

Massachusetts Farm Bureau Federation "News & Views"

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Massachusetts

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Out On A Limb— President's Message

If the political party over another. The candidates weather was not enough to deal with, we are getting into silly season as well. Massachusetts is going to have a new governor next year and the political landscape suggests just how important the corner office appears to be. Our legislature is playing a major role in building or defining one



supporters and put the face of agriculture, the challenges of being a farmer, in front of those who would serve you as

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a member of the Massachusetts Farm Bureau Federation. To see some of these vendors, go to www.massfb.org.

To begin saving, you'll need to activate your card. You can do that by visiting our website at www.massfb.org, clicking on the image of the card and entering the ID number on the front of your card into the login box. You can also activate by calling the number listed on the back of your membership card. It's fast, easy and it will put you on the road to saving in no time.

So, be sure to log on early and often to take advantage of these marvelous offers. It's one of the many ways the Mass Farm Bureau continues to work for you. Happy savings!

Legislative Update

By Nathan L'Etoile

This has been a busy year for Massachusetts Farm Bureau Federation and the other agricultural organizations here in the Commonwealth. It seems like just the other day that I was sifting through the 9,000 bills that were filed in January of '05 at the start of this legislative session. I just checked and of those 9,000 bills 630 have passed at least the House or the Senate, and 400 of them have passed both the House and Senate. A total of 330 (or just 3.7% of those filed) have been signed into law, and there are only about three weeks left of formal sessions. Here at Farm Bureau we

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This is the **Back Forty.**



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US Supreme Court Rules on Wetlands

The Supreme Court announced its decision today in two consolidated cases involving the scope of federal jurisdiction over wetlands located on private property: *Rapanos v. United States*; *Carabell v. U.S. Army Corps of Eng'rs*, Nos. 04-1034, 04-1384. AFBF filed an amicus brief in support of the landowners in these cases.

The Clean Water Act prohibits the discharge of dredged or fill material into "navigable waters" without a permit and defines "navigable waters" as "the waters of the United States, including the territorial seas." In this case, a plurality of the Court held that the Corps' interpretation of its jurisdictional reach over certain "waters" was impermissibly overbroad. In an opinion authored by Justice Scalia and joined by three other justices, the plurality held that in order to bring a wetland under federal regulatory jurisdiction, it is necessary to show (1) that the adjacent water is a relatively permanent body of water (such as a river, ocean, lake or stream), and, (2) that the wetland has a continuous surface connection with that water, "making it difficult to determine where the 'water' ends and the 'wetland' begins." Concurring in the judgment to reverse the Sixth Circuit, Justice Kennedy nonetheless wrote a separate opinion that rejected the plurality's approach and suggested a "significant nexus" test. His rule is that wetlands constitute "navigable waters" if they "either alone or in combination with similarly situated lands in the region, significantly affect the chemical, physical, and biological integrity of other covered waters more readily understood as 'navigable.'" Four justices dissented.

AGBF IS analyzing the Court's disparate opinions and will provide additional information as to the potential impact of this decision in the coming days. Our preliminary reaction is that while the decision reiterates the limited nature of the Corps' CWA authority, it probably does not provide the clarity we desired. The plurality opinion states a very clear rule that would give farmers and ranchers comfort in knowing with more certainty whether ditches, drains and wetlands on their property were subject to federal jurisdiction. However, Justice Kennedy's concurring opinion, which provides a more difficult, case-by-case standard, creates questions as to what standards will be applied by lower courts and by the Corps.

The 2006 New England Greenhouse Conference

The New England Greenhouse Conference will be held November 1-3 at the DCU Center in Worcester, Massachusetts with a trade show on November 2nd and 3rd. Wednesday, November 1st, is a pre-conference day featuring in-depth workshops and short courses.

Come hear about the *Successes and Challenges of Using Wood Heat for Greenhouses*. Many growers in New England are turning to wood as a source of fuel to heat their greenhouses. Learn about the differences between burning wood chips and logs and about the different types of furnaces that are available. Hear what has worked and what hasn't from our panel of growers (Fred Green, Stow Greenhouses, Tom Pinchbeck, Pinchbeck Roses and Paul Seymour, Western Growers).

Or, discover wind and solar technology options for greenhouses that are available today and learn about rebate programs that are available with the session "The Future is Here: Solar and Wind Energy for Greenhouse Businesses" presented by The Wind Technology Company.

Or maybe you are interested in *Exploring Alternative Energy Systems for Greenhouses?* Come learn more from our panel:

- Bill Nelson from Nelson Farms, who has been burning used cooking and automotive oil to heat greenhouses at this farm.
- Frank Phillips from Clean Burn, who will provide insight as to what these new furnaces, can do.
- Tom Michelman, from Boreal Renewable Energy Development, who recently completed a study using wind energy to supply energy needs of greenhouses.

John Bartok, Professor Emeritus, University of Connecticut, who conducted a cost analysis using geothermal cogeneration to heat greenhouses.

Reduce your oil and electric bills and begin your move toward energy independence by attending this year's greenhouse conference.

To be added to our mailing list to receive the 2006 New England Greenhouse Conference Program or for more information, **contact: Cindy Delaney, Show Coordinator, 1 Main Street, No. 36, Winooski, VT 05404, Phone: 802-655-7769, Fax: 802-655-7769 Email: delaney@sover.net or visit our web site: www.negreenhouse.org**

SCHOOLS WANT LOCALLY GROWN AND YOU’VE GOT IT!

By Kelly Erwin, Managing Consultant, Massachusetts Farm to School Project, A joint venture of Mass. Dept. of Agricultural Resources, Mass Development, Mass Farm Bureau.

Contact her at kelerwin@localnet.com or 413-253-3844

This is an excellent time for growers to evaluate the potential profitability of school customers and to forge new sales connections.

WHY NOW?

Food quality and diet, especially children’s diets, is currently a hot topic. Supporting the local economy and preserving our open landscapes is also on the agenda in many towns. As a result, there are a growing number of Massachusetts schools, kindergarten through college, choosing to purchase fresh food directly from local farmers. After several years of working to build school sales through our Project, a survey in October found at least 40 schools or school districts buying directly from local farmers, up from 10 in 2004. Sales are happening at the K-12 level as well as at colleges and are reported to be profitable by the farmers involved. Addi-

tionally, some school systems and colleges that buy fresh food through a distributor are insisting upon local products; this can provide an opportunity for farmers who don’t wish to sell directly to schools and does sometimes lead to better prices.

In the coming year, the Project will focus more attention on issues and opportunities related to school sales of locally produced meat, poultry, milk, eggs, organic food, and greenhouse crops, especially colleges. We will also participate in a regional effort to link school food service directors with Mass. farmers through the internet, and attempt to increase local purchasing by food service management companies.

HOW TO GET STARTED

As with any other type of poten-

tial customer, you need to figure out if a particular school or school system is going to be profitable. What are the factors to consider?

Delivery Vehicle or Arrangement

If you don’t have an appropriate vehicle or an arrangement with someone else who delivers, then your options for direct school sales are limited. A few small schools are purchasing at the farm gate, at a CSA, or at a farmers market, but most need delivery.

Purchasing Volume

Schools come in all sizes and have differing levels of commitment to serving fresh fruits and vegetables. They can be very big, very small, or in-between sized customers. Ask pointed questions at the beginning to get a good sense of how much they will buy. To help you target schools of an appropriate size for your operation, our Project has created a database of k-12 Mass. schools, which includes number of lunches served, names of food service directors, etc. and it is available on the MDAR web site at mass.gov/agr/markets/Farm_to_school/index.html. Information on colleges is also being gathered. Contact Kelly Erwin for help in picking the right school customers for you.

Location and Number of Delivery Sites

It makes sense to sell to schools that are near your farm or on delivery routes you already have. Clusters of school customers are usually more profitable. If a school system needs deliveries at 10 locations on one day it

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(PRESIDENT'S MESSAGE Continued from page 1)

Governor. We are fortunate that working through our networks of members, allied industry groups and political allies, opportunities exist and each member can contribute, to educate and to mold policy for our rural areas and agriculture. Seize the moment! Need some help? Farm Bureau and our staff can provide assistance, but get out there and work for your industry, your community and family and be involved in making party policies and choosing the next generation of leaders for our Commonwealth.

In this issue of News and Views you will be able to review progress that Farm Bureau has accomplished on many of our most important issues. The working group reviewing Ch. 61, 61a & 61b has developed major revisions that benefit members as well as continued to provide protection for our current use tax programs. We are proud of our role in gaining agricultures acceptance within the Economic Stimulus Bill, a first. Our efforts to maintain zoning and protections under Ch 40A, § 3 continue. We continue to work towards reforms of our APR programs that make sense for farm families. We support and work with University Extension to seek funding for agricultural programs that continue to enhance a farm's ability to compete and to support research that make us all better farmers. We can look and see how our grass roots

organization, members working with members and staff, can effect positive changes for agriculture in the Commonwealth.

Having said all of that, I do have to remind every member that the work Farm Bureau does is because you as members support us, financially and through participation. We need all of our members, and we need to bring additional new members to the fold. If you care about your farm and a farming way of life in this state, then let's spread the word about Farm Bureau, our success and the opportunity to join and share the success.

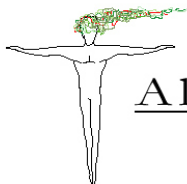
By Alex Dowse, President of Massachusetts Farm Bureau, Member of the Board of Directors for the American Farm Bureau, and the President of C.A. Dowse & Son, Inc.—Home of "America's Best Crunchin' Apples Since 1778."

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DESIGNS

Important Update from Worcester County Farm Bureau:

Worcester County Farm Bureau has secured funding for a technical grant, and is now able to offer additional services to its members. The service is for On Farm Marketing Consultations. The services offered are professional, and highly valuable – expect to pay over \$3,000 if you go out and seek these services on your own! For more information, contact Mo T o u g a s at mo@tougasfarm.com or call the main office at (508)881-4766.

AUGUST 27, 2006, SUNDAY, BOSTON POULTRY EXPOSITION & LIVESTOCK FLEA MARKET, SMALL ANIMALS, Holliston Sportsman's Club, Call 508-641-6172 for more information.

(LEG UPDATE Continued from page 1)

identified roughly 200 bills that would have an impact in large or small part on our member's farming businesses. Here are a few of the major items that have passed, and what they mean to us.

HEALTH CARE:

As you may know, fixing the health care system here in Massachusetts was a major priority of both branches of the legislature, and the Corner Office this year. After a very long and heated debate, a compromise came forth that does several things. The biggest impact is it mandates that by July 1st of 2007, ALL Massachusetts residents will obtain health insurance coverage. This individual mandate will be accomplished through a combination of penalties to individuals who do not obtain insurance, a sliding scale of premiums based on the individual's ability to pay, and an employer mandate on those businesses with more than 10 employees.

- Any individual who does not have insurance by July 1st, 2007 will lose their personal state income tax deduction for tax year 2007. In subsequent years the penalty will increase until it is equal to what that individual would have had to pay to gain insurance in the market.

- A Commonwealth Care Health Insurance program will be created offering varying level of subsidies to individuals who make less than 300% of the Federal Poverty Level (\$9,600/year.)

- Through many insurance market reforms and the offering of a large centralized offering of insurance programs, the legislature anticipates a 24% drop in premiums to all residents.

There will be a \$295/full time equivalent employee assessment to

businesses over 10 employees who do not offer a "fair share match." Currently regulations are only proposed and not final defining what a "fair" match is. Under the proposal, any business who has 25% of it's employees enrolled under it's group plan, or offers a 33% or more match will not be assessed the \$295/year. It is estimated that only 10% of those employers with more than 10 employees do not currently meet one of those two qualifying factors.

BUDGET PROCESS

The legislature recently passed three major spending bills. The first was an Economic Stimulus Package that has been a long time in the making. There were several major pluses for agriculture in this.

Currently under state bidding laws, most government agencies, local governments and most government institutions are required to put all their purchases out to bid, and to take the lowest bid they get. After hearing our arguments that our tax dollars should stay here at home, and that these entities should be allowed to support our local farmers, we were able to secure language that allows for a 10% premium if the products are produced in the Commonwealth, and that if the buying entity is purchasing Massachusetts grown products, then they do not have to go out to bid if the purchase is for less than \$25,000.

Our south shore legislators came through for \$2,000,000 in funding to create a revolving loan fund for cranberry bog renovations. We were also able to obtain an expansion of the farm stand exemption under zoning laws, revise the definition of manufacturing so that value added agriculture can now qualify for many of the manufacturing programs and grants in the state.

The legislature came through in the Supplemental Budget to provide for the creation of a \$3,000,000 Agricultural Innovation Fund at the Department of Agriculture to be used in consultation with the Center for Agriculture at UMass Extension, and an additional \$150,000 to fund an ongoing winter moth study at UMass Extension. Unfortunately both of these items were vetoed by the Governor. The legislature has yet to take up its overrides on this bill, but we are hopeful that they will uphold their original efforts and overturn the Governor's vetoes.

In the FY 2007 budget there was a recognition of agriculture's importance as well. Last year the Department of Agriculture's budget was roughly \$3,880,000 with an additional \$200,000 to fund integrated pest management (IPM). This year, the budget has been increased to just under \$4,500,000 plus \$300,000 for IPM. There are several earmarks in this increase, and not all needs were met, but we are pleased with the positive step forward that this has provided.

As you may know the University Extension programs have always been an important element of our budget push. This year we were successful once again in achieving language that does not allow Extension's budget to be cut disproportionately to academic programs. We went further this year however, and managed to also add language that said the funds were spent by extension must be spent according to a plan reviewed and recommended by the UMass Extension Board of Public Overseers.

ANIMAL RIGHTS:

There were several attempts this year to advance some far reaching animal rights legislation by many activist groups located outside of

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(LEG. UPDATE Continued from page 6)

Massachusetts. Our state has become a testing ground by many groups who see our left leaning legislature, and what they see as a lack of agriculture. They have underestimated the strong value that our state and our legislators put on our state’s agriculture however. Massachusetts already has one of the country’s strictest animal cruelty laws, with no exemptions for agriculture. Here at Farm Bureau we do not oppose them at all, because they require that the cruelty be proved in court, not through public opinion using emotion and unscientific anecdotes.

CHAPTER LANDS REFORM

For the better part of a year, a group representing the interests of Massachusetts’ towns, assessors, the Department of Revenue, the Department of Agriculture, the land trust community, advocates for nature/wildlife, and members of several agricultural groups, including Mass Farm Bureau have been hashing out our issues and priorities with regards to Chapters 61, 61A and 61B. This effort has occurred several times over the last 15 years, but has rarely progressed far. As I type this we are days from reaching a final draft of a far reaching document that will greatly improve Massachusetts’ current use taxation program.

This has been a good year for agriculture on Beacon Hill. We haven’t gotten everything we are looking for, and we have gotten some things that we didn’t want. But our argument that while agriculture is many things—the state’s largest land use, a way of life, habitat protection, rural heritage protection and more, we are first and foremost a business. We must be treated as such.

(FARM TO SCHOOL Continued from page 4)

is a very different customer than a system with the same size order and 2 delivery locations. Tell them what you can and cannot do, ask them to be flexible, and remember to build in the cost of deliveries to your price. It’s best to set a per site minimum order right at the beginning.

Delivery Schedule

Find out what day or days are requested for deliveries and what time the staff goes home. Most schools need delivery before 1 pm, some before 11 am, and sometimes they’re planning to prepare your food that same day. Again, negotiate for a schedule that works for you, but be aware that late deliveries at schools can be a disaster.

Product Mix

Some colleges are buying local milk and meat; some public schools are buying hothouse tomatoes, rhubarb, and fiddleheads. Don’t assume that “schools won’t buy this”! Combining fruit sales with vegetable sales appears to provide a much better profit margin than either alone. From the school side there’s a desire to deal with only one farmer or farm vendor, so having a diversified products list is a big plus. Obtaining products from other growers to offer the schools can be useful. Ask the food service director to let you know in advance what they would buy in future and discuss if there are affordable options for extended season items.

Communication Requirements

Make sure that you have a reliable way to share information

with the schools about what’s for sale each week and to receive their orders. Take the time to put together a clear product/price list. Most schools order on a weekly basis but plan their menus a month in advance. Teach them about seasonality and, given time, they will change their menus to match your product list. Schools are often interested to learn about IPM or organic methods, about the history of your farm, and may want to encourage students or staff to visit your farm.

Insurance or Handling Requirements

If you are already delivering to stores or restaurants, chances are you have met these requirements. Ask about this in the beginning conversations with the school. Be aware that school food services which are run by management companies, such as Aramark or Chartwells, may have additional requirements but once you’re certified at one of their locations you’re certified for all of them.

Pricing and Payment

So far, schools in Massachusetts are paying good prices for products from local growers. Schools are reliable payers, if sometimes slow. A few schools have required farmers to enter a formal bidding process, but most have not. Ask questions at the beginning so there are no surprises. Be sure to quote prices which reflect the entire cost of doing business with the school and if you plan to vary the prices, let them know ahead of time that your prices are seasonal and fluctuate.

Agriculture Meets with Gubernatorial Candidates



Gubernatorial Candidate and Democratic Convention winner Deval Patrick

It is that time of year again! What time? Primary time! One of the most difficult things when it comes to political work here in Massachusetts is assuring that those people we elect have some idea of what it is we do every day to raise the food that feeds them, the animals that clothe them, and raise the plants that adorn their homes and yards.

Thanks to the hard work of agriculture we have been able to set up meetings with two forums with Gu-

bernatorial candidates so far. The first was with Independent Candidate for Governor Christy Mihos. The meeting was at the Federal Furnace Cranberry Company. The turnout was very good, and there was a frank discussion about agriculture's needs. Mr. Mihos made the commitment that if he was elected, he would appoint a secretary of agriculture that would report directly to him. While he admitted he had little experience or knowledge about the needs of agriculture, he has been a small business owner all his life and feels that experience would serve him well in his efforts to support agriculture in Massachusetts.

Following that meeting Westport Wineries hosted Democratic Convention winner Deval Patrick for a similar forum. While Patrick stopped short of making specific commitments, he was very eager to learn to what agriculture needed, and how our needs would best be served by state government.

One of The two topics most heavily discussed and of the most interest to Deval Patrick was the need for agriculture to be treated first and foremost as a business. We are

many things to many people—a land use, a way of life, habitat protection, and many other things, but most importantly we are a business and we should be treated that way.

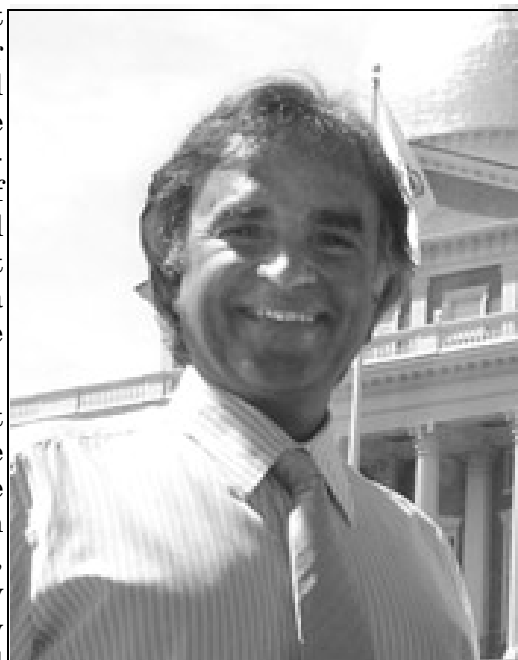
The second topic of interest was in land protection. The point was eloquently made that the land protection programs in this state, while they may pay money to farmers are not subsidy programs. They are actual sales that allow the state to preserve land permanently

and allow farms to reinvest in their land, and plan on their retirement.

We were very pleased when Deval Patrick contacted us through Representative Denis Guyer to set up another meeting in Western Massachusetts. Because of the location of the previous meeting many of the attendants were from the south eastern part of the state. After some valuable help from Representative Guyer, we set up the meeting at Chuck and Cindy Hager's Dairy Farm in Colrain, Massachusetts. It was a great extension of the previous meetings, as the farm is an APR farm that is also participating in the Farm Viability Program, and is actively diversifying into many different things.

The setting was a little different, and after tasting some of the Hager's wonderful wares, we put on the boots, and went outside to discuss agriculture "on the farm" while visiting the milking parlor, freestall barn, and calf hutches.

Farm Bureau does not endorse political candidates, but we do work to educate ALL candidates on agriculture.



Independent Candidate for Governor Christy Mihos

New Members, May & June 2006

Keith Johnson, from Brewster, MA
Richard Bolton, from Stow, MA
Andrew Burns, from S.Dartmouth, MA
Scott Barbato, from Foxboro, MA
Scott & Melissa Boudreau, from Taunton, MA
Frank Shaw, from Plymouth, MA
Nic Scarfo, from Boxford, MA
Ann Weber, from Granville, MA
Alice Lefebvre, from Blandford, MA

Special Thanks to GOLD MEMBERS:

Gerald Lashway, from Williamsburg, MA
Linda & Laurie Mandozzi of Horse Haven Farm
from East Douglas, MA
Christopher Annese, from Webster, MA



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sponsibilities could include tractor work in fields and rings, field maintenance, fiscing, basic carpentry. Som horse handling and occasional help with barn work. Contact Mel Litter @ 508-653-8617 or info@jordanstableusa.com

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FOR SALE: 2 Greenhouses complete with benches, furnaces & fans. \$1500 each, must be removed from property (Rowley) 978-848-7964

BUSINESS OPPORTUNITY:2+ Greenhouses and large out-building for rent in Rowley. \$2000 per month plus utilities 978-948-7964

FOR SALE:Greenhouse & vegetable equipment. Old Mill seeder, Monosan seeder, germination chambers, Hobbs water reel, 3 self tracking wagons, Benchmaster display benches, large pallet boxes. Call 508-763-4763 Achinbac Farm, Free-town, MA

ALPACAS : ARI females \$5500. 2 males, 2 females \$8350 Unregistered \$350 to \$1800. Wilbraham, MA marcieks@charter.net 413-596-9626

FOR SALE: Cranberry pump/detrasher, 4 furdords, hydraulic water reel, 6” volume PTO pump, 2 Sanders/flatbeds 508-866-5451

FOR SALE: Two Texas Longhorn Calves, born September 05. 1 Male, 1 female. Excellent quality. \$1800. Call 508-865-1701 or email at wjkrause2@charter.net

FOR SALE: Scotch Highland Registered bull calf. Excellent lines \$850.00 call 508865-1701 or email wjkrause2@charter.net

IH DUMP TRUCK: 8CYD, 1976 works , former town truck, needs gas tank and bettery and some carbuerator TLC. Tires fairly good, never used on farm. Make offer 413-339-8630

FOR SALE: 400 Gallon Stainless Trailer Sprayer all hydraulic 40 foot boom \$4900., Hobbs Hard Hose irrigation 650’ nelson 200 gun \$9500.,Cornell 1000 GPM High Pressure pump, like new,\$4900., Pixall Bean VST evenfeeder \$5000., Pixal Bean header 110”-120”, \$2500., 4 row Brillion Cultivator \$900., Woods 6’ Rotormower, \$1200., Tel 508-763-5275

REFRIGERATED TRUCK: 8’X14’ box w/electric compressor, refrigeration works fine, but truck chassis doesn’t run.\$500, Call Steve Verrill 978-835-5227

PIGLETS FOR SALE: Piglets for sale from the natick Community Organic Farm. Available in September. Organically feed and raised. Great fall roasting pigs or feeders. \$65 per pig or \$60 for more than two. If interested please contact the Farm at 508-655-2204 or email at ncorganic@verizon.net

FOR SALE: Rears 400 Gal PTO SS tank air blast sprayer with CVH hitch and mixer box. Call after 6pm 413-369-4013

FOR SALE: 1982 International, with DT466 engine runs excellent, with an 8 door freezer body on it. Body will hold 0 or below \$2900.00

FOR SALE: Good Condition Cordwood saw 3pt Hitch with 2 blades hocks to PTO leave message 508-393-6350

OBRIEN BOILERS, LLC, OUTDOOR WOOD FURNACES:

Visit us at obrienboilers.4t.com, Jeff, 1277 Calkins Road Palmer, MA 01069, 413-283-3340 or 25 W. Central St, Natick, MA 01760 508-655-3934, obts@juno.com. Low cost heat, your domestic hot water too! Stainless steel, Best overall cost, heat your home, shop, and/or barn. Financining options available. **WANTED:** 600 gal or smaller farm bulk tank. Must be round, Also looking to buy organic certified cows for fall milking 978-957-3011, warren@shawfarm.com

HEREFORD CALVES: (polled) for sale: 8-9months old, hand raised and tame, both steers and heifers for your feed lot or summer pasture, 617-840-2074

3PTH FMC AIRBLAST: Sprayer 100 gal. model 1029, \$400, United 2 Dr. Ref case 48” \$575. 4x8 Ref. salad bar \$200. Bale Straw \$4.00 413-530-0619

FOR SALE: David Brown 121 Tractor w/loader \$25. Kuhn Tedder 26” \$700, Charlie 978-256-9089, tractor needs work

FOR SALE: New Holland Model 273 Hay Baler Excellent shape and ready to go \$3000.00 Keirstead’s Farm 781-585-5470

FOR SALE: Emu Adults, Pairs and chucks, call for details, Permits required in MA 978-430-0597

TIRES. GREAT PRICES: All sizes, Tire repairs, Road Service, Calcium Chloride Service, Hoey Tire, Pullman Street, Worcester, 508-755-6666, 30 yrs. Experience.

PROMOTE YOUR FARM: Tee Shirts, bumper stickers, anything with your farm name and logo. 10% off catalog prices for Massachusetts Farm Bureau Federation Members. 877-366-2935

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:

NON—MEMBERS:

Classifieds: First 20 words for \$10.00, every word thereafter is \$.50
Full Page: \$550.00 (8” X 10 1/4”)
Half Page: \$400.00 (4” X 10 1/4” or 8” X 5”)
Quarter Page: \$275.00 (4” X 5”)
Eighth Page: \$175.00 (3” X 4”)

Classifieds: First 20 words for \$12.00, every word thereafter is \$.60
Full Page: \$660.00 (8” X 10 1/4”)
Half Page: \$480.00 (4” X 10 1/4” or 8” X 5”)
Quarter Page: \$330.00 (4” X 5”)
Eighth Page: \$210.00 (3” X 4”)

BACK COVER SPACE IS AVAILABLE AT A 20% PREMIUM. ALL PRICES ARE ON A PER ISSUE BASIS. WHEN YOU PREPAY TO RUN AN ADD IN 10 ISSUES, RECEIVE A 10% DISCOUNT.

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 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.

Farm Bureau reserves the right not to accept advertising it deems unsuitable for its litera-



Mailbox overflowing? Don't want to wait the extra time for the newsletter to come? Well, we are doing our part to help with all that!



News & Views Has Arrived on the Internet!
In fact it was there almost a week before you got this. And see all this great color? The

online version has it on every page, along with links to websites with relevant information. If you want to receive your copy of News & Views online, here is what you need to do:

1. Turn this page over and find the name your membership is under and your membership number. (It's above your name in the address area.)
2. Send an e-mail to newsandviews@massfb.org with those two items, and the e-mail address at which you would like to receive your newsletter, or you can call our office and ask for Mary Ellen at (508)881-4766 and give her the same information.
3. Just sit back and wait. We will send you an e-mail with the front page of the newsletter as soon as it has cleared the editor's desk and even before it is at the printer's. Just click on the link in the e-mail, and your enhanced, online newsletter will be available to you whenever you would like.



Your message might be great, but is it being lost in the clutter? Are you looking for an effective way to let people know what you are doing, or what services you have to offer?

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YOU AND YOUR MESSAGE
STAND OUT!**

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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. (508)881-4766



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