

INFORMATION & RESOURCES

Websites

Aquaculture

<http://www.aquanic.org/>

Aquaculture Network Information Center (AquaNIC). Provides access to newsletters, discussion groups, publications, Internet sites, and job listings. Searchable database of information on specific fish species and aquaculture systems.

Flowers

www.metrokc.gov/dchs/csd/ws-u-ce/agriculture/pdfs/flower.pdf

Marketing Specialty Cut Flowers. Covers how to get started, elements of marketing, and attributes of various selling venues. Insert on ten most profitable flowers.

Fruit

<http://www.fruitgrowersnews.com>

Fruit Growers News monthly industry newspaper.

<http://www.umass.edu/fruitadvisor>

University of Massachusetts Berry Notes, within this site, go to "Berry Notes" to read weekly integrated crop management newsletter compiled by Sonia Schloemann.

General

<http://www.cals.cornell.edu/agfoodcommunity>

Cornell University Small Farms Program. This program provides resources for small farmers and those who serve them. Under Cornell Small Farm Efforts is a listing of resources, grants, programs, and sites produced by the Cornell Cooperative Extension for small farms.

<http://www.cfra.org/issues/bfstrategies.htm>

Online tutorial prepared by the Center for Rural Affairs. Topics include Overview of Beginning Farmers; Beginning Farmers Need Profits to Succeed; Marketing Help; Finding Capital; Cutting Costs, Reducing Inputs.

www.cffm.umn.edu

Center for Farm Financial Management, University of Minnesota. Farm Management Education and Software for Today and Tomorrow

www.agweb.com

Keeps an up to date list of commodity prices and agriculture news.

www.whyy.org/garden

You Bet Your Garden offers fiercely organic advice to gardeners far and wide: Tips on caring for plants, fending off pests, wrestling with weeds, dealing with disease, and all the other fun things we outdoor enthusiasts enjoy sooooo much.

www.americanfarm.com

Website based in New Jersey. Contains information about New Jersey Agriculture.

www.AgriSeek.com

Agriseek.com

Head office: Canada

5240 Rue Berri Suite 209

Montreal, Québec

Postal Code: H2J-3Z9

Phone: (514) 278-5485 (technical support)

Online marketplace for equipment, livestock, real estate, jobs, farm-related products and services.

http://www.ewg.org/farm/cnsv_needs/NewJersey.php

News information regarding government programs.

<http://www.newfarm.org/>

New Farm information, resources, links, facts, and newsletters. Tends to lean towards organic production. List of 100 greatest sustainable agriculture books.

www.cme.com and www.dailydairyreport.com

Chicago Mercantile Exchange Web Sites; livestock pricing information

www.nass.usda.gov

USDA National Agricultural Statistics Service Web Site

www.cbot.com

Chicago Board of Trade Website; grain price information

www.fao.org/es/esn/codex

Codex Alimentarius – The Codex Alimentarius commission is considered to be the highest international body on the food standards.

www.fsis.usda.gov

USDA Food Safety and Inspection Service

www.powells.com

This website contains a comprehensive list of Agricultural Books. The variety ranges from Aquaculture to Nightcrawlers and Soils.

Grain

www.agriseek.com

Provides you with high quality online tools to promote and market your products and services, at competitive prices. AgriSeek.com has today become the leading online marketplace for equipment, livestock, real estate, jobs, farm-related products and services. This marketplace helps agricultural and rural-based businesses to expand market share through an on-line trading community.

www.grainline.com

Primarily deals with issues in the grain industry. Helps locate local grain elevators.

www.grainfarmer.com

This website contains a collection of links and information that are useful for grain farmers and anyone interested in the grain markets. This website has anything from farm equipment, dealers, to grain market information and commentary to farm financing.

Herbs

www.metrokc.gov/dchs/csd/wsucce/agriculture/publications.htm

Marketing Herbs, by Sylvia Kantor. A brief summary of growing and marketing herbs. Includes a list of resources and trade associations for more information.

Livestock

<http://journeytoforever.org/farm.com>

Poultry for Small Farms website. Lists books and websites on Muscovy ducks, Khaki Campbell ducks, chickens, geese, rabbits, guinea fowl, and slaughter methods.

<http://www.sheepgoatmarketing.org/sgm/index.html>

Northeast Sheep and Goat Marketing Program of Cornell University seeks to improve producer access to equitable markets while building regional capacity to supply the growing consumer demand for high quality lamb and goat meat. Site includes information on mobile processor programs; Grades of Goats and Lambs for Northeast Markets; Halal-Kosher slaughter; regional market prices; and ethnic holiday calendar.

Pest Management

www.recert.rutgers.edu

Online recertification website that provides one core credit per year for New Jersey licensed pesticide applicators.

<http://www.wisc.edu/cias/pubs/IPMmktgard.pdf>

Integrated Pest Management: An Overview for Market Growers. Produced by UW Madison Center for Integrated Agricultural systems. View and print free of charge, with the Acrobat reader (or another PDF reader).

<http://www.wisc.edu/cias/pubs/IWMfreshmkt.pdf>

Integrated weed Management for Fresh Market Production. Produced by UW Madison Center for Integrated Agricultural Systems. View and print free of charge with the Acrobat reader (or another PDF reader).

<http://www.wisc.edu/cias/pubs/briefs/062.html>

Fresh market growers share pest management strategies. Research brief produced by UW Madison Center for Integrated Agricultural Systems. View and print free of charge.

Soil

<http://www.wisc.edu/cias/pubs/soilorgmtr.pdf>

Building Soil. Organic Matter With Organic Amendments. Produced by UW Madison Center for Integrated Agricultural Systems. View and print free of charge, with the Acrobat reader (or another PDF reader).

<http://www.wisc.edu/cias/pubs/artofcompost.pdf>

The Art and Science of Composting. Produced by UW Madison Center for Integrated Agricultural Systems. View and print free of charge, with the Acrobat reader (or another PDF reader).

Vegetables

<http://www.vegetablegrowersnews.com>

Vegetable Growers News monthly industry newspaper

Periodicals and Books

Apples

The Apple Grower
Michael Phillips, 1998
Chelsea Green Publishing Co.
P.O. Box 428
White River Junction, VT 05001
Phone: (800) 639-4099

Appropriate Technological Transfer Rural Areas (ATTRA) Publications List

ATTRA is the national sustainable agriculture information service. They offer free technical assistance to farmers, ranchers, market gardeners, Extension agents, agricultural organizations, researchers, educators, agribusinesses, and others involved with U.S. commercial agriculture.

Founded by the nonprofit National Center for Appropriate Technology (NCAT) in 1987, ATTRA is funded through a grant from the USDA Rural Business-Cooperative Service.

The publications listed were written by a staff of specialists to address frequently requested topics. All are available free of charge by calling 1-800-346-9140 or can be read at the ATTRA website: www.attra.ncat.org.

The categories covered consist of the following:

- Fundamentals of Sustainable Agriculture
- Marketing and Business
- Agroforestry
- Herbs
- Fruits
- Vegetables
- Other Horticultural Topics
- Pest Management
- Greenhouse
- Value-Added & Processing
- Poultry
- Beef and Dairy
- Grass Farming
- Hogs, Sheep and Goats
- Other Livestock Topics
- Soil and Fertility
- Agronomy
- Organic Matters Series

- Alternative Farming Systems
- Resource Series
- Agricultural Energy
- Cooperatives

Community Supported Agriculture

Community Supported Agriculture: Organizing a Successful CSA
 The Center for Sustainable Agriculture
 University of Vermont
 590 Main Street
 Burlington, VT 05405
 Phone: (802) 656-5459
 E-mail: susagctr@zoo.uvm.edu
 Website: www.uvm.edu/~susagctr/publications.html#CSA

Description: Published by UVM Center for Sustainable Agriculture. Explains CSA budget, crop variety, land, distribution systems, community-wide communication, and economic vitality. Makes suggestions regarding production, membership, and the future of community supported agriculture.

Composting

Dougherty, Mark. 1999
 The Field Guide to On-Farm Composting
 NRAES 114. National Resource, Agriculture and Engineering Service
 Website: www.nraes.org/publications

Rynk, Robert, ed. On-Farm Composting Handbook
 NRAES-54, Natural Resources, Agriculture and Engineering Service
 Website: www.nraes.org/publications

Cover Crops

Managing Cover Crops Profitably, 2nd edition
 Sustainable Agriculture Network, 1998
 National Agriculture Library
 Beltsville, MD 20705-2351

Northeast Cover Crop Handbook
 Marianne Sarrantonio, 1994
 Rodale Institute
 222 Main St.
 Emmaus, PA 18098

Managing Cover Crops Profitably. The Sustainable Agriculture Network Handbook Series Book 3.
Bowman, Greg, C. Shirley and C. Cramer. 1999
Available from: Sustainable Agriculture Publications
Hills Building, Room 10
University of Vermont
Burlington, VT 05405-0082

Dairy/Livestock

The Organic Decision: Transitioning to Organic Dairy Production
Steve Richards et. al. 2002
Dept of Applied Economics and Management
Cornell University
Ithaca, NY 14853-7801
Phone: (607) 254-7412

Organic Livestock Handbook
Canadian Organic Growers
Edited by Anne Macey, 2000
Phone: (877) 677-6055

Description: Management practices as they relate to animal husbandry.

The Small Dairy Resource Book
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 56 pages by Vicki Dunaway, published by the Sustainable Agriculture Network; Information sources for farmstead producers and processors, includes a comprehensive list of resources for small dairies emphasizing sustainable agriculture, along with clear, concise reviews.

Organic Dairy Farming
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 90 pages; produced by the Kickapoo Organic Resource Network; Includes extensive chapters on herd health, cropping systems, certification and marketing.

Questions You Should Ask Before Starting a New Dairy Processing Enterprise
By Brian Henehan, Cornell University, Applied Economics.
Website: www.cpdmp.cornell.edu/CPDMP/Pages/Publications/Pubs/dairypg.pdf

Ways to Value Add Milk
Produced by the Cornell Program on Dairy Markets and Policy
Website:
www.aem.cornell.edu/special_programs/hortmgt/pubs/smartmkt/stephenson5-00.PDF

Results on grass-based dairy farms
Research brief produced by UW Madison Center for Integrated Agricultural Systems. View and Print free of charge.
Website: <http://www.wisc.edu/cias/pubs/briefs/061.html>

American Minor Breeds Notebook
The American Minor Breeds Conservancy
P.O. Box 477
Pittsboro, NC 27312
Phone: (919) 542-5704

Blue Book of Beef Breeds
The American Beef Cattleman
PAW Publications
Box 357
Allen, Kansas 66833
Phone: (316) 528-3556

Full Color Breed Posters
The American Beef Cattleman
PAW Publications
Box 357
Allen, Kansas 66833
Phone: (316) 528-3556

Salad Bar Beef
Contact your local bookseller
Website: www.chelseagreen.com

Description: This guide addresses production methods for raising beef on pasture, and how to market the final product. It shows how to make a significant profit with a small beef cattle operation, despite today's low cattle prices.

Lancaster Farming Newspaper
To advertise: (717) 394-3047
Classified: (717) 733-6058
Subscribe: (717) 394-3047
Website: Lancasterfarming.com

Description: An easygoing approach to learning how to raise livestock on the farm. It is a great tool for the young or beginning farmer and those who want to raise livestock on a small scale. Auction reports-Livestock-hay-straw-grain & farm equipment.

Miniature Donkey Talk
1338 Hughes Shop Rd
Westminster, Maryland 21158

Description: The informational source for miniature donkeys. Published by Cornell University of Veterinary Medicine, Animal Health Newsletter.

On-the-farm Newsletter
Mountain Publishing,
Subscription Dept.
P.O. Box 1516
Tonasket, WA 98855
Phone: (509) 486-4919
Website: www.Foxmtnpublishing.com

Description: This newsletter is for you if: you are a small farmer, wish you were, or just love the farm animals. This is our fourth year printing this quarterly mailed newsletter; we're twelve states strong, and we hope you are next to join! Our newsletter is plum full of:

- On-The-Farm interviews w/pictures (your farm could be next...)
- Tons of hints and tips to raising small-farm animals; saving you time & money
- FREE classified ads to all of our subscribers (want to sell or buy...)
- FREE recipes with contests and country prizes in each issue
- Farmers Forum Area to meet new farmers, share news, find a pen-pal

It is a black & white newsletter, usually between 8-12 pages in length.

Animals Exotic and Small Magazine
Rare Breed Journal
PO Box 66
Crawford, NE 69339
Phone: (308) 665-1431
Website: <http://rarebreedjournal.com>
Email: rarebreed@bbc.net

Description: Animals Exotic and Small, recently purchased by Rarebreed Journal, Inc is the largest provider of animal information in the world with over 70 contributing Covering Aardvarks to Zebras and everything in between. All fresh new articles!

Countryside and Small Stock Journal
W11564 Hwy 64
Withee, WI 54498
Phone: (715) 785-7979
Phone: (800) 551-5691
Phone: (715) 785-7414

Description: Countryside is the truly original country magazine serving that branch of the voluntary simplicity movement seeking greater self-reliance with emphasis on home food production. This includes gardening, small-scale livestock, cooking, food preservation, resource conservation, recycling, frugality, money management, alternative energy, old-time skills, home business, and much more.

Hoard's Dairyman
P.O. Box 801
Fort Atkinson, WI 53538
Phone: (920) 563-5551

Description: Take advantage of the wealth of dairy information each issue of Hoard's Dairyman offers. Have Hoard's Dairyman delivered to your home or office, 20 times a year!

Small Farm Today
3903 W. Ridge Trail Rd.
Clark, MO 65243-9525
Phone: (800) 633-2535
Fax: (573) 687-3148
Website: www.smallfarmtoday.com

Description: The original How-to Magazine of Alternative and traditional Crops, Livestock and Direct Marketing. Small Farm Today is published daily.

Rural Heritage
281-K Dean Ridge Lane
Gainesboro, TN 38562

Description: The bimonthly magazine dedicated to preserving the traditional rural lifestyle, with emphasis on driving, logging and farming with oxen, mules, and horses – environmentally sound, economically sensible.

Cattle Health News
NJ Department of Animal Health
P.O. Box 330
Trenton, NJ 08625
Phone: (609) 292-3965
Fax: (609) 777-8395
Website: www.state.nj.us/agriculture

Sheep Magazine
W11564 Hwy. 64
Withee, WI 54498
Phone: (715) 785-7979
Fax: (715) 785-7414
E-mail: info@sheepmagazine.com

Description: Sheep Magazine explores a wide range of sheep-related topics of interest to sheep growers and sheep product marketers at all levels of experience.

Sustainable Chicken Production
ATTRA
Phone: (800) 346-9140

Description: Free Sustainable Chicken Production info packet from ATTRA includes introduction to free-range pastured poultry, semi-intensive and yard and coop systems. Breed, feed options, flock health on-farm processing, alternative marketing, using flocks to weed and till and more.

Free Range Poultry Production, Processing and Marketing
Dack Forty Books
26328 Locust Grove Road
Crola, OH 45622
Fax: (614) 596-3079
Website: <http://www.free-rangepoultry.com/>

Description: By Herman Back-Chenoweth. An innovative producing and marketing of natural poultry and eggs. In the free-range poultry method, portable skid houses, which hold up to 400 chickens each, are towed by tractor to new locations on the pasture every few weeks. Wooden skids are enclosed by poultry wire, have litter covered floors and tarp covered gable roofs and doors on both ends. Full construction plans for skids, feeders and other equipment for both are included in the book. Additional sections of the guidebook cover artificial insemination, incubation, hatching and brooding of chicks and poults, processing rules, procedures, equipment sources and marketing with sample promotion materials including price lists, order forms and advertising.

Pastured Poultry Profit: Net \$25,000 in 6 months on 20 acres.
Contact your local bookseller
Website: www.chelseagreen.com

Stockman Grass Farmer
PO Box 2300
Ridgeland, MS
Phone: (800) 748-9808
Website: www.stockmangrass.com
Email: sgf@stockmangrassfarmer.com

Description: How-to manual for direct marketing of poultry. Pioneering grazier Salatin raises beef, hogs, and poultry on his farm in V.A. He has perfected a low-cost system of raising broilers on pasture in portable pens, processing them on the farm and selling them directly to customers, netting about \$3 profit per bird. He calculates that the return for the producer's time is about \$15 per hour. Using a similar system, Salatin sells eggs to upscale restaurants for \$2.40 per dozen.

The Dairy Goat Journal
W11564 Hwy 64
Withee, WI 54498
Phone: (715) 785-7979
Fax: (715) 785-7414
E-mail: csymag@midway.tds.net

Description: Each issue of Dairy Goat Journal provides timely articles about raising, breeding, and marketing dairy goats as well as health issues and recent news of interest to goat owners and the dairy goat industry.

Nasco Farm and Ranch Catalogue
901 Janesville Ave
Fort Atkinson, WI 53538-0901
Phone: (920) 563-2446

Fax: (920) 563-8296
E-mail: info@eNASCO.com

Equine

Cook College, Rutgers University
Equine Science Center
Phone: (732) 932-9419
Website: www.esc.rutgers.edu

Description: Education, discovery/research and community outreach. Horse related problems, questions, and concerns.

Horse News
P.O. Box 32
Flemington, NJ 08822-0032
Phone: (908) 782-4747
E-mail: horsenews@hcdemocrat.com

Website: www.horsenewsonline.com

Today's Horse
P.O. Box 1561
Bridgeton, NJ 08302
Phone: (856) 453-9221
E-mail: todayhorse@aol.com

Field Crops

Michigan Field Crop Ecology
KSB Extension Office
MSU Ext. Bulletin E-2646, 1998
Michigan State University
Lansing, MI
Phone: (800) 521-2619
Email: probynl@msue.msu.edu

Description: Well-illustrated ICM approach, 86 pages, call for purchase price

Organic Field Crop Handbook
Canadian Organic Growers
National Office
125 South Knowlesville Rd
Knowlesville, New Brunswick E7L1B1
(2 vol. Companion video also available)
Phone: (877) 677-6055
Website: www.cog.ca/ofch.htm

Description: Principles of organic cropping practices, call for purchase price

Flowers

The Flower Farmer
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 207 pages; by Lynn Byczynski, the editor of Growing for Market, a monthly newsletter for market gardeners; An organic grower's guide to raising and selling cut flowers. Covers everything from varieties to marketing to post-harvest handling.

Health

Healthy Farmers, Healthy Profits Project: Work efficiency tools for dairy, berry and vegetable farmers.

Website: <http://bse.wisc.edu/HFHP/index.htm>

Description: Free tip sheets on topics including: Packing shed layout; Streamlining sales area; Mesh produce bags: Easy batch processing; Strap-on stool for field work; Standard containers; Long handled hoe for weeding; Rolling dibble marker for easy transplant spacing; Building a hands-free washer; Specialized harvest cart for greens; Plans for a specialized harvest cart; Rolling produce on a narrow aisle platform truck; Narrow aisle platform truck schematic drawings; Narrow pallet system; Motorized lay-down work carts; stretching out your season with hoophouses; and Postharvest handling for best crop quality .

Information

Back Home Magazine
P.O. Box 70stf
Hendersonville, NC 28793
Phone: (800) 992-2546
Website: www.backhomemagazine.com

Description: Back Home is the magazine that delivers useful do-it-yourself information on sustainable, self-reliant living. Since 1990, Back Home has been the authority for those interested in taking control of their own lives. The bi-monthly issues are packed with proven information and resources on rural land, mortgage-free building, solar and renewable energy, chemical-free gardening, wholesome cooking, home business, home-schooling, small livestock, vehicle and workshop projects, and family activities. Join our thousands of readers and come Back Home!

Gempler's Alert – News In Brief
Gempler's Inc.
100 Countryside Dr.
Belleville, WI 53508
Phone: (608) 424-1544
Subscription: (800) 382-8473
Fax: (800) 551-1128

Description: Periodical subscription \$99/year. A newsletter of Ag/Hort safety and employment law compliance.

Labor Law Compliance: A Working Guide for Ag/Hort Employers
Gempler's Inc.
Phone: (800) 382-8473
Key Code: 17AFly
Website: www.gemplers.com

Description: Gempler's guides that simplify safety and compliance for employers. Spanish and English training tip sheets also available.

This Week in Farm Bureau – Periodical
168 W. State St.
Trenton, NJ 08608-1188
Phone: (609) 393-7163
Fax: (609) 393-4012
Website: www.njfb.org
E-mail: mail@njfb.org

Description: A weekly summary of Farm Bureau's activities.

To order USDA Publications contact:
Government Printing Office
Superintendent of Documents
Phone: (202) 512-1800
Fax: (202) 512-2250
Website: <http://bookstore.gpo.gov/sb/sb-162.html>

Description: The publications currently available include, AgNotes, Agriculture Fact Books, Communicators Guide, The People's Department, The USDA symbol: Its Purpose and Use, and the USDA Handbook on Workplace Violence Prevention and Response.

The New Jersey Farmer
505 Brookletts Ave.
P.O. Box 2026
Easton, MD 21601
Phone: (609) 268-3555
Phone: (800) 634-5021
Website: www.americanfarm.com

Description: The New Jersey Farmer Periodical publishes the most recent agricultural news 10 times a year. Topics covered in the past include Irrigation, Ag Youth, Spring Planting, Dairy Month and Fall Harvest. The New Jersey Farmer can help keep producers informed of technical advances and current events in New Jersey.

Successful Farming Magazine
PO Box 37466
Boone, IA 50037-0466
Phone: (800) 374-3276

Description: Our mission is to serve the diverse business, production and family information needs of families that make farming and ranching their primary livelihood. Our passion is to encourage, to comfort and to urge farm families toward action that adds value to the lives, farms and lifestyles.

Farmshine
2 West Main Street
Brownstown, PA 17508
Phone: (717) 656-8050
Fax: (717) 656-8188
Website: www.farmshine.com

Description: News covering farmers and agribusinesses.

Exploring the Small Farm Dream: Is Starting an Agricultural Business Right for You? A Decision Making Workbook

NESFI
P.O. Box 608
Belchertown, MA 01007
Website: <http://www.fccredit.com/locate.htm>

Description: Understand the realities of self-employment, with emphasis on agricultural self-employment; assess current skills and resources; perform market research to determine business concept potential; decide whether or not to farm as a business; create a personal action plan to guide next steps.

Guide to Business Credit for Women, Minorities, and Small Businesses

Website: http://www.pueblo.gsa.gov/cic_text/smbuss/bucredit/bucredit.htm

Description: Find out what loans are available, the credit approval process, and your legal rights.

Marketing

NOTE: For more information on direct marketing contact your local Cooperative Extension Office.

The New American Farmer: Profiles of Agricultural Innovation

Sustainable Agriculture Publications

210 Hills Building
University of Vermont
Burlington, VT 05405-0082
Phone: (802) 656-0484
E-mail: sanpubs@uvm.edu

Description: Sustainable Agriculture Research and Education (SARE). Interviews with farmers and ranchers across America. Direct marketing strategies and effects of farming practices on profitability, quality of life, rural communities and the environment.

Sharing the Harvest

Elizabeth Henderson with Robyn Van En, 1999

From: Chelsea Green Publishing Co.

P.O. Box 428

White River Junction, VT 05001

Phone: (800) 639-4099

The Legal Guide for Direct Farm Marketing

Midwest Organic & Sustainable Education Services, Inc. (MOSES)

P.O. Box 339

Spring Valley, WI 54767

Phone: (715) 772-3153

Fax: (715) 772-3162

Email: moses339@wwt.net

Website: www.mosesorganic.org

Description: 234 pages; by Neil D. Hamilton; This book is intended to assist in understanding the effect of various laws and regulations on direct farm marketing, it includes practical information on land use, contracts, food stamps, business organization, liability, labor, inspections and much more, by professor of agricultural law at Drake University.

How to direct market farm products on the Internet, is available from the USDA.

Errol Bragg

USDA AMS TMP MSB

Room 2646 S, Stop 0269

1400 Independence Ave. SW

Washington, DC 20250

Phone: (202) 720-8317

Website: www.ams.usda.gov/tmd/MSB/msb.htm

A Guide to Successful Direct Marketing TEEF #5500

Attn: Tracy Davis

Texas Agriculture Extension Service

Texas A & M University

464 Blocker Bldg.

College Station, TX 77843-2124

Phone: (409) 845-1772

E-mail: tdavis@tamu.edu

Description: Covers direct marketing methods, considerations in establishing a farm-to-consumer market, basic business plans, doing your own marketing, roadside stands, farmer's markets, advertising and promotion, pricing strategies, and how to calculate the break even point. Call for purchase price.

Direct Marketing of Farm Produce
UVM Center for Sustainable Agriculture
Agricultural Engineering Building
63 Carrigan Drive
Burlington, VT 05405
Phone: (802) 656-5459
E-mail: susagctr@zoo.uvm.edu
Website: <http://www.uvm.edu/~susagctr/publications.html#>

Description: Describes different methods of direct marketing, such as roadside stands, pick-your-own operations, farmers' markets, community supported agriculture and mail order.

Direct Marketing of Farm Produce and Home Goods
Wisconsin County Extension
30N Murray St., Room 245
Madison, Wisconsin 53715
Phone: (608) 262-3346
Website: www.uwex.edu

Description: Addresses alternatives for direct marketing, developing, a marketing and fiscal plan, determining business feasibility and marketing goals, regulations, merchandising (including advertising and displays), and management concerns (including liability issues).

Farmers and their Diversified Horticultural Marketing Strategies: An Educational Video on Innovative Marketing
University of Vermont for Sustainable Agriculture.
63 Carrigan Drive
Burlington, VT 05405
Phone: (802) 656-5459
E-mail: susagctr@zoo.uvm.edu
Website: <http://www.uvm.edu/~susagctr/>

Description: Covers innovative marketing strategies and features eight New England farms that use roadside stand, community supported agriculture (CSA), wholesale cooperatives, pick-your-own, and farmers' markets.

Marketing Alternatives for Specialty Produce

Publication Orders

Extension & Station Communications

Oregon State University

422 Kerr Administration

Corvallis, OR 97331-2119

Phone: (800) 561-6719

Website: <http://eesc.orst.edu/agcomwebfile/edmat/pnw241.pdf>

Description: Northwest focus but useful for general information as well. Direct marketing options; introduction to selling wholesale; meeting market requirements; organic marketing; selling to wholesalers; transportation to market.

Sell What You Sow! The Growers Guide To Successful Produce

Available through local booksellers

QP Distribution

22260 "C" St.

Winfield, KS 67156

Phone: (888) 281-5170

Description: High-value produce marketing. Practical information, including marketing options for small, medium-scale, full and part-time growers.

Soil Management

Building Soils for Better Crops

Fred Magdoff, 1992

University of Nebraska Press

901 North 17th St.

Lincoln, NE 68588-0520

Description: good discussion of organic matter management

Soil Biology Primer

Soil and Water Conservation Society

7515 Northeast Ankeny Rd.

Ankeny, IA 50021-9764

Phone: (800) THE-SOIL

Website: www.swcs.org

Description: great pictures and discussion of soil biology

Organic Soil Management

Steve Gilman, 2001

Chelsea Green Publishing

P.O. Box 428

Gates-Briggs Building #205
White River Junction, VT 05001
Phone: (800) 639-4099
The Biological Farmer
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 352 pages; by Gary Zimmer; "Biological Farmers work with nature, feeding soil life, balancing soil minerals, and tilling soils with a purpose." A practical and complete guide to the sustainable and profitable biological system of farming.

Technology

Agricultural Research Magazine
New Orders
Superintendent of Documents
P.O. Box 371954
Pittsburgh, PA 15250-7954
Phone: (202) 512-2250
Fax: (202) 512-1800
Website: <http://bookstore.gpo.gov>

Description: Agricultural Research Magazine is published by the United States Department of Agriculture (USDA). It helps inform producers on the newest technological advances in the country.

Vegetables

Four-Season Harvest
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 234 pages; by Eliot Coleman; Organic vegetables from your home garden year round! This book shows how North American Gardeners can successfully use the sun to raise a wide variety of winter vegetables without supplementary heat year round.

Sustainable Vegetable Production from Start-Up to Market

Vernon Grubinger, 1999

NRAES

152 Riley Robb Hall

Cornell University

Ithaca, NY 14853-5701

Description: For beginning and experienced vegetable growers, extension educators and gardeners. A resource for developing/managing a commercial vegetable farm using ecological practices. Addresses management of money, people and natural resources. Topics all tie into marketing

The New Organic Grower, 2nd Edition

Elliot Coleman, 1998

From: Chelsea Green Publishing Co.

P.O. Box 428

White River Junction, VT 05001

Phone: (800) 639-4099

Description: For the serious gardener or small market farmer. Information on growing top-quality organic vegetables. Emphasis on management and production techniques, but there is also good information on marketing. Other topics include soil fertility, greenhouse construction/management, winter gardening, and pest management.

Specialty and Minor Crops Handbook, 2nd Edition

Publication 3346, 1998

University of California

Division of Agriculture and Natural Resources

Communications Services – Publications

6701 San Pablo Ave., 2nd Floor

Oakland, CA 94608-1239

Alternatives to Insecticides for Managing Vegetable Insects

Kimberly Stoner, ed. 1999

NRAES

152 Riley Robb Hall

Cornell University

Ithaca, NY 14853-5701

Description: excellent resource

Weed Control

Steel in the Field
Greg Bowman, ed. 1997
Sustainable Agriculture Network
National Agriculture Library
Beltsville, MD 20705-2351

Description: essential for those using mechanical weed control. List of manufacturer contacts alone is extremely helpful.

Weeds and Why They Grow
Midwest Organic & Sustainable Education Services, Inc. (MOSES)
P.O. Box 339
Spring Valley, WI 54767
Phone: (715) 772-3153
Fax: (715) 772-3162
Email: moses339@wwt.net
Website: www.mosesorganic.org

Description: 116 pages; by Jay McCann; this farmer combines a knowledge of soil nutrient balance with his observations of weeds, and asserts that each weed species prefers certain soil conditions and mineral balance, thus weeds can be controlled by adding mineral inputs and/or changing soil conditions. Lots of charts providing information on over 800 weed species

Miscellaneous

NOAA Weather Radio Stations

Allentown, PA
WXL-39 on the VHF-FM
Frequency of 162.40 Megahertz

Atlantic City, NJ
KHB-38 on the VHF-FM
Frequency of 162.40 Megahertz

New York City, NY
KWO-35 on the VHF-FM
Frequency of 160.55 Megahertz

Philadelphia, PA
KIH-28 on the VHF-FM

Frequency of 162.475 Megahertz

Fairs and Shows

Atlantic County 4-H Fair
Route 50, 1 mile south of Egg Harbor City
Egg Harbor City, NJ
Phone: (609) 625-0056

Bergen County 4-H Fair
Commodore Perry Field
Corner of Island Rd & Ramapo Ave
Contact: Joan Ackerman
Phone: (201) 336-6785

Burlington County Farm Fair
William Spicer, Manager
P.O. Box 61
Lumberton, NJ 08048-0061
Phone: (609) 267-2881
Fax: (609) 267-2881, ext. 51
Website: www.burlcofarmfair.com

Camden County 4-H Fair
Chairpeople: Chris Anderson/Don Kurz, RCE of Camden County
152 Ohio Ave
Clementon, NJ 08021-4120
Phone: (856) 566-2900
Fax: (856) 566-2910
E-mail: 4hcamden@aesop.rutgers.edu

Cape May County Fair
Cape May 4-H fairgrounds
355 Court House-South Dennis Rd. (Rt. 657)
Fair Committee Chair: John D. Webersinn; Fair Committee Secretary; Ruth Steenland
Mailing Address: 4-H Foundation, Inc., c/o Rutgers Cooperative Extension, 4 Moore Rd., Cape May Court House, NJ 08210-0601.
Phone: (609) 465-5115, Ext. 605

Cumberland County Cooperative Fair
Cumberland County Fair Association
P.O. Box 611
Bridgeton, NJ 08302
Phone: (856) 825-3720

Essex County and 4-H Fair
South Mountain Arena
560 Northfield Ave.
West Orange, NJ
Morris Vivona, Food and Entertainment Coordinator
109 Forrest Ave.
Verona, NJ 07044
Phone: (800) 775-5746
Website: <http://community.nj.com/cc/essexcountyfair>

Gloucester County 4-H Fair
P.O. Box 147
Clayton, NJ 08312
Phone: (856) 307-6450

Hunterdon Co. 4-H and Agricultural Fair
P.O. Box 2900
Flemington, NJ 08822-2900
Phone: (908) 782-6809
Website: www.co.hunterdon.nj.us/4hagfair.htm

Lions Strawberry Fair
Oceanport & Port-Au-Peck Ave
Contact: Peter A. Deller, Jr., Chairman
Phone: (732) 492-6000
Website: <http://www.strawberryfair.org>

Mercer County 4-H Fair
Mercer County Central Park
Old Trenton Rd.
W. Windsor, NJ
Contact: Luann July Matromarino, 4-H Office
Phone: (609) 989-6830

Middlesex County Fair
PO Box 400
Milltown, NJ 08850
Phone: (732) 257-8858
Website: <http://middlesex.rce.rutgers.edu/fair/>

Monmouth County Fair
Andrew Spears, Fair Chair
Monmouth County Parks System
805 Newton Springs Rd.
Lincroft, NJ 07738

Phone: (732) 842-4000
Morris County 4-H Fair
Contact: Kathy Murarik, RCE of Morris County
4-H Department
P.O. Box 900
Morristown, NJ 07963-0900
Phone: (973) 285-8301
E-mail: 4Hmorris@aesop.rutgers.edu

Ocean County Fair
Contact: Jackson Meyer, Manager
Kitty Meyer, Concession Manager
Agricultural Center
1623 Whitesville Rd.
Toms River, NJ 08755
Phone: (732) 914-9466
Fax: (732) 914-0591
E-mail: ocfair@usa.com
Website: <http://www.oceancountyfair.com/>

Passaic County 4-H Fair
Wayne Civic Center
1006 Hamburg Turnpike
Wayne, NJ
Contact: RCE Passaic County
1310 Route 23 North
Wayne, NJ 07470
Phone: (973) 305-5742

Salem County Fair
Salem County Fairgrounds
Rt. 40
Woodstown, NJ
Alexis Coleman, President
Phone: (856) 358-2213
Dorothy Quirk, Secretary
463 Auburn Rd.,
Pilesgrove, NJ 08098
Phone: (856) 769-3494
Fair Phone: (856) 769-0424
E-mail: dquirkl@mindspring.com

Somerset County 4-H Fair
Lisa Rothenburger & Carol K. Ward
310 Milltown Rd.
Bridgewater, NJ 08807
Phone: (908) 526-6644

Website: <http://www.geocities.com/~somerse4h/fairnews.html>

Sussex County Farm and Horse Show,
Contact: Dr. Howard Worts, Manager
PO Box 2456
Branchville
NJ 07826
Phone: (973) 948-5500
Fax: (973) 948-0147
Website: <http://www.newjerseystatefair.org>
E-mail: thefair@njstatefair.com

Warren County Farmers Fair
Contact: Milly Rice, Secretary
165 Co. Rt. 519 South
Belvidere, NJ 07823
Phone: (908) 859-6563
Vendors Contact: (908) 459-4360
Fax: (908) 475-6514
E-mail: info@warrencountyfarmersfair.org
Website: <http://www.warrencountyfarmersfair.org>

Organic Information and Resources

www.nofanj.org

NOFA-NJ serves the NJ/PA region as a catalyst in the development of a sustainable organic agricultural system; educates diverse audiences about the significance and meaning of organic practices for food and the environment; helps organic and progressive conventional farmers build and maintain sustainable operations; and offers USDA-accredited third-party certification to organic farms and processors.

www.ams.usda.gov/nop

The National Organic Program, USDA

www.organicinfo.org

This site contains information on production, economic data, research results, farmer anecdotes, certification information, and transition strategies related to organic agriculture.

www.newfarm.org

NewFarm.org is a project of the Rodale Institute. This website features the Organic Price Index, offering farmers market pricing data for no charge. The site will also feature: organic farming training courses; success stories about innovative farmers and ranchers across the U.S.; news and research; and New Farm International accounts from around the world.

www.nofaic.org

Northeast Organic Farming Association
Provides information plus links to each state organization. NOFA publishes a quarterly newsletter, the *Natural Farmer*.

www.omri.org

OMRI is a 501 c (3) nonprofit organization created to publish and disseminate generic and specific (brand name) lists of materials allowed and prohibited for use in the production, processing, and handling of organic food and fiber.

www.ioia.net

IOIA – Independent Organic Inspectors Association – IOIA provides organic inspector training and networking services worldwide.

www.attra.org

Appropriate Technology Transfer for Rural Areas – is the National Sustainable farming information center operated by the private nonprofit National Center for Appropriate Technology (NCAT). An excellent source for well-researched, detailed information about all topics of organic and low-input agriculture.

Appropriate Technology Transfer for Rural Areas (ATTRA)
P.O. Box 3657
Fayetteville, AR 72702
Phone: (800) 346-9140

www.ucsusa.org

UCS – Union of Concerned Scientists – a nonprofit partnership of scientists and citizens combining rigorous scientific analysis, innovative policy development and effective citizen advocacy to achieve practical environmental solutions.

www.sustainableagriculture.net

Campaign for sustainable agriculture – the National Campaign for Sustainable Agriculture, Inc. is dedicated to educating the public on the importance of a sustainable food and agriculture system that is economically viable, environmentally sound, socially just, and humane.

www.ofrf.org

Organic Farming Research Foundation, a non-profit foundation founded to sponsor research related to organic farming practices, to disseminate research results to organic farmers and to growers interested in adopting organic production systems, to educate the public and decision-makers about organic farming issues.

www.neon.cornell.edu

Department of Horticulture
121 Plant Science Building
Cornell University
Ithaca, NY 14853
Phone: (607) 255-1780
Fax: (607) 255-9998

NEON – The Northeast Organic Network, or NEON, is an innovative consortium of farmers, researchers, extension educators and grassroots non-profits working together to improve organic farmers' access to research and technical support.

www.uvm.edu/~nesare

NE SARE – SARE stands for Sustainable Agriculture Research and Education. Outcome statement: Agriculture in the Northeast will be diversified and profitable, providing healthful products to its customers; it will be conducted by farmers who manage resources wisely, who are satisfied with their lifestyles, and have a positive influence on their communities and the environment.

www.hsus.org

The Humane Society of the United States makes a difference in the lives of animals here at home and worldwide. The HSUS is dedicated to creating a world where our relationship with animals is guided by compassion.

www.ota.com

OTA – Organic Trade Association – Established in 1985 as the Organic Foods Production Association of North America, the Organic Trade Association works to promote organic products in the marketplace and to protect the integrity of organic standards.

www.organicconsumers.org

OCA – Organic Consumers Association – the Organic Consumers Association promotes food safety, organic farming and sustainable agricultural practices in the US and internationally.

www.ifoam.org

IFOAM – International Federation of Organic Agricultural Movements

Wallace, J., ed. 2001. Organic Field Crop Handbook
Canadian Organic Growers, Inc.
P.O. Box 6408, Station J.
Ottawa, Ontario, K2A 3Y6 Canada
Phone: (613) 231-9047
E-mail: info@cog.ca

Future Harvest—Chesapeake Alliance for Sustainable Agriculture
106 Market Court
Stevensville, MD 21666
Phone: (410) 604-2681
Website: www.futureharvestcasa.org

Description: Network of farmers, professionals, landowners in Chesapeake region; promotes sustainable agriculture.

National Organic Directory
Community Alliance with Family Farmers
P.O. Box 363
Davis, CA 95617
Phone: (800) 852-3832
Fax: (916) 756-7857
E-mail: nod@caff.org
Website: www.caff.org

The Rodale Institute
611 Siegfriedale Rd.
Kutztown, PA 19530-9320
Phone: (610) 683-1400
Email: info@rodaleinst.org
Website: www.rodaleinstitute.org

Description: The Rodale Institute offers many creative opportunities and solutions that contribute to regenerating environmental and human health worldwide. The Institute works worldwide to achieve a regenerative food system that improves environmental and human health. Rodale's 333 acre Experimental Farm dedicated to regenerative organic agriculture and gardening.

National Organic Program (NOP)
T. Keith Jones
USDA-AMS/TMD
P.O. Box 96456
Washington, DC 20090
Phone: (202) 720-3252
Fax: (202) 205-7808
E-mail: t_keithjones@usda.gov

Agricultural Research Service (ARS)
Nancy Ragsdale
Room 331, Bldg. 005, BARC-W
Beltsville, MD 20705-2350
Phone: (301) 504-7245
Fax: (301) 504-7117
E-mail: nnr@ars.usda.gov

Alternative Agricultural Research and Commercialization Center (AARC)
Ron Buckhalt
AARC Center
Room 0156 South Building
14th and Independence Ave., S. W.
Washington, DC 20250-0401
Phone: (202) 690-1624
Fax: (202) 690-1655

Organic Materials Review Institute
Box 11558
Eugene, OR 97440-3758
Phone: (541) 343-7600
Fax: (541) 343-8971
E-mail: info@omri.org
Website: www.omri.org

Description: The Organic Materials Review Institute is a nonprofit organization created to benefit the organic community and the general public. Its primary mission is to provide professional, independent, and transparent review of materials and compatible processes allowed to produce, process, and handle organic products. OMRI is assisting in harmonizing the organic industry by streamlining redundant materials review programs and helping to create agreement on materials. OMRI publishes and disseminates generic and specific lists of materials allowed and prohibited for use in the production, processing, and handling of organic products

The Flower Farmer: An Organic Grower's Guide to Raising and Selling Flowers.
Gardener's Supply Co.
Phone: (800) 639-4099
Phone: (802) 295-6300
Fax: (802) 295-6444
Website: www.chelseagreen.com/Livelihood?FlowerFarmer.htm