

# Massachusetts Farm Bureau Federation "News & Views"

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www.massfarmbureau.com

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## Out On A Limb— President's Message

First and foremost I thank all of you for the opportunity to continue to serve as President of this great organization, the Massachusetts Farm Bureau Federation. As always I will continue to place the needs of our agricultural members as priority number one in all that we do as an association. I wish to also thank all of you that have expressed your opinions and have worked to develop our policies from the "grass roots" level so that we can truly show that the

Farm Bureau way does represent what you the members consider to be important. Even as a small state we are able to be a part of our national organization, and with your considered forethought, we were able to incorporate your concerns into national AFBF policies. I do not believe any other state in the country can say that 100% of our policies forwarded to AFBF were incorporated into the National policy book. I am proud to represent members that understand the problems and



can express them convincingly to others to gain such support. Now the real work continues and that is to parlay those policies into our legislative agenda and to bring positive results. Your continued involvement increases our chances and supports our industry, and I know from experience that Farm Bureau members are up to the

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## AFBF Annual Meeting a Resounding Success

In one of the most successful American Farm Bureau Annual Conventions ever, 36 farmers and two staffers from Massachusetts joined over 6,500 fellow Farm Bureau members from across the country in Music City, USA—a.k.a. Nashville, TN.

The hotel was amazing—

any hotel that you need to stop and check the hotel map multiple times in order to find your room is a bit daunting. With almost 12 acres of indoor gardens, waterfalls and skywalks, it was bound to perplex some of us—and it did!

It was my pleasure to be able to judge some of the

discussions for the Young Farmer Discussion Meet which culminated in the winner taking home a brand new 2006 Dodge Ram 3500 4X4 with ALL the bells and whistles. It was encouraging to see the great talent exhibited by the younger generation of members. Also of note, illustrating the changing face of farming and Farm Bureau is that there were two women in the final four of the competition. Not only that, but the winner of the final discussion event was Jennifer Russell from Min-

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NO REFUND NO EXCHANGE



## Free Credit Reports!!!

### First Pioneer Farm Credit, ACA

Did you know that nearly 75% of credit reports contain an error? These errors can often affect your access to credit. Fortunately, you can get a free copy of your credit report (no strings attached). There are three national credit bureaus, Equifax, Experian, and Trans Union that collect and compile information about a consumer's creditworthiness. Visit [www.annualcreditreport.com](http://www.annualcreditreport.com) for free credit reports from each of the three credit reporting bureaus. Or you can order your free credit reports by mail or telephone:

Phone (toll free): 877-322-8228

Address: Annual Credit Report Request  
PO Box 105281  
Atlanta, GA 30348-5281

You may wish to request your free annual report from just one of the bureaus every three or four months. This will allow you to obtain three free reports in a year. Checking your credit report is a great way to ensure your credit history is accurate and to make sure no one has stolen your identity

Enfield 800/562-2235

Middleboro, MA 800/946-0506

[www.firstpioneer.com](http://www.firstpioneer.com)

Bedford, NH 800/825-3252

Dayville, CT 800/327-6785

## Taking Root, Yielding Results: Agricultural Commissions

BY IRENE WINKLER, COORDINATOR, USDA-NRCS PILGRIM RC&D PROGRAM  
WEST WAREHAM, MA – Agricultural Commission (AgCom) members from throughout southeastern Massachusetts met on December 12, 2005 to plan a regional AgCom Gathering. “We can really learn a lot from what other AgComs are doing, and it’s important to share ideas and experiences, so we don’t have to reinvent the wheel,” stated Dick Ward, Chair of the Carver AgCom. “We are very proud of how much we have accomplished in one year and know we can learn from what others have done,” remarked Alan Hall, Chair of the Harwich AgCom. “We could also use training in how best to protect working farmland and raise money for farmland protection,” said Richard Pray, Rehoboth AgCom member.

Participants shared their accomplishments, current activities, and identified training needs. They established an aggressive framework for their 2006 Ag-

Com Gathering. This event will provide ample time for meeting and networking, sharing and collecting resource materials. Strategies will be developed on how best to communicate with each other, how to collect and provide information, how to gain visibility and unify to affect change. Training will also be provided. Each AgCom left the meeting with homework to establish priorities from among a list of training needs they had identified. The needs included training in how to:

- conduct effective meetings;
- prevent and resolve conflict;
- conduct a town agricultural inventory and determine the economic value of agriculture to a town;
- properly develop enforceable bylaws;
- develop future farmers and new farmers;
- introduce agricultural education in the schools – what works – how to “break in” to the school system;
- As well as learning about laws affecting agriculture; and,
- farmland protection strategies – that work (APR, CPA, agricultural zoning, Chapter 61 right of first refusal, how to establish an agricultural preservation fund)

The one-day Southeastern MA AgCom Gathering will be held on Saturday March 18, 2006 at the Carver Library. Final plans for the Gathering will be completed in January of 2006. The AgComs’ goal for this event is to stimulate conversation, share experiences, generate ideas, learn, and gain visibility as a positive force in the region.

### Where to find help with AgCom organization and support

#### If you live in:

#### Southeastern Massachusetts

#### Bristol, Plymouth, Barnstable, Dukes, or Nantucket Counties contact:

Irene Winkler, USDA-NRCS Pilgrim RC&D 508 295 1317 x130 irene.winkler@ma.usda.gov

#### Western Massachusetts

#### Berkshire, Franklin, Hampden, and Hampshire Counties contact:

Peter Westover, MA Dept. of Agric. Resources 413 665 4077 westover03@comcast.net

#### North and Central Massachusetts

#### Essex, Suffolk, Middlesex, Norfolk, and Worcester Counties contact:

## SEMAP 2006 Winter Workshop Series for Agricultural Enterprises

### **Thurs. Jan. 12: SEMAP B2B Workshop: "Economics and Strategy of Local B2B Sales."**

1:00-4:00 pm, UMass Dartmouth Professional and Continuing Ed. Center, 800 Purchase St. (Corner William St.), New Bedford.

Led by Michael Rozyne and Kate Howell of Red Tomato, a Canton-based non-profit broker of locally grown produce. Red Tomato draws on its many years of experience in the wholesale produce market in developing its curriculum.

#### **1. The opportunity: what's at stake?**

##### **Context**

What distribution has become: how'd we get into this mess?

Farm economics grossly simplified—e.g. Pleasant Valley Farms

Introducing Red Tomato

##### **The economics of the deal**

Terms: margins, mark-ups, profit, retail, wholesale

Follow the money; who earns what share?: farmers, truckers, distributors, retailers, restaurants, brokers

So what's the opportunity? What's my share? Why wholesale?

#### **2. How can small/medium-size independent producers succeed at wholesaling in a global marketplace?**

Our job is differentiation; de-commodification; adding/creating value

Seven paths of differentiation we use at Red Tomato

a. Freshness and flavor (QC, post-harvest treatment, varieties, heirlooms)

b. Locally-grown (farm id preservation, promotion, point-of-sale)

c. Ecologically-grown, certified (organic and advanced IPM)

d. Brand

e. Packaging, sizing, grading

f. Fair trade

g. Aggregated supply—

choice, convenience, insurance, delivery

It's usually not *one* path; it's a mix, and it's different for every product

#### **3. Distribution—everybody's missing link**

What can one farmer do alone?

First rule of collaboration: eliminate overhead everywhere possible

Models that work

a. Happy Valley Organics—a small cooperative

b. Red Tomato—network, nonprofit/mission-driven, informal cooperation

Aggregation, QC, and packaging at RT—a case study

#### **4. Fresh thinking—how you do it can be as important as what (you do)**

Learning, a survival attitude; trial and error in place of formal research

Produce speak; join 'em (respect 'em, wear their shoes), don't fight 'em

Relationships develop slowly

Trust, in a farmer relationship; dignity pricing

RT mantra: *underpromise, over-deliver*

Questions? Call Sarah Kelley at 508-295-2212 x 50 or email skelley@umassd.edu

### **Wed. Jan. 25: SEMAP B2B Workshop: "Negotiation Skills for Growers"**

1:00-4:00 pm, UMass Cranberry Station, One State Bog Rd, East Wareham.

Ever feel at a disadvantage when talking to potential buyers, dealing with difficult customers, or working with employees? In this workshop, you'll learn negotiation skills applicable to:

- Negotiating with potential buyers

- Dealing with retail customers

Managing employees.

Learn how open ended questions, identifying your BATNA (Best Al-

ternative To a Negotiated Agreement), and transparency can relieve the stress of these often difficult conversations. Small groups and conversations will demonstrate how cooperation is a stronger negotiating position that competition and how to convert closed questions into open-ended ones. Improve your dialogue skills and practice some techniques to improve outcomes all around.

**Registration: \$30.00 (SEMAP B2B participants receive free admission to one SEMAP B2B workshop with their \$50 annual B2B participation fee.)**

For more on the SEMAP B2B Network, see [www.umassd.edu/semap/b2b.cfm](http://www.umassd.edu/semap/b2b.cfm) or call Cindy Scheller, SEMAP B2B Coordinator, 508-642-9004).

Questions Call Sarah Kelley at 508-295-2212 x 50 or email skelley@umassd.edu

### **Tues. Feb. 7: "Schedule F and Beyond: Get Organized, Get the Latest, and Get Help on Farm Taxes."**

10:00 am-2:00 pm, UMass Cranberry Station, East Wareham.

Don't let completing your farm taxes turn into a last-minute job this year, and while you're at it, keep that New Year's resolution to be more organized! First Pioneer Farm Credit experts Jon Jaffe and Briana Sheldon will provide you with tools and information to make the job easier.

The session will begin with a review of recent updates in farm tax policy that could directly benefit your business, including:

- Tax updates on production credits, extension of depreciation credits, and more

- Alternative energy credits and incentives

- Alternative Minimum Tax policy updates.

To help with overall farm record organization and other farm paperwork (including loan and financing

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## MFBF President Alex Dowse Named to AFBF Panel to Review Production Costs

NASHVILLE, Tenn., January 11, 2006 – The American Farm Bureau Federation today announced the appointment of a six-member 2006 Input Cost Review panel.

To help producers manage production costs, the panel will identify available resources for reducing costs, survey the regulatory environment to pinpoint any opportunities for relief, and identify financial planning and risk management tools to enable producers to maximize their returns.

"A firestorm of economic uncertainty, fueled by skyrocketing production costs, will hit many of America's farmers and ranchers this spring," said AFBF President Bob Stallman. "With higher costs for energy prices, crop inputs and interest

rates converging during our key spring planting season, this panel will consider steps that could be taken to provide relief during this expected period of extreme economic difficulty."

The state Farm Bureau presidents named to the new panel are: Stanley Reed, Arkansas, chairman; Lacy Upchurch, Tennessee; Scot Vander-Wal, South Dakota; Bob Peterson, Ohio; Alex Dowse, Massachusetts; and Alan Foutz, Colorado.

The panel will launch its review in February and hold follow-up meetings at the discretion of the chairman. The group is scheduled to present its report at the AFBF board of directors meeting in March.

## Invasive Species Plant Ban

As of January 1<sup>st</sup>, 2006, the Department of Agricultural Resources will begin a two-step ban on the importation and sale of more than 140 plants identified as either noxious and/or invasive in the Commonwealth. The list of plants has been in development for three years in collaboration with a number of agricultural organizations including Massachusetts Nursery and Landscape Association (MNLA) and the Massachusetts Invasive Plants Advisory Group (MIPAG).

During the extensive public comment and review period, timelines were established for implementing the ban. As a result, some of these plants will still be available for purchase after they have been excluded from importation, but within the next three years, any remaining plants will be phased out. The complete list can be obtained at <http://www.mass.gov/agr/farmproducts> or by calling Trevor Battle at 617.626.1775.

MIPAG is a collaboration of government, industry and environmental organizations concerned with invasive plants. The MIPAG list is a product of scientific analysis, and represents the scientific consensus of groups and individuals with a broad range of perspectives on the subject of invasive plants.

As a result of this collaboration, the list of 140 plants to be prohibited from "sale, trade, distribution, and related activities," contains exceptions for 14 species. These 14 species are commonly sold as ornamental plants. In order to minimize the financial impacts on Massachusetts agricultural businesses, DAR is proposing the gradual phase-out allowing an extension until January 1, 2007 for herbaceous species, and an extension until January 1, 2009 for woody species.

In addition, DAR proposes to allow the importation, sale, trade, and related activities of listed plants after obtaining a permit when there is a significant public benefit in doing so; and, where the risks posed by these species can be adequately controlled, e.g. for research and/or education purposes.

The ban does not impact any existing plantings for any of the listed species, but is limited to the importation, sale, trade, distribution and related activities, of these plants.

## Ask an Agricultural Advisor About Your Farm Business!

### Free Consultation and Follow-Up!

Here's a great opportunity to speak with a professional advisor in a confidential, one-on-one session on these important topics:

- Estate planning and farm transfer issues
- Tax planning
- Record keeping and accounting
- Borrowing and credit
- Crop insurance
- Business planning and business structure

The sessions will be held between 8:30 a.m. and 3 p.m. in these locations:

- **March 7** at the UMass Dartmouth Campus, Fall River
- **March 8** at the Clarion Hotel, Northampton
- **March 9** at the Farm Bureau offices, Ashland

This is an individual consultation, not a workshop or group setting. The agenda for the discussion is yours. The consultation is confidential and **free of charge**. You may bring a spouse or business

partner and relevant documents to get the most out of your session.

**New this year!** After receiving your initial consultation, you are *eligible for up to \$200* for a follow-up session. You can go into greater depth and detail on these topics with another session with an advisor of your choice.

You must sign up in advance. Call 413-323-4531 for reservations and directions. You may reserve up to two one-hour slots on different topics.

For more information contact Kathy Ruhf at 413-323-9878 or [kzruhfh@verizon.net](mailto:kzruhfh@verizon.net).

*This program is being sponsored by the MA Department of Agricultural Resources and the New England Small Farm Institute through the USDA Risk Management Agency's Crop Insurance Education Program, in partnership with SEMAP, CISA and the MA Farm Bureau Federation. The Project sponsors are not liable for any advice you receive or actions you take as a result of these sessions or any subsequent sessions you arrange. Firms and affiliations are listed for information purposes only. No endorsement of a firm or product is implied.*

## Income Tax Season is Right Around the Corner!

By Jon Jaffe, Business Consultant/Tax Specialist

With Income Tax Season right around the corner here are some tips to help you get things in order.

- **Do you have the correct Social Security numbers for you and all your dependents?** IRS reports that the number one error on all tax returns prepared in this country (in 2003) was missing or incorrect Social Security numbers. This error, more than any other, will cause a delay in your refund.
- **Are you missing any 1099 forms from your banks/tenants/brokers, etc.?** Financial institutions, tenants, brokerage firms, etc. that you do business with are generally required to issue 1099 forms by January 31<sup>st</sup>, 2006. Make a list now of all of the parties you expect to get 1099's from. Review your 2004 tax return to help get you started. Are you issuing all the 1099 forms you should?
- **Will you make or have you made a contribution to your IRA for 2005?** Saving for your retirement is even better when you can save on your income taxes at the same time! Should you choose a traditional IRA or a ROTH IRA? When can you take money out of your IRA?
- **Are you planning to e-file your tax return this year?** E-filing speeds up refunds and reduces (by a reported 40%) IRS notices. If you want to pay your

tax electronically or receive your refund electronically (you can file your return electronically but pay the tax or receive the refund by check) you need to decide which account you will use to deposit your refund or pay any taxes owed. Make a note of the name of the bank, account type and number, and most important, the bank's routing transit number. The routing transit number is a unique number that your bank uses for electronic transactions. The number will normally appear on your checks. A call to your local bank would be a good idea to verify the number.

- **If you own a business or have rental property, have you included a summary of your income and expenses?** There are a variety of software packages available today to help business owners with this task. Farm Credit sells and supports AgCHEK, Turning Point and Horizon, windows based accounting packages designed for different sized agri-businesses. QuickBooks (and QuickBooks Pro) are also popular accounting programs. Of course, paper and pencil still work fine.

- **Has your filing status changed due to marriage, death, divorce, etc.?** Did you know that a death in the family would have a significant impact on your income and/or estate taxes? Change in marital status can have a similar impact.

- **Will you claim the same dependents as last year? Was a child born? Will a son or daughter file on his /her own this year?** Children often play an important role in the preparation of the parent's tax returns. Will you claim them this year or should they file by themselves? We get this question all the time. It's April 15<sup>th</sup>; do you know where your children are claimed?

- **Did your business buy any land, machinery, livestock or equipment this year?** For real estate transactions make sure you have an extra closing statement for your tax preparer. These

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The "Norway Maple," is just one of the many plants covered by the new Invasive Species Plant Ban

### NORFOLK COUNTY FARM BUREAU

The Open House Committee would like to hear from farms that want to participate in an open house the 2nd Sunday in August. Please contact Frank Bingham at ( 7 8 1 ) 3 2 6 - 2 0 0 2 frank.bingham@verizon.net or Sue Thibedeau (508)384-2523 foxcroft@usadatanet or Eddie Little at edwincowman@aol.com They are also holding their Annual Picnic on June 4th at Normandy Farms in Foxboro

(TAX TIME Continued from Page 5)

forms detail the sale or purchase of real estate. For machinery, livestock and equipment you should make a copy of the bill of sale, invoice and/or the financing agreement. Don't allow your business to miss important tax deductions or credits. Did you know that you could deduct up to \$105,000 this year for certain purchases of buildings, livestock, equipment or machinery?

• **Did you make any estimated tax payments in 2005?** Most self-employed taxpayers must send in quarterly estimated tax payments to IRS and their state tax department. They are due in April, June, September and January. If you made these payments, keep track of the amount you sent in and the date you sent them. Give this information to your tax preparer. Farmers are special, we all know that, but did you know that the IRS gives farmers a special rule on making estimated payments?

• **Have you reviewed the withholding amounts on your paycheck recently?** Check with your employer. Most pay stubs today will detail the number of withholding allowances claimed. Some people have more withheld from their checks than they actually need. To some, this is a form of forced savings. To others, this is just a way of letting the IRS/State have your money for up to a year before you can use it. Are you making an interest free loan to the government or could you make better use of this money?

Follow the steps and tips above and tax time will be a breeze!!



First Pioneer Farm Credit, ACA

Enfield 800/562-2235

Bedford, NH 800/825-3252

Middleboro, MA 800/946-0506

Dayville, CT 800/327-6785

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(SEMAP SEMINARS Continued from page 3)

applications, etc.), the course will then introduce the **SEMAP Agricultural Business Organizer**, a tool for organizing farm records in preparation for farm business decision-making. This paper-based tool helps you inventory and organize farm records and calculate key farm financial indicators that are required for business plans, loan applications, and other farm planning. It also includes a paper-based daily recordkeeping template and links to other resources.

Questions? Call Sarah Kelley at 508-295-2212 x 50 or email skelley@umassd.edu

**Special Note:** After this workshop, participants can obtain an additional FREE hour of assistance with taxes or other farm business needs by signing up for a slot at the 1-on-1 workshops described below. Up to \$200 to cover additional consulting time can also be applied for—see below for details.

Outdoor Cut Flower Production Workshop

*Sponsored by University of Massachusetts Extension and The South-eastern Massachusetts Agricultural Partnership*

**Thursday, March 2, 2006**

*Cranberry Experiment Station, 1 State Bog Road, East Wareham.*

**9:30 – 10:00 Registration**  
Complimentary Coffee

**10:00 – 11:00 Planning a Successful Outdoor Cut Flower Operation**

**11:00 - 12:00 Solving Disease Problems Common to Outdoor Flower Production**

**12:00 – 1:00 C a t e r e d Lunch** – *Reservations requested by February 28th*

**1:00 – 1:45 Making the Decision to Transition Your Business**

**1:45 – 2:35 M a n a g i n g Thrips and Other Com-**

**mon Insects on Outdoor Cuts**  
**2:35 – 3:30 Grower Panel—To be finalized**  
**Questions? Tel: 508-295-2212 x24**

**MASS AG IN THE CLASSROOM GALA DINNER!**

On Sunday March 26, Massachusetts Agriculture in Classroom (MAC) will celebrate its 25th year of educating teachers, school children and the public about local farming, nutrition and the environment with a Gala Dinner. The event honors Fred Winthrop, former Massachusetts Commissioner of Agriculture, for all his agricultural and environmental achievements including his key role in the formation of MAC.

This is a great opportunity to meet and greet new and past MAC board members, farmers and friends of Massachusetts Agriculture in the Classroom, while you help us continue our programs to bring the message of local agriculture to the public. \$50 per person. To request an invitation, call 508-336-4426 or email [dchogan@sprynet.com](mailto:dchogan@sprynet.com). Reception begins at 4 p.m. at Coolidge Hall on the Topsfield Fairgrounds.

**PRODUCTION MANAGER**

DOLE & BAILEY, INC. a Family—owned and operated Foodservice Distributor in Woburn, MA is looking for an enthusiastic and high—energy person to join our team as PRODUCTION MANAGER.

Responsibilities would include:

- Setting product yields
- Maintaining product cost matrixes
- Developing new products and costs
- Managing all production employees
- Inventory Control
- Assuring customer specifications
- ISO, QA, and HACCP functions
- Assessing and ensuring product quality
- Leadership

For more information about our company, please log onto [www.DoleandBailey.com](http://www.DoleandBailey.com) Applications may be submitted on—line, via fax (207) 490-4919 or e-mail at [Aileen@DoleandBailey.com](mailto:Aileen@DoleandBailey.com)

Dole & Bailey is an equal opportunity employer.

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challenges that lay ahead.

Over the course of the next several months I have identified several projects that I will direct your Farm Bureau to look into closely. We will undertake a review of our current by-laws and make adjustments where warranted to stay current with the needs of the organization to accomplish our goals and to serve our members. Your input will be important in the process and the by-law review committees results will be subject to Delegate body action next year. We are developing guidelines for creation of a Political Action Committee (PAC) to further our abilities to fund good candidates in support of agriculture. In each of our counties we will develop forums to discuss the AFBF MAAPP Committee report. It becomes increasingly important to look towards the big picture and this report gives good insight into our future. I am involved today with an AFBF study committee looking to find ways to lessen the impact that the sudden rise in energy will have in the coming growing season, from the cost to run our greenhouse to the fuel required to run our tractors and equipment. A recommendation to the AFBF board is expected by mid March and perhaps some suggestions on ways to mitigate our oil and natural gas inflationary pricing cost. We continue to work with other state Farm Bureaus across the region on issues such as membership, public relations, health care, land use planning and to cooperate on other issues of similar concern.

We do have an ambitious agenda for the year ahead and I feel our members are up for the challenges. Hard work, perseverance and the willingness to work together are the hallmarks of this organization. Together we can reach our goals.

(ANNUAL CONVENTION Continued from page 1)

nesota.

Massachusetts members teamed up with our neighbors in Vermont and Connecticut for many of our group events. Our trip to the Grand Ol’ Opry was made into a special treat when there was a “surprise” performance from a huge friend of Farm Bureau: Singer/Songwriter Michael Martin Murphy, who was in town for the convention.

There were many key people there to share their knowledge and insight with us and to hear what Farm Bureau members had to say. Senate Majority Leader Bill Frist was on hand to receive Farm Bureau’s “Golden Plow” award for his hard work on behalf of agriculture. Ambassador Richard Crowder, America’s chief agricultural negotiator spoke of the increasing importance of the export market for agricultural trade to US farmers. During a luncheon with County Farm Bureau Presidents, Ag. Secretary Mike Johanns committed to staying actively engaged with farmers in the lead up to the 2007 Farm Bill.

One full day was filled with an ag-



Nashville's Farmer's Market

ricultural tour. We started with a visit to Nashville’s downtown farmer’s market. It was heartening to see a Farmer’s Market that was active and doing business even at 10:00 am on a Tuesday morning in January.

After the Farmer’s Market it was back on the bus for a trek out to the University of Tennessee’s Dairy Experiment Station to see one of the leading Jersey Herds in the country. At the Station we got to talk with and ask many questions of the Extension folks that were on hand for that purpose. It was just a short trip from there to one of the leading Tennessee Walking Horse trainer’s facility. Several of our members had heard of the horse’s uncanny ability to

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Cal Ripken Jr., baseball’s “Iron Man” gives the keynote address to a packet house at AFBF’s Annual Convention

# THE ag agenda



By  
**Bob Stallman**  
PRESIDENT  
American  
Farm Bureau  
Federation®

As we spring into the New Year, I think it is only fitting to talk about the future of agriculture. Farm Bureau has never been an organization to sit on its hands and dwell on the past. Instead, we grab the bull by the horns and take charge of our destination.

Two years ago, the American Farm Bureau Federation board appointed a committee to look at where American agriculture should be in 2019, the 100th anniversary of Farm Bureau, and to develop recommendations to make the sector productive and profitable with options to help farmers transition into the future.

## Looking through the hourglass

Making American Agriculture Productive and Profitable, or MAAPP, is the name of the committee that spent several years looking into the future of agriculture and recently presented its findings. The MAAPP Committee, which consisted of a broad range of producers from across the country, truly epitomized the depth and breadth of American agriculture.

Through the MAAPP study, the committee came to the realization that they were dealing with several revolutionary changes in the agricultural industry, such as how the structure of agriculture is moving away from the middle. In 2002, 143,000 farming operations produced 75 percent of the value of all agricultural output. It took 1.9 million operations to produce the remaining 25 percent.

Another major change the committee found was that global trade will be the key driver for future

agricultural profitability, as 96 percent of the world's population lives outside of U.S. borders.

In addition, environmental issues will shift more toward market-driven actions that are

used to achieve environmental benefits. And agricultural marketing goals will shift as farmers and ranchers learn to produce what they can sell and not simply sell what they can produce.

## Where we're going

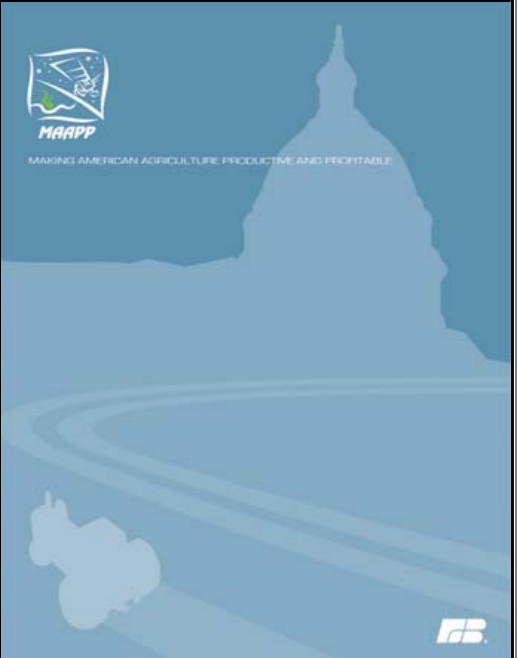
The most important and driving conclusion reached by the committee is that government support for agriculture will look very different in 2019 because of domestic budget pressures and international trade agreements. The current U.S. farm program has already been successfully challenged in the World Trade Organization, and more countries are lining up to bring additional complaints against it.

In this state of flux, the MAAPP Committee made several fundamental recommendations to help farmers weather the storm. For example, committee members agreed the U.S. should resist internal and external calls for unilateral disarmament regarding government support of agriculture. Reductions in commodity program support should occur only with additional market access by other countries.

Another important recommendation is that funds must be kept in rural America instead of siphoning them off to other non-rural areas of government spending. Further, agriculture needs to take control of its own environmental destiny. Farmers need to proactively educate consumers about their environmental contributions and change their adversarial relationships with pragmatic conservation groups to that of allies and eventu-

ally clients.

As the committee admits, there are no guarantees. But by studying likely future scenarios, we will be better prepared to deal with them when the time comes. As the great Yogi Berra once said, "If you don't know where you're going, you'll end up someplace else."



*"The Making Agriculture Productive and Profitable (MAAPP) Committee was created by the American Farm Bureau Federation's board of directors in March of 2003. The Committee was established as a two-year study group and given two charges: (1) to develop a vision for how American agriculture should look in 2019, the 100th anniversary of AFBF; and (2) given that vision, to develop policy recommendations for consideration by the AFBF board of directors and voting delegates that would make the sector productive and profitable.*

*Over the past two years the committee has experienced a tremendous opportunity to examine agriculture across the United States. We have listened to presentations by agricultural experts dissected relevant printed materials and conducted a frank and open exchange on the future of agriculture in this country. It is our hope that this report will prepare our members for the challenges and opportunities of the future."*

**- Opening Letter From  
the FB MAAPP Report**

Mass Farm Bureau's own Edward Davidian has taken part in AFBF's two year study on the future of agriculture in America.



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(AFBF ANNUAL MEETING Continued from page 7)

give the rider a flat, smooth ride with no up and down motion at all, but every mouth was held open in surprise when we actually got to see the horses in action.

It was then on to a local Farm Winery. Thankfully our bus driver had formally been a school bus driver in the hills of Tennessee, and she got to put those skills back to use negotiating our bus over some narrow bridges and around very sharp corners. In fact after one such corner/bridge combination there was a round of applause. It was neat to see an operation that was still fairly new (the young couple had just started the business over the last two years.) We got an explanation of the entire process involved in wine making and a farm stand's marketing practices. Such good marketing in fact that a few members were sighted carrying full cases back to the bus!

All in all it was a great event. Everyone who went had great things to say and really enjoyed it. We would all encourage you to keep your eyes open to this newsletter for information about next year's event. It will be in Salt Lake City, Utah and should be a blast!



Just one of the hotel's three atriums, totaling 12 acres under glass—thankfully there were maps everywhere.

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**For more information about our company please log onto: [www.DoleandBailey.com](http://www.DoleandBailey.com) Applications may be submitted on-line, faxed (207-490-4919) or e-mailed to [Aileen@DoleandBailey.com](mailto:Aileen@DoleandBailey.com)**

***Dole & Bailey, Inc. is an equal opportunity employer***

## Women's Committee Meeting to be held in West Virginia

All Farm Bureau women are invited to attend the Northeast Region Women's Multi-State Meeting which will be held April 18<sup>th</sup>—20<sup>th</sup> in Wheeling, West Virginia. This meeting is open to all women who are Farm Bureau members in the Northeast Region (which includes Massachusetts.) We will be staying at the Oglebay Resort on route 88 in Wheeling. Rooms are \$100 a night for standard rooms, and \$140 for a premium room. There is a \$125 registration fee for the meeting. Transportation can be on your own if you wish, but we are looking into taking a bus down with some of the other states in the region. If you choose to travel with the group, our dates will probably be the 17<sup>th</sup>—21<sup>st</sup>. If you are interested in attending, please let us know as soon as possible so that we can make the arrangements. If you would like to join us, please call the Farm Bureau office in Ashland at (508) 881-4766. A tentative agenda is to the right.

April 17<sup>th</sup>—April 21<sup>st</sup>, 2006\

Monday:

Traveling down to Wheeling via a group bus

Tuesday:

Registration/Silent Auction

Opening Session—Welcome

"The Great American Farm" - Marsha Purcell (AFBF)

"Misconceptions About Agriculture"

Betty Wolaynk (AFBF)

"Good to Great" Bob Wilson

Dinner with Speaker/Entertainment

Wednesday:

Group Breakfast with Speaker

Workshop information sharing

"Women's Involvement in the Political Process" Linda Johnson (AFBF)

Luncheon with Speaker

"Issues Update" (AFBF Staff)

Tour

Dinner with Speaker/Entertainment

Thursday:

State Chair Breakfast

"Speak Up—Speak Out"

"Who Says You Can't Do It?"

Wrap Up

Friday:

Travel Home

**Did you know that by February 4<sup>th</sup> the average American family has made enough money to pay for the food needs of the entire year? Help celebrate Food Check—Out Week. See <http://www.fb.org/programs/checkout/2006/>**

**PASTURES**—Let our expertise in pasture construction and design provide you with pastoral views, solutions for your equestrian needs and elimination of boarding fees. Reclaim your woodlands into pastures. Increase your property value. Call Woodridge Farm, Lincoln, MA 781-259-0251.

**FOR SALE:** 5 Gang Mower with 2 extra reels, \$1,000.00 781-259-0251 or 781-953-4159

**SERVING THE FARMERS IN MASS:** Helping farmers keep what they make. Experienced in dairy, beef, fruit & vegetable farming; experienced with APR, retirement planning, estate planning & taxation, tax free exchanges. Donald E. Graves, CPA, LLC, Masters Degree in Taxation & Financial Planning, Bentley College, 377 Main Street, Suite 1, Greenfield, MA 01301-3332, 1-800-286-6036, info@donaldegrovescpa.com

**FOR SALE:** We are now offering Blueberry & Wildflower Honey in 60 lb pails. Also "All Natural" Blueberry & Wildflower in smaller jars read for sale. Call Merrimack Valley 978-667-5380.

**TREE TRANSPLANTING:** We buy, sell and relocate mature trees 24, 36, 42, 55, 65, and (2) 90inch tree spades for hire. Serving all of New England an NY. Allenby Tree Movers & Tree Farms. Toll free-866 Allenby, www.AllenbyTree.com  
Call 508-269-3627

**FOR LEASE:** Small home situated on 20+ acres with 5 acres of blueberries to maintain and operate as your business. Call Tim @ 781-858-0571

**FOR SALE:** Early 1900's buckwagon, excellent condition \$1,000.00 508-839-7764

**1ST CUT HAY, 4'X5'** Round Bales stored inside, picked up or delivered, call 508-821-0149 or 508-947-0495, Lakeville, MA

**HORSE HAY FOR SALE:** 1st & 2nd cut. Wholesale lots delivered by the ton, retail by the bale. Homestead Farms 508-252-9029

**3 FARM ACRES:** available in Acton, MA, maintained as mowed meadow/perennial brook for irrigation-Good road frontage & neighborhood location-Suitable for CSA, fruit orchard, berries, annuals or perennial crops, tree farm, wildflowers, hay, close to S. Acton MBTA, and Route 2. EXPERIENCED FARMERS ONLY, Contact 978-621-7935

**MAGNUM HORSE BEDDING PELLETS:** Environmentally friendly, 100 % soft wood fiber, more absorbent, easier to use, and cleaner. The finest horse bedding system in the world. For more information contact: Briardale Equine Supply 978-874-5231 email: [info@briardaleequinesupply.com](mailto:info@briardaleequinesupply.com)

**CONTRACT PRUNER:** Central, MA 978-771-0922, Gerard Beirne

**1983 INT. 274 DIESEL:** with cultivators an 3 PT Hitch, 508-669-5949 between 7:30am-3:30pm.

**FOR SALE:** IH Cub Low Boy-runs great, only 2<sup>nd</sup> owner, \$2500.00 or best offer. **Cub Cultivators** complete \$400.00. **2 ROW Powell** Transplanter w/ water tanks, and self watering \$500 or best offer. **2 Row IH 56 Corn Planter** new fert hopper 5 plates, \$500 or best offer. **2 Row Spider** Cultivator 2 fert hoppers, side dressers w/bean shields and extra hopper, \$1600 or best offer. **VRS Greenhouse** cart shelving 20"x60" expanded metal Approx 150 extra, \$25.00 Each, call Mike 413-563-4090

**1980 FORD 7700 TRACTOR:** Blown motor, unit & tires very good, \$975.00, Wilson Farms 781-862-3900

**MASSEY FERGUSON TRACTORS,** Compact tractors 23 to 52 hp. Farm Utility tractors 44 to 85 hp. Many Available Excellent Financing. Rates start at 0% for 24 mo. Up to 72 mo. Easy to Qualify. Stop in or call Big Boy's Toys, Scenic Rt 169, Pomfret, CT 860-928-9778

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**HAY FIELD FOR LEASE:** 20 acres in Paxton. Hay no longer needed. Want minimum 2 cuts per year to keep field open. \$500.00/year or best offer. Call 508-799-2040

**FOR SALE:** (1) 20 Passenger wagon w/ sleigh attach. (1) 4 pass. Antique surrey. (1) 4 pass. Cutter sleigh. Call 978-544-5115

**WANTED:** EZ Dump or other type dump pick-up bedliner insert in good working condition Call 413-583-5529

**FOR SALE:** Two Highlander Heifers, bred to Devon bull. Due to calf in May. \$850 each or \$1500/pair. Call Chestnut Farms: (413) 477-6656

## ADVERTISING POLICY AND RATES

News & Views has begun accepting advertising within the newsletter. Our monthly readership is now well over 7,000, and is a perfect targeted audience for you! See details for submittal at the bottom of this section.

### MEMBERS:

Classifieds: First 20 words for \$10.00, every word thereafter is \$.50

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### SUBMITTALS:

Advertisements must be received by the Mass Farm Bureau office by the 12th of the month preceding the month you would like the advertisement to run (for the September issue of News & Views, all adds must be submitted by August 12th.) Adds may be submitted either by mail to: Mass Farm Bureau News & Views, 466 Chestnut Street, Ashland, MA 01721 or electronically to: [nletoile@massfarmbureau.com](mailto:nletoile@massfarmbureau.com) PLEASE INCLUDE THE WORDS NEWS & VIEWS IN THE SUBJECT HEADER. Call (508)881-4766 with any questions on the pricing, submittal, or layout of your add.

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# Farm Bureau Agricultural Preservation Corporation

*Land Preservation—“By Farmers, For Farmers”*

The Farm Bureau Agricultural Preservation Corporation believes in more than just Land Preservation. We believe first and foremost in Agricultural Preservation, and feel that if land is preserved properly, it can go a long way in keeping our agricultural heritage here in Massachusetts alive and vibrant. Help keep Massachusetts a wonderful place for our future generations to live and work by supporting us in our efforts to preserve agriculture and its most valuable asset—farmland!

**Please consider supporting Farm Bureau’s Land Preservation Corporation with your donation.** Any amount helps. Because the corporation is administered by Massachusetts Farm Bureau, 100% of your donation can go to capital purchases of either easements, or fee simple land. If you know of anyone considering donating land, or easements on their land to a non-profit organization, please have them contact us. We are non profit organization and 100% of any donations are tax deductible. We consider all types of arrangements including life rights, lease back programs, trusts, and other such estate planning vehicles. Contact the Farm Bureau office for more information.

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## Regulatory Services

## Bureau of Farm Products

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- [Commercial Feed and Pet Food](#)
- [Apiary Inspection \(Bees\)](#)
- [Plant Inspection](#)
- [Fruits & Vegetables](#)

## Division of Regulatory Services

## Bureau of Farm Products &amp; Plant Industries

The Bureau of Farm Products and Plant Industries administers a diversified quality-control program for farm products, including the Federal-State Fruit and Vegetable Quality Program. All nurseries and greenhouses are inspected and certified annually for control of insects and diseases. Agents licenses are issued to retail outlets who just sell nursery stock. Apiary inspection is done annually on thousands of bee hives to control mites and diseases.

The Bureau enforces Truth-In-Labeling laws on apples, potatoes, seed, feed, pet food, fertilizer, limestone and certifies Controlled Atmosphere rooms for compliance.

The Bureau collects more than \$400,000 in nursery fees, registration fees of feed, pet food, fertilizer and lime products. In addition, the Bureau publishes a weekly **Apple Report** listing market prices and storage holdings which has proven to be helpful to the apple industry.

Our field staff is trained and licensed by the U.S. Department of Agriculture, which allows them to issue federal certificates attesting to the quality, condition and grade of Massachusetts produce, plants and plant products for shipment.

The Bureau, through strict adherence to laws, grades, label reviews and other essential data, has done much to up-grade the quality and condition of farm products offered for sale in Massachusetts. These programs reflect general crop conditions and market situations. The uniform laws and grades allow for products in interstate and export commerce. Working with other states, the U.S.D.A., F.D.A., APHIS and various regulated industries, the Bureau of Farm Products and Plant Industries of the Department of Agricultural Resources have helped foster the marketing of high-quality products for the consumer.



## News and Features

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**NEW** (12/16/05)

▶ [Disease Alert for Feed Stores Selling Poultry](#) (6/19/2003)



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High on the columns of Boston's historic Faneuil Hall, you can still read the Dole & Bailey name - a reminder of Cyrus Dole and Frank Bailey,



farmers from Vermont, who decided to expand their partnership into the Boston Farmers' Market. In 1868 they leased their artisan butchers stall inside Faneuil Hall and it quickly became a success. Their specialty was farm-raised Vermont lamb. These sheep were driven to Boston, slaughtered and dressed in Brighton, and then distributed by horse and wagon. They also featured fancy maple syrup, fine creamery butter and artisan farmhouse cheeses; they eventually added farm raised beef, pork, veal, locally grown poultry, eggs, and fresh-caught seafood from the Boston Pier.

The company grew under Mr. Bailey's nephew, Clyde Smith and it was under his tutelage that Bud Matheson became a Master Butcher. As years went on, Bud would trade his meat-cutter's apron for a suit and strike out mid-mornings to call on Boston's culinary community creating Dole & Bailey's first commercial customers. The growth of this business meant moving into and outgrowing three facilities within three years.

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Today D&B is owned and operated by Bud's daughter Nancy and his son Scott. They remain a family-owned and operated food business passionate about this industry and dedicated to their customers, employees, suppliers and community. They are committed to preserving their agricultural legacy, sourcing quality, healthy, great-tasting foods and educating the culinary community about these distinctive products.

---

**We are a family owned business providing superior quality and unmatched service... making a difference to all the lives our business touches. This commitment is the foundation on which Dole & Bailey has built its family business since 1868 and continues to be our path to an exciting future!**

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D&B is an [ISO 9001:2000](#) Registered plant and operate under USDA/ FDA/ supervised HACCP plans. All of our beef, lamb, pork, and veal is carefully selected and sorted for uniform weight, muscle size, trim and quality. USDA grades and Natural/Sustainable programs are segregated and enter a special aging rotation. Specialty meats, game, and poultry are of the highest quality and packed with care.

The same philosophy holds true in our seafood division. Sourcing the finest seafood available, then hand selecting, skinning, filleting, portioning, and packing to customer specifications. The specialty foods and produce teams selectively pack each order, breaking cases whenever needed and repacking with extra care. Quality is a trademark in every line.

Each team of D&B specialists takes pride in adding their expertise in product knowledge, processing, and packaging. The result is consistency in every D&B box. Most orders are delivered by our own privately owned fleet of refrigerated vehicles, driven by courteous well-trained drivers.

"We are a family owned business providing superior quality and unmatched service... making a difference to all the lives our business touches. This commitment is the foundation on which Dole & Bailey has built its family business since 1868



and continues to be our path to an exciting future. Our talented team is passionate about this industry and dedicated to keeping you on the cutting edge. We listen carefully to our clients, and the result is a list of the finest foods available from our region!

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