

Locally Grown News

Published by the Local Growers Guild of southern and central Indiana

Selling "Organic" to Your Neighbors

Jeff Chandler – Amazen Graze Organic Farm

How do you keep the family farm alive and well? How do you include the next generation? How do you create a farming style that is in accordance with your values, your skills, and your neighborhood?

The answers aren't always easy. Jeff Chandler decided to become an organic farmer despite his neighbors' lack

of understanding. Most of the farmers in his area of Ripley County believe that conventional farming is the only option for producing quality beef or corn or vegetables.

Jeff says he hopes that when people see his lush grass fields and contented cattle they will think that either he's lying about his methods or that there really is something to the concept of organic, grass-based farming.

He's also working to build a customer base and educate folks about the benefits of grass-fed beef. One of his first marketing steps was putting up a big sign on the highway. He hopes eventually to open a little farm store, with the help of his mother and his son. He is excited to be a part of the LGG and is looking forward to trading notes with other farmers.



Dylan Chandler and father Jeff Chandler show off their new farm sign.

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The LGG Board of Directors WANT YOU!

Board elections are coming up in March and we are looking for candidates. The current board has decided to expand from seven members to nine members in order to have representation from our retailer members and consumer members.

There are four (4) seats open for grower members, one seat for a retailer member, and one seat for a consumer member.

Board appointments are for two years. Duties include attending one 2-hour meeting per month

(currently held the third Monday of each month at 6:30PM in Bloomington), willingness to help coordinate a project or event (gather newsletter articles, coordinate annual meeting, advertise Dine Local Night, etc.), and a willingness to help determine the future of the Local Growers Guild.

Interested? Please send a 3-4 sentence blurb about your background and what you would bring to the board to Maggie no later than March 1st. Ballots will be distributed by mail March 8th.

Current Board of Directors:

- **Bobbi Boos**, not currently farming, through 2009
- **JD Grove**, Fullcircle Farm, through 2009
- **Troy Lewis**, Hesperlew Farm, through 2009
- **Jeff Evard**, One Sky Farm and LIFE, stepping down
- **Teresa Birtles**, Heartland Family Farm, up for re-election
- **Linda Chapman**, Harvest Moon Flower Farm, stepping down
- **Pete Johnson**, Lost Pond Farm, stepping down

Grants, Grants, Grants!

'Tis the season for grants for small farms and rural businesses. The deadlines are coming up fast so please don't hesitate to ask for help. If it's too overwhelming this time around, think about starting NOW to prepare for next year.



Risk Management Assistance (USDA) Due: March 24

This grant is to help traditionally underserved farmers with risk management evaluations and plans. The farmer must demonstrate they will receive something beyond financial gain from the project.

<http://a257.g.akamaitech.net/7/257/2422/01jan20081800/edocket.access.gpo.gov/2008/pdf/E8-941.pdf>

SARE Grants

There are several grants available with different timelines.

Farmer-Rancher Grants will call for proposals in August.

Grants for researchers and educators are taking applications now.

<http://www.sare.org/ncrsare/cfp.htm>

Value Added Producer Grant (USDA) Due: March 31

This is a matching-funds grant offered every year to help farmers become value-added producers. The grant will cover either the research/planning phase or the working capital phase but not both. It is pretty easy to get.

<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

Grant Writing Assistance

Women and minorities are encouraged to seek grantwriting assistance from the Michael Fields Agricultural Institute.

http://www.michaelfieldsaginst.org/programs/policy/producer_grantwriting_assistance.html

There's also a workshop that will be available on video after March 1st at:

<https://www.agecon.purdue.edu/newventures/index.html>

Renewable Energy Grant (USDA)

Details for 2008 should be published soon and the deadline will probably be in March. The program offers grants and guaranteed loans for renewable energy or energy efficiency projects. However, the farmer must cover 75% of the costs.

http://www.rurdev.usda.gov/rbs/farbill/what_is.html

Renewable Energy Grant Writing Assistance

Meetings are 11:00-2:00 at each county's REMC and include lunch.

Feb 26 – Kosciusko
Mar 4 – Dubois
March 5 – Orange
Mar 18 – Parke
Mar 20 – White
Mar 25 – Decatur
Mar 27 – Jay

Register at 765-336-9522 or Katherine@causmatters.com

Newly Formed Bloomington Chapter of Weston A. Price Foundation

Weston A. Price was a dentist back in the 1930's who did a tour of different indigenous peoples and was surprised to find that the ones following their traditional diets were in generally good health while the ones who had transitioned to a more Western diet were sickly. He wrote a book that started a movement and focused on the importance of whole foods, traditionally fermented foods, raw milk, grassfed meat, and animal fats.

Each local chapter focuses on educating people about these nutritional ideas, connecting consumers with growers, lobbying for changes in our agriculture/food policies, and supporting each other.

If you're interested in learning more or are interested in reach customers who want raw milk, grassfed meat, and organic produce, please contact Larry Howard of Maple Valley Farm in Bloomington at larry@betterlocalfood.org.



Upcoming Events

BLOOMINGTON WINTER FARMERS' MARKET

BLOOMINGTON – HARMONY SCHOOL
SATURDAYS, JANUARY 26 – MARCH 29
9:00AM-12:00 NOON

Join us for another wonderful season of locally grown food with live music and chef demonstrations!

LGG BOARD MEETING (FEB)

BLOOMINGTON – CALDWELL CENTER
FEBRUARY 18, 6:30PM-8:30PM

Please RSVP to Maggie at 812-345-1592 in case the date/time changes.

MIDWEST WOMEN IN AGRICULTURE CONFERENCE

COLUMBUS – HOLIDAY INN
FEBRUARY 20-21

This two-day conference is a great way to network with other women in agriculture and participate in sessions covering everything from raising goats to estate planning to choosing a business structure.

<http://www.ces.purdue.edu/wia/conference.html>

OHIO RIVER VALLEY FARM MARKETING CONFERENCE

WILMINGTON, OH
FEBRUARY 19-20

An opportunity for producers to gain and share new ideas for direct marketing their products.

<http://directmarketing.osu.edu/orvmc>

2008 FOOD, FARM, AND ENERGY GATHERING (SUSTAINABLE EARTH)

INDIANAPOLIS – STATE FAIRGROUNDS
FEBRUARY 23

This Saturday event is organized by Steve Bonney who is expanding on his "Small Farm Conference" idea to reach out to small farmers, food consumers, gardeners, and energy users who want a more sustainable lifestyle.

<http://www.sustainableearth.net/2008Conference.htm>

HOOPHOUSE TRAINING OVER IP-VIDEO

PURDUE EXTENSION OFFICES
MARCH 20

Here's a chance to learn about hoophouse construction via streaming video from a farm in Ohio.

LOCAL GROWERS' GUIDE 2008

BLOOMINGTON WINTER FARMERS' MARKET
MARCH 22

We're planning to release the latest edition of the Local Growers' Guide booklet at the market on the 22nd! Let us know if you're willing to help distribute them this season.

SARE 2008 NATIONAL CONFERENCE

KANSAS CITY, MO
MARCH 25-27

2008 marks SARE's 20th year of advancing a more sustainable agriculture.

<http://www.sare.org/2008conference/>

SMALL FARM IDEAS AND MARKETING FOR SUCCESS

SPENCER – PURDUE EXTENSION
APRIL 2, 6:00PM, \$10

Learn marketing tips for your farm, market stand, or store. A crash course in marketing.

DEVELOPING THE BUSINESS PLAN FOR YOUR NEW VENTURE – INCLUDING FINANCE OPTIONS

SPENCER – PURDUE EXTENSION
APRIL 16, 6:00PM, \$10

Learn how to write a business plan and how to finance your new business or expansion.

TEST DRIVE YOUR BUSINESS PLAN – A PERSONAL AND CONFIDENTIAL ROUND-ROBIN PERSPECTIVE

SPENCER – PURDUE EXTENSION
APRIL 23, 6:00PM, \$10

Pitch your business plan to a panel of educators and bankers who are ready to provide you with feedback and suggestions.

PAPERWORK – LICENSES, INSURANCE, PERMITS

SPENCER – PURDUE EXTENSION
APRIL 30 (TENTATIVE), 6:00PM, \$10

The ins and outs of selling produce, canned goods, meat, eggs, and more from home, farm, roadside, or market.

INDIVIDUAL HELP

PURDUE EXTENSION NEW VENTURES
Contact the Owen County Purdue Extension Office to learn about one-on-one assistance for business planning. 812-829-5020.

Local Growers Guild Update

Board elections are coming up soon! For now, we're working hard on the "2008 Local Growers' Guide" and developing the Bloomington Winter Farmers' Market. Be on the lookout for draft BWFM policy documents and please let us know what you think.

We're also gearing up for the opening of the Kitchen Incubator, projected for December of this year. The kitchen will be a great resource for farmers and entrepreneurs interested in doing value-added production. We're also hoping to acquire some additional funding for storage space for growers and maybe start investigating transportation options for growers looking to move beyond farmers' market sales. As always, we would love to hear your ideas! Please feel free to attend a board meeting or call any of us with your thoughts.

Classifieds

EQUIPMENT	ANIMALS	BULK PURCHASING	ANNOUNCEMENTS
Reach-in compressor cooler – 14' x 11'; two feet deep; four doors; price negotiable. Call Paul Sacman 812-988-6268.	Taking orders for heritage and rare-breed chicks and ducklings, for spring. Call Cathy at 812-272-5787.	Jeff Evard is now a Fertrell dealer and is willing to deliver ½-pallette orders. Call 765-528-2887.	The Bloomington Community Farmers' Market is hiring three market assistants for this season. \$7.57/hour. Contact Bradley Drake to apply at 812-349-3704 or drakeb@bloomington.in.gov .
Red Dragon Backpack Flame Weeder includes torch, backpack frame, 3 gallon fuel cylinder and squeeze valve. Used twice, perfect condition. 200.00 Linda Chapman 812.829.3517 or chapdale@bluemarble.net	MISC Marsha Cassidy is looking for a business partner to develop an agribusiness on ~10 acres in Monroe County. 812-332-3065.	Jason Gavriile wants to coordinate bulk buying of natural fertilizer products from AgGrand. www.altrumonline.com . Specific technical questions about this product can be directed to Walt Sandbeck at 715-392-7101 ext. 6419; he is the sole mixer of this product. Walt will also read your soil data. Jason can be reached at 812-865-3353.	Classified ads are free to members (please limit to 3 per newsletter) and \$5 for non-members with a 30-word maximum. Entries can be sent by e-mail to localgrowers@localgrowers.org or contact Maggie Sullivan by phone at 812-345-1592 by April 10 th .
Black plastic stackable bulb crates - \$2/each, will deliver to Bloomington Winter Farmers' Market. Call Steve Spencer at 317-727-2730.	FARM LABOR IU Grad Student looking for a farm within a half hour of Bloomington willing to trade housing for labor. IU Students for Sustainable Food has 10 students looking for a one-day farm experience. Call Vanessa at 812-822-1428 or e-mail iufood@indiana.edu .		

About This Newsletter and Our Organization...

This newsletter is a publication of the Local Growers Guild, a cooperative of growers in southern Indiana dedicated to promoting local food, and is mailed to our members six times a year.

We decided to mail extra copies this month as part of our effort to recruit new members and expand our communication network. Our mission is to educate, support, and connect

local growers, consumers, businesses, and communities.

We run a variety of projects including publication of a "Local Growers Guide" annually, sponsorship of "Dine Local Night" events, coordination of the Bloomington Winter Farmers' Market, and development of the Bloomington incubator kitchen project.

We have three categories of membership – grower, retailer, and community member. Our website has additional information about becoming a member as well as many resources about local food and our projects.

For additional information, please contact us at localgrowers@localgrowers.org or 812-345-1592.

LOCAL GROWERS GUILD

P.O. Box 2553
 Bloomington, IN 47402
www.localgrowers.org

