

FARMING AT METRO'S EDGE

**Securing the Future of Agriculture and Farm Communities
in Frederick and Montgomery Counties**

January 11-12, 2013



Lee Langstaff

ACKNOWLEDGEMENTS

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- Peg Coleman, for sharing her kitchen and log cabin for the early planning meetings and because Farming at Metro's Edge was her idea.

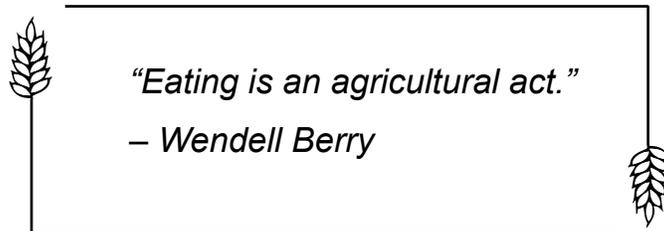
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EXECUTIVE SUMMARY

Long-time Montgomery County farmers began farming in the country, but over time, Metro's edge moved out to them. Some Frederick County farmers feel the impact of the edge as Frederick City has grown and Montgomery County's efforts to preserve farmland have pushed some development pressure into Frederick County. In the past, the familial connection to generations of farmers ensured that most people understood farmers and agriculture, but today only a small percentage of children have a parent or grandparent connected to agriculture. Farm and non-farm families now live in somewhat separate worlds. Where those worlds meet, at the dinner table, remains an enduring connection, despite the fact that food producers and consumers rarely meet face-to-face.

However, those of us living on both sides of Metro's edge share a community where our mutual interests physically converge. The Farming at Metro's Edge Conference was designed to bring together some of the members of that community to discuss problems, opportunities and solutions for some of the issues facing local agriculture and our regional food system. The conference began with a presentation of the history, the current status and some aspects of the future of agriculture in the region. Three topic-focused sessions followed: profitability, environment and collaboration. Each session started with a panel discussion, immediately followed by roundtable discussions at approximately 20 tables of 10 participants each.

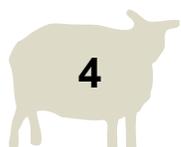
Three themes had support from roundtables in all three sessions, despite approaching these themes from very different perspectives. Over 1/5 of the recommendations submitted expressed a need for more educational and technical assistance for farmers, both new and existing. To that end, participants urged increased support for University of Maryland Extension. County

Economic Development groups and the Natural Resources Conservation Service were also mentioned by name, while other recommendations alluded to the functions carried out by the Farm Services Agency and the Soil Conservation Districts.

All three sessions also noted the need for more agricultural education for the non-farming, consuming public, especially youth. Increased efforts by the school systems and agricultural organizations, and increased support for University of Maryland Extension were cited as ways to accomplish this goal. The third theme receiving support from all three sessions was farmland preservation.

Addressing environmental regulations, developing collaborative partnerships and marketing and outreach efforts all received strong support. Environmental issues were the most frequently cited theme at the conference, focusing mostly on nutrient management and how we could improve the condition of the bay without putting agricultural businesses at an economic disadvantage. Conference participants, the majority of whom were non-farmers, strongly supported and encouraged developing collaborations and partnerships between the agricultural community and non-agricultural groups. Promotion and marketing efforts were cited in nearly 12% of all recommendations, mostly related to marketing local products to local consumers.

Over 100 of the conference participants filled out a survey before leaving the conference and the consensus among both farmers and non-farmers (about 90% of each group) was that what they heard at this conference made them more optimistic about the future of agriculture in our counties.





Max Taylor

FOREWORD

Inspiration for this conference, Farming at Metro's Edge, came from an important gathering in 1976, The Sugarloaf Trail Regional Environmental Workshop, organized by Frederick Gutheim and Sugarloaf Regional Trails, which brought together a diverse group and made a case for preserving farmland in Montgomery County. At that time, Gutheim, a dedicated planner and land use professional at George Washington University, worried that the remaining rural areas in Montgomery County would fall victim to "the worst kind of spot development with no plan for the entire county as a unit." The idea was picked up by the Agricultural Preservation Advisory Board and the Maryland National Capital Park and Planning Commission, which prepared the Functional Master plan for the Preservation of Agriculture and Rural Open Space, approved by the Council in 1980, creating the 93,000 acre Montgomery County Agricultural Reserve.

Over the past 33 years, the Reserve's Transfer of Development Rights Program and other state and local conservation programs have protected 72,000 acres of farmland in Montgomery County. Frederick County has protected approximately 48,000 acres of farmland with a goal of preserving 100,000 acres by 2020. In the meantime, pressure for conversion of farmland is increasing, particularly as Frederick County has grown. The economics of farming continues to evolve,

new regulations aimed at protecting the quality of the Chesapeake Bay have major implications for how farming is done, and interest has grown in maintaining agriculture close to metropolitan centers to supply fresh and healthy local food. Both evolving and expanding opportunities and challenges begged renewed collective effort.

Remembering the important role played by the 1976 conference a generation ago and the changed circumstances confronting farmers on both sides of the mountain, this seemed a good time to bring people together to think how to address the next generation's challenges in sustaining farming on metro's edge. A group of farmers, environmentalists, educators and officials came together to plan a new conference aimed toward discussion of today's challenges and regional collaboration to provide solutions. Should farmland and open space be afforded continuing protection in Montgomery and Frederick counties? Will professional farmers survive their arduous work without proper compensation and support? Should local governments put more money into an "incubator farm" program to train prospective farmers? How can regulations be tailored to achieve results and recognize on the ground realities of different farming operations? How may we best assist new farmers to purchase and develop farms?

These and many other questions teased the organizers of the Farming at Metro's Edge Conference. A totally amazing group of county activists, environmentalists, farmers and farm supporters, joined a planning committee. Meetings were held in my kitchen until the kitchen was outgrown and the group moved to the log cabin on the farm, and finally we spilled into a spacious conference room at the Universities at Shady Grove. Everyone agreed that both counties would be invited to come to share their opinions and concerns. Wonderfully, the Universities at Shady Grove made its conference center available, without cost, for the conference.

Over 250 people attended the conference on the cold and clear January weekend. Panels and speakers inspired hearty discussions. The room buzzed and hummed with conversations focused

on agriculture. Good and locally produced food was served. Everyone agreed the event far exceeded expectations.

It is the sincere hope of all the members of Sugarloaf Regional Trails and the organizing committee that the FAME conference has demonstrated that agriculture is alive and profitable in Montgomery and Frederick counties, that taxpayers recognize that local farming is important to them and that the current generation is committed to ensuring that our region's farms grow and thrive on metro's edge.

Peg Coleman
Sugarloaf Regional Trails
Boys MD



Peg Coleman

CONFERENCE GOALS

Co-sponsored by a coalition of farming, community, environmental, and government organizations, the goal of the conference is to develop ideas for advancing productive and profitable agriculture and strong farm communities to serve our region for future generations.

Conference participants will:

- **Explore** economic and environmental challenges, and opportunities, facing farming operations in our region that the community must navigate in coming decades;
- **Discover** common interests among diverse agricultural enterprises and non-farm stakeholders;
- **Build** agreement around actions to secure a vibrant future for agriculture in our metropolitan region.



Max Taylor

PROGRAM

Friday, January 11

Registration

Lunch, Welcome & Overview of Conference

Setting the Stage: Where We've Been, Where We Are, and Where We're Headed

Panel 1: Navigating the Economic Future of Our Region's Agriculture into the Next Generation

Roundtable Discussion

Plenary Session – Roundtable Reports

Keynote Address: Kathleen Merrigan, Deputy Secretary, US Department of Agriculture

Reception

Saturday, January 12

Breakfast

Review & Summary of Day 1

Panel 2: Keeping Agriculture Viable in a World of Growing Environmental Concerns:
Solutions That Work – and Pay

Roundtable Discussion

Plenary Session – Roundtable Reports

Lunch

Panel 3: We Are In It Together – Building Support for Thriving Agriculture and Strong Farm
Communities

Roundtable Discussion

Plenary Session – Roundtable Reports

Conference Summary



THE PROCESS

The Conference began with presentations by Jeremy Criss and Colby Ferguson that outlined the agricultural histories of Montgomery and Frederick Counties, presented data on the current state of agriculture, including data on farmland use, crops and produced livestock produced and the status of farmland preservation in the two counties. They then offered some thoughts about the future of agriculture in our region and left us with a few questions to ponder as we began the panel and roundtable discussions.

Three breakout sessions followed the “Setting the Stage” presentation. Conference participants had already been assigned to, and were seated at tables of approximately 10 people each. Table assignments were done randomly, after a preliminary sort, to make sure that identifiable groups, such as farmers and government officials, were equally and randomly distributed among the 20 tables. Each table had a Facilitator to coordinate the activities and a Recorder to document the discussions and fill out the reporting documents supplied to each table.

The three sessions, in the order they were held over the two-day conference, are:

1. Navigating the Economic Future of Our Region’s Agriculture into the Next Generation
2. Keeping Agriculture Viable in a World of Growing Environmental Concerns: Solutions That Work – and Pay
3. We Are In It Together – Building Support for a Thriving Agriculture and Strong Farm Communities

Each session consisted of a moderated panel discussion of previously prepared questions posed by the Moderator and responded to by the Panelists, followed by roundtable discussions at each table of the issues addressed by the Moderator and Panelists, as well as other issues related to the session topic. Each table was then asked to prioritize the issues discussed and submit the three (3) recommendations that the individuals at the table felt were the most important. Some tables submitted more or fewer than three recommendations and a few submitted no priority issues. There was also some attrition in attendance on the second (weekend) day, leading to some combining of tables.

The data used by the Writing Committee was comprised of input from 19, 18 and 17 reporting tables that submitted 58, 51 and 36 recommendations for Sessions 1, 2 and 3, respectively. As one would expect, many of the individual recommendations addressed the same or a similar issue. When similar recommendations were combined into summarized response groups, the 58 recommendations from Session 1 fell into 12 groups. Similarly, the 51 recommendations from Session 2 fell into 14 groups and the 36 recommendations from Session 3 into 12 groups.

As the summarized response groups were examined, three or four major themes emerged within each session. The tables presented in the following three sections of this report show the major themes from each session and the summarized response groups within each of the identified themes.

Two statistics were calculated from the data. The first is the percentage of the reporting ta-

bles that presented at least one recommendation supporting a given theme. Since the 10 or so individuals at each table combined their thoughts and efforts to support a recommendation related to a theme, then seeing a large percentage of the tables supporting a given theme is an indication of the relative importance of that theme to the conference participants. It is notable that each of the three sessions had at least one theme that was supported by more than 80% of the reporting tables.

The second statistic is the percentage of a session's total recommendations that fell into each summarized response group. This statistic demonstrates the level of concern for individual issues addressed by conference participants. There was a high level of agreement on many issues, demonstrated by the fact that 16 of the 38 summarized response groups were supported by five or more recommendations.



Lee Langstaff

SETTING THE STAGE



Local Agriculture: Where We've Been, Where we Are and Where We're Headed

Jeremy Criss, Agricultural Services Manager
Montgomery County Department of Economic Development
and
Colby Ferguson, Agricultural Business Development Specialist
Frederick County Business Development and Retention

Native Americans demonstrated the first examples of agriculture in the region by growing corn and other native crops before European settlers arrived. European settlers extensively cleared the land to grow tobacco and food crops and they brought animals for food and clothing. Agricultural production in the region grew as the network of local grain and feed mills became established. This extensive network of mills is forever memorialized by the large number of local roads that include the word “Mill”.

Transportation systems other than local roads were necessary to increase the level of commerce and trade in the region. The Potomac River and the Monocacy River were promoted through the C & O Canal but these rivers were not practical for year round transportation of products. The introduction of the railroads in the 1830's helped expand agricultural production and marketing of agricultural products. Frederick County also established a trolley, that first connected Myersville

and Middletown Valley, to help move people in conjunction with the railroads.

The Industrial Revolution brought about major changes in technology through steam engines and the first internal combustion engine. The first farm tractor was introduced in 1892, promoting the evolution of agriculture through the mechanization of farming, resulting in the diminished use of animals for planting, plowing and harvesting.

As the agricultural industry continued to evolve, the demographics of the region drastically changed as people began moving from the countryside to the urban areas, where job opportunities existed in factories. The population shift negatively impacted farm labor and workers running and maintaining farming operations.

The introduction of refrigeration technology meant that fruits and vegetables could be preserved by chilling and freezing. This technology

contributed to the demise of the canning industry which faded away from local communities. As agriculture continued to evolve, many farmers within the region converted to dairy production to help nourish the growing population in the region.

The Great Depression nearly collapsed the farming economy as some commodities were posted with little to no value. This contributed to the beginning of the Federal Food Policy and the first USDA Farm Bill in 1933. Government assistance and support was introduced as a way to stabilize agricultural prices and supply of products. The Depression sparked another demographic shift, as people living in the rural areas left the farms to seek jobs and public assistance in urban areas and this further contributed to a lack of farm labor.

The Dust Bowl of the 1930's contributed to the creation of the Agricultural Stabilization Conservation Service (ASCS), today called the Farm Service Agency (FSA), which offered technical and commodity assistance to farmers. Government assistance to help farmers impacted by the Dust Bowl led to the conservation movement known today as Soil Conservation Districts, which are located in every county in the nation. Farmers in Oklahoma began the practices of planting different crops on a rotational basis and planting those crops on contours with the topography. Contour planting, combined with

alternating strips of commodities and grasses, reduced soil erosion. These conservation-Best Management Practices (BMPs) are still in place today.

World War II created tremendous opportunities for agriculture, as production capacity was expanded during the war with the application of commercial fertilizers. The Government enacted the Farm Emergency Labor Program to provide draft exemptions for members of farming families to address the challenges of farm labor and workers.

After WWII the region, and especially Montgomery County, experienced tremendous population growth and the expansion of residential development that came with it. Figure 1 depicts population changes in Montgomery and Frederick Counties over the 80 years between 1930 and 2010.

With the increase in urbanization and residential development came a shift in the use of land from farming to commercial, governmental and residential uses. Figure 2 illustrates the decreases in acres of farmland and the percentage of land in farms in each of the two counties. As expected, both counties lost a lot of farmland to development since the 1930's, but Montgomery lost more total acres and ended up with a much smaller percentage of the county's total land mass in farmland than did Frederick County.



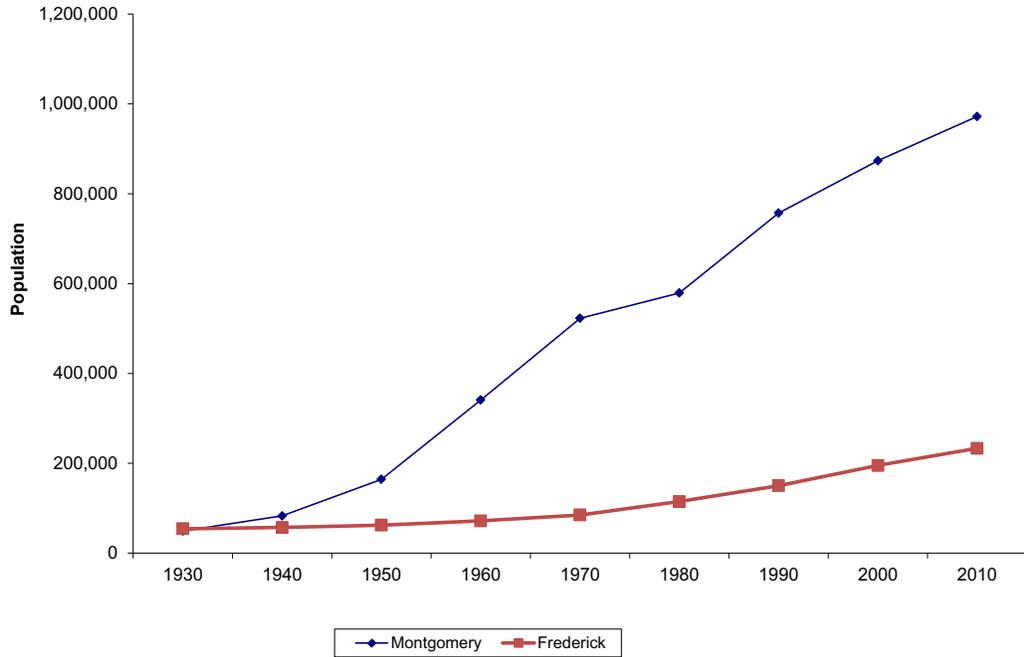


Figure 1. Populations of Frederick and Montgomery Counties

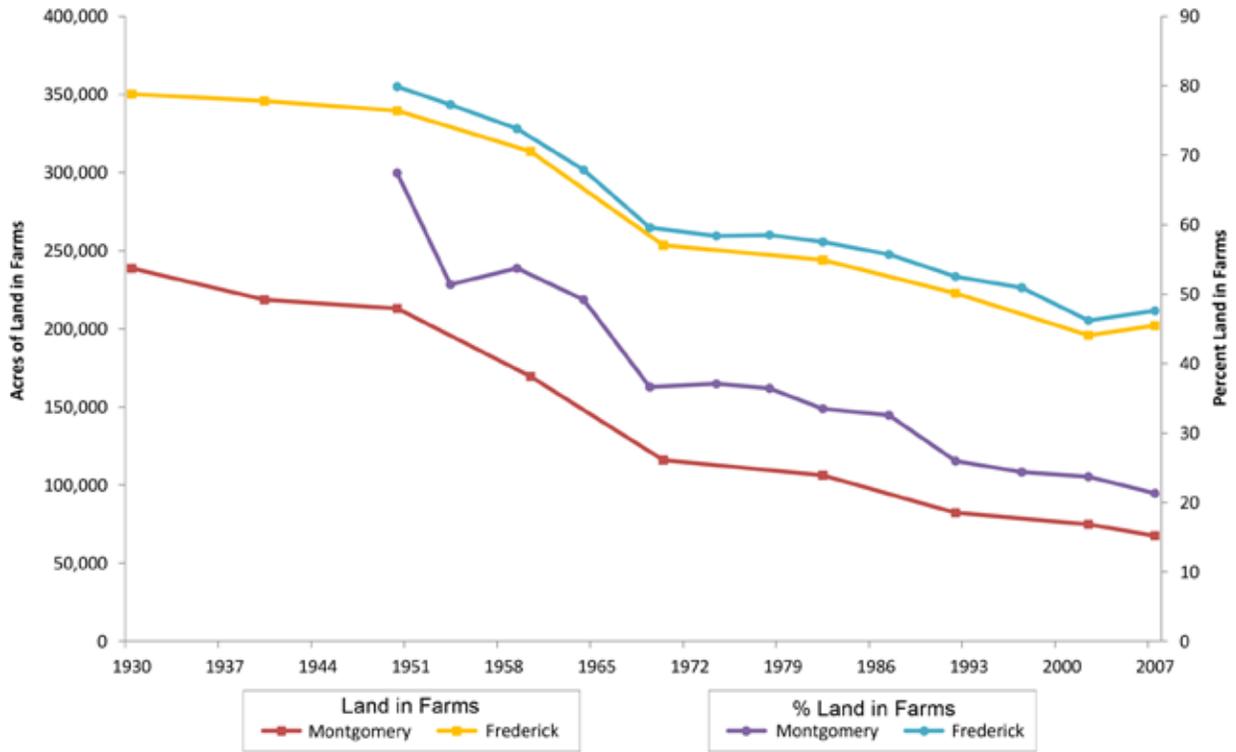


Figure 2. Land in Farms and Percent Land in Farms in Frederick and Montgomery Counties

As an example, the dairy industry was strong in both counties many years ago. Frederick had 2,205 dairy farms with more than 37,000 cows in 1950. Montgomery's numbers were 988 farms with nearly 16,000 cows. In the 2007 Ag Census, Frederick's numbers had dropped to 131 farms with 15,549 cows and Montgomery County had only 9 dairy farms with 703 cows. Although the 2012 Ag Census data has not yet been released, we know that there are currently only 6 dairy farms left in Montgomery. As a testament to how local agriculture has changed, horses used for pleasure and racing now graze on many pastures once used by cattle and draft (work) horses.

It is notable that the rate of decline of farm acreage slowed following 1970. Both counties became aware of the serious consequences of diminishing farmland acreage and open space and efforts to help preserve farmland through various mechanisms were increased. Montgomery County established its Agricultural Reserve, protecting 93,000 acres with special zoning, in 1980.

Comparing data from the 2002 and 2007 Censuses of Agriculture, we noted that Frederick County followed a national trend that has been ongoing, namely the reduction in numbers of midsized farms (in this case, 100 to 499 acres) and an increase in the number of both larger and smaller farms. Over the same period, Montgomery County lost farm numbers in all 3 categories. The 2012 Census, when released, is likely to show slight increases in the number of smaller farms

in both Frederick and Montgomery Counties, where these farms are raising table food crops and using direct marketing.

Commodity-based agricultural production continues even as acres in farms decrease. Technological advances in seed production and planting techniques have increased yield per acre, which has compensated, at least in part, for the reduction in farmland acreage. And relatively recent



developments, such as weather-related crop losses and the diversion of about 40% of the nation's grain corn crop to ethanol production, have pushed corn and other commodity crop prices to record heights. Modern day agriculture in the region is comprised primarily of commodity

crops, with corn (much of it supporting the dairy and poultry industry) for grain and silage, soybeans, and wheat covering the largest amount of acres in production. Both Frederick and Montgomery Counties also have a number of equestrian facilities and horticultural operations that also contribute to their agricultural industries. A recent emphasis on buying and eating local foods may increase the acreage devoted to table crops in the future, if these enterprises are profitable.

Figure 3 depicts the market value of agricultural products sold from the two counties from 1982 through 2007. Note the impact of severe droughts in Frederick (2002) and Montgomery (2007). The 2012 USDA Agricultural Census will be compiled this year once all of the farmers have submitted their surveys. In 2012, farmers in this region experienced average levels of rain-

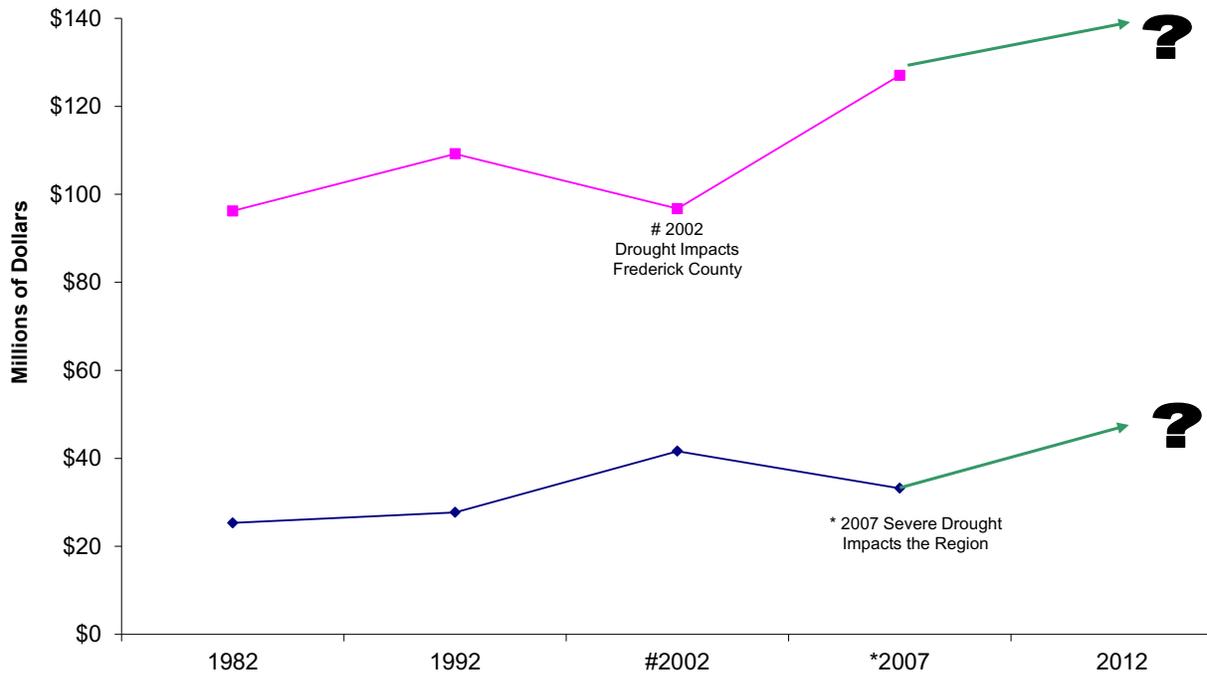


Figure 3. Market Value of Agricultural Products Sold

fall and in some areas above average; therefore we should see an increase in yields and total sales above the 2007 Census of Agriculture data.

The next two tables are county profile data taken from the 2007 Census of Agriculture. Table 1 compares the changes in farm numbers, total land in farms and average farm size, as well as market value of products sold and government payments received between 2002 and 2007 in both counties. The bar graphs depict the distribution of farms by size and the pie graphs show the distribution of farmland by use. Frederick County, with about three times as many farms and farm acreage and about four times as much in product sales as Montgomery, has the largest agricultural economy of the two counties. Also, the ratio of livestock receipts to crop sale receipts is nearly 3:1 in Frederick while the ratio is virtually

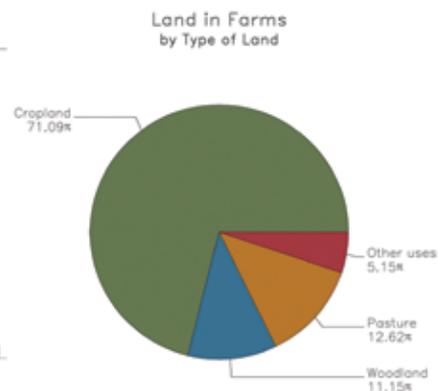
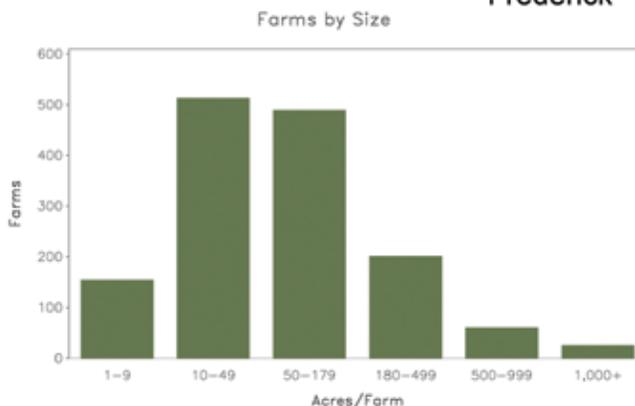
reversed in Montgomery. This difference reflects the fact that large amounts of the crops grown in Frederick are fed to dairy cattle rather than sold outright. The distribution of farm sizes is similar between the two counties, except that Frederick has a larger proportion of farms in the 50-179 acre category, likely a reflection of the large number of family dairy farms there.

Table 2 drills down more deeply into the value of specific crops produced, the distribution of farm size by dollar value of sales and characteristics of the farming populations. The data on crops other than the major ones discussed earlier demonstrates that both counties produce a wide variety of crops. Except for the large group of Frederick farmers having gross sales between \$50,000 and \$99,999, the distribution of farms by product value sold are not dissimilar. Howev-

Table 1. 2007 Census of Agriculture County Profiles

	Frederick			Montgomery		
	2007	2002	% change	2007	2002	% change
Number of Farms	1,442	1,273	+ 13	561	577	- 3
Land in Farms	202,087 acres	195,827 acres	+ 3	67,613 acres	75,077 acres	- 10
Average Size of Farm	140 acres	154 acres	- 9	121 acres	130 acres	- 7
Market Value of Products Sold	\$127,034,000	\$96,753,000	+ 31	\$33,193,000	\$41,634,000	- 20
Crop Sales	\$35,903,000 (28%)			\$25,344,000 (76%)		
Livestock Sales	\$91,130,000 (72%)			\$7,850,000 (24%)		
Average Per Farm	\$88,095	\$76,004	+ 16	\$59,168	\$72,156	- 18
Government Payments	\$2,852,000	\$4,175,000	- 32	\$1,047,000	\$1,071,000	- 2
Average Per Farm Receiving Payments	\$5,648	\$11,696	- 52	\$9,691	\$12,032	- 19

Frederick



Montgomery

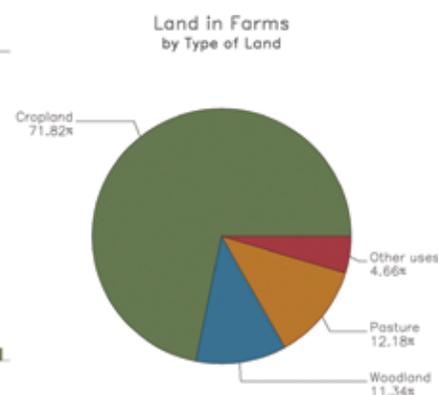
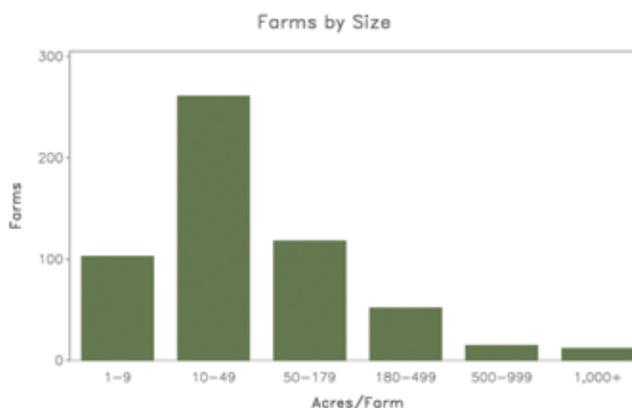


Table 2. 2007 Census of Agriculture County Profiles (continued)

Ranked items among the 23 state counties

Item	Frederick		Montgomery	
	Quantity	State Rank	Quantity	State Rank
MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (\$1,000)				
Total value of agricultural products sold	127,034	6	33,193	15
Value of crops including nursery and greenhouse	35,903	9	25,344	13
Value of livestock, poultry, and their products	91,130	6	7,850	16
VALUE OF SALES BY COMMODITY GROUP (\$1,000)				
Grains, oilseeds, dry beans, and dry peas	17,727	7	7,294	15
Tobacco	-	-	(D)	9
Cotton and cottonseed	-	-	-	-
Vegetables, melons, potatoes, and sweet potatoes	1,530	9	1,892	8
Fruits, tree nuts, and berries	1,869	4	1,548	5
Nursery, greenhouse, floriculture, and sod	7,930	11	12,717	8
Cut Christmas trees and short rotation woody crops	292	5	(D)	6
Other crops and hay	6,555	1	1,721	7
Poultry and eggs	(D)	10	34	21
Cattle and calves	14,927	1	1,229	12
Milk and other dairy products from cows	51,537	1	2,397	11
Hogs and pigs	(D)	4	26	18
Sheep, goats, and their products	266	4	82	8
Horses, ponies, mules, burros, and donkeys	(D)	1	3,918	4
Aquaculture	(D)	10	-	-
Other animals and other animal products	383	3	163	7
TOP CROP ITEMS (acres)				
Forage - land used for all hay and haylage, grass silage, and greenchop	48,178	1	12,675	15
Corn for grain	24,500	8	11,688	13
Soybeans for beans	22,207	7	10,737	7
Corn for silage	21,023	1	4,161	12
Wheat for grain, all	16,016	3	1,393	2
TOP LIVESTOCK INVENTORY ITEMS (number)				
Turkeys	(D)	1	4,483	12
Layers	(D)	5	3,029	2
Cattle and calves	40,612	1	1,172	18
Hogs and pigs	5,045	3	912	6
Horses and ponies	3,653	1	741	8

Other County Highlights

Economic Characteristics	Frederick	Montgomery	Operator Characteristics	Frederick	Montgomery
	Quantity	Quantity		Quantity	Quantity
Farms by value of sales:			Principal operators by primary occupation:		
Less than \$1,000	410	198	Farming	718	244
\$1,000 to \$2,499	147	77	Other	724	317
\$2,500 to \$4,999	179	46	Principal operators by sex:		
\$5,000 to \$9,999	129	66	Male	1,172	410
\$10,000 to \$19,999	137	39	Female	270	151
\$20,000 to \$24,999	38	16	Average age of principal operator (years)		
\$25,000 to \$39,999	78	21		57.4	60.0
\$40,000 to \$49,999	23	11	All operators by race ¹ :		
\$50,000 to \$99,999	102	23	American Indian or Alaska Native	6	6
\$100,000 to \$249,999	84	26	Asian	7	9
\$250,000 to \$499,999	54	17	Black or African American	13	12
\$500,000 or more	61	21	Native Hawaiian or Other Pacific Islander	3	2
Total farm production expenses (\$1,000)	117,082	38,835	White	2,281	856
Average per farm (\$)	81,194	69,225	More than one race	7	3
Net cash farm income of operation (\$1,000)	23,547	5,029	All operators of Spanish, Hispanic, or Latino Origin ¹		
Average per farm (\$)	16,329	8,964		12	13

See "Census of Agriculture, Volume 1, Geographic Area Series" for complete footnotes, explanations, definitions, and methodology.

(D) Cannot be disclosed.

¹Data were collected for a maximum of three operators per farm.

er, principal farm operators in Montgomery are more likely to work off the farm, be female and be younger than their Frederick counterparts.

Farmland preservation has been a priority in both counties, although their physical locations

and numerous other factors have influenced preservation methods and rate. The progress in farmland preservation is shown in Figure 4 (Frederick) and Figure 5 (Montgomery). Montgomery has preserved nearly all (72,172 acres) of its farmland while the 50,000 acres preserved

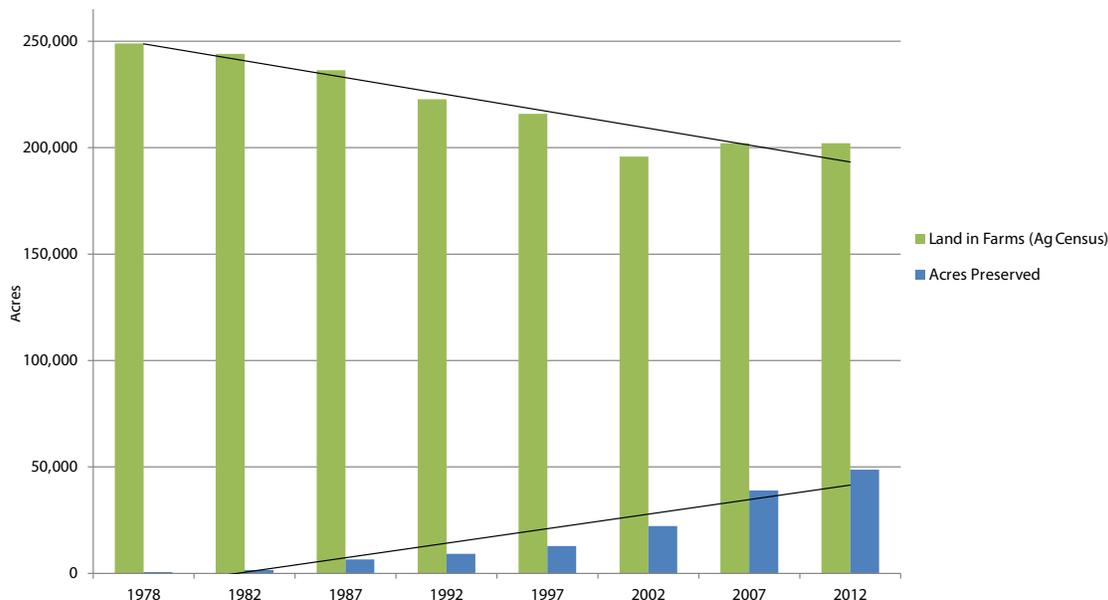


Figure 4. Trend of Preserved Farmland Acres and Total Farmland Acres in Frederick County

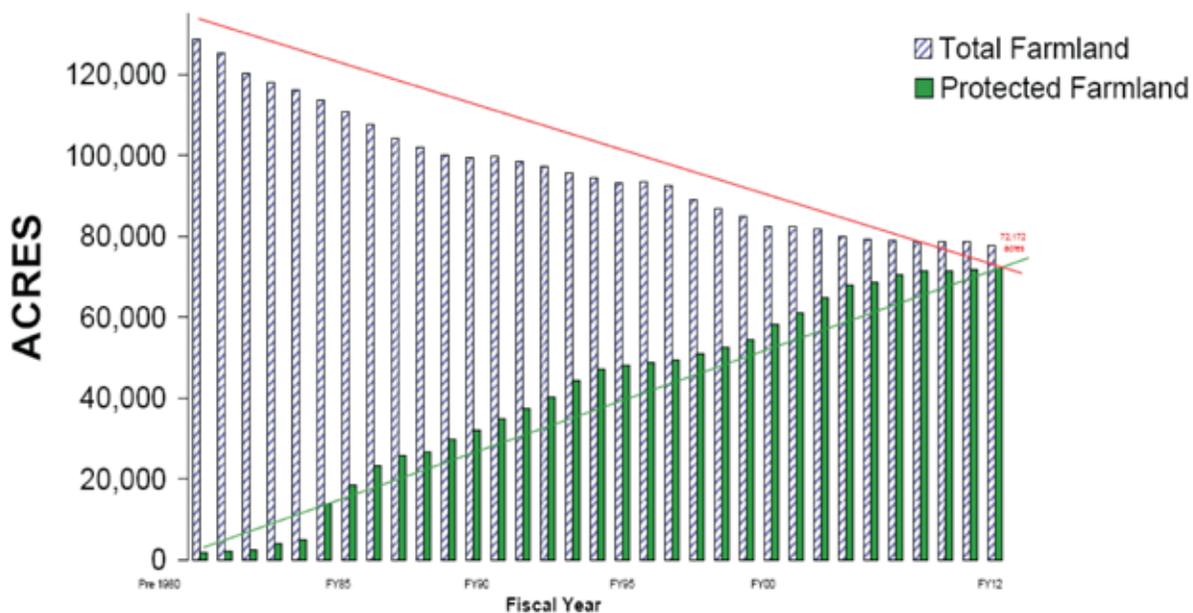


Figure 5. Trend of Protected Farmland Acres and Total Farmland Acres in Montgomery County

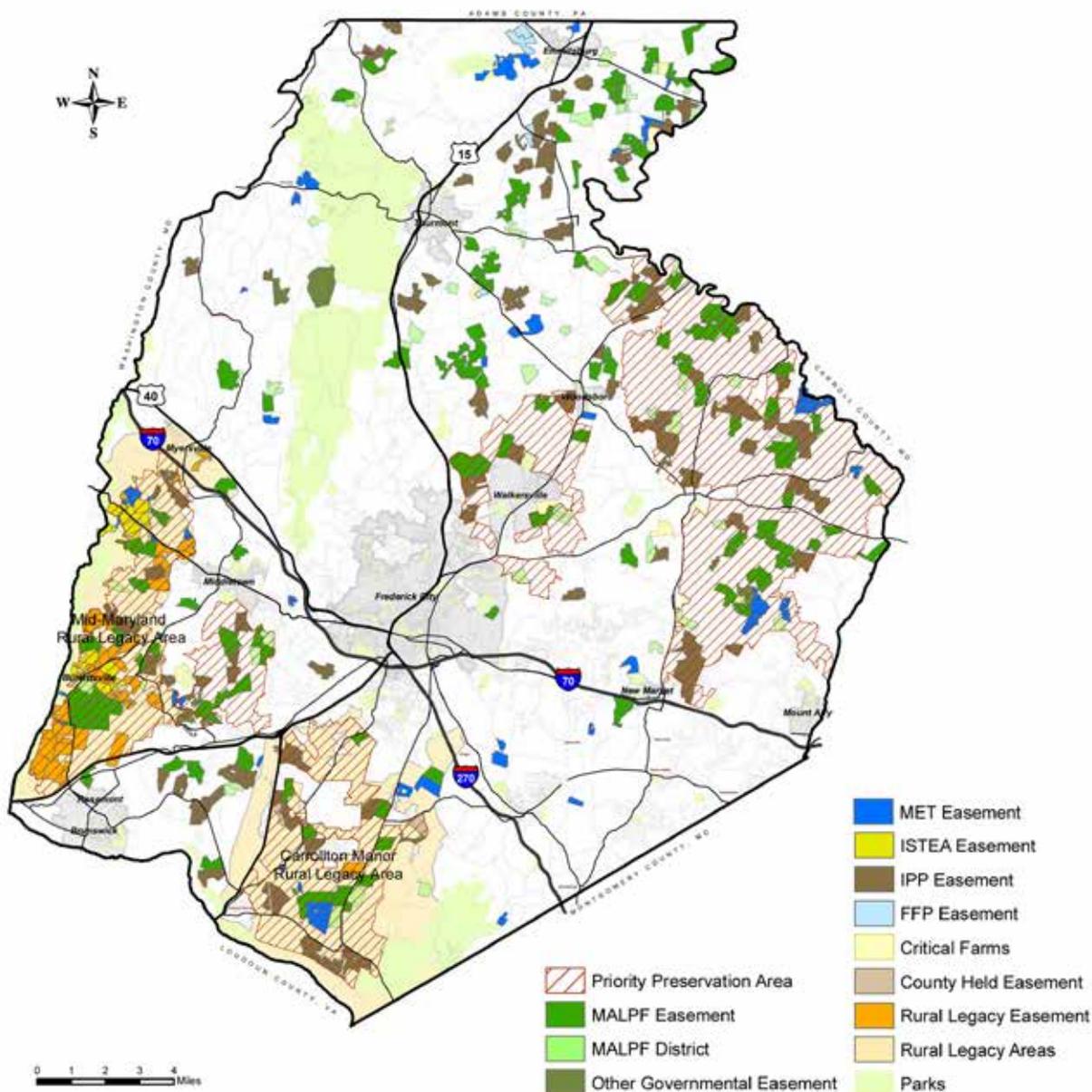


Figure 6. Agricultural Land Preservation in Frederick County

in Frederick represents only 25% of their farm acreage. Figures 6 and 7 are maps of the two counties showing, using color codes, the various methods used for farmland preservation.

Throughout history, food has played a pivotal role in how human societies have developed and organized. Governments, including that of the United States, frequently take care to develop supporting infrastructure to ensure an abundant and safe supply of food. In the past, nations

and regions have had self-sufficiency as a goal in order to provide food security to its citizens. However, the globalization of economies has made the concept of self-sufficiency somewhat obsolete, as food and industrial commodities are shipped around the world and as people aspire to a diversified diet less constrained by seasonal availability.

More recently there has been a desire by many to purchase and consume locally-produced

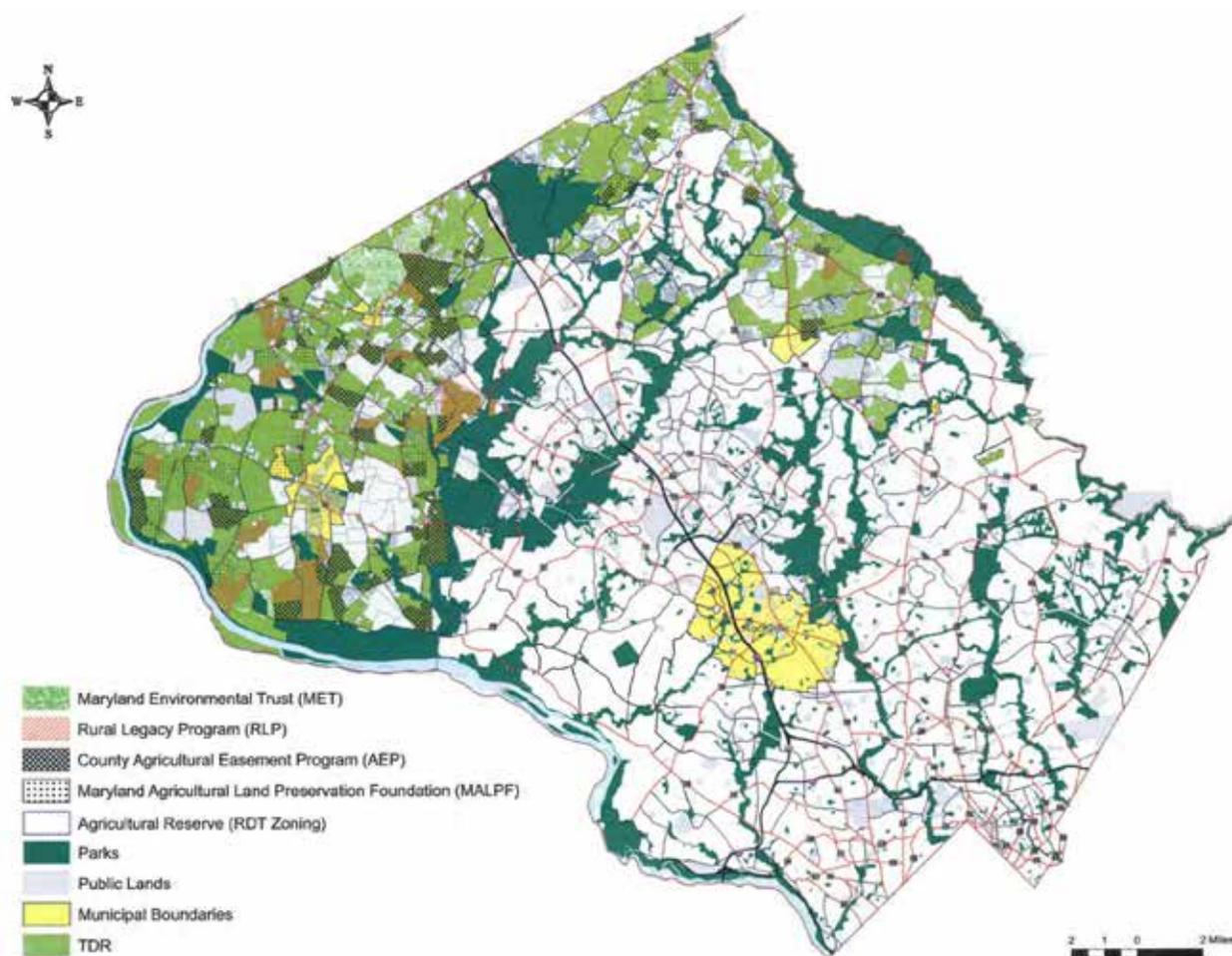


Figure 7. Agricultural Land Preservation in Montgomery County

“table foods”. Fresh, local food is often thought to taste better, be healthier and more nutritious and be safer from adulteration than food that travels long distances and is handled by many businesses and individuals. It also allows for “branded” products to meet specific needs and desires of individual consumers and supports the local economy while preserving green space.

Certainly Frederick and Montgomery Counties are located in and/or around large populations of non-farming consumers. But economics dictate what crops are grown by individual farmers and the high returns for the traditional agricultural commodity crops (corn, soybeans, wheat, etc.) mean that the vast majority of cropland in the region is used to produce those crops,

either to sell or feed to livestock.

To put local table food production versus consumption into perspective, Table 3 was created. The first column is a list of table foods produced and consumed within each county. The second column shows the amounts of each food product consumed within each county and the third column is the number of acres or animals that would need to be in production to meet each county’s consumption. The fourth column shows the number of acres or animals actually being used to produce each food, according to the 2007 Census of Agriculture. Numbers in red indicate a production deficit and numbers in blue indicate a surplus. It’s important to note that, because of the complexity and diversity of marketing chan-

Table 3. Consumption versus Production of Table Foods in Montgomery & Frederick County

Crop/Product	Frederick County consumption	Amount needed to meet county consumption	Amount in production within the county according to the 2007 Census of Agriculture*
Blueberries	129,184 lbs	21.53 acres	53 acres total
Strawberries	223,224 gallons	139.52 acres	
Lettuce	3,995,404 lbs	266.60 acres	533 acres total
Tomatoes	7,402,497 lbs	496.81 acres	
Potatoes	9,190,155 lbs	459.50 acres	
Sweet Corn	1,680,728 lbs	357.60 acres	
Squash	438,754 lbs	37.18 acres	approx. 235 acres
Apples	6,169,815 lbs	184 acres	
Peaches	989,247 lbs	103 acres	
Milk	26,101,429 lbs	1,244 cows	15,549 cows
Chicken	7,692,096 lbs	1,636,616 birds	2,048 birds
Beef	8,915,918 lbs	11,431 cattle	20,496 cattle
Pork	5,858,591 lbs	29,293 hogs	12,493 hogs
Lamb	104,607 lbs	1,605 lambs	1,275 lambs

Crop/Product	Montgomery County consumption	Amount needed to meet county consumption	Amount in production within the county according to the 2007 Census of Agriculture*
Blueberries	535,129 lbs	89.19 acres	89 acres total
Strawberries	924,676 gallons	577.92 acres	
Lettuce	16,565,272 lbs	1,104.35 acres	456 acres total
Tomatoes	30,663,941 lbs	2,057.98 acres	
Potatoes	38,069,094 lbs	1,903.45 acres	
Sweet Corn	6,962,210 lbs	1,481.32 acres	
Squash	1,817,485 lbs	154.02 acres	241 acres
Apples	25,557,705 lbs	760.65 acres	
Peaches	4,097,836 lbs	426.86 acres	
Milk	108,121,976 lbs	5,149 cows	703 cows
Chicken	31,863,568 lbs	6,779,483 birds	200 birds
Beef	36,933,101 lbs	47,350 cattle	1,955 cattle
Pork	24,268,497 lbs	121,342 hogs	208 hogs
Lamb	432,079 lbs	6,647 lambs	359 lambs

*Numbers in blue indicate County “self-sufficiency”; numbers in red indicate a local food deficit.

nels, food produced within a county is not necessarily sold and consumed there, especially with regard to animal products.

If regional self sufficiency is the goal, there is a tremendous need for more production capacity relative to the population in Montgomery County (975,000) in all categories. For Frederick County, the production of milk and beef is greater than the consumption figures based on the population in Frederick County (225,000). Obviously we have a long way to go to meet the local demand for table-food products in the region based on the total population in both counties. This represents both a challenge and an opportunity for local farmers, especially if (or when) production of tradition agricultural commodity crops becomes less profitable.

Figure 8 is the homepage from the Council of Governments-COG web site, and the report titled “What Our Region Grows”, that published the data on consumption and production throughout the Metropolitan area. This report was developed by an Agricultural Work Group sponsored by the GOG that you can read more about through the www.Nationalcapitalfarms.org website.

Many people are not aware of the vast programs contained in the Federal Farm Bill. Figure 9 illustrates the breakdown in total dollars that are allocated to the various programs contained with the 2008 Farm Bill and this version of the proposed 2012 Farm Bill. On average each American consumer pays approximately \$0.19 of their gross income on food related prod-



Figure 8. Nationalcapitalfarms.org homepage

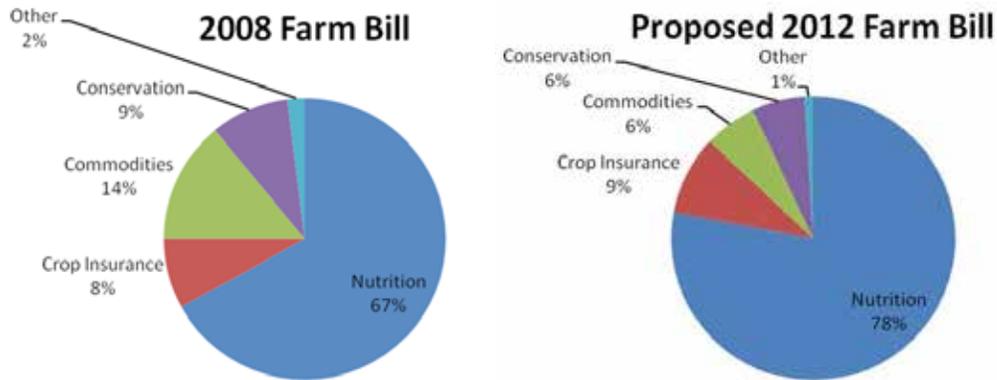


Figure 9. Breakdown of total dollars allocated to programs contained in the 2008 Farm Bill and proposed 2012 Farm Bill

ucts. This outcome is attributed to the Federal “Cheap-Food” Policy where the Government desires lower food costs for everyone so that the Government can control the supply and prices of food for other public benefits like encouraging foreign trade and providing food due to crop and weather disasters throughout the world. Other countries around the world that do not have government food policies pay much more for their food and in some cases nearly all of their income goes to feeding themselves.

The 2012 Farm Bill deliberations made the news last year because of the possibility of the milk subsidy payment program being discontinued, meaning that consumers would have had to begin paying the \$7-8 actual cost of a gallon of milk. Farm subsidy payments, including those for milk, help to make sure that farmers are compensated for the actual costs of production and that consumers pay a reduced cost for many food products. Adjustments to subsidy payments in the next Farm Bill may well result in consumers paying more for some food products.

All of Frederick and Montgomery Counties are in the Chesapeake Bay watershed, which has become the focus of a massive environmental cleanup effort. Total Maximum Daily Loads

(TMDLs) of nitrogen, phosphorus and sediment in streams feeding into the bay have been determined by the US Environmental Protection Agency (EPA), using a model and developed goals for reducing those load levels between now and 2025. It should be noted that farmers (and non-farmers) in the Chesapeake Bay watershed currently bear Bay clean-up burdens not yet placed on farmers in other areas of the country.

The farmers in our region need to be recognized for their contributions implementing Best Management Practices to reduce soil erosion and improving water quality in streams and tributaries. Maryland’s Cover Crop program is one of the most valuable of these practices. Cover crops are planted in the early fall after farmers harvest the crops that were planted earlier in the season. The cover crops germinate before the first frost, lie dormant over the winter then actively grow as soon as the soil warms in the spring. Actively growing cover crops take up residual nutrients remaining in the soil from the previous growing season, thereby preventing these residual nutrients from leaching into the soil profile and nearby streams and tributaries. The root mat of the growing cover crop also helps hold the soil in place, reducing soil erosion. No-till planting into

the root mat also results in far less soil erosion than occurs when conventional tillage (ie. plowing, etc.) is used. Figure 10 shows the total acres in cover crops for both Frederick and Montgomery Counties from 2003 through 2011, and the trend for increasing acreage protected by cover crops over that period.

The use of fertilizers, both manure and chemical fertilizers, is absolutely essential to grow the amounts of crops needed to feed the human population. Using manure is basically a recycling process that has been used by farmers since scientific studies “discovered” and defined the concept of soil fertility. Over the years, farmers have used nutrient analyses of both the soil and

the manures to be applied to match application rates to crop needs. It is the use of techniques like these that have resulted in farmers often being referred to as the first environmentalists.

Manure alone, however, cannot meet all the fertilization needs. Chemical fertilizers not only supply the additional nutrients required but also allow farmers to balance the disproportionate needs for certain nutrients by custom formulating the chemical fertilizer. For example, manure contains both nitrogen and phosphorus, but the phosphorus levels may be too high if we apply enough manure to meet the crop’s nitrogen requirement. One approach is to apply enough manure to meet the phosphorus requirement

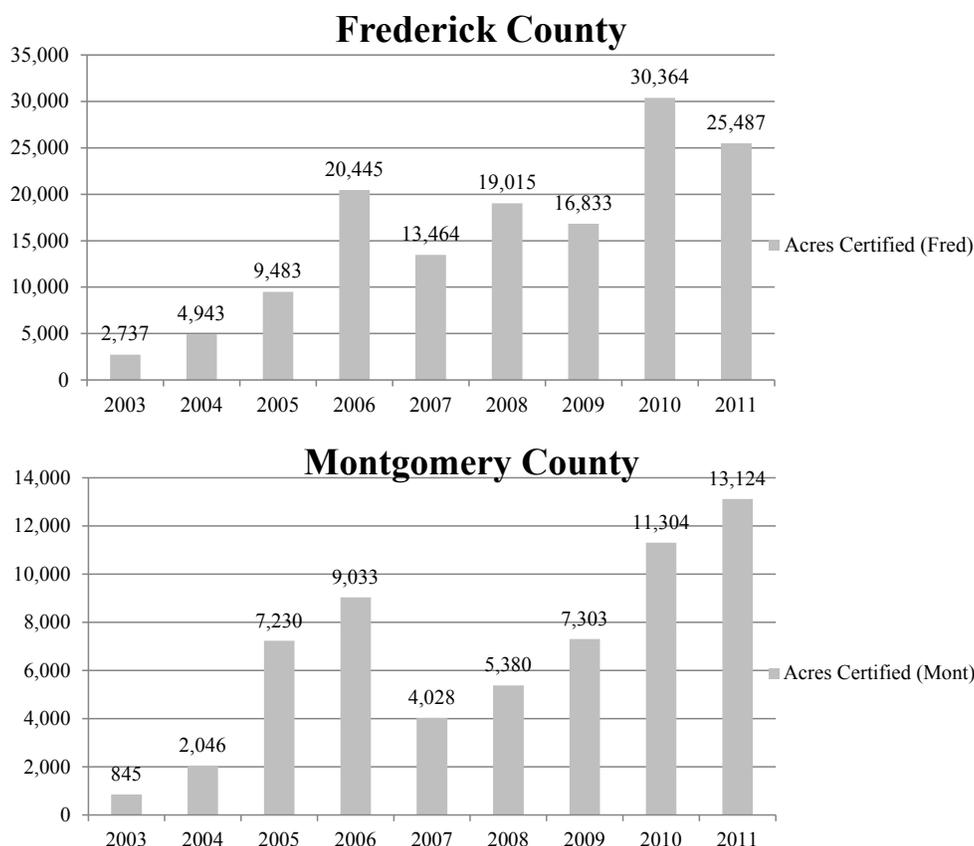


Figure 10. Total acres of certified cover crops in Frederick and Montgomery Counties

then add a pure nitrogen fertilizer to supply the additional nitrogen needed.

Media stories have blamed farmers for being the worst polluters because of their use of fertilizers but the next two figures provide data to refute that allegation with respect to chemical fertilizers. Figure 11 shows the actual tons of commercial fertilizers that were applied in the State of Maryland from 1991 to 2009 for both farm use and non-farm use. Total tonnage used by farmers has consistently declined while non-farm use has increased, to the point where they are almost equal. These trends most certainly reflect the conversion of farmland to residential and business development, leading to the creation of lawns and gardens that are fertilized for beauty rather than agricultural productivity. But

the reduction of farm acreage is only part of the story.

Figure 12 shows the decline of total non-manure fertilizer used per acre since 1990. Since per-acre crop yields have increased significantly over that same period, it is clear that Maryland's farmers are growing more crop tonnage with less fertilizer. The application rates of fertilizers on farmland have continued to decline as farmers utilize more advanced equipment, techniques and new seed varieties that do not require the same level of fertilization as older seed varieties. This outcome, along with the more efficient recycling of animal manures, also helps to reduce the costs of production for farmers, improve profitability and improve water quality in streams and tributaries.

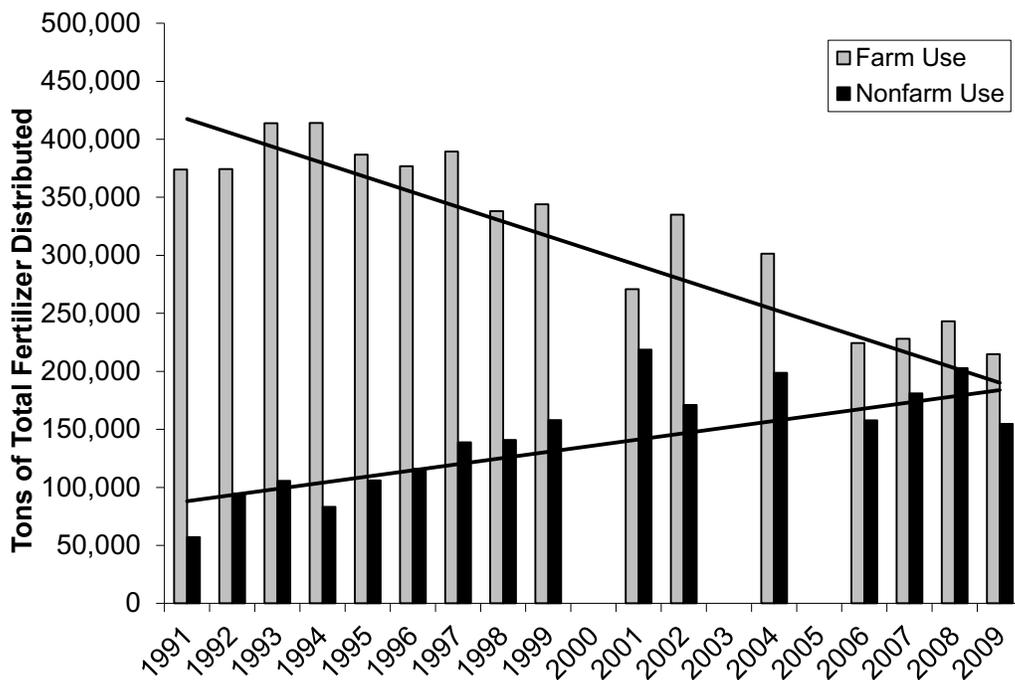


Figure 11. Total tons of non-manure fertilizer applied in Maryland for both farm and non-farm use

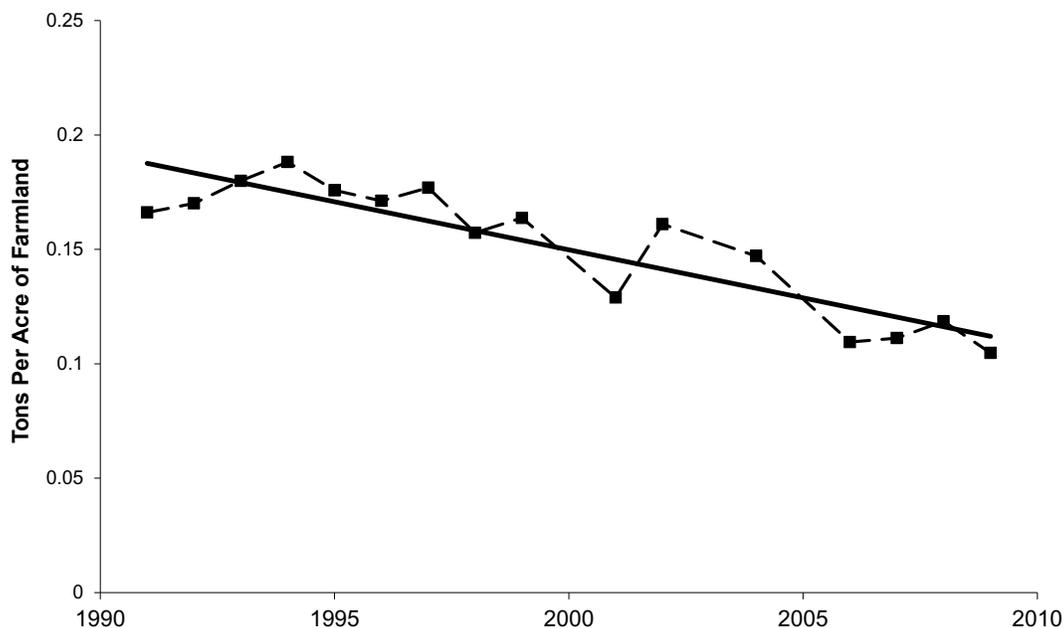


Figure 12. Total tons of non-manure fertilizer applied per acre of farmland in Maryland

To continue the discussion of where agriculture in Frederick and Montgomery Counties is headed in the future, we offer the following five questions for future consideration:

1. How can government help farmers when making business decisions?
2. What can we do to improve the regional significance of our Ag Industry?
3. If the poultry industry were to leave the Chesapeake Bay region, what would happen to the grain industry here and where would our region get its poultry?
4. Under the current Farm Bill, the average American consumer spends \$0.19 of every \$1.00 of gross income on food. What will it be under the next Farm Bill?
5. Seeing the farmer's continued stewardship of the land, how do we move the emphasis of the bay clean-up from the farmer to where the real problem lies?

SESSION 1

NAVIGATING THE ECONOMIC FUTURE OF OUR REGION'S AGRICULTURE INTO THE NEXT GENERATION

Farming is a business. Sustaining agriculture for the future means it must be profitable. Today's agriculture faces daunting challenges: volatile prices for products, inputs, labor and land, changes in federal policy, environmental policy and farm financing, an aging population facing rapid changes in technology and public expectations. But opportunities abound as well. New technologies and genetics can increase efficiency. Public interest in food opens new markets and value-added possibilities. The panel will explore how farmers in Frederick and Montgomery Counties are navigating this changing world and how they imagine a future for a rising new generation.

Panel

Wade Butler, Partner, Butler's Orchard

John Fendrick, Owner, Rock Hill Orchard

Colleen Histon, Owner, Shepherds Manor Creamery

Steve McHenry, Executive Director, Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO)

Rick Pruetz, TDR Consultant

Chuck Schuster, Extension Educator, Commercial Horticulture, University of Maryland Extension

Jane Seigler, Dressage at Sundown; Vice President, Maryland Horse Council

Eric Spates, Owner, Stoney Castle Farm

Doug Tregoning, University of Maryland Extension (Retired)

Moderator

Dick Stoner, Managing Partner, Stoner Family Farms; Founder, Locale Chesapeake

Chair

Craig Rice, Vice President, Montgomery County Council



*"The farmer has to be an optimist
or he wouldn't still be a farmer"*
– Will Rogers



PANEL QUESTIONS

Overriding Question: How do we make and keep agriculture profitable?

What keeps you in business doing what you're doing?

- What motivates you to keep doing it every day; describe your passion and your biggest challenges

Profitability:

- What are the primary factors that determine profitability or at least meeting the bills in your operation?
- What are the main economic challenges to your operations and what you would like to be doing differently?
- What kind of assistance have you received in building your business? (loans, grants, partnerships, mentorships, family members' help, other?)

Land and access to land:

- How has the creation of the reserve affected the land available for farming and its cost today?
- How are things different in Frederick Co? (land cost, availability of rental acreage)
- Examples of how acquiring a farm has affected some of you and your farm business
- Much of ag land is rented. Do you feel the yearly rental rates are reasonable? What are the advantages/disadvantages to owning land within your farming operation?

Local foods:

- What is the likely potential to significantly increase production of direct market products in our counties? How big is the market potential for "local foods"?
- What factors complicate expanding to meet this new demand?

Next Generation:

- What would you say to the next generation about embarking on a future in agriculture in Montgomery/Frederick County?
- What are the greatest challenges?
- What are some ways that new farmers can get started? (incubators, mentorships)
- Can farming be profitable enough in our region to create promising careers for younger farmers? Are the prospects good for the years ahead?

Lightning round: What is the one most important thing that needs to happen to ensure a strong economic future in Montgomery and Frederick?

SESSION 1

PANEL COMMENTS

» Farmers on the panel have a strong desire to work in agriculture and live an agrarian lifestyle and are willing to make great sacrifices to do so. Several panelists chose agriculture after growing up in a non-agricultural setting.

» Non-farmers on the panel are also passionate about local agriculture and service to the agricultural community.

» Hiring affordable farm labor in an area where housing and the cost of living are so costly is a constant challenge. Retirees and students are a pool for part-time labor.

» The amount of farmland is limited. Purchasing land is very expensive but renting land has its own challenges, including retaining rented lands for the long term.

» Direct marketing of locally produced products has great potential but is labor intensive. Local

producers can't compete with grocery stores on price alone and must produce products that consumers really want and are willing to pay what it costs to profitably produce them.

» University of Maryland Extension, Natural Resources Conservation Service and other agencies and support groups are essential to our local agriculture.

» Transitioning farms to the next generation of owners, be they children, younger partners or new farmers is, of course, key to keeping local agriculture in place and viable.

» Must find ways to remain profitable while attempting to positively influence zoning and environmental regulations then seeking financial and technical help to implement those regulations.

SUMMARY OF ROUNDTABLE REPORTS

Table 4 is a summary of the 58 priorities developed and submitted by the 19 roundtable groups for session one.

I. Assistance for Farming and Farmers

Eighteen of the 19 roundtables (95%) reported at least one recommendation on the theme of offering more assistance for farming and farmers. Leading the list, with eight responses, is the need to enhance marketing opportunities and profitability for local farmers. Following closely, with seven responses, was the request for special

help for new farmers. The need for increased technical support was third with six responses followed by five responses requesting more education-related support and three for help controlling wildlife populations.

Profitability and marketing opportunities, especially for small farmers and for those opening or expanding farming operations to supply food directly to local consumers, are important issues for Metro's Edge agriculture. The number of multi-farmer, farmers' markets has greatly expanded and a number of other food produc-

NAVIGATING THE ECONOMIC FUTURE OF OUR REGION'S AGRICULTURE INTO THE NEXT GENERATION

Table 4. Summary of the Themes and Summarized Response Groups developed from the recommendations submitted by the roundtable groups in session 1. (See pages 10 and 11 for the procedures used to develop this summary table.)

Theme #1: Assistance for Farming and Farmers 18 of 19 tables (95%)	
Summarized Response Groups	% (number) out of 58 recommendations
Marketing/profitability enhancement (farms as profitable businesses, small farm co-ops, food council support, diversification, aggregation markets, local processing, labor cost)	14% (8)
Special help for new farmers (training, written information resources, more Extension funding, incentivize mentoring, land acquisition)	12% (7)
Increase technical support (more technical help, strategic planning, NGO and gov't partnerships, invest in ag economic development and other ag advocates)	10% (6)
Increase farmer education support (more funding for Extension education and Extension-type programs)	9% (5)
Wildlife control (control of deer and geese populations)	5% (3)
Total	50% (29)
Theme #2: Regulations and Zoning 13 of 19 tables (68%)	
Summarized Response Groups	% (number) out of 58 recommendations
Decrease economic effects of regulations on ag (increase funding for Best Management Practices – BMPs, no unfunded mandates, recognize and fix unintended consequences)	9% (5)
More consistency of regulations across counties, states and the nation	7% (4)
Less and/or more realistic regulations	3% (2)
More agriculturally-favorable zoning	3% (2)
Total	22% (13)
Theme #3: Agricultural Education for the Non-Farming Public 10 of 19 tables (53%)	
Summarized Response Groups:	% (number) out of 58 recommendations
More agricultural education for the general public and for youth in particular	10% (6)
Ag organizations and University of Maryland Extension should do more to educate the public about agriculture	9% (5)
Total	19% (11)
Theme #4: Agricultural Land Preservation 5 of 19 tables (26%)	
Summarized Response Groups:	% (number) out of 58 recommendations
Preserve more agricultural land	9% (5)
Total	9% (5)



SESSION 1

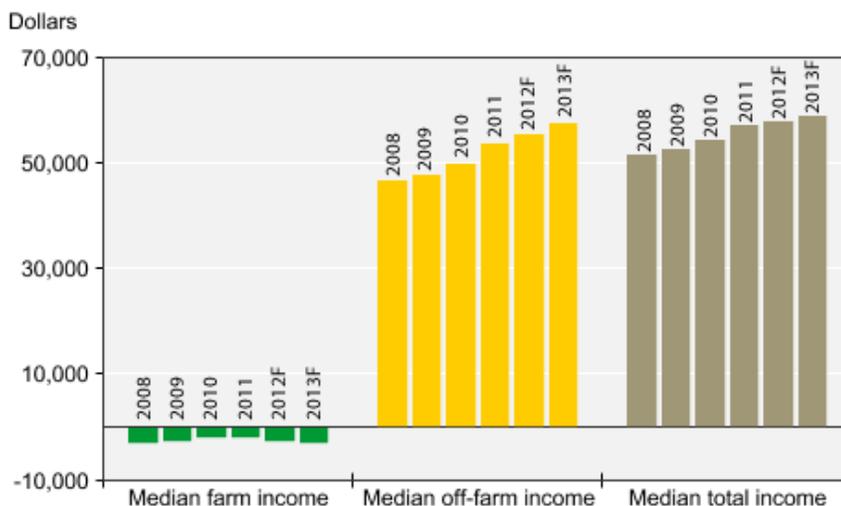
ing operations sell directly to their customers without going through a public market. But as Figure 13 indicates, median U.S. farm income is negative and many farmers rely on off-farm jobs to support themselves and their families. Highly-motivated individuals and couples, who cherish an agrarian lifestyle, will work long hours and hold off-farm jobs in order to live and work on a farm. But steadily increasing average age of farmers indicates that their children are leaving the farm to seek easier, and more lucrative, ways to make a living. Local agriculture will not survive long-term unless it is profit-competitive with other vocations.

Even though the special help requested for new farmers was often the same type of help requested for existing farmers, the fact that seven

tables felt that helping new farmers was a priority merited listing it separately. That said, the following discussion on technical and education-related support applies to existing farmers as well as new and future farmers.

University of Maryland Extension was frequently mentioned by name (or by its former name, Maryland Cooperative Extension) as a resource that should be expanded. The Natural Resources Conservation Service and the Agricultural Services Division of the Montgomery County Department of Economic Development were also mentioned as needing more support. Even more dramatic was the consistent request by conference attendees, many of whom were initially unfamiliar with the above-mentioned organizations and others such as the Farm Services

Figure 13. Median U.S. farm income, median off-farm income, and median total income of farm operator households, 2008-13F



F= Forecast

Source: USDA, ERS and NASS, Agricultural Resource Management Survey

Data as of February 11, 2013

NAVIGATING THE ECONOMIC FUTURE OF OUR REGION'S AGRICULTURE INTO THE NEXT GENERATION

Agency and the Soil Conservation Districts, for more help and support of the types that are already offered by these organizations. It is clear that many non-farmers at the conference weren't initially aware of the incredible infrastructure already in place for agriculture and quickly came to agree that the "pieces" of this infrastructure need a lot more support so they can expand their role in keeping local agriculture viable. Unfortunately the opposite has been true, as financial support for many of these organizations continues to decrease or stagnate.

Whitetail deer, once hunted to near extinction in the region, and Canada geese, once just "visitors" while migrating through the region but now increasingly becoming permanent residents, have reproduced to the point where the amount of crop damage they do while feeding has become a major economic liability to farmers. Even non-farmers are affected when deer browse on ornamental plants and gardens in suburban communities, not to mention the numerous collisions with motor vehicles. But even though farmers' crops provide enormous amounts of feed for wildlife, wild animals are in the public domain, with wildlife management overseen by government agencies. Conference participants saw a need for these agencies to step up wildlife control efforts.

II. Regulations and Zoning

The organizers of this conference were well aware of the recent implementation of a new set of nutrient management regulations for farmers in the state of Maryland, so it was no surprise that recommendations and strategies related to regulations and zoning came from 68% of the tables. Although two tables suggested less or

more realistic regulations, the majority of tables reporting priorities in this topic area dealt with how to make the effort to clean up the Chesapeake Bay more compatible with the business of agriculture. More funding for the Best Management Practices (BMPs) needed to meet regulatory goals and more consistency of regulations across counties, states and the nation were cited by five and four tables, respectively. Two tables asked for more favorable agricultural zoning.

III. Agricultural Education for the Non-Farming Public

Over half (53%) of the tables suggested that the non-farming public should be better informed about agriculture. Of the 11 recommendations put forward, six mentioned agricultural education for the general public and for youth in particular. The other five recommendations specified that University of Maryland Extension and agricultural organizations should do more to educate the public.

Some of those efforts already exist. Montgomery County's Extension Office annually conducts an award-winning educational program ("Close Encounters with Agriculture"), where fourth-graders visit the Agricultural Farm Park and spend a day learning about the environment, nutrition and applied agriculture at 15 teaching stations staffed by Extension staff, other local, state and federal agency employees and volunteers. But only a small number of the County's 132 elementary schools can be accommodated each year. And staff cuts have made it increasingly difficult to run the program, let alone expand it. Both Frederick and Montgomery County Farm Bureaus sponsor educational programs for elementary schools, but again, time and re-

SESSION 1

sources limit the number of schools that can be accommodated.

The Montgomery County Agricultural Fair and The Great Frederick Fair probably expose more residents to things agricultural than any other local events and both fairs have devoted staff time, space and resources to educating the public about agriculture. But the plant side of local agriculture (grains, fruits, vegetables, turf grass, ornamental trees, shrubs and flowers) are under-represented in most fairs, as are real life, “down on the farm” views and experiences (with the exception of milking parlors and birthing centers), because animal judging shows have traditionally dominated most fairs’ agricultural exhibits. Farm tours, coordinated by the Agricultural Services Division of the Department of Economic Development, are a great way to get Montgomery County residents onto farms, but only a relatively small number of people participate. Frederick County’s annual Ag Week at the Mall features a number of exhibits and demonstrations, making contact with large numbers of non-farmers as they shop. Conference attendees requested more public education but seemed almost unaware of the efforts described above.

Agritourism operations, pick-your-own farms, Community Supported Agriculture (CSAs) and farmers’ markets have grown tremendously in number and popularity in the region and these venues are connecting many non-farmers to their food supply.

IV. Agricultural Land Preservation

Agricultural land preservation was mentioned by five of the 19 tables. Montgomery County’s Agricultural Reserve has been in place for more than 30 years. The much higher percentage of Frederick County land still in farms gives the county a great opportunity for farmland preservation but might also reduce the sense of urgency. Implicit in the desire to preserve agricultural land is the effort to create situations where agricultural land is affordably available to new and/or young farmers who wish to enter and/or expand their farming operations. And the initial act of preservation is only the first step, as decisions regarding which activities are and are not “agricultural enough” to be permitted in preserved areas will continue to be contentious issues for both local and state farmland preservation programs.

Session 1 Summary

The dominant themes that emerged from this session on the region’s agricultural economic future included increased assistance for current and future farmers; consistent, realistic and cost effective environmental regulations; more agricultural education for the general public (especially youth) and a continuing effort to preserve farmland in the region.

NAVIGATING THE ECONOMIC FUTURE OF OUR REGION'S AGRICULTURE INTO THE NEXT GENERATION



Caroline Taylor

SESSION 2

KEEPING AGRICULTURE VIABLE IN A WORLD OF GROWING ENVIRONMENTAL CONCERNS: SOLUTIONS THAT WORK – AND PAY

Whether it is nitrates in ground water, food safety recalls or environmental labeling, our society is bumping up against the effects of so many people living, working, playing, and growing food on the land. Farmers face the challenge of not getting credit for the conservation they have done, finishing the job where it's needed, and responding to demands from customers and the public, all while staying profitable. This panel focuses on how environmental management – both voluntary and regulated – affects the diversity of agricultural enterprises and how new approaches could reduce the negative impacts and increase positive ones.

Panel

Jim Baird, Mid-Atlantic Director, American Farmland Trust

Russ Brinsfield, Executive Director, Harry R Hughes Center for Agro-Ecology

Robert Butz, Windridge Farm

Greg Glenn, Farm Manager, Rocklands Farm

David C Heisler, Conservationist/Farmer/Beekeeper, Comus Market; Member, Montgomery County Agricultural Advisory Committee and Montgomery County Farm Bureau Board of Directors

Michael Histon, Owner, Shepherds Manor Creamery

Doug Lechliden, President, Laytonsville Landscaping

Russell Redding, Dean, School of Agriculture and Environmental Sciences, Delaware Valley College

Pam Saul, Farm Manager, Rolling Acres Farm

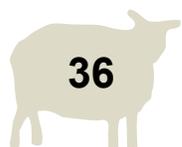
John Stump, Commercial Loan Manager, MidAtlantic Farm Credit

Moderator

Dana York, President, Green Earth Connection

Chair

Roger Berliner, Member, Montgomery County Council



PANEL QUESTIONS

Overriding Question: What is Agriculture in our counties doing from an environmental standpoint, and what are the implications for the future of agriculture here?

- Environmental stewardship takes many forms. Briefly describe your efforts as a steward of your farmland, air and water, both before and after the advent of nutrient management regulations.
- Which of these stewardship practices increase and which ones decrease profitability in your operation?
- What do you see as the biggest issue/challenge/opportunity with current, and possibly future, environmental regulations?
- Are there key things both environmentalists and farmers should rethink to find solutions that work for the interests of both? at the farm level and at the basin level?
- How could farmers and environmentalists collaborate to help farming while advancing environmental goals? Do you have an example from your personal experience or are there examples from other states that address this?
- Lightning round: What is the one most important thing that should be done to reconcile profitable farm management and environmental quality?

PANEL COMMENTS

» Anecdotal illustrations were shared of the imperative for reality-based regulations. For example, stream fencing required in equine operations even though horses do not linger in the streams. Regulators should employ common sense and should evaluate consequences to the farmers.

» Maryland's regulations are particularly challenging with the protection of the Bay as an important goal. The consequence of the regulatory framework is the loss of critical sectors of ag particularly swine industry. There is great pressure on poultry and livestock as well.

» One-size fits all regulations are counterproductive and diminish farm profitability. Flexibility

is needed to allow achievement of environmental protection and acknowledge realities on the ground.

» New regulations on nutrient management were discussed. Cost and administrative time are significant and there was consensus that more innovation and communication are needed.

» Farmers employ environmental innovation as they strive for stewardship of their land. Methods such as diversification of farm products and promotion of biodiversity were discussed as means of promoting both profitability and longevity of productivity of the farm.



SESSION 2

- » Credit for innovation and good practices should be given to farmers.
- » Elected officials should press for increased, innovative cost sharing programs to assist farmers to meet regulatory standards. Re-evaluation of current cost share programs is needed.
- » Look outside the box for compliance solutions such as partnerships with businesses that promote/support environmental conservation.
- » Communication: Farmers, regulators, environmentalists, consumers need to speak and listen. Identifying common goals and hearing each other out may help bridge the perceived chasm.
- » The issue of accountability was addressed. Farmers feel disproportionately held accountable for Bay pollution. Equity should be employed in identifying and regulating other stakeholders such as industry, homeowners etc. The environmental issues are everybody's issues.
- » Resources: Ag Extension provides science based, boots on the ground advice, techniques to farmers. It is a valued resource that is underfunded.
- » Education of the public/consumers is important toward understanding how food is grown and the pressures that farmers face in their quest to grow, profit and be good stewards.

SUMMARY OF ROUNDTABLE RESPONSES

The 53 recommendations submitted by the session 2 roundtables fell under the following three categories:

- I. Fixing Regulations
- II. Connection
- III. Conservation

I. Fixing Regulations

15 of 18 or 83% of tables made recommendations about regulations on farms and how they might be changed to provide more flexibility, clarity and equability. While there were specific regulations that individuals cited as problematic, in general farmers seemed to want both more streamlined regulations and more leeway in how they are carried out on their individual farm.

- **One size fits all regulations are not working- scale them to farm size and type. Foster**

innovation by allowing more flexibility in meeting goals.

Some tables recommended that tax credits or other “carrots” be given to the farmers that are effectively managing their farms and surpassing set standards. There should also be more public recognition of farmers that are practicing excellent farm management. It was recommended that having a “menu” of solutions from which to pick would allow farmers to apply the most reasonable solution to their farm.

- **Streamline- make the regulations easier to follow and realistic (both in cost and action required), be vigilant for unintended consequences of regulations.**

It was also recommended that regulation makers have more farm experience or that active farmers have more input into writing regulations and that there be a better system for

KEEPING AGRICULTURE VIABLE IN A WORLD OF GROWING ENVIRONMENTAL CONCERNS: SOLUTIONS THAT WORK – AND PAY

Table 5. Summary of the Themes and Summarized Response Groups developed from the recommendations submitted by the roundtables in session 2. (See pages 10 and 11 for the procedures used to develop this table.)

Theme #1: Fixing Regulations 15 of 18 tables (83%)	
Summarized Response Groups	% (number) out of 53 recommendations
One size fits all regulations are not working- scale them to farm size and type. Foster innovation by allowing more flexibility in meeting goals.	13% (7)
Streamline- make the regulations easier to follow and realistic (both in cost and action required), be vigilant for unintended consequences of regulations.	9% (5)
Nutrient management should be looked at holistically, sharing cost/responsibility more equitably among government, farmers, urban and rural residents. All have a stake in water/bay protection.	9% (5)
Make regulations outcome and not standards based- focus on what is happening on the ground	6% (3)
Make sure regulations are science based and quantifiable based on a base line	6% (3)
Have regulations reviewed by a "barrier busting" group that will reduce disconnects	2% (1)
Total	45% (24)
Theme #2: Connection 13 out of 18 tables (72%)	
Summarized Response Groups	% (number) out of 53 recommendations
Agents at Extension are trusted by farmers and should be better funded to better serve the farm sector.	13% (7)
Farmers and Environmentalists need to find common ground. End distrust with dialog.	11% (6)
More ag education in general- through extension and the schools, even for urban people. Local food is the engagement tool- everybody eats. Educate where the votes are.	8% (4)
We need more voices articulating ag issues to policy makers- down county voices as well, partner on common goals. More lobbying on behalf of local ag.	4% (2)
There should be a web based portal to continue these discussions (FAME site?)	2% (1)
Total	38% (20)
Theme #3: Conservation 5 out of 18 tables (28%)	
Summarized Response Groups:	% (number) out of 53 recommendations
We need to rethink manure handling practices and application.	6% (3)
Focus on water quality measures and broadly on all types of water uses (urban, suburban, rural).	6% (3)
Preservation of large tracts of land is necessary to keep farming viable.	6% (3)
Total	17% (9)

SESSION 2

feedback from farmers so that the results of regulations can be monitored to inform the revision process if necessary.

- **Nutrient management should be looked at holistically, sharing cost/responsibility more equitably among government, farmers, urban and rural residents. All have a stake in water/bay protection.**

Comments on this topic highlighted that while each farm was producing a lot of nutrients—a large source of non-point source nutrient waste from suburban and urban areas (e.g. over fertilized lawns, pet waste) were going mostly unregulated in the same watershed. It was also recommended that nutrient regulations be implemented on a watershed basis instead of a geographical basis to better target water quality issues.

- **Make regulations outcome and not standards based- focus on what is happening on the ground.**

Some tables commented that the timeline for cost-shares of improvements meant to help meet regulations was too long (sometimes 25 years) and as a result, farmers had a disincentive to participate in programs that might improve farm management practices and bottom lines.

- **Make sure regulations are science based and quantifiable based on a base line.**

Tables commented that more data to back up regulation would be helpful so that improvement toward a specific goal can be quantified and measured.

- **Have regulations reviewed by a “barrier busting” group that will reduce disconnects.**

Tables had spoken of an “ombudsman” to which farmers could take their questions or problems in following regulations and provide guidance.



Lee Langstaff

KEEPING AGRICULTURE VIABLE IN A WORLD OF GROWING ENVIRONMENTAL CONCERNS: SOLUTIONS THAT WORK – AND PAY

II. Connection

13 of 18 tables or 72% of tables recommended promoting better connections between groups that all have an interest in farming but sometimes find themselves at odds on practices or the equitable distribution of resources and regulations.

- **Agents at Extension are trusted by farmers and should be better funded to better serve the farm sector.**

The most popular recommendation from panel 2 concerns better funding of Extension services. It was also recommended that more education of agents would better equip them to serve the growing population of small scale organic table crop producers.

- **Farmers and Environmentalists need to find common ground. End distrust with dialog.**

A major theme of the FAME conference was that farmers and non-farmers have shared goals and that these goals can only be achieved by collaboration.

- **More ag education in general- through Extension and the schools, even for urban people. Local food is the engagement tool- everybody eats. Educate where the votes are.**

The first recommendation is partly achieved by the second. For those that have little farm experience, be they students or adults, education on the importance of farms is necessary to build a broad coalition of farm supporters. Local food and farmers markets are natural engagement tools as they build relationships between urban dwellers and farms.

- **We need more voices articulating ag issues to policy makers- down county voices as well, partner on common goals. More lobbying on behalf of local ag.**

The round tables recommended that for local farms to remain viable it would take a coalition of not just farmers but also suburban and urban residents that see the value of family farms near the metro area. This coalition must then raise their voice for farms with decision makers.

- **There should be a web based portal to continue these discussions (FAME site?)**

To foster the collaboration necessary to work on shared goals and build the necessary broad coalition of farm support- a venue needs to exist to continue the dialog begun at the conference. Perhaps the FAME site could fill this role.

III. Conservation

5 or 18 or 28% of tables had recommendation under conservation. Farmers and non-farmers both want to see resources conserved. Recommendations touched on land, water and nutrients.

- **Focus on water quality measures and broadly on all types of water uses (urban, suburban, rural).**

Under this recommendation, the financial support farmers receive for cover crops to prevent erosion was identified as a very effective water quality measure. The quality of shared water resources is a shared interest between farmers and non-farmers.



SESSION 2

- **We need to rethink manure handling practices and application.**

Nutrients represent a conundrum- they are a necessary input to farming but in excess they can destroy stream health and broader water quality.

- **Preservation of large tracts of land is necessary to keep farming viable.**

Conservation of land is nowhere more difficult than on the edge of a growing metro area. For farms to stay viable, large parcels need to remain intact and undeveloped. It was recommended that the Montgomery County Ag Reserve's Building Lot Termination (BLT) program should be a model and that other municipalities, specifically Frederick County, should consider their own Ag Reserve style zones before it is too late to protect large parcels from encroaching development.



*"Farming looks mighty easy
when your plow is a pencil
and you're a thousand miles
from the cornfield."
– Dwight D. Eisenhower*



A desire to modify the regulatory structure governing agriculture was by far the most pressing topic of in this session. To address the challenges posed by current regulations, it was recommended that farms be afforded greater flexibility toward achieving scientifically based goals. A goal oriented "menu" of methods geared toward on the ground circumstances should be established. The proposed recommendations are premised on the fact that farmers have the most experience, and thus knowledge, of their land and that

coupled with the technical assistance of a properly funded Extension service, those with the most specific and practical knowledge will best achieve environmental protection.

Participants made it clear that education is sorely needed to promote an understanding of what farmers do and

an appreciation of how critical a service they provide. There are two facets of outreach- the first centers on the relationship between farmers and the general public. Despite a surge of interest in local food and farming, there remains a troubling lack of understanding of the work and resources that go into producing our food and fiber. As a result, farmers feel they lack political clout to advocate for their industry, particularly in our mostly urban/suburban area. The first step to solving this challenge is to promote greater understanding of the tremendous challenges local farmers face- those outside their control (Mother Nature) and those within their control to change or ad-

Session 2 Summary

This session provoked lively and solution aimed discussion of a number of the frustrations that farmers have with what is perceived to be an increasingly burdensome regulatory system. Most importantly though, it also served as an opportunity to foster important and missing dialogue between environmentalists and farmers about how we all can care for the land most effectively.

KEEPING AGRICULTURE VIABLE IN A WORLD OF GROWING ENVIRONMENTAL CONCERNS: SOLUTIONS THAT WORK – AND PAY

dress. A growing emphasis on consumption of locally produced food provides a useful means of engagement with consumers and, particularly, with students. Many tables proposed expanding agriculture and nutrition education through Extension, the popular Master Gardeners program and the schools. Some tables recommended local food purchase quotas for public institutions as a way to engage more people with “their farmer” on a day-to-day basis.

The goals that farmers share with their consumers are many and participants concurred

that they outweigh the points of disagreement. We need to aggregate efforts if small farms (and the environmental benefits they provide) are going to survive on metro’s edge. Above all, it was recommended that the wide group of stakeholders that support local farms keep the conversation going- possibly using FAME as a continuing portal for conversation- in order to build a coalition that can effectively advocate for shared goals. FAME was seen as a great first step toward building a stronger relationship.



Caroline Taylor

SESSION 3

WE ARE IN IT TOGETHER – BUILDING SUPPORT FOR THRIVING AGRICULTURE AND STRONG FARM COMMUNITIES

The full integration of agricultural production and stewardship into our metro region will require private, public, and non-profit collaboration to creatively address: 1) innovations in land use planning; 2) agricultural infrastructure needs; 3) expansion of private, public, and institutional markets; 4) development of sound business models to create a thriving agricultural sector and farm businesses; and 5) the environment.

Session three (3)'s panel focused on key investments, actions, and collaborations for establishing thriving agriculture and strong farm communities.

Panelists

Christine Bergmark, Executive Director, Southern Maryland Agricultural Development Commission (SMADC)

Renee Brooks Catacalos, Deputy Director, Future Harvest Chesapeake Alliance for Sustainable Agriculture (CASA); ECO City Farm

Laura Ford, Vice President, Accokeek Foundation

Stan Fultz, Extension Agent, Dairy Science, University of Maryland Extension, Frederick County Office

Casey Hoy, Kellogg Endowed Chair in Agricultural Ecosystem Management, Ohio State University

Toni Koerber, Realtor, Distinctive Real Estate

Cheryl Kollin, Principal, Full Plate Ventures; Montgomery County Food Council

Kimberly Perry, Advisor, Washington DC Regional Convergence Partnership

Drew Stabler, Sunny Ridge Farm

Caroline Taylor, Executive Director, Montgomery Countryside Alliance (MCA)

Woody Woodroof, Executive Director and Founder, Red Wiggler Community Farm

Moderator

Edward Thompson, Jr., California State Director, American Farmland Trust (AFT)

Chair

Françoise Carrier, Chair, Montgomery County Planning Board

PANEL QUESTIONS

Overriding Question: What is needed to sustain agricultural enterprises and improve public access to healthy local food and the region's working landscape? What kinds of infrastructure (soft and hard), institutions, networks and policies would be most effective at strengthening farming and facilitating the kinds of adaptations in practice, markets, and the value chain that are required?

- How can we promote more regional food marketing?
- What are the most important things to do in order to collaborate?
- What is the most important thing we can do to collaborate and expand successful programs to scale?
- What is the most important collaborative venture we can embark upon?
- What do you think is the most important thing/issue to collaborate on?
- What is your dream for collaboration?
- How should we collaborate? How does it start?



Hilary Schwab

SESSION 3

PANEL COMMENTS

- » Be inclusive of all stakeholders (e.g. farms and agriculture in land planning) when developing public policy. How do we mindfully include farming and agriculture into our land planning discussions and decisions?
- » Collaboration out of necessity. Limited resources for programs such as the University of Maryland Extension require greater networking to spread the word, particularly farmer to farmer. As farmers are learning they can share information with another farmer enabling them to learn as well.
- » An example of collaboration is the University of Maryland Extension Master Garden program collaborating with the public schools system in order to do education programs on where food comes from.
- » It is important for farmers to come together and network with each other and understand where there are common issues across jurisdictions and look at different counties or states for best practices and see what maybe applicable.
- » Nonprofits are challenged by limited resources pertaining to both staff and funding; therefore, collaboration is imperative to prevent duplication and better leverage resources.
- » Help agricultural and food systems capture the networking capacity of social media and social networking to coordinate an entire food supply chain. This can assist agricultural entrepreneurs with launching a coordinated supply chain simultaneously, creating a local food system or agricultural business plan. An example of this is the website, www.localfoodsystems.org. The goal of the site is to promote strong local and regional economies by offering tools that help entrepreneurs build business ecosystems rooted in agriculture.
- » Recognize the important role that all stakeholders have regarding land preservation such as realtors who play an integral role in educating consumers on the valuable land resource.
- » A great example of collaboration, is the new farmer training program pilot in Montgomery County that incorporates classroom and hands on experience to support farming as career for individuals that do not necessarily have farming backgrounds. Some of the partners include the Montgomery County Countryside Alliance, Landowners, Farmer Mentors, and Montgomery County Department of Economic Development Agricultural Services.
- » Time is a valuable resource to harness. The issue of collaboration is that it takes time. Time and collaboration are functions of one another.
- » It is important to support new farmers and agricultural entrepreneurs through mentoring, training, and technical assistance. It is a necessary commitment to ensure the growth and vitality of the field.
- » There is opportunity to explore effective collaborations around the creation of a holistic food system, composting your food waste and returning it to the soil. An example of this is bringing together farmers and community members that need to complete community service (e.g. pre-re-

WE ARE IN IT TOGETHER – BUILDING SUPPORT FOR THRIVING AGRICULTURE AND STRONG FARM COMMUNITIES

lease program, students, etc.). There is huge potential for job training and creation through these types of partnerships.

» Collaboration is essential to take a holistic view of the food system. Two good examples of collaboration include, the creation of the Montgomery County Food Policy Council and a new initiative called, “Farm to Freezer” that takes surplus food from local farms, preserves it and then donates it to individuals that are nutritionally compromised in underserved communities.

» Consider a regional and coordinated approach for food production to meet the local food demands.

» Collaboration is needed to create an equitable food system. Equity promotes a system which considers factors like gender, age, income, lan-

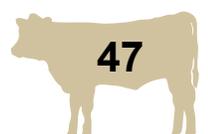
guage, culture, sexual orientation, religious beliefs and geography with planning, implementing and evaluating elements of the food system, from production to consumption, and encourage the system to consider the impact of discrimination and incorporate these voices into the system’s development.

» The farming and agricultural stakeholders need to figure out how to best market what we do both individually and collectively to efficiently and responsibly produce and feed the residents in both Montgomery and Frederick counties.

» Networking is needed to best market the farming and agricultural community.



From the conference surveys, 94% (94/104) of responders agreed that they discovered that diverse agricultural enterprise and non-farm stakeholders share common interests that they were not aware of previously.



SESSION 3

SUMMARY OF ROUNDTABLE RESPONSES

Three (3) main themes emerged from the roundtable discussions: Multi-Sector Collaborative Partnerships; Marketing & Outreach; and Economic Development & Technical Assistance.

I. Collaborative Multi-Sector Partnership

Fourteen of the 17 reporting tables (82%) recommended developing multi-sector collaborations in order to effectively support and grow the agriculture and farm communities. It was resoundingly clear through the discussions that the challenges faced by the agricultural community cannot be overcome in isolation, requiring an integrative approach comprised of the private, public, and non-profit sectors.

The recommendations proposed included:

- Form stronger cross sector partnerships: 1) Develop public and private partnerships to address land use, deer management, land preservation, soil conservation, etc. An example provided, encouraged Montgomery County Parks and Planning to work with the agricultural community to create community gardens; and 2) Form stronger collaborations between environmental organizations, regulatory agencies, universities, and the farm community to have a dialogue to better understand common goals and find ways to collaborate and share knowledge. The resonating theme was more technical assistance and less regulation;
- Foster collaborations between the nonprofit community and the agriculture community.

Some suggestions included having nonprofits such as the Montgomery County Food Policy Council apply for grants to support farmer's markets, agricultural extensions, food hubs, and/or the creation of a volunteer resource bank;

- Create stronger inter-county collaborations between Frederick and Montgomery counties around farmland preservation and promoting the agricultural agenda. The inter-county collaboration should encompass representatives from public, private, and non-profit sectors from both counties.
- Develop stronger farmer to farmer collaborations to learn, share, and mentor one another around topics such as specialty crops, food distribution-food hubs, food recovery and composting, and advocacy efforts; and
- Expand partnerships between the education system and the agricultural community to promote the farming agenda (e.g. further develop master gardener program and close encounters with agriculture programs, expand the curriculum in schools for agriculture and horticulture, bring more students to the farm on field trips, promote community supported agricultural (CSAs) in schools, create more school gardens, explore institutional buying opportunities to purchase locally grown foods, create internships and apprenticeship programs, create specialized degrees in higher education such as food entrepreneurship in business schools, etc.).

WE ARE IN IT TOGETHER – BUILDING SUPPORT FOR THRIVING AGRICULTURE AND STRONG FARM COMMUNITIES

Table 6. Summary of the Themes and Summarized Response Groups developed from the recommendations submitted by the roundtables in session 3. (See pages 10 and 11 for the procedures used to develop this table.)

Theme #1: Collaborative Multi-Sector Partnerships 14 out of the 17 tables (82%)	
Summarized Response Groups	% (number) out of 36 recommendations
Develop collaborative partnerships between nonprofit and farm communities (Food Policy Council, 4-H Clubs, service organizations)	14% (5)
Expand the partnerships and collaborations between the educational systems and the agriculture community (Master Gardener program, Close Encounters with Agriculture, school gardens, agricultural and horticultural curriculum)	14% (5)
Develop stronger cross sector collaborations (advocates, environmentalists, businesses, policy-makers, farm community, regulatory agencies)	8% (3)
Develop stronger farmer to farmer collaborations (coordinated food distribution, food recovery and composting, advocacy efforts, etc.)	8% (3)
Develop Inter-county Collaborations (effective regional farmland preservation strategy and farm agenda)	6% (2)
Total	50% (18)
Theme #2: Marketing & Outreach 7 out of the 17 tables (37%)	
Summarized Response Groups	% (number) out of 36 recommendations
Create an action group to develop a marketing campaign (educate consumers to support the local agricultural economy)	19% (7)
Promote local farms and agriculture (County Fairs, Farm Tours, Regional Mapping, Resource Directory, Shared Calendaring)	6% (2)
Recognize organizations/business models (supportive of the agricultural agenda)	3% (1)
Total	28% (10)
Theme #3: Economic Development & Technical Assistance (TA) 6 out of the 17 tables (35%)	
Summarized Response Groups:	% (number) out of 36 recommendations
Create an agricultural buyer's market for restaurants and anchor institutions like hospitals, school systems, and universities to buy locally produced agriculture.	8% (3)
Develop a sustainable & profitable agricultural model comprised of multiple forms of agriculture (specialty foods, produce, etc.)	6% (2)
Enhance funding and capacity of the University of Maryland Extension to provide technical assistance to farmers	6% (2)
Connect agro-businesses with Chambers of Commerce and the Board of Trade	3% (1)
Total	22% (8)

SESSION 3

II. Marketing and Outreach

Seven of the 13 tables (37%) included marketing and outreach as a part of their recommendations. Consumers need to be educated on the value of local agriculture and encouraged to support, sustain, and utilize this resource so that the agricultural economy is preserved and thrives. Approaches proposed included:

- Create an agriculture action group comprised of public and private partners in Frederick and Montgomery counties to develop a marketing campaign to outreach and educate consumers on the quality and nutritional value of locally produced food as well as to encourage consumers to buy local. The goal would be to bolster the agricultural economy as well as educate the community on the value of local farming, land preservation, and regionally produced crops;
- Recognize organizations that are promoting the farming agenda. DC Central Kitchen was provided as example of a nonprofit organization that is meeting the needs of hunger in the community, supporting local farmers, and educating and training consumers on healthy nutrition; and
- Promote local farms and agriculture more effectively through the Montgomery and Frederick counties' fairs, farm tours, regional mapping, resource directory, and/or shared calendaring of agricultural events.

III. Economic Development and Technical Assistance for New Farmers and Agricultural Businesses

Six of the 17 tables (35%) included economic development and technical assistance for new farmers and agricultural businesses within their recommendations. There is great concern over the sustainability of the agricultural economy. The average age of a farmer in Frederick County is 57 and in Montgomery 60, and many of their children are opting not to go into the farming profession. Attracting new individuals into the farming profession as well as effectively training them on industry standards is a challenge.

Simultaneously, there is a huge movement supporting local agriculture, encouraging residents to buy local and have local agriculture support some of the community's food needs. This is fueled by initiatives to improve access to healthy foods and population health outcomes (e.g. obesity, diabetes, cardiovascular health, etc.), as well as, efforts to sustain the local agricultural economy and expand the local agricultural workforce.

At this time, the majority of crops produced in the Montgomery and Frederick counties are commodity crops. There would need to be strong economic incentive and proven demand for local farmers to transition from commodity farming to table crops. Tapping into markets such as anchor institutions in the community or businesses that promote using locally grown foods could cultivate that demand and supply relationships. Some proposed tactics addressing these concerns are as follows:

- Enhance funding for the University of Maryland Extension to support new farmers and/or farmers exploring new opportunities;
- Create a buyer's market for anchor institutions

WE ARE IN IT TOGETHER – BUILDING SUPPORT FOR THRIVING AGRICULTURE AND STRONG FARM COMMUNITIES

such as hospitals, schools, and restaurants to buy locally produced foods;

- Encourage restaurant associations working with local businesses to assist their membership in buying and serving local foods; and
- Promote the inclusion of agro-businesses in Chambers of Commerce and the Board of Trade.

Session #3 Summary

Conference participants recommended Multi-Sector Collaborative Partnerships; Marketing & Outreach; and Economic Development and Technical Assistance to support thriving agricultural communities in Montgomery and Frederick counties. Work in each of these areas, however, will not be effective in isolation. For

instance, increasing consumer awareness and encouraging demand to buy local will be ineffectual without a reliable production supply. Further, farming will not carry on in future generations, if we cannot encourage and support new farmers who wish to enter this professional field.

An opportunity for putting together a sustainable strategy would be to establish a coalition comprised of agricultural stakeholders such as farmers, diverse consumers reflective of the community, school systems, nonprofits, environmentalists, policy makers, academic communities, businesses (anchor institutions, restaurants, markets, investors, etc.) for the purpose of developing a comprehensive ten year community business plan for sustainable agricultural economies in Montgomery and Frederick counties.



City of Gaithersburg/ Amy McGuire

CONFERENCE SUMMARY

Long-time Montgomery County farmers did not start out farming at Metro's edge. But with time, Metro's edge moved out to greet them. Long-time Frederick County farmers viewed the city of Frederick as a farm-support town for agriculture. And even though Frederick farmers are further from Metropolitan Washington, DC, the rapid growth of Frederick City is giving some Frederick farmers a feel for what Montgomery farmers have been going through for years. In addition, Montgomery County efforts to preserve farmland, in effect limiting some types of development in the county, literally increased the pressure for development in next-door Frederick County.

In years past, nearly everyone had a parent or grandparent who lived on, or grew up on, a farm. That direct connection ensured that non-farmers had at least some understanding of what farmers did and why they did it. But with the passage of time, that connection has diminished to the point that a relatively small percentage of today's children can identify a familial connection to a farm. This has resulted in farm families and non-farm families living in somewhat separate worlds. Where those worlds meet, at the dinner table, remains an enduring connection, despite the fact that food producers and food consumers rarely meet face-to-face.

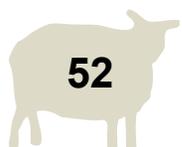
However, those of us living on "both sides" of Metro's edge share a community where our mutual interests physically converge. The Farming at Metro's Edge Conference was designed to bring together some of the members of that community to discuss problems and opportunities and to offer possible solutions for some of the issues facing local agriculture and our regional food system. The conference began with a presentation that looked at the history, the current status and some aspects of the future of agricul-

ture in the region. Three sessions followed that focused on the areas deemed most important by the conference planners: profitability, environment and collaboration. Each session started with a panel discussion, engaging panelists from a broad range of interests within the topic. Each panel discussion was immediately followed by roundtable discussions at approximately 20 tables of 10 participants each. Each roundtable group was to present three priority recommendations developed from their discussion.

Three themes had support from roundtables in all three sessions, despite approaching these themes from very different approaches. Over 1/5 of the recommendations submitted expressed a need for more educational and technical assistance for farmers, both new and existing. To that end, all three sessions submitted recommendations urging increased support for University of Maryland Extension. County Economic Development groups and the Natural Resources Conservation Service were also mentioned by name. Other recommendations alluded to the functions carried out by the Farm Services Agency and the Soil Conservation Districts.

All three sessions also noted the need for more agricultural education for the non-farming public. Almost 17% of the 144 recommendations dealt with that deficiency, especially with regard to youth. Once again, University of Maryland Extension was cited as needing more support for this activity, as were the school system and agricultural groups.

Preservation of more farmland received 5.6% of the 144 recommendations, sometimes in the context of making sure there would be enough reasonably-priced farmland to accommodate new farmers and farmers wishing to expand their operations. Most of these recommendations (5) came from session I (profitability) but



3 of them came from the other two sessions (2 from environment and 1 from collaboration).

The relatively recent implementation of new nutrient management regulations predictably made this a hot topic in the profitability and environment sessions. Nearly 25% of all recommendations submitted dealt with regulations, mainly focused around nutrient management. But rather than simply complain about the fact that far more restrictive environmental regulations were being imposed on farmers in the Chesapeake Bay watershed than on other farmers in the United States, the recommendations were constructive. They dealt mostly with how we can we improve the bay without putting the business of agriculture at an unfair advantage.

Promotion and marketing efforts were cited in nearly 12% of all recommendations. It is likely that these recommendations are focused on the effort to market local products to local consumers, since commodity crop prices and marketing are, for the most part, out of the control of local producers. That said, national and state check-off programs are in place to support commodity crop promotion. For small farmers marketing table food crops, local processing and marketing techniques must be developed and implemented and there was strong support for a variety of approaches to address these issues.

Developing collaborations between the agricultural community and non-agricultural groups drew 16% of the total number of recommendations. Partnerships and interactions with non-profits, educational systems and advocacy groups should be a primary goal of those with an interest in sustaining agriculture in the region. This is likely an area where local farmers can improve strained relationships by interacting directly with groups that may be considered adversarial by the agricultural community as a whole.

Over 100 of the conference participants filled out a survey before leaving the conference, and the results of that survey are in Appendix IV. About one third of these respondents identified themselves as ag producers or as being in an ag business. Ninety percent of non-ag respondents indicated that they had increased their understanding of economic and environmental issues. Only 64% of the ag folks responded similarly, an expected result since farmers should already be more aware of those issues. More non-ag respondents (67%) than ag respondents (51%) became aware of new, shared common interests, a difference again expected. Consensus-building within the tables was perceived by non-ag respondents as being more successful than by ag respondents (83% vs. 67.5%) and slightly more non-ag respondents (80% vs. 72%) left the conference inspired with ideas, materials and new contacts. Given that this conference was about agriculture, it is not unexpected that non-farmers experienced a steeper learning curve than farmers, but it is encouraging that a large majority of the ag folks also considered the conference to be a positive learning experience.

Even more encouraging is the fact that when asked if what they heard at this conference made them more or less optimistic about the future of agriculture in our counties, about 90% of each group said they were more optimistic.



Hilary Schwab

APPENDIX I. SPONSORS

Bumper Crop \$10,000+

The Universities at Shady Grove

Bountiful Harvest \$5,000-\$9,999

Montgomery County Department of Economic Development

Montgomery County Farm Bureau

Golden Fleece \$1,000-\$4,999

Adventist HealthCare

Boys Civic Association

The Community Foundation for the National Capital Region

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Maryland-National Capital Parks and Planning Commission

Metropolitan Washington Council of Governments

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Sugarloaf Citizens Association



Caroline Taylor

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Clarksburg Civic Association
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Equestrian Partners in Conservation
Friends of Marc Elrich
Healthcare Initiative Foundation*
The Ithaka Foundation
The League of Women Voters of Montgomery County, MD
Many Springs Farm
Maryland Agricultural and Resource-Based Industry Development Corporation
Montgomery Soil Conservation District
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Sophia's Choice Farm
Sugarloaf Countryside Conservancy, Inc.

Cultivators \$50-\$199

Anne Sturm
Bobinawarra Farm, Angus Beef
Carol Oberdorfer
Clarksburg Chamber of Commerce
Maryland Environmental Trust
Patriot Land Management

Fiscal Sponsor: Sugarloaf Regional Trails

* representing the Washington Regional Association of Grantmakers DC Regional
Convergence Partnership

APPENDIX II. ORGANIZING COMMITTEE MEMBERS

Jim Baird: Mid-Atlantic Director, American Farmland Trust

Sharon Bauer: Treasurer, Sugarloaf Regional Trails

Margaret Coleman: Vice Chair, President, Sugarloaf Regional Trails

Jeremy Criss: Agricultural Services, Montgomery County Department of Economic Development

John Fendrick: Farmer

Colby Ferguson: Development Specialist-Agriculture, Frederick County Business Development and Retention

John Galli: Metropolitan Area Council of Governments

Ellen Gordon: Board of Directors, Sugarloaf Citizens Association

Royce Hanson, Chair: Research Professor, George Washington Institute of Public Policy, Former Chairman, Maryland-National Capital Park and Planning Commission

Tom Hartsock: Farmer; Montgomery County Farm Bureau

Katherine Holt: Senior Planner, Maryland-National Capital Park and Planning Commission

Lee Langstaff: Senior Environmental Mediator, Independent Practitioner

Brian LeCouteur: Metropolitan Area Council of Governments

Tom Leedy, Co-Chair: Board of Directors, Montgomery Countryside Alliance

Dolores Milmo: Conservation Associate, Audubon Naturalist Society

Callum Murray: Supervisor, Area 3, Maryland-National Capital Park and Planning Commission

Carol Oberdorfer: Secretary, Sugarloaf Regional Trails; President, Dickerson Community Association

Robert Raver: Retired Extension Agent, Farmer

Leslie Saville: Senior Planner, Maryland-National Capital Park and Planning Commission

Caroline Taylor: Executive Director, Montgomery Countryside Alliance

Beverly Thoms: Board of Directors, Sugarloaf Regional Trails, Tiewyan Textiles, Shepherd, Fiber Artist

Crystal Carr Townsend: President, Healthcare Initiative Foundation

David Vismara: Chief, Horticulture, Forestry and Environmental Education Division, Montgomery Parks

APPENDIX III. MODERATOR AND PANELIST BIOS

Session 1: Navigating the Economic Future of Our Region's Agriculture into the Next Generation

Moderator

Dick Stoner, *Managing Partner, Stoner Family Farms; Founder, Locale Chesapeake*

Dick Stoner is a BCC graduate and lifelong Montgomery County resident who has spent considerable time on farms in Washington County, Maryland near Antietam battlefield, in addition to a career in banking and real estate finance. His father purchased 28 brood cows in 1968 and the family continues to maintain a herd of beef cattle that is grass-fed, field raised on hay produced on the farms. Partnering with Hoffman Meats, Inc, in 2012-13, a bar-code system for local meat labeling is being created using the name Locale Chesapeake. Local farms can maintain their farm's identity while being part of a "source verified" technology that will allow distributors, retailers and consumers to know the farm via the bar-code. Dick's expertise in computerized real estate marketplace products is being used in the development of this local food labeling system that can meet all FDA and USDA traceability requirements while introducing marketing advantages to prove what the label says, "Local Meat".

Panelists

Wade Butler, *Partner, Butler's Orchard*

Wade Butler is a second generation farmer working at Butler's Orchard, a family owned farm, with his mom and sister. The farm has been in operation since 1950 and now grows over 25 varieties of fruits, vegetables, flowers and Christmas trees on 300 acres of land. Butler's Orchard has diversified to include agritainment, pick-your-own opportunities, as well as a farm market. Wade earned a degree in Horticulture from the University of Maryland and previously served as Chairman of the Montgomery Agricultural Advisory Committee. He is now a Supervisor for the Montgomery Soil Conservation District, where he has served on the board for the past 15 years. Wade is currently actively transitioning the third generation into the family business.

John Fendrick, *Owner, Rock Hill Orchard*

John Fendrick is co-owner of Rock Hill Orchard, a 140 acre farm in Mount Airy, Maryland. In 2013, the Fendricks will open Woodbourne Creamery at Rock Hill, with on-farm processing of milk and cheese from their herd of grass-fed Guernsey dairy cows. The cows will move between three new pastures and will have free choice to determine when they are milked with a robotic milker. In addition to cows, the farm has 30 acres of fruit trees and vegetables with both pick-your-own and pre-picked fruit and vegetables for sale at the farm stand. The Fendricks have been raising and showing dairy cattle since 2000.



Colleen Histon, *Owner, Shepherds Manor Creamery*

Colleen Histon came from a non-agricultural background in Wheaton, Maryland. In 1989, she and her husband moved to Mt. Airy, Maryland to raise their children with 4-H, showing market lambs, market steers, breeding ewes and heifers at various fairs. These enriching experiences lead Colleen and her husband to realize that their family's future needed to involve agriculture, and after extensive research between 2004 and 2008, they decided to get into the sheep dairy business. They faced the challenge of finding a new, larger, farm in a difficult economic time, purchasing all the equipment, and building a dairy from the ground up. With some help and education, they completed the dairy and had their first full season of milking, cheesemaking, and soapmaking in 2012. Colleen and her husband are currently beginning to market their products and are already looking for value additions to enhance their farm profitability to make it a sustainable agricultural endeavor.

Steve McHenry, *Executive Director, Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO)*

Steve McHenry has served as Executive Director of Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) since December 2006. MARBIDCO is a publicly-chartered economic development corporation with a primary mission to provide the specialized financing and business development services that Maryland's farm, forestry, and seafood businesses need to achieve profitability and sustainability. A lifelong Marylander, the majority of Steve's career has been devoted in one way or another to serving the rural citizens of Maryland by helping to improve their community infrastructure, expand their economic opportunity, and sustain a vital rural heritage for the benefit of future generations. Prior to coming to MARBIDCO, Steve served as Executive Director of the Rural Maryland Council, and before that, as Director of Government Affairs for the Maryland Municipal League. He has also developed and administered rural development financing programs, and has served on numerous State task forces and study groups focused on rural economic and community development issues. He is a "graduate" of both Leadership Maryland and LEAD Maryland and he holds undergraduate and graduate degrees from St. Mary's College of Maryland and the University of Maryland Graduate School of Management and Technology. He resides in Anne Arundel County with his wife, Mary Ann, and three daughters.

Rick Pruetz, *TDR Consultant*

Rick Pruetz is a planning consultant specializing in land preservation plans and ordinances with emphasis on transfer of development rights (TDR). He has written three books about TDR and coauthored *The TDR Handbook* (Island Press 2012). He also wrote *Lasting Value*, (Planners Press 2012), which profiles 24 communities from around the country that excel at land preservation, including Montgomery County, Maryland, and maintains the website SmartPreservation.net which offers case studies of over 100 TDR programs in the US and abroad. He has a Master of Urban Planning degree and 33 years of planning experience, including 15 years as the City Planner of Burbank, California. In 2004, he was honored as a Fellow of the American Institute of Certified Planners.

Chuck Schuster, *Extension Educator, Commercial Horticulture, University of Maryland Extension*

Chuck Schuster is the Commercial Horticulture Extension Educator for the University of Maryland Extension, Central Maryland Cluster, with an office in Montgomery County. He works with a wide variety of horticulture including pick-your-own fruit and vegetable farmers, greenhouses, nurseries, arborists and landscapers. Chuck's research has included several nursery nitrogen fertilization trials studying the effects of different rates of nitrogen fertilizer on insect activity and tree growth, soil removal rates from nursery tree harvesting and brown marmorated stink bug trap trials. He earned a B.S. in Agriculture from the University of Maryland and an M.S. in Education from McDaniel College. Prior to coming to Extension work, Chuck taught high school vocational agriculture in Westminster, Maryland and farmed for twenty years raising cattle, field crops and vegetables. Chuck is married and has a daughter (who has an interest in horticulture and is getting a degree in communications) and lives in Westminster, Maryland. He is active in the Farm Bureau and his church.

Jane Seigler, *Dressage at Sundown; Vice President, Maryland Horse Council*

Jane Seigler is a graduate of Brown University and Rutgers University Law School (where she was Editor-in-Chief of the Rutgers Law review) and clerked for a judge on the DC Court of Appeals before spending thirteen years in private practice in Washington, DC as an antitrust and utility litigator and as Government Affairs Counsel of a major corporation. She then “retired” from active practice to devote her time to being Chief Operating Officer of Reddemeade Farm, Inc, one of the largest commercial riding stables in Maryland. At Reddemeade, Jane supervised a staff of about 25 employees (instructors, trainers and farm hands) and, in addition to daily management, also taught lessons and trained client horses. Recently retired from management, Jane continues to ride, teach, train and compete in dressage. She is a United States Dressage Federation Silver Medalist, and has extensive experience in competition at the FEI (international) levels. She is the author and co-author of a number of equestrian books and articles, and has spoken at numerous educational programs and webinars about running a successful equestrian business. Jane is currently President of the Maryland Horse Council, a member of the Montgomery County Zoning Advisory Panel and is a former member of the Montgomery County Agricultural Advisory Committee.

Eric Spates, *Owner, Stoney Castle Farm*

Eric Spates grows soybeans, wheat, corn and hay on his own farm and on rented land. He is currently the Vice President of Montgomery County Farm Bureau, the President of Montgomery Weed Control, Inc, and serves as an agricultural representative on the Rustic Roads Advisory Committee.

Doug Tregoning, *University of Maryland Extension (Retired)*

Doug Tregoning was born and raised on his parents' dairy and grain farm near Damascus, Maryland. He attended West Virginia University and attained a Bachelor of Science Degree in Agribusiness and a Master of Science Degree in Agricultural Economics. Doug returned to Maryland and joined the Montgomery County Extension Service in 1980 and served as Extension Agent and later County Director until his retirement in 2010. His signature Extension programs included Close Encounters with Agriculture, grain marketing education, agronomy education and equine pasture management. He currently works as a part time contract employee providing Extension education programs and is a Northeast Region Business Consultant for the Trade Adjustment Assistance program. He resides on a small farm in Clarksburg, Maryland with his wife and family.

Session 2: Keeping Agriculture Viable in a World of Growing Environmental Concerns: Solutions That Work - and Pay**Moderator****Dana York, *President, Green Earth Connection***

Dana York is a native of Tennessee with a B.S. in Agricultural Science from Tennessee Technological University and a M.S. in Industrial/Organizational Psychology from Middle Tennessee State University with an emphasis in organizational design and measurement, business planning and leading organizations and employees through change. Dana had a 34-year career with the USDA, Natural Resource Conservation Service (NRCS), most recently as the Director of the Watershed and Landscape Programs Division. She has coordinated the agency's targeted efforts in large watersheds such as the Chesapeake Bay, Great Lakes and Upper Mississippi River Basin and held various positions with the agency in Tennessee, Georgia and Ohio, including Soil Conservationist, District Conservationist, State Resource Conservationist, Partnership Liaison and Deputy State Conservationist. In January of 2011, Dana retired from the NRCS and formed a consulting group, Green Earth Connection, to bring her expertise in training and implementing BMP Identification projects, nutrient management, nutrient trading, the EPA Chesapeake Bay model and partnership building to the agricultural and environmental communities. She now specializes in dynamic field based training course development and presentation; technical research; and helping state governments and organizations develop and implement natural resource projects to achieve their desired goals and outcomes.



Panelists

Jim Baird, *Mid-Atlantic Director, American Farmland Trust*

Jim Baird works with agricultural and conservation partners in Maryland, Pennsylvania and Virginia to promote policies that protect farmland and farming. He coordinates American Farmland Trust's Agriculture & Environment Chesapeake Bay project to help maintain viable farms and clean water through the adoption of nutrient-related conservation practices and ensuring that farmer concerns are reflected in policy and program discussions. A staff member at American Farmland Trust since 2007, Baird also works to adopt national model farmland protection programs at state and county levels. He has helped agricultural groups work toward a common perspective on the Chesapeake Bay, and he built coalitions to support policy development for the 2008 and 2012 Farm Bills. Baird holds a B.A. from Middlebury College and an M.S. from the University of Maryland in program evaluation. He has worked as a Peace Corps volunteer, as the Africa program director for the Salvation Army World Services Office, as an independent consultant and as director of sustainability education for the Izaak Walton League.

Russ Brinsfield, *Executive Director, Harry R Hughes Center for Agro-Ecology*

Dr. Russell Brinsfield received his B.S., M.S. and Ph.D. from the College of Engineering at the University of Maryland College Park. Since 1982, he has been the director of the Wye Research and Education Center, near Queenstown, Maryland, and has developed a nationally recognized research program assessing the impacts of agricultural management practices on water quality and Chesapeake Bay. In 1999, Dr. Brinsfield accepted the position of Executive Director of the Harry R Hughes Center for Agro-Ecology, Inc, whose mission is to support research and policy initiatives that enhance mutual goals of the state's agricultural and environmental communities. He is co-founder and current board member of the Eastern Shore Land Conservancy, a non-profit land trust which has helped landowners voluntarily preserve over 50,000 acres of farms, forests, and natural areas on Maryland's Eastern Shore. He was appointed to the Board of Trustees of the Chesapeake Bay Trust in 2004, the Governor's Commission on Sustainable Forestry in 2005 and in 2010 was appointed to both Governor O'Malley's Baystat Council and the Governor's Sustainable Growth Commission. He has been Mayor of the Town of Vienna since 1998. Dr. Brinsfield is a native of Dorchester County where he currently resides with his wife and manages the family's 150 acre farming operation near Vienna, Maryland.

Robert Butz, *Windridge Farm*

Robert Butz, along with his three brothers owns, Windridge Farm LLC, a family farm started by their father in 1954. Currently, the farm grows corn, soybeans, wheat, hay, and wine. In addition to farming, Robert serves as Vice Chairman of the Montgomery Soil Conservation District Board of Supervisors and as a board member of the Hughes Center for Agro-Ecology. Robert lives on a farm in Poolesville, Maryland with his wife and two daughters.

Greg Glenn, *Farm Manager, Rocklands Farm*

Greg Glenn is a first generation farmer, raised in Montgomery County, who started farming in 2010 with a friend from college, both having no background in agriculture. Greg's passion and vision was to meet the growing demand for well-raised protein as well as to re-connect our culture with its food source in a meaningful way. The pasture-based, multi-species system best

represented his holistic view of understanding our food source, its own feed source and its living environment. Greg commercially raises cattle, hogs, sheep, broilers and layers, allowing for the nature-ness of each animal to be expressed while building the long term nutrient-capacity of the land using methods such as intensive rotational grazing, mixed-species rotations, and layer-mulching in the barn. Rocklands sells meats on-farm, through a CSA, and at local farmers markets. They offer tours to guests and school groups to help re-connect the community's understanding of its food source and to learn about the specific methods used on the farm. Greg believes in the "human element", gaining trust through a handshake rather than a sticker label, and hopes his farm will help enrich the community's understanding, trust, and reverence of their food and the land it comes from.

David C Heisler, *Conservationist/Farmer/Beekeeper, Comus Market; Member, Montgomery County Agricultural Advisory Committee and Montgomery County Farm Bureau Board of Directors*

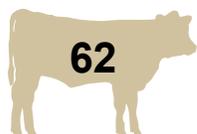
David C Heisler was introduced to farming in Montgomery County, Maryland as a child by both of his grandparents. David's Grandfather Heisler owned a dairy farm in Boyds, Maryland and introduced David to beekeeping and the magic of honeybees, fueling a lifelong passion for farming and conservation. David specializes in growing edible pumpkins and winter squash, utilizing growing practices that promote bio-diversity and water and soil management for sustainable yields.

Michael Histon, *Owner, Shepherds Manor Creamery*

Michael Histon came from a non-agricultural background in Wheaton, Maryland. In 1989, he and his wife moved to Mt. Airy, Maryland to raise their children with 4-H, showing market lambs, market steers, breeding ewes and heifers at various fairs. These enriching experiences lead Michael and his wife to realize that their family's future needed to involve agriculture, and after extensive research between 2004 and 2008, they decided to get into the sheep dairy business. They faced the challenge of finding a new, larger, farm in a difficult economic time, purchasing all the equipment, and building a dairy from the ground up. With some help and education, they completed the dairy and had their first full season of milking, cheesemaking, and soapmaking in 2012. Michael and his wife are currently beginning to market their products and are already looking for value additions to enhance their farm profitability to make it a sustainable agricultural endeavor.

Doug Lechlida, *President, Laytonsville Landscaping*

Doug Lechlida is a third generation Montgomery County farmer with 270 acres of Maryland certified tall fescue sod, soybeans, and small grains. In 1989, Doug and Guy Broyles, Jr founded Laytonsville Landscaping, Inc, a hydro seeding and sod installation business. In 2006, Doug bought out partner Guy Broyles and, in 2009, Laytonsville Landscaping phased out hydro seeding and sod installation and concentrated on the farming operation. Laytonsville Landscaping is now one of five farms growing sod in Montgomery County. Doug is past President of the Maryland Turfgrass Association and currently serves as the turf representative to the Maryland Agricultural Commission.



Russell Redding, *Dean, School of Agricultural and Environmental Sciences, Delaware Valley College*

Russell Redding currently serves as Dean of The School of Agriculture and Environmental Sciences at Delaware Valley College where he is responsible for leadership and oversight of all academic related matters including program development, evaluation, strategic planning and budgeting. He also has administrative oversight of the agricultural production units which support the academic programs to enrich the student learning experience. Russell has extensive experience as a public servant, having spent more than 20 years serving Pennsylvania in Harrisburg and Washington, DC. He worked on Capitol Hill as Agricultural Policy Advisor to US Senator Harris Wofford and served for 16 years in the Pennsylvania Department of Agriculture, with two Governors, and most recently as the Commonwealth's 24th Secretary of Agriculture. Russell is a graduate of Penn State University, having earned his B.S. in Agriculture Education, M.S. in Agriculture and Extension Education, and graduating from the Agribusiness Executive program. A native of Adams County, Russell has an innate understanding of production agriculture, stemming from his youth on his family's dairy farm in Gettysburg and his time as a dairy farm operator. Russell, his wife, Nina, and sons Garrison and Elliot reside in Adams County, where the family is active in the Upper Adams 4-H Club.

Pam Saul, *Farm Manager, Rolling Acres Farm*

Pam Saul is the Farm Manager for her family's Rolling Acres Farm in Brookeville, Maryland and has over 40 years' experience in agriculture. Rolling Acres Farm produces row crops, dairy and beef cattle, and hay, and has recently been recognized as one of the top equestrian training and boarding facilities on the East Coast. In June of 2011, Pam recognized the need for focused business services for the agricultural and equine industries and founded Farm & Equine Business Services. Pam also serves on many local and state boards and is a Montgomery County Soil Conservation District board member, the Maryland Agricultural & Resource-Based Industry Development Corp (MARBIDCO) Treasurer, and the Maryland Farm Bureau PAC Chair. Along with her work on the farm and with clients, these volunteer positions give Pam a unique perspective on the pulse of current agricultural and equine business issues.

John Stump, *Commercial Loan Manager, MidAtlantic Farm Credit*

John Stump has worked for Farm Credit for 24 years, starting his career as a loan officer in Warrenton, Virginia and now serving as Commercial Loan Manager for MidAtlantic Farm Credit in Bel Air, Maryland. John has served as a member of the board of the Maryland Agricultural Education Foundation (MAEF) since 2003, as Treasurer since 2008, and currently chairs the finance committee and serves on the golf committee. John also serves on the Maryland 4-H Foundation board, is a member of the Bel Air Rotary Club, and is an Alumnus of the LEAD Maryland program, having been a member of Class II. John was raised on a beef farm in Street, Maryland and received his B.S. in Animal Science from Virginia Tech in 1986. John and his wife, Pam, are volunteer leaders for their local 4-H Livestock club in Harford County and reside in Havre de Grace, Maryland, raising their three daughters.



Session 3: We Are In It Together - Building Support for Thriving Agriculture and Strong Farm Communities

Moderator

Edward Thompson, Jr., *California State Director, American Farmland Trust (AFT)*

Edward Thompson, Jr has been California state director of American Farmland Trust (AFT), the nation's leading agricultural resource conservation organization, since 2003. He helped start AFT in 1980 as its first general counsel and since then has served the organization in various other capacities, including National Policy Director and Senior Vice President. During his career at AFT, Ed has been involved in nearly every aspect of farmland preservation, from negotiating real estate transactions and land use planning to designing state conservation easement programs and drafting federal agricultural legislation. In California, Ed helped write the state's right-to-farm law and legislation establishing the California Farmland Conservancy Program. He has authored influential publications such as *Alternatives for Future Urban Growth in California's Central Valley* and *Paving Paradise: A New Perspective on California Farmland Conversion*. Under his leadership, AFT helped inaugurate California Agricultural Vision, a process that involved leaders from agricultural, environmental and other interest groups in developing a strategy to assure the future of the state's agriculture and food system. The conservation of agricultural land and water resources is a key element of this strategy. Ed's career also includes legal positions with groups as diverse as the Environmental Defense Fund and the National Association of Counties. His undergraduate degree in political philosophy is from Cornell and his law degree is from George Washington University.

Panelists

Christine Bergmark, *Executive Director, Southern Maryland Agricultural Development Commission (SMADC)*

Christine Bergmark is responsible for developing and implementing the Maryland Tobacco Buy-out for the State of Maryland as well as economic development and land preservation programs for the five counties of Southern Maryland. Christine created the "So. Maryland, So Good" marketing campaign for producers and buyers, the award-winning "Southern Maryland Trails: Earth, Art, Imagination", a cultural heritage tourism campaign combining the arts, farms, and local points of interest, and the state-wide "Buy Local Challenge". She and her staff have also developed an innovative kids program, including a documentary, designed to educate and excite children and their families about the long term benefits of good health, tasty foods, and supporting local farms, as well as a Maryland FarmLINK program designed to connect farmers to each other and to farmland. Christine has also developed a regional Food Council, created several business grant programs, conducted public educational programs, and continues outreach to the public, farmers and elected officials. She is a founder of the area's only public charter school, and sits on several state-wide boards. Prior to her work with SMADC, Christine was the Science Advisor for the United States Agency for International Development. She currently resides in St Mary's County, where she runs a 104 acre organic produce farm with her husband and daughter.

Renee Brooks Catacalos, *Deputy Director, Future Harvest Chesapeake Alliance for Sustainable Agriculture (CASA); ECO City Farm*

Renee Brooks Catacalos has been a constant presence on the local food scene since 2006, publishing the email newsletter Local Mix, the website RealPeopleEatLocal.com, and Edible Chesapeake magazine until 2009. In 2010, she shifted her focus from publishing to strategic planning and project implementation for food and farming organizations. She currently serves as Deputy Director for the regional nonprofit Future Harvest – Chesapeake Alliance for Sustainable Agriculture, chairs the board of ECO City Farms, an urban farming nonprofit in Prince George’s County, and is secretary of the board of the nonprofit FRESHFARM Markets. Renee has also served as a member of the Prince George’s County Agricultural Preservation Workgroup.

Laura Ford, *Vice President, Accokeek Foundation*

Laura Ford is the Vice President of the Accokeek Foundation. She manages operations for organizational advancement, including fundraising, communications, and strategic initiatives like the Foundation’s planned agriculture program expansion. The Foundation has a 20-year history of training farmers in sustainable agriculture through an intensive, full-season apprenticeship program. The Foundation also offers workshops and events through the Center for Agricultural and Environmental Stewardship, which teaches and inspires people to use principles and practices of sustainability in agriculture and everyday life. A planned agriculture program expansion is designed to assist farmers and ensure farm viability in the region by developing an incubator program, an apprentice run farm and community supported agriculture operation, a food processing facility open to local farmers, as well as community programming and educational space. Before joining the Foundation, Laura was a project manager and technical writer for an environmental training center. She holds a bachelor’s degree in Language and Literature from St Mary’s College of Maryland and an Executive Certificate in Nonprofit Management from Georgetown University’s Public Policy Institute. Laura is a senior program officer with the Corina Higginson Trust. She is also a certified riding instructor and owns a small farm with her family in Southern Maryland.

Stan Fultz, *Extension Agent, Dairy Science, University of Maryland Extension, Frederick County Office*

Stan Fultz is the dairy science Extension agent for Frederick County, Maryland. He received his B.S. from Penn State in Animal Production and his M.S. from Virginia Tech in Dairy Science and joined the University of Maryland Extension (Formerly Maryland Cooperative Extension Service) in 1985 as an Agricultural Science Agent in Carroll County. After nearly seven years in that position, Stan moved west, having accepted a position as Area Dairy Extension Agent for the four northwest counties of Oregon. In 1994, he returned to Maryland as the Dairy Science Extension Agent for Frederick County. Major program areas include grazing management, milk quality, and farm management. Stan and his wife, Debbie, have one daughter who is now married and living in Florida. They enjoy traveling and golf, so winter trips to Florida will be common in the coming years.

Casey Hoy, *Kellogg Endowed Chair in Agricultural Ecosystem Management, Ohio State University*

Casey Hoy holds both B.S. and Ph.D. degrees in Entomology from Cornell University. A Professor and former Associate Chairman of The Ohio State University Department of Entomology, he has held the Kellogg Endowed Chair in Agricultural Ecosystems Management and provided leadership to the Agroecosystems Management Program since 2006. Casey's past research has included systems analysis and its application to integrated pest management and applied ecology. His current work is developing the theoretical and applied knowledge base essential to advancements in agroecosystem health and sustainable communities. Casey collaborates with diverse partners to provide leadership in agroecosystem sciences research, extension and teaching programs, and catalyze growth of social networks, business ecosystems and farming styles that support healthier agricultural ecosystems.

Toni Koerber, *Realtor, Distinctive Real Estate*

Toni Koerber lives in the agricultural reserve and has been selling homes, farms and land for 25 years. Her expertise is to guide the Seller and the Buyer in the process of selling and buying an agricultural property and their responsibility for the stewardship of the land. Toni has been a member of the Potomac Hunt for the past 40 years and has worked with the Hunt and the community to preserve the land and its uses.

Cheryl Kollin, *Principal, Full Plate Ventures; Montgomery County Food Council*

Cheryl Kollin is principal of Full Plate Ventures, a consulting business that leverages the symbiotic relationship between business and social mission. She works with clients on social enterprises that address interconnected issues of local food systems, environmental sustainability, and economic development. She recently launched Farm to Freezer in partnership with Bethesda Cares, preserving donated fresh, local food to nourish the hungry. Prior to Full Plate Ventures, she served 16 years as Vice President of the Urban Ecosystem Center at American Forests, quantifying the ecological and economic benefits of urban forests. Cheryl serves on the Montgomery County Food Council and co-chairs the Food Access Working Group. Cheryl earned her M.B.A in sustainability from the Bainbridge Graduate Institute with an industry concentration in sustainable food systems and agriculture, her master's degree in Landscape Architecture from University of California, Berkeley, and her Bachelor of Natural Resource Science degree from the University of Michigan.

Kimberly Perry, *Advisor, Washington DC Regional Convergence Partnership*

Kimberly Perry is a philanthropic, policy and programmatic advisor with particular expertise in children's health, empowerment and food security. She has built a successful 20-year career on leveraging grassroots and media advocacy to advance policies that benefit low-income youth and their families. She's led constituency-building campaigns for the United Nations Foundation; the Alliance for a Healthier Generation, a joint venture of the William J Clinton Foundation and the American Heart Association; DC Hunger Solutions, based at the Food Research and Action Center; and Families USA. Kimberly is a proud mom and proud resident of the District of Columbia.

Drew Stabler, *Sunny Ridge Farm*

Drew Stabler is one of three partners with Sunny Ridge Farm in Laytonsville, Maryland. The farm partners are 6th, 7th, and 8th generation Montgomery County farmers. Sunny Ridge totals 1,800 acres and consists of commodity-grain production and beef cattle.

Caroline Taylor, *Executive Director, Montgomery Countryside Alliance*

Caroline Taylor, who lives with her family in Montgomery County's Agricultural Reserve, has worked on environmental and agricultural issues for most of her professional career. After gaining experience in environmental litigation at the law firm of Covington and Burling, she worked at the National Wildlife Federation with an enormously talented group of lawyers and advocates on a wide range of precedent setting cases and issues including: spotted owl, key deer, Exxon Valdez oil spill, food policy, forest preservation and, water resources. Her passion, though, has always been local issues including protection of the Ag Reserve's resources including its groundwater and working lands. Caroline joined the non-profit organization Montgomery Countryside Alliance (MCA) in 2009. Under her leadership, with a team of able and determined staff and board of directors, MCA has garnered accolades for its successful efforts in assisting new and expanding farmers in the pursuit of their industry and in connecting the various stakeholders of the region's food system. MCA has earned a spot for a second year in the Greater Washington Catalogue for Philanthropy as one the region's best small charities. Tenacious as well as diplomatic, Caroline takes a degree of pride, and some amusement, in her nickname: The Velvet Hammer.

Woody Woodroof, *Executive Director and Founder, Red Wiggler Community Farm*

Woody Woodroof is the Executive Director and Founder of Red Wiggler Community Farm in Montgomery County, Maryland. Founded in 1996, Red Wiggler is a nonprofit farm that hires adults with developmental disabilities to plant, maintain, and harvest USDA-certified organic vegetables on seven acres of fenced ground. The produce (45 varieties!), flowers, and herbs are distributed through a unique Community Supported Agriculture program, 30 percent of which is distributed to local food banks and group homes. Red Wiggler brings on more than 700 youths and adults with and without developmental disabilities, to work side-by-side in the fields and greenhouse toward the common goal of growing healthy organic produce for the community in an inclusive setting. Red Wiggler's CSA is the longest continuously running CSA in Montgomery County. Woody was appointed to Montgomery County's Agricultural Advisory Committee in 2011 and was a member of the Montgomery County Green Economic Development Task Force and 2009 and 2010. Woody was a part of the Interim Advisory Board that helped to establish the Montgomery County Food Policy Council in 2011 and 2012 and is currently assisting the Department of Economic Development with the implementation of the County's New Farmer Pilot Project which was an outgrowth of the Green Economy Task Force. Woody is also a member of the Montgomery Countryside Alliance Advisory Board.

APPENDIX IV. CONFERENCE SURVEY

Results of a voluntary survey taken at the end of the conference. Approximately 40% of the participants responded. Response cells with the highest percentage are in bold type.

1. I increased my understanding of the economic and environmental challenges, and opportunities, facing farming operations in our region.

	% of all 107 respondents	% of 36 ag respondents	% of 71 non-ag respondents
1.....Strongly Disagree	0.9	2.8	0
2	5.6	5.6	5.6
3	12.1	27.8	4.2
4	38.3	47.2	33.8
5.....Strongly Agree	43.0	16.7	56.3

2. I discovered that diverse agricultural enterprises and non-farm stakeholders share common interests that I was not aware of previously.

	% of all 104 respondents	% of 37 ag respondents	% of 67 non-ag respondents
1.....Strongly Disagree	1.9	2.7	1.5
2	7.7	10.8	6.0
3	28.8	35.1	25.4
4	43.3	45.9	42.0
5.....Strongly Agree	18.3	5.4	25.4

3. My roundtable group succeeded in building agreement around actions to secure a vibrant future in agriculture in our metropolitan region.

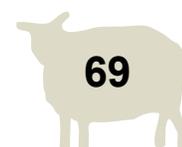
	% of all 104 respondents	% of 37 ag respondents	% of 70 non-ag respondents
1.....Strongly Disagree	0	0	0
2	4.7	8.1	2.9
3	17.8	24.3	14.3
4	37.4	43.2	34.3
5.....Strongly Agree	40.2	24.3	48.6

4. Reflecting on what you have heard at this conference are you more or less optimistic about the future of agriculture in our counties?

	% of all 97 respondents	% of 33 ag respondents	% of 64 non-ag respondents
1.....More	89.7	87.9	90.6
2.....Less	10.3	12.1	9.4

5. I am leaving inspired with ideas and materials and new contacts.

	% of all 107 respondents	% of 36 ag respondents	% of 71 non-ag respondents
1.....Strongly Disagree	0.9	0	1.4
2	4.7	5.6	4.2
3	16.8	22.2	14.1
4	42.1	41.7	42.3
5.....Strongly Agree	35.5	30.6	38.0



APPENDIX V. CONFERENCE ATTENDEES

- Aldous, Nancy- Volunteer
 Amoss, Mike- Maryland Farm Bureau
 Anderson, Casey- Maryland-National Capital Park and Planning Commission
 Anderson, Chet- Sugarloaf Regional Trails
 Apter, Elaine- The League of Women Voters of Montgomery County, MD
 Armistead, Rachel- The Sweet Farm
 Arndt, Lynn- Community Ministries of Rockville
 Baird, Jim- American Farmland Trust
 Baker, Ann
 Barnet, Andrew- Open Book Farm
 Barr, Cherry- Master Gardener
 Bauer, Sharon- Sugarloaf Regional Trails
 Belt, Allen K- Beallsville Valley Farm
 Benjamin, Megan- Maryland Environmental Trust
 Benson, Debbie- Beallsville Valley Farm
 Berbert, Ben- Maryland-National Capital Park and Planning Commission
 Berez, Beckie- Supporter of local farmers
 Berg, Vince- Montgomery County Farm Bureau
 Bergmark, Christine- Southern Maryland Agricultural Development Commission (SMADC)
 Berliner, Roger- Council Member Berliner
 Berman, Leonard- Prince Charitable Trusts
 Birney, Meg- Cultivating Thyme Farm; Montgomery College
 Black, Robert- Catoctin Mountain Orchard
 Bostick, Kristina- Montgomery Countryside Alliance
 Boyd DeReggi, Marilyn- Kilmarnock Farm
 Brinsfield, Russ- Harry R Hughes Center for Agro-Ecology
 Brooks Catacalos, Renee- Future Harvest CASA; ECO City Farms
 Brown, Patrick- Montgomery County Agricultural Advisory Committee
 Brown, Tina- Morningstar Studio
 Brown, Edwin- Transportation - Whites Ferry
 Buchholtz, Courtney- New Farm Pilot
 Burke, Tina
 Butler, Wade- Butler's Orchard
 Butler, Brian- The Universities at Shady Grove
 Butler, Angela- Butler's Orchard
 Butler, Susan- Butler's Orchard
 Butler-Vanhorn, Hallie- Butler's Orchard
 Butts, Robert- Waredaca Farm
 Butz, Robert- Windridge Farm
 Buzby, Jean- USDA Agricultural Economist
 Callahan, Susan- The Universities at Shady Grove
 Carrier, Francoise- Maryland-National Capital Park and Planning Commission
 Casey, Jonathan- Montgomery County Planning Department
 Chasson, Margaret- The League of Women Voters of Montgomery County, MD
 Choukas-Bradley, Jim- Sugarloaf Citizens Association
 Cinque, Anne- Sugarloaf Citizens Association
 Cinque, Julius 'Jay'- Sugarloaf Countryside Conservancy
 Cissel, Bob- Agricultural Preservation Advisory Board
 Clancy, Kate- Food Systems Consultant
 Clark, Gordon
 Clendenin, Julie- Calleva
 Coleman, Peg- Sugarloaf Regional Trails
 Conway, Diana- Montgomery Countryside Alliance
 Corkern, Wilton- Corina Higginson Trust
 Criss, Jeremy- Montgomery County Department of Economic Development
 Daly, Beth- Sugarloaf Citizens Association
 Danforth, Carol- Windy Way Farm
 Darby, Pat- Clarksburg Civic Association
 Daughtry, Ben- Ret. Col. Ag Reserve Resident
 Davis, Charlotte- Rural Maryland Council
 Davis, Joyce- Many Springs Farm

- DeCarlo, Jackie- Kensington Heights
 DeReggi, John M- Kilmarnock Farm
 Ditzler, Barbara- The League of Women Voters
 of Montgomery County, MD
 Doebler, Dawn- Mark Leishear Productions
 Dory, Jose S- Maryland-National Capital Park
 and Planning Commission
 Ducey, Sara- Montgomery College
 Duncan, Sheila- Well Springs Farm
 Edelstein, Stewart- Universities of Shady Grove
 Edmondson, David
 Ekperigin, Henry- Food Safety Consultant
 Elrich, Marc- Friends of Marc Elrich
 Evans, Jane- Montgomery County Agricultural
 Advisory Committee
 Feldman, Dave- Bethesda Green
 Fendrick, John- Rock Hill Orchard
 Ferguson, Colby- Frederick County Business
 Development & Retention
 Ferragut, Vanessa- Greenease, LLC
 Findlay, Jean- Sugarloaf Regional Trails
 Findlay, Steven- Local Farmer
 Flessner, Luke- The Sweet Farm
 Ford, Laura- Accokeek Foundation
 Franceschi, Eddie- Equine Resource Conser-
 vations, Montgomery Soil Conservation
 District
 Fultz, Stanley- University of Maryland Exten-
 sion, Frederick County Office
 Galli, John- Metropolitan Washington Council
 of Governments
 Gaver, Lisa- Gaver Farm, LLC
 Ghulamali, Romola- Heritage Montgomery
 Glenn, Greg- Rocklands Farm
 Glenn, Anna- Rocklands Farm
 Goin, Gigi- Milk Lady Farmers Markets
 Gordon, Ellen- Sugarloaf Citizens Association
 Gray, La Verne- Maryland Department of Plan-
 ning
 Gray, David P- Board of County Commission-
 ers
 Grayson, Erin- Government
 Greenberger, Lauren- Daybreak Farm
 Greenstone, Todd- Farmer
 Greiner, Pastor Mark- Takoma Park Presbyte-
 rian Church
 Hankins, Barbara- The League of Women Vot-
 ers of Montgomery County, MD
 Hanson, Royce- Chair; Research Professor,
 George Washington Institute of Public
 Policy, Former Chairman, Maryland-Nation-
 al Capital Park and Planning Commission
 Harrigan, Lucille- Sophia's Choice Farm
 Harrington, Eileen- The Universities at Shady
 Grove
 Hartsock, Tom- Montgomery County Farm
 Bureau
 Hayat, Nosheen- University of Maryland Stu-
 dent
 Heisler, David C- Comus Market; Montgomery
 County Agricultural Advisory Committee;
 Montgomery County Farm Bureau Board
 of Directors
 Heisler Edouard, Victoria- Comus Market
 Henry, Leetasha
 Henry, Zachary- Government Contractor
 Hibano, Diane- The League of Women Voters
 of Montgomery County, MD
 Hill, M. Christina- Adventist HealthCare
 Histon, Colleen- Shepherds Manor Creamery
 Histon, Michael- Shepherds Manor Creamery
 Hoffmann, Thomas- Attorney
 Holt, Katherine- Maryland-National Capital
 Park and Planning Commission
 Holte, Christopher
 Hoy, Casey- Ohio State University
 Hutton, Phil- Woodborough Farms
 Israel, Mark- Query Mill Farm
 James, Celeste- Kaiser Permanente of the Mid-
 Atlantic States
 James, Peter- First Fruits Farms
 Jamison, Frank- Charles T Jamison & Son

- Jamison, Annette
 Jamison, Patrick- Charles T Jamison & Son
 Jamison, Charles 'Jamie'- Charles T Jamison & Son
 Jamison, Michael- Charles T Jamison & Son
 Jansen, Joyce- L'Academie de Cuisine
 Jernberg, Bev- Sugarloaf Citizens Association
 Johnson, Andrea- Artie-Jay Farm
 Johnson, Bobby- Artie-Jay Farm
 Jones, Ann H- Baltimore County Land Trust Alliance
 Jones, Jonathan- Maryland-National Capital Park and Planning Commission
 Kelly, Clare- Maryland-National Capital Park and Planning Commission
 Kennedy, Bradley- Maryland DNR
 Kinney Hoffman, Melane- MCA; SCA; Ag Reserve Resident
 Koerber, Toni- Distinctive Real Estate
 Kollin, Cheryl- Full Plate Ventures; Montgomery County Food Council
 Langstaff, Lee- Shepherd's Hey Farm
 Leak, Eleanor
 Lechluder, Doug- Laytonsville Landscaping
 Lechluder, Carolyn- The Lecks Farm
 Lechluder, George- Montgomery Soil Conservation District
 LeCouteur, Brian- Metropolitan Washington Council of Governments
 Lee, Susanne- West Montgomery County Citizens Association/Environmental Attorney/Farmer
 Leedy, Tom- Committee Member, Farming at Metro's Edge
 Leggett, Ike- Montgomery County Executive
 Leisher, Mark- Mark Leisher Productions
 Lermond, William- Bobinawarra Farm, Angus Beef
 Levenstein, David- Apple Hollow Sheep
 Leventhal, George- County Council
 Lewis, Linda- Lewis Orchards
 Linck, Kevin E- Montgomery County Upcountry Citizens Advisory Board
 Littlefield, Charles- Montgomery County New Farmer Pilot Project
 Lovelace, Carissa- Save This Soil/ Brickyard Educational Farm
 Luther, Lonnie- Montgomery County Farm Bureau
 Lynch, Lori- Center for Agricultural and Natural Resource Policy, University of Maryland
 Lynch, Patricia- Montgomery County Parks
 Madison, Jeffrey
 Madsen, Caren- Conservation Montgomery
 Maravell, Sophia- Brickyard Educational Farm
 Masser, Connie- Frederick County Farm Bureau
 Masser, Richard- Frederick County Farm Bureau
 Mayah, William- Maryland-National Capital Park and Planning Commission
 McCrea, Penelope- Farm
 McDougall, Tom- Blue Ridge Produce
 McGrath, Tim- Mackintosh Inc Realtors Farm & Land Div
 McGuckian, Eileen- Ag Reserve Fan
 McHenry, Steve- Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO)
 Meininger, Richard- Landowner
 Menke, Meg
 Menke, John
 Merrigan, Kathleen- US Department of Agriculture
 Meyer, Paul- Montgomery Soil Conservation District
 Michaelson, Marlene- Montgomery County Council
 Miller, Sarah- New Farmer Pilot Project
 Milmoie, Dolores- Audubon Naturalist Society
 Moline, Sara- Metro Business Media
 Moll, Laura- Sligo Creek Watershed
 Moncayo, Maite- Montgomery College; Brickyard Educational Farm
 Morenoff, Judy- The League of Women Voters of Montgomery County, MD
 Mullican, Brigitta- The League of Women Voters of Montgomery County, MD

- Nelson, Bob- Upcounty Citizens Advisory Board
- Nelson, Calvin- Maryland-National Capital Park and Planning Commission
- Nelson, Katherine- Maryland-National Capital Park and Planning Commission
- Nelson, Marilyn- Goshen Historical Society
- Newfacil, Agata
- Niedzialkowski, Diane- Teacher and Entrepreneur
- Nowak, Michelle
- Oberdorfer, Carol- Sugarloaf Regional Trails
- O'Connor, Kristin- Maryland-National Capital Park and Planning Commission
- Ogden, Shepherd- Agricultural Development Office, Jefferson County, WV
- Ohlinger, Keith- Farm
- O'Neill, Kelly P
- Ortuzar, Alyce- The League of Women Voters of Montgomery County, MD
- Osius, Tedi- Aide to Councilmember Nancy Floreen
- Paul, Lee- Clarksburg High School Horticulture Program
- Pauly, Kristin- Prince Charitable Trusts
- Pearl, Ellen- Montgomery Countryside Alliance
- Pepe, Linda- Stella's Dream Farm
- Perry, Kimberly- Washington DC Regional Convergence Partnership
- Pierson, Joanna- The Universities at Shady Grove
- Pipkin, Whitney- Freelance Journalist, Agriculture & Environment
- Planck, Chip- CASA Board
- Plummer, David- Montgomery Soil Conservation
- Prichard, Walter- Farmer, Ag Reserve Resident
- Printz-Platnick, Tobi- The Morris & Gwendolyn Cafritz Foundation
- Protas, Michael- One Acre Farm
- Pruetz, Rick- TDR Consultant
- Redding, Russell- School of Agriculture and Environmental Sciences, Delaware Valley College
- Reichardt, Grace- Student
- Rice, Craig- Montgomery County Council
- Rieke, Jan- J Rose Vineyard
- Riemer, Hans- Montgomery County Council
- Roach, Rebecca- Moon Rising Farm
- Robertson, David- Metropolitan Washington Council of Governments
- Rogers, Thomas
- Rogner, David- The Harvest Collective
- Rosen, Daniel- Maryland Department of Planning
- Royce, Anelkis- American Farmland Trust
- Rudney, Sally- The Community Foundation for Montgomery County
- Santiago, Melbaliz- Natural Resource Conservation Science
- Saul, Pam- Rolling Acres Farm
- Saville, Leslie- Maryland-National Capital Park and Planning Commission
- Schilling, Elizabeth- Smart Growth America
- Schuster, Chuck- University of Maryland Extension
- Seigler, Jane- Dressage at Sundown; Maryland Horse Council
- Shankle, Caitlin- The Community Foundation for Montgomery County
- Shroeder, Anne- Star Gazing Farm
- Silverman, Steve- Montgomery County Department of Economic Development
- Silversmith, Linda- The League of Women Voters of Montgomery County, MD
- Simdlay, Steven- Farmer
- Smith, Ashlea- Freestate Farms
- Smith, Lindsay- Montgomery County Food Council
- Spates, Eric- Stoney Castle Farm
- Stabler, Drew- Sunny Ridge Farm
- Stoner, Dick- Stoner Family Farms; Locale Chesapeake
- Stump, John- MidAtlantic Farm Credit
- Sturm, Anne- Sugarloaf Citizens Assoc/Sugarloaf Regional Trails
- Taylor, Caroline- Montgomery Countryside Alliance

Tesfaye, Elsabet- Maryland-National Capital Park and Planning Commission
Testa, Russ- Franciscan Peace & Justice Office
Thompson, Barry- Estate and Orchard Bee-keeping LLC
Thompson, Jr, Edward- Montgomery County Agricultural Preservation Advisory Board
Thoms, Beverly- Sugarloaf Regional Trails/Fiber Artist
Tibbitts, Dale- County Councilmember Marc Elrich
Tobin, David- Maryland-National Capital Park and Planning Commission
Townsend, Crystal- Healthcare Initiative Foundation
Tregoning, Doug- University of Maryland Extension (Retired)
Trist, Sarah- Maryland State Department of Education
Umbriac, Jenna- Manna Food Center
Velisek, Caryl- The Delmarva Farmer
VonDuerckheim, Marsha

Walls, Regina- Resident
Weeks, Cora- Resident
Weiss, Jessica- GrowingSOUL; Montgomery County Food Council
Weitzer, David- Montgomery County Ag Advisory Committee
West, Amanda- ECO City Farms
Wexler, Susan- Adat Shalom Synagogue
White, Washington- Waters Orchard
Willett, Putt- Farmer
Wong, Alex- Office of Rep. Chris Van Hollen
Wooden, Bruce J- Seven Springs Farm
Woodroof, Woody- Red Wiggler Community Farm
Wurglitz, Alfred- Miles & Stockbridge
Wyner, Jesse- Liberty Root LLC
Yeager, Shane- Mark Leisher Productions
York, Dana- Green Earth Connection
Zahn, Greg- Zahn Design Architects
Zawitoski, John- Montgomery County Department of Economic Development



Lee Langstaff