

About two-thirds of our members pick up from a new display cooler in our barn, and we pack and deliver bags for the remaining folks using a google form generated spreadsheet that members use to choose what they'd like. We've really enjoyed the efficiency gains from consolidating our marketing and are conscious to try to make the experience as valuable as possible for our members to maintain a high retention rate.

I'm looking forward next year to planting some pick your own flower gardens for our members, and growing some more fun crops that we haven't done before like melons and fall-plug planted strawberries.

(Elmore) Working to get all potted plants back into the ground before it dips to 15 degrees tonight, Oct. 30. Too cold too early, never enough time to get the farm work done. Sold our last "Vern's brown turkey" fig tree yesterday for indoor growing, of course, outdoors in the summer only. So many people wanted fruit and nut trees and berry plants this year. We are working hard expand our supply. We set up a new drip irrigation system for blueberry plant growing, which has them looking the best in years.

We are keeping better track of sales, going from gut to excel spreadsheets to help us see and not just feel how to proceed. Have a dedicated crew I am grateful for, working in early snows and cold and all during the virus time. I feel next season will be even busier with more demand, so we are working to prepare. The good thing about growing perennial plants is that they get more valuable from year to year as they get larger.

However, our harvested fruit and nut sales are way down as we are having a hard time finding new markets for our produce since three of the main stores/breweries we sell to either laid off most of their crew or closed this year. Most frustrating are the ones that don't return calls or

e

Not much sun in October so growth in greenhouse was affected but everything is now ready to pick. We had a good night temperature drop last few night as it got from -2C to -5C to -10C. Good thing we have the infrastructures to smoothen that temperature drop so the plants slowly get ready for deep winter!

This year, we tried to make our own compost with cow manure, poultry manure and straw that

NOV. 20 DEADLINE TO APPLY FOR EQUIP AND AMA PROGRAMS WITH NRCS

The USDA Natural Resources Conservation Service (NRCS) in Vermont announced that Nov. 20 is the next cut-off date to apply for conservation program assistance through the Agricultural Management Assistance Program (AMA) and the Environmental Quality Incentives Program (EQIP). While both these conservation programs are offered through a continuous signup, NRCS makes periodic funding selections throughout the year, and this is the first deadline. NRCS conservation programs support farmers, ranchers, forestland managers and landowners by helping them conserve natural resources through both technical and financial assist for a variety of conservation activities, such as cover crops, rotational grazing systems, field buffers, animal waste management systems, and restoration and management of wildlife habitat. Learn more by at <https://bit.ly/36XqVH5> or contact your local NRCS office, see <http://bit.ly/32b21z8>

WHOLE FARM REVENUE PROTECTION PROGRAM COVERS MORE GROWERS

USDA Risk Management Agency (RMA) made changes to the WFRP insurance program to accommodate diversified producers and those selling to direct and local markets. With these changes, vegetable and berry growers should now have a crop insurance option for the 2021 crop year. Enrollment deadline for late tax year filers is November 20, and deadline for all others is March 15, 2021. For more information, contact Jake Jacobs at jake.jacobs@uvm.edu

GROWER INPUT SOUGHT ON STRAWBERRY RESEARCH

As part of researchers from UNH, Cornell and UVM want to learn more about the practices you use and the challenges you face in strawberry production. Your responses will help them better understand the diversity of practices used in the Northeastern U.S. and Canada, and will inform research and outreach for improving strawberry production on your farm! It should take approximately 15 minutes to complete the survey. To thank you for your time, you can choose to be entered into a drawing to win fabulous prizes. Learn more and take the survey at: https://unh.azure.qualtrics.com/jfe/form/SV_2nlFpEZhejOE0Pr

RESEARCHERS WANT TO KNOW ABOUT FARMER PRIORITIES

Researchers at the University of Maine have developed the New England Farmer Priorities Survey to better understand the needs of farmers in the face of current challenges, including COVID-19 and weather variability. They will use your responses to identify specific areas where agricultural outreach could be improved to better meet these needs. Participants can enter a drawing for one of two \$100 Visa gift cards.

STUDENT SEEKS PEOPLE WITH FARMING AND GADENING EXPERIENCES

A UVM graduate student's research project comparing market and non-market vegetable production is looking for individuals who have experience in both, and are willing to be interviewed about it, either outdoors or over the phone. Maybe you used to garden and now work on a farm, or vice versa. If you are interested in participating or want to learn more about this study, contact Sam Bliss at samcbliss@gmail.com