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create, cultivate, conserve
e-newsletter



In This Issue

- [Upcoming Events](#)
- [World PEAS 2016 CSA Shares are Now Available!](#)
- [Massachusetts Department of Agricultural Resources \(MDAR\) provides funding for World PEAS Food Hub infrastructure](#)
- [Welcome New Staff!](#)
- [Fall Business Planning Course is Underway with New Consulting Instructor, Andy Pressman](#)
- [The 1st Annual Northeast New Farmer Winter Gathering!](#)
- [New Entry featured on 2015 Good Food Org Guide](#)
- [Ready to start your own Farm Business?](#)
- [AmeriCorps VISTA](#)

November 2015

Dear Friends,

With bellies full of turkey, cranberries, and potatoes (that we hope were locally raised and grown) the season of thanks is upon us! December 1st is [Giving Tuesday](#) and who better to give to than New Entry! Our programs support the beginning farmers that provide the community with local, fresh produce, which create the meals that bring us together. Our training and education programs in horticulture and livestock, combined with technical assistance, access to land, and market support help provide a solid foundation to cultivate the next generation of local food producers that keep our fields and landscapes actively growing food for our communities!

#GIVINGTUESDAY™



Throughout the growing season, New Entry facilitates giving back to those in need through our [low-income food access and food justice work](#). The New Entry World PEAS Food Hub not only aggregates and distributes fresh and local produce through our [CSA program](#), but it also serves multiple limited food access markets. This year, \$88,606 worth of produce went to 1,821 low-income individuals who were served through our [partnership](#)

[Member, Haley](#)

[Anderson, Gives](#)

[Insight to Working for](#)

[New Entry](#)

- [Choose Fresh and Local License Plate](#)



Support local agriculture and be an early adopter. Get your specialty Choose Fresh and Local License Plate today!

www.mafoodplate.org



About Our Work

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 is to assist multi-cultural individuals with agricultural backgrounds to successfully enter farming in Massachusetts. The broader goals of New Entry are to support the vitality and sustainability of the region's agriculture, to build long term economic self-reliance and food security among participants and

[organizations](#) in the Greater Boston area. Additionally, \$19,865 in donations helped support our low-income food



access programs. If you are interested in joining us to help us grow our impact and train more farmers and feed more families, please consider contributing to our

programs!

[Join us on Giving Tuesday](#) to help us reach our **\$20,000 year-end goal** - we encourage you to make a tax-deductible donation online through Tufts University's Friedman School of Nutrition Science and Policy. Please select the Friedman School and specify that you would like your donation to support the New Entry Sustainable Farming Project. Please [donate](#) now. We are grateful for your support of your local and regional food system and for making local food accessible to all - **Thank You!**

In this newsletter, we encourage you to lock in current 2015 pricing for your 2016 CSA Shares and we invite you to celebrate with us about a new grant New Entry was awarded. Also, we invite you to help us spread holiday cheer by welcoming our new employees, spreading the word about our open positions, joining us for upcoming winter events, and giving a gift that keeps on giving - by purchasing the specialty "Choose Fresh and Local" Ag license plate this season. There is a lot to be grateful for and we look forward to celebrating the holidays in the month to come!

their communities, and to expand access to high-quality, culturally appropriate and locally-grown foods.

To learn more, please visit our website at www.nesfp.org.

Join us in supporting new farmers!

[Donate now!](#)

Be a part of the sustainable food revolution! Help us 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. As we expand our work, we invite you to join in our mission.

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. And THANKS!

Register for your [Choose Fresh and Local Special License Plate](#) to support our work!



New Entry's World PEAS Food Hub supplies produce for the Medford Farmers Market Family Share program. Above, Rosie Gill, teaches participants basic cooking skills using the weekly fresh produce selection grown by New Entry farmers.

Upcoming Events

November 30 - ["Harvesting a Profit" webinar series](#) by Farm Credit East, 12 pm

November 30 - An Evening with Temple Grandin: My life with animals, a public lecture at Tufts University's Cohen Auditorium, Medford, MA. 6 - 8 pm EST. \$20, [RSVP here](#).

December 1 - Livestock Behavior & Welfare: Experience, Research, and the Impact on My Life and Teaching by Temple Grandin, PhD, Professor of Animal Science, Colorado State University, 6:30pm-8:30pm, Agnes Varis Auditorium, Cummings School of Veterinary Medicine, \$20 suggested donation at door.

December 2 - [Beef Cattle Handling Workshop with Temple Grandin](#), Tufts Vet School, North Grafton, MA. 9 am - 12

Volunteer!

We frequently host volunteer groups on our farm. We have hosted up to 100 volunteers and engaged schools, corporate programs and community groups. To learn more, contact nesfp@tufts.edu.

Upcoming Classes

The **Winter 2016** course will be offered from January 9 - February 27, 2016.

For more information and to register, please visit our [website](#)

Staff Directory

Project Director
[Jennifer Hashley](#)

World PEAS Food
Hub Coordinator
[Emma Galante](#)

Program and Finance
Coordinator
[Kimberley Fitch](#)

Program and Finance
Manager
[Teresa Shroll](#)

Farmland Matching Service
Coordinator
[Noelle Fogg](#)

BFN/Mass & Farmer
Resource Coordinator
[Nora Saks](#)

National Technical

pm ([producer application here](#), limited space available - free).

December 7 - [Making It Happen: Profitability and Success \(Southeast MA\)](#), Anawan Grange Hall, Bay State Rd, Rehoboth, MA, \$15, 9:30 am - 5 pm

December 7 - 2015 Annual Farmer Meeting for the World PEAS Food Hub, Lowell Office, 6 - 8:30 pm

December 12 - [1st Annual Northeast New Farmer Winter Gathering](#), The Arts Block, 14 Hope Street, Greenfield, MA, 9:30 am - 8 pm

December 16 - [Explore Farming](#), Lowell Office, 6 - 8 pm

World PEAS 2016 CSA Shares are Now Available! Purchase Now and **Lock in** the 2015 prices.



The [World PEAS Food Hub](#) celebrates the launch of its 2016 season by offering a special pre-season rate! If you visit our [on-line](#)

[store](#) between now and Dec. 31st, you can purchase a World PEAS CSA share at our 2015 prices. Are you looking for the perfect holiday gift? Consider a World PEAS CSA share! Our newest product for 2016 is called the "[Specialty Share](#)", which includes primarily ethnic and other specialty crops, for the intrepid cook.

World PEAS Food Hub is unique because it is a multi-producer program. This means that instead of the produce all coming from one single farm, the produce delivered is grown by over 30 beginning, immigrant, and refugee farmers, as well as a variety of local orchards and berry farms. Many World PEAS farmers grow crops on less than 1 acre of land, and many

Assistance Coordinator

[Brianna Bowman](#)

Community Food Projects
Coordinator

[Sarah Lambertson](#)

Americorps VISTA Food
Access Facilitator

[Devin Ingersoll](#)

Americorps VISTA
Development Facilitator

[Haley Anderson](#)

Americorps VISTA
Volunteer Recruitment and
Process Facilitator

[Christina Rohrbacher](#)

Farm Business Planning
Course Classroom
Consultant Instructor

[Andy Pressman](#)

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.

have limited English
language skills, adequate
transportation, or
computer literacy- all of
which are needed to be
able to develop an
individual CSA. World

PEAS CSA aggregates produce to remove these barriers,
allowing World PEAS farmers to connect directly with World
PEAS consumers.

Our produce is grown locally and harvested fresh, within
hours of pick-up. World PEAS farmers use organic and
sustainable growing practices, and they are prohibited from
using synthetic pesticides, fungicides, herbicides, fertilizers,
and GMO seeds. They also receive technical assistance
and support year-round from New Entry staff to maintain
production integrity in their fields and farm products. Our
farmers act as stewards of rural and suburban lands, by
increasing soil fertility and health while preserving agrarian
landscapes. We source additional fruits and vegetables
from farms within 100 miles of Boston that use certified
organic practices, compliant but un-certified organic
practices, or Integrated Pest Management (mostly for local
fruit and sweet corn).



Visit our [online store](#) to view all the delectable options, and
purchase your World PEAS CSA today!



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.

Massachusetts Department of Agricultural Resources (MDAR) provides funding for World PEAS Food Hub infrastructure

This fall, [MDAR](#) awarded New Entry with a \$33,509 award for *Expanding Operational Efficiency to Increase Fresh, Healthy Locally-Grown Food in Low-Income Urban Communities!*



This urban agriculture grant provides the means for the World PEAS team to purchase much needed capital infrastructure and equipment for the Food Hub warehouse.

During the 2015 season, multiple pieces of equipment in the Food Hub were on their last legs or completely retired. This equipment is critical to our 300+ CSA member operation and the thousands of low-income consumers we deliver fresh, healthy, local food to via strategic partnerships with community health centers, senior centers, food banks, and other social service programs.

This grant will supply funds to purchase a new refrigeration cooler unit that will be installed inside the World PEAS packing site and a replacement refrigerated box body that will be attached to the cab of one of our 14' delivery trucks to keep the produce cold during transportation and delivery. And that's not all! This MDAR grant also provides funding to install roller tables at the warehouse - this will help us maximize our packing space as we fill all those boxes each week with fresh produce! These important upgrades allow us to implement efficient systems to pack, cool, and deliver CSA shares and meet the needs of our community partners more efficiently.



Thanks to this state funding and your ongoing support, our World PEAS Food Hub and food access work can continue to grow and improve for our 2016 shareholders and partners. To learn about becoming a shareholder, click [here](#). For volunteer opportunities at the World PEAS Food Hub, contact our Volunteer Coordinator, [Christina Rohrbacher](#).

Welcome New Staff!

Fall Business Planning Course is Underway with New Consulting Instructor, Andy Pressman

New Entry is excited to welcome [Andy Pressman](#) as the consulting instructor for New Entry's Farm Business Planning Course! Andy's range of knowledge from crop planning, to markets, to equipment has been a great fit for our students with a variety of interests in the Fall Session of our [Farm Business Planning Course](#).



For Andy, farming is a family affair. He operates [Foggy Hill Farm](#), a diversified vegetable farm, with his wife, 2 daughters, and son in Jaffrey, New Hampshire. His weekends are a "quagmire of work and play" with preparing for CSA pickups, soccer games, and swimming in the lake. His two daughters, 8 and 10 years old, often join him at the

farmer's market with their own cut flower business and jams and jelly business. Clearly, the apple does not fall far from the tree.

Connecting to nature, the seasons, soil, and their community of farmers all contribute to the Pressman's quality of life. "Farming is the cornerstone of our family", Andy says.



As a young boy, Andy managed a garden with his grandfather and since then, he knew he wanted to become a farmer. With no farming experience or farming predecessors, his parents thought this was a fleeting phase. From Ohio to New England, Andy has been farming for 15 years now.

When Andy isn't teaching the Farm Business Planning Course or tending to his own family farm, he is providing technical assistance to farmers and educators with [ATTRA Sustainable Agriculture Program](#). ATTRA is a program run through the [National Center for Appropriate Technology \(NCAT\)](#), which helps people by championing small-scale, local, and sustainable solutions to reduce poverty, promote healthy communities, and protect natural resources. For 9 years, he has been doing everything from writing manuals to traveling across the country providing technical assistance.

If you are interested in the Classroom or Distance Learning Winter Sessions of the Farm Business Planning Course, please contact New Entry's Beginning Farmer Resource Coordinator, [Nora Saks](#).

New Entry is Hiring!

Join the New Entry team and make a lasting impact in the lives of beginning farmers.



The New Entry Sustainable Farming Project is seeking two full-time, year-round positions to join our team in Lowell, MA. The positions are [World PEAS Food Hub Program Manager](#) and [Technical Assistance and Incubator Farm Manager](#). We offer competitive non-profit salaries and generous benefits. Participants from diverse backgrounds are strongly encouraged to apply. Cross-cultural experience required.

We are looking to fill the World PEAS Food Hub Manager position this winter, or until suitable candidates are identified and the Technical Assistance and Incubator Farm Manager by March 1, 2016. Please share widely with your networks.

Full job descriptions and applications can be found [online](#).



The 1st Annual Northeast New Farmer Winter Gathering!

Are you a new or young farmer seeking learning opportunities, conversation, food, or music? You're in luck - The FIRST EVER Northeast New Farmer Winter Gathering is happening Saturday, December 12, and it is completely free! This is a full day affair, open to the public, starting with workshops at 9:30 am and ending with a party at 8 pm.

This event is hosted by an amazing group of networks: the newly minted Northeast New Agrarian Network, a collaboration between the Young Farmer Network of

Southeastern New England, the [Hudson Valley Young Farmers Coalition](#), the [New Connecticut Farmer Alliance](#), [Beginning](#)

[Farmer Network of Massachusetts](#), [Harvard Food Literacy Project](#), the [New England Farmers Union](#), and the [National Young Farmers Coalition](#).



These networks have come together to facilitate a friendly environment to help build a more inclusive and equitable food system. In the workshops, we will talk about young farmer organizing, advocacy, anti-racism, best practices, and cooperatives. After the workshops, the party continues with pizza, a cash bar, and music.

Join us at The Arts Block, 14 Hope Street, Greenfield, MA. Donations are greatly appreciated at the door.

We hope to see you there!

For more information and possible carpool contacts, visit the event [Facebook page](#). Please RSVP [here](#) and any other questions can be directed to [Nora Saks](#).



New Entry featured on 2015 Good Food Org Guide

For the second year in a row, The Food Tank and The James Beard Foundation have chosen the top 1,000 food related nonprofits in the United States to feature in an online database called the [Good Food Org Guide](#).

This year New Entry was selected!



Users can search for New Entry and other organizations by keyword, category, or location to see our unique profile including contact information, description, logo, social media links, directions, and photos. Check it out [here!](#)

Ready to start your own Farm Business?
Sign-up now for New Entry's Winter 2016 Farm Business Planning Courses.

We offer both a classroom-based and a distance learning / online version of our [Farm Business Planning Course](#).

In this course, you will gain the skills to:

- Identify goals and timelines for your farm business
- Identify necessary assets and resources
- Select the products that you want to market
- Conduct market research and learn how to promote and price your product
- Develop all the components of an effective and strategic business plan
- Weave elements together into a cohesive farm business plan



How to Apply

Classes begin in January. If you're interested in taking the [Farm Business Planning Course](#) this winter, we invite you to first attend [Explore Farming](#), our free, two-hour introductory workshop. Explore Farming is a pre-requisite for our Farm Business Planning classroom course.

To attend Explore Farming and/or apply for either the classroom or distance learning course, please contact [Nora Saks](#).

AmeriCorps VISTA Member, Haley Anderson, Gives Insight to Working for New Entry

When I, [Haley Anderson](#), saw the opportunity to be a part of New Entry and their work in sustainable agriculture, my interest was immediately sparked; so much so, that I moved to



Massachusetts from Arizona! The last 5 months have been a fulfilling and educational experience for me as the AmeriCorps VISTA Development Facilitator.

Some of my duties include fundraising for New Entry through

grant research, soliciting sponsorships, and cultivating past and future donors. My first months here have been very hands-on. Much of my time has been spent at the New Entry World PEAS Food Hub and attending the Explore Farming and Farm Business Planning Courses. By immersing myself in all the programs that New Entry offers, I feel that I can better understand the needs of the organization and beginning farmers. Learning the ins and outs of New Entry guides me in the development work I do for New Entry.

My one year assignment started with a confidence boost in the sponsorships and funds I was able to raise for New Entry's Annual [National Incubator Farm Training Initiative](#) (NIFTI) National Conference. By reaching out to sponsors and donors for the conference, farmers from across the country, who would otherwise not be able to attend, received scholarships to participate and share their experiences as participants in farm incubator programs. They were then able to apply this new knowledge to their own successful farm businesses.

I also reach out to and



visit our incubator farmers on their plots at the Ogonowski and Smith Farm Incubator training sites. My interactions with the farmers allow me to create farmer profiles for our website and the newsletter you are reading now! Every month, I aim to create a colorful newsletter that reflects our programs and the wonderful people New Entry serves.

Creating relationships with my new community of Lowell has been a pleasure. For grant opportunities or possible collaborative efforts, please contact [Haley Anderson](#).

Choose Fresh and Local License Plate

[New Entry Sustainable Farming Project](#) and [Mass Farmers Markets](#) are launching a specialty license plate to support new farmers, farmers' markets and a vibrant Massachusetts food economy. Be an early adopter and supporter of the local food system in Massachusetts by signing up for a [Choose Fresh & Local license plate](#). We currently have over 850 paid registrations, so in mid-2016, we will see our plates on the road! Thank you to all who have registered and paid to date - and it's not too late to register another vehicle or encourage others to do the same! We still have a short-term goal of getting to 3,000 plates in the next couple of years, so sign up today and better yet - give the gift of a plate to your special someone

for the holidays! Click here to [download a gift certificate](#).



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 on top of regular registration fees (or \$40 per two-year renewal) - it's an easy way to contribute and show your support of local food, farmers, and markets! [Register today](#) - have your drivers' license and current plate number handy for speedy sign up. Visit our website to find out [how it works](#), and to [sign up](#) - THANK YOU!



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