lease? Join for a conversation with beginning farmers and land-owning farmers, as well as Maine's Land For Good field agent, about sharing farmland.

## ORGANIC TOMATO PRODUCTION

*Jeremy Barker Plotkin, Simple Gifts Farm; Collin Thompson, Johnny's Selected Seeds ROOM 101*

Collin Thompson will discuss the tomato production systems used to support Johnny's breeding, trialing and seed production activities while Jeremy Barker Plotkin will talk about his experience growing all types of tomatoes for sale through his onsite farm store and wholesale to local grocery stores.

## AN INTRODUCTION TO SOIL MOISTURE MONITORING AND ACCESS TO WATER

*Rachel Schattman, UMaine ROOM 102*

See how farmers are using relatively inexpensive soil moisture monitoring to fine tune their irrigation strategies and figure out if they're providing too much water, or not enough, either of which can reduce yields and plant health.

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# Schedule at a Glance

## SATURDAY, NOVEMBER 5, 2022

**1-2:30 p.m.** Rogers Farm Forage and Crop Research Facility Tour, Old Town  
**3-4:30 p.m.** Nettie Fox Farm Tour, Newburgh

## SUNDAY, NOVEMBER 6, 2022

**9:30 a.m.-12:30 p.m.**

### SESSION BLOCK I

\* (3) Pesticide Applicator Credits

Slaughter Capacity	Access to Capital	Diversifying your Cover Cropping Game	On-Farm Mushroom Cultivation	Stress Management	Athletes in Overalls	* Soil Steaming
ROOM 101	ROOM 127	ROOM 102	ROOM 105	ROOM 106	ROOM 129	ROOM 132

**12:30 - 2 p.m.**

**LUNCH** CONFERENCE CENTER, ROOM 138

**2 - 5 p.m.**

### SESSION BLOCK II

In Light of a Labor Shortage	Collaborative Marketing Models	Converting to Reduced and No-Till	Salad Greens	QuickBooks and Farming	Protected Strawberry Production	How Not to Grow Everything
ROOM 105	ROOM 127	ROOM 106	ROOM 101	ROOM 129	ROOM 132	ROOM 102

**5 p.m. Evening Social** Stay after the sessions to connect with your fellow farmers and enjoy some drinks, music and food from the YumBus!

## MONDAY, NOVEMBER 7, 2022

**8:45 - 10 a.m.**

**KEYNOTE** with Maggie Cheney, Rock Steady Farm

CONFERENCE CENTER, ROOM 138

**10 - 11:30 a.m.**

### SESSION BLOCK III

Reflecting on the Flowering Season	Small Axe Farm: Farming on a Smaller Scale	Grant Writing for Farmers	Optimal Ginger Spacing	Stories of Agricultural Resilience	Produce Safety on our Farms	Succession Planning
ROOM 105	ROOM 102	ROOM 106	ROOM 127	ROOM 101	ROOM 129	ROOM 132

**11:30 a.m. - 1 p.m.**

**LUNCH** CONFERENCE CENTER, ROOM 138

**1 - 4 p.m.**

### SESSION BLOCK IV

\* (3) Pesticide Applicator Credits

USDA in Maine	Labels and Packaging	* Effective Insect Pest Management	Leasing Land to and from Farmers	Selling to Schools 101	Communication Tune Up	Organic Tomato Production	Soil Moisture Monitoring and Access to Water
ROOM 132	ROOM 106	ROOM 105	ROOM 103A	ROOM 129	ROOM 127	ROOM 101	ROOM 102

**THANK YOU!**