

# Resources for Farmers

How do you find what you need to farm? There are a lot of ways! Use this guide to get started. Some resources are online. Others are local networks, organizations, or stores.

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## Seeds

Finding seeds for the vegetables you want can be difficult. It is a good idea to learn how to save good seeds from your plants. Read the "Seed Saving" section for more information. **If you want to save seeds, do not order "hybrid" or "F1" seeds!**

### Johnny's Seeds

[www.johnnyseeds.com](http://www.johnnyseeds.com)

877-564-6697

Johnny's Seeds has many New England and international vegetable seeds. You can call to ask for a paper catalog, or you can order online. Seeds that other new American farmers have liked are:

- Tongue of Fire (shell beans)
- Summer Cross No. 3 (daikon)
- Gita (green long beans)
- Red Noodle (red long beans)
- Malabar Spinach (red or green)
- Suyo Long (snake cucumber)
- Habanero Pepper
- Sweet Potato slips (baby plants to start sweet potatoes)
- Potatoes (various kinds)

Johnny's Seeds will ship their seeds anywhere in the U.S. Usually if your order is over \$200 shipping is free.

### Evergreen Seeds

[www.evergreenseeds.com](http://www.evergreenseeds.com)

They have many Asian vegetable seeds. They have a good variety of hot pepper seeds.

### **Tran's World Food Market**

50 Russell Street, Hadley, MA

They have seeds in the spices section for chamsoor (चम्सूर को साग) and methi ((मेथी को साग)

### **Compare Foods**

664 Main St, Worcester, MA

They sell squash with pharsi ko munta (फर्सी को मुन्टा) seeds in them.

### **Baker Creek Heirloom Seeds**

[www.rareseeds.com](http://www.rareseeds.com)

Their seeds are expensive, but they have many vegetables that are hard to find. You can save seeds from your plants to save money in the future.

### **Fedco Seeds**

[www.fedcoseeds.com/seeds](http://www.fedcoseeds.com/seeds)

(207) 426-9900

Fedco Seeds has a lot, but it can be hard to find things in the catalog.

### **Greenfield Farmers' Cooperative Exchange**

269 High St, Greenfield, MA

(413) 773-9639

You can buy seed potatoes here in the spring (and save on shipping costs). They also sell packets of common vegetables and flowers.

**Maine Potato Lady**

[www.mainepotatolady.com](http://www.mainepotatolady.com)

(207) 717-5451

Seed potatoes and seed garlic.

**Moose Tubers (Fedco)**

[www.fedcoseeds.com/moose](http://www.fedcoseeds.com/moose)

(207) 426-9900

Seed potatoes, sweet potato slips, and baby onion plants.

**Dixondale Farms (onion plants)**

[www.dixondalefarms.com](http://www.dixondalefarms.com)

830-876-2430

Baby onion plants. They are cheap, but not organic.

## Seed Saving

You will need “open-pollinated” (not hybrid or F1) plants to save seeds successfully. You will need to do different things for different kinds of plants to save good seed.

The book Seed to Seed by Suzanne Ashworth can tell you what to do for different vegetables.

Look for a seed saving workshop where you can learn in-person. These organizations may have a workshop, or know about one:

- NOFA Mass (978) 355-2853
- UMass Extension Vegetable Program (413) 545-1051

## Seedlings

Seedlings from a big store like Walmart or Home Depot are poor quality and often get sick.

You can order from a local farm to get better seedlings at a good price. Most farms take orders in January or February. Make sure you plan ahead.

Seedlings are **much** cheaper when you buy whole flats. You can split flats with friends to save money.

### Harvest Farm

125 Long Plain Rd, South Deerfield, MA

(413) 665-2030

[www.harvestfarmofwhately.com](http://www.harvestfarmofwhately.com)

Harvest Farm will grow special seedlings for you from seeds that you give them. They charge a small extra fee to do this. Most other farms won't do this at all.

If you want to grow seedlings with seeds from your farm you have to pay UMass Extension to **treat the seeds you grew with hot water**. Hot water treating seeds prevents disease.

UMass Extension

413-577-3976

[www.ag.umass.edu/services/hot-water-seed-treatment](http://www.ag.umass.edu/services/hot-water-seed-treatment)

### Atlas Farm

635 River Road in Deerfield, MA

[greenhouse@atlasfarm.com](mailto:greenhouse@atlasfarm.com)

## About Hot Water Seed Treatment

**Benefits of hot water seed treatment:** Some plant pathogens are able to penetrate and survive within the seed, out of reach of surface seed treatments. They include many bacterial pathogens of vegetables as well as fungi, oomycetes, and viruses. Tomato, pepper and brassicas are good candidates for hot water seed treatment because there are common bacterial and fungal diseases of these small seeded-crops that can be easily prevented. Even though pathogens do not survive well in soil once infected crop residues have decayed, they can be difficult to manage once established on a farm. Hot water seed treatment also has the beneficial effect of priming seeds resulting in faster germination than untreated seed. Hot water seed treatment is a valuable tool for preventing establishment of seed-borne diseases on the farm, or their reintroduction year after year.

**Deciding which seeds to treat:** To decide whether to use heat treatment, first determine the likelihood that seed-borne pathogens could be present based on the crop (see Table 1. for reference). Next, ask your seed supplier if the seed was produced in a way to minimize exposure to seed-borne pathogens and if the seed was tested for their presence. Find out if the seed has already been treated with hot water or if it has been primed (pre-soaked to promote earlier and more uniform germination), as treating again could adversely affect the seed.

**Treatment procedure and seed requirements:** The temperature of water for treating seed varies from 115 to 125°F, depending on the crop, and the treatment period varies from 10 to 60 minutes. Large-seeded crops (beans, cucurbits, peas, corn etc.) cannot be effectively disinfested with hot water treatment because the temperature required to heat the whole seed inside and out would kill the outer seed tissue and the seed will not germinate. Chemically-treated or pelleted and primed seed also cannot be hot water treated. Treating seed saved for more than one year or seed saved from a heavily infested field may inhibit germination. Treat no more seed than you think you will use in the course of a season, as hot water treated seed may not remain viable for as long as untreated seed. It is important to use the appropriate protocol for each crop to control pathogens without damaging the seed. While hot water seed treatment can be done effectively on a stovetop in a large pot with an accurate thermometer and careful temperature control, it is much better to use a precision water baths that provide an even, stable and accurate temperature.

**Table 1. Vegetable crops and seed borne pathogens control by hot water treatment.**

<b>Crop</b>	<b>Diseases Controlled</b>
Brassicas	Alternaria leaf spot, Bacterial leaf spot, Black leg, Black rot
Beet / Swiss Chard	Phoma/Canker, Downy Mildew, Cercospora leaf spot
Carrot	Alternaria leaf blight, Bacterial leaf blight, Cercospora leaf spot, Crater rot/foliar blight
Celery / Celeriac	Bacterial leaf spot, Cercospora leaf spot, Septoria leaf spot, Phoma crown and root rot
Eggplant	Anthracoise, Early blight, Phomopsis, Verticillium wilt
Lettuce	Anthracoise, Bacterial leaf spot, Lettuce mosaic virus, Septoria leaf spot, Verticillium wilt
Onion	Purple blotch, Stemphylium leaf blight, Basal Rot, Botrytis blight, Smudge, Black mold
Pepper	Anthracoise, Bacterial leaf spot, Cucumber mosaic virus, Pepper mild mosaic virus, Tobacco mosaic virus, Tomato mosaic virus
Parsley / Cilantro	Bacterial leaf blight, Alternaria leaf blight, Black rot, Cercosporoid leaf blight, Septoria blight
Spinach	Anthracoise, Cladosporium leaf spot, Cucumber mosaic virus, Downy mildew, Fusarium wilt, Stemphylium leaf spot, Verticillium wilt
Tomato	Alfalfa mosaic virus, Anthracnose, Bacterial canker, Bacterial speck, Bacterial spot, Cucumber mosaic virus, Early blight, Fusarium wilt, Leaf mold, Septoria leaf spot, Tomato mosaic virus, Verticillium wilt, Double virus streak



UMass Extension Vegetable Program  
250 Natural Resources Rd.  
Amherst, MA 01003  
413-577-3976  
umassveg@umext.umass.edu

### **Hot Water Seed Treatment Liability Waiver**

The UMass Vegetable Program follows established and tested protocols for hot water treating each species and cultivar of vegetable seed to ensure the highest quality. Seed undergoes a pre-warming process in a controlled water bath at 100°F then is subjected to treatment in another aerated warming bath at 118-125°F for 15 to 30 minutes depending on the species. Seed is immediately air dried, carefully packaged and shipped back to the grower within 10 days. These protocols are proven to maintain or enhance seed germination if the appropriate seed (see page 1) is used, but we cannot guarantee that there will not be negative effects.

As a condition of submitting seed to the University of Massachusetts Extension Vegetable Program for hot water seed treatment, the undersigned acknowledges that he/she has been informed of the risks associated with the potential, possible loss of seed viability and hereby waives any and all rights to assert any claim against the University of Massachusetts Extension, for negligence or otherwise. The University of Massachusetts Extension shall not be liable for incidental or consequential damages or crop failure as a result of the use of this treated seed.

I HEREBY RELEASE FROM LIABILITY AND AGREE TO INDEMNIFY AND HOLD HARMLESS THE UNIVERSITY OF MASSACHUSETTS, ITS BOARD OF TRUSTEES, EMPLOYEES, AGENTS AND/OR VOLUNTEERS, FOR ANY LIABILITY IN CONNECTION WITH THE USE OF THIS HOT WATER TREATED SEED. THIS RELEASE IS FOR ANY AND ALL LIABILITY PROPERTY LOSSES OR DAMAGE OCCASIONED BY, OR IN CONNECTION WITH THE USE OF THIS HOT WATER TREATED SEED.

I have read this entire Document (pages 1-3), including the release portion (page 2), and I fully understand it and agree to be legally bound by this Document.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_



UMass Extension Vegetable Program  
 250 Natural Resources Rd.  
 Amherst, MA 01003  
 413-577-3976  
 umassveg@umext.umass.edu

### Hot Water Seed Treatment Submission Form

UMass Vegetable Program staff will treat seeds received via this mail-in service and return to the grower within **10 days** (longer if you are treating more than 13 oz. of seed). Contact us with any questions before mailing in your seed.

<b>Contact (include return address where the seed will be mailed)</b>
<b>Name:</b>
<b>Business Name:</b>
<b>Street or PO Box:</b>
<b>City, State, Zip:</b>
<b>Phone:</b>
<b>Email:</b>

**Fees:** Each variety or cultivar will cost **\$6 for each 0.1 -1oz<sup>1</sup>**. For example, 0.5oz of cherry tomato seed will cost \$6 and 1.6oz of plum tomato seed will cost \$12. An additional **\$5 for each 0.1 – 13oz of seed is charged for shipping.**

**Mailing Instructions:** Clearly label each variety or cultivar of seed to be treated in separate containers (e.g., seed packets, plastic jars, etc.) and enclose in a water resistant container such as a resealable plastic bag. Label the seed packets the same as you do on this form. Carefully place the seed in a **padded envelope** (or box if treating large amounts of seed) and mail to the address above with form on Page 3 completed and the liability waiver below signed. Include a check made out to **“UMass”** for the total treatment amount and shipping cost.

Lab use only	
Received:	Due:
Check#:	Cash:

Lab ID (leave blank)	Crop	Variety/Cultivar	Ounces	\$6 / 0.1 – 1oz
<b>Subtotal</b>			<b>oz</b>	<b>\$</b>
<b>Total (including \$5 shipping for each 0.1-13oz)</b>				<b>\$</b>

## **Compost**

Buying by the truckload is much cheaper than bags of compost. Search the internet for dairy, chicken, horse, or goat farms near you. They might sell compost, or be willing to sell you raw manure.

Raw Manure can make people sick. Only apply raw manure in the fall, after you are done harvesting. Raw manure needs 4 months in the soil before it is safe to harvest vegetables from that field.

### **Smyth's Trinity Farm**

4 Oliver Rd, Enfield, CT 06082  
860-745-0751

Smyth's Trinity Farm sells composted cow manure. You can pay for delivery.

### **Bear Path Compost**

Webber Road, Whatley, MA  
413-386-4932

Bear Path gives a discount to professionals. If you are selling your vegetables, or order as a big group, you should qualify.

You can order a large amount (to be delivered) or pickup smaller quantities yourself.

## Soil Testing

A soil test tells you if your soil is low or high in any important nutrients. It can help you decide how much compost or fertilizer to use, and which amendments.

Follow the lab's instructions to take a good soil sample. If you don't follow the instructions, your results won't be accurate:

1. Make sure each sample is from ONE kind of soil only. For example if part of your field is dark soil and part of it is light, take two separate samples.
2. Dig several holes 6" deep. Mix the soil from these holes together.
3. Break up clumps of soil. Remove stones. Remove roots.
4. Put 1 cup of the soil out on paper to dry.
5. Put each dry sample into a Ziploc bag. Label the bag so you know which sample is from which part of your field.

### **UMass Soil and Plant Nutrient Testing Lab**

[www.ag.umass.edu/services/soil-plant-nutrient-testing-laboratory](http://www.ag.umass.edu/services/soil-plant-nutrient-testing-laboratory)

413-545-2311

Paige Laboratory, 161 Holdsworth Way, Amherst, MA

### **Logan Labs**

[www.loganlabs.com](http://www.loganlabs.com)

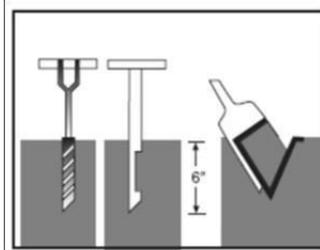
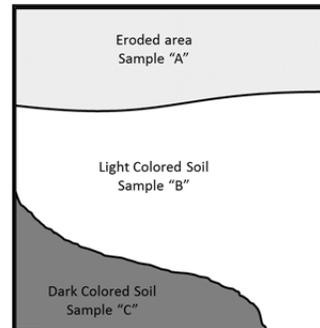
888-494-7645

Once you have the soil test results, you may need help to know what to do. Sometimes the soil test lab can help you. If they can't, try asking UMass Extension Vegetable Program (413) 545-1051

## Soil Sampling Instructions

The most critical step in soil testing is collecting the sample. It is important that you take the necessary steps to obtain a representative sample; a poor sample could result in erroneous recommendations.

The first step is to determine the area that will be represented by the sample. Soil physical appearance, texture, color, slope, drainage, and past management should be similar throughout the area. It may be helpful to draw a map of the property and identify areas where you will collect samples. Using a clean bucket and a spade, auger, or sampling tube collect 12 or more subsamples to a



depth of six to eight inches (four to six inches for turf) from random spots within the defined area. Avoid sampling field or plot edges and other non-representative areas. Avoid sampling when the soil is very wet or within six to eight weeks after a lime or fertilizer application.

Next, break up any lumps or clods of soil, remove stones, roots, and debris, and thoroughly mix subsamples in the bucket. Once the sample is thoroughly mixed, scoop out approximately **one cup** of soil and spread on a clean sheet of paper to air-dry. A fan set on low will help speed the drying; do not apply heat. **Do not submit wet soil samples to the lab.**

Place approximately **one cup** of your dry sample in a plastic zip-lock bag. Label each zip-lock bag with your sample ID (you create this) and complete the submission form.

Complete all information on the sample submission form (found on our website). Provide your contact information, including a phone number and email address, under "Main contact." If you would like a copy of your results sent to anyone else, include their contact

information under "Send copy to." Enter your Sample ID using the same name you labeled your samples with. Please include the approximate area represented by each sample. This information is useful to the lab and will be reported with your results. A rough approximation is adequate (i.e., +/- 1000 square feet for turf or +/- one acre for row crops).

**Be sure to specify a Crop Code** for each sample; without a Crop Code, the lab cannot provide lime and nutrient recommendations. Crop codes are listed on the second page of the submission forms. Finally select any optional tests you would like in addition to routine soil analysis. A brief description of these is provided below.

Send your sample(s), completed submission form and payment to the address listed on the front. Enclose check payable to UMass with your order. Please include \$2 for postage and handling if you would like your results sent by US Mail.

## Soil Test Descriptions & Fees

### *Routine Soil Analysis*

#### Standard fertility test: \$15.00

Includes pH, acidity, Modified Morgan extractable nutrients (P, K, Ca, Mg, Fe, Mn, Zn, Cu, B), lead, and aluminum, cation exchange capacity, and percent base saturation. Recommendations for nutrient and pH adjustment are included with results.

### *Optional Additional Soil Analysis*

#### Soil organic matter: \$ 6.00

Measurement of soil organic matter by loss on ignition at 360° C. This measure is useful for evaluating soil quality and nutrient supplying capacity. A measure of soil organic matter is also required to determine the effective rate for certain herbicides.

#### Soluble salts: \$ 6.00

Measure of electrical conductivity of a 1:2 soil:water extract. This test is used to determine if salinity levels are high enough to limit plant growth. Sources of soluble salts in Northeastern soils include fertilizers, animal manure, compost, runoff from surfaces treated with de-icing salts, and poor quality irrigation water.

#### Soil nitrate: \$ 6.00

Measurement of nitrate nitrogen (NO<sub>3</sub>-N) using an ion specific electrode. Due to the inherent variability of soil NO<sub>3</sub>-N in our climate, these results are not directly used to make nutrient recommendations. However, under certain conditions this test may provide useful information for nutrient management.



**Soil and Plant Nutrient Testing Laboratory**

203 Paige Laboratory  
 161 Holdsworth Way  
 University of Massachusetts  
 Amherst, MA 01003  
 Phone: (413) 545-2311  
 e-mail: soiltest@umass.edu  
 website: http://soiltest.umass.edu/

**USE THIS FORM FOR HOME GROUNDS AND GARDENS**

Visit our website to download a copy of the Sampling Instructions sheet which includes a description of routine, and optional soil tests offered. Send your sample(s), completed submission form and payment to the address listed above. Enclose check payable to UMass for \$15 for each sample plus additional fees for optional tests requested below.

<b>Main contact:</b>	<b>Send copy to:</b>	<b>Method of receiving results</b>  <input type="checkbox"/> US Mail (please include \$2 for postage & handling)  <input type="checkbox"/> E-mail
Name:	Name:	
Business Name:	Business Name:	
Street Address:	Street Address:	
City, State, and Zip	City, State, and Zip	
Phone:	Phone:	
E-mail address:	E-mail address:	

LAB # (Leave blank)	Sample ID (You create this)	Approx. area represented by sample (sq ft. or acres)	Crop Code, limit of 3 (See reverse side of this form)	Routine analysis (\$15.00)	Organic matter (\$6.00)	Soluble salts (\$6.00)	Nitrate (\$6.00)
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Office Use Only	
Received	Due
Check#	PO#
Cash	

Order Total \$ \_\_\_\_\_

## **Crop Codes**

Lime and nutrient recommendations are provided on your test report specifically for the crop code(s) you identify on your soil sample submission form and are based on the analytical results for your sample. Crop Codes for home grounds and gardens are listed below. Select the crop code that best describes your management objectives.

### **Home Lawns**

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Description	Crop Code
Lawn-Establishment.....	HA1
Lawn-Maintenance .....	HA2

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### **Home Gardens, Trees and Shrubs**

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Description	Crop Code
Flowers, Roses, & Herbs.....	HB3E
Home Vegetable Garden (mixed).....	HB1
Home Blueberries-Establishment.....	HD1E
Home Blueberries-Maintenance.....	HD1M
Home Brambles-Establishment.....	HD2E
Home Brambles-Maintenance.....	HD2M
Home Strawberries-Establishment.....	HD3E
Home Strawberries-Maintenance.....	HD3M
Home Grapes, American Varieties-Establishment.....	HD4E
Home Grapes, American Varieties-Maintenance.....	HD4M
Home Grapes, European Varieties-Establishment.....	HD5E
Home Grapes, European Varieties-Maintenance.....	HD5M
Deciduous Trees, Shrubs & Vines-Establishment.....	HC1E
Deciduous Trees, Shrubs & Vines-Maintenance.....	HC1M
Needleleaf Trees & Shrubs-Establishment.....	HC2E
Needleleaf Trees & Shrubs-Maintenance.....	HC2M
Acid-loving Trees, Shrubs, & Groundcover-Establishment.....	HC3E
Acid-loving Trees, Shrubs, & Groundcover –Maintenance.....	HC3M

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## **Bulk Buying**

Organize bulk buying with your friends for better prices. You can do this in-person, or you can use an app like "Buying Club" to organize larger buying groups.

### **NOFA Mass Bulk Order**

[www.nofamass.org/programs/bulk-order-program](http://www.nofamass.org/programs/bulk-order-program)

You can order most farm supplies through the bulk order. You will have to pick up the items in Belchertown, MA, but you can save a lot on shipping charges. Order between January 1<sup>st</sup> and January 31<sup>st</sup> each season.

## **Amendments & Fertilizer**

### **Crop Production Services (CPS)**

25 Elm St, South Deerfield, MA, 413-665-2115

15 Chamberlain Rd, Broad Brook, CT, 860-623-2694

CPS is local, so you can pick up your order and save on shipping costs. They sell a lot of conventional (non-organic) fertilizers and pesticides though, so be careful! Tell them that you are an organic grower and only want to buy organic fertilizer, amendments, and pesticides.

### **Fedco Organic Grower's Supply**

[www.fedcoseeds.com/ogs](http://www.fedcoseeds.com/ogs)

207-426-9900

They have a good selection, but shipping can cost a lot.

### **Hadley Garden Center**

285 Russell St, Hadley, MA

(413) 584-1423

They sell smaller (garden) quantities of fertilizer, compost, and manure.

## **Cover Crops**

### **Crop Production Services (CPS)**

25 Elm St, South Deerfield, MA, 413-665-2115

15 Chamberlain Rd, Broad Brook, CT, 860-623-2694

CPS is local, so you can pick up your order and save on shipping costs.

### **Fedco Organic Grower's Supply**

[www.fedcoseeds.com/ogs](http://www.fedcoseeds.com/ogs)

207-426-9900

They have a good selection, but shipping can cost a lot.

### **Johnny's Seeds**

[www.johnnyseeds.com](http://www.johnnyseeds.com)

877-564-6697

Shipping for large bags usually costs extra.

# Trees and Perennials

## **Tripple Brook Farm**

37 Middle Rd, Southampton, MA

(413) 527-4626

This is a local farm with both common and uncommon plants.

They have fiber banana plants and bamboo. \*I recommend you only plant bamboo in containers. It will take over your farm quickly.

## **Fedco Trees**

[www.fedcoseeds.com/trees](http://www.fedcoseeds.com/trees)

(207) 426-9900

Very large and good variety. Fruit and nut trees, berries, mushrooms, and more! Bare root plants ship in the spring.

# Technical Assistance

There are several programs and organizations that offer technical assistance to farmers. **Do** access these resources. Please **do not** try to access all of these resources at the same time. It takes time and commitment on your part to get the most out of the assistance they offer. Maintaining good relationships is important.

## **Community Involved in Sustaining Agriculture (CISA)**

1 Sugarloaf St, South Deerfield, MA  
(413) 665-7100

CISA runs the "Local Hero" program. As a local farm, you can become a member of the program. Local Hero members get publicity through CISA. Local Hero members also qualify for several kinds of free or low-cost technical assistance through CISA. Contact CISA to find out more about the current program.

CISA also runs several workshops for farmers. Many of the workshops train farmers to market their products and run a business.

If you are looking for a farmers' market to sell at, CISA may be able to help you find a good market for you.

## **UMass Extension Vegetable Program**

(413) 545-1051

UMass Extension is a service to local commercial farmers. They research farm issues, and give recommendations to farmers based on their research.

If you have a specific issue, they will sometimes come to your farm.

Sign up for Vegetable Notes here:  
[www.ag.umass.edu/vegetable/vegetable-  
notes/subscribe](http://www.ag.umass.edu/vegetable/vegetable-notes/subscribe)

The Vegetable Notes email address is:  
[umassvegetable@umext.umass.edu](mailto:umassvegetable@umext.umass.edu)

You will get email updates about pests and diseases in the area. The updates will tell you how to manage the pests too.

### **New Entry Sustainable Farm Project**

[www.nesfp.org](http://www.nesfp.org)  
New Entry offers many training courses for new American farmers. They have many resources online as well.

### **NOFA Mass (Northeast Organic Farmers' Association)**

[www.nofamass.org](http://www.nofamass.org)  
(978) 355-2853  
NOFA Mass runs workshops throughout the year for farmers. They are also sometimes able to provide newer farmers with an experienced farm mentor.

### **Mass Farmers Markets**

[massfarmersmarkets.org](http://massfarmersmarkets.org)  
781-893-8222  
Mass Farmers Markets can help you find a farmers' market, find out how to accept SNAP/EBT (food stamps) or WIC coupons, or start your own farmers' market.

### **Equity Trust**

[www.equitytrust.org](http://www.equitytrust.org)

413-256-6161

Equity Trust helps groups of farmers access affordable farmland. You may have to pay for their services, or be able to find a grant.

### **Land for Good**

[www.landforgood.org](http://www.landforgood.org)

603-357-1600

Land for Good helps farmers find and evaluate farmland. They do both workshops and individual technical assistance. You will have to pay for their services, or find a grant. Sometimes Local Hero members (a CISA program) qualify for free assistance.

### **Legal Services Food Hub**

[www.legalfoodhub.org](http://www.legalfoodhub.org)

1-844-529-4769 Ext. 1

The Legal Services Food Hub offers free legal help to commercial farmers in some states.

## Farmers' Markets

If you would like to sell at a farmers' market, you can search the CISA directory:

<http://www.farmfresh.org/food/farmersmarkets.php?zip=01101&open=1>

for a market in your area. The directory will tell you the name and contact information for the market manager.

For most farmers' markets, you need to have liability insurance. You can purchase liability insurance privately, or you can purchase liability insurance through

### **Mass Farmers Markets**

[massfarmersmarkets.org](http://massfarmersmarkets.org)

781-893-8222

Make sure you understand the rules of the farmers' market, and follow the rules.

One or more mobile markets run in the area. They purchase produce from local farmers, and re-sell the produce at several different locations during the week. Most of their locations are in low-income neighborhoods. You may be able to sell to the mobile markets wholesale.

## Land

There are several ways to get and keep access to farmland. It can be confusing to know which way or ways are best for you.

Start by reading the handout "Finding, Assessing, & Securing Farmland" included at the end of this guide or online at:

[www.nesfp.nutrition.tufts.edu/sites/default/files/uploads/mafarmlandguide.pdf](http://www.nesfp.nutrition.tufts.edu/sites/default/files/uploads/mafarmlandguide.pdf)

This will give you a good introduction. It is important to know what you need and what you want before you start looking for land.

There are many ways to search for properties. Here are a few:

- Search online real estate websites like [www.zillow.com](http://www.zillow.com) or [www.realtor.com](http://www.realtor.com)
- Search the New England Land Link:  
[www.smallfarm.org/main/for\\_new\\_farmers/new\\_england\\_landlink/](http://www.smallfarm.org/main/for_new_farmers/new_england_landlink/)
- Register with the NESFP farmland matching service  
[www.nesfp.org/farmland/land-seekers](http://www.nesfp.org/farmland/land-seekers)
- Look on CISA's website classifieds:  
[www.buylocalfood.org/classifieds/land-available](http://www.buylocalfood.org/classifieds/land-available)
- Post on CISA's website classifieds for what you are looking for
- Contact local land trusts. They may have or know about land that meets your needs.

### **Kestrel Land Trust**

284 N. Pleasant St, Amherst, MA

(413) 549-1097

Kestrel Land Trust works mostly in Hampshire County, MA

## **Winding River Land Conservancy**

[www.windingriver.org](http://www.windingriver.org)

413-315-4908

Winding River Land Conservancy is small and works mostly near Westfield, MA

- Contact local agriculture commissions. They often hear about available farm land

# Livestock

There are many, many small livestock producers in the area. You may be able to buy animals from them, or get some suggestions for starting out.

Several local farm stores sell poultry chicks in the spring:

- Greenfield Farmers' Exchange
- Amherst Farmers' Supply
- Tractor Supply Company (some locations)

There are strict regulations about slaughterhouses if you want to sell meat. Do not sell meat that you slaughter at home. Unless you go through many regulatory steps, you will have to pay a certified slaughterhouse to process your livestock if you want to sell it.

You may slaughter animals at home to eat at home. Some new American farmers prefer this, and have bought or been given old animals from commercial farms. Often laying chickens get too old to be useful to commercial farms. You can call local egg farmers to see if you can pick up or buy their old chickens.

# Grants

Writing grant applications is a skill that takes practice. Unfortunately, you also need to be able to write well in English. You can hire a grant writer, or ask All Farmers for help.

- Harold Grinspoon Foundation, Local Farmer Awards
  - Up to \$2,500
  - January application
  - For farm businesses only. You must be a member of CISA
  - Easier application
  - <https://hgf.org/programs/local-farmer-awards>
- NRCS has several grants. The grants usually pay for part of a greenhouse, fencing, or irrigation. Visit your local NRCS office to find out more:
  - Massachusetts: 195 Russell Street, Hadley, MA 01035  
413-585-1000 ext. 3
  - Connecticut: USDA, Natural Resources Conservation Service  
100 Northfield Drive, 4th Floor, Windsor, CT 06095  
(860) 688-7725 (phone)
- MEGA (Matching Enterprise Grants Agriculture)(Massachusetts)
  - \$10,000 maximum
  - Reimbursement for infrastructure improvements
  - Difficult application

# Loans & Financing

Getting a loan for your farm is possible, though difficult. You will need a business plan, and business records.

- Common Capital
  - Supportive of new American farmers
  - Local non-profit
  - [www.common-capital.org](http://www.common-capital.org)
  - 4 Open Square Way, Suite 407 Holyoke, MA 01040
  - (413) 420-0183
- Farm Credit East
  - Loans to farmers. Can be for land or infrastructure.
  - Low interest rates
  - Difficult application process
  - Enfield 240 South Road  
Enfield, CT 06082-4451  
860-741-4380
- USDA Beginning Farmer Loans
  - Loans to farmers. Can be for land or infrastructure.
  - Low interest rates
  - Difficult application process
  - Easier to qualify than traditional lenders
  - Massachusetts: 195 Russell Street, Hadley, MA 01035  
413-585-1000
  - Connecticut: 100 Northfield Dr, Floor 4, Windsor, CT 06095  
860-688-7725