

# A Growing New Farmers Publication



## **Technical Assistance Directory**

First Edition March 2004

Sponsored by: GNF Professional Development Component

**A Growing New Farmers Publication**

# **Technical Assistance Resource Directory**

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NY FarmLink Program Coordinator

March 2004

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# Technical Assistance Resource Directory

## Table of Contents

<u>Contents</u>	<u>page</u>
Introduction	vi
1. Stages of New Farmers Working With	1
Prospective Farmers	
Recruits	
Explorers	
Planners	
Beginning Farmers	
Start-ups	
Re-strategizers	
Establishers	
2. Subject Matter Expertise	9
Access to Land	
Agricultural Engineering	
Agronomy (soil management)	
Business Planning	
Business Structures (sole proprietor, partnerships, LLC's etc.)	
Communication Skills	
Community Development	
Community Supported Agriculture	
Conflict Resolution/Mediation	
Conservation Easements/Purchase of Development Rights	
Conservation Planning	
Cooperatives (forming, managing)	
Cover Crops	
Credit and Financing	
Crop Insurance	
Crop Rotation	
Decision Making	
Education/Outreach	
Equipment Acquisition and Farm Mechanization	
Estate Planning	
Farm Management	
Farm Land Protection & Preservation	
Farm Planning	
Farm Transfer (Retiring & Beginning Farmers)	
Farmers Markets	
Financial Management	
Food Safety	
Grant Writing	
Grazing	
Holistic Management	
Immigrant Farmer Populations	

Integrated Pest Management (IPM)  
 Irrigation with drip under plastic  
 Labor and Employee Management  
 Market Development  
 Marketing Strategies:  
 - Commodity/Wholesale  
 - Direct  
 - Retail  
 Natural Resources Planning  
 Nutrient Management  
 Pasture Management  
 Pest Management  
 Policy Analysis  
 Policy Development  
 Production:  
 - Agro-Forestry  
 - Dairy  
 - Equine  
 - Field Crops  
 - Floriculture/Greenhouse  
 - Livestock  
 - Mushrooms  
 - Nursery  
 - Organic  
 - Poultry  
 - Small Fruit  
     -grapes  
 - Tree Fruit  
 - Vegetables  
     -ethnic vegetables  
 Record Keeping  
 Retirement Planning  
 Small Farm Management  
 Soil Test Reports & Interpretation  
 Starting a New Business  
 Stress Management  
 Tax Planning and Preparation  
 USDA Farm Programs  
 Value Added  
 - Dairy  
 - Processed Foods  
 Website Development  
 Weed Management

### 3. Program Development Expertise

19

Business Consulting with start-ups (1-3 years in farming)  
 Business Consulting with established beginning farmers (3-10 years in farming)  
 Business Consulting with prospective farmers (those not yet farming)  
 Conducting Professional Development training (to other service providers) around topics related to beginning farmers  
 Creating Written Educational Resources  
 Designing Curriculum  
 Designing One-Day Workshops  
 Designing Multi Session or a Series of Workshops  
 Developing Mentor/Apprenticeship programs  
 Developing an Information and Referral Database  
 Evaluating Program Impact  
 Facilitating Farmer Focus Groups

- Facilitating Farmer Discussion Groups
- Facilitating Farmer Workshops
- Facilitating Farmland Lease Negotiations
- Family Counseling
- Financing
- Forming Farmer Discussion Groups
- Forming networks or partnerships to develop and deliver beginning farmer programs
- Linking new farmers with land/people/resources
- Marketing and Promotion of Programs
- Production Consulting
- Referring Beginning Farmers to organizations and resources that can assist them
- SARE NE Farmer Educator
- Website Development
- Working with immigrant beginning farmer populations
- Writing Grants to support beginning farmer programming
- Writing Publications
- Writing Workbooks

4. Program Delivery Expertise 25

- Apprentice/Mentoring Programs
- Email Newsletter/List Serve
- Farmer to Farmer Discussion Groups
- Farm Tours
- Mentoring (farmer to farmer)
- One Day Introductory Sessions
- On-Farm Research
- Online Courses
- Online Discussion Groups
- One on One Consulting/Advising
- Publications:
  - Articles
  - Fact Sheets
  - Guides
  - Manuals
  - Newsletter
  - Workbooks
- Website
- Workshops/Courses
  - Annual Conference
  - One time
  - Multi- session
  - Half Day
  - Full Day
  - Night
  - Weekend

5. Contact Information 33

# Technical Assistance Resource Directory

## Introduction

A primary activity of the Growing New Farmers (GNF) Project is to create and support a Consortium of service providers who work with new farmers in the Northeast. GNF was created to build an effective and enduring “service infrastructure,” an active network of organizations committed to providing programs and services for new farmers. To create this service infrastructure GNF is comprised of many components including Mini Grant Access to Resource projects, Research, Policy and Professional Development. GNF professional development activities focus on offering Consortium members opportunities and resources to enhance and build capacity to support and serve new farmers primarily through peer learning, sharing and networking. This directory has been compiled and written by the GNF Professional Development team to enhance peer networking.

GNF Consortium members were asked to complete a survey in January 2004. The survey asked members to identify their expertise in the following areas:

- 1) new farmer audiences working with
  - 2) subject matter expertise
  - 3) program development
  - 4) program delivery
- expertise related to working with prospective and beginning farmers.

The survey information collected was used to produce this Technical Assistance Resource Directory. The directory highlights the expertise and experiences that Consortium members are willing to offer and share to each other. As a Consortium member you will be able to use this directory as a quick reference for locating expertise and resources, identifying program partners and sharing information.

The Directory includes five sections. Sections 1-4 list the GNF members who have agreed to offer their expertise and experiences and Section 5 provides their contact information.

1. Stages of New Farmers having Experience Working with
2. Subject Matter Expertise
3. Program Development Expertise
4. Program Delivery Expertise
5. Contact Information

Enjoy

*Cathy Sheils*

GNF Professional Development Coordinator

## 1: Stages of New Farmers Working With

**Prospective Farmers:** *those who are not yet farming. They may be taking part in educational or introductory farming experiences.*

**Recruits:** *might consider a career in production agriculture if provided with information and connections to agriculture. This includes farm family members and those not from a farm.*

<b>Recruits</b>	Ray Adamson
	Karen Anderson
	Karen Baase
	Bob Bernstein
	John W. Berry
	Richard J. Brzozowski
	Colleen Converse
	Ralph Coolman
	Cheryl DeBerry
	Erica Fearn
	James Grace
	Jack Gurley
	Jim Hanna
	Bill Henning
	Heather House
	Dan Kaplan
	David Kimmel
	Cheryl Leach
	Joseph Marcoccia
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Bob Parsons
	Steve Richards
	Mark Rose
Daniel Ross	
Monika Roth	
Ora Rothfuss	
Gary Smith	
Karen Vines	
Don Zasada	

**Explorers:** *are investigating a farming future are gathering information and may be participating in introductory educational programs and/or farming related experiences. This includes farm family members and those not from a farm.*

<b>Explorers</b>	Ray Adamson
	John M. Ameroso
	Karen Anderson
	Karen Baase
	Bob Bernstein
	John W. Berry
	Richard J. Brzozowski
	Rufus H. Burkholder
	Colleen Converse
	Ralph Coolman
	Cheryl DeBerry
	Ross Eddy
	Erica Fearn
	Tracy Frisch
	Steve Gilman
	James Grace
	Jack Gurley
	Jim Hanna
	Bill Henning
	Heather House
	Dan Kaplan
	David Kimmel
	Karen M. Kritz
	Jeffrey LaFleur
	Cheryl Leach
	Joseph Marcoccia
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
Phil Metzger	
Bob Parsons	
Mary L. Peabody	
Steve Richards	

<b>Explorers cont.</b>	Mark Rose
	Daniel Ross
	Monika Roth
	Ora Rothfuss
	Kathy Ruhf
	Gary Smith
	Karen Vines
	Joseph J. Walsh
	Tim Weigle
	Cam Weimar
	Liz Wheeler
	Don Zasada

**Planners:** *have made a choice to pursue some sort of commercial production agriculture, and who are not actually farming yet but are planning their farm entry. Farm employees, apprentices and farm family members who do not have control of farm assets and limited decision making responsibility also fall into this stage.*

<b>Planners</b>	Ray Adamson
	John M. Ameroso
	Karen Anderson
	Bob Bernstein
	John W. Berry
	Richard J. Brzozowski
	Rufus H. Burkholder
	Kenneth R. Button
	Rick Chandler
	Colleen Converse
	Ralph Coolman
	Jeremiah P. Cosgrove
	Cheryl DeBerry
	Ross Eddy
	Erica Fearn
	Paul Fischer
	Tracy Frisch
	John M. Gerber
	Steve Gilman
	James Grace

<b>Planners cont.</b>	Jack Gurley
	Jim Hanna
	Debra Heleba
	Bill Henning
	Heather House
	Dan Kaplan
	David Kimmel
	Karen M. Kritz
	Jeffrey LaFleur
	Cheryl Leach
	Joseph Marcoccia
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Bob Parsons
	Mary L. Peabody
	Steve Richards
	Mark Rose
	Monika Roth
	Ora Rothfuss
	Kathy Ruhf
	Gary Smith
	Karen Vines
	Joseph J. Walsh
	Tim Weigle
Cam Weimar	
Liz Wheeler	
Don Zasada	

**Beginning Farmers:** *those who have been farming less than ten years fall into three stages.*

**Start-ups:** *have been farming for three years or less as an employee, manager, renter or owner with decision making responsibility and increased commitment to farming either in time, equity and/or resources.*

<b>Start-ups</b>	John M. Ameroso
	Karen Anderson
	Karen Baase
	Sandy Bell
	Bob Bernstein
	John W. Berry
	Richard J. Brzozowski
	Kenneth R. Button
	Colleen Converse
	Ralph Coolman
	Jeremiah P. Cosgrove
	Cheryl DeBerry
	Ross Eddy
	Michael Farmer
	Erica Fearn
	Paul Fischer
	Tracy Frisch
	John M. Gerber
	Steve Gilman
	James Grace
	Marie Guax
	Jack Gurley
	Jim Hanna
	Debra Heleba
	Bill Henning
	Heather House
	Gordon Hurlburt
	Dan Kaplan
	David Kimmel
	Karen M. Kritz
Cheryl Leach	
Joseph Marcoccia	
Andrew Marshall	

<b>Start-ups cont.</b>	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Phil Metzger
	Bob Parsons
	Mary L. Peabody
	Steve Richards
	Mark Rose
	Monika Roth
	Ora Rothfuss
	Kathy Ruhf
	Cathy Sheils
	Gary Smith
	Karen Vines
	Joseph J. Walsh
	Cam Weimar
Liz Wheeler	
Don Zasada	

**Re-strategizers:** *are making adjustments to their farm business – typically in their fourth to seventh years with increased decision making responsibility and commitment to farming. They may be farm renters, managers or owners.*

<b>Re-strategizers</b>	Karen Anderson
	Karen Baase
	Sandy Bell
	Bob Bernstein
	John W. Berry
	Richard J. Brzozowski
	Rufus H. Burkholder
	Kenneth R. Button
	Rick Chandler
	Colleen Converse
	Ralph Coolman
	Jeremiah P. Cosgrove
	Cheryl DeBerry
	Michael Farmer
	Erica Fearn

<b>Re-strategizers cont.</b>	Paul Fischer
	Tracy Frisch
	John M. Gerber
	Steve Gilman
	James Grace
	Marie Guax
	Jack Gurley
	Debra Heleba
	Bill Henning
	Heather House
	Gordon Hurlburt
	Dan Kaplan
	David Kimmel
	Karen M. Kritz
	Cheryl Leach
	Joseph Marcoccia
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Phil Metzger
	Bob Parsons
	Mark Rose
	Monika Roth
	Ora Rothfuss
	Kathy Ruhf
	Cathy Sheils
	Gary Smith
Karen Vines	
Joseph J. Walsh	
Don Zasada	

**Establishers:** *are stabilizing in years eight to ten of the beginning farmer phase.*

<b>Establishers</b>	Karen Anderson
	Sandy Bell
	Bob Bernstein

<b>Establishers cont.</b>	John W. Berry
	Richard J. Brzozowski
	Kenneth R. Button
	Rick Chandler
	Colleen Converse
	Ralph Coolman
	Cheryl DeBerry
	Michael Farmer
	Erica Fearn
	Paul Fischer
	Tracy Frisch
	Steve Gilman
	James Grace
	Marie Guax
	Jack Gurley
	Bill Henning
	Heather House
	Gordon Hurlburt
	Dan Kaplan
	David Kimmel
	Karen M. Kritz
	Jeffrey LaFleur
	Cheryl Leach
	Joseph Marcoccia
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Phil Metzger
	Bob Parsons
	Stewart Ramsey
	Mark Rose
Monika Roth	
Cathy Sheils	
Gary Smith	
Karen Vines	
Joseph J. Walsh	

## 2: Subject Matter Expertise

<b>Access to Land</b>	Ray Adamson
	Lynn Bass
	Bob Bernstein
	Jeremiah P. Cosgrove
	Ross Eddy
	Michael Farmer
	Erica Fearn
	Marie Guax
	Debra Heleba
	Gordon Hurlburt
	David Kimmel
	Karen Kritz
	Joseph Marcoccia
	Steve Richards
	Gary Smith
Cam Weimar	
Liz Wheeler	
<b>Agricultural Engineering</b>	Joyce Meader
	Mark Rose
<b>Agronomy (soil management)</b>	John Ameroso
	Karen Baase
	Rufus Burkholder
	Ralph Coolman
	Joyce Meader
	Dawn Pettinelli
<b>Business Planning</b>	Lynn Bass
	Rick Chandler
	Cheryl DeBerry
	Michael Farmer
	James Grace
	Marie Guax
	Gordon Hurlburt
	Dan Kaplan
	Cheryl Leach
	Joseph Marcoccia
	Allen Matthews

<b>Business Planning cont.</b>	Joyce Meader
	Mary Peabody
	Steve Richards
	Monika Roth
	Ora Rothfuss
	Cathy Sheils
<b>Business Structures (sole proprietor, partnerships, LLC's etc.)</b>	Michael Farmer
	Marie Guax
	Gordon Hurlburt
	Bob Parsons
	Steve Richards
<b>Communication Skills</b>	Erica Fearn
	Les Hulcoop
	Dan Kaplan
	Bob Parsons
	Mary Peabody
	Kathy Ruhf
	Cathy Sheils
Karen Vines	
<b>Community Development</b>	Jim Hanna
<b>Community Supported Agriculture</b>	Karen Anderson
	Richard J. Brzozowski
	Ralph Coolman
	Steve Gilman
	Les Hulcoop
	Dan Kaplan
	Bruce Mertz
	Kathy Ruhf
	Don Zasada
<b>Conflict Resolution/Mediation</b>	David Kimmel
	Jeffrey LaFleur
	Bob Parsons
	Kathy Ruhf
	Karen Vines
<b>Conservation Easements/Purchase of Development Rights</b>	Rick Chandler
	Jeremiah P. Cosgrove
	Erica Fearn
	David Kimmel

<b>Conservation Easements/Purchase of Development Rights cont.</b>	Monika Roth
	Kathy Ruhf
	Cam Weimar
	Liz Wheeler
<b>Conservation Planning</b>	Jeffrey LaFleur
	Mark Rose
<b>Cooperatives (forming, managing)</b>	Rufus Burkholder
	Rick Chandler
	Heather House
	Allen Matthews
<b>Cover Crops</b>	Jack Gurley
<b>Credit and Financing</b>	Lynn Bass
	Bob Bernstein
	Kenneth Button
	Ross Eddy
	Michael Farmer
	Paul Fischer
	Marie Guax
	Gordon Hurlburt
	Karen Kritz
	Joseph Marcoccia
	Gary Smith
<b>Crop Insurance</b>	Paul Fischer
<b>Crop Rotation</b>	Jack Gurley
<b>Decision Making</b>	Bob Bernstein
	Kenneth Button
	Rick Chandler
	John M. Gerber
	Dan Kaplan
	Allen Matthews
	Phil Metzger
	Mary Peabody
	Ora Rothfuss
	Cathy Sheils
	Joseph Walsh
<b>Education/Outreach</b>	John Ameroso
	Karen Baase
	Sandy Bell

<b>Education/Outreach cont.</b>	Richard J. Brzozowski
	Rufus Burkholder
	Rick Chandler
	Colleen Converse
	Ralph Coolman
	Tracy Frisch
	Heather House
	Les Hulcoop
	Cheryl Leach
	Andrew Marshall
	Bruce Mertz
	Dawn Pettinelli
	Daniel Ross
	Tim Weigle
Don Zasada	
<b>Equipment Acquisition and Farm Mechanization</b>	Ray Adamson
	Allen Matthews
	Mark Rose
<b>Estate Planning</b>	John Berry
	Jeremiah P. Cosgrove
	Bob Parsons
	Steve Richards
	Karen Vines
<b>Farm Management</b>	Paul Fischer
	Bill Henning
	Stewart Ramsey
	Joseph Walsh
	Don Zasada
<b>Farm Land Protection &amp; Preservation</b>	Bob Bernstein
	Debra Heleba
	Ora Rothfuss
	Joseph Walsh
	Cam Weimar
	Liz Wheeler
<b>Farm Planning</b>	John Ameroso
	Bill Henning
	Steve Gilman
	Dan Kaplan

<b>Farm Transfer (Retiring &amp; Beginning Farmers)</b>	Debra Heleba
	Bob Parsons
	Steve Richards
	Kathy Ruhf
	Cam Weimar
	Liz Wheeler
<b>Farmers Markets</b>	Tracy Frisch
	Jack Gurley
<b>Financial Management</b>	Kenneth Button
	James Grace
	Joyce Meader
	Gary Smith
<b>Food Safety</b>	Cheryl Leach
<b>Grant Writing</b>	Sandy Bell
	Bob Bernstein
	Mark Rose
	Monika Roth
	Ora Rothfuss
	Gary Smith
	Tim Weigle
<b>Grazing</b>	Ray Adamson
	Karen Baase
	James Grace
	Bill Henning
	Bruce Mertz
	Karen Vines
<b>Holistic Management</b>	John Berry
	John M. Gerber
	Phil Metzger
<b>Immigrant Farmer Populations</b>	Paul Fischer
	Jim Hanna
	Daniel Ross
<b>Integrated Pest Management (IPM)</b>	Heather House
	Les Hulcoop
	Allen Matthews
<b>Irrigation with drip under plastic</b>	Rufus Burkholder

<b>Labor and Employee Management</b>	Lynn Bass	
	John Berry	
	Erica Fearn	
<b>Market Development</b>	Les Hulcoop	
	Cheryl Leach	
	Allen Matthews	
	Stewart Ramsey	
	Monika Roth	
<b>Marketing Strategies</b>		
	<b>Commodity/Wholesale</b>	Rufus Burkholder
		Cheryl DeBerry
		Andrew Marshall
		Cheryl Leach
	<b>Direct</b>	John Ameroso
		Rufus Burkholder
		Cheryl DeBerry
		Heather House
		Steve Gilman
		Andrew Marshall
		Bruce Mertz
	Monika Roth	
	<b>Retail</b>	Cheryl DeBerry
		Joseph Marcoccia
Andrew Marshall		
Stewart Ramsey		
Monika Roth		
<b>Natural Resources Planning</b>	Jeffrey LaFleur	
	Mark Rose	
<b>Nutrient Management</b>	Ralph Coolman	
	Dawn Pettinelli	
<b>Pasture Management</b>	Karen Baase	
	Richard J. Brzozowski	
	Bill Henning	
	Heather House	
	Joyce Meader	
	Karen Vines	

<b>Pest Management</b>	Bruce Mertz	
	Tim Weigle	
<b>Policy Analysis</b>	Karen Anderson	
	Karen Kritz	
	Jeffrey LaFleur	
	Phil Metzger	
	Kathy Ruhf	
<b>Policy Development</b>	Karen Anderson	
	Erica Fearn	
	Jeffrey LaFleur	
	Karen Kritz	
	Kathy Ruhf	
<b>Production</b>		
	<b>Agro-Forestry</b>	Bill Henning
	<b>Dairy</b>	Ray Adamson
		Karen Baase
		Ross Eddy
		Paul Fischer
		Bill Henning
		Andrew Marshall
		Joyce Meader
	Joseph Walsh	
	<b>Equine</b>	Joseph Walsh
	<b>Field Crops</b>	Ray Adamson
		Ross Eddy
		Paul Fischer
		Bill Henning
		Andrew Marshall
		Karen Vines
	<b>Floriculture/Greenhouse</b>	John Ameroso
		Paul Fischer
		Les Hulcoop
		Monika Roth
	<b>Livestock</b>	Ray Adamson
		Richard J. Brzozowski
Paul Fischer		
Bill Henning		
Andrew Marshall		

	<b>Livestock cont.</b>	Phil Metzger
		Karen Vines
		Joseph Walsh
	<b>Mushrooms</b>	Jack Gurley
	<b>Nursery</b>	Paul Fischer
		Les Hulcoop
		Monika Roth
	<b>Organic</b>	John Ameroso
		Karen Anderson
		Ralph Coolman
		Steve Gilman
		Jack Gurley
		Andrew Marshall
		Monika Roth
		Don Zasada
	<b>Poultry</b>	Ray Adamson
		Richard J. Brzozowski
		Bill Henning
		Andrew Marshall
		Phil Metzger
		Joseph Walsh
	<b>Small Fruit</b>	John Ameroso
		Paul Fischer
		Jack Gurley
		Jeffrey LaFleur
		Andrew Marshall
		Monika Roth
<b>-Grapes</b>	Tim Weigle	
<b>Tree Fruit</b>	John Ameroso	
	Paul Fischer	
	Andrew Marshall	
	Monika Roth	
<b>Vegetables</b>	John Ameroso	
	Richard J. Brzozowski	
	Colleen Converse	
	Ralph Coolman	
	Paul Fischer	
	Steve Gilman	

		Les Hulcoop
		Andrew Marshall
	<b>Vegetables cont.</b>	Monika Roth
		Don Zasada
	<b>-ethnic vegetables</b>	Rufus Burkholder
<b>Record Keeping</b>	John Berry	
	Kenneth Button	
	Ross Eddy	
	Michael Farmer	
	James Grace	
	Marie Guax	
	Jack Gurley	
	Gordon Hurlburt	
	Karen Vines	
<b>Retirement Planning</b>	John Berry	
	Bob Parsons	
	Steve Richards	
<b>Right to Farm Issues</b>	David Kimmel	
<b>Small Farm Management</b>	Karen Anderson	
	Tracy Frisch	
	Steve Gilman	
	Phil Metzger	
	Stewart Ramsey	
	Monika Roth	
	Joseph Walsh	
<b>Soil Test Reports and Interpretation</b>	Dawn Pettinelli	
<b>Starting a New Business</b>	Lynn Bass	
	Colleen Converse	
	Cheryl DeBerry	
	James Grace	
	Bill Henning	
	Karen Kritz	
	Joseph Marcoccia	
	Mary Peabody	
	Monika Roth	
	Ora Rothfuss	
	Cathy Sheils	

<b>Stress Management</b>	Cathy Sheils	
<b>Tax Planning and Preparation</b>	Kenneth Button	
	Bob Parsons	
<b>USDA Farm Programs</b>	Ross Eddy	
	Paul Fischer	
<b>Value Added</b>		
	<b>Dairy</b>	Tracy Frisch
	<b>Processed Foods</b>	Cheryl Leach
<b>Website Development</b>	Colleen Converse	
	Karen Vines	
	Tim Weigle	
	Cam Weimar	
	Liz Wheeler	
<b>Weed Management</b>	Ralph Coolman	
	Steve Gilman	

### 3. Program Development Expertise

<b>Business Consulting with Start-ups (1-3 years in farming)</b>	Ray Adamson
	Kenneth Button
	Rick Chandler
	Cheryl DeBerry
	Dan Kaplan
	Karen Kritz
	Steve Gilman
	James Grace
	Jack Gurley
	Joseph Marcoccia
	Bob Parsons
	Stewart Ramsey
	Steve Richards
	Monika Roth
Gary Smith	
<b>Business Consulting with Established Beginning Farmers (3-10 years in farming)</b>	Kenneth Button
	Rick Chandler
	Cheryl DeBerry
	Steve Gilman
	James Grace
	Jack Gurley
	Dan Kaplan
	Karen Kritz
	Joseph Marcoccia
	Allen Matthews
	Bob Parsons
	Stewart Ramsey
	Steve Richards
	Gary Smith
<b>Business Consulting with Prospective Farmers (those not yet farming)</b>	Kenneth Button
	James Grace
	Jack Gurley
	Dan Kaplan
	Karen Kritz
	Joseph Marcoccia
	Bob Parsons

<b>Business Consulting with Prospective Farmers cont.</b>	Mary Peabody
	Stewart Ramsey
	Steve Richards
	Monika Roth
	Gary Smith
<b>Conducting Professional Development Training (to other service providers) around topics related to beginning farmers</b>	Sandy Bell
	Jeremiah P. Cosgrove
	Cheryl DeBerry
	Jeffrey LaFleur
	Bruce Mertz
	Phil Metzger
	Mary Peabody
	Kathy Ruhf
	Cathy Sheils
<b>Creating Written Educational Resources</b>	Karen Anderson
	Karen Baase
	Richard J. Brzozowski
	Steve Gilman
	Bruce Mertz
	Mary Peabody
	Dawn Pettinelli
	Steve Richards
<b>Designing Curriculum</b>	Sandy Bell
	John Berry
	Bob Parsons
	Mary Peabody
	Steve Richards
	Karen Vines
	Tim Weigle
<b>Designing One-Day Workshops</b>	Karen Baase
	Tracy Frisch
	Debra Heleba
	Bill Henning
	Heather House
	Les Hulcoop
	Cheryl Leach
	Andrew Marshall
	Joyce Meader

<b>One-Day Workshops cont.</b>	Bruce Mertz
	Joseph Walsh
<b>Designing Multi Session or a Series of Workshops</b>	Sandy Bell
	Richard J. Brzozowski
	Colleen Converse
	Cheryl DeBerry
	Tracy Frisch
	Heather House
	Cheryl Leach
	Andrew Marshall
	Allen Matthews
	Monika Roth
	Joseph Walsh
	<b>Developing Mentor/Apprenticeship Programs</b>
Tracy Frisch	
Dan Kaplan	
Andrew Marshall	
Karen Vines	
Don Zasada	
<b>Developing an Information and Referral Database</b>	Ross Eddy
	Debra Heleba
	Cheryl Leach
<b>Evaluating Program Impact</b>	Sandy Bell
	Allen Matthews
	Kathy Ruhf
	Karen Vines
	Tim Weigle
	Cam Weimar
	Liz Wheeler
<b>Facilitating Farmer Focus Groups</b>	Karen Baase
	John Berry
	Bob Parsons
	Mark Rose
	Karen Vines
<b>Facilitating Farmer Discussion Groups</b>	Richard J. Brzozowski
	Joyce Meader
	Bruce Mertz
	Phil Metzger

<b>Facilitating Farmer Discussion Groups cont.</b>	Mark Rose
	Cam Weimar
	Liz Wheeler
<b>Facilitating Farmer Workshops</b>	John Berry
	Rick Chandler
	Colleen Converse
	Erica Fearn
	Paul Fischer
	Heather House
	Les Hulcoop
	Dan Kaplan
	Cheryl Leach
	Andrew Marshall
	Mark Rose
	<b>Facilitating Farmland Lease Negotiations</b>
Liz Wheeler	
<b>Family Counseling</b>	John Berry
<b>Financing</b>	Lynn Bass
	Joseph Marcoccia
<b>Forming Farmer Discussion Groups</b>	John Berry
	Tracy Frisch
	Bill Henning
	Kathy Ruhf
<b>Forming Networks or Partnerships to develop and deliver beginning farmer programs</b>	Rick Chandler
	Paul Fischer
	Jack Gurley
	Andrew Marshall
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Phil Metzger
	Cathy Sheils
<b>Linking New Farmers with Land/People/Resources</b>	Karen Anderson
	Karen Baase
	Lynn Bass
	Bob Bernstein
	Richard J. Brzozowski
	Ross Eddy

<b>Linking New Farmers with Land/People/Resources cont.</b>	Debra Heleba
	Karen Kritz
	Allen Matthews
	Phil Metzger
	Mark Rose
	Ora Rothfuss
	Cam Weimar
	Liz Wheeler
<b>Marketing and Promotion of Programs</b>	Lynn Bass
	Cheryl DeBerry
	Ross Eddy
	Tracy Frisch
	Bill Henning
	Les Hulcoop
	Stewart Ramsey
	Daniel Ross
	Monika Roth
	Cathy Sheils
	Joseph Walsh
<b>Production Consulting</b>	Ray Adamson
	Colleen Converse
	Steve Gilman
	James Grace
	Jack Gurley
	Bill Henning
	Joyce Meader
	Joseph Walsh
	Tim Weigle
<b>Referring Beginning Farmers to organizations and resources that can assist them</b>	Karen Anderson
	Lynn Bass
	Colleen Converse
	Ross Eddy
	Erica Fearn
	Jim Hanna
	Debra Heleba
	Bill Henning
	Heather House
	David Kimmel

<b>Referring Beginning Farmers to organizations and resources cont.</b>	Karen Kritz
	Cheryl Leach
	Joyce Meader
	Monika Roth
	Ora Rothfuss
	Cathy Sheils
	Gary Smith
	Marilyn J. Smith
	Joseph Walsh
	Cam Weimar
	Liz Wheeler
<b>SARE NE Farmer Educator</b>	Jack Gurley
<b>Website Development</b>	Karen Vines
	Tim Weigle
<b>Working with Immigrant Beginning Farmer Populations</b>	Richard J. Brzozowski
	Paul Fischer
	Jim Hanna
	Daniel Ross
<b>Writing Grants to support beginning farmer programming</b>	Daniel Ross
	Ora Rothfuss
	Kathy Ruhf
	Cathy Sheils
	Gary Smith
	Karen Vines
<b>Writing Publications</b>	Ray Adamson
	Jeremiah P. Cosgrove
	Steve Gilman
	Bob Parsons
	Mary Peabody
	Steve Richards
	Kathy Ruhf
	Tim Weigle
<b>Writing Workbooks</b>	Steve Richards
	Karen Vines

#### 4. Program Delivery Expertise

<b>Apprentice/Mentoring Programs</b>	Ray Adamson
	John Ameroso
	Richard J. Brzozowski
	Ralph Coolman
	Ross Eddy
	Jack Gurley
	Dan Kaplan
	Joseph Marcoccia
	Andrew Marshall
	Stewart Ramsey
	Don Zasada
	<b>Email Newsletter/List Serve</b>
Rick Chandler	
Colleen Converse	
Joyce Meader	
Mark Rose	
Karen Vines	
Tim Weigle	
Cam Weimar	
<b>Farmer to Farmer Discussion Groups</b>	Liz Wheeler
	Ray Adamson
	Sandy Bell
	Erica Fearn
	Tracy Frisch
	Steve Gilman
	James Grace
	Jack Gurley
	Bill Henning
	Heather House
	Joyce Meader
	Phil Metzger
	Bob Parsons
	Stewart Ramsey
	Ora Rothfuss
Tim Weigle	
Cam Weimar	

	Liz Wheeler
<b>Farm Tours</b>	John Ameroso
	Karen Baase
	Richard J. Brzozowski
	Colleen Converse
	Ralph Coolman
	Ross Eddy
	Erica Fearn
	Paul Fischer
	Tracy Frisch
	James Grace
	Jack Gurley
	Heather House
	Les Hulcoop
	Dan Kaplan
	Allen Matthews
	Joyce Meader
	Bruce Mertz
	Phil Metzger
	Bob Parsons
	Stewart Ramsey
Mark Rose	
	Joseph Walsh
	Don Zasada
<b>Mentoring (farmer to farmer)</b>	Tracy Frisch
	Steve Gilman
	Dan Kaplan
	Allen Matthews
	Stewart Ramsey
	Karen Vines
<b>One Day Introductory Sessions</b>	Ray Adamson
	Karen Baase
	John M. Gerber
	James Grace
	Karen Kritz
	Andrew Marshall
	Phil Metzger

<b>One Day Introductory Sessions cont.</b>	Bob Parsons
	Monika Roth
	Joseph Walsh
	Cam Weimar
	Liz Wheeler
<b>On-Farm Research</b>	Sandy Bell
	John Berry
	Ralph Coolman
	Steve Gilman
	Heather House
	Les Hulcoop
	Joseph Marcoccia
	Allen Matthews
	Bruce Mertz
	Tim Weigle
<b>Online Courses</b>	Sandy Bell
	Karen Vines
<b>Online Discussion Groups</b>	John Berry
	Karen Vines
<b>One on One Consulting/Advising</b>	John Ameroso
	Bob Bernstein
	Kenneth Button
	Rick Chandler
	Colleen Converse
	Cheryl DeBerry
	Ross Eddy
	Paul Fischer
	Bill Henning
	Les Hulcoop
	Joseph Marcoccia
	Joyce Meader
	Phil Metzger
	Bob Parsons
	Mary Peabody
	Dawn Pettinelli
	Steve Richards
	Monika Roth
	Ora Rothfuss
	Kathy Ruhf

	Cathy Sheils
	Joseph Walsh
<b>Publications:</b>	Debra Heleba
	<b>Articles</b>
	Ray Adamson
	John Berry
	Richard J. Brzozowski
	Colleen Converse
	Jeremiah P. Cosgrove
	Steve Gilman
	Bill Henning
	Joseph Marcoccia
	Bob Parsons
	Mary Peabody
	Steve Richards
	Mark Rose
	Monika Roth
	Kathy Ruhf
	Cathy Sheils
	Gary Smith
	Joseph Walsh
	Tim Weigle
	<b>Fact Sheets</b>
	John Ameroso
	Karen Anderson
	John Berry
	Richard J. Brzozowski
	Colleen Converse
	Jeremiah P. Cosgrove
	Jeffrey LaFleur
	Joyce Meader
	Bruce Mertz
	Bob Parsons
	Mary Peabody
	Dawn Pettinelli
	Steve Richards
	Mark Rose
	Monika Roth
	Gary Smith

		Tim Weigle
	<b>Guides</b>	John Berry
	<b>Guides cont.</b>	Colleen Converse
		Jeremiah P. Cosgrove
		Jeffrey LaFleur
		Cheryl Leach
		Bruce Mertz
		Steve Richards
		Mark Rose
		Monika Roth
		Kathy Ruhf
		Tim Weigle
	<b>Newsletter</b>	Karen Anderson
		Karen Baase
		John Berry
		Colleen Converse
		Paul Fischer
		Tracy Frisch
		Heather House
		Jeffrey LaFleur
		Cheryl Leach
		Bruce Mertz
		Mary Peabody
		Mark Rose
		Monika Roth
		Kathy Ruhf
		Joseph Walsh
		Tim Weigle
	<b>Workbooks</b>	Colleen Converse
		Bob Parsons
		Steve Richards
		Monika Roth
<b>Website</b>		Lynn Bass
		Tracy Frisch
		John M. Gerber
		Debra Heleba
		Cathy Sheils
		Karen Vines

	Tim Weigle	
<b>Workshops/Courses:</b>	Debra Heleba	
	Dan Kaplan	
	Joseph Marcoccia	
	Allen Matthews	
	<b>Annual Conference</b>	Bruce Mertz
	<b>One time</b>	Ray Adamson
		John Ameroso
		Karen Anderson
		Karen Baase
		Colleen Converse
		Ralph Coolman
		Jeremiah P. Cosgrove
		Cheryl DeBerry
		Erica Fearn
		John M. Gerber
		James Grace
		Jack Gurley
		Dan Kaplan
		Cheryl Leach
		Andrew Marshall
		Phil Metzger
		Mary Peabody
		Steve Richards
		Monika Roth
		Kathy Ruhf
	Cathy Sheils	
	Joseph Walsh	
	<b>Multi-session</b>	Ray Adamson
		John Ameroso
Karen Anderson		
Karen Baase		
Richard J. Brzozowski		
Rick Chandler		
Colleen Converse		
Cheryl DeBerry		
Erica Fearn		
John M. Gerber		

	<b>Multi-session</b>	Steve Gilman
		James Grace
		Jack Gurley
		Dan Kaplan
		Andrew Marshall
		Mary Peabody
		Monika Roth
		Joseph Walsh
	<b>Half Day</b>	Karen Baase
		Jeremiah P. Cosgrove
		Cheryl DeBerry
		Erica Fearn
		John M. Gerber
		James Grace
		Jack Gurley
		Dan Kaplan
		Andrew Marshall
		Phil Metzger
		Mary Peabody
		Monika Roth
	<b>Full Day</b>	Karen Baase
		Colleen Converse
		Erica Fearn
		John M. Gerber
		James Grace
		Jack Gurley
		Les Hulcoop
		Dan Kaplan
		Jeffrey LaFleur
		Andrew Marshall
		Bruce Mertz
		Phil Metzger
		Steve Richards
	<b>Night</b>	Monika Roth
		Joseph Walsh
		Ray Adamson
Karen Baase		
	Colleen Converse	
	Erica Fearn	

	<b>Night cont.</b>	James Grace
		Jack Gurley
		Andrew Marshall
		Joyce Meader
		Phil Metzger
		Mary Peabody
		Monika Roth
		Joseph Walsh
	<b>Weekend</b>	Karen Baase
		Erica Fearn
		James Grace
		Jack Gurley
		Heather House
		Andrew Marshall
		Phil Metzger
		Mary Peabody
		Monika Roth
		Joseph Walsh

## 5. Contact Information

Name	Contact Information	Region Covered
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<p><b>Karen Anderson</b> Executive Director</p>	<p>Northeast Organic Farming Association -New Jersey Chapter P.O. Box 886 Pennington, NJ 08534 (609)737-6848 phone (609)737-2366 fax</p>	<p>NJ (&amp; historically Eastern PA)</p>
<p><b>Lynn Bass</b> Director</p>	<p>Otsego County Economic Development 242 Main Street Oneonta, NY 13820 (607)432-8871 phone (607)432-5117 fax</p>	<p>Otsego County, NY</p>
<p><b>Karen Baase</b> Extension Issue Leader</p>	<p>Cornell Cooperative Extension of Madison County 100 Eaton St., PO Box 1209 Morrisville, NY 13408 (315)684-3001 phone (315)684-9290 fax <a href="mailto:kab21@cornell.edu">kab21@cornell.edu</a></p>	<p>Madison County, NY</p>
<p><b>Sandy Bell</b> Assistant Professor, Adult Learning Program</p>	<p>University of Connecticut, Adult Learning Program 249 Glenbrook Drive, U-2093 Storrs, CT 06269-2093 (860)486-0251 phone (860)486-4028 fax <a href="mailto:sandy.bell@uconn.edu">sandy.bell@uconn.edu</a></p>	<p>Northeast</p>
<p><b>Bob Bernstein</b></p>	<p>Land For Good 29 Center Street Keene, NH 03440 (603)357-1600 phone (603)357-1600 fax <a href="mailto:bobb@landforgood.org">bobb@landforgood.org</a></p>	<p>NH, VT, MA, CT, RI, ME</p>

<p><b>John W. Berry</b> Extension Agent Agricultural Sciences</p>	<p>Lehigh County Agricultural Center 4184 Dorney Park Road Allentown, PA 18104-5798 (610)391-9840 phone (610)391-0683 fax <a href="mailto:JWB15@psu.edu">JWB15@psu.edu</a></p>	<p>PA &amp; beyond</p>
<p><b>Richard J. Brzozowski</b> Extension Educator/Full Professor</p>	<p>University of Maine Cooperative Extension PO Box 9300 Portland, ME 04104-9300 (207)780-4205 phone (207)780-4382 fax <a href="mailto:rbrz@umext.maine.edu">rbrz@umext.maine.edu</a></p>	<p>Cumberland County and Maine</p>
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<p><b>Rick Chandler</b> Director- Ag. Business Training Program</p>	<p>Massachusetts Dept of Food &amp; Agriculture 25 W. Experiment Station, Umass Amherst, MA 01003 (413)577-0459 phone (413)577-3820 fax <a href="mailto:rhandler@umext.umass.edu">rhandler@umext.umass.edu</a></p>	<p>Massachusetts</p>
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<p><b>Ralph Coolman</b> Director</p>	<p>New Jersey Urban Ecology Program, Rutgers University 96 Lipman Drive New Brunswick, NJ 08901-8525 (732)932-8406 phone (732)932-6837 fax <a href="mailto:coolman@aesop.rutgers.edu">coolman@aesop.rutgers.edu</a></p>	<p>NJ, Northeast</p>

<p><b>Jermiah P. Cosgrove</b> Northeast Regional Director</p>	<p>American Farmland Trust, Northeast Office 6 Franklin Square, Suite E Saratoga Springs, NY 12866 (518)581-0078 phone (518)581-0079 fax <a href="mailto:jcosgrove@farmland.org">jcosgrove@farmland.org</a></p>	<p>New York &amp; New England</p>
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<p><b>Erica Fearn</b> Executive Director</p>	<p>Connecticut Farm Bureau Assoc 510 Pigeon Hill Road Windsor, CT 06095 (860)298-4400 phone (860)298-4408 fax <a href="mailto:ericaf@ctba.org">ericaf@ctba.org</a></p>	<p>Connecticut</p>
<p><b>Paul Fischer</b> County Executive Director/State Outreach Coordinator</p>	<p>USDA Farm Service Agency 319 Littleton Rd. Suite 203 Westford, MA 01886 (978)692-5163 x102 phone (978)392-1305 fax <a href="mailto:paul.fischer@ma.usda.gov">paul.fischer@ma.usda.gov</a></p>	<p>Outreach: All of Massachusetts CED: Middlesex, Essex Counties</p>
<p><b>Tracy Frisch</b> Executive Director</p>	<p>Regional Farm &amp; Food Project, NY 295 Eighth St. Troy, NY 12180 (518)271-0744 phone <a href="mailto:farmfood@capital.net">farmfood@capital.net</a></p>	<p>Hudson Mohawk region/Eastern New York focus</p>

<p><b>John M. Gerber</b> Professor of Plant and Soil Science</p>	<p>University of Massachusetts, Plant &amp; Soil Science Department 210 French Hall 230 Stockbridge Rd. Amherst, MA 01003 (413)545-5301 phone (413)545-3075 fax <a href="mailto:jgerber@pssci.umass.edu">jgerber@pssci.umass.edu</a></p>	<p>Massachusetts, Southern NE</p>
<p><b>Steve Gilman</b> Farmer/Consultant</p>	<p>Organic Agricultural Consulting Services, NY 130 Ruckytucks Road Stillwater, NY 12170 (518)583-4613 phone <a href="mailto:sgilman@netheaven.com">sgilman@netheaven.com</a></p>	<p>NY, VT, Western Mass.</p>
<p><b>Marie Guax</b> Loan Officer/Records Specialist</p>	<p>Yankee Farm Credit PO Box 1489 St. Albeus, VT 05478 (802)524-2938 phone VT (802)524-7544 fax VT  Yankee Farm Credit P.O. Box 507 Chazy, NY 12921 (518)846-7686 phone NY (518)846-8010 fax NY</p>	<p>North West VT  Clinton &amp; Essex Counties, NY</p>
<p><b>Jack Gurley</b> President</p>	<p>Calvert's Gift Farm 16813 Yeoho Road Sparks, MD 21152 (410)472-6764 phone (410)472-6764 fax <a href="mailto:giftcal@aol.com">giftcal@aol.com</a></p>	<p>Mid Atlantic, Some NE</p>
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<p><b>Jim Hanna</b> Project Director</p>	<p>New American Sustainable Agriculture Project, Coastal Enterprises, Inc. 31 George Street Portland, ME 04103 (207)777-5131 phone (207)777-5062 fax <a href="mailto:jimhanna@maine.rr.com">jimhanna@maine.rr.com</a></p>	<p>Maine, Northeast</p>

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<p><b>Bill Henning</b> Small Farm Specialist</p>	<p>Cornell University/Prodairy 417 Liberty St. Penn Yan, NY 14572 (315)536-5123 phone (315)536-5117 fax <a href="mailto:wrh6@cornell.edu">wrh6@cornell.edu</a></p>	<p>Nine counties in NWNY</p>
<p><b>Heather House</b> Educational Outreach</p>	<p>PASA PA Assoc. for Sustainable Agriculture PO Box 141 Millheim, PA 16854 (814)349-9856 phone (814)349-9840 fax <a href="mailto:heather@pasafarming.org">heather@pasafarming.org</a></p>	<p>Pennsylvania</p>
<p><b>Gordon Hurlburt</b> Manager</p>	<p>Yankee Farm Credit PO Box 1489 St. Albans, VT 05478 (802)524-2938 phone VT (802)524-7544 fax VT  Yankee Farm Credit P.O. Box 507 Chazy, NY 12921 (518)846-7686 phone NY (518)846-8010 fax NY</p>	<p>North West VT  Clinton &amp; Essex Counties, NY</p>
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<p><b>Dan Kaplan</b> Farm Manager</p>	<p>Brookfield Farm 24 Hulst Road Amherst, MA 01002 (413)253-7991 phone <a href="mailto:dan@brookfieldfarm.org">dan@brookfieldfarm.org</a></p>	<p>Western Mass.</p>
<p><b>David Kimmel</b> Agricultural Resource Specialist</p>	<p>NJ State Agriculture Development Committee/NJ FarmLink Program PO Box 330 Trenton, NJ 08625 (609)984-2504 phone (609)633-2004 fax <a href="mailto:david.kimmel@ag.state.nj.us">david.kimmel@ag.state.nj.us</a></p>	<p>New Jersey</p>

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<p><b>Cheryl Leach</b> Extension Support Specialist</p>	<p>Northeast Center for Food Entrepreneurship/Cornell University NYSAES/Cornell, 630 W. North Street Geneva, NY 14456 (315)787-2622 phone (315)787-2284 fax <a href="mailto:cal35@cornell.edu">cal35@cornell.edu</a></p>	<p>Northeast</p>
<p><b>Joseph Marcoccia</b> Agricultural Management Specialist</p>	<p>USDA Farm Service Agency, RI 60 Quaker Lane, Suite 49 Warwick, RI 02886 (401)822-8891 phone <a href="mailto:joseph.marcoccia@ri.usda.gov">joseph.marcoccia@ri.usda.gov</a></p>	<p>Rhode Island &amp; Massachusetts</p>
<p><b>Andrew Marshall</b> Education Director</p>	<p>Maine Organic Farmers &amp; Gardeners Association PO Box 170 Unity, ME 04988 (207)568-4142 phone (207)568-4141 fax <a href="mailto:amarshall@mofga.org">amarshall@mofga.org</a></p>	<p>Maine</p>
<p><b>Allen Matthews</b> Program Coordinator</p>	<p>Center for Sustainable Agriculture, UVM 107 Ag Eng. Bldg, 63 Carrigan Drive Burlington, VT 05405 (802)656-0037 phone (802)656-8874 fax <a href="mailto:allen.matthews@uvm.edu">allen.matthews@uvm.edu</a></p>	<p>Vermont</p>
<p><b>Joyce Meader</b> Dairy/Livestock Educator</p>	<p>University of Connecticut Cooperative Extension System 139 Wolf Den Road Brooklyn, CT 06234 (860)774-9600 phone (860)774-9480 fax <a href="mailto:joyce.meader@uconn.edu">joyce.meader@uconn.edu</a></p>	<p>Connecticut</p>

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<p><b>Mary L. Peabody</b> Extension Specialist- Community Resources and Economic Development</p>	<p>University of Vermont Extension, Women's Agricultural Network 617 Comstock Rd Suite 5 Berlin, VT 05602 (802)223-2389 phone (802)223-6500 fax <a href="mailto:mary.peabody@uvm.edu">mary.peabody@uvm.edu</a></p>	<p>Vermont</p>
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