



New Small Farm Program and A Crop Insurance Update

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New Guide to Farming in Pennsylvania

The Penn State Agricultural Entrepreneurship Natural Working Group has launched a new web site titled *A Guide to Farming in Pennsylvania*, modeled after Cornell's *A Guide to Farming in New York State*. The site contains links to many Penn State sites, where applicable, and outside sites when the need for information dictates. The site may be found at <http://extension.psu.edu/farm-business/guide>. The site includes chapters titled:

- Pre-Venture
- Production, which includes:
 - Agronomy
 - Dairy
 - Equipment
 - Horticulture
 - Livestock and Poultry
- Marketing
- Value-Added Agriculture
- Farm Transition
- Appendix A - Agricultural Alternatives
- Appendix B - Ag Agency Listing

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 - Small Farm Program & Crop Insurance Update
 - On the Trail of the Stink Bugs
 - Spotlight on Harvest Assist
 - Irrigation of Specialty Crops
 - YGA Chile Tour
 - Educational Events



The *Pre-Venture* chapter includes many topics about getting started in agricultural production and information about employees and links to the documents needed when hiring. The chapter contains details about business planning, where to find realtors, budgeting and financing for beginning farmers. Many of the laws and regulations governing agriculture in

Crop Insurance, continued on page 2

Growing Season Models and Alerts:
<http://frec.cas.psu.edu>



College of Agricultural Sciences

Pennsylvania are covered. The chapter also contains links to I-9 and W-4 forms and *Good Agricultural and Good Handling Practices* information useful to many tree fruit producers.

Each section under the *Production* chapter contains information relative to any farm enterprise. The links provide detailed information about production methods, business topics and marketing information for each topic. The area-specific sections will allow users to find the information they seek much quicker than searching the Internet themselves.

The horticulture area contained in the production section contains tree fruit information with links to the *Pennsylvania Tree Fruit Production Guide* (TFPG), the Penn State Fruit Research and Extension Center (FREC), and the Penn State Cooperative Extension in Adams County site. These links provide easy access to weekly pest updates from FREC or detailed information from the TFPG. The Adams County site contains budgeting information along with pesticide record keeping spreadsheets.

The *Marketing* chapter contains links to information about market planning, direct marketing and market exchanges. These links cover basic marketing principles while the marketing sections contained in the production chapter contain the details for the specific production areas. A link with a listing of farmer's markets is also contained within this section. If you are considering selling through farmer's markets, this link will provide you with potential markets for your operation.

The *Farm Transition* chapter contains information for those seeking to exit farming or interested in passing the operation to the next generation. Because many of the regulations concerning this topic are state- and farm-specific, this chapter focuses on the steps involved in creating a farm succession plan. It may also be used by those in the business planning process to provide information for their business plan.

Appendix A is a link to the *Agricultural Alternatives* site which contains publications covering enterprises of interest to farmers in Pennsylvania. *Appendix B* is a listing of governmental agencies involved with agriculture and organizations supporting farming and rural lifestyles in Pennsylvania. These agencies and organizations are sources of valuable information for new or existing producers.

The *Guide to Farming in Pennsylvania* site will be used by extension educators to field questions such as "What do I need to do to start a business?" or "I have a few acres and would like some additional income - what should I do?" Anyone considering a new business or enterprise will find a one-stop place for much of the information they require. Current farmers may use the site to easily access production guides and find other crop-specific production and marketing information including market prices for crops and livestock throughout Pennsylvania.



Crop Insurance Update for Pennsylvania

As you may recall, last year various changes to the apple crop insurance policy were being considered. Many of those changes were adopted by the Federal Crop Insurance Commission (FCIC) in early September. These changes include:

- Allowing optional units by type. For example, a grower can have an optional unit for fresh apple production and an optional unit for processing apple production.
- Allow the apple grower to select different coverage levels for the fresh apple acreage (unit) and the processing apple acreage (unit).
- In order to insure apples as fresh market, growers will be required to provide verifiable records to prove that 50% of their fresh apple acreage was sold as fresh apples in one or more of the past four years. Apple growers must also follow recommended cultural practices generally in use for fresh apple production in the county as determined by agricultural experts.
- A new section has been added to the policy to state that any apple production not graded prior to sale or storage will be considered as production to count.

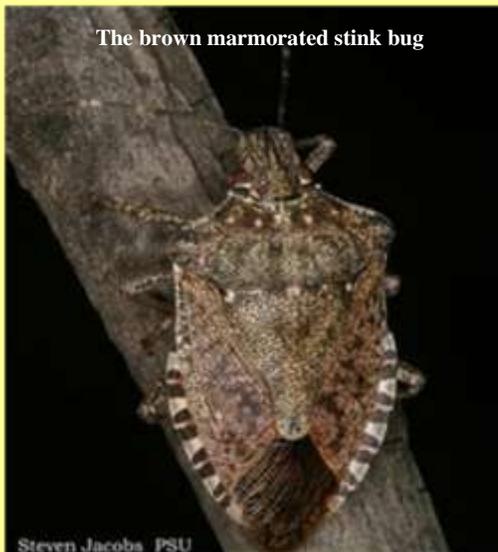
These changes may require more documentation and record keeping, but they will provide more flexibility when insuring your apple crop. If you have any questions about how these changes will affect your operation, please speak to your crop insurance agent prior to the November 20 sales closing deadline for fruit crops.

For those growers also producing and insuring field crops, there are several changes to those policies for the upcoming insurance period. The yield protection policies will now use a projected price set by the FCIC and based on the Chicago Board of Trade (CBOT) future prices. This change will also apply to Catastrophic Loss (CAT) policies. Revenue-based crop insurance plans that provide protection against both yield and price risk are available for corn, grain sorghum, soybean, barley and wheat. **Two revenue plans are available. The first plan is called “revenue protection” which uses the higher of a projected (early-season) or harvest CBOT futures price to set your revenue guarantee. Under this insurance plan harvest versus early-season projected prices are covered for up to 100% increases and unlimited decreases. The second is called “revenue protection with harvest price exclusion” which for a reduced premium sets your revenue guarantee at the projected early-season price. Please consult your crop insurance salesperson concerning all policy changes affecting your operation.**

On the Trail of the Stink Bug

The latest blog post from Dr. Bruce McPheron, Dean of the College of Agriculture

On Wednesday, September 22, nearly 14,000 people visited our college’s website (<http://agsci.psu.edu/dean>) to learn about the brown marmorated stink bug.



This brown marmorated stink bug (the BMSB, from here on) is relatively new to Pennsylvania and the United States. It is known to be a pest in its native range in Asia, but it was first noticed in Pennsylvania only in 1998. **The bug (and this is a case where “bug” is the right term – insects related to the stink bug are, indeed, true bugs) has been a nuisance to homeowners for several years. It spends the winter as an adult in sheltered locations, so it begins to congregate on the outside of homes this time of year, and it can find its way inside, to the chagrin of residents.**

This summer, however, we’re seeing a different side of the stink bug. It has emerged as a significant pest of food and feed crops. Fruit growers are noticing serious injury – the stink bug feeds by sucking plant fluids through its beak, and the damage at the feeding site leads to rejection of the fruit by the consuming public, even though the damage is cosmetic only. In addition to fruit, the BMSB is attacking a range of vegetables and even agronomic crops such as soybeans: farmers may well notice some significant loss of crop yield as harvest progresses.

The real danger of the BMSB, in my opinion, is that it is such an important pest in apples that growers may feel compelled to apply additional pesticides to protect their crop. This could basically take us back 30 years in our efforts to work with orchardists to reduce pesticides based upon the principles of integrated pest management, or IPM. **We’ve helped apple growers drastically reduce their pesticide use over recent decades, all based on research that led to improved understanding of pest biology and the use of natural enemies and alternatives to chemical pesticides to manage the pests. These alternatives don’t control the BMSB, so a return to pesticide treatments targeting this new pest could completely disrupt our IPM progress.**

We don’t know a lot about this new bug yet, but this example illustrates the capability of our land-grant system here in Penn State’s College of Agricultural Sciences. Whether we are talking about our role in managing and eventually helping to eradicate the fruit disease plum pox virus, our efforts to get to the bottom of colony collapse disorder in honey bees, or even our education and research efforts on Marcellus Shale natural gas on behalf of Pennsylvania citizens, time and again faculty, educators, staff, and students in our college step up to tackle new problems and find solutions. The combination of Cooperative Extension and agricultural research, which together bring fundamental discoveries down to earth as solutions to real-world problems, is the power of the Land-Grant.

We don’t have the answers on the brown marmorated stink bug yet, but stand by. Our team is on the job. Connect with us on [Facebook](#) for additional information as it becomes available.

Spotlight on Harvest Assist



Penn State Fruit Research & Extension Center

Biglerville, PA

Wednesday, Oct. 20, 3-4 p.m.

Please join us for a demonstration of *Comprehensive Automation for Specialty Crops* harvest research with a vacuum transport system, bin filler, and bin shuttle developed by commercialization partner, DBR Conveyor Concepts. This will be an opportunity for growers to provide input on our multi-disciplinary team efforts to increase harvest efficiency!

Penn State is committed to affirmative action, equal opportunity, and the diversity of its workforce.

Penn State encourages persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions about the physical access provided, contact Penn State Extension, at 334-6271, in advance of your participation or visit.



FOR MORE INFORMATION,
CONTACT TARA BAUGHER, TAB36@PSU.EDU.
IN THE EVENT OF RAIN, WATCH FOR AN EMAIL BLAST.



Irrigation of Specialty Crops

Plant Water Relations and Cropping Efficiency

Penn State Extension In-Depth Fruit School
Monday, December 20, 2010, 8:30 a.m. - 3:30 p.m.
Penn State Fruit Research and Extension Center (FREC)
290 University Dr., Biglerville, PA
Space Limited—Please Register Early!

Morning Session

- 8:30—Registration
- 9:00—Introduction to Workshop, Dr. Jim Schupp
- 9:15—Meeting Water Challenges in a Changing Climate, Dr. Rob Crassweller
- 9:45—A Quick Course on Plant Water Relations, Dr. Mike Glenn
- 10:30—Break/Visit Irrigation Exhibits
- 10:45—Innovations in Irrigation Scheduling, Dr. Mike Glenn
- 11:15—Energy Efficiency in Irrigation Systems, Dr. Katie Ellis
- 11:45—Lunch



Special Guest Speakers:

- D. Michael Glenn, USDA-ARS Appalachian Fruit Research Station Director/Soil Scientist
- Michael Orzolek, Penn State Professor of Vegetable Crops

Rotating Concurrent Sessions

- 12:45—3:30 p.m.**
- Economics—Does Irrigation Pay?—L. Kime, J. Remcheck
- Drip Irrigation Maintenance—J. Schupp, T. Saluda, F. Showers
- Irrigation for Annual Crops/Filtering Water from Farm Ponds—M. Orzolek

Directions to FREC: From US Rt 15 take PA Rt 234 toward Heidlersburg. Follow PA Rt 234 for 6.6 miles. Turn right onto University Dr.

Registration Form for Irrigation Workshop
Registration Deadline: December 8, 2010

Name _____ Business _____

List additional persons attending _____

Address _____

City _____ State _____ Zip _____

Daytime Phone _____ Evening Phone _____

E-mail _____

Registration Fee: \$50 per person

Total Enclosed: \$50 x # _____ = \$ _____ **Please make checks payable to: PSCE Program Fund**

Please return registration form and payment to:

Penn State Cooperative Extension—Adams County
670 Old Harrisburg Rd, Ste 204, Gettysburg, PA 17325 Phone: 717-334-6271; Fax: 717-334-0166

To charge your Visa or MasterCard, fill in the information below and sign the second to last line. (Please make sure your credit card billing address and address above match.)

Account Number _____ Exp. Date _____

Signature _____

Cardholder Name _____



**YGA Specialty Crop
Tour of Chile**
January 1-11, 2011

PENNSSTATE
1833

The trip will have something for everyone, including visits to:

- Chile's largest farmers' market
- Pome and stone fruit orchards and packing plants
- Ornamental nursery and integrated plantation forestry
- Cherry and apple cooperative plant
- The largest contiguous vineyard in Chile
- University of Talca
- Vegetable seed, berry and beef production farms
- Modern wineries
- Avocado and table grape production
- Chile's second-largest agricultural export port

Plus free time for recreation and exploration of this culturally-rich country!

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Young Grower Alliance Tour of Chile

The Young Grower Alliance has planned a Specialty Crop Tour of Chile! Rob Crassweller and Jim Remcheck will be accompanying the group trip from January 1 to 11, 2011. It is an opportunity of a lifetime -- see stone fruit, pome fruit, berries, grapes, vegetables, farmer's markets, irrigation systems and packing plants. Learn about production, management, marketing, trade and policy. Interview growers, managers, experts, researchers and agricultural leaders to gain new ideas for your own operation!

For more information, contact Katie Ellis at kag298@psu.edu or 717-334-6271. Registration is due by November 1.

Full 10 Day Itinerary

Saturday, 1 January

Depart US for overnight flight to Santiago, Chile. *Overnight on airplane.*

Sunday, 2 January

Dinner

After clearing customs and immigration at Santiago's new airport, we are greeted by Anglatin. Our bus transfers us directly to our hotel in the charming residential and commercial district of Providencia. Our tour gets off to a great start with visits to Santiago's best and most famous historical sites, monuments and neighborhoods. Our welcome dinner includes a folk music and dancing show. *Overnight, Santiago.*

Monday, 3 January

Breakfast and Lunch

This morning we visit Chile's largest farmer's market, Lo Valledor. The CEO gives us an overview of the market and then leads us on a walking tour where we see eighty-five percent of the metropolitan areas' fresh produce changing hands. Nearby is an innovative producer and exporter of stone fruit. Much of his modern systems are adapted from UC Davis. As we tour

Continued from page 6, YGA Tour

the orchards and on-farm packing plant we learn about horticultural practices, production management and government policy. We continue south to Rancagua where we visit an ornamental plant nursery and retail outlet. The two women owners tell us about business strategies, and plant selection and breeding. Curicó, our next stop, is the center of cherry production in Chile. Check-in hotel. *Overnight Curicó.*

Tuesday 4 January Breakfast and Lunch

Our cherry orchard visit includes an interview with the owner and the packer's field manager. The field manager works for the cherry and apple cooperative, where we have a comprehensive tour of the plant. San Pedro, just south of Curico, has the largest contiguous vineyard in Chile and one of the most modern wineries. We interview the viticulturist and learn about the company's history and future trends. We continue south to Talca the home of the Universidad de Talca. This private university is one of the most progressive in Chile. Our workshop with faculty covers the structure of the fruit industry in Chile and changing role in world markets. Check-in hotel. *Overnight Talca.*

Wednesday 5 January Breakfast and Lunch

We leave the main road and pass through Colbun, in the Andean foothills. Our next visit is with a very successful berry, stone fruit and pome fruit grower. He has aggressively vertically integrated his business, exporting processed fruit to South America. We learn about production management and marketing strategy, technological innovation and the future of the industry. We continue to Chillan where we visit produce display in the local market. Check-in hotel. *Overnight Chillan.*

Thursday 6 January Breakfast and Lunch

Continue to San Vicente de Diguillin where we visit another progressive vegetable seed, bean seed, blueberry and beef farm. This young grower is experimenting with hybrid seed production and likes to talk about changing farm ownership, product diversity and production trends. Continue down Ruta 5 to Los Angeles. Check-in hotel. *Overnight Los Angeles.*

Friday 7 January Breakfast and Lunch

Continue to Temuco where berries and wood products dominate. Here we visit an integrated plantation forestry and wood products enterprise. Because of enlightened forestry policy wood products exports have boomed. In Temuco we visit the central market featuring exquisite local Indian hand crafts. We turn East into the Andes and the mountain resort of Pucon, located on Lake Villarica and at the foot of the active Villarica volcano. Check-in hotel. *Overnight Pucon.*

Saturday 8 January Breakfast and Dinner

The morning is free for an optional climb up the volcano, bicycle excursions, fishing excursions, sailing, shopping or just lounging on the black sand beach. Our afternoon visit to a typical ranch includes a Chilean rodeo, horseback excursion around the ranch and a barbeque overlooking the lake and mountains. *Overnight, Pucon.*

Sunday 9 January Breakfast

Today we depart to Curico with scenic stops en route. *Overnight Curico.*

Monday 10 January Breakfast and Lunch

We continue to Requinoa for a tour of one of the top fruit packing plants. Our workshop with the export manager covers fruit production, quality control, export markets and export trends. We now turn west through the agriculturally rich Curacaví valley and into the Casa Blanca valley. This valley has been developed only in the past fifteen years and now produces some of the highest quality white wines in Chile. Our visit to at winery includes vineyard tour wine tasting and conversation about varietal and production trends. We continue to Viña del Mar, Chile's most popular and famous beach resort. Check-in hotel. *Overnight Viña del Mar.*

Tuesday 11 January Breakfast and Lunch

Our guided tour of Valparaiso and Viña del Mar includes Victorian neighborhoods, Chile's most active port, historic old town, gardens, mansions, resorts and fishing villages. The port is the second most important agricultural export port in Chile. Our workshop with a fruit export broker includes export documentation, process and trends. Turning back to the Northeast, we arrived in Hijuelas, famous for avocado and table grape production. We visit a table grape and avocado grower and learn about horticultural practices, government and market standards and trends. It is a short ride to Santiago and the international airport where we say goodbye to Chile, our hosts and depart to the USA.

YGA IS ON THE MOVE

www.younggrowers.org

Educational Opportunities

Wednesday, October 20, 3:00 p.m. - 4:00 p.m.,
Spotlight on Harvest Assist, Penn State Fruit
Research and Extension Center, Biglerville, PA
For more information contact Tara Baugher at 334-6271
or tab36@psu.edu

Tuesday, November 16, Western Pennsylvania
Vegetable and Berry Seminar, Butler, PA
For more information contact Eric Oesterling at 724-
837-1402 or reol@psu.edu, Lee Young at 724-228-6881
or ljs32@psu.edu or Bob Pollack at 724-465-3880 or
rep32@psu.edu

December 20, 8:30 a.m. - 3:30 p.m., Irrigation of
Specialty Crops - Plant Water Relations and
Cropping Efficiency, Penn State Fruit Research and
Extension Center, Biglerville, PA
For more information contact Tara Baugher at 717-334-
6271 or tab36@psu.edu. Cost: \$50.00. Limited Space!

January 1-11, 2011, Young Grower Alliance Specialty
Crop Tour of Chile
For additional information, contact Katie Ellis, Penn
State Extension, 717-334-6271 ext. 331

February 1-3, 2010, Mid-Atlantic Fruit and Vegetable
Convention
For additional information, contact Maureen Irvin, 717-
677-4184 or shap@embarqmail.com



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<http://fruittimes.cas.psu.edu>

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