



November 2016

Dear Friends,

Happy November! After a busy, productive growing season, New Entry and our farmers are preparing for the winter months. Besides composting the Halloween pumpkins and dreaming hungrily of Thanksgiving, the end of fall means helping farmers develop crop bids for next year, sending staff to conferences in Washington, D.C., Connecticut, Maine, New York, Missouri, and Michigan, and digging into another round of the [Farm Business Planning Course](#).

In this issue, we have much to share with you. World PEAS is closing out our months of packing and distributing produce throughout the greater Boston area, and is hiring for one of two positions that have become available at New Entry. World PEAS is looking for a [Food Hub Coordinator](#) and our [Farmer Training Team](#) is expanding, if you know anyone who might be interested! We recently learned a great deal more about poultry health and welfare, and the [New England Farm Succession School](#) is coming up next month in Maine, New Hampshire, and Vermont. Staff members share delicious recipes featuring quinoa and barley, as well as interesting articles regarding urban farming and McDonald's egg purchasing; we catch up with one of the AmeriCorps VISTAs on staff this year; and we look forward to a fun and friendly volunteer day next weekend of planting 500 new maple saplings to help a New Entry farmer to kick off his farm business.

If you've been hoping to hear more about our farmers, look no further than the neat profile below of Noeuth and Kosall Deth, two New Entry farmers from Cambodia! We are proud of their work, and proud of ours too; at this time, we are indulging in gratitude

after being awarded two major grants—one for marketing assistance for farmers, and one for powerful new software for the Food Hub—the content of which you can explore more below. As always, we encourage you to order a [Choose Fresh & Local license plate](#) to support our work, and follow us on Instagram, Like us on [Facebook](#), and email us at nesfp@tufts.edu with any feedback you might have! And on November 16th, turn on [Local Lowell Channel 8](#) or head to LTC.org to check out the Health and Wellness edition of *Issue at Hand*, a show designed to raise awareness of the social justice organizations and resources in Lowell.

Hope you're having a lovely start to the new month. Thanks for all you do to make our work successful!

Yours truly,
Laurel Cohen
AmeriCorps VISTA Food Access Facilitator

In This Issue

- [Upcoming Events](#)
- [Now Hiring](#)
- [World PEAS End of Season Wrap Up](#)
- [What We're Reading and Eating](#)
- [Educating Poultry Extension Specialists in New England](#)
- [VISTA Highlight](#)
- [Volunteer Opportunities](#)
- [Farmer Profile](#)
- [Giving Thanks](#)
- [New England Farm Succession School](#)
- [Choose Fresh and Local License Plate](#)

Upcoming Events

November 4th-6th, [6th Farm-Based Education National Gathering](#), Concord, MA

- November 5th, 3:30 PM, Workshop Session E - Farmer-to-Private Landowner Partnerships and other Models of Farmland Access with New Entry's Noelle Fogg Elibol

November 5th, 8 AM - 4 PM, [Southern New England Livestock Conference](#), The Livestock Institute, Bristol County Agricultural High School, Dighton, MA.

- November 5th, Session 2 - 11 - 12 pm - Poultry 101 with New Entry's Jennifer Hashley;
Session 4 from 2 - 3 pm - Poultry Process for Sale with Jennifer Hashley

November 12th, 8 AM - 3 PM, New Entry Maple Sapling Volunteer Day, Sunny Meadow Farm and Community Garden, Chelmsford, MA

November 15th, 11 AM - 12 PM, Farm Credit East Webinar: [Business Basics for Beginning Farmers](#)

November 16th, 8 PM, Issue at Hand: Health and Wellness, Local Lowell Channel 8 and Streamed on [LTC.org](#)

November 16th, 1 PM, New Entry Hosts: BFRDP Application Process Webinar, [Register Here](#)

November 22nd, Deadline to Register for [New England Farm Succession School](#)

Now Hiring

World PEAS Food Hub Coordinator

Location: Boston and Lowell, Mass.



Organizational Description

The World PEAS Food Hub is a program of New Entry Sustainable Farming Project (New Entry). Our Food Hub embodies a unique relationship between producers and consumers, which benefits consumers, small-scale limited-resource farmers, local communities and the environment. New Entry is committed to providing training and education to beginning,

immigrant, and refugee farmers. New Entry is a fiscally sponsored project of Third Sector New England.

Job Overview

Oversee operation of the multi-farmer World PEAS Food Hub distributing fresh, locally-grown produce throughout the Merrimack Valley and Boston area. Operations include a 400-share Community Supported Agriculture (CSA) program, multiple wholesale accounts and a variety of community partnerships serving low-income and food insecure individuals. Goals include growth of the operation by expanding market channels and diversifying CSA offerings, increasing number of food access partnerships and establishing an institutional marketing program.

For more information on key job elements, qualifications, special requirements, compensation, and to apply visit the TSNE [job page](#).



Beginning Farmer Education and Curriculum Coordinator

Location: Lowell, Mass.

Job Overview

The Beginning Farmer Education and Curriculum Coordinator will develop new farmer education strategies and build curriculum to provide high-quality training to small-scale, direct market beginning farmers, both on and off the field, on multiple aspects of farm enterprise development. She/he will oversee educational programs, courses and practical skills workshops for diverse adult learners. Other important work includes working with the farmer training team to develop, educate and support new producers to achieve economically viable farm businesses through group learning, individual farm coaching and financial technical assistance. This person will also support case management/technical assistance for participants in New Entry programs and services.

For more information on key job elements, qualifications, special requirements, compensation, and to apply visit the [TSNE job page](#).

World PEAS End of Season Wrap Up



World PEAS Food Hub Staff and Volunteers celebrated the end of the season with a Volunteer Appreciation Potluck.

The World PEAS Food Hub is wrapping up its 12th successful season! New Entry staff and our cadre of fabulous, devoted volunteers facilitated an industrious and enjoyable 2016 season at the Food Hub, distributing over \$250,000 worth of produce throughout the greater Boston and Merrimack Valley region. That's a quarter of a million dollars-worth of fresh, delicious, local, small-scale agricultural bounty going out to over 300 CSA members, 12 community partners, and 2 wholesale accounts! New Entry is proud to continually expand access to fresh, healthy foods in under-resourced and low-income communities through our Food Access initiative. This season we distributed over \$85,000 worth of fresh food to 2,300 food insecure senior citizens, children, families, and individuals. And of course, we extend sincere gratitude to our tireless New Entry farmers who grew over 100,000 pounds of fresh food for us this season!

With two critical grant awards coming our way, we are thrilled to embrace modern, streamlined operations software that will simplify ordering for everyone in the procurement chain—farmers, New Entry staff, and CSA members alike—as well as make the management of financial and accounting information more intuitive and user-friendly. As a customer, that means you'll get higher quality service from staff who have more time to spend getting fresh food into our community!

We are already rolling up our sleeves to dive into winter planning that will make the 2017 season even more robust. We will spend the winter helping farmers to build crop plans, developing new community partnerships, and improving our systems for next year. We'd also like to announce that Emma Galante, our Food Hub and Food Access Coordinator, has stepped down from her position. While we'll miss her dearly, we're so proud of her work at New Entry and wish her the best of luck with her next opportunity. And thank YOU, as always, for taking part in what we strive for every day: building a resilient food system with empowered, productive farmers and enlightened, passionate eaters!

What We're Reading and Eating

For your enjoyment New Entry staff compiled their favorite fall recipes and notable articles.



Recipes:

[Barley Risotto with Beans and Greens](#)

[Quinoa Black Bean Pumpkin Soup](#)

[Squash Stuffed with Quinoa and Wild Mushrooms](#)

Readings:

[Will This New Bill Level the Playing Field for Urban Farms?](#)

Educating Poultry Extension Specialists in New England



Each October for the past six years, approximately 20 agricultural service providers from across New England have trekked to Maine for an annual SARE Professional Development Program to participate in a "training of trainer" Applied Poultry Science Training. The program is designed for personnel working in New England in Extension, USDA agencies, State agriculture agencies, non-government organizations, and private companies to learn new skills and information that will enable them to better advise farmers on poultry-related issues. New Entry's Project Director, Jennifer Hashley (and former livestock coordinator Sam Anderson) have been part of this group since its inception. This year's 2016 training program marks the end of the Phase I and Phase II programs and covered topics such as: what a poultry inspector looks for on the poultry processing line; ethnic and alternative marketing opportunities for poultry and poultry products; HACCP (Hazard Analysis and Critical Control Points) process development in poultry processing operations; rules and regulations related to NPIP (National Poultry Improvement Program); rule changes in certified organic and conventional poultry production; updates on current disease trends from veterinary and animal health research perspective; resource sharing on poultry slide shows and producer educational presentations; and a farm site visit to a local poultry farm to conduct a "Read the Farm" exercise and offer management suggestions to the farm operator. New Entry's Director, Jennifer Hashley presented on her experience learning how to artificially inseminate a breeder hen during her Eisenhower Fellowship in Nigeria and she presented a slideshow on her experiences in West Africa ([read the poultry blog here](#)).

Each year, the gathering offers new information, hands-on poultry training (we've done plenty of necropsy's on birds and learned a tremendous amount about poultry anatomy and physiology), webinars, field visits, and an opportunity to interact and share resources with other professionals supporting producers with poultry-related information. The group also has fun

with plenty of poultry jokes! For more information on the project and to check out all the great resources that have been developed by the group over the past six years, visit the UMaine website for Applied Poultry Training [Phase I](#) and [Phase II](#).

VISTA Highlight

Maria Smith, our Volunteer Recruitment Facilitator AmeriCorps VISTA has been working on capacity building measures to increase the efficiency of our volunteer program including updating our volunteer manuals, doing volunteer outreach and implementing recruitment protocol. At the end of her year of service she aims to leave behind a strong, talented volunteer base for New Entry. If you are interested in volunteering in any capacity please email maria.smith@tufts.edu



Volunteer Opportunities

We Need Your Help!

What: Maple Sapling Volunteer Days

Support local agriculture and join us in helping New Entry farmer James Degray of Cooking Buckets Sugar House to start his farm business by prepping soil and holes to plant five hundred new maple saplings!

When: Sat. November 12th 8:00am-3:00pm

Where: Sunny Meadow Farm and Community Gardens, Chelmsford MA

RSVP: Send an email to maria.smith@tufts.edu



“Choose Fresh and Local” License Plate Advocate Volunteer:

Do you want to get more involved in a sustainable food system? Then this position is for you! The purpose of the “Choose Fresh and Local” License Plate Advocate is to assist New Entry Sustainable Farming Project increase the public’s awareness about the “Choose Fresh and Local” specialty agriculture license plates, and help us to reach our goal of 3,000 plates issued by 2020. This will be done through social media posts, other online platforms, and in person outreach events. Proceeds from the license plates help support Massachusetts food and farming organizations. For more info visit <http://www.mafoodplate.org/> or email maria.smith@tufts.edu

Farmer Profile: Noeuth Deth and Kosall Deth



Noeuth with squash plants.

Noeuth Deth graduated from the New Entry Sustainable Farming Project's Farm Business Planning Course in 2007, at which time he began his first US farm business enterprise. Noeuth is originally from Cambodia and his native language is Khmer. Soon after Noeuth began to farm, Noeuth's son Kosall Deth, expressed an interest in learning about farm business enterprise in order to assist his father. Kosall attended the Farm Business Planning Course and graduated one year after his Dad, in 2008.

Noeuth's father was a farmer in Cambodia where the family operated a wholesale business consisting of two separate farming operations. They grew oranges in a grove near his house and they produced rice in separate fields farther away from his home. Since the different crops were harvested during different seasons, the family did not have to split their time between fields, and they could focus on either one crop or the other throughout the year.

Noeuth describes the weather in Cambodia as being either "warm or hot" and growing and harvesting takes place "during the entire year". Noeuth admits that he has had difficulty adjusting to the temperature differences he encounters when farming in the U.S. Noeuth's advice to beginning farmers is to begin early and "pay attention to when the seeds should be expected to sprout, rather than waiting for the warm weather to begin." He feels that he was held back in his first season when he did not prepare well enough in advance of the growing season and this experience informed his direction during subsequent seasons.

Noeuth and Kosall are currently farming together on a ½ acre plot of land in North Andover, MA. Their crops are very diverse and include: Asian cucumber, water melon, fuzzy gourd, small eggplants, tomato, summer squash, amaranth, taro, green onion, and bitter melon. The pair sell most of their produce through the World PEAS CSA and sometimes to small Asian stores in Lawrence.

In regard to financial payoff, Noeuth said that if you compare pay from farming operations to pay from an office job... you lose. But when you take into account the “opportunity to work outdoors, the opportunity to exercise and opportunity to make your own decisions... you win.”

Giving Thanks

New Entry is giving thanks for two new grants:

USDA Agricultural Marketing Service (AMS) Farmers Market Promotion Program (FMPP) has awarded New Entry Programs with a grant to strengthen small-scale farm businesses.



The overall goal of this FMPP Project is to provide detailed, intensive direct market training and technical assistance to prepare at least 300 new and beginning farmers to successfully enter and expand the direct-to-consumer marketplace as earnest professionals poised for long-term success. By giving small-scale and beginning farmers access to the direct market education and promotional tools they need, they will increase farm revenues by 150%, connect more consumers to locally produced food, and build sustainable, long-lasting, and lucrative enterprises that will be the cornerstones of their communities and of the local food landscape.

Project beneficiaries will increase their knowledge and understanding of the nuanced direct-to-

consumer marketing strategies required for success in the various market channels (farmers' markets, CSA, farm/roadside stand, restaurants, etc). The families of the low-income and under-resourced farmers we work with will benefit from the increased farm income to supplement their household income. By continuing to hone their direct-to-consumer marketing skills by participating in on-going marketing training offered by New Entry, particularly through our online learning opportunities and follow up technical assistance, farmers statewide will evaluate new marketing approaches, adapt direct-to-consumer marketing outlets, increase annual revenues and develop stable markets to improve sustainability and success of their farm enterprise.



USDA Risk Management Agency (RMA) Education and Partnership Project Grant will help New Entry educate beginning farmers about financial management and risk management solutions for long-term economic viability.

New Entry will provide crop insurance outreach, risk management and financial management education, training and technical assistance to 300+ small, limited-resource and socially-disadvantaged beginning farmers in 9 Eastern Massachusetts counties. 1,000 beginning and socially disadvantaged farmers will receive crop insurance outreach and risk management information via outreach, e-newsletters, and website materials. RMA-funded workshops will include [Explore Farming](#) planning sessions, [Farm Business Planning Courses](#) (offered in fall and winter), field trips, and field-based specialty crop workshops.

New England Farm Succession School



Planning for farm succession can be challenging! The Farm Succession School is for senior farmers and farm couples looking for a bit of structure and motivation to tackle succession planning. Participants will come away with a concrete plan for their farm business, land, and retirement. Open to farmers in all New England states. This is a three-session program. Each session will be from 10:00 a.m. - 3:30 p.m. and includes lunch and refreshments.

[Augusta, Maine:](#)

December 6, 2016; January 24, 2017; February TBD

[Concord, New Hampshire:](#)

December 7, 2016; January 25, 2017; February TBD

[Randolph, Vermont:](#)

December 8, 2016; January 26, 2017; February TBD

The School will be offered in Massachusetts, Connecticut and Rhode Island in 2017-2018.

The fee is \$300 per farmer or farm couple and includes lunch, refreshments and course materials. PLUS participants will **receive a \$200 credit** toward hiring succession-related technical assistance. Instructors include: Jon Jaffe, Farm Credit East; Kathy Ruhf, Land For Good; and an attorney with expertise in succession planning in each state.

Sponsored by [Land For Good](#). For more information or to register, call (603) 357-1600 or go online to landforgood.org/rsvp. **Registration deadline extended to November 22, 2016.**



Choose Fresh and Local License Plate

We did it! Thanks to your support, 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 - do you have 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](#) - THANK YOU!

Get a plate!



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.



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.

Upcoming Classes

Contact Us

Staff Directory

We welcome your feedback!

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