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### ***Working with new farmers***

*to build strong businesses, expertise in the field, and a resilient food system.*

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**May 2nd, 2017** - [Building and Maintaining Strong Partnerships](#), Webinar

**May 8th, 2017** - [The 8th Annual New Entry Fundraiser: Reimagining the Path to the Family Farm](#), Lexington, MA

**May 9th, 2017** - Bed and Soil Preparation Field Workshop, Smith Farm, Dracut, MA

**May 17th, 2017** - [Explore Farming Workshop](#), New Entry Office, Lowell, MA

**May 20th, 2017** - Weed and Pest Management Field Workshop, Ogonowski Farm, Dracut, MA

**June 28th, 2017** - [Cattle Run at Gibbet Hill Grill](#), Join a team and run for New Entry! • Groton, MA

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



Facebook Events



Website Events

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## Join Our Community Supported Agriculture Program - help new farmers grow!



### World PEAS Food Hub

Community Supported Agriculture (CSA)  
Local food. Strong communities.



Support local agriculture  
by signing up for your  
2017 CSA share, a weekly  
produce delivery.

[nesfp.org/worldpeas](http://nesfp.org/worldpeas)

**Join the World PEAS Food Hub CSA** for 20-weeks of farm-fresh fruit and vegetables grown by local beginning, immigrant, and refugee farmers! The World PEAS

greater Boston area. World PEAS is proud to accept SNAP/EBT as payment. When you purchase a World PEAS CSA share you get high-quality, freshly harvested, all-local produce while supporting the next generation of culturally diverse farmers!

**Sign up now at:** <http://www.worldpeascsa.org>

Your early commitment to our CSA helps New Entry provide no-interest microloans to our World PEAS CSA farmers to support their early-season start up costs. Sign up early and your veggie dollars help jump-start on the growing season!



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*"You, as a food buyer, have the distinct privilege of proactively participating in shaping the world your children will inherit." - Joel Salatin*

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## The 8th Annual New Entry Fundraiser



**Please join us for the 8th Annual New Entry Fundraiser:  
Reimagining the Path to the Family Farm**

*In the past, family farms were passed down to the next generation in the family. Today, many of our nation's aging farmers are retiring with no one to take over the land...*

challenge by training and supporting beginning and immigrant farmers and partnering with local and national organizations to build a strong network of skilled farmers and ranchers.

This year, we are pleased to host the annual fundraiser at the award-winning [Inn at Hastings Park/Artistry on the Green](#) in Lexington, Massachusetts.

**New this year!** We have added a special Cocktail Reception to provide new and returning supporters with an opportunity to learn more about New Entry and meet some of our farmer graduates and staff. Following the reception, we will host our traditional multi-course Dinner prepared by the Artistry on the Green's Chef Lucas Sousa with wine accompaniments. Dinner guests will be welcomed with a champagne toast and light appetizers.

Whether you choose to attend the Cocktail Reception or Dinner, or both, we hope that you enjoy a wonderful evening with delicious food and wine in support of a local program whose impact is felt within our greater Boston area community and across the country.

**Date: Monday, May 8, 2017**

**Place: The Inn at Hastings Park/Artistry on the Green**

2027 Massachusetts Avenue, Lexington, Massachusetts

**Time: 5:30–6:30 pm**

**Cocktail reception \$75**

Enjoy a taste of the New Entry program and meet its dedicated staff and farmer graduates.

**Time: 6:30–9:30 pm**

**Dinner and wine \$500**

**Dinner and premium wines \$1,000**

**RSVP**

Join us for cocktails, dinner, or both! **Please register by April 24.**

*For questions, please contact Holly Cariddi 617-636-6692.*

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**Risk Management for the Farm - how to  
navigate and protect your farm business**





**For the next few months**, we will be running a small column on how to manage risk on your farm. Haven't thought about a risk management plan for your farm yet? **Start out by completing these helpful checklists:**

[Risk Management Checklist](#) and [SWOT Analysis](#)

Maybe you have already identified areas of risk you would like assistance with?

**Check out these assistance programs/grants that are currently taking applications until May 15<sup>th</sup>, 2017:**

[Farm Viability Enhancement Program](#) and [Matching Enterprise Grants for Agriculture Program](#)

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Risk Management Panel at the Farmer Graduation

## Risk Management May 2017

**Thanks to all** who attended our Risk Management Panel and Farmer Graduation on April 20<sup>th</sup> and a big thank you to our presenters from the [FSA](#), [RMA](#), [NRCS](#) and [MDAR](#). If you wish to learn more about the programs that were discussed, please feel free to [contact us](#) at New Entry.

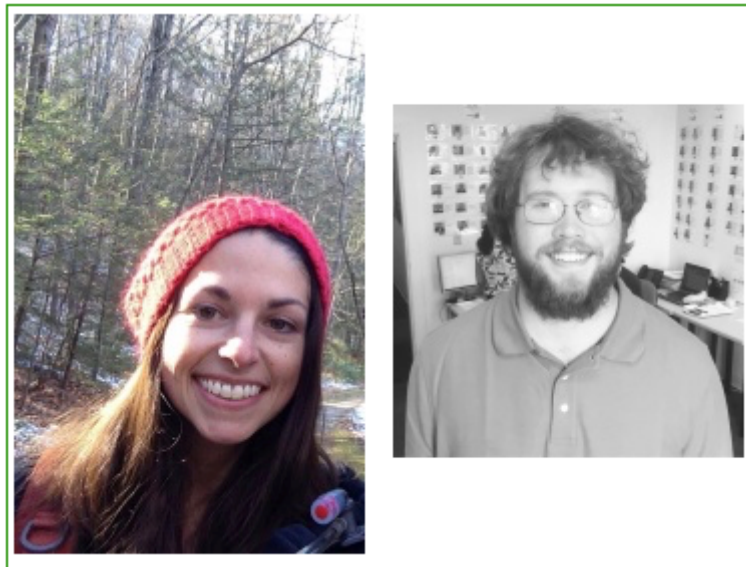
**This month** we will point out a few programs that may help with drought relief and other climate change related issues. You have probably heard of crop insurance if you grow certain commodities in Massachusetts, such as cranberries or apples. If you are a small scale grower that grows dozens of varieties of vegetables, you may have thought you weren't eligible for crop insurance. However, the [Noninsured Crop Disaster Assistance Program \(NAP\)](#) may be right for you. NAP insures all crops grown for food, crops grown for livestock, fiber crops, mushrooms, flowers, honey, maple syrup, sea vegetables, crops grown for renewable biofuel, Christmas trees, nursery, sod, and seed stock. It protects your crops against extreme weather, including drought and excessive heat, and against natural occurrences such as flooding and plant disease. If you are a beginning, limited resource, or underserved farmer or rancher, you are eligible for the service fee of \$750 to be waived and a 50% reduction in premiums. For assistance with drought relief pertaining to livestock and other agricultural practices, please check out the [USDA's Disaster Assistance Programs](#).

is the [Environmental Quality Incentives Program \(EQIP\)](#) with the NRCS. It is best known for funding high tunnels in this area, but can also be used to fund improvements to irrigation systems and other water conserving systems on the farm. Applications are accepted year round and are ranked and funded periodically. The [Agricultural Management Assistance \(AMA\)](#) program can assist with installation of new irrigation systems and improve existing water supplies with wells and ponds. Calling or visiting your [local NRCS Office](#) is recommended to start the process. Finally, MDAR is currently taking applications until June 7<sup>th</sup>, 2017 for their [Agricultural Environmental Enhancement Program \(AEEP\)](#). This program can also help with improving irrigation efficiency on the farm.

**Next month** we look forward to sharing information about government loans that are available to farmers and the record keeping skills necessary to be eligible.

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## Welcome New Staff, John and Kristen!



**Kristen Irvin** is New Entry's National Technical Assistance Coordinator. She supports New Entry's National Team and provides assistance to applicants and grantees of Community Food Projects and Beginning Farmer and Rancher Development Program grants. Kristen also supports the organizing and coordination of the Community Food Systems Conference.

Kristen earned an MS in Agriculture, Food, & Environment from Tufts University's Friedman School of Nutrition, and has experience in program coordination, grant research, farm work, food service, and writing and editing. A Virginia native, she's made Southeastern



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**John Short**, the Farm Business Training and Incubator Site Manager, works with New Entry's incubator farmers at the farm site, giving one-on-one training and maintaining the property and equipment. He also teaches the Farm Business Planning Course during the winter off season.

John grew up in Central Oregon and has been farming and studying agriculture since he left home, with time off for several stints touring Latin America. Prior to working at New Entry, he was the Farm Manager for College of the Redwoods in Northern California. He holds a BA in Agriculture: Plant Science from Dordt College in Northwestern Iowa, and a MS in International Agricultural Development from UC Davis, where he studied invasive plants, grazing, and nomadic peoples. He enjoys biking, hiking, and reading in his free time.

**Welcome to the crew, Kristen and John!**

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## **Cattle Run & BBQ to Benefit New Entry!**



**Put together a team of three and join us on Wednesday, June 28, 2017, at 6:00 PM** for the second annual Gibbet Hill Cattle Run & BBQ! This unique relay race will challenge runners of all abilities while raising money for New Entry (and other charities) - let's get a strong team contingent supporting Next Generation Farmers!



the black angus cattle herd and up to General Bancroft's "castle" on top of Gibbet Hill. The race will consist of 6 loops for a total of 8.4 miles. Each runner will run the course twice in the following order: 1-2-3-1-2-3. In some areas of the course, you'll be running on the actual cow path worn in the hill by Gibbet Hill's famous Black Angus herd! You might want to leave your fancy new running shoes at home. Check out the video from last year's inaugural event [here](#).

**Barbecue** Think you'll work up an appetite? Directly after the race, chefs from each Webber Restaurant Group property will collaborate to create a barbecue that will be sure to satisfy your hunger. Local beer will also be available to quench your thirst.

**Beneficiaries** Entry fee is \$600 per team (\$200 per runner), which includes the race, barbecue, and a frosty Narragansett. THE ENTIRE ENTRY FEE will go directly to New Entry (or the other participating charities, but we hope you will support next generation farmers!).

Please help raise additional funds to help New Entry grow new farmers! **Donate** to our staff teams [here](#) and [here](#)!

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## Farmer Training Events & Updates



There are a couple workshops coming up for our New Entry and World PEAS farmers, led

### **Bed and Soil Preparation Field Workshop**

Smith Farm, Tuesday, May 9th, 4-6 PM

### **Weed and Pest Management Field Workshop**

Ogonowski Farm, May 20th, 10 AM - 12 PM

On another note, Farmer Training Program Manager Janel Wright will be teaching the **Urban Farmer Training Course** Thursday March 4th and Thursday May 18th. Urban Farming Initiative and New Entry are partners in presenting this exciting urban farming course, which will matriculate 30 students at the graduation ceremony Janel will also be attending on Thursday, May 25th.

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**Highlighting Farmer Success:  
Congratulations, Kesiah Bascom!**



**Congratulations, Kesiah!** One of our 2016 Farm Business Planning Course graduates Kesiah Bascom has just \$1000 towards OffBeat Composting Co., her new farm business, in an Entrepreneurship for All Pitch contest last week! Kesiah is one of the 19 Farm Business Planning Course graduates we celebrated at the graduation and panel event on April 20th. Join us in congratulating Kesiah and check out her business, especially if you live in Lowell!

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## 21-Day Racial Equity Habit-Building Challenge



For the past three weeks, New Entry Sustainable Farming Project Staff renewed our commitment to **racial equity and food justice** by participating in the 21-Day Racial Equity Habit-Building Challenge. The organization Food Solutions New England sponsored the Challenge, and VISTAs at New Entry personalized it for our staff, dedicating themselves to normalizing conversations about race and racism.

We agree with FSNE that it benefits us all to have greater collective capacity in our region to **identify and address the different ways the racism shows up** in our lives (internalized, interpersonal, institutional, and structural).

The Racial Equity Challenge is simple:

First, we (along with hundreds of other people across the US) committed to deepening our **understanding of and willingness to confront racism for** 21 consecutive days.

Why 21 days? There is no magic formula to change behavior, but committing to three weeks of consistently exploring the impact of race in the food system provides an intentional way to uncover racial inequities and injustices, as well as to discover the many ways we can collectively promote a more just food system for all.



Finally, we convened weekly Racial Equity Discussion Circles, wherein staff members shared their reflections, perspectives, and experiences.

This work is challenging and, as with most things in life, **having a community of support helps**. We hope to continue having vibrant conversations and sharing diverse perspectives on racial equity. Please join us on our journey by visiting the "What We're Reading" section of this newsletter and checking out those pieces. If you're looking for more resources, head over to the [repository offered by Food Solutions New England](#).

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## Farmer Profile: Zach Bain



When he realized about a year and a half ago that he needed something more fulfilling in his life, Zach launched his first farm, a hydroponic business in Lowell, MA called [Lowell Lettuce](#).

While Lowell Lettuce has been a great success, Zach also wanted to have a more traditional production, deciding to participate in New Entry's Farm Business Planning Course in the fall of 2016. New Entry gave him the leg up he needed to start another small farm business, Bad Rabbit, at New Entry's incubator Ogonowski farm sight in Dracut, MA, with its first season being the spring of 2017. Zach graduated from the program in December 2016.

Because he grows primarily leafy greens, such as miniature head lettuces, salad mixes, and kale, at his hydroponic farm, Zach hopes to produce a wide variety of vegetables typically seen at a farmers' market, including tomatoes, cucumbers, eggplant, etc. His plan is to grow roughly 20 to 25 different vegetables at Bad Rabbit, which is currently a quarter acre. Zach hopes to continue maximizing his production within this acreage in the next couple of years, holding off on expanding the farm's size until he has a better sense how managing the first few years will pan out.

Though he had a background in farming, Zach highly values the education and skills he received from New Entry, most of all prizing how the initiative connected him to the farming community. Sharing similar dreams and passions with others has assisted Zach in making his farm a reality, believing that without New Entry, he would have had to hold off on starting his in-ground business for several more years. He feels New Entry also supports new farmers looking to enter the local food system, noting that there should be more of an emphasis on the local food market as greater uncertainties about the environment and the economy arise. With this idea, he pulls from his mission statement, claiming that he is "really attracted to the land stewardship side of farming." Small farmers have the ability, and even the responsibility, to leave their land in a better condition than when they started farming. While he states that sometimes the income from farming may not be high, the reward he receives from properly caring for the land, makes his occupation completely worthwhile.

Multitasking is certainly one of Zach's strengths, operating not only two different farming businesses mostly on his own, but also working as a marketing consultant. Zach explains that there is no simple answer to successfully starting a farm business. It is necessary to know that starting a farm is a process, making sure to prioritize what is really important. "The biggest thing is to be kind to yourself." Accepting that making mistakes is a natural part of the farming process will allow for greater successes at the end of the season.

near downtown Lowell, MA. Be on the lookout for Bad Rabbit Farm's website that will be live soon.

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**Explore Farming Workshop**

Free two-hour workshop and discussion is designed to help you start thinking about your future farm business

DATE: May 17, 2017  
TIME: 6:00pm – 8:00pm  
LOCATION: New Entry Office, Lowell, MA



The banner features a background image of various leafy greens growing in a field. The text 'Explore Farming Workshop' is prominently displayed in white. Below this, on a light yellow background, are details about a free two-hour workshop and discussion. To the right, the 'New Entry Sustainable Farming Project' logo is shown, which includes a diamond-shaped icon with symbols for a person, a plant, a chicken, and a hand holding a tool.

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## What We're Eating and Reading

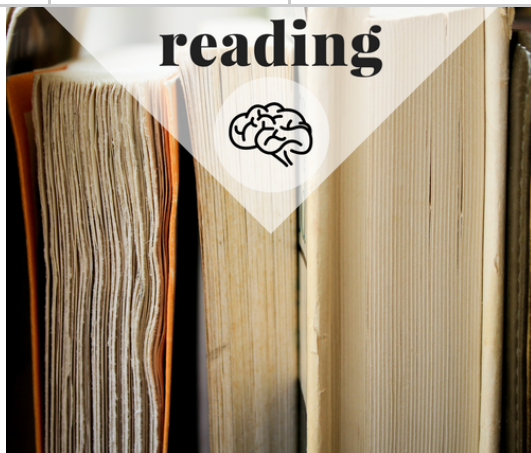


**Kimchi Fried Rice** [recipe link](#)

**Soup for Syria** *Celebrity Chefs Come Together for Syrian Refugee Food Relief*  
[buy the book](#)

*[A Letter from a Region in My Mind](#)*  
**by James Baldwin**

*[Dismantling Racism in the Food System](#)* **from Food First**



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## Volunteer Opportunities



### **Become a World PEAS Food Hub Volunteer!**

Food Hub volunteers serve at our warehouse in Lowell. They unload, unpack, pack, and prepare our customers' orders. This includes taking inventory, folding and unfolding boxes, and neatly packing shares, loading them onto pallets and our trucks, and cleaning up after we finish fulfilling orders.

Our food hub volunteers commit to one, two, or three mornings per week. Our schedule is as follows:



**Thursday 9:00 AM - 12:00 AM**

**Benefits:** Work alongside caring, friendly individuals committed to solving problems in our food system. Volunteers who can commit to at least two mornings per week for 20 weeks receive first pick of surplus produce. There is the opportunity to learn about the handling and use of unique produce.

**Next Steps:** To inquire about this volunteer position, email [maria.smith@tufts.edu](mailto:maria.smith@tufts.edu)

**To learn about more volunteer opportunities with New Entry visit <https://nesfp.org/volunteer>**

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## Volunteer of the Month!



**Congrats to our volunteer of the month, Crystal Juliano!**

Crystal is a painter, photographer and graphic designer. She studied fine arts and photography at Montserrat College of Art and has recently received a degree in graphic design from the New England School of Art and Design at Suffolk University.

Crystal is being recognized due to her exceptional work, positive attitude, and consistent willingness to lend a hand! Crystal has been assisting New Entry with graphic design projects since the fall, and has created flyers, recipe cards, advertisements etc.. Having Crystal as a committed volunteer has been

Here is what Crystal has to say about her volunteer work with New Entry,

"I learned to draw from my grandmother as soon as I could hold a pencil. I learned to garden from my father at a young age as well. I love food, I like growing food, but most of all I like helping people and that's what New Entry does. They help new farmers in too many ways to count, and they help people get fresh food on the table for their families. For these reasons, I jumped at the chance to help New Entry."

Crystal's work can be seen at

- <http://www.coroflot.com/crystalravesi/Graphic-Design>

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## Volunteer Opportunities

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*"A proper community, we should remember also, is a commonwealth: a place, a resource, an economy. It answers the needs, practical as well as social and spiritual, of its members—among them the need to need one another. The answer to the present alignment of political power with wealth is the restoration of the identity of community and economy."*

—Wendell Berry

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## We Are Hiring!



**New Entry is Hiring - spread the word!**

## Grant Writing Consultant for Proposal Development Services

We are seeking to engage an experienced [Grant Writing Consultant](#) on a contract basis through December 2017 with the option to renew a contract.

**Spend your AmeriCorps VISTA term with a dynamic team focusing on food and agriculture! We're hiring, [check it out](#):**

AmeriCorps VISTA Development Facilitator

AmeriCorps VISTA Food Access Facilitator

AmeriCorps VISTA Volunteer Facilitator

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## Promote Local Agriculture



*Drive in style while supporting local agriculture that helps sequester carbon for a healthier environment!*

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

We are proudly sporting our new Choose Fresh and Local license plates. **TAKE YOURS?** 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 Mass Farmers Markets continue to support farmers markets in the state. Additionally, having these plates on the road will continue to raise awareness of local agriculture in 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](http://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

### Donate

Your tax-deductible donation is accepted online through: Tufts University's Friedman School of Nutrition Science and Policy. **Designate the Friedman School, and**



**Project** to be sure your  
gift supports new farmers.



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## Contact Us

### Staff Directory

#### **We welcome your feedback!**

Please write to [nesfp@tufts.edu](mailto: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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