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September 2016

Dear Friends,

Summer is winding down, the days are becoming shorter and cooler, but New Entry farmers still have much to do; they're planning, sowing seeds, and busy gearing up for September and the World PEAS Fall Share.

A big thank you to everyone who came out to our 9th Annual Farm Tour on August 18th, to Cafe UTEC for the incredibly delicious catering (which featured produce grown by New Entry farmers), and to Farmer Dave for our first ever Farm Tour hayride! We were honored to welcome 30 guests, including Congresswoman Niki Tsongas and multiple USDA staff. Jackie Kemp featured the 2016 Farm Tour in her blog, [Is Farming the New Rock and Roll](#).

New Entry is preparing for our Fall 2016 Session of the [Farm Business Planning Course](#), if you've taken the [Explore Farming Workshop](#) (September 27th) and are ready to start your farm business this course is for you. The Farm Business Planning Course meets on Tuesday evenings for 8 weeks starting on October 18th. In this course, students will learn to identify goals, timelines, resources, and assets for a successful farm business as well as develop the individual elements necessary for an effective farm business plan, including enterprise budgets, a crop plan, cash flows, marketing and more.

In addition to the Fall Farm Business Course, New Entry is gearing up to host the NIFTI National Field School in Ann Arbor, Michigan in October, we've released new online farm business resource videos, and our Director Jennifer Hashley will be back from her



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Upcoming Events

September 6 - **CANCELED** [Field Workshop: Season Extension & Ideas on Late Season Crops](#), 4-6 PM, Smith-Healy Farm, 300 Jones Ave, Dracut, MA

September 18 - Boston Local Food Festival, 11 AM - 5 PM, The Rose Kennedy Greenway

September 27 - [Explore Farming Workshop](#), Lowell Office, 5 PM - 7 PM

October 18 - [Farm Business Planning Course Fall Session](#), Lowell Office, 6 PM - 9 PM

Welcome New Staff!

Michael Massicotte joined New Entry as the Director of Finance and Administration where his responsibilities include strategic planning, business development and financial reporting activities. Supporting New Entry's training and educational footprint nationally, Mike oversees human resources, funding and grant management activities, as well as the information technology platform critical to the growing enterprise. More about Mike [here](#).

Maria Smith is serving as the AmeriCorps VISTA Volunteer Recruitment Facilitator at New Entry. Maria's role here is to expand efficiency in volunteer recruitment, training, and management as well as to grow our network of current volunteers to better serve New Entry farmers and programs. Maria is from Chelmsford MA, and recently graduated from Salve Regina University as an Environmental Studies major. During her time there she worked in the University's hydroponic research lab and on projects to increase the public's awareness surrounding hydroponic growing and the importance of food security. Maria is extremely excited to be working with New Entry and the Lowell community to help further healthy food systems! You can reach Maria at maria.smith@tufts.edu.



World PEAS CSA Fall Share

**Local produce grown using organic and sustainable farming practices:
No GMO's, synthetic fertilizers, pesticides, fungicides, or herbicides**

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!](#)

The World PEAS CSA is a weekly delivery of fresh produce grown sustainably by beginning, immigrant, and refugee farmers in the greater Boston Area. The 8-week Fall Share is available now. The share includes fresh vegetables and fruit with over a dozen pick up locations. The first share has gone out, but there is still time to [sign up](#) to get the remaining 7 shares.



We now accept SNAP benefits as payment. Inquire at 978-654-6745 for more information.



Join the World PEAS Food Hub Team

World PEAS needs a Delivery Assistant Volunteer! This volunteer will assist the Operations Coordinator in packing and delivering fresh, locally grown produce throughout the greater Boston and Middlesex County regions.

Tasks/Responsibilities: Work with a team of volunteers and staff to pack fresh, local produce at the World PEAS Food Hub. Ride in the delivery truck with the Operations Coordinator to deliver produce, helping to load/unload boxes, push a hand truck, and navigate to delivery sites.

Time Commitment: This position takes place on Tuesdays from 9am to 5pm for the months of September and October. **Site/Supervision:** This position takes place at the World PEAS Food Hub located at 199 Crosby St. Lowell, MA (from 9am to noon) and in our delivery truck (from noon to 5pm.) This position reports to the World PEAS Food Hub Coordinator and works alongside the Operations Coordinator.

Benefits: Contribute to a small but growing non-profit organization with a mission of training new farmers and increasing access to fresh food for low-income communities in Massachusetts. Learn hands-on about the aggregation and distribution logistics of a local Food Hub operation. For each week of service, volunteers receive a small CSA share filled

Contact Info/Next Steps: Inquire about the Delivery Assistant Volunteer position [here](#) or email our AmeriCorps VISTA Volunteer Recruitment Facilitator, [Maria](#).



Farm Financial Management Videos

Check out our page for farmers on [Farm Financial Management](#). There you will find useful learning resources and tools for farmers looking to grow their businesses, including farm financial management videos that introduce several local farm financiers and farmers who have successfully used capital to advance their farm business. Thanks to funding from the Northeast Risk Management Agency for enabling us to do this work!

5th Annual NIFTI National Field School

Each year, the [National Incubator Farm Training Initiative \(NIFTI\)](#) National Field School provides an opportunity for Incubator Farm Project staff from across the country to gather, share best practices, and troubleshoot common challenges. This year's Field school is being held in Ann Arbor, Michigan October 25 - 27, 2016.

The 5th NIFTI National Field School will include workshops, skills-based training, and discussions designed to critically examine the Incubator Farm as a model of beginning farmer training, and to grow the professional skills of Incubator Farm Project staff nationwide. The first two days of the conference are dedicated to workshops and discussion, and the third day will include farm tours of local Incubator Farm Projects.

Some of the topics that will be addressed are:

- Access to Land
- Fundraising
- Business Planning

- Conflict Resolution
- Marketing and Distribution

Register for the event [here!](#) To become a A National Field School Sponsor [click here!](#)



USDA NIFA Awards New Entry Grant

More help is on the way for new farmers and ranchers. USDA NIFA Apprenticeship Award to New Entry Sustainable Farming project for National Farm and Ranch Learning Network.

The United States Department of Agriculture (USDA) National Institute for Food and Agriculture (NIFA) is providing a three-year \$600,000 grant to New Entry to work with five other groups in creating and coordinating the new network. This new collaboration will harness the collective power of six new and beginning farmer and rancher apprenticeship programs to create a national farm and ranch learning network.

These groups and advisers will identify gaps and develop new resources and training materials for the management or facilitation of apprenticeship learning programs. Two key goals include the development of a toolkit that explains how to design and deliver a quality, legal apprenticeship program, and a national apprenticeship clearinghouse that offers training modules, project materials, and technical assistance referral services. The new network will offer regional workshops and national webinars. It will also explore opportunities to develop post-apprenticeship support services for newly trained producers, such as access to farmland and credit.



The USDA data shows that over 40 percent of farmland will change hands in the next two decades, aspiring farmers and ranchers need hands-on experience, training, and mentorship. The need for a network was identified in an eight year effort to elevate food and agriculture as a national priority by the AGree Initiative. AGree collaborated with New Entry and will be among the advisers involved in the project. The other collaborators are: Rogue Farm Corps, OR; Quivira Coalition, NM; Dairy Grazing Apprenticeship, WI; Maine Organic Farming and Gardening Association, ME; and Vilicus Training Institute, MT

"This is an incredible opportunity to bring together a diverse group of apprenticeship training programs to strengthen and share best practices in experiential learning opportunities for beginning farmers and ranchers. Aside from growing up on a farm, new



ranch mentors provide the practical skills and training new farmers and ranchers need to operate economically viable operations." - Jennifer Hashley, New Entry Director and project lead on the national initiative.

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!](#)

The plates are now on the road! Our next goal is to get to 3,000 plates on the road in the next couple of years. 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.



The cost is \$20/year (or \$40 per two-year renewal) in addition to your regular registration cost - it's an easy way to contribute (tax-deductible charitable donation) and show your support of local food, farmers, and markets! Visit our website to find out [how it works](#) - THANK YOU!

If you registered before January 2016, paid for your plate, have been assigned a number, and are still waiting for information from the RMV, please contact us at info@mafoodplate.org so we can help!

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.

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.

Contact Us

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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.

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