

Midwest Winter Production Conference

**Monday and Tuesday,
February 13 and 14, 2017**

Joplin, Missouri

Winter production! The demand for locally grown vegetables & fruit knows no season & the opportunity for innovative farmers to expand production into the winter months is huge.

Back by popular demand, this conference features national & regional presenters with hands-on experience in winter production.

REGISTRATION IS LIMITED TO 100 PARTICIPANTS



Sponsors of the Conference:

UNIVERSITY OF MISSOURI
 **Extension**



The Missouri Department of Agriculture has funded a portion of this project, through a Specialty Crops grant.

**The Webb City
Farmers Market**



Eat local – Eat fresh

Midwest Winter Production Conference

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Continental Banquet Center (immediately behind Granny Shaffer's,
2728 North Rangeline, Joplin, MO 64801)

Monday, February 13

Registration – 8 to 9 am

9:00—Welcome

9:30 am - 11:15 - concurrent sessions

Session For Beginning Winter Producers –

Winter High Tunnel Production - *What you should know before jumping in —*
Liz Graznak

Basics of High Tunnels - *Sandy & Paul Arnold*

Session For Advanced Winter Producers —

Advanced Characteristics of Tunnels, including maintenance - *Michael Kilpatrick*

Innovative Heating Systems—*Michael Kilpatrick*

11:30—12:30 - concurrent sessions

Session For Beginning Winter Producers –

Bed, Preparation, Seeding and Record-keeping—*Sandy and Paul Arnold*

Session For Advanced Winter Producers —

Soil Solarization, Flaming, Stale Bedding & Advanced Record-Keeping—
Michael Kilpatrick

12:30—1:45 - lunch

1:45—2:45 **Economics of winter production**—*figuring crops by the numbers, balancing summer and winter—Sandy and Paul Arnold and Michael Kilpatrick*

2:45—3:30 **Filling Out Your Table**—*other crops to supplement winter greens, storage and crop quality—Sandy and Paul Arnold and Michael Kilpatrick*

3:45—5:00 **Principles of Winter Production**—*soil fertility, coverings, ventilation, watering, temperature, systems, dataloggers—*
Sandy and Paul Arnold and Michael Kilpatrick

5:00—5:15 **Recap of day, lessons learned, questions**

Tuesday, February 14

8:30-9:30 **In the Hot Seat**— the operations of Happy Hollow Farm and Urban Roots Farm are critiqued by the Arnolds and Michael

9:30-10:00 **Pests, insects and disease** - *common high tunnel issues and how I dealt with them—Sandy Arnold*

10-15— 11:15 **Harvesting, washing, post-harvest handling**—*Michael Kilpatrick*

11:15—12:15 **Crop Specifics**- *a deep dive into how we grow them —*
Sandy and Paul Arnold and Michael Kilpatrick

12:15-1:15 **Lunch**

1:15—2:15 **Marketing your winter production**- *connecting with your customer, selling at farmers markets, CSA, Wholesale—Michael Kilpatrick*

2:15—2:30 **Wrap -up**

2::30 – **Farm tour**

- *All presentations subject to change.*



Presenters

Paul and Sandy Arnold purchased land in Argyle in 1988, located about an hour north of Albany, NY. They have built Pleasant Valley Farm up from just land to be a thriving fruit and vegetable farm over the past 28 years, which included building barns, a house, a greenhouse, and high tunnels, situated in a scenic valley in Washington County. Their two children, Robert (24) and Kim (20), were both home-schooled, attend college and are an integral part of their family farm.

Over 40 varieties of diverse fruit and vegetable crops are grown with organic methods on about 5 acres of land and the farm is certified through Certified Naturally Grown (grass roots

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alternative certification to USDA organic) and they are a NOFA-NY Pledge member. They own 60 acres of land and rent 120 acres from a neighbor; about 4 acres are cover-cropped for rotation, and many acres are for hay, used by a neighboring beefalo farmer. Some of the major crops grown on their farm, which lies in zone 4, include: lettuce, spinach, greens, beets, carrots, potatoes, squashes, cabbage, onions, tomatoes, strawberries, and herbs.

Their produce is sold almost exclusively at near-by farmers' markets year-round and to a few restaurants and health food stores in Saratoga Springs. They attend 3 area farmers' markets each week May 1st to November 1st (Wednesday and Saturday), then 2 Saturday winter markets November 1st to May 1st. Since 2006, the Arnolds have been producing crops for winter markets, but have specialized in winter growing/season extension since 1992; Production for the winter markets was accomplished by constructing three large, unheated high tunnels which are used to grow greens all winter, and by storing many crops in an environmentally-controlled root cellar that stores 24 tons of produce under the barn.

To meet the energy challenges of the farm, the Arnolds have installed radiant-heated rolling benches in their polycarbonate greenhouse and also two photovoltaic-solar systems, totaling 29.2 kW that generate 100% their needed electricity for the entire farm and house. Although neither came from a farming background, they reached their goal 23 years ago of having the farm provide all their family income, and have enjoyed the great lifestyle it offers.



Michael Kilpatrick is a farmer, presenter, inventor and blogger whose goal is helping farmers apply business principles and practical, proven solutions to grow their businesses and simplify their lives. He has managed large certified organic farms and businesses and consulted for industry experts. He is co-founder of In the Field Consultants.

In 2005, he started a highly diversified, year-round, vegetable farm with his brother. The business rapidly scaled till it was managing several hundred acres, with over 20 employees, and sold to farmers markets, CSA, coops, and wholesale buyers. What set his farm apart was the systems that he put in place that allowed him to work less hours and leave for vacation without having to worry that plants were dying or customers didn't get their products. In 2012, Michael took a 4 month leave from his farm and interned at Polyface Farm in Virginia. He met his wife Savannah there and they married in 2013.

In 2015, Michael and his wife decided to move to Ohio to be near family and pursue teaching other farmers who wanted the same kind of growth in their farms without the stress or tension of neglecting what matters most.

Liz Graznak is a Columbia native whose love of gardening and the outdoors is primarily the result of time spent outside with her grandparents growing up. It was in grad school at Cornell University that Liz discovered CSA farms and realized she too wanted to grow vegetables. After working on a number of different farms out east and in the Midwest Liz decided to move back to the Columbia area. She also realized that if she was ever going to be able to afford to purchase her own farm than



she was going to have to have a “real” job for a while. After six years of working at Superior Garden Center Liz & Katie purchased Happy Hollow Farm. CSA farming has provided the opportunity to fulfill Liz’s long anticipated goal of growing beautiful, healthy food and sharing it with a community of people that share her enthusiasm and commitment to a local food system. Liz is entering her eighth year of certified organic production and has expanded to nearly 7 acres of veggies, fruit, eggs & flowers that she sells thru the CSA, at the Columbia Farmers Market and to a number of local restaurants and grocery stores.

Urban Roots Farm is a Certified Naturally Grown four season urban vegetable farm located in downtown Springfield Missouri. Owners Adam and Melissa Millsap have worked this 1.7 acre farm since 2010 growing vegetables year round using natural and sustainable techniques.

Registration Form— Full registration includes lunch each of the two days and materials Additional registrations from the same farm or group each include lunch each of the two days but no materials. **Materials** included with \$50 registration: **The Greenhouse and Hoophouse Grower’s Handbook** by Andrew Mefferd.

Mail with check made out to Webb City Farmers Market to : Webb City Farmers Market
PO Box 1
Webb City, MO 64870

Questions? Call Eileen at 417 483-8139.

Name

Farm/Business Name

PO Box/street address

E-mail address

Town/State/Zip

Telephone

Additional person(s) attending:

Email or mailing address if different from above

Fee(s):

Full registration (\$50) \$ _____

Additional registrations (_____ persons x \$35 each) \$ _____
(the \$35 rate does not include the book)

Total enclosed: _____

Dietary or other information:

Directions to conference:

From the south—Take US 49 to the Zora Street exit. Turn west on Zora, turn north on Rangeline Road. (or if you are already on Rangeline, just go north) The Continental Banquet Center is located behind Granny Shaffers on the left about .2 miles past Zora

From the east— From I-44, take the exit 15, go north on US 49 to the Zora Street exit. Turn west on Zora, turn north on Rangeline Road. The Continental Banquet Center is located behind Granny Shaffers on the left about .2 miles after you turn.

From the west— Mo 171 to Webb City, turn right on Madison which turns into Rangeline in Joplin. The Continental Banquet Center is located behind Granny Shaffers on the right about 1.7 miles after you turn onto Madison.

From the north— US 71 to Mo 171, turn west toward Webb City. In Webb City, turn south on Madison which turns into Rangeline in Joplin. The Continental Banquet Center is located behind Granny Shaffers on the right about 1.7 miles after you turn onto Madison.

Accommodations— Attendees have three discounted options for overnight stays.

The Comfort Inn, 2400 South Rangeline, is offering a rate of \$80 per night, plus tax. To reserve your room, call 417 627-0400.

The Quality Inn, 3325 S Arizona Avenue. Is offering a rate of \$69 per night, plus tax. To reserve your room, call 417 627-0440 .

Both hotels are located in Joplin 15 to 20 minutes from the conference site. The rate is good for any day but you must ask for “the Webb City Farmers Market business rate”.

Home stays in Webb City are available by booking through the Webb City Farmers Market. The rate is \$50 per room. All proceeds from home stays go to the Webb City Farmers Market’s voucher program for WIC (low-income Women, Infants & Children) recipients. To book a home stay, email or call Eileen Nichols at eileennichols@sbcglobal.net or 417 483-8139.