

MINNESOTA FRUIT & VEGETABLE GROWERS ASSOCIATION

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December, 2005 Volume 19, No. 5

A Note From The Board

The cold and snow have arrived and "wind chill" is back in our vocabulary. The Christmas decorations were displayed before the Jack-O-Lanterns were carved and the Thanksgiving pumpkin pie was baked. Retailers are rushing us into the next shopping season and we are all rushing here and there to keep up with all of our activities. But there are things that shouldn't be rushed.

For most fruit and vegetable producers, the weather and the calendar say this growing season has ended and it's time to finish the odds and ends and prepare for winter. Mother Nature gives Minnesota growers time to re-group, time to sit back and breathe after the hustle and bustle of a full growing season trying to cope with whatever the weather brought – rain, drought, hail, damaging winds, cold temperatures when you need warmth and heat when you could have used it a few degrees cooler. And through it all, you hope for the best. When you have time to sit down and think about it you hope to say 'we had some ups and downs, but overall we had a pretty good year' and to end the season in the black with money in the bank.

This winter while you re-group and think back on last year, remember to think ahead to next year. What problems do you need help solving? What questions do you need answered? Would you like another grower's advice on an issue before you make a final decision on what to do? Are you thinking about adding crops or changing your mix? Are you wondering if there's a better way to market your product – something more creative and imaginative? Is your display drawing attention at the market? Does anyone have new ideas on how to effectively manage weeds and plant diseases? Are there any new crop insurance programs available?

The MFVGA Board of Directors and specialists from the University of Minnesota Extension Service have worked very hard to bring you an opportunity to address issues and get answers to your questions at the 2006 Upper Midwest Regional Fruit & Vegetable Growers Conference on February 2 & 3, 2006. If you're a new grower and have lots of questions, come to the Beginning Grower Workshop. If you're wondering how to transfer the farm to the kids, come to St. Cloud early for the Farm Transition and Estate Planning Workshop. We've tried to schedule the workshops and the conference to efficiently use your time and maximize your benefits. And with the help of the USDA – Risk Management Agency, we can keep the opportunities affordable.

As one Board member stated, farmers really only get one shot a year to do most of the things you do. Come to the conference, listen to the speakers, talk to other growers and make that one shot your best shot.

See you in St. Cloud.

Upcoming Events:

Beginning Grower Workshop

January 31 and February 1, 2006
Radisson Suites Hotel – St. Cloud, MN
See page 7.

Farm Transition & Estate Planning: Build Your Exit Strategy

February 1, 2006
Radisson Suites Hotel – St. Cloud, MN
See page 8.

Upper Midwest Regional Fruit & Vegetable Growers Conference & Trade Show

February 2 & 3, 2006
St. Cloud Civic Center – St. Cloud, MN
See pages 3 & 4.

Peddling Your Pickles Safely?

March 28, 2006 – Staples, MN
March 30, 2006 – Waseca, MN
See page 12.

2006 North American Berry Conference

January 4-6, 2006 – Savannah, GA
For more information contact NASGA at 814-238-3364 or go to www.nasga.org

**Send your registration form in today for the
Upper Midwest Regional
Fruit and Vegetable Growers Conference.**

**Registrations received before
January 6, 2006
qualify for the "Early Bird" Drawing –
a gift certificate for
a night at the Kelly Inn.**

Asparagus – Getting it right from the start

Whether you are thinking about adding asparagus to your operation or whether you have been growing asparagus for a long time, it is important to know the proper techniques when starting a new production field. This presentation will cover details of site selection, ground preparation, field layout, variety selection and planting techniques.

Maximizing Asparagus Yields Through Good Weed Control Practices

Several new herbicides have been registered for asparagus recently. The new and previously registered herbicides give growers many options for pre- and post-emergence weed control. Choosing the best herbicide combinations and applying them at optimum timing will help growers obtain maximum yields for many years. Incorrect herbicide use can reduce yields and shorten the life of a field.

Grower Profile: Russ Willenbring – Produce Acres, Cold Spring, MN

During an age of corporate farms owning thousands of acres, Produce Acres and the Willenbring family are committed to the Family Farm. The seventy-five acre farm relies on nutritional value and quality of their products, not simply the quantity of product. With generations of farming experience behind them, they believe they provide the best value produce on the market. In addition to asparagus, their product line includes cabbage, beans, onions, basil, sweet corn, pickles, tomatoes, rhubarb, dill, pumpkins, gourds and corn shucks – all hand-picked and pesticide-free using biodynamic inputs.



Dr. Bernie Zandstra is a professor at Michigan State University. He does research on weed control in fruit, ornamental and vegetable crops. Current projects include weed control alternatives for methyl bromide in herbaceous ornamental production, weed control in seedling Christmas trees, controlled flaming for weed control between rows of vegetables, reduced rates of herbicides in vegetable crops, and new herbicides for residual control in fruit crops.

Dr. Zandstra authors the Michigan Weed Control Guide for Vegetable Crops bulletin and the weed control section of the Michigan Fruit Management Guide. He also is Field Research Director of the IR-4 Center (National Program for Minor Use Registrations) at Michigan State University. Dr. Zandstra does weed control research on most vegetable crops, including asparagus, snapbean, carrot, celery, sweet corn, cruciferous crops, cucumber, herbs, lettuce, mint, onion, pepper, strawberry and tomato; also apple, blueberry cherry, peach and raspberry.

Conference Scholarships Available

A limited number of scholarships are available for the Upper Midwest Regional Fruit and Vegetable Growers Conference to help defray registration fees for commercial growers and students attending the Thursday and Friday educational sessions. Scholarships may also be requested for the Beginning Grower Workshop on January 31 & February 1, 2006. The MFVGA scholarship fund was established with dollars from the USDA-Risk Management Agency and our Specialty Crops Grant. Scholarships cannot be applied to trade show admittance.

Scholarships will be used to pay a portion of the registration fee. Scholarships will be available to commercial fruit and vegetable growers who have not attended the conference in the last five years. A limited number of scholarships are also available to high school and college students currently studying horticultural science.

Completed scholarship applications for the 2006 conference must be received in the MFVGA office and approved before January 20, 2006. Scholarship applications will not be accepted with at-the-door registrations. Scholarships will be awarded to qualified applicants on a first-come, first-served basis.

For additional information and an application form, contact the MFVGA office at 763-434-0400 or e-mail your request to mfvga@worldnet.att.net.

**Upper Midwest Regional Fruit &
Vegetable Growers Conference
February 2 & 3, 2006
St. Cloud Civic Center
St. Cloud, MN**

Sponsored by the
Minnesota Fruit & Vegetable Growers Association
in cooperation with the
University of Minnesota Extension Service
Minnesota Department of Agriculture
USDA-Risk Management Agency

Thursday morning, February 2, 2006

7:00 a.m. Registration begins
8:45 – 10:00 GENERAL SESSION
 8:45 – 9:00 Welcome / Announcements
 9:00 – 9:30 Why use technology in your farm business? "Cultivating Peace of Mind" – Win Cowgill, County Agricultural Agent and Regional Fruit Agent – Rutgers, The State University of New Jersey
 9:30 – 10:00 AGR-Lite – What it is and the potential benefits to Minnesota specialty crop producers – Gary Hachfeld – U of M Extension Service
10:00 – 10:30 BREAK TO THE TRADE SHOW
10:30 – noon SESSION I: BERRY PRODUCTION
 10:30 – 11:30 Year in review – Grower participation
 11:30 – noon Mulch makeover and weed control in strawberries – Steve Poppe, U of M, WCROC
10:30 –12:10 SESSSION II: ASPARAGUS
 10:30 – 10:50 Getting it right from the start – Terry Nennich, U of M Extension Service
 10:50 – 11:20 Grower Profile: Russ and Trese Willenbring – Produce Acres, Cold Spring, MN
 11:20 – 11:40 Return on investment – Dr. Karl Foord, U of M Extension Service
 11:40 – 12:10 Maximizing asparagus yields through good weed control practices – Dr. Bernie Zandstra, Michigan State University
10:30 – noon SESSION III: FARMERS' MARKETS
 10:30 – 11:30 Displays and merchandising – Grower panel
 11:30 – noon What's selling at the market – Jack Gerten, St. Paul Farmers' Market and Dan Whitcomb, Princeton Farmers' Market
10:30 – noon SESSION IV: SWEET CORN
 10:30 – 11:20 The past, the present and the future of sweet corn weed control - Callisto introduction, Atrazine replacement strategies, & herbicidal weed management – Dr. Roger Becker, U of M – Dept. of Agronomy & Plant Genetics & Dr. Bernie Zandstra, Michigan State University
 11:20 – 11:40 Fungicide trial – Dr. Vince Fritz, U of M
 11:40 – noon Earworms & silk clipping – Dr. Bill Hutchison, U of M – Dept. of Entomology & Terry Nennich, U of M Extension Service

noon – 1:15 PM LUNCH

Thursday afternoon, February 2, 2006

1:15 – 4:45 SESSION I: BERRY PRODUCTION & MARKETING
 1:15 – 2:00 Grower profile
 2:00 – 2:30 Strawberry anthracnose: Managing the risk – Dr. Mark Gleason, Iowa State Univ.
 2:30 – 3:00 **BREAK TO THE TRADE SHOW**
 3:00 – 3:45 Annual strawberry production system for Minnesota – Steve Poppe, U of M, WCROC
 3:45 – 4:15 WeedCast: An easy-to-use web-based model for predicting weed emergence on your farm – Frank Forcella, Research Agronomist, USDA-ARS Soils Lab, Morris
 4:15 – 4:45 Small fruit variety trial – Dr. Jim Luby – U of M, Dept. of Horticultural Science

1:15 – 4:45 SESSION II: HIGH TUNNELS FOR BEGINNERS
 1:15 – 2:00 Understanding the basics of high tunnel production – Terry Nennich, U of M Extension Service
 2:00 – 2:30 Drip irrigation & water needs in high tunnels – Jerry Wright, U of M Extension Service
 2:30 – 3:00 The economics of high tunnels – Dr. Karl Foord, U of M Extension Service
 3:00 – 3:45 **BREAK TO THE TRADE SHOW**
 3:45 – 4:15 Basic soil management – Dr. Carl Rosen, U of M – Dept. of Soil, Water & Climate
 4:15 – 4:45 Grower experiences – Dallas Flynn, Ron Branch, Doug Hoffbauer

1:15 – 4:30 SESSION III: ORGANIC SESSION
 1:15 – 1:45 Overview – Gary Brever, Ploughshare Farm
 1:45 – 2:15 Cover crops, practical application – Greg Reynolds, Riverbend Farms
 2:15 – 3:00 **BREAK TO THE TRADE SHOW**
 3:00 – 3:30 Compost – Tom Halbach, U of M – Dept. of Soil, Water & Climate
 3:30 – 4:30 Weed biology & you: The secrets weeds don't want you to know – Dr. Roger Becker, U of M – Dept. of Agronomy & Plant Genetics

1:15 – 4:30 SESSION IV: TECHNOLOGY
 1:15 – 1:45 Capture of payroll and yield data made easy with technology – Win Cowgill, County Agricultural Agent and Regional Fruit Agent – Rutgers, The State University of New Jersey; and Karl Foord, U of M Extension Service
 1:45 – 2:15 Basic tools for using GPS & personal handheld devices in your farm business – Win Cowgill and Karl Foord
 2:15 – 3:00 **BREAK TO THE TRADE SHOW**
 3:00 – 3:45 Web marketing & sales– Duane Hayes, Paradise Valley Buffalo Ranch – Bagley, MN
 3:45 – 4:30 Managing customer databases

4:45 MFVGA Annual Business Meeting

5:15 Social hour

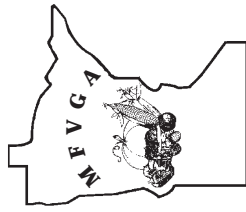
6:30 Minnesota Grown Banquet

Upper Midwest Regional Fruit & Vegetable Growers Conference & Trade Show

February 2 & 3, 2006 – St. Cloud, MN

All educational sessions will be held at the St. Cloud Civic Center.

Sponsored by: *Minnesota Fruit and Vegetable Growers Association, University of Minnesota Extension Service, Minnesota Department of Agriculture, USDA-Risk Management Agency*



Attendee's Name (Please print)

Attendee's Name (Please print)	Full Registration Conference & Trade Show (Thursday & Friday) February 2 & 3			Thursday Night Banquet	One-day Registration Circle One Thursday Friday			Trade Show Only	Total
	First member* from farm/company	Each additional mbr. from farm/comp.	Non-member (Per person)		First member* from farm/company	Each additional mbr. from farm/comp.	Non-member (Per person)		
	\$85.00	\$20.00	\$160.00	Per person	\$25.00	\$65.00	\$20.00	\$90.00	\$10.00

*Member registration rates are available to members of the MFVGA. Pre-registration is encouraged. There will be an additional \$10.00 per person charge for those registering at the door. Registration forms must be received in the MFVGA office by Friday, January 27th to be considered pre-registered.

TOTAL ENCLOSED _____

Individual or Farm Name _____

Address _____

City _____ County _____ State _____ Zip _____

(_____) _____ Phone _____

What is your primary crop? Vegetables Berries Apples Other _____

Please indicate method of payment:

Check (payable to MFVGA) VISA® MASTERCARD®

Number _____ Exp. Date _____

Signature _____

Return this form with payment to:

MFVGA
15125 W. Vermillion Cir., NE, Ham Lake, MN 55304

Thursday and Friday registration includes admittance to all educational programs, trade show and a copy of the *Proceedings* book. It does not include the Thursday banquet. Trade show only registrations do not include admittance to the educational sessions or a copy of the *Proceedings* book.

MFVGA MEMBERSHIP APPLICATION

October 1, 2005 - September 30, 2006

Farm/Company Name _____
 Phone (_____) _____
 Address _____
 City _____ State ____ Zip Code _____
 E-mail Address _____
 Primary Crop Apples Berries Vegetables
 Crops _____

Names of direct members:

(grower, spouse, employees, partners)

MEMBERS:

Gross Sales	Dues	
Up to \$25,000	\$ 75.00	
\$25,000 - \$75,000	125.00	
\$75,000 - \$225,000	225.00	
Over \$225,000	325.00	\$ _____

Direct Membership includes a subscription to one of the following periodicals. Please indicate which publication you would like to receive. Choose one.

- ___ American Fruit Grower
- ___ The Fruit Growers News
- ___ American Vegetable Grower
- ___ The Vegetable Growers News
- ___ Northland Berry News

(An additional \$10.00 fee is required to receive the Northland Berry News.) \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

ASSOCIATE MEMBERS:

(Dues are \$25.00 per year.)

Associate members are related agri-business firms, educators, and suppliers. \$ _____

Contributions or gifts to MFVGA are not tax deductible as charitable contributions; however, they may be tax deductible as ordinary and necessary business expenses.

MAKE CHECKS PAYABLE TO MFVGA

Mail to: MFVGA
 c/o Marilyn Nysetvold Johnson, Exec. Coordinator
 15125 W. Vermillion Cir. NE
 Ham Lake, MN 55304
 Questions? Call 763-434-0400 Fax: 763-413-9585

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Number _____
 Expiration Date _____
 Signature _____



**Be sure to tell our advertisers
 "I saw your ad in the MFVGA Newsletter"**

BEGINNING GROWER WORKSHOP

January 31 & February 1, 2006

Radisson Suites Hotel, St. Cloud, MN

Sponsored by the
Minnesota Fruit & Vegetable Growers Association
U of M Extension Service
USDA – Risk Management Agency

Who should attend?

This workshop is for people thinking about starting a commercial fruit or vegetable operation and people already in commercial fruit & vegetable production. It is for people with no experience in farming, people transitioning from a “large garden” to commercial production, people who are transitioning from other types of agricultural production as well as commercial fruit & vegetable producers who are looking for a good review of the basics.

This workshop will help growers learn to identify a variety of potential problems and learn options and methods to control those problems and help minimize the potential for economic loss.

What’s included?

Registration includes two full days of educational sessions, meals (supper on Tuesday and lunch on Wednesday) and a copy of the newly revised and expanded Minnesota Fruit & Vegetable Growers Manual for the Beginning Grower. (One manual per farm.)

Class is limited to 40 participants.
Scholarships are available.
Contact the MFVGA Office at 763-434-0400 or mfvga@worldnet.att.net for more information.

★ ★ ★ ★ ★ ★ ★ ★

The Upper Midwest Regional Fruit & Vegetable Growers Conference & Trade Show will be held on Thursday and Friday, February 2 & 3, 2006. We encourage you to review the schedule included in this newsletter and attend both the Beginning Grower Workshop and the Upper Midwest Regional Fruit and Vegetable Growers Conference. Special registration is offered for those attending both the Beginning Grower Workshop and the Upper Midwest Regional Fruit and Vegetable Growers Conference.

Workshop Schedule

- Tuesday, January 31, 2006**
12:30 – 1:00 Registration
1:00 – 1:45 Why Are You Here? Introductions and Discussion – Terry Nennich
1:45 – 2:30 Developing Your Future Plans – Terry Nennich
2:30 – 2:45 Break
2:45 – 3:30 The Basics of Marketing – Karl Food
3:30 – 4:15 Your Farm and It’s Opportunities – Larry Zilliox
- Location Farm Size
Soil Type Micro Climate
How the Area Population Impacts Your Business
Developing a Cash Flow Strategy for Your Operation – Karl Food
5:30 – 6:30 Supper (Included with registration)
6:30 Grower Panel – How I Got Started and Where I Went Wrong
- Wednesday, February 1, 2006**
8:15 – 9:00 Season Extension Options – Terry Nennich
9:00 – 10:00 Soils 101 – Carl Rosen
10:00 – 10:15 Break
10:15 – 11:00 Handling the Crop from Harvest to Sale – Cindy Tong
11:00 – 11:45 Weed Control Strategies – Roger Becker
11:45 – 12:30 Lunch (Included with Registration)
12:30 – 1:15 Insect Control – Bill Hutchison
1:15 – 2:00 Irrigation Water Management – Jerry Wright
2:00 – 2:45 Disease Identification 101 – Rick Abrahamson
2:45 – 3:00 Break
3:00 – 3:45 Risk Management Strategies – Record Keeping and Crop Insurance
Glenn Schafer, FSA and Cindy Cruca, USDA-RMA
3:45 – 4:15 Educational Resources for Beginning and Advanced Producers – Larry Zilliox
4:15 Evaluation and Wrap Up

Registration Fee:

- Tuesday Only Registration: \$100 per person
- Wednesday Only Registration: \$100 per person
- Tuesday and Wednesday Registration: \$150 per person
- Add the Thursday and Friday Conference sessions and Trade Show for a full four-day package: \$250 per person (Includes one year of MFVGA membership for new members.)

Beginning Grower Workshop Registration Form:

Name _____
Farm Name _____
Address _____
City, State, Zip _____
Phone: _____
E-mail: _____

One-Day Registration

Tuesday only _____ @ \$100 = _____
Wednesday only _____ @ \$100 = _____

Two-Day Registration

Tues. & Wed. _____ @ \$150 = _____

Four-Day Package

Tuesday – Friday _____ @ \$250 = _____

Total Enclosed:

Please indicate method of payment:

- Check (payable to MFVGA)
- VISA MASTERCARD

Number _____
Exp. Date _____

Signature _____

Return this form with payment to:

MFVGA
15125 W. Vermillion Cir. NE
Ham Lake, MN 55304

Are you struggling with how to transfer your farm business to the next generation?

We're pleased to invite you to attend "Farm Transition & Estate Planning: Build Your Exit Strategy", a practical and in-depth workshop.

Presented by the University of Minnesota Extension Service, this full-day workshop covers topics including:

- Farm business transfer strategies
- Tax issues related to the farm transfer
- Wills, trusts, life insurance, power-of-attorney, and long-term care issues
- Developing a written transfer plan
- Treatment of heirs in the transfer process



"Farm Transition & Estate Planning: Build Your Exit Strategy" will be held:

Date: *Wednesday, February 1, 2006*
Time: *9:00 a.m. – 3:00 p.m.*
Location: *Radisson Suites Hotel*
404 W. St. Germain, St. Cloud, MN
Registration Contact: *Marilyn Johnson – MFVGA (763-434-0400)*
Registration Fee: *\$75.00 per farm - includes registration for 1 or 2 people*
Additional persons from the farm – add \$35 per person
(Lunch is included in the registration fee)

Space is limited, register today to attend this valuable workshop!

Registration Form:

Name: _____
Farm name: _____
Address: _____
City, State, Zip _____
Phone: _____
E-mail: _____

Registration fee – per farm (1 or 2 people) \$ 75.00
Additional person(s) _____ @ \$35.00 each _____
Total enclosed \$ _____

Please indicate method of payment:

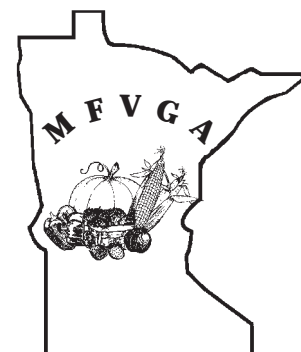
Check (payable to MFVGA) VISA MASTERCARD

Number _____ Exp. Date _____
Signature _____

Return this form with payment to:

MFVGA
15125 W. Vermillion Cir. NE, Ham Lake, MN 55304

UNIVERSITY OF MINNESOTA
Extension
SERVICE



These institutions are equal opportunity providers.


MFVGA Policy on Conference Registration Cancellations and Refunds:

MFVGA will refund registration fees for the 2006 Upper Midwest Regional Fruit and Vegetable Growers Conference in full if the MFVGA office is notified before Friday, January 27, 2006. If the MFVGA office is notified after January 27, 2006 but before January 30, 2006, 75% of the registration amount will be refunded. No refund will be issued if registrations are cancelled after Monday, January 30, 2006.

Join us for the “Bull Session”

If you are coming to the Educational Conference and plan to be in St. Cloud on Wednesday, February 1, 2006, you are invited to join other growers and educators for an informal “Bull Session” beginning at 7:00 p.m. This is an excellent chance to visit with other growers, meet new people and renew old acquaintances.

The “Bull Session” will be held at the Best Western-Kelly Inn. If you have any questions, please call the MFVGA office at 763-434-0400.



**NOTICE TO
NON-MEMBERS**

**In return for receiving the MFVGA newsletter, we ask a \$10 donation per year to cover printing and mailing costs.
Thank You!**

PLEASE NOTE:

If you no longer wish to receive our newsletter, please let us know.

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs). Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (Voice and TDD). To file a complaint of discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW, Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.



This issue of the MFVGA Newsletter is sponsored, in part, by the USDA – Risk Management Agency.

For more information on the Risk Management Agency visit their website at www.rma.usda.gov.

Information on the Farm Service Agency can be found at www.fsa.usda.gov.

★ ★ ★ SESSION SPOTLIGHT ★ ★ ★ SWEET CORN Thursday morning, Feb. 2

Clip, Clip, Clip

Interested in a non-chemical alternative to control corn ear worm in your sweet corn? In the “Earworms and Silk Clipping” session, Terry Nennich and Bill Hutchison will discuss ear worm monitoring and the recent research with sweet corn silk clipping to control earworm.

The Past, the Present and the Future of Sweet Corn Weed Control

Sweet corn weed control should be easy, but it isn't. Many different genetic types and hybrids, with various levels of tolerance or susceptibility to herbicides make weed control programs complex and difficult. Carryover from some herbicides may injure succeeding crops. Herbicide resistant weeds are increasing. Several new herbicide registrations add to the weed control choices but also require careful use and expanded knowledge of plant genetics, herbicide chemistry and soil physics.

Featured speaker Dr. Bernie Zandstra from Michigan State University and Dr. Roger Becker from the University of Minnesota will join forces to bring you an excellent session on weed control in sweet corn.

**May You Have The
MERRIEST
HOLIDAY
Ever**

★ ★ ★ SESSION SPOTLIGHT ★ ★ ★ CARROTS AND ONIONS Friday morning, Feb. 3

New Opportunities for Improved Weed Control in Carrots and Onions

New herbicides expand weed control options in carrots and onions. Correct use should improve weed management and crop yields. Incorrect use can cause serious yield reduction. Growers need to know when and how to use the various herbicides available.

Carrots and Onions

Whether you are a large commercial grower or a small market grower, this session will provide valuable information. Topics include variety selection, insect control, weed control and post-harvest handling.

U of M GLEANINGS

Dr. Cindy Tong
Dept. of Horticultural Science
University of Minnesota

If you look through the sessions planned for the 2006 Upper Midwest Fruit & Vegetable Growers Conference, you might notice that there is a session on organic production and another one titled "Alternatives to Organic". What exactly are "alternatives to organic", and why is there a session on such a topic? By "alternatives to organic", we don't mean "conventional". Rather, the "alternatives" include Integrated Pest Management or production practices in accordance with organic rules, but not certified. Some growers disagree philosophically with the USDA organic regulations. Some growers do not want to pay certification costs or deal with the required paperwork. Some growers want to grow crops as organically as possible but also want the option to use non-organic methods if necessary. Growers with less than \$5,000 in gross organic sales are exempt from the certification process but must still be truthful in their labeling claims and comply with the new government standards. Individuals or companies who sell or label a product as organic when they know it does not meet USDA standards can be fined up to \$10,000 for each violation. Growers who use organic methods and sell more than \$5,000 of product a year, but who are not certified, have to find an "alternative" way to describe their products or production practices to customers.

This alternative way of describing products is of particular concern to some small-acreage growers as large companies such as General Mills (Cascadian Farms and Muir Glen brands), Kraft (Back to Nature), and Dean Foods (Horizon Organic) now market organic product (see Warner's November 1, 2005 article in the business section of the NY Times). Although still a niche market with annual sales of \$12 billion out of \$500 billion for the food industry, organic food sales are still growing at 20% a year. This is why companies like Wal-Mart and McDonald's want to offer organic food to its customers. Small-acreage growers may have to work harder to explain to customers the benefits of buying locally-grown food and/or find new products or ways to market products.

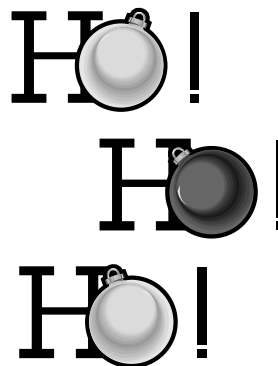
If you are interested in new ideas for new products or ways of marketing your products, you may want to attend the Midwest Value-Added Agriculture Conference (in **addition** to the Upper Midwest Regional Fruit & Vegetable Growers Conference, of course!) on January 27 & 28 in Eau Claire, Wisconsin. For more information, contact Heather Flashinski from the River Country Resource Conservation and Development (RC&D) Council at 715-834-9672 or see www.rivercountryrcd.org/valad.htm.

I found out about this conference from the sustag list serve sponsored by the MN Institute on Sustainable Agriculture (MISA) at the University of Minnesota. The list serve or the MISA webpage (www.misa.umn.edu) are good ways to be alerted to conferences and grant deadlines of interest to small-acreage farmers (also for meat and grain growers, though). Although there

aren't many programs funding on-farm research, I do know of three:

1. the MN Department of Agriculture's Sustainable Agriculture Program has a demonstration grant program (see <http://www.mda.state.mn.us/esap>, deadline is December 16, 2005),
2. NCR-SARE's Farmer Rancher Program (see <http://www.sare.org/ncrsare/prod.htm>), and
3. Organic Farming Research Foundation (see <http://www.ofrf.org/research/index.html>, deadline December 15, 2005).

If you are interested in performing on-farm research, start thinking now for next year's deadlines.



2006 Trade Show Exhibitors

The following exhibitors have already signed up for the 2006 Trade Show held in conjunction with the Upper Midwest Regional Fruit & Vegetable Growers Conference. The Trade Show will be held at the St. Cloud Civic Center in St. Cloud, MN on Thursday and Friday, February 2 & 3, 2006. More exhibitors and additional exhibitor information will be included in the February 2006 issue of the MFVGA Newsletter.

Ag Resource, Inc.
Ag-Tec
Agro-K Corporation
Central Landscape Supply, Inc.
Chesmore Seed Company
Farm Service Agency
Farmers' Choice Food Brands
Jordan Seeds, Inc.
Minnesota Dept. of Agriculture – IPM Program
Minnesota Grown
Nelson's Vegetable Storage Systems, Inc.
Olson Power & Equipment, Inc.
Rispen Seeds, Inc.
Rupp Seeds, Inc.
Stokes Seeds, Inc.
Tri-County Beekeepers Association
UAP – Great Lakes – LaCrescent
USDA – Risk Management Agency

EXHIBITORS - Sign up today so your information can be included in the February newsletter. Contact the MFVGA office at 763-434-0400 for an application for exhibit space.

★ ★ ★ SESSION SPOTLIGHT ★ ★ ★
HIGH TUNNEL PRODUCTION

Understanding the Basics of High Tunnel Production

High tunnel production is currently the fastest growing segment of commercial vegetable and other horticulture production in Minnesota. During 2005, over fifty new high tunnels were built in Minnesota. In this session you will learn how high tunnels function to change outside climatic conditions into ideal growing conditions and extend the growing season by five weeks or more. You will leave understanding the basic management of high tunnels on a day-to-day basis. Also covered in the session will be high tunnel basic fertilization, irrigation and economics. A panel of growers will discuss their first year production experiences. Presenters will be Terry Nennich, Carl Rosen, Jerry Wright and Karl Foord, authors of the newly published Minnesota High Tunnel Production Manual for Commercial Growers. Copies of the manual will also be available at the conference.

Advanced High Tunnel Production

This session will be an expansion of the beginning high tunnel production session on Thursday, February 2, 2006. Jerry Wright will go into more in-depth high tunnel irrigation. Carl Rosen will present detailed information on fertility management and the research that was conducted in 2005 at the Staples research high tunnel. Dave Wildung will present data on high tunnel tomato research conducted at the North Central Research & Outreach Center in Grand Rapids, including information on varieties, spacing and the use of red plastic vs. black plastic.

Terry Nennich and Dave Wildung will report on problems encountered during the 2005 growing season and we encourage you to come prepared to join the discussion with your experiences. The session will end with Doug and Lois Hoffbauer sharing their experiences raising raspberries and tomatoes in high tunnels.

Peddling Your Pickles Safely?

Learn about the requirements of the Minnesota "Pickle Bill" legislation related to the sale of home processed / canned foods:

- pH meters & testing
- Labeling
- Recommended recipes
- Equipment
- Sanitation



March 28, 2006 – Staples, MN

March 30, 2006 – Waseca, MN

9:30 a.m. – 3:30 p.m.

**Instructors are University of Minnesota
Extension Educators in Food Science.**

*More information will be included in the
February issue of the MFVGA Newsletter
or check www.mfvga.org for updates.*



These institutions are equal opportunity providers.



Plan Now to Order Your Minnesota Grown Produce Bags

We are currently planning our fourth annual group order of the "Minnesota Grown" produce bags. Over 730,000 of these popular bags have been distributed to a variety of producers licensed to use the Minnesota Grown logo. These bags are designed to hold a dozen ears of sweet corn without tearing, but they're not just for fruits and veggies. A wide variety of Minnesota Grown producers have been very happy with the quality of the bags.

The bags are a heavy 1 mil white plastic bag printed with a dark green "Minnesota Grown" logo that includes the "Fresh From Your Neighbor" tag line. The bags are 23" x 7" x 12". Bags must be ordered in increments of 1,000. The bags can be customized to include your farm name, market name, etc. The minimum for customized orders is 5,000 bags. You have the option of having the bags drop-shipped directly to you for an additional charge, or you can pick them up at a location in the Twin Cities area.

If you have ordered bags in the past or have expressed an interest in the bags, you will receive an order form. The order information will include ordering deadlines. Please note, in order to ensure timely delivery, your order must be received by the order deadline.

Samples of the bags and order forms will be available at the Upper Midwest Regional Fruit and Vegetable Growers Conference and Trade Show at the St. Cloud Civic Center in St. Cloud, MN on February 2 & 3, 2006. Samples can also be requested from the MFVGA office. You must be licensed to use the Minnesota Grown logo to order the bags.

If you are interested in the bags and want more information, please contact the MFVGA office at 763-434-0400 or mfvga@worldnet.att.net and you will receive information when the details are available. If you contact the office via e-mail, please reference the produce bags in the subject line.

Plan To Order Your Strawberry & Raspberry Plants Through MFVGA

MFVGA is planning to coordinate a group order of strawberry and raspberry plants for the 2006 growing season. If you are on the mailing list for berry plants, you will automatically receive additional information and an order form for the coming year. We are currently working on the pricing and forms will be sent out as soon as details are finalized. Please note the deadlines and place your orders early to guarantee that you will be able to get the plants you request. Certain raspberry varieties have been selling out very early.

If you would like to be added to the berry order mailing list, call the MFVGA office at 763-434-0400 or send an e-mail to mfvga@worldnet.att.net.

★ ★ ★ SESSION SPOTLIGHT ★ ★ ★
PUMPKINS & GOURDS
Friday afternoon, Feb. 3

Picking What You Plant – Pumpkin Varieties

Are you choosing the right pumpkin variety for your market needs? Does the variety you plant have the disease tolerance you need? Come prepared to comment on your successes and concerns with varieties that you have tried and discuss some new pumpkin varieties.

Growing World Class Giant Pumpkins

Bill Foss has experience growing giant pumpkins. He has been gardening for 50 years and has grown giant pumpkins on and off for the last 20 years. He has given serious attention to giant pumpkins the last two years - and we do mean serious. He has the awards to prove it:

- 2004 – Minnesota State largest pumpkin winner with a record of 713 pounds
- 2004 – Virtual on-line weigh-off largest pumpkin winner (865 pounds) This is a world-wide contest where all contestants use the same seeds. This pumpkin was on display at Camp Snoopy at the Mall of America for the month of October 2004.
- 2005 – Minnesota State largest pumpkin winner and record of 840 pounds
- 2005 – Second biggest pumpkin at southern Minnesota weigh-off at 877 pounds
- 2005 – Biggest pumpkin at Stillwater weigh-off at 1,020.5 pounds
- 2005 – Grew the 5th and 7th largest pumpkins ever grown in the State of Minnesota
- 2005 – A 760 pound pumpkin was on display at Camp Snoopy for the month of October.
- 2005 – Planted 14 plants and the fourteen pumpkins averaged 760 pounds.
- 2005 – Virtual on-line weigh-off – waiting for the results, but expecting to win with 1,020.5 pound entry.

Will he tell his secrets? Only one way to find out.

Happy Holidays

USDA Awards \$25.05 Million in Partnership Agreements to Develop Risk Management Tools and Education

Washington, D.C. – On October 7, 2005 Agriculture Secretary Mike Johanns announced awards of approximately \$25.05 million in agricultural risk management partnership agreements.

“The Bush Administration is committed to providing farmers and ranchers the best and most reliable risk management tools available,” said Johanns. “Through these partnerships, women, minority, limited-resource, and other traditionally underserved agricultural producers will receive assistance in understanding and using risk management tools to improve their economic viability.”

The agreements provide funds for projects to develop new risk management tools for farmers and ranchers, as well as outreach and education opportunities to limited-resource and other traditionally underserved farmers and ranchers.

Sixty-four competitively awarded partnerships with community-based, educational, and non-profit organizations will use approximately \$6.9 million to educate women, limited-resource, and other traditionally underserved farmers and ranchers.

USDA awarded twenty agreements, totaling approximately \$8.2 million to qualified public and private organizations for research and development of new non-insurance risk management tools.

The Targeted States Program will use approximately \$4.4 million to deliver crop insurance education to producers in 15 historically underserved states through cooperative agreements. Specialty crop, livestock, nursery, and horticulture producers will benefit from approximately \$5.2 million in education partnership agreements for forty commodity partnership programs.

Small sessions is a new category of Education Partnership Agreements this year. Thirty-two smaller projects, with a total award of \$316,141 in amounts up to \$10,000 each are awarded for projects.



MDA Wins Federal Funding to Create New Organic Programs

St. Paul, MN. The Minnesota Department of Agriculture announced on October 18, 2005 that it will create two new organic agriculture projects using nearly \$290,000 in two funding awards from the U.S. Department of Agriculture’s Risk Management Agency (RMA).

The first project will create a voluntary directory of organic producers in order to inform brokers, processors, and distributors about the availability of raw organic products in the state and to help growers identify underserved market opportunities.

The other project will pay 80 percent of the cost for certified organic Minnesota farmers to enroll in the statewide Farm Business Management program. Through this program, farmers work on-on-one with a farm business management instructor and learn to use specialized farm financial management software called FINPACK and a benchmarking database called FINBIN. Other partners on the project include the University of Minnesota Center for Farm Financial Management, the Minnesota State Colleges and Universities system, Organic Crop Improvement Association – Minnesota Chapter #1 and the Sustainable Farming Association of Minnesota.

MDA Commissioner Gene Hugoson said the federal funds will help Minnesota do even more to serve its expanding agriculture sector – including providing valuable financial information for producers.

“Organic agriculture is clearly an important and growing part of our farm economy,” Commissioner Hugoson said. “And even though many organic producers assert that this farming approach has proven profitable for them, the information is anecdotal. The farm business management project will collect real-world information that makes it possible for farmers, lenders, researchers, and policy makers to get a better handle on the economic performance of organic operations.”

Minnesota organic producers can participate in both of the new programs beginning in 2006. MDA Organic and Diversification Specialist Meg Moynihan will manage both projects. For more information about either program, contact Moynihan at 651-297-8916. After December 1, call her at 651-201-6616.

ATTENTION TRADE SHOW EXHIBITORS

**The 2006 Upper Midwest Regional
Fruit and Vegetable Growers Conference and Trade Show
will be held February 2 & 3, 2006 at the St. Cloud Civic Center in St. Cloud, MN.**

Have we received your application? Return it as soon as possible to reserve your booth(s).

If you need an application or more information, contact the MFVGA office at 763-434-0400.

Determining Risk Exposure

By Dr. Laurence M. Crane, NCIS
(National Crop Insurance Services)

Understanding exposure to risk is fundamental to farm business success. This implies an understanding of risk sources, tradeoffs and management strategies. Management decisions and outcome success are dependent upon correct action selection. Understanding risk exposure will allow managers to meet their risk management goals by taking correct action.

The two basic questions every farm business manager must answer to effectively manage risk are: 1) What is the risk bearing capacity of my farm? and, 2) What is my willingness to assume risk? The answers to these questions, and the process followed to answer them, will determine the correct risk exposure.

Risk Bearing Capacity

The capacity to bear risk primarily depends upon whether or not the farm operation can withstand financial losses without being forced into solvency or liquidation. Financial risks are largely determined by production and market risks. If farm production declines, and/or if prices drop, profit decreases and losses occur. These losses must be covered or absorbed out of equity capital or net worth.

Financial losses are also influenced by the capital structure of the farm, i.e., the mix of debt and equity. High debt farms, or those with a high proportion of debt relative to equity or total assets, are especially vulnerable because losses can be magnified and financial risk increased. Consequently, the debt to asset ratio is one important measure of determining the risk capacity of any farm operation.

Another important measure of risk bearing capacity is loan repayment capacity. Lenders want to be repaid in cash and have little interest in repossessing the collateral securing a loan. Ability to repay is the final determination of any credit decision. A cash flow analysis can indicate the ability of the farm to repay by showing the timing of cash flows through the farm business.

Two repayment capacity measures recommended by the Farm Financial Standards Task Force, are 1) the Term Debt and Capital Lease Coverage Ratio, and 2) the Capital Replacement and Term Debt Repayment Margin.

Willingness to Assume Risk

The willingness to assume risk primarily depends upon individual attitudes, objectives and financial resources. Given both the individual's objectives and financial situation, a farmer's attitude about risk may vary depending on the probabilities and size of the potential gains and losses. However, some farmers are willing to assume the probability of large financial loss with little apparent stress, while others with the same financial resource experience high stress and sleepless nights. These differences are due to personal preferences and individual objectives. Generally, farmers have a greater willingness to accept risk than their farm has ability to bear risk.

Measures of individual willingness to assume risk are more subjective than measures of farm risk-bearing capacity. One measure of willingness to assume risk is the certainty equivalent (CE). CE is defined as the amount of money for certain that makes the farmer indifferent between a guaranteed amount for certain and the expected risky amount from accepting the risk. Farmers with high CE are less willing to accept risk than farmers with low CE for the same risk.

Another method of determining willingness to accept risk is to compare the CE with the expected monetary value (EMV) from accepting the risk. The expected monetary value is the probability-weighted sum of the possible monetary outcomes. The EMV minus the CE is called the risk premium. Obtaining data on the certainty equivalent and calculating the risk premium is a relatively simple method of determining a farmer's risk attitude considering the probabilities and sizes of gains and losses.

Because risk attitudes change over time, and with different financial positions, alternative probabilities and sizes of losses and gains, it is difficult to predict how individual farmers will respond over time. However, understanding the variables that cause risk attitudes to change are beneficial in helping design management strategies. Insurance agents who understand risk concepts are in a better position to identify which insurance products best meet any particular farmer's risk management needs.



Desired Risk Exposure

There is a trade-off between risk and return. If producers knew future yields and input and commodity prices with certainty, rents and returns would be bid up or down until costs equaled returns. All of the factors of production (land, labor, capital and management) would earn a competitive return. However, in this world of certainty there would be no losses or profits.

In the real world of making risky decisions, individual farmers must base production decisions on expectations rather than certainty. The factors of production are bid up or down until costs equal "expected" returns. Actual outcomes that are higher than expected are called profits and outcomes lower than expectations are losses. The desired level of risk exposure, or optimal choice, for the farm producers is to balance potential for profit against the risk of loss. Generally, the risk of loss is greater than the potential for profit.

Farm producers operate in a world of tremendous and increasing uncertainty. Information and tools that reduce this uncertainty are essential to survival. Crop insurance agents are in an opportunistic position because they are one of the few individuals / consultants that sit down one-on-one with producers and help them answer the important questions posed above. Lenders and extension agents are other individuals who are influential in the economic life of farm producers. For any of these professionals to be effective, it is important to be knowledgeable regarding risk concepts.



We've Moved

The Minnesota Department of Agriculture has relocated to a new building near the Capitol complex. The new building will house the Minnesota Department of Health as well as the MDA. Minnesota Grown Program staff will be in the new building as of December 5. The new address is 625 Robert Street North, St. Paul, MN 55155-2538.

All MDA staff will have new numbers as follows:

- Paul Hugunin: 651-201-6510
- Brian Erickson: 651-201-6539
- Ruth White: 651-201-6494
- Fax: 651-201-6114

National Speaker/Author Headlines Marketing Conference

Make sure you've reserved Tuesday, March 14 on your calendars for the annual Minnesota Grown Marketing Conference.

As always, the conference will feature a full day of presentations, including afternoon breakout sessions. This year's featured speaker for the morning will be Barry Moltz, entrepreneurship author and presenter from Chicago. Barry has been running small businesses with a great deal of success and failure for 15 years. His first book, "You Need to Be A Little Crazy: The Truth about Starting and Growing Your Business" describes the crazy ups and downs and emotional trials of running a business.

Barry is a nationally recognized speaker at 100 business events a year. He has received numerous awards such as Angel of the Year, and was inducted into the Entrepreneurship Hall of Fame. In 2001 and 2002 he was chosen as one of the Top 100 people in Chicago's Hi Tech community. He was appointed by the Illinois Governor in 2005 to serve on the board of the Institute for Entrepreneurship Education (IEE). He also teaches entrepreneurship at the Illinois Institute of Technology (IIT).

Moltz has written articles for many national publications. He writes a column, "The Business Bunker" on small business for E-Prairie (www.eprairie.com) and for a local Chicagoland newspaper, "The Business Ledger". Moltz recently completed the foreword for Penguin Books' new "The Complete Idiot's Guide to Business Plans" to be published in October 2005.

Minnesota Grown Program participants will be receiving the complete agenda and registration materials in the mail. It will also be available at the Minnesota Grown booth at the MFVGA conference.

Convention Centers Report Available

JoAnne Berkenkamp's report related to the opportunities and barriers to selling more Minnesota Grown foods via conference centers is completed. For a copy of the report, visit www.minnesotagrown.com and look for the link on the right hand side of the page, or call Paul at 651-201-6510 to receive a free copy.

Visit us in St. Cloud

Be sure to stop by the Minnesota Grown booth at the MFVGA Conference in St. Cloud. You'll be able to register to use the Minnesota Grown logo, place your 2006 Minnesota Grown Directory ad and of course check out all the Minnesota Grown shirts, hats and aprons. We'll also have the final agenda and registration info for the March 14 Minnesota Grown Marketing Conference.

Dine Fresh Dine Local

Seventeen restaurants participated in the second annual *Dine Fresh Dine Local* event on Tuesday, October 11. Diners at participating restaurants received gift bags containing a 2005 Blue Sky Guide—the Coupon Book for Healthy Living, and a Minnesota Grown Directory. Restaurants reported a 20% increase in the number of diners compared to a regular Tuesday. More information about the event can be found at www.dinefreshdinelocal.com.

Now Accepting Ads for the 2006 Directory

The Minnesota Grown Program has started accepting listings for the new 2006 Directory. Renewals for those listed in the 2005 edition will be mailed in early December once we have moved to the new building. If you weren't in the Directory last year, contact Brian Erickson at brian.j.erickson@state.mn.us or 651-201-6539 for details.

We intend to print 170,000 copies again this year. The advertising fee will remain at just \$40 per listing. The fee covers a listing in the 170,000 printed copies along with the internet version which receives over 20,000 visitors each year. The 2005 Directory included a record of 590 listings.

2006 Twin Cities Food & Wine Experience

A limited amount of booth space is still available within the Minnesota Pavilion at the Twin Cities Food and Wine Experience. The show is held February 24-26 at the Minneapolis Convention Center. The show is attended by over 10,000 upscale consumers who will be sampling wine and gourmet food products. Contact Paul Hugunin at 651-201-6510 for details.

Christmas Shopping Ideas

Looking for a unique Christmas gift for that person who has everything? Try looking in the Minnesota Grown Directory for everything from Minnesota wine to honey and maple syrup. Or visit www.minnesotagrown.com for great looking shirts with the Minnesota Grown logo.

Minnesota Grown information is supplied to MFVGA by Paul Hugunin (651-201-6510) and Brian Erickson (651-201-6539) from the Minnesota Department of Agriculture, Ag Marketing Services Division. If you have any questions about Minnesota Grown, contact them at the numbers listed above.

MFVGA Awarded Partnership Agreement with the USDA Risk Management Agency

The Minnesota Fruit and Vegetable Growers Association is proud to announce a partnership agreement with the USDA Risk Management Agency through the RMA Commodity Partnerships Program. This agreement will provide tangible benefits for fruit and vegetable producers in the region throughout the coming year and supply resources that will provide benefits into the future.

As with past agreements, we will be working closely with the University of Minnesota Extension Service and the Minnesota Department of Agriculture on many of these projects.

Projects included in the agreement are as follows:

Upper Midwest Regional Fruit & Vegetable Growers Conference –Funding will allow us to bring in additional out-of-state speakers and help to defray increasing promotional costs for the conference. This support allows us to provide quality educational opportunities at reasonable prices. Funding also provides scholarships that can be applied to registration fees for the Upper Midwest Regional Fruit & Vegetable Growers Conference or the Beginning Grower Workshop. For more information on the scholarship program, go to page 2. The conference schedule can be found on pages 3 & 4.

Beginning Grower Workshop – Funding allows us to conduct a two-day workshop which will allow in-depth discussion of the needs of beginning growers. For more information, see page 7.

Farm Transition & Estate Planning: Build Your Exit Strategy – This full-day workshop will address many of the issues related to transferring the farm to the next generation in a practical and in-depth manner. For more information, see page 8.

Peddling Your Pickles Safely? – This full-day workshop will be presented twice. Food Science specialists with the University of Minnesota Extension Service will talk about the requirements of the Minnesota “Pickle Bill” legislation related to the sale of home processed/canned foods. For more information, see page 12.

Farmers’ Market One-day Seminars – MFVGA is working with the University of Minnesota Extension Service, the Minnesota Department of Agriculture and the Minnesota Farmers’ Market Association to provide two sets of full-day seminars that address unique issues faced by farmers’ markets.

MFVGA Newsletter – Funding will allow us to provide risk management information in the newsletter and will help to defray some of the printing and postage costs.

Minnesota Fruit & Vegetable IPM News – Funding continues the publication for the 2006 growing season. The publication, a joint project of the University of Minnesota and the Minnesota Department of Agriculture, has become a valuable resource for fruit and vegetable producers throughout the region. The publication will be available on the web and via regular mail. To sign up for e-mail notification or to receive a hard copy of the newsletter, contact Jean Ciborowski at 651-201-6217.

Farmers’ Market Manual – The University of Minnesota Extension Service, the Minnesota Department of Agriculture and the Minnesota Farmers’ Market Association will be working together to develop a manual that can be used by groups starting new farmers’ markets in Minnesota or by markets that need to fine-tune their organizational structure.

Distribution of Risk Management Materials – Funding allows us to provide copies of the *Midwest Vegetable Production Guide* to MFVGA members who are vegetable producers and copies of the *Midwest Small Fruit Pest Management Guide* to MFVGA members who are fruit producers. Copies of the guides will also be distributed to non-member producers who register for the educational sessions at the 2006 Upper Midwest Regional Fruit & Vegetable Growers Conference. The materials will be distributed at the conference. Dollars from this agreement will also underwrite the initial purchase of magnets promoting Minnesota farmers’ markets.

And don’t forget some of the other projects funded through previous RMA agreements:

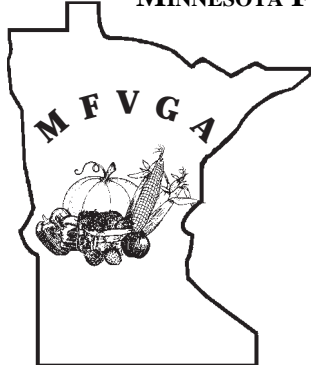
The Minnesota High Tunnel Production Manual for Commercial Growers

The Minnesota Fruit & Vegetable Growers Manual for the Beginning Grower

The Nutrient Management for Commercial Fruit & Vegetable Crops in Minnesota

(This bulletin will be distributed to MFVGA members at the Upper Midwest Regional Fruit & Vegetable Growers Conference.)

Small Horticultural Farm Resources – Insect and Disease Diagnostic Key (Including an introduction to pest and disease problems.) Find this on-line tool at <http://smfarm.coafes.umn.edu/diagnostic.htm> or access it from the MFVGA website at www.mfvga.org.

MINNESOTA FRUIT & VEGETABLE GROWERS ASSOCIATION		
	c/o Marilyn Nysetvold Johnson, Exec. Coordinator 15125 W. Vermillion Cir. NE Ham Lake, MN 55304 Phone: 763-434-0400 Fax: 763-413-9585 E-mail: mfvga@worldnet.att.net www.mfvga.org	
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