

Instructor Resource List

*The following publications are to be included in the Student Resource Handbooks.
Order, download, print or copy additional copies as needed.*

Title of Publication	Topic Area	Where to Order
<i>Exploring Sustainability in Agriculture.</i> Sustainable Agriculture Network Publication, USDA, 2003 (http://www.sare.org/publications/whatis/whatis.pdf)	Sustainability Concepts	Order from SAN at www.sare.org for FREE.
<i>Sustainable Agriculture: An Introduction.</i> Earles, R. & Williams, P. Appropriate Technology Transfer for Rural Areas, USDA, 2005 https://attra.ncat.org/attra-pub/download.php?id=294	Sustainability Concepts	Order from ATTRA, or print from website & copy
<i>The New American Farmer. 2nd Edition.</i> Ed. V. Berton, Sustainable Agriculture Research and Education (SARE) Program, USDA, 2005 (http://www.sare.org/Learning-Center/Books/The-New-American-Farmer-2nd-Edition)	Sustainability Concepts, Marketing, & Production	Order from SAN at www.sare.org for \$10 each, or download free
<i>What can I do with my Small Farm?</i> C. Bubl & G. Stephenson, Oregon State University Extension Service, 2003. Publication EC 1529 (http://smallfarms.oregonstate.edu/beginning-farmers/whatcanidosmallfarm)	Sustainability Concepts	Order from OSU or print and copy with permission
<i>Holistic Management: A Whole Farm Decision Making Framework.</i> Sullivan, P. Appropriate Technology Transfer for Rural Areas, USDA, 2001. http://www.attra.ncat.org/attra-pub/PDF/holistic.pdf	Developing Your Whole Farm Plan	Order from ATTRA, or print from website & copy
The Minnesota Project - Whole Farm At Work http://extension.wsu.edu/skagit/wp-content/uploads/sites/29/2014/09/Whole-Farm-Planning-at-Work.pdf	Developing Your Whole Farm Plan	Copy
<i>Whole-Farm Planning for Economic and Environmental Sustainability.</i> Janke, R.R. Kansas State University Publication. 2000 http://www.bookstore.ksre.ksu.edu/pubs/mf2403.pdf	Developing Your Whole Farm Plan	Order or print online
<i>Evaluating a Rural Enterprise.</i> P. Sullivan & L. Greer, Appropriate Technology Transfer for Rural Areas, USDA, 2002 https://attra.ncat.org/attra-pub/summaries/summary.php?pub=277	Resource Evaluation	Order from ATTRA or print from website and ask permission to distribute
<i>Alternative Meat Marketing.</i> Born, H. Appropriate Technology Transfer for Rural Areas, USDA, 2000 https://attra.ncat.org/attra-pub/summaries/summary.php?pub=327	Direct Marketing	Order from ATTRA, or print from our website & copy
<i>Marketing Tip Sheets.</i> National Center for Appropriate Technology. file:///C:/Users/bramwes/Downloads/all_marketing_tip_sheets.pdf	Direct Marketing	Available online

<p><i>"Green" Markets for Farm Products.</i> A. Kurki & N. Matheson, Appropriate Technology Transfer for Rural Areas http://www.slideshare.net/ElisaMendelsohn/green-markets-for-farm-products</p>	Direct Marketing	Order from ATTRA, or print from website & copy
<p><i>Marketing Alternatives for Specialty Produce.</i> Burt, L., Kropf, J. & Moulton, C. Pacific Northwest Extension Publication. 2000 https://catalog.extension.oregonstate.edu/sites/catalog/files/project/pdf/pnw241.pdf</p>	Direct Marketing	Order or print online
<p><i>Marketing Strategies for Farmers and Ranchers.</i> Sustainable Agriculture Network, publication and CD PowerPoint presentation or on the web http://www.sare.org/Learning-Center/Bulletins/Marketing-Strategies-for-Farmers-and-Ranchers</p>	Direct Marketing	Order from SAN or print off Web at www.sare.org
<p><i>Decision Making Principles for Part-time Farmers, Fact Sheet 651.</i> S. Barao & J. Hughes, Maryland Cooperative Extension, University of Maryland, 1999</p>	Evaluating Enterprise Requirements	Print off web site and copy or order from U of M.
<p><i>An Overview of Organic Crop Production.</i> Kuepper, G. Appropriate Technology Transfer for Rural Areas, USDA, 2004 https://attra.ncat.org/attra-pub/summaries/summary.php?pub=66</p>	Sustainable Crop Production	Order from ATTRA, or print from website & copy
<p><i>Diversifying Crops to Boost Profits and Stewardship.</i> Produced with the Jefferson Institute, Sustainable Agriculture Network, USDA, 2004 http://www.sare.org/Learning-Center/Bulletins/Diversifying-Cropping-Systems</p>	Sustainable Crop Production	Order from SAN at www.sare.org for FREE.
<p><i>Smart Water Use on Your Farm or Ranch.</i> Sustainable Agriculture Network, USDA, 2006 http://www.sare.org/Learning-Center/Bulletins/Smart-Water-Use-on-Your-Farm-or-Ranch</p>	Sustainable Crop Production	Order from SAN at www.sare.org for FREE.
<p><i>Soil Management for Small Farms,</i> C. Cogger, Bulletin EB1895, Washington State University. http://extension.wsu.edu/clark/wp-content/uploads/sites/36/2015/06/Soil-Management-for-Small-Farms-WSU.pdf</p>	Ecological Soils Management	Order from WSU for \$2 (long)
<p><i>Building Soils for Better Crops.</i> Magdoff and van Es. http://www.westernsare.org/Learning-Center/Books/Building-Soils-for-Better-Crops-3rd-Edition</p>	Ecological Soils Management	Free online.
<p><i>Soil Sampling.</i> R.L. Mahler & T.A. Tindall, University of Idaho Cooperative Extension Bulletin 704 (revised), 1997.</p>	Ecological Soils Management	Order or print online

http://www.cals.uidaho.edu/edcomm/pdf/ext/ext0704.pdf		
USDA Natural Resources Conservation Service (NRCS) Soil Quality Information Sheets: <i>Soil Quality Resource Concerns: Soil Biodiversity</i> . 1998 https://www.nrcs.usda.gov/Internet/FSE_DOCUMENTS/nrcs142p2_050947.pdf <i>Soil Quality Indicators: Organic Matter</i> . 1996 https://www.nrcs.usda.gov/Internet/FSE_DOCUMENTS/nrcs142p2_053150.pdf	Ecological Soils Management	Order or print from NRCS at www.nrcs.usda.gov
<i>Soil Texture Decision Chart</i> , Printed from <i>Teaching Organic Farming and Gardening</i> , A. Miles & M. Brown, 2003, University of California Santa Cruz Center for Agroecology and Sustainable Food Systems.	Ecological Soils Management	Order or print from UCSC CASFA at http://casfs.ucsc.edu/about/publications/Teaching-Organic-Farming/PDF-downloads/TOFG-all.pdf

<i>A Whole-Farm Approach to Managing Pests</i> . M. Fritz & V. Berton, Sustainable Agriculture Network, USDA, 2000 (http://www.sare.org/Learning-Center/Bulletins/A-Whole-Farm-Approach-to-Managing-Pests)	Integrated Pest/Weed Management	Order from SAN at www.sare.org for FREE.
<i>Integrated Pest Management: Effective Options for Farmers</i> . Menzies, G., MacConnell, C. & Havens, D. Washington State University Publication. 1995	Integrated Pest/Weed Management	Order or print online
<i>Principles of Sustainable Weed Management for Croplands</i> . Sullivan, P. Appropriate Technology Transfer for Rural Areas, USDA, 2003 https://attra.ncat.org/attra-pub/summaries/summary.php?pub=109	Integrated Pest/Weed Management	Order from ATTRA, or print from website & copy
<i>Livestock for Small Acreage Landowners</i> . B-609, R.V. Machen & R.K. Lyons, Texas Agricultural Extension Service, Texas A&M University, 2000 (http://twri.tamu.edu/reports/2000/b6091.pdf)	Sustainable Livestock & Poultry Production	Order from Texas A&M or copy
<i>Small-Scale Livestock Production</i> . NCAT. file:///C:/Users/bramwes/Downloads/smallscalelivestock.pdf	Sustainable Livestock & Poultry Production	Free online.
<i>Profitable Pork: Strategies for Hog Producers</i> . Minnesota Cooperative Extension, USDA & Sustainable Agriculture Network, 2001 (http://www.sare.org/Learning-Center/Bulletins/Profitable-Pork)	Sustainable Livestock & Poultry Production	Order from SAN at www.sare.org for FREE.

<p><i>Profitable Poultry: Raising Birds on Pasture.</i> V. Berton & D. Mudd, Sustainable Agriculture Network, USDA, 2001 http://www.sare.org/Learning-Center/Bulletins/Profitable-Poultry</p>	Sustainable Livestock & Poultry Production	Order from SAN at www.sare.org for FREE.
<p><i>Sustainable Beef Production – Livestock Production Guide.</i> A. Fanatico, R. Morrow & A. Wells, Appropriate Technology Transfer for Rural Areas, USDA, 1999 https://attra.ncat.org/attra-pub/livestock/livestock.html</p>	Sustainable Livestock & Poultry Production	Order from ATTRA or print from website and ask permission to distribute
<p><i>Sustainable Sheep Production,</i> A. Wells, L. Gegner, and R. Earles. Appropriate Technology Transfer for Rural Areas, USDA, 2000. https://attra.ncat.org/attra-pub/livestock/livestock.html</p>	Sustainable Livestock & Poultry Production	Order from ATTRA or print from website and ask permission to distribute
<p><i>Small Ruminant Sustainability Checksheet: Quick Start,</i> L. Coffey, J. Reynolds, and M. Hale. Appropriate Technology Transfer for Rural Areas, USDA, 2004. https://attra.ncat.org/ruminant/docs/small_ruminant_sustainability_checksheet.pdf</p>	Sustainable Livestock & Poultry Production	Order from ATTRA or print from website and ask permission to distribute
<p><i>Rotational Grazing.</i> Beetz, A. E. Appropriate Technology Transfer for Rural Areas, USDA, 2002 https://attra.ncat.org/attra-pub/download.php?id=245</p>	Grazing Management on Small Acreages	Order from ATTRA, or print from website & copy
<p><i>Sustainable Pasture Management.</i> Beetz, A.E. Appropriate Technology Transfer for Rural Areas, USDA, 2001 https://attra.ncat.org/attra-pub/summaries/summary.php?pub=247</p>	Grazing Management on Small Acreages	Order from ATTRA, or print from website & copy
<p><i>Agricultural Alternatives: Drip Irrigation for Vegetable Production.</i> Penn State Cooperative Extension Publication. 2004. http://extension.psu.edu/business/ag-alternatives/horticulture/horticultural-production-options/drip-irrigation-for-vegetable-production</p>	Equipment and Facilities	Order or print online
<p><i>Basics of Vegetable Crop Irrigation.</i> J.K. Kemble & D.C. Sanders, Alabama Cooperative Extension System, ANR-1169, 2000. http://www.aces.edu/pubs/docs/A/ANR-1169/index2.tmp</p>	Equipment and Facilities	Download and print from the ACES Website
<p><i>Drip Irrigation for a Market Garden.</i> Northern Garden Supply. 2005.</p>	Equipment and Facilities	View interactive website, print as needed
<p><i>The Thought Process in Selecting Equipment for the Small Farm.</i> Macher, R.E. Small Farm Digest Volume 6, No.1. Fall/Winter 2002/2003</p>	Equipment & Facilities	Download from website & copy
<p><i>Paddock Design, Fencing, and Water Systems for Controlled Grazing,</i> R. Morrow. Appropriate Technology Transfer for Rural Areas, USDA, 2005. https://attra.ncat.org/attra-pub/summaries/summary.php?pub=249</p>	Equipment & Facilities	Download from website & copy

<p><i>Portable Field Hoophouse</i>, C. Miles, P. Labine, Washington State University Cooperative Extension. EB1825, 1997 http://cru.cahe.wsu.edu/CEPublications/eb1825/eb1825.pdf</p>	Equipment & Facilities	Download from website & copy
<p><i>Agricultural Building Equipment Plan List</i>, University of Tennessee Agricultural Extension Service PB 1590, http://www.utextension.utk.edu/publications/pbfiles/pb1590.pdf</p>	Equipment & Facilities	Download from website & copy
<p><i>Agricultural Alternatives: Enterprise Budget Analysis</i>. Penn State Cooperative Extension Publication. 1994. http://whatcom.wsu.edu/ag/documents/enterbudgets/EnterpriseBudgetAnalysis.pdf</p>	Enterprise Budgets	Order or print online
<p><i>Using Enterprise Budgets to Make Decisions about Your Farm</i>. R. Carkner, A Pacific Northwest Extensions Publication, Washington State University, 2000 http://whatcom.wsu.edu/ag/documents/enterbudgets/UsingEnterpriseBudgetsMakeDecisions.pdf</p>	Enterprise Budgets	Order from WSU publications; also on-line
<p><i>Agricultural Alternatives: Starting or Diversifying an Agricultural Business</i>. Kime, L., Roth, S., & Harper, J. Penn State Cooperative Extension Publication. http://agalternatives.aers.psu.edu/farmmanagement/startbusiness/StartingAgBusiness%20PM7.pdf</p>	Tools for Whole Farm Success	Order or print online
<p>Appropriate Technology Transfer for Rural Areas (ATTRA - USDA) Publications List http://attra.ncat.org/publication.html</p>	Additional Resources	Order from ATTRA, or print from website & copy

Resources for Instructor to Use for preparing Lessons and for Assignments

The following publications may or may not be included in the materials provided, but may be purchased, downloaded, or ordered to use as supplemental material.

Title	How to Order
<i>Building a Sustainable Business, Co-published by SAN and MISA, 2003</i>	Order or download from SAN at http://www.sare.org/publications/business.htm
<i>Exploring the Small Farm Dream: Is Starting an Agricultural Business Right for You?</i> E. Toensmeier, M. Wiggins & J. Gillan, New England Small Farm Institute, 2003	Order from NESFI at (http://www.smallfarm.org/)
<i>Farming Alternatives.</i> N.G. Schuck et al, Natural Resource, Agriculture, and Engineering Service (NRAES), Cornell University Cooperative Extension, 1988 (http://www.nraes.org)	Order from NRAES, off web site, about \$8 each. Discounts for orders of 50 books and over.
<i>How to Establish Goals.</i> J. Lamb & The Minnesota Project, The Minnesota Institute for Sustainable Agriculture, 1998	Order from MISA or download off web at (http://www.mnproject.org/publications/wfpbook2.PDF)
<i>Making Your Small Farm Profitable,</i> by Ron Macher, Storey Books, 1999.	Order from www.growingformarket.com
<i>Small-Scale Livestock Farming,</i> Carol Ekarius, Storey Books, Massachusetts, 1999.	Order from www.powells.com
<i>Sustainable Vegetable Production From Start Up to Market.</i> V. Grubinger, NRAES, Cornell University Cooperative Extension, 1999	Order from NRAES at (http://www.nraes.org)
<i>The New American Farmer.</i> Ed. V. Berton, Sustainable Agriculture Research and Education (SARE) Program, USDA, 2001 (http://www.sare.org/publications/naf.htm)	Order from SAN at www.sare.org for \$10 each
<i>The New Organic Grower.</i> Eliot Coleman, Chelsea Green Publishing Co., White River Junction, Vermont, 1995	Buy at most any bookstore (www.powells.com)
<i>You Can Farm: The Entrepreneurs Guide to Start and Succeed in a Farming Business,</i> Joel Salatin, Polyface, Inc., 1998	Order from http://www.back40books.com/store/

Additional resources that Instructors might find helpful:

An extensive list of small farm enterprise topics is found at:

<http://agebb.missouri.edu/mac/links/topic.asp>

Appropriate Technology Transfer for Rural Areas (ATTRA - USDA) Plant Production Publications:

Agroforestry: <http://attra.ncat.org/horticultural.html#Agroforestry>

Fruits: <http://attra.ncat.org/horticultural.html#Fruits>

Vegetables: <http://attra.ncat.org/horticultural.html#Vegetables>

Horticultural Crops: <http://attra.ncat.org/horticultural.html#Other>

Greenhouse Growing: <http://attra.ncat.org/horticultural.html#Greenhouse>

Herbs and Flowers: <http://attra.ncat.org/horticultural.html#Herbs>

Pest Management: <http://attra.ncat.org/pest.html>

Grower Profiles: <http://www.attra.org/attra-pub/marketgardening.html#grower>

Appropriate Technology Transfer for Rural Areas (ATTRA - USDA) Marketing Publications:

<http://attra.ncat.org/marketing.html>

Attra Poultry Publications: <http://attra.ncat.org/livestock.html#Poultry>

Beef Farm Sustainability Checklist. R. Morrow, Appropriate Technology Transfer for Rural Areas (ATTRA), USDA, 1997 (<http://www.attra.org/attra-pub/beefchek.html>)

British Columbia Ministry of Agriculture Farm Management Tools
(http://www.agf.gov.bc.ca/busmgmt/bus_tools/excel_pfp.htm)

Building Soils for Better Crops. F. Magdoff & H. van Es, SARE Program, USDA, 2000
(<http://www.sare.org/publications/soils.htm>)

Business Plans Are More Important Than Ever. J. Jeras, Agricultural and Resource Economics, University of Arizona, 1995 (<http://ag.arizona.edu/arec/pubs/dmkt/BusinessPlans.pdf>)

Conduct Your Own Garden Research, CIS 1041. V.J. Parker-Clark & E.J. Bechinski, University of Idaho Cooperative Extension, 1999
(<http://info.ag.uidaho.edu/Resources/PDFs/CIS1041.pdf>)

Developing and Improving Your Farm Records, Fact Sheet 542. J. Hanson, D. Johnson & B. V. Lessley, University of Maryland Extension, 1991
(<http://www.agnr.umd.edu/MCE/Publications/PDFs/fs542.pdf>)

Extending the Production Season for Vegetables and Small Fruit. Fact Sheet 760, Maryland Cooperative Extension, University of Maryland
(<http://www.agnr.umd.edu/MCE/Publications/PDFs/FS760.pdf>)

Fruit and Vegetable Marketing for Small-scale and Part-time Growers. J. Dunn, J. Harper and G. Greaser, The University of Pennsylvania College of Agricultural Sciences Agricultural Research and Cooperative Extension, 2000
(http://agalternatives.aers.psu.edu/farmmanagement/fruit_veggie/MarketingFruitAndVeggie.pdf)

- Holistic Management, A Whole Farm Decision Making Framework*, P. Sullivan Appropriate Technology Transfer for Rural Areas, USDA, 2001
(<http://www.attra.org/attra-pub/PDF/greenmarkets.pdf>)
- How to Direct-Market Farm Products on the Internet*. J.V. Klotz, USDA Agricultural Marketing Service, 2002 (<http://www.ams.usda.gov/directmarketing/publications.htm>)
- Managing Cover Crops Profitably*. C. Shirley, G. Bowman and C. Cramer et al, SARE Program, USDA, 2001 (<http://www.sare.org/publications/covercrops.htm>)
- Manure Management in Small Farm Livestock Operations*. EM 8649, D. Goodwin & J.A. Moore, Oregon State University Extension Service, 1997
(<http://extension.oregonstate.edu/catalog/html/em/em8649/>)
- Marketing on the Edge: A Marketing Guide for Progressive Farmers*. B. Warner & C. Touchette, North American Farmer's Direct Marketing Association, Ottawa, Ontario, Canada, 2002
<http://www.nafdma.com/Publications/Edge/>
- North Central Initiative for Small Farm Profitability has several useful publications at:
http://www.practicalfarmers.org/programs_foodsystems_projects.asp
- Penn State offers several Agricultural Alternatives Publications at:
<http://agalternatives.aers.psu.edu/Default.asp?offset=0>
- Poultry for the Small Producer*, J. Berry, Department of Animal Science, University of Oklahoma Extension Service, 1989 (<http://osueextra.okstate.edu/pdfs/F-8202web.pdf>)
- Profitable Dairy Options Resources: <http://sare.org/publications/dairyresource.htm>
- Rebirth of the Small Family Farm: A handbook for starting a successful organic farm based on the community supported agriculture concept*. Bob and Bonnie Gregson, Island Meadow Farm Associates, 1996.
- Regional Noxious Weeds in Eastern Washington, the Panhandle of Idaho, Western Montana, and Southern British Columbia*. Panhandle Weed Management Area (Adapted from *Idaho's Noxious Weeds*, R.H. Callihan & T.W. Miller)
- Sustainable Sheep Production*. A. Wells, L. Gegner & R. Earles, Appropriate Technology Transfer for Rural Areas, USDA, 2000 (<http://www.attra.org/attra-pub/sheep.html>)
- Teaching Organic Farming and Gardening*, A. Miles & M. Brown, 2003, University of California Santa Cruz Center for Agroecology and Sustainable Food Systems.
<http://socialsciences.ucsc.edu/casfs/education/instruction/tofg/index.html>
- Exploring Sustainability in Agriculture: An Online Sustainable Agriculture Instructional Resource* 2006, University of California Santa Cruz Center for Agroecology and Sustainable Food Systems. <http://socialsciences.ucsc.edu/casfs/education/instruction/esa/index.html>
- Teaching Direct Marketing and Small Farm Viability: Resources for Instructors*, A. Miles & M. Brown, 2005, University of California Santa Cruz Center for Agroecology and Sustainable Food Systems.
<http://socialsciences.ucsc.edu/casfs/education/instruction/tm/index.html>

Texas A&M University has a 40-page resource list:
(<http://aggie-horticulture.tamu.edu/alternatives/alternativelinks.html>)

The Food Alliance – Sustainability criteria,
<http://www.foodalliance.org/certification/standards.htm>

University of Idaho Cooperative Extension Publications:
(<http://info.ag.uidaho.edu/catalog/catalog.html>)

Composting at Home. R. Rynk & M. Colt, 1997

Cover Crops for Berry Plantations. D.L. Barney, 1992

Growing Apples for Local Markets in Cold Climates. B. Finnigan, W.M. Cook & E. Fallahi, 2000

Growing Blueberries in the Inland Northwest and Intermountain West. D.L. Barney, 1999

Nursery Production: Overview. D.L. Barney & T.L. Finnerty, 1995

Selecting Grape Cultivars & Planting Sites in Idaho. D.L. Barney, W.M. Colt & E. Fallahi, 1996

Small Farm Herb Production – Is It for You? V. Parker-Clark, B. Arnold & D.L. Barney, 2000

Tree Fruits of Northern Idaho. D. L. Barney, 1995

University of Missouri Agricultural Electronic Bulletin Board:
(<http://agebb.missouri.edu/mac/links/topic.asp>)

USDA New Farmers Resource Page: <https://newfarmers.usda.gov/>

ATTRA Master Publication list: <https://attra.ncat.org/publication.html#marketing>

SARE Educational Resources: <http://www.westernsare.org/Learning-Center>

The New American Farmer Book, with audio: <http://www.sare.org/publications/naf2/index.htm> ;

Video Resources (for use in class or for loan to students)

Title	How to Order
<i>Affinity Farm: Strategies for Success on a Small Acreage Farm.</i> University of Idaho 2005*	Order from UI Educational Communications (http://info.ag.uidaho.edu/catalog/order_info.html) Email: calspubs@uidaho.edu Phone: (208) 885-7982
<i>Meadowlark Farm: A Case Study of a Small Acreage Farm.</i> University of Idaho 2004*	Order from UI Educational Communications (http://info.ag.uidaho.edu/catalog/order_info.html) Email: calspubs@uidaho.edu Phone: (208) 885-7982
<i>Nothing But Herbs: A Case Study of a Small Acreage Farm,</i> University of Idaho, 2001*	Order from UI Educational Communications (http://info.ag.uidaho.edu/catalog/order_info.html) Email: calspubs@uidaho.edu Phone: (208) 885-7982
<i>Riley Creek Blueberry Farm: A Case Study of a Small Acreage Farm.</i> University of Idaho 2002.	Order from UI Educational Communications (http://info.ag.uidaho.edu/catalog/order_info.html) Email: calspubs@uidaho.edu Phone: (208) 885-7982
*For detailed notes on the content of the above CALS Small Farms videos, please refer to the following page.	
<i>Farmers and Their Innovative Cover Cropping techniques</i>	Order from: Center for Sustainable Agriculture, 590 Main Street, Box S, Burlington, VT 05405; (802) 656-5459. http://www.uvm.edu/vtvegandberry/Videos/videos.html
<i>Free-Range Poultry Production and Marketing.</i> Resilience, Inc. 1999 (Also available - the accompanying notebook)	Order from http://www.back40books.com/store/
<i>Innovations in Food Systems Education Conference</i>	For more information or to order: http://foodsystemseducation.wsu.edu
<i>Marketing Challenges and Opportunities for Small Farmers</i> by Diane Green of Greentree Naturals, UI Educational Communications, 2001	Contact Cinda Williams at cindaw@uidaho.edu – allow three weeks
<i>Ranching in Harmony with the Land: Portraits of Stewardship.</i> University of Idaho 2001	Order from UI Educational Communications (http://info.ag.uidaho.edu/catalog/order_info.html) Email: calspubs@uidaho.edu Phone: (208) 885-7982
<i>Vegetable Farmers and Their Weed Control Machines,</i> UVM Extension System and U Mass Extension	To order contact: Center for Sustainable Agriculture, 590 Main Street, Box S, Burlington, VT 05405; (802) 656-5459. http://horticulture.oregonstate.edu/content/vegetable-farmers-and-their-weed-control-machines
<i>You Want to do What? Farming!</i> Pennsylvania Sustainable Agriculture Association, 2003	Order from: The PASA video is available in VHS and DVD format for \$19 (\$15 with \$4 shipping and handling). Send your address with check, money order, or MasterCard / Visa number and expiration date to PASA, 114 West Main Street, P.O. Box 419, Millheim, PA 16854. Questions: (814) 349-9856, info@pasafarming.org or https://www.pasafarming.org/

University of Idaho CALS Small Farms Videos
for Use in Sustainable Small Farming & Ranching Overview Course

Nothing But Herbs (45 minutes)

Introduction (00:00 – 01:19) *Whole Farm Planning*

Introduction to Barb Arnold, the farm, history and background.

Greenhouse Requirements (01:57 – 05:45) *Equipment and Facilities*

Discusses reasons for choosing greenhouses, describes the different greenhouses on the farm, and discusses materials and quality.

Greenhouse Production (05:46 – 10:39) *Sustainable Crop Production*

Nice overview of greenhouse crop production, including timing, procedure and material used in planting and propagating herbs, flowers, and custom potting.

Weed & Pest Control (10:40 – 11:25) *Integrated Pest and Weed Management*

Discusses weed concerns in the field, greenhouse pests and their management.

Crop Production in the Field (11:53 – 16:40) *Sustainable Crop Production*

Discusses timing of crops, preparation of field beds, planting techniques, irrigation materials and concerns

Soils and Fertility (16:40 – 18:55) *Ecological Soils Management*

Discusses her soils, how they are managed, and what equipment is used.

Breakdown of Equipment (18:56 – 20:09) *Equipment & Facilities*

This section presents an inventory of equipment, tools, and machinery used in small farm herb production.

Harvest Techniques (20:09 – 21:59) *Sustainable Crop Production*

Labor, timing, and handling of post-harvest herbs and flowers.

Value Added Products (21:59 – 26:09) *Direct Marketing*

This portion covers the cost and labor pros and cons of developing value added merchandise above and beyond potted and cut herbs and flowers.

General Marketing (26:09 – 30:45) *Direct Marketing*

Discusses marketing strategies including selling at Farmer's Markets.
Covers display, customer service, and quality of products in the market.

Winter Marketing Ideas (30:45 – 32:59) *Direct Marketing*

Exploring profitable strategies for the months following the growing season, including how to create both new markets and demand for holiday sales. Also discusses packaging and marketing techniques for value added products.

Pricing Goods (32:59 – 34:59) *Direct Marketing*

Discussion of how pricing is determined, then touches on competition, underselling and pricing to reflect labor and materials.

Challenges to Small Acreage Farming (34:59 – 37:17) *Sustainability Concepts, Enterprise Assessment*

Discusses the unique challenges, including labor, water rights, family involvement, and time and lifestyle commitment.

Labor Requirements & Hiring (37:18 – 38:28) *Resource Evaluation (human), Enterprise Assessment*

Barb discusses the labor pool in her area, how she works with her labor force, etc.

Business Planning (38:28 – 41:10)

Whole Farm Planning, Enterprise Assessment, Enterprise Budgets

Discussion of farm business planning and recordkeeping.

Final Thoughts: Family Impacts of Farming (42:30 - 44:45)

Tools for Whole Farm Success

Thoughts on how farming has affected family life, some of the joys and challenges, the future of her farm.

Riley Creek Blueberry Farm (44 minutes)

Introduction (00:00 – 02:27) *Whole Farm Planning, Enterprise Assessment*

Introduction to the farm, to Stan Urmann, and to the farm and enterprise in general.

Site Selection (02:27 – 03:23) *Resource Evaluation (land, soil, climate)*

Goes over deciding on blueberries as a crop, and then what to look for in a potential site, once the requirements are known.

Variety Selection and Production (03:24 – 12:44) *Crop Production, Enterprise Assessment*

Goes over the varieties selected and the reasoning behind the decisions, begins to describe the process for preparing the site and establishing blueberry bushes.

- Tractors, tools (05:39 – 06:43) *Equipment & Facilities*
- Irrigation materials (11:16 – 12:25) *Equipment & Facilities*

Pest & Weed Control (12:15 – 15:04) *Integrated Pest and Weed Management*

Discussion of weed problem, strategies, and regrets.

Harvest Techniques (15:05 – 18:25) *Sustainable Crop Production*

Touches on issues specific to harvesting blueberries.

- Labor Considerations (16:36 – 18:25)
 - Discussion of the labor pool, managing labor without added costs.

Marketing Strategies (18:26 – 25:11) *Direct Marketing*

Good overview of retail and wholesale marketing, pros and cons of each, methods of distribution and avenues for increased sales of fresh berries.

U-Pick Marketing (25:12 – 28:26) *Direct Marketing*

Discussion of considerations when the public is invited to the farm, outlines the benefits as well as the challenges of a u-pick operation.

Advertising Techniques (28:26 – 31:34) *Direct Marketing, Tools for Whole Farm Success*
Good discussion about do-it-yourself labeling and marketing of a local product.

Value Added Products (31:34 – 36:54) *Resource Evaluation (labor, facilities), Direct Marketing*
Making the most of excess product, creating new products, regulations and liabilities of value added food products.

Business Planning (36:55 – 40:00) *Resource Evaluation (financial), Enterprise Budgets, Tools for Whole Farm Success*
The benefits of a farm plan, record keeping, suggestions.

Regulations (40:00 – 42:40) *Enterprise Assessment (regulations, liability)*
Brief discussion of regulations regarding liability insurance and policies governing value added food product production.

Final Thoughts (42:40 – 44:00) *Sustainability Concepts, Tools for Whole Farm Success*
Goals for the farm, the philosophy of a family business.

Meadowlark Farm (16 minutes)

Introduction (00:00 – 03:32) *Whole Farm Planning*
Introduction to Janie Burns, Meadowlark Farm, and enterprises.

History of the Farm and Enterprise Selection (03:32 – 4:40) *Whole Farm Planning, Resource Evaluation (land, market, human)*
Janie's history, a little about farming in the area, early enterprises and why they did or did not work out, markets in the area factored into what was produced, in hindsight, the importance of planning ahead.

Lamb, Chickens, Egg Production (4:40 – 7:10) *Sustainable Livestock Production*
Very brief discussion of the livestock raised, some of the facilities and techniques used in raising sheep and chickens for market.

Markets for Farm Products (07:10 – 12:13) *Resource Evaluation (market), Direct Marketing*
Great honest conversation about the reality of markets, staying current with trends, anticipating consumer demand, and how to develop customer loyalty.

Pricing for the Market (12:13 – 13:45) *Direct Marketing*
How pricing of products is determined, mentions competition.

Profitability Discussion (13:45 – 15:31) *Sustainability Concepts, Enterprise Budgets*
Janie talks about her own philosophy of what profitability means, how it is a relative term. Also talks about the reality of her small farm profits and the need for off-farm labor to provide steady income as well as retirement and insurance benefits.

Regulatory Issues (15:31 – 16:27) *Enterprise Assessment*
Janie urges producers to be aware of regulations, licensing etc. when it comes to producing livestock and food products.

Final Thoughts on Market Possibilities (16:27 – 19:00) *Tools for Whole Farm Success*
Discusses what she sees as future trends in the marketplace, how producers may adapt to meet these expectations.

Affinity Farms (14 minutes)

Introduction (00:00 – 01:13) *Whole Farm Planning*
Introduction to Russell Poe and Kelly Kingsland, Moscow, and their farm.

The Beginning 01:14 – 2:44) *Whole Farm Planning, Enterprise Assessment*
Why they decided to farm in Moscow, the community, what they did to prepare their site and work with what was available.

Farmer's Market (02:45 – 05:40) *Resource Evaluation (market), Direct Marketing*
Why the Farmer's Market works for them, what they do to compete, the importance of visuals, display and quality.

Season Extension (05:41 – 07:06) *Sustainable Crop Production*
Using hoopouses and greenhouses to produce crops early and late in the season in order to extend the season.

CSA Program (07:08 – 08:35) *Direct Marketing*
Discussion of a CSA, concerns about fulfilling expectations, growing enough, etc. How they intend to expand the CSA, shows Russell preparing the produce boxes.

The Schedule, Labor & Lifestyle (08:40 – 09:27) *Sustainability Concepts, Resource Evaluation, Enterprise Assessment*
An honest and realistic look at the day to day commitment and work small farming requires. Discusses family contributions of labor and capital.

Apprentice (09:28 – 11:59) *Whole Farm Planning, Resource Evaluation (human), Tools for Whole Farm Success*
Russell describes his apprenticeship experience and how he believes it is the very best way to learn farming.

Final Thoughts, Philosophy (12:00 – 13:00) *Sustainability Concepts*
Russell and Kelly share their philosophy of sustainable farming, the impact on their land and community, and the importance to them of leaving a light footprint on their land.