Tools for All Maine Farmers

- County Offices w/ local educators
- Soil testing help and interpretation of results
- Extension Publications (online and print)
- Pest Diagnostics & Management
- Hay Directory
- Workshops
- extension.umaine.edu
- Facebook & Twitter
- Farming Newsletters (in some counties)
County Extension Offices
Statewide & Local Educators
Soil Test Interpretation

This is a copy of a report sent to:

- **RELATIVE SOIL TEST LEVELS**

<table>
<thead>
<tr>
<th>PHOSPHORUS (P)</th>
<th>POTASSIUM (K)</th>
<th>CALCIUM (Ca)</th>
<th>MAGNESIUM (Mg)</th>
<th>SULFUR (S)</th>
<th>ORGANIC MATTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOW</td>
<td>LOW</td>
<td>LOW</td>
<td>LOW</td>
<td>LOW</td>
<td>LOW</td>
</tr>
<tr>
<td>MEDIUM</td>
<td>MEDIUM</td>
<td>MEDIUM</td>
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<td>MEDIUM</td>
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<tr>
<td>OPTIMUM</td>
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</table>

- **RECOMMENDATIONS FOR HOME GARDEN - Crop Code # 391 (rotation crop)**

Soil pH is near or above the optimum level for this crop. No lime recommended.

Magnesium level is sufficient to meet crop requirements.

Major nutrient requirements can be met with the following fertilizer application:

Apply 10 lb 10-10-10 or 14-14-14/1000 sq. ft. as a starter. When plants are 3-4 weeks old, sidedress with nitrogen: 2 lb urea/(45-0-0)/1000 sq. ft.

Optional organic matter credit: Little or none of recommended nitrogen should be needed. Fertilizer may be broadcast in spring, but is best banded 2-3 in. below & beside rows.

Apply 15 lb elemental sulfur/1000 sq. ft. to lower pH to 6.5. Till in well.

If you are using wood ash, discontinue until lime is needed again.

Excessive potassium: if you are using wood ash, discontinue.

Grow scab-resistant varieties: Russet Burbank, Superior, Norland, Belrus, or Waseon. Reserve an area for potatoes and grow in rotation with sweet corn. Maintain reserve area at pH 5.5, remaining garden at pH 6.5.

- **LABORATORY RESULTS**

<table>
<thead>
<tr>
<th>Level Found</th>
<th>Soil pH</th>
<th>Ca</th>
<th>Mg</th>
<th>K</th>
<th>P</th>
<th>N/A</th>
<th>N/A</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.8</td>
<td>7.2</td>
<td>0.00</td>
<td>6.94</td>
<td>1234</td>
<td>1065</td>
<td>10866</td>
<td>18.7</td>
<td>8.4</td>
</tr>
<tr>
<td>6.0-7.0</td>
<td>6.0-7.0</td>
<td>6.0-7.0</td>
<td>6.0-7.0</td>
<td>6.0-7.0</td>
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<td>6.0-7.0</td>
</tr>
</tbody>
</table>

- **Additional Results**

- Organic Matter
- Sulfur (ppm)
- Zinc (ppm)
- Sodium (ppm)
- Soil pH: normal background level - no health risk.

Full payment received for the analysis of this sample. Thank you.
UMaine Extension Publications
extensionpubs.umext.maine.edu
UMaine Extension Hay Directory

Cooperative Extension: Livestock

Maine Hay Directory

Buyers: The Directory is organized by County, then town, Maine, out of state, then Canada

Current Sellers: please notify us of changes or when your supply is all out or spoken for: sonia.antunes@maine.edu

Place a new listing: complete the Hay Directory form

Need Straw? Visit the Maine Straw Directory

Additional Hay Resources: www.

<table>
<thead>
<tr>
<th>County</th>
<th>Updated</th>
<th>Forage Package &amp; Amounts</th>
<th>Contact Information</th>
</tr>
</thead>
</table>
| Androscoggin| November 2011 | Thousand bales of 1st cut square bales and some mulch hay | Grant’s Fairview Farm
Larry Grant
30 Grant Rd
Leeds ME 04263
(207) 524-7692
grantsfvfarm@fairpoint.net |
| Androscoggin| June 2011 | $3/bale $30/dry round $35/silage Pick up preferred. Delivery in Lisbon Falls area negotiable | Potter Hill Farm
Midge Arndt
50 Potter Rd
Lisbon Falls ME 04252
(207) 353-2714 514-0423 |
UMaine Extension Workshops
UMaine Extension Website

extension.umaine.edu
UMaine Extension YouTube Channel

The University of Maine Cooperative Extension

URL: http://www.youtube.com/user/TheUniversityofMaine
UMaine Extension Facebook Page
UMaine Extension Farming Newsletters

Farm Scoop December 2011
December 2nd, 2011
by Richard Brzozowski, Extension Educator, Cumberland County and Tori Jackson, Extension Educator, Androscoggin & Sagadahoc Counties

New England Vegetable & Fruit Conference
If you grow & sell vegetables or fruits or are thinking about it, you ought to consider attending the New England Vegetable & Fruit Conference in Manchester, NH on December 13-15, 2011. Pick a day. The conference includes more than 25 educational sessions over 3 days, covering major vegetable, berry and tree fruit crops as well as various special topics. A Farmer-to-Farmer meeting after each morning and afternoon session will bring speakers and farmers together for informal, in-depth discussion on certain issues. An extensive Trade Show with over 100 exhibitors is a great source of information. If you attend the conference, you will leave with new ideas and new information that will have a positive impact on your farm.

Beekeeping Classes
Beginner and Intermediate level beekeeping classes are scheduled to start in Portland and Falmouth in January and February. For more information on these multi-session classes, contact Colleen Hoyt or call 1-800-287-1471.

2012 Master Gardener Training
Is there someone on your farm who could benefit from Master Gardener training? The focus for 2012 will be fruits and vegetables. Application deadline in Cumberland County is Dec 16, 2011. Find more information for Cumberland County here or call 1.800.287.1471.

In Androscoggin-Sagadahoc Counties please contact Dana Richmond or call 1.800.287.1428 to be added to our mailing list. Applications will be sent out to those interested the second week of December. Completed applications are due by January 20, 2012, for class beginning March 20, 2012.

On-farm Food Safety Project
This project is a comprehensive national program that offers fruit and vegetable farmers, food safety professionals and agricultural extension specialists technical assistance to utilize and teach best practices in food safety. The project web site includes news and training for farmers and food handlers in a user-friendly web.

Cooperative Extension in Androscoggin & Sagadahoc Home
Educational Programs
Directions
Staff

Putting knowledge to work with the people of Maine

Piscataquis & Penobscot Farming Newsletter
Volume 9 Number 12
December 2011
Marketing and Promotion Basics for Farmers and Value Added Agriculture Producers
Winter time is a great time to do your farm planning on paper to be ready for next year. Your Marketing Strategy: The 6 P’s
Once you know who you are, what you are selling and you are selling to, you need to determine your overall marketing strategy. How you plan to sell your product to your target market. A simple way of defining your marketing strategy is to break down your plan into the 6 P’s: Product, Price, Position, Place, People and Promotion. We’ve already looked at your Product (in a previous article) so let’s move to the next “P”.

P3-Price
Pricing is an art as well as a science. You need to first calculate your costs (all of them, including your time!), so you will at least know your break-even point. Here are a few things to keep in mind when setting prices:

- Remember that for a consumer, there are many factors to a purchase decision, and price is only one. Don’t make the mistake of going too low in order to guarantee a sale.
- It is often easier to lower prices than to raise them.
- Know the true worth of your product and stand behind it. Customers can tell when you are sincere.

P2-Position
Your position in the market place refers to how you will be viewed by your customers and competition. What features or benefits of your product will you highlight in order to appeal to your target market? Make these synonymous with your product. Say you’re selling cookies and your target market is “children under the age of 5 and their health conscious moms”. You would highlight the nutritional benefits of your products over other cookies. These cookies are far better than others in the market same weight and price.

P1-Product
Many farming activities are driven by the weather. Our local National Weather Service in Caribou has meteorologists on staff to track the skies. They are willing to talk with you about rain predictions for your town. Give them a call at 450-0190. Or check our Insurance

Androscoggin-Saga

Androscoiggon-Saga Blog
Applications for Natl 2012 Maine Garden the Date! 2012 Maine Vegetable agr 2012 Secretary Wanted to Extension Androscoggin/Sagad Office 4-H Notes January 2 4-H Notes December Farm Scoop Decemb New Farmer Worksh Being Offered Master Gardening Vi Training March 2012 Farm Scoop October

Subscribe to the Andros Sagadahoc Counties Blog Post

Androscoggin-Saga

Local Weather Anytime
Many farming activities are driven by the weather. Our local National Weather Service in Caribou has meteorologists on staff to track the skies. They are willing to talk with you about rain predictions for your town. Give them a call at 450-0190. Or check our Insurance

Androscoggin-Saga
Tools for New Maine Farmers

• One on One Consultations
• umaine.edu/new-farmers/
• New Farmer Resource Packets
• *So, You Want to Farm in Maine?*
  Short Course
• New Farmer Workshop Series
  w/ USDA
• BFRN:
  umaine.edu/beginning-farmer-resource-network
One on One Consultations
Welcome to Cooperative Extension for New Farmers

University of Maine Cooperative Extension can help you decide if farming in Maine is right for you.

Have you had a life-long dream of being a farmer in Maine and wonder if you and your family can make it work? Maybe you grew up on a farm and now want to run your own. Or are you intrigued with the possibilities of life on a farm and looking for an apprenticeship? UMaine Extension has been helping Maine farmers for over 90 years. We can help you, too!

Resources and Support for New Farmers in Maine

UMaine Extension is your doorway to University of Maine expertise. We provide practical, how-to solutions and resources based on university research.

Farm management is increasingly more complex. Our agriculture experts help keep Maine farms financially, environmentally, and socially sustainable by developing:

- compost best practices
- crop insurance education
- integrated pest management
- livestock production
- sustainable agriculture for farmers
- sustainable agriculture degree program at UMaine
- nutrient and waste management solutions
- value-added food products

FAQ’s

Please send us your questions! Do you need information on how to apply for grants or other funding opportunities? Do you want guidance on restoring old fruit trees to productivity? Or do you need advice on another farming-related issue that might be a good addition to this website?

We will be using your questions to build this page. Please send any questions you would like answered to Tori Jackson, Extension educator, and we will post your questions and her responses. Check here for regular updates!

- So You Want to Farm in Maine?
- How Do I Get My Soil Tested?
- How Do I Market Specialty Products?
- What veterinarians treat large animals?
So, You Want to Farm in Maine?

Workshop Series

So You Want to Farm In Maine?

The 2012 course will be starting March 20th at the Penobscot and Aroostook County Extension Offices.

A Short Course for Individuals Who Want a Profitable Farm Operation.

The purpose of this course is to equip participants with the business knowledge and skills to start, adapt and maintain a profitable land-based business. It is designed for current farmers and those who want to have a farm.

This multi-session course will be offered on five Tuesday evenings in March and April starting March 20th, 2012 at the Penobscot County Extension Office in Bangor, and Aroostook County Extension Office in Presque Isle from 6:30pm-9:00pm.

Pre-registration is required, as space is limited to 40 participants. The cost is $50.00, which includes the text for the course, Starting and Running a Small Farm Business by Sarah Aubrey and various handouts. More than one member of a farm business may attend for the $50.00 fee, provided you only require one set of materials.

To register, please call Theresa Tilton at (207) 942-7396 or email Theresa.Tilton@maine.edu at the Bangor Extension office. Instructors for the course include Extension Educators Donna Coffin, and Andrew Plant with guest instructors.

A survey will be sent once you have registered. Please return it prior to the first meeting.

Objectives:

- Participants will feel comfortable starting a farm-based business
- Participants will understand the need for and have a framework for a business plan
- Participants will select and use recordkeeping system
- Participants will understand how to use Cooperative Extension and other agencies as a resource for their farm-based business
- Participants will understand the importance of and basics of marketing their products, including customer surveys.

Session 1
- Assessing your resources.
- Developing a business plan.

Session 2
- Selecting & evaluating farm enterprises.
- Keeping production and financial records.
- Understanding taxes.

Session 3
- Types of marketing.
- Doing applied market research for your products and services.

Session 4
- Production information
- Resources / agencies available to assist farmers
- Regulations that impact agriculture.
- What about farm equipment?

Session 5 Thursday
- Panel discussion including finding financing, and insurance as well as other topics of interest.

Sponsored by:

University of Maine Cooperative Extension in Penobscot, Piscataquis, & Aroostook Counties

Maine Crop Insurance Education Program in cooperation with the Risk Management Agency

RMA - Risk Management Agency
New Farmer Workshop Series

This workshop series is designed for new Maine farmers who have been in business fewer than 10 years, or haven’t started yet. A wide variety of topics will be covered, including an introduction to the various federal, state, local and non-profit agencies many farmers work with. Plenty of time is built in for questions and interaction with speakers and colleagues. Participants who enroll for all 7 workshops will be given a resource material notebook. Topics include:

- **Farm Business Basics**  
  Tuesday, January 31, 2011  
  9:00am-3:00pm
- **Crop Management**  
  Tuesday, February 7, 2011  
  6:00pm-9:00pm
- **Nutrient Management**  
  Tuesday, February 14, 2011  
  6:00pm-9:00pm
- **Pest Management**  
  Tuesday, February 21, 2011  
  9:00am-3:00pm
- **Water Management**  
  Tuesday, February 29, 2011  
  6:00pm-9:00pm
- **Energy Management**  
  Tuesday, March 6, 2011  
  6:00pm-9:00pm
- **Farm Safety**  
  Tuesday, March 13, 2011  
  9:00am-3:00pm

Cost: $50.00 to attend all 7 workshops (maximum of two people/farm). Or, select just a few: full-day workshops are $15.00 per person and evening workshops are $10.00 per person. Lunch is provided.

Location: Holy Trinity Parish, 67 Frost Hill Avenue Lisbon Falls, ME

Register Online at: www.androscogginswcd.net or call 753-9400 ext. 400

Storm Dates are always the following Wednesday at the same time.

Workshops are open to the public. Registration is required. Please call Jane Heikkinen at 207-753-940 ext. 400 if you have questions or have special needs in order to attend.

USDA, AVSWCD, University of Maine and Maine Department of Agriculture are equal opportunity providers and employers.
Beginning Farmer Resource Network

Partnering institutions, agencies, and organizations:

Coastal Enterprises, Inc.
Cultivating Community
Farm Credit of Maine
Land For Good
Maine Association of Conservation Districts
Maine Aquaculture Association
Maine Department of Agriculture, Conservation and Forestry
Maine Farm Bureau
Maine Farmland Trust
Maine Federation of Farmers' Markets
Maine Organic Farmers and Gardeners (MOFGA)
Maine Sustainable Agriculture Society
Sea Grant -- Maine
USDA Farm Service Agency
USDA National Agricultural Statistics Service
USDA Natural Resources Conservation Services
UMaine Extension