

Financial Sponsors of the 2006 Women in Agriculture Conference



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Recognizing Women for Their Roles in Agriculture

February 9 & 10, 2006
Dover Sheraton
Dover, Delaware

Presented by the University of Delaware Cooperative Extension
in collaboration with the Cooperative Extension Services of:

Delaware State University
University of Maryland
and Rutgers, the State University of New Jersey

Welcome to the 5th annual Women in Agriculture !

This is indeed the 5th annual conference, and the 2nd regional conference. The first regional conference was held in Dover, in 2004. As before, Delaware State University, the University of Maryland, and Rutgers, the State University of New Jersey have collaborated with the University of Delaware Cooperative Extension to present the 2006 one and one-half day event.

The majority of the workshop sessions chosen for this event are the result of input from many of you. We chose to include a heritage-related session. It is our intention to give you the opportunity to learn from these sessions so that you may take the information and material home and use it to make informed decisions in your agribusiness. Risk management, an underlying theme of the sessions, is a broad term, and can be used to describe many of the opportunities and challenges you face in your agribusiness. As you participate in the workshop sessions and round table discussions, consider the risk management areas that are being covered – an opportunity to reflect on the risk management plan for your family and your agribusiness.

You, as ag women, are among a growing statistical group according to the census. The number of women counted as primary operators of a farm is increasing; it goes without saying that women involved in agriculture are increasingly being recognized. We are here today to recognize you and the important role you play as a co-operator, primary operator, partner, or family member of your agribusiness.

Please network with one another, visit the exhibits, and the door prize postings. In addition to the sponsors listed on the back of this program, other contributors are listed on a separate page. Sponsors provide the financial support that enables us to offer this conference to you. Please take a moment to thank them if you have the opportunity. As always, we value your feedback; please be sure to complete the evaluations.

We look forward to seeing you and visiting with you over the next day and a half. We hope that at the close of the conference on Friday you will feel confident, open to new opportunities and ready to face challenges.

Sincerely,



Laurie G. Wolinski
University of Delaware

Presenters

Taylor, Dr. Richard

Pasture Management

Dr. Taylor earned his BS degree in Agronomy from Virginia Tech in 1971, his MS from the University of Connecticut in 1974, and then a PhD in 1980 from the University of Connecticut in Agronomy - Forage Management. His doctoral work was on marginal pasture renovation using cool-season legumes and exotic warm-season grasses. Dr. Taylor then worked along the Gulf Coast at the Louisiana State University Experiment Station conducting applied research on forage crops and alternative crops. In Southwest Louisiana, Dr. Taylor was responsible for conducting field research on cool and warm-season, annual and perennial grasses and legumes. He directed extensive no-till pasture renovation research and limited pasture weed control research, as well as cooperated with other LSU personnel in research on soybeans, grain sorghum, rice, and corn production. In 1985, Dr. Taylor joined the staff at the University of Delaware as the state Extension Agronomy Specialist. His Extension and research work has been on the major agronomy crops, corn, soybeans, grain sorghum, and small grains, as well as on forage crops. Dr. Taylor and Dr. Labreux currently collaborate on a pasture management research and education grant.

Treem, Toby

Liabilities

Conflict Resolution

A 2002 graduate of the University of Maryland School of Law, Ms. Treem serves as the Deputy Director for the Center for Dispute Resolution at the University of Maryland School of Law. As Deputy Director, Ms. Treem is responsible for program development, training, and mediation coordination. An active mediator for five years, she currently mediates in community, District Court, and government settings. Ms. Treem was recently nominated to serve as the chairperson of the Mediator Excellence Council, a mediator quality assurance initiative in Maryland spearheaded by the Maryland Mediation and Conflict Resolution Office. She also is a 2005-2006 Maryland State Bar Association Leadership Academy Fellow.

Ziegler, Madge

History of QuiltMaking

Teacher, lecturer and award-winning quiltmaker, Madge Ziegler teaches for local shops and lectures and conducts workshops throughout the Mid-Atlantic region. Born and raised in New Jersey, she and her family now reside in Newark, Delaware. Madge has been teaching quiltmaking since 1979. She is a charter member of several quilting groups and a member and past officer of regional and national quilt organizations, including the Quilt Professionals Network. Her work has been part of national juried and invitational quilt exhibitions. It has also appeared in books such as *Heirloom Quilts from Old Tops*, and in quilting publications, including *Quilter's Newsletter*, *American Quilter*, *Quilting Today* and *Love of Quilting*.

Presenters

Rosenkranz, Ginny

Market Survival

Ginny Rosenkranz has worked for the University of Maryland Cooperative Extension since 1994, acting as an Area Specialist for Commercial Horticulture for Somerset, Wicomico and Worcester Counties. She has her BS in Botany from the University of Maryland, College Park and is pursuing her MS in Extension Education at the University of Maryland Eastern Shore. Ginny assists greenhouse growers, nurseries, landscape contractors and golf courses with their pest management and production issues. She teaches an annual Master Gardener course that attracts 20 interested citizens a year. She also produces Delmarva Gardens, a 30-minute show on a local public access channel delivering up-to-date gardening information to the community. Ginny also has a weekly segment on plant care and gardening on the local CBS station.

Ryan, Susan

Marketing Organic Products

Susan Ryan owns and operates a nine acre, certified organic farm in Clarksville, DE where she lives with her husband, David, and three children. Susan is an active member and past Vice President of DOFFA (Delaware Organic Food and Farm Association). She runs a successful organic health food store on the farm.

Splane, Kathleen

Boning Up on Health

Kathleen Splane graduated from the University of Delaware in 1978 with a Bachelor of Science degree in nutrition and consumer services. In 1994 Kathleen joined the University of Delaware Cooperative Extension as a Youth Food Safety Coordinator. In 2004, she became an Extension Associate with responsibilities including nutrition and food safety programming in New Castle County (Boning Up On Health, Dining with Diabetes, *Servsafe*, etc.). Kathleen also works with the Expanded Food and Nutrition Education Program. She is looking forward to completing a Master's degree in Health Promotion in May.

Stubbs, Charlie

Grain Marketing Strategies

Mr. Stubbs is a native of Caroline County, MD - born and raised in Denton, MD. He began working in the agricultural field in 1977 for Southern States Coop in Seaford, DE and was promoted to manager of that grain facility in 1979. In 1990 Charlie became a Mid-Atlantic grain merchandiser for Southern States. Continuing his career with Southern States, Charlie was transferred to the corporate office in Richmond as a grain merchandiser from 1997 - 2002. In 2002, Perdue Farms acquired Southern States Grain Division, and thus, Charlie has worked as a grain merchandiser for Perdue Farms in Salisbury, MD since the acquisition.

Swartzentruber, Richard

Organic

Richard Swartzentruber is a 4th generation farmer. He and wife, Christine, live on their Greenwood farm with their four children. They have been practicing organic production for six years. On their 120 acres they grow grain in addition to livestock including dairy and beef cows, laying hens, goats, and hogs. During the summer months, the Swartzentrubers also grow a variety of vegetables, including sweet corn, tomatoes, and watermelon.

Keynote Speaker

Rebecca Long Chaney

Keynote Speaker and Author of “Bulldust In My Bra”

Ms. Chaney was born and raised on a Brown Swiss, Ayrshire and Holstein dairy farm near Thurmont, Md. She was active in 4-H and FFA and earned her Bachelor of Science Degree in agricultural journalism from the University of Wisconsin-Madison.

Before going to Australia, Ms. Chaney was the agricultural editor for the second largest newspaper in Maryland, where she worked for nearly 10 years.

Today, Ms. Chaney is a full-time mom to toddler twin daughters and in her spare time continues to promote her book, and to speak at local, state and national events. She is the chairwoman of the International Forum for Women in Dairying. She and her husband, Lee, are back in Maryland, living on the farm she grew up on, where Lee manages Randall Land and Cattle Company, a registered Hereford operation.

Ms. Chaney will highlight the trials and tribulations of a year-long adventure overseas with her husband, Lee. The incredible journey, filled with physical and emotional challenges, led to the publication of “Bulldust In My Bra — An American Couple’s Working Season in the Outback.” The couple worked on an 880,000-acre cattle ranch in the Outback of Australia where they lived in an Aboriginal hut, had to light a fire everyday for a warm shower, had to shoe their own horses, were often in the saddle 12 straight hours gathering feral cattle, and were two hours from the closest town. The experience changed their lives forever. Not only is their relationship stronger, but their priorities in life changed drastically.

Rebecca Chaney has been interviewed by Orion Samuelson on both his television and radio reports broadcast from Chicago; she’s been featured in Farm and Ranch Living Magazine; and has been the keynote or opening speaker for the American Agri-Women’s Association and the National Jaycees Outstanding Young Farmer Program.

Capstone Speaker

Paul Tukey

Founding Editor and Publisher of “People, Places,
and Plants” Magazine

and

Co-host of
HGTV's popular television program entitled
People, Places & Plants

Mr. Tukey has been gardening since childhood, when he spent summers on a Maine dairy farm with his grandparents, Henry and Clarida Van Dyne.

He graduated from the University of Maine with a degree in journalism and worked for a decade at the *Maine Sunday Telegram* and *Portland Press Herald* before founding his own landscaping company in Falmouth, Maine, known as Home 'n Land. It was then, in the early 1990s, that he came upon the idea of launching a regional gardening magazine.

Paul Tukey has won numerous awards for his writing and was recently recipient of the Silver Medal of Honor from the Massachusetts Horticultural Society for his contributions to regional horticulture. Guiding *People, Places & Plants* with his steadfastly organic ideals, he is a frequent public speaker on the subjects of gardening, photography and environmental awareness.

Paul resides in Maine with his son, Paul Jr. ("Duke") and his daughter, Christina, attends Williams College in Williamstown, Mass.

Presenters

Moist, Linda

Networking

Linda organizes the outreach and extension activities for the Pennsylvania Women's Ag Network. She helps develop educational materials and in-service training for extension educators, organizes farm-based education events, publishes and maintains web sites and newsletters for PSU-SAWG and PA-WAgN, and conducts needs assessments for growers and ag extension educators in the areas of sustainable ag and women and agriculture. Linda is also a farmer, raising pastured beef, hogs, and poultry on her central Pennsylvania farm. Linda received both her B.A. and M.A. in English from the University of Tennessee in 1992 and 1994, respectively.

Mooney, Jim

Avoiding Violations During a Wage & Hour Inspection

Jim Mooney has worked for the US Department of Labor's Wage & Hour Division for the past 32 years. He currently serves as the Regional Agricultural Coordinator for the entire Northeast Region, which covers thirteen states from Virginia to Maine. During his association with the farm program he has visited hundreds of agricultural employers and spoken to thousands of farm workers (both men and women). Of particular concern to Jim and the DOL are the housing conditions workers are provided, the safety of the vehicles used to transport workers and the appropriate payment of wages to those workers.

O'Neil-Haight, Megan

Personal Finance

Megan O'Neil-Haight is a Family, Youth & Communities Finance Educator for Maryland Cooperative Extension serving Wicomico, Worcester, and Somerset Counties. Ms. O'Neil-Haight earned her Master's Degree from Alfred University in the area of Community Services Administration and holds a Bachelor's Degree in Psychology from the State University of New York, College at Oswego. Her expertise and research interests are in personal finance education across the life span, rural entrepreneurship and small business ownership, costs of social welfare programs, and marketing for not-for-profits. Other interests include early childhood education, youth leadership development, and in piloting and evaluating basic finance life skills education in grades Pre K - 12.

Raley, Peggy

Nassau Valley Vineyards

Peggy Raley (who is also a professional jazz singer) is proprietor of Nassau Valley Vineyards. Peggy got her start in the wine business working for Les Amis Du Vin International and the friends of Wine magazine. After several years of globetrotting for the publication, she decided it was time to stop writing about other people's wine and start making her own. In 1987, Peggy and her father, Bob Raley, founded Nassau Valley Vineyards on a family farm site just outside of historical Lewes, Delaware.

Romanowski, Autumn

Physical Activity through the Ages

Autumn Romanowski received her BS from Slippery Rock University of PA and a Master of Arts Degree from the University of Maryland College Park in Exercise Physiology. Autumn is the Wellness Manager at Peninsula Regional Medical Center, which includes supervising the employee fitness program and exercise classes, worksite wellness, community outreach, and internal wellness programs. Autumn is also the chair of the employee activities committee and a service excellence facilitator. Autumn is a certified fitness and cycling instructor and a certified Exercise Specialist through the American College of Sports Medicine.

Presenters

Hunsberger, Laura

Transitioning to Organic

Market Survival

Laura Hunsberger is an Extension Educator for Agriculture and Natural Resources in Worcester County, Maryland. Laura received her BA in History, College of Wooster, BS in Earth Science, SUNY Brockport and MS in Plant and Soil Science, UMass Amherst. Laura is responsible for general fruit and vegetable work in the tri-county area of the Lower Eastern Shore (Wicomico, Worcester and Somerset). She also conducts organic research on traditional and ethnic vegetables, promotes small farms, alternative crops and innovative marketing for the University of Maryland Cooperative Extension.

Johnson, Dr. Dale

Farm Fin. Management - Quicken

Equine Fin. Management Using QuickBooks

Dale Johnson is a Senior Agent & Regional Extension Specialist in Farm Management in the Western Regional Office and Agricultural & Resource Economics Department of the University of Maryland. Dr. Johnson conducts workshops and seminars on farm business management, financial analysis and computer applications for farmers, lenders, educators and others. He consults with individual farmers on business planning and financial management. His research focuses on crop and livestock enterprise analysis, farm machinery economics, and computer use in agriculture. He is also active in international Extension work.

Kenney, Brent and Julie

Greenhouse Production

The Kenneys, of Grist Mill Gardens, have been in farming for almost 30 years, with their operations based in poultry and grain production. In the Spring of 2004, the Kenneys expanded their farm to include greenhouse and nursery production. The 28,000 square foot greenhouse is state-of-the-art, with an automatic open-air ceiling design. This allows the plants and flowers to enjoy the benefits Mother Nature offers, while also giving the opportunity to protect the plants when necessary. They had immediate success in both the retail and wholesale markets with their farm-raised plants, featuring Proven Winners™ products, and are already expanding their business to meet customer demand.

King, Pam

Home Kitchen

Pamela B. King serves as an Agriculture & Natural Resources Agent in Charles County with University of Maryland, College of Agriculture & Natural Resources, Cooperative Extension (1988-present). Her previous assignment was in Baltimore City as an Urban Gardening Agent. In addition to educational programs for farmers, Pam also works on public issues and outreach in agriculture, with Master Gardener volunteers and with local mass media. She has developed a special interest in Agrosecurity and emergency management following the 2002 La Plata tornado.

Kline, Shirley Todd

High Tunnel Production

Shirley Todd Kline, received her B.S. and M.S. from Cornell University. She was formerly an Extension Agent with Cornell Cooperative Extension, and an international consultant in Honduras, El Salvador, Nicaragua, Guatemala, Bolivia, Haiti, Moldova, Mexico. Since 1997, she has owned and operated Happy Valley Berry Farm, producing raspberries and strawberries in high tunnels and greenhouses, and blackberries, blueberries and black raspberries in field production.

Labreveux, Dr. Maria

Pasture Management

Dr. Maria Labreveux has been an Assistant Professor in Plant Science at Delaware State University since August 2003. She received her PhD in Agronomy from The Pennsylvania State University. Her main focus of research is in grazing and pasture ecosystems. Currently, together with collaborators from DSU and UD. She is conducting studies on mixed beef cattle/meat goat grazing systems to improve pasture use efficiency and control weedy species such as spiny pigweed (*Amaranthus spinosus*). You can also find their forage species research plots at the Smyrna Research and Outreach farm and Hickory Hill farms where they are testing species and cultivars for their adaptability to Delaware soils and climate. Maria, together with Dr. Richard Taylor, students at DSU, and in collaboration with NRCS personnel, annually organizes and delivers several pasture use training sessions at their farm locations.

Conference Schedule

<i>Thursday</i>		<i>Friday</i>	
8:00	Registration & Continental Breakfast	8:00	Continental Breakfast
8:45	General Session - Keynote <i>Rebecca Long Chaney</i>	8:30	Workshop Session 4
10:30	Workshop Session 1	10:15	Round Table Sessions
12:15	Lunch <i>Dr. Robin Morgan</i>	11:30	General Session - Capstone <i>Paul Tukey</i>
1:15	Workshop Session 2	12:30	Adjourn Safe Travels
3:00	Workshop Session 3		
4:30	Relax		
5:30—7:30	Reception and Entertainment Music by "Factory Seconds"		

Reception Information

A reception will begin at 5:30. There will plenty to eat and plenty of time to network. A cash bar will be available.

Please help us welcome the Blue Grass band:

“Factory Seconds”

Band members :
Phyllis Dodd - Lead and Rhythm Guitar
Kevin Justice - Mandolin
Kevin Kerl - Upright Bass
Hugh Dolan - Rhythm Guitar
Michele Green - Banjo

Workshop Sessions

Thursday					
Time	Room 1	Room 2	Room 3	Room 4	Room 5
8:45	Welcome Keynote: Rebecca Long Chaney				
10:30 - 12:00		Winemaking	High Tunnels and Greenhouses	Organic Issues and Production	Avoid Labor Violations
12:15 - 1:15	Lunch in the Atrium - <i>Speaker: Dr. Robin Morgan, Dean, University of Delaware's College of Agriculture and Natural Resources</i>				
1:15 - 2:45		Avoid Labor Violations	Women's Health Issues	Personal Finance Management	Computer Record Keeping
3:00 - 4:30		Equine Computer	History of Quiltmaking	Grain Marketing	Trash or Treasurers
4:30	Opportunity for Networking and Hotel Check-in				
5:30 - 7:30	Reception & Entertainment in the Atrium				
Friday					
Time	Room 1	Room 2	Room 3	Room 4	Room 5
8:00	Continental Breakfast				
8:30 - 10:00		Market Survival	Liabilities: Myths and Realities	Pasture Management	Money, Money, Money
10:15 - 11:15	Home Kitchen	Financing Small Bus.	Conflict Resolution	Organic	Networking
11:30 - 12:30	Capstone: Paul Tukey				

Presenters

Armstrong, Jayne

Money, Money, Money

Financing Small Business

As district director of the SBA's Delaware District Office, Jayne Armstrong is responsible for the management and delivery of SBA's financial assistance, business development and counseling programs in the state of Delaware. She also oversees the programs of SBA's resource partners, including the Small Business Development Centers (SBDCs) and the Service Corps of Retired Executives (SCORE). She recently established the Jayne Armstrong Women's Leadership Program in WVU's College of Arts & Sciences. The endowment supports an annual lecture series and special events exposing women student leaders to successful women business owners and executives. Her work has been recognized by the Delaware Chapter of the National Association of Women Business Owners (NAWBO) with its 2004 and 2003 Bridge Builder Awards, and the International Association of Business Communicators (IABC) with its Excellence in Communications Award.

Atticks, Kevin

Wine Making Trends

Kevin has been writing about wine since 1997 when he took interest in local wineries in Colorado! After traversing that state and all of its wineries, Kevin returned to his home state of Maryland to publish a tour guide to the local wineries, titled "Discovering Maryland Wineries". This was the first of a series, that also includes "Discovering Lake Erie Wineries" and "Discovering New Jersey Wineries." Kevin is the executive director of the Maryland Wineries Association, the industry trade group representing Maryland's burgeoning wine industry. He continues to write wine articles for regional publications and hosts Word on Wine – a weekly show that explores the history and culture of wine on 91.5 WBJC-FM in Baltimore. Kevin teaches journalism and mass communication at Loyola College in Maryland and is the assistant director for communication study abroad programs. He received an MA in environmental journalism from the University of Colorado at Boulder and his DCD (doctorate in communications design) from the University of Baltimore, where he studied internet design and the effectiveness of e-advocacy.

Austin, Jean

Trash or Treasures

Home Kitchen

Jean Austin has more than 20 years communications and teaching experience in business and community settings. As a Family and Consumer Science educator for Maryland Cooperative Extension she teaches family finance, nutrition and human development. She has worked in the insurance and financial services industry, the aging network and in anti-hunger and nutrition education. She received her MS in human Nutrition from Drexel University in Philadelphia in 1998.

Dill, Shannon

Market Survival

Shannon Dill, Agriculture and Natural Resource Educator in Harford County and more recently in Talbot County, has worked for the University of Maryland Cooperative Extension since 2001. She attended the University of Wyoming, receiving her BS in Agriculture Business and her MS in Agriculture Economics. Shannon assists producers of Talbot and surrounding counties in farm business, small farm enterprises, equine and marketing. Educational programs have included Quickbooks for Farm Businesses, Ag Tourism and Grain Marketing.

Fitzgerald, Anne

Home Kitchen

Anne Fitzgerald has more than 35 years experience in public relations, marketing, education, government, and volunteer work. She has been working at the Delaware Department of Agriculture for the past ten years, serving as the Chief of Community Relations, Community Relations Coordinator, and Education Specialist. Her responsibilities include supervision of outreach, marketing and education. Anne serves as the Delaware Program Committee member for Food Export USA – Northeast, working to foster and promote the exports of food and agricultural products from ten northeastern states. Anne earned her BS from Mary Washington College of the University of Virginia. She is a native of the Eastern shore of Virginia, and has resided in Delaware since 1970. She is past president (2003) of the Communication Officers of the State Departments of Agriculture (COSDA), and also served as editor of the organization's national newsletter, the *COSDA Courier*, in 2001.

Workshop Descriptions

Workshop Session #4 - Friday 8:30 - 10:00

Market Survival:

Learn about tools for successful tailgate marketing in an interactive way using 'survival' tools that will keep you in the game! A skill-building program focusing upon Marketing (Winning Immunity), Displays (Setting up Camp) and Value-Added Products (Your Luxury Item) that will be sure to make you think about your own survival at the farmers' market. This workshop will be presented by Shannon Dill, Laura Hunsberger, and Ginny Rosenkranz.

Liabilities: Myths & Realities:

Learn about the legal issues and liabilities associated with an agricultural operation. Specific emphasis is placed on people who may be on your property (invited or not). Toby Treem's discussion will include steps that you can take to minimize legal risks.

Pasture Management:

In this workshop, Maria Labreuveux and Richard Taylor will cover some basics of forage crop identification with grasses and legumes commonly grown in Delaware as examples. There will be a review of important characteristics used to select among species for the ones most appropriate for certain pasture situations. Management requirements for various pasture scenarios will be discussed. The second half of the workshop will review the basics of pasture management with an emphasis on equine pastures. We will cover topics that can affect animal performance, pasture longevity, and pasture productivity. Topics include grazing height, stocking rate, grazing intensity, grazing interval, grazing duration, grazing method, grass and legume productivity curves, and grass and legume growing points.

Money! Money! Money! For Your Small Business:

Jayne Armstrong of the Small Business Administration and representatives from three banks will discuss how to access capital for your small business.

Round Table Discussions - Friday 10:15 - 11:15

Conflict Resolution:

Discuss issues of conflict resolution for farm and business, and learn tools to manage them. Toby Treem will include discussion of legal issues and alternatives.

Organic:

Richard Swartzentruber, an experienced and certified organic producer of eggs, vegetables, broilers, pork, milk, and soon-to-be beef, will share his experience in producing and marketing his certified organic products. Richard will rely on his personal experience to answer questions about organic production.

Financing Small Business:

Learn about the lending, counseling and technical assistance programs of the Small Business Administration and Small Business Development Center.

Networking:

Learn about the development of PA-WAgN (Women's Ag Network), its initiatives and strategies for future growth. Come to join the discussion - is this something for your state? Linda Moist will share her experiences.

Home Kitchen:

Anne Fitzgerald will share recent developments in Delaware law regarding on-farm home processing of non-potentially hazardous foods. Jean Austin and Pam King will provide a perspective from Maryland.

Program Committee

**Laurie Wolinski,
University of Delaware, Chair**

**Shannon Dill,
University of Maryland**

**Laura Hunsberger,
University of Maryland**

**Maggie Moor-Orth,
Delaware State University**

**Susan Olson,
University of Delaware**

**Kris Smolenski,
Rutgers, the State University of New Jersey**

Workshop Descriptions

Workshop Session #1 - Thursday 10:30 - 12:00

Wine Making Trends & Nassau Vineyards:

Whether it's a current hobby or a romantic fantasy – opening a winery or planting a vineyard in Maryland can be an exciting – and profitable – business opportunity. Kevin Atticks, Executive Director of the Maryland Wineries Association will focus on the business and regulatory considerations of opening a winery in the state. Covered in the session will be business planning for wineries and vineyards, a recommended reading list of magazines to subscribe to, as well as books to read before diving into the planning process. Kevin discusses the importance of talking with the industry groups, the University and current growers and winemakers to learn about the industry, its current challenges and needs.

Tucked along a quiet rural road in Lewes, DE and nestled among 116 acres of grapes is Delaware's first farm winery, Nassau Valley Vineyards. There you can taste their award-winning wines and hear how Peggy Raley got Delaware's laws changed to allow people to make their own wine. Nassau Valley produces a wide variety of wines--from Chardonnay to Cabernet Sauvignon. The Vineyards host weddings, private parties and corporate events throughout the year. Theater and musical groups perform during the summer months.

High Tunnel Production & Greenhouse Production:

Producing Small Fruit and Vegetables in High Tunnels - High tunnel production of small fruit and some vegetables provides both season extension at the beginning and ending of the growing season and a better quality fruit without the necessity of fungicide applications. Most disease causing organisms require free moisture for the spore to germinate and infect the plant. The use of high tunnels keeps both rain and dew from wetting leaves and developing fruit, making the environment much less favorable for the disease causing organisms to develop. Shirley Kline has been using high tunnels for five years to produce high quality raspberries with a shelf life of a week to ten days. No fungicides are used to control gray mold and gray mold is seldom a problem in her berries. This technique is especially good for organic producers because of the limited number of organic fungicides available.

Brent and Julie Kenney, of Grist Mills Gardens, will share with you their experience of transitioning from being traditional grain farmers to being successful greenhouse proprietors. The Kenneys have been in farming for almost 30 years, with their operations based in poultry and grain production. In the Spring of 2004, the Kenneys expanded their farm to include greenhouse and nursery production. The 28,000 square foot greenhouse is state-of-the-art, with an automatic open-air ceiling design. This allows the plants and flowers to enjoy the benefits Mother Nature offers, while also giving the opportunity to protect the plants when necessary. They had immediate success in both the retail and wholesale markets with their farm-raised plants, featuring Proven Winners™ products, and are already expanding their business to meet customer demand.

Issues Facing Vegetable Farmers while Transitioning Acreage to Organic Production and Marketing Organic Products:

Issues facing vegetable farmers while transitioning acreage to organic production will be addressed by Laura Hunsberger. Transitioning to organic vegetable production requires more than just a 3-year period of non-chemical use on your farm. Learn proper practices for soil health, insect and disease management and cultural practices to minimize yield losses to overabundant weed populations.

Marketing Organic Products - Susan Ryan will tell her story about creating the Organic Market right on her farm. She'll talk about grass root marketing (speaking at local clubs/schools), newspaper ads and TV. She'll also talk about how important it is to have a unique service or product to offer.

How to Avoid Violations During a Wage and Hour Inspection:

Jim Mooney, of the US Department of Labor's Wage & Hour Division, will discuss the legal issues concerning farm labor as well as other problems farmers tackle with the labor force, such as where to find labor and how to comply with safety regulations. Farm worker safety is imperative in maintaining a successful, cost-efficient farm. A farmer should be aware of general hazards on a farm such as chemicals and pesticides and machinery handling. Training farm workers in areas of pesticide handling and equipment use is also important in keeping the farm safe and productive.

Workshop Descriptions

Workshop Session #2 - Thursday 1:15 - 2:45

How to Avoid Violations During a Wage and Hour Inspection:

Jim Mooney, of the US Department of Labor's Wage & Hour Division, will discuss the legal issues concerning farm labor as well as other problems farmers tackle with the labor force, such as where to find labor and how to comply with safety regulations. Farm worker safety is imperative in maintaining a successful, cost-efficient farm. A farmer should be aware of general hazards on a farm such as chemicals and pesticides and machinery handling. Training farm workers in areas of pesticide handling and equipment use is also important in keeping the farm safe and productive.

Women's Health Issues:

Boning Up on Health - Learn from Kathleen Splane about the process of building and losing bone and how diet can impact this process. Learn risk factors for osteoporosis.

Physical Activity through the Ages - This presentation will include the history of physical activity and health and where we are now. Autumn Romanowski will focus on current health issues including obesity and lack of physical activity. She will also include the benefits of physical activity and exercise, guidelines for an exercise program, weight management, and basic nutrition. Participants will have the opportunity to participate in some light strength training activity and stretching exercises.

Money Talk: Financial Basics for Women in Agriculture:

Women have several unique needs - compared to men - that impact their finances, both in the present and at retirement. Some women never marry, some divorce, some will outlive their husbands by many years, most make less money, many have their earnings interrupted due to care-giving roles for children and adult parents, and some women still defer all financial management to their spouse or partner leaving them generally lacking in financial experience. This program, presented by Megan O'Neil-Haight, is designed to increase participants' financial knowledge, spark a desire to learn more about personal finance, increase confidence in money matters, improve financial record keeping, and improve family communication about financial issues.

Farm Financial Management Using Quicken:

Dale Johnson will provide a hands-on computer workshop to increase your confidence and knowledge using Quicken, a popular, low cost computer software program.

Workshop Session #3 - Thursday 3:00 - 4:30

Equine Financial Management Using QuickBooks:

A hands-on computer workshop, led by Dale Johnson, will increase your confidence and knowledge using *QuickBooks*, a popular computer software program, to improve your financial record keeping of your equine operation.

History of Quiltmaking:

Using actual examples from her collection, Madge Ziegler will present a lecture discussing the history of quiltmaking from its earliest records to the present.

Grain Marketing Strategies:

Grain marketing specialist, Charlie Stubbs, from Perdue Farms Grain Division will present multiple strategies local producers can use to increase prices received at the elevator. Also discussed will be national and world supplies and how that affects the local market. This presentation is designed for the beginner and advanced marketer.

Trash or Treasurers:

This workshop, presented by Jean Austin, is a combination of records organization and clutter reduction. Participants define clutter, explore the personality types of clutterers and complete a self-evaluation. Methods to attack clutter are reviewed and discussed. Participants create an action plan identifying their own clutter personality type, their clutter problem zone and the method and time frame to be used to attack their clutter problem.