



Small Farm Outreach Initiative

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University of Maryland Extension
2122 Richard A. Henson Center
University of Maryland Eastern Shore
Princess Anne, MD 21853

**“Exploring New Farm Income Opportunities”
BUS TOUR**

August 31– September 1, 2015



Presented by

University of Maryland Eastern Shore
Small Farm Outreach Initiative

UNIVERSITY OF
MARYLAND
EXTENSION
Solutions in your community





ABOUT THE FARM BUS TOUR...

Although farmers face many challenges today, there still remain alternative ways and strategies to increase farm profits. The purpose of this educational tour is to provide farmers an opportunity to learn from successful agriculture entrepreneurs and experts from the Eastern Shore of MD all the way to Gettysburg, PA. The stops chosen for the tour will offer diverse and practical examples of what farmers can do to improve their bottom line. Major focuses include: direct marketing, value-added, agri-tourism, specialty "niche" crops, sustainable farming practices, forestry, natural resource conservation and much more!

REGISTRATION FEE

\$60 single (no private hotel accommodation, guests will be grouped with another tour participant)

\$80 single private (ensures private hotel accommodation)

\$120 party of two (ensures you will share room with other person listed in your party)

All registrations/payments must be received by August 24, 2015. Since space is limited, seats will be reserved for the first 40 paid registrants.

Note: Fee covers bus transportation, 1-night hotel accommodation, educational materials, lunch on day 1, and light refreshments.

DEPARTURE & RETURN*

The bus will depart from the Cambridge Walmart Supercenter parking lot located 2775 Dorchester Square Cambridge MD 21613 on Monday, August 31, 2015 at 8:00 am promptly.

Due to the distance and additional tour stops, participants can expect to return back at the Cambridge Walmart on Tuesday, September 1st, at approximately 6:30 p.m.

For more information, please contact Candy Walter at (301) 868-1001 or (410) 651-6070/6210.

* The bus will not be departing from or returning to UMES in Princess Anne, MD.

SELECT TOUR STOPS INCLUDE:

Doepkens Farm

Bill Doepkens has taken his family's farm from traditional wholesale auction market sales of tobacco and livestock to a thriving "destination" farm offering fresh cut flowers, farm fresh eggs and red angus beef to those lucky enough to place an order before he sells out. In addition to his on farm retail store, he sells directly to several upscale grocery stores and wholesale florists. You will also learn his strategies to extend his market season through December.

The Greener Garden Urban Farm

Farming in the inner city, really? This couple will show you how it is done! The Blue's are Certified Master Gardeners living in Baltimore City. They started farming their own backyard and slowly began acquiring adjacent land from their neighbors. Their intensive practices enable them to grow enough produce, plants and herbs to sell at their farm stand on their property, two areas farmers markets and a senior center. They also donate excess products to area organizations.

Moon Valley Farm

Moon Valley Farm is a first generation small family-farm that raises organically grown vegetables, herbs, native fruits, chickens, ducks and honeybees. Now in their 4th year of operation, they provide their community with extremely fresh, nutrient-rich produce through a community-supported agriculture (CSA) program, and by selling directly to individuals and restaurants. This suburban farm has built strong relationships in their community to acquire the land needed to grow their business from under 1/2 acre to over 3 acres in production this year. Based on past performance and planned growth, sales have skyrocketed!

Abend Hafen Farm

Rick and Kathy manage Abend Hafen (German for "Evening Haven"), their 106 acre farm in Madison, MD intensely for its forestry and wildlife values. Forty-six acres of timber, primarily loblolly pine, are certified under the American Tree Farm System. One of over 900 certified tree farms in Maryland, they were selected as the 2014 Maryland Outstanding Tree Farmers of the Year. Both federal and state cost share programs as well as private conservation organizations have assisted them with their farm management practices.

And much more!

Visit smallfarmbustour.eventbrite.com for a sneak peek of other farms on the tour schedule.

REGISTRATION FORM

Name: _____

Address: _____

Phone: _____

E-mail: _____

Please indicate your primary activity:

Farmer (how many years?) Landowner

Ag Professional Other ()

Registration Fee Schedule

Single Non-Private \$60 - @ \$60 =
(This fee does not include a private room)

Single Private \$80 - @ \$80 =
(Ensures private hotel room accommodation)

Party of Two \$120 - | @ \$120 =
(2nd person's name:)

To register/make cc payment on-line visit:

smallfarmbustour.eventbrite.com

Or

Make checks payable to:
University of Maryland Eastern Shore

Mail to:
University of Maryland Eastern Shore
Attn: Farmer Bus Tour
2122 Richard A. Henson Center
Princess Anne, MD 21853

Registration Deadline is August 24, 2015

Note: Anyone in need of special services or accommodations in order to participate must call two weeks in advance.