

Ohio Fruit ICM News

Editor: Shawn R. Wright
Ohio State University South Centers
1864 Shyville Rd., Piketon, OH 45661
Phone (740) 289-2071 extension 120
E-mail: wright.705@osu.edu

<http://southcenters.osu.edu/hort/icmnews/index.htm>

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Comments from the Editor

It isn't too late to plan on attending the OPGMA Congress in Sandusky. There is a full program and it should be a great opportunity to interact with other growers, marketers, and Extension personnel. Hope to see you there.

2008 Application Process for Ohio Farmers to Receive Reduced Rate Loans

Ohio Treasurer Richard Cordray announced that the application process for the 2008 Agricultural Linked Deposit program is open and **will close on March 14** at 5 p.m.

The program allows Ohio farmers to receive loans at reduced interest rates through their local banks or farm credit agencies in order to offset the high cost of borrowing operating funds. It is one of the few ways that the state makes aid directly available to farmers, who can save up to \$4,000 a year with the interest-rate reduction. The Ag-Link program allocates \$125 million of the Ohio Treasury's portfolio for the purchase of reduced-rate certificates of deposit from banks. The lenders then pass along the interest rate reduction—up to four percent for a one-year period—to farmers who have been approved for loans.

Agriculture is the leading industry in Ohio, employing 14 percent of the state's workforce. In 2007, 1,837 farmers received reduced-rate loans. "Farmers in Ohio pump more than \$73 billion into the economy each year. More than 200 different crops are grown here," said Treasurer Cordray. "The Agricultural Linked Deposit Program is a way

to support the tradition of family farms in our state and to encourage their economic expansion. We are pleased to offer this program as part of our effort to invest the state's money in ways that are safe, secure, and will provide the most benefit to Ohioans.”

In order to qualify for an Agricultural Linked Deposit, farms must be for-profit with their headquarters and more than half of their operations maintained in Ohio. Additionally, the farm must have a documented need for the reduced interest rate and may request the reduction for up to the first \$100,000 of a loan.

To apply the farm must apply and be approved for an operating loan or line of credit from its Farm Credit System lender or a participating bank. After approval, the farm may apply for an interest-rate reduction from the Ohio Treasury. The Treasury does not restrict how the farmer spends the loan funds, but priority for the rate reduction will be given to farmers using the funds for feed, seed, fertilizer and fuel.

Applications must be received in the Ohio Treasurer's offices no later than 5 p.m., Friday, March 14, 2008. Postmarks and faxes marked March 14 but that arrive after the deadline are not acceptable because of the high demand for the program.

Written notification of the status of each application will be mailed no later than April 7, 2008. The Treasurer will announce the amount of money invested in each county in early April. Funding will be available as early as April 9, 2008 to assist with spring planting. Applications and a list of participating lenders are available on the Ohio Treasury Web site at www.ohiotreasurer.gov.

MarketMaker by Candace Pollock

Ohio is joining a nationwide Web-based business program that connects agricultural markets to the clients they serve, whether locally or across state lines. MarketMaker is a free, interactive Web resource that contains demographic and business data that users can search to find producers, processors, distributors, farmer's markets, buyers and other targeted groups in the food industry. MarketMaker was launched in 2004 by the University of Illinois Extension with the intention of building an electronic infrastructure that would more easily connect food-producing farmers with economically viable new markets. The program has now spread to numerous states, with Ohio, Indiana and Michigan coming on board in 2008.

"Kentucky launched their site in 2007 and had 70,000 hits in the first month. We hope to see similar success here in Ohio," said Julie Fox, direct marketing and tourism development specialist for Ohio State University South Centers at Piketon.

"MarketMaker makes it easier for buyers and sellers to make connections that support local and regional foods. The program addresses niche market needs, as well as situations of oversupply or lack of supply.

Fox said that MarketMaker capitalizes on the growing demand for locally produced foods and uses technology to provide comprehensive buyer/seller information. The program

also goes one step further by including demographic and census data allowing both buyers and sellers to focus on a more targeted area for products.

Ohio MarketMaker will formally launch in early 2008 and is supported by Ohio State University Extension, Ohio Agricultural Research and Development Center, Ohio Farm Bureau, Ohio Department of Agriculture and the Center for Innovative Food Technology.

Organizers are now accepting producer and farmer registrations to be included in the MarketMaker database.

"The initial response from producers and wineries has been tremendous," said Fox. For more information, log on to <http://directmarketing.osu.edu/ohiomarketmaker>, or contact Julie Fox at (740) 289-2071 or fox.264@osu.edu.

Farm Business Planning for Women by Deborah Stinner, OSU Ohio Agricultural Research and Development Center (OARDC)

Women with some farming experience, and those who aspire to farm, are invited to this hands-on seminar on Saturday January 19th from 9 AM to 5 PM. Participants will learn to perform key farm management tasks, practices designed to improve the viability of their farms. Learn what Whole Farm Planning really means through an overview of this important process and review of resources to help perform it. The seminar will take place in the Wittmeyer Conference Room at the OSU Waterman Farm, 2490 Carmack Rd, Columbus, OH 43221 (From OH-315, Exit at Lane Avenue; go west ½ mile; turn right onto Carmack Rd., into farm; go past dairy barn)

Each participant will also attend one or two presentations and immediately apply new skills by performing self-selected management tasks and consulting with professionals and experienced women farmers. Internet access is also available.

- Make decisions about legal structure and matters that affect your farm business
- Do financial planning – budgets, equipment and supply forecasts, profit analysis
- Use farm bookkeeping tools and best practices
- Develop pricing strategies and use benchmarking information sources

Call 1-800-372-6092, ext. 3, or email sharon@ifoh.org. Provide your name, address, county, phone number(s), acreage in production and primary products. If interested, request info on post-program social supper for more networking sponsored by the Program Design Team. **Pre-registration fee of \$25, includes lunch and materials, by January 14th.** Mail to IFO, c/o Sharon D. Sachs, Ph.D., 59 W. Short St., Worthington, OH 43085-3560. There is an option of post-program social supper for continued networking.

Growing Together 2008 is a series of three programs of Innovative Farmers of Ohio, a non-profit organization dedicated to promoting an agriculture that preserves and strengthens the economic, social and environmental well-being of Ohio's farms, farm families and rural communities. Growing Together 2008 is made possible through a grant

from Farm Aid, a nonprofit organization whose mission is to keep family farmers on their land (www.farmaid.org). The Central Ohio program is delivered in cooperation with POWA - Promoting Ohio Women in Agriculture, an organization of area women farmers (powa@blueowlgarden.com).

Farm Business Planning was designed by women farmers for women farmers! IFO and POWA thank Janell Baran, Blue Owl Garden Emporium, Newark; Polly Bargar, Zanesfield; Mary Bridgman, Bridgman Farm, Washington Court House; Eddie Lou Meimer, Mount Gilead; Leslie Peters, Black Creek Heritage Farms, Canal Winchester; Joan Richmond, Meadow Rise Farm, Bellville; Julie Stephens, Thunder Bolt Farm, Cable; and Ann Trudel, Ann's Raspberry Farm, Fredericktown.

2008 Ontario Fruit & Vegetable Convention

The Niagara Peninsula Fruit & Vegetable Growers' Association and the Ontario Horticultural Crops Conference together, present the annual Ontario Fruit and Vegetable Convention. February 20-21, at Brock University, St. Catharines Ontario. The Theme this year is "Growing for the Future". The 2 day price for \$95 Canadian includes: 2 hot lunches, Taste of Niagara Food and Wine Reception, Admission to trade show (150 booths), Admission to all speaker sessions and poster display.

If you **pre-register by Feb 14, 2008**, you receive all the above items and a chance to win dinner for two and an overnight stay at the Delta Chelsea in Toronto.

To Register and more information, go to www.ofvc.ca

The support of the sponsors and the success of the trade show have provided the growers' convention with tremendous financial support. The \$95 registration fee (same as last year) just barely covers the cost of two hot lunches and the wine and food gala on Wednesday evening. So, the actual cost to the grower to get into the convention and see the trade show and presentations is almost free!

High Tunnels 101

Want to extend your growing and marketing seasons? Protect your crops from cold, wind, and rain plus certain pests and diseases? Make more money in the process? High tunnels can help you. Learn how they work, where to buy them, how to build them, their benefits, drawbacks, and more—the ABCs of what you need to know before you start—in this introductory half-day course. It's offered, for your convenience, on five different dates at five different Ohio locations.

Jan. 24, 1 p.m.- 5 p.m. Mt. Hope Auction, 8076 State Route 241 Mt. Hope. Contact: Thurman Mullett, phone: (330) 674-6188

Jan. 25, 1 p.m.- 5 p.m. Crown Point Farm and Education Center, 3220 Ira Rd. Bath. Contact: Beth Knorr, (330) 657-2538 or beth@thefarmlandcenter.org

Feb. 15, 1 p.m.- 5 p.m. Granville, Ohio 43023 Contact: OEFFA Office, phone: (614) 421-2022.

March, 7, 1 p.m.- 5 p.m. Village Administration Building, Plymouth. Contact: Steven Prochaska, phone: (419) 562-8731 or prochaska.1@osu.edu

Pre-registration is encouraged. To pre-register, first choose the date/location you want. Second, contact the person listed for the site. Then, last, send a check or money order for \$20 per person to the Contact person/address listed for your specific date/location. Make checks payable to The Ohio State University. Registration at the door (\$25) will be based on available seating.

For more information Contact the instructors [Matt Kleinhenz](#), Vegetable Crops Specialist, Dept. of Horticulture and Crop Science, (330) 263-3810, [Brad Bergefurd](#), Extension Educator, Horticulture Program, OSU South Centers at Piketon (800) 297-2072, ext. 136, or [Ron Becker](#), Extension Program Assistant, OSU Extension, Wayne County (330) 264-8722.

Calendar - Newly added in ***Bold***

Jan. 9-12, Illinois Specialty Crops and Agritourism Conference, Crowne Plaza Hotel, Springfield. For more information, call Diane Handley at 309-557-2107 or see <http://www.specialtygrowers.org/confagenda.htm>.

Jan 14-16, 2008. Ohio Produce Growers and Marketers Association Congress, Kalahari Resort & Conference Center, Sandusky Ohio

Jan, 17-18 Midwest Organic Production and Marketing Conference and Trade Show, Illini Union, University of Illinois, Urbana, Ill. For more information phone 217-333-1588.

January 17-19, Ohio Maple Days For more information contact Gary Graham by phone at 330-263-3799 or by email at graham.124@cfaes.osu.edu

Jan. 28-30, 2008. Indiana Horticultural Congress, Adam's Mark Hotel, Indianapolis. For more information see www.inhortcongress.org

Jan. 29-31, Mid-Atlantic Fruit and Vegetable Convention, Hershey Lodge and Convention Center, Hershey, PA. For More information Contact William Troxell 717-694-3596.

Jan. 29-31, Annual meeting of the North American Strawberry Growers Association will be held in conjunction with the Mid Atlantic Fruit and Vegetable Convention (above), and the National American Bramble Growers meeting (below). For more information: Kevin Schooley at kconsult@allstream.net or visit www.nasga.org.

Jan 29-31, North American Bramble Growers Association Conference, Hershey Lodge and Convention Center, Hershey PA. For more information contact: Debby Wechsler, 1138 Rock Rest Rd. Pittsboro, NC 27312, nabga@mindspring.com.

February 11-12, Ohio Grape & Wine Conference, Shisler Conference Center at OARDC in Wooster.

February 16-17, 29th Annual OEFFA Conference, Granville, Ohio. Featuring keynote speakers Joel Huesby (farmer and mobile livestock processor, co-sponsored by IFO) and Dr. Kamyar Enshayan (local food activist), along with nearly 50 workshops, locally sourced organic food, kids' conference, child care, trade show, Saturday evening entertainment, and more. For more information contact Laura Wies at 614-421-2022.

Feb. 20-21, Ontario Fruit & Vegetable Convention, Brock University, St. Catharines Ontario. For more information go to <http://www.ofvc.ca>

March 25-27, 20th Anniversary SARE Conference. Registrations made after March 1 require a late fee and must be made online or by telephone. All registration closes March 19. Requests for refunds due to cancellation must be received in writing by March 1. Refunds will not be issued after March 1. Contact Lorie Bousquet or Ryan Overstreet at (573) 882-8320 or muconf3@missouri.edu with questions about registration.

NOTE: Disclaimer - This publication may contain pesticide recommendations that are subject to change at any time. These recommendations are provided only as a guide. It is always the pesticide applicator's responsibility, by law, to read and follow all current label directions for the specific pesticide being used. Due to constantly changing labels and product registrations, some of the recommendations given in this writing may no longer be legal by the time you read them. If any information in these recommendations disagrees with the label, the recommendation must be disregarded. No endorsement is intended for products mentioned, nor is criticism meant for products not mentioned. The author and Ohio State University Extension assume no liability resulting from the use of these recommendations.

Ohio Poison Control Number

(800) 222-1222
TDD # is (614) 228-2272