



New Entry Sustainable Farming Project Newsletter



Working with new farmers to build strong businesses, expertise in the field, and a resilient food system.

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February 2017

Dear Friends,

Before going into our updates, it is important to recognize the current political and emotional climate in our country. The moment is uncertain and the dialogue is acerbic. In times like these, it is imperative to hold close those people and groups who give you strength and offer a path to a better place. We are proud to bring new people into the ancient art of farming, and we are grateful that you read our email updates. We urge you never to give up fighting for what you believe in, and always to embrace the spirit of inclusive community.

Now, on to the standard fare. As usual, we have lots of events on our docket. First up is a [webinar](#) about improving the quality of coalitions, happening this Thursday, February 3rd from 10:30 AM – 12 PM. Forging coalitions is a potent avenue to make change, but it is a delicate process; check out this talk to learn robust strategies for coalition-building. [Sustainable Farm Law 101](#) is next, on Wednesday, February 8th from 8:30 AM – 4:45 PM in North Grafton, MA. It's \$40, includes lunch, and will be lively and interesting, with farmers and a lawyer on hand to answer any questions you have about labor law, acquiring insurance, and anything else related to managing a farm business today. February keeps up the pace with another important [webinar](#) on Monday the

and its associated hardships. When we seek to create positive change, we must cultivate healthy, equitable partnerships; see what the webinar has to say about accomplishing that. Then, it's back to the Brigham Hill Community Barn in North Grafton nine days later, for "[Farming Smarter with Richard Wiswall](#)" on Wednesday the 22nd from 8:30 AM – 4 PM. Brush up on the finer points of the trade! The last event for the month is two days later, on Friday the 24th: it's National CSA Day! Use this day to sign up for your 2017 share, or to spread the word to friends who might also enjoy the delicious, fresh produce of the [World PEAS CSA](#), grown by our 30+ strong group of beginning farmers.

Looking ahead to March and beyond, we have a few conferences and another workshop. On Saturday, March 4th, join us for the [5th Annual Urban Farming Conference](#) at Northeastern University to learn about all the awesome trends in the field. Three days later, explore a different realm of food systems at the [Harvest New England Ag Marketing Conference and Trade Show](#) from Tuesday, March 7th – Thursday, March 9th at the Sturbridge Host Hotel in Sturbridge. Round out the month with a rousing workshop four days later on [Quickbooks for Farmers](#), held in Boston from 10 AM – 2 PM on Tuesday, March 11th. Finally, remember to keep the weekend of Friday, December 5th – Sunday, December 7th open for [New Entry's Community Food Systems Conference 2017](#), held at Boston's Park Plaza Hotel. We are working hard to make this conference the best it can be, and we do hope you'll join us.

Read on in the newsletter to learn more about CSA day and World PEAS; new staff members Breanne and Molly, who enjoyed their formal welcome lunch from Life Alive this past Monday; the sources and sponsors of the webinars and workshops we mentioned; what New Entry staff are eating and reading; an exciting new partnership we are making with the Lowell Senior Center; more details about the conferences we mentioned; and opportunities to volunteer with us and get a license plate that supports local food.

Remember: Take care of yourself. Get lots of sleep, don't read the news right before bed, act every day to defend your values, give extra hugs and compliments, and fill your bellies with yummy, real, local food. We care about you and have you in mind as we build our vision of robust, healthy, fair local food systems.

In solidarity, With love,

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Upcoming Events

February 2nd, 2017- 10:30 AM-12 PM - [Coalition Quality Improvement](#), Webinar

February 8th, 2017 - 8:30-4:45 PM - [Sustainable Farm Law 101](#), Brigham Hill Community Barn, North Grafton, MA

February 13th, 2017 - 12:30-2 PM, [Introduction to Equity in Community Building](#), Webinar

February 22nd, 2017- 8:30 - 4 PM - [Farming Smarter with Richard Wiswall](#), Brigham Hill Community Barn, North Grafton, MA

February 24th - National CSA Day! [Sign up for the World PEAS CSA](#)

March 4th, 2017 - [5th Annual Urban Farming Conference](#), Northeastern University, Boston, MA

March 7th - 9th, 2017 - [Harvest New England Ag Marketing Conference and Trade](#)

March 11th, 2017 -10 am - 2 pm, [Quickbooks for Farmers](#), Boston, MA

December 5th - 7th, 2017 - [Community Food Systems Conference 2017](#), Boston's Park Plaza Hotel, MA

We Are Hiring!



New Entry is Hiring: Incubator Farm Site Coordinator

Job Summary

The Incubator Farm Site Coordinator is responsible for providing year-round technical assistance (TA) and farm production and business training to small-scale beginning farmers, both on and off the field, on multiple aspects of farm enterprise development. Manage New Entry's multiple incubator farm sites and equipment, determine the best approach for site improvements and facilitate crop production (emphasizing organic techniques) to achieve lease compliance and support producers to achieve commercial farm goals. The Incubator Farm Site Coordinator is a vital part of the farmer training team, and as such will share in the responsibility of fulfilling farmer training grant deliverables and

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For more details and to apply [visit this site](#).

Are You Part of a CSA that Supports Local Farmers?

ARE YOU IN A FARM CSA?





Join the World PEAS CSA for 20-weeks of farm-fresh fruit and vegetables grown by local beginning, immigrant, and refugee farmers! The World PEAS CSA offers multiple share sizes and options (including a Small Share, Large Share, Egg Share, Summer Share, and Fall Share) as well as convenient pick up locations all over the greater Boston area. World PEAS is proud to accept SNAP/EBT as payment. When you purchase a World PEAS CSA share you get super high-quality, freshly harvested, all-local produce while supporting the next generation of culturally diverse farmers! Sign up now at: <http://www.worldpeascsa.org>

Strong, resilient,
sustainable farm businesses
are built on a solid legal foundation.

Join Farm Commons, Conservation Law Foundation and
the New Entry Sustainable Farming Project for

Sustainable Farm Law 101

Wednesday, February 8th
8:30-4:45

Brigham Hill Community Barn North
Grafton, MA

From hiring workers, leasing or buying land, implementing food safety measures, negotiating sales, forming an LLC, filing taxes, getting insurance and so on—legal issues work their way into every aspect of the sustainable farm. The good news is that developing a strong, legally resilient farm business is easier than you think!

This workshop will empower direct to consumer farmers to move forward on legal issues of greatest importance to their operation, including:

Business organization: How to select and form a business entity that encourages optimal management of your farm operation.

Workers: How to address priority employment law issues, including workers' compensation, minimum wage, volunteers, and internship programs.

Land Matters: How to ensure a successful lease or purchase arrangement and keep finances and accounting in order.

Sales and Contracts: How to secure long-lasting, trusting relationships with restaurant, retail, and wholesale customers via strong paperwork.

Insurance: Learn what forms of insurance are ideal for your farm and ways to work with an insurance agent to get your needs met. ... and more!

Not just a boring lecture filled with legal lingo, this workshop will be co-facilitated by attorneys and a farmer. User-friendly legal education will be integrated with practical, on the ground experience, including input from participants. Expect a compelling, informative, and engaging workshop that will inspire you to take action to build a stronger, more resilient farm!

[Click here to register for Sustainable Farm Law 101](#)

New Entry Welcomes New Staff: Breanne and Molly!



Breanne Wroughton

Breanne Wroughton is the World PEAS Food Hub Coordinator at New Entry, managing both the World PEAS (People Enhancing Agricultural Sustainability) CSA, as well as produce distribution to low-income markets, including area WIC programs, summer meal programs, and senior food assistance initiatives. During the winter months, Breanne works with farmers to coordinate crop production to meet the needs of our various markets, while ensuring crop diversity for each producer. She also helps farmers with annual business planning. During the agricultural season, Breanne oversees the assembly and distribution of over 350 CSA shares, manages shareholder communication, and markets produce to institutions and food access partners.

Breanne was born and raised in Latin America. She moved to the United States to attend Wheaton College where she earned a Bachelors of Arts in Anthropology and a certificate in Human Needs and Global Resources. After finishing her studies she moved to Washington, DC where she worked for an organization supporting job skills training and fair trade programs for women in Africa. After two years in DC, Breanne moved to Northern California where she grew to love farming and education through an internship and later a staff

love watching students experience those kinds of revelations too. Before joining the World PEAS Food Hub team, Breanne helped coordinate the California Farm Academy (CFA), a beginning farmer training and incubator program in Solano County, CA. At CFA she managed a one-acre teaching plot where students got hands-on experience with mixed vegetable farming, provided technical assistance to incubator farmers, and worked to provide best the foundational training her students needed to start a successful farm enterprise.

Breanne is very excited to be working at New Entry and to participate in the World PEAS mission to provide beginning farmers with agricultural and business support while maintaining shareholder participation is critical to fostering a sustainable food hub.



Molly DellaRoman

Molly DellaRoman, Beginning Farms Education, and Curriculum Coordinator, helps with developing and teaching technical programming to both New Entry's incubator farmers and also to other local beginning farmers. Molly assists with both one on one technical assistance in the field as well as more formal programming to help beginner farmers with anything from food safety

Molly has been farming produce and livestock in the eastern Mass area for the past 12 years for both non-profit and for-profit organizations. Before farming, she was an extension agent for Cornell Cooperative Extension Agency, an adjunct lecturer, and a high school science teacher. She holds a BA in Chemistry and Environmental Studies from Bucknell University and earned an MS in Biological and Environmental Engineering from Cornell University. Her Master's thesis was on earthworms and she still thinks they are the most important part of anyone's farm.

Join New Entry for a Series of Winter Record Keeping Workshops



Farming Smarter with Richard Wiswall

(recordkeeping, budgets, and more!)

Renown farmer and author of *The Organic Farmer's Business Handbook*, focuses on making a profit, record keeping strategies, building budgets, and improved financial management for your farm.

Date: Wednesday, February 22, 2017

Time: 8:30am – 4:00pm

Location: Brigham Hill Community Barn
37 Wheeler Road, North Grafton, MA 01536

Cost: \$12 - \$17

Registration required, reserve your seat now!
<https://nesfp.org/events/farming-smarter-wiswall>

QuickBooks for Farmers

Author of *The Farmer's Office*, Julia Shanks, leads a practical, hands-on QuickBooks workshop. Learn how to set up a suitable chart of accounts, enter transactions, track enterprise-specific data, and generate and interpret farm financial statements.

Date: Saturday, March 11, 2017

Time: 10:00am – 2:00pm

Location: Sackler Building
145 Harrison Avenue, Boston, MA 02111

Cost: \$12 - \$17

Registration required, reserve your seat now!
<https://nesfp.org/events/quickbooks-farmers>



*All participants will be provided with a computer, QuickBooks software (for workshop use only), and snacks.



United States
Department of
Agriculture

National Institute
of Food and
Agriculture

Visit <http://nesfp.org/events> for more information and to register.



The Community Health Training Institute is offering two free webinars in February we thought useful:

[Coalition Quality Improvement](#)

Thursday, February 02, 2017, 10:30am - 12:00pm

[Introduction to Equity in Community Building](#)

Monday, February 13, 2017, 12:30pm - 02:00pm

"The Community Health Training Institute (the Training Institute) provides targeted skills development to individuals and teams working to build healthy communities in Massachusetts. We customize our [trainings and webinars](#) around core competencies that include: Coalition Building; Leadership; Policy and Systems Change; Communications; Health Equity; Youth Development; Strategic Planning and Evaluation.

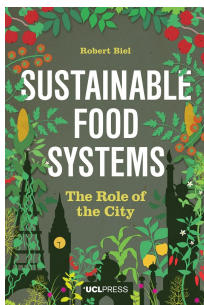
The Training Institute is a new partnership between the [Massachusetts Department of Public Health](#) (MDPH) and [Health Resources in Action](#) (HRiA), funded by MDPH."

What We're Eating and Reading



December 19, 2017, New Entry Staff, Farmers, and Volunteers after successfully 're-plastic'ing the greenhouse at Ogonowski Incubator Farm in Dracut, MA.

Reading:



Sustainable Food Systems: The Role of the City By Robert Biel - [Download it FREE from UCL Press](http://bit.ly/2h6xhHt) <http://bit.ly/2h6xhHt>

The Sellout By Paul Beatty

Daring Greatly By Brene Brown

Eating:



Smoked Paprika Red Potato and Egg Bake [recipe here](#)

PREP TIME: 5 mins

COOK TIME: 25 mins

TOTAL TIME: 30 mins

SERVES: 2-3



Schedule a Group Volunteer Day!

Is your class, workplace, or other community organization looking for a one-time volunteer opportunity you can feel good about? Look no further! **We are currently accepting volunteer groups for the spring and summer of 2017** to take place at our incubator farm sites in Dracut, MA. Contact maria.smith@tufts.edu for more information.

**Save the Date: Community Food System Conference
December 5-7, 2017**



[New Entry Sustainable Farming Project](#) will host the [Community Food Systems Conference](#) December 5-7, 2017 at Boston's Park Plaza, Massachusetts.

Join us for farm tours, diverse speakers, information, and inspiration. Spread the word and [sign up for our elist](#) to stay connected.

New Entry Sustainable Farming Project's Community Food Systems Conference will address common underlying themes between food security, social justice and sustainable agriculture including obstacles in urban and rural environments and fostering community empowerment to create and sustain resilient local food systems.

We will provide space for conversations around promoting, facilitating, and supporting self-reliance; breaking down barriers to racial justice; connecting communities to their food sources; and impacting communities at the local and regional level through sustainable food production.

perspectives, how these areas overlap, and how to support one another's work.

*"Whether we and our politicians know it or not,
Nature is party to all our deals and decisions, and she has more votes, a
longer memory, and a sterner sense of justice than we do." - Wendell Berry*

This event is supported by the USDA's National Institute of Food and Agriculture.



GLCF's Leclair Elder Service Grant to fund new partnerships!



\$5,500 goes to New Entry for Promoting Elder Health in Lowell through Increased Access to Fresh Fruits and Vegetables. The World PEAS Food Hub will use this funding for a new partnership with the Lowell Senior Center providing fresh, locally grown produce to local senior citizens! Thanks to the Greater Lowell Community Foundation.

5th Annual Urban Farming Conference



The 5th Annual Massachusetts Urban Farming Conference (UFC) brings local and national experts, advocates, and innovators to support and promote urban farming enterprises across Massachusetts. Our local urban farming community, along with cross-sector partners, will again convene to address challenges, highlight successes and share resources at one of the best educational and networking events for this growing sector in the region.

[Click here to purchase tickets](#), please note, ticket prices are increasing on January 31!

Sample of Conference Sessions:

- Aquaponics and Vermicomposting for Urban Farms
- Understanding the Food Safety/Modernization Act
- Film Showing: “Arc of Justice” and discussion of Community Land Trusts
- Urban and Small Farm Financing 101
- Protecting Intellectual Property in Urban Farm & Food Businesses
- Youth in the Food Industry: Jobs Beyond Fast Food
- The Case for a Smarter and More Integrated Agriculture Industry
- The Economic Impact of Cultural Crop Development
- Rural and Urban Farms: Building Partnerships and New Market Models
- Youth and Entrepreneurship: Models for Success
- Civic Synergy and Urban Agriculture: Democratizing Food Production
- Community Building: Partnerships that Foster a Viable Urban Farming Enterprise
- The Massachusetts Local Food Plan and the Role of Urban Agriculture

- Food Sovereignty, Urban Agriculture, and Neighborhood Impacts
- Crunching the numbers to Crush your Season
- Season Extension Techniques and Tools
- Irrigation Systems for Urban Farms

Back by popular demand:

[Karen Washington](#), Co-Owner, Rise & Root Farm; Co-Founder, Black Urban Growers

[Greg Watson](#), Director For Policy and Systems Design, Schumacher Center for a New Economics

Opening Keynote Presenter:

[Curtis Stone, Green City Acres](#), Kelowna, British Columbia, Canada.

Returning to the MA Urban Farming Conference, **Curtis will be the morning Keynote and will also lead several sessions throughout the day.** He has traveled around the world, presenting 3-5 day workshops to help urban farmers become more successful and profitable; we are really excited that he will be with us for the 2017 UFC! Many of last year's attendees have remarked on how they have incorporated techniques and best practices gleaned from his presentations, that said, March 4, 2017, you'll have another opportunity to learn how you too can build a viable and profitable urban farming operation.

Choose Fresh and Local License Plate



Support local food! The [Choose Fresh & Local license plate](#) is now available at the RMV - Get yours [here!](#)

We are proudly sporting our new Choose Fresh and Local license plates - ARE YOU? The funds raised from these plates will support New Entry's work with new and beginning farmers on our incubator farms and beyond, including training and resources as well as continuing to develop a strong statewide Beginning Farmer Network. They will also help

Massachusetts and help build strong markets for farmers statewide. Visit our website to find out [how it works](#), you can sign up online and the RMV will mail the plates TO YOUR HOME...no waiting in long lines at the RMV - it's easy as 1 -2 - 3. THANK YOU for supporting local food!

Our Mission



Well-trained farmers are key to building sustainable local food systems, and New Entry prepares new and beginning farmers for success through comprehensive training and technical assistance in all aspects of farm production and management. Our mission: work with new farmers to build strong businesses, expertise in the field, and a resilient food system.

To learn more, visit www.nesfp.org.

Get Involved

Join us in helping cultivate and sustain the next generation of farmers who will care for our farmland, supply our markets, provide food to our schools, and contribute to a vibrant local economy in our communities.

Volunteer

Volunteer with New Entry World PEAS Food Hub at least two days per week for the entire season and receive a weekly CSA Share.

Upcoming Classes



Support local agriculture and get your specialty Choose Fresh and Local License Plate today!

Donate

Your tax-deductible donation is accepted on-line through: Tufts University's Friedman School of Nutrition Science and Policy. **Designate the Friedman School, and New Entry Sustainable Farming Project** to be sure your gift supports new farmers.

We welcome your feedback!

Please write to nesfp@tufts.edu with any feedback or topics you would like us to cover to improve the quality of our newsletter.

Want more specific New Entry e-mails?

Click the update subscription link at the bottom of the email to be added to content specific emails such as livestock, World PEAS and Beginning Farmer Network.



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