



Extension

2018 Joint Winter Meeting

Co-sponsored by the NHLA, NHPGA & UNH Cooperative Extension

Wednesday January 17, 2018

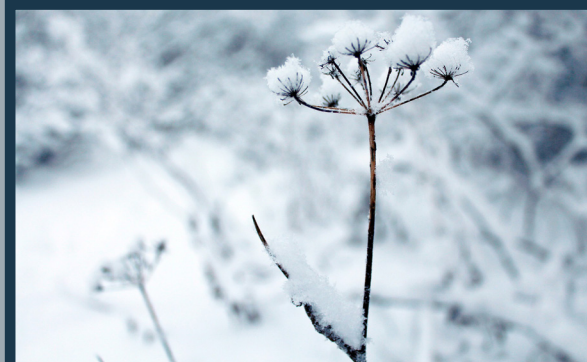
8:00 a.m. to 3:30 p.m.

at

The Marriott Grappone Center

70 Constitution Avenue

Concord, NH 03301



Register Online

[www.nhfarmbureau.org/
2018jointwintermeeting](http://www.nhfarmbureau.org/2018jointwintermeeting)

You can pay online with Pay Pal or call Farm Bureau at 603-224-1934 to use a credit card.

Questions about vendor displays and arrangements should be directed to Mike McPhail at michael.mcphail@farmcrediteast.com

For other questions, please call 603-862-2520 or email ryan.dickson@unh.edu



Pre-registration is \$65 per person before

January 7, 2018.

No refunds after this date.

Registration after 1/7/18 is \$80 per person.

Walk-ins will be accepted at the door on a space available basis, \$80 per person.

Questions about registration should be directed to the NH Farm Bureau at 603-224-1934.

Driving Directions

[www.marriott.com/hotels/maps/
travel/mhtcn-courtyard-concord](http://www.marriott.com/hotels/maps/travel/mhtcn-courtyard-concord)

For any special arrangements including dietary, physical access, or other accommodation requests, including the ability to pay, please contact UNHCE at 603-862-3200.

Ten working days are needed to facilitate special needs requests.

The University of New Hampshire Cooperative Extension is an equal opportunity educator and employer.

University of New Hampshire, U.S. Department of Agriculture and N.H. counties cooperating.

Agenda

Joint Winter Meeting

January 17, 2018

8:00 - 8:30 a.m.

Registration, Refreshments, Visit Vendor Booths, and Pick Up Raffle Ticket

8:30 - 9:15

Discussion Groups - Informal gatherings, a chance to network and see something new.

Extension and Research Updates: What's New in Greenhouse Production? Learn and discuss fertilizer strategies to promote consumer success, new wood chip and fiber growing media, and understanding the "pH personality" of your crops. Ryan Dickson and Chris Schlegel, facilitators. (Pierce Room).

Think Like a Bee! Best Plants for Pollinators Make the most of your pollinator garden or meadow by learning about the relative attractiveness of natives, non-natives and certain natives to bees. Learn how to design a meadow that will provide floral resources for pollinators from May through October. Cathy Neal, facilitator. (Webster Room).

Benefits of Becoming Certified as a NH Landscape Professional Meet with members of the certification committee for a discussion of the importance of becoming a certified professional. We will discuss the benefits that will improve the way you run your business or perform for your employer. Cori Cahow and Malcolm McPhail, facilitators. (Ballroom).

General Session (Ballroom)

9:30 - 10:30

Satisfying the Consumer: What They (Really) Want and How Retailers, Growers and Landscapers can Provide It.

Jen Polanz is Managing-Editor-At-Large for Green Profit Magazine and has been writing about the green industry for 15 years. She has traveled nationally and internationally to visit garden centers, growers, and provide educational seminars. Jen will cover consumer trends, technology customers want at retail, how growers can meet consumer needs, and how landscapers can match the right plants to their customers.

10:30 - 10:45

Plant Something New Hampshire! - Felicia LeBranch will provide updates and how you can benefit from New Hampshire's new green industry marketing program.

11:00 - 12:00

Heirloom and Native Plants: A Living History

John Forti is Executive Director of Bedrock Gardens in Lee, NH, and former Director of Horticulture for the Massachusetts Horticultural Society. He is also a garden historian, ethnobotanist, and local food movement leader. John will illustrate the history, significance, and future of the plants that define our Northeast landscapes.

12:00 - 1:00

Lunch Buffet and Announcements: NHLA, NHPGA, and UNHCE updates. Raffle drawing: turn in your stamped card by 12:45 to be eligible.

1:00 - 1:15

Future Farmers of America - Meet the students of Future Farmers of America and the next leaders of the green industry!

1:20 - 2:20

Concurrent A

Concurrent B

***Regulations, Licensing, and Certifications: Working with the Industry to Provide Better Plants and Services**

David Rosseau, Piera Siegert, and Morgan Dube from NH Dept. of Ag, Markets, & Food Speakers will discuss pesticide licensing and revisions to the Worker Protection Standard, the Plant Dealer/Landscaping licensing program, and the new Systems Approach to Nursery Certification (SANC) program.

Keys to Success(ion)

Erin Pirro, CAC, Farm Credit East

You business is more than just a business--it's part lifestyle, paycheck, hobby, retirement plan, and more (and hopefully part fun!). Erin will discuss keys to building a solid framework so that your business provides for you well into the future, whether you work there or not.

2:30 - 3:30

A Grower's Perspective on Native Perennials

Peter van Berkum, co-owner of van Berkum Nurseries, Deerfield, NH

Peter will discuss the challenges of growing and selling native plants. With growing interest in natives and pollinator plants and the debate about the ecological value of "nativars," this is a subject that is getting a lot of consideration by plantologists.

***Utilizing Beneficial Microbes in a Systems Approach to Plant Disease Management**

Dr. Anissa Poleatewich, Plant Pathologist, University of New Hampshire

Learn how plants and soil microbes interact in their environment and how you can benefit. Identify best management practices when using biological pest control in your business and tips for success.

3:30 p.m.

Pesticide credit and certification forms; turn in program evaluations and adjourn.

* One pesticide credit for each of the talks indicated, pending state approval. Be sure to sign the registration sheet at the beginning and pick up your certificate at the end of the session.