

British Columbia

Organic Grower



In this issue:

Carrot variety trial results

Weeding ergonomics

Woolly Bear Farm

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Transformation

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BC Organic Grower

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Letters & submissions:

Please contact:
Marilee Peters, Editor
editor@certifiedorganic.bc.ca

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COABC

202-3002 32nd Ave
Vernon, BC, V1T 2L7
Phone: 250-260-4429
Fax: 250-260-4436
office@certifiedorganic.bc.ca
www.certifiedorganic.bc.ca

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On the Cover: Liz Perkins of Woolly Bear Farm. Credit: Hannah Roessler.

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Executive's Report

By Arzeena Hamir

As the season turns from spring to summer and the temperatures rise and the days lengthen, I know many farmers look forward to the bounty that begins to come off the land. For me, however, this change in the weather is not a soft transition into a time of plenty. Rather, I call it the "Swearing Time".



You see, no matter how well I think I've planned for the upcoming season, when the warm weather hits and Mother Nature really flexes her muscles, it always comes as a huge shock. This year, the shock came mighty early. We were in the midst of trying to get an acre of blueberries planted and suddenly there was no more rain and temperatures rose to the mid 20s. And our irrigation wasn't quite hooked up. Many expletives flowed in the field.

Ditto for the row crops. We were trying to finish all the transplanting of the tomatoes, peppers and cucumbers when the greenhouses suddenly became ovens. And then the inevitable: someone forgets to water and the seedlings crisp up overnight. &^%*&!!!!

Unexpectedly, all the jobs that have been left for that "rainy day" become critical as the rain fails to transpire: the cooler that has yet to be hooked up, the irrigation pump that hasn't been fixed, and the drip lines that are still sitting in storage in the barn. And where the heck are staples for the Reemay!!

Sensing that the tipping point is in the air, the weeds synchronize their exponential growth while we're all scrambling doing other jobs. After a 100 foot bed of carrots had to be plowed under twice, I finally had to seriously rethink my crop plan.

So why do I continue with this craziness? Because just when I think I can't plant another berry, friends show up to help. Before all the seedlings fry into a brown crisp, my father-in-law gets the pump working and the water flows! And just when I can't think of planting another bed of carrots, a neighbour lends us his flame weeder.

While you'll still hear expletives from time to time, it feels like we're over a hump. I'm reminded that it takes a community to support a farm and I'm grateful for all the help that comes our way. Getting over the Swearing Time is glorious. 🌱

Executive Notes

It also takes a community to stand up to misguided government public policy decisions, which is just what the COABC and the community of organic growers across BC did this spring. The executive of the COABC has been very involved throughout the past few months in the province-wide efforts to save the Agricultural Land Reserve by preventing the passing of Bill 24. The outpourings of support for the ALR and of protest against the changes brought the organic agriculture community together to an almost unprecedented degree, and made agricultural issues headline news.

The COABC executive held two conference call discussions on the ALR this spring, and encouraged COABC members to take part in an online survey asking for their views on the proposed changes -- whether they supported the division of land in the ALR into two zones, whether they felt there had been adequate public consultation on the issue, and what their main concerns were regarding the ALR. The response rate was heartening, and the results of the survey will be released to members and to the media this summer.

In addition, throughout the spring COABC's executive has been working on human resources policy and procedural matters, to ensure that staff and contractors of the organization are productive and supported in their work. Planning for Organic Week events is underway, as are plans for the COABC's 2015 conference. Stay tuned!

COABC Office Report

By Jen Gamble

In the last few months there have been many valuable outreach opportunities. The COABC, on behalf of the BC organic sector, was able to take part in events and meetings to help raise the organic profile.



Recently, the BC Minister of Agriculture created a new advisory committee to replace all previous committees. The Minister's Agri-food Advisory Committee was created to provide advice on agricultural issues within the province and to recommend priorities and strategic advice on how to grow a strong agri-food economy and create high-paying jobs for British Columbians employed in the agriculture, fisheries and food sectors. Dennis Lapierre, Heather Pritchard and I were invited to participate by the Ministry and represent the organic sector on the committee.

May 12 and 13 marked BCAC Ag Days in Victoria. This celebration organized by the BC Agriculture Council aims to raise the profile of BC Agriculture within government. The event showcases agriculture while at the same time highlighting the many challenges that agriculture faces.

The opening reception, which hosted close to 50 MLA's and many government personnel, provided valuable networking opportunities, while the following day of meetings allowed sector representatives to address more specific agricultural issues. The key message was that agriculture is a vibrant and critical driver of the BC economy and has an important role in communities throughout BC.


Following Ag Days, I attended, via teleconference, a meeting of the newly created Provincial Regulatory Gap Taskforce. The taskforce has been struck by the Organic Value Chain Roundtable to facilitate the creation of mandatory organic regulations in all provinces. Representatives from across the country, including myself, comprise the taskforce, and it will create resources to support the request

Last Quarter Achievements

- Finalized 1st Quarter Reports
- Attended BCAC Ag days in Victoria
- Continued implementation of the Vancity project

for provincial governments to create mandatory organic regulations.

COABC continues to work for the organic sector and these opportunities are just the most recent ways in which the organization is raising awareness of organics.

Remember to plan for Organic Week September 20-28, 2014! If you are holding an event let us know. 

The image shows a logo for 'left coast NATURALS' with a leaf icon. Below the logo is the text 'A leading manufacturer and distributor of organic and natural products.' and 'Proudly supports BC certified organic farmers.' The background is white with a dark grey horizontal bar at the bottom containing a leaf icon.

Editor's Note

By Marilee Peters

Welcome to the summer issue of the BC Organic Grower. While many in BC may associate summer reading with trashy paperbacks flipped through by the poolside or on the beach, here at the BC Organic Grower we're bucking the trend. Those lazy, hazy, crazy days of summer are in fact time for serious work for farmers, and we're delivering some serious news and information to match – lightened with inspiring stories about your fellow growers from around the province.



In this issue you'll find the first of an ongoing series of articles highlighting some of the many research projects conducted under the auspices of the Organic Sector Development Program (OSDP), which provided funding for organic research in BC from 2002 until 2013. You can browse the complete list of OSDP projects, including links to the final reports, on the COABC website – or you can just keep an eye on the mailbox for each new issue of the Grower, and read the latest research summary.

Also in these pages you'll meet Liz Perkins, the energetic and optimistic spirit behind Woolly Bear Farms. As Hannah Roessler's profile in Farmer Focus makes clear, Liz's determination to meet every challenge head-on and to persevere and achieve her goal of farming independence is a hallmark of the new generation of small farmers.

Sara Dent and the Young Agrarians are big part of that movement, and in her article in this issue, Sara describes the creation of the Young Agrarian's U-Map, an innovative online hub for start-up farmers to connect and share resources. As more and more farmers continue to turn to online marketing, crowdfunding is starting to attract interest as a business development tool. To get in front of the trend, the Organic Value Chain Roundtable has commissioned a report on crowdfunding's potential for the organic sector – read all about it in Gunta Vitin's article in this issue.

The only thing missing from this issue is — you. Get in touch today to let us know what you're passionate about, what you'd like to learn, or about something that's sparked your curiosity recently. Have

you discovered a great homemade solution to a farm problem? Multiply the benefits by sharing it with our community of readers. It's great karma, and good reading. And don't forget photos. With fields and gardens lush and green, it's time to share those beautiful shots. We'd love to put your farm on our cover!

I can't wait to hear from you. 

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Crowdfunding Crops Up

Newest Funding Tool for the Organic Sector



By Gunta Vitins

Crowdfunding is the buzzword of the day for acquiring new money — but it’s more than just a buzz. Crowdfunding is being successfully used to generate substantial funds — thousands, hundreds of thousands, even millions of dollars for just one project!

“What is crowdfunding anyway?”

Crowdfunding is a method of raising money for a project, business or cause using online tools and the networking power of social media to solicit many small donations from the public (the “crowd”). It first gained a solid foothold after the financial crisis in 2008 as an alternative method of fundraising for artists, entrepreneurs and charities. By 2013, crowdfunding had skyrocketed in popularity to become a \$5.1 billion-dollar industry with over 500 online funding platforms worldwide and growing.

One video game developer has raised an incredible \$37 million from fans over a two year period — making it the best funded project in the history of crowdfunding. Even the World Bank is getting in on the act, considering crowdfunding as a means to support climate innovation centres in the developing world.

“How about the organic sector?”

Many organic industry associations, research institutions, and companies are struggling to acquire sufficient funding to operate at full capacity and effectively undertake development initiatives such as sector promotions, reviewing and updating the Canadian organic standards, scientific research, and organic product development. While these organizations may access government cost-shared funding programs, many do not have sufficient industry dollars to satisfy the cost-sharing requirements. Crowdfunding could be the answer to these funding shortfalls.

There’s lots of information, advice and how-to guides available on the internet about crowdfunding models, but it’s an overwhelming task to sift through it all, digest and understand it, and decide how— or if— to act on it. Recognizing the great potential that crowdfunding offers to the organic sector, the Organic Value Chain Roundtable (OVCRT), with funding support from Agriculture and Agrifood Canada, recently commissioned a report and guide on the topic.

Continued on page 28...

13 Key Ingredients

for a successful crowdfunding campaign

(Reproduced with permission from the Organic Sector Crowdfunding Report 2014, produced by Junxion Strategy for the Organic Value Chain Roundtable and Agriculture and Agri-Food Canada.)

Know and apply the ‘golden rule’: a successful campaign has 20 to 30 per cent committed at launch—from family, friends or close network. Only once the crowd sees a well-backed, engaged campaign might it start to pay attention.

1. The protagonist and the heart of storytelling: The most effective campaigns are tied to a great story and ideally a person—people first invest in people and shared experiences.
2. Consistent, determined leadership and strong spokespeople drive successful campaigns.
3. Establish a campaign team—more people means more skills and reach. Campaigns with teams raise on average 339 per cent more.
4. Know and target your audience!
5. Know and share the W5: who, what, when, where, why and how in both the video and the pitch—transparency is key.
6. Plan the campaign as part of an integrated marketing strategy and place the same level of emphasis and effort on each component, as it is the sum that will make a successful campaign (e.g. 20 per cent from email outreach, 22 per cent from social media).
7. Be excited about and actively engaged on social media—it is a main driver of crowdfunding activity.
8. Communicate and provide updates consistently and proactively throughout the campaign, as campaigns with updates raise on average 286 per cent more funds. Continue communicating once the campaign is over.
9. Thank everyone and provide progress reports—build relationships for the long-term.
10. Have a pitch video and paint a visual picture through photo and video—images are 10-times more engaging than words. Campaigns with videos raise on average 370 per cent more - those with videos less than five minutes in length are 25 per cent more likely to reach their goal.
11. Have rewards and ensure the main rewards are tied to the project. Campaigns with perks raise on average 143 per cent more with 70 per cent of successful campaigns offering five to eight perks, \$75 being the most popular price level. Add one large, contextual perk (e.g. \$1,000 level) to show relationship to smaller ones. Be prepared to go through with the promise as someone may just claim it.
12. Establish a reasonable, realistic goal and timeframe. Chances are that a successful campaign will exceed its goal. In fact, 87 per cent of campaigns that reach their goal will exceed it. The ideal length for successful campaigns is between 21 and 45 days.
13. Celebrate successes with the campaign team (even if the goal wasn’t met), and debrief on winning elements and necessary improvements. Determine next steps and whether or not a follow up campaign is necessary.

WOOLLY BEAR FARM

A New Farmer Struggles To Go From Caterpillar to Butterfly



Liz Perkins of Woolly Bear Farm Credit: Hannah Roessler

By Hannah Roessler

I have been pretty amazed by every farmer I've ever met — their competence, determination and impressive suite of skills.

But now that I am a new farmer myself, I find myself in awe of Liz Perkins of Woolly Bear Farm, a one-acre market garden in Cordova Bay, near Victoria. While I have dabbled seriously in farming for years, exploring various permutations, styles, and types, I only really jumped in with both boots once I had an established, relatively low-risk scenario within which I could safely start farming “on my own.”

Liz, on the other hand, found a raw piece of land and just went for it — and her efforts and risk-taking have really paid off.

We all know how difficult it can be as a new farmer just starting out. It's always the same things that get in the way — infrastructure costs are overwhelming, mistakes are plentiful, and land is hard to come by.

Most people don't get into farming because they love business and marketing; they do it because they love to grow things. Starting up your farm is fun and exciting, but like any new small business it can also be a financial quagmire, layered with intense knowledge requirements and drastically shifting parameters. Not for the faint of heart.

But uncertainty is something that you just have to be comfortable with in order to be a good farmer. And Liz is a darn good farmer. She spent a year in Vancouver working with food through a social justice lens, an entry point to farming that is common among many of the younger farming generation.

She then spent a couple of years working on urban agriculture initiatives, but soon realized that she was not as passionate about educating people about farming as she had originally thought. What she really wanted was to just do it herself — to farm and produce an abundance of food.



She applied to the UBC Farm Program and to the Linnaea Ecological Gardening Program, ultimately settling on Linnaea, a farm school located on Cortes Island, BC, where she attended their holistic, full-immersion permaculture program.

“Being at Linnaea changed my life. It was incredible,” says Liz with a smile. The in-depth training offered through Linnaea along with the community-building aspect left a deep impression on her, and she knew she was on the road to farming forever.

While Linnaea Farm School set the course, an apprenticeship with Rachel Fisher and Saanich Organics helped Liz put the structure in place for a successful business.

Liz weeding hard in the fields (above) and muscovy ducklings freshly hatched (below). Credit: Hannah Roessler



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FARMING BY OPTIMISM: "EVEN WHILE SHE'S ON LEASED LAND, SHE'S JUST PLANTED A SECTION OF BLUEBERRIES ON HER RENTED ACRE."

Photo Credit: Hannah Roessler



Says Liz, "I learned an incredible amount during my time with Saanich Organics. Rachel taught me how to grow an abundance of vegetables, and I learned so much about the business aspect of farming."

After her apprenticeship, she optimistically stuck an ad in a couple of local papers asking to rent an acre of land for farming in exchange for \$500 per year, a box of veggies a week, and of course, farm tax status. She had several replies from interested land-owners and says that overall, it was not too difficult to find someone willing to rent to a start-up farmer.

Despite the perception that organic certification can be difficult for leasing farmers, according to Liz, it's not as hard as new growers may think. "There had been nothing growing in that field for the six years that my landlord had lived there prior to 2011, so he signed an affidavit guaranteeing that no prohibited substances

were applied to the land in the last three years. This meant I could fast-track to organic certification after one year on the land," says Liz.

She adds, "The fact that I might get kicked off the land at any point is a bummer of a risk, but I don't think I would have been able to farm without being able to sell at Moss Street Market and Saanich Organics. Both institutions have been a big marketing and moral support network for me. So far no regrets!"

However, acquiring the land and the certification were only the first steps, and Liz went on to encounter more challenges. Her original business plan underestimated her initial set-up costs, and she is ever-grateful to her parents for helping out financially until the business gets on its feet. The first year, her farm's humble sales of \$10,000 were not enough to cover expenses, and in year two she just broke even -- doubling sales to \$20,000. She is now in her third year of farming and can smell financial freedom with a prediction of \$30,000 in sales and of course much-reduced expenses.

Says Liz, "Some of the things I had to do to start out, I just didn't consider. I had to spend so much time preparing and setting up the farm, I had no income to live on.

I feel like I wasted a lot of money on failed experiments. I got the wrong tiller, tried to use solely pond water for my irrigation (which didn't work), bought huge coolers to act as my cold room, I had to learn how to build because everything I built kept getting blown down....

There's a lot to consider when starting out, and I think that if I knew what I know now, I'd start out differently, and save a lot of money!"


The best part of this conversation is that Liz is laughing. She is taking it all in stride. Even while she's on leased land, she's just planted a section of blueberries on her rented acre.

When I comment on her impressive ability to take chances, her bravery, she jokes that maybe she's really just a bit crazy. But there is no denying that her farm looks really good.

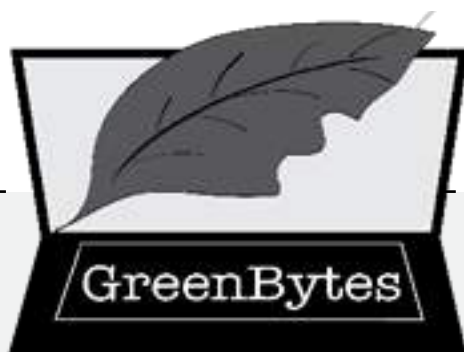
Liz Perkins is the picture of success for a new farmer, and she's doing a great job at Woolly Bear Farms. I think she's got the right recipe to make it work. Maybe we all need a dash of "a little bit of crazy" to be successful farmers. 🌿

Learn more about Liz's path to farming independence:

 linnaefarm.org

 saanichorganics.com

Hannah Roessler has farmed in Nicaragua, Washington, and BC on permaculture farms, polyculture cafetals, organic market farms and a biodynamic vineyard. She has an MA in Environmental Studies, and her research is focused on climate change and small-scale organic farming. She currently farms on the Saanich Peninsula on Vancouver Island.



New Practical Skills Handbook on Organic Livestock

Recently released: Canadian Organic Growers' *The Organic Livestock Handbook, 2nd Edition*.

Authors Laura Telford and Anne Macey have fully revised this edition of the Organic Livestock Handbook to reflect the Canadian Organic Standards and the latest research on organic livestock production.

Intended as a guide for livestock producers who are looking for information on organic management practices, the Organic Livestock Handbook will be useful for both experienced livestock producers and anyone considering introducing livestock to their farms.

The first edition, published in 2000, was based on a 1998 survey of organic livestock producers in Canada and the northern US, and on a series of interviews conducted by the Canadian Organic Growers. This edition has been extensively re-written to include current scientific knowledge on organic livestock production systems, and features extensive interviews with some of Canada's leading organic livestock producers.

Readers will find details on production practices, tips and techniques for transitioning to organic, profiles of successful organic livestock operations, and real-world advice from experienced farmers.

The Organic Livestock Handbook, 2nd Edition is available from the COABC at www.certifiedorganic.bc.ca (member discount available.) All fo the *Practical Skills* series are available from Canadian Organic Growers at www.cog.ca or by phone at 1-888-375-7383 (Canada) or 1-613-216-0741.

 www.cog.ca

What's New in Online Farmer Resources

A Letter from the Young Agrarians



By Sara Dent

Dear Organic Growers,

Hope everything is going well for you during this busy time of year. Have you had a chance to check out the Young Agrarians U-Map project yet? If not, now's a great time to take a look. Please go to youngagrarians.org and use the Canada map icon in the header to visit the map.

As you may have guessed, "U-Map" is a take-off on "u-pick." The idea is that you map it – so that new and beginning farmers can find the resource information they are looking for.

We'd love it if you added a resource to the U-Map. Right now, there are fourteen categories of resources that we are mapping, including: apprenticeships, farms, funding, land, markets, and web resources

Put Yourself On the Map - It's Fast and Easy

Listing a resource takes about three minutes. Just click on ADD RESOURCE beside the map and fill out the form. We'll approve the information on the 'back-end' before it will go live on the map. You will receive an email notifying you when your resource is up.

(Tip: When adding a resource, we recommend using the latest version of whatever Internet browser you use.)

Bringing Generations Together for Farming Opportunities

We've been getting more and more inquiries from:

- landowners looking to find new farmers for their land
- farmers getting older who want to find the next generation to farm their land
- people who aren't farmers who want their land farmed

These folks have been adding their land opportunities onto the map. We've also been directing people to Farm Link and Land Share, other online platforms where they can list their farmland opportunities.

We're excited about this important development, since many beginning farmers don't have much (if any) equity. That means that finding long-term leasing opportunities may be the way of the future for new farmers to grow farm businesses.

Feeling Seedy?

We really need to get more local, ecological and organic seed producers in BC onto the map. If you grow and sell seed, please add your information.

The map has been an exciting project to develop. It's a long-term strategy to help new people wanting to get into farming to see what is out there in BC. We hope you will visit and add information to the map.

We were really lucky to receive support from the Organic Sector Development program to develop the Resource Map. We also had help from Vancity and Salt Spring Coffee. We are very grateful for the on-going support and mentorship provided by COABC.

Young Agrarians has been lucky to grow in B.C. We've hosted 50 events so far, including four 2-day mixers, dozens of farm tours and potlucks, and workshops on landlinking and small-scale intensive market gardening. We've had around 2500 people join us for events to date. We've hosted events in the southern half of BC from the Kootenays to Vancouver Island. These events are organized by farmers in the network.

This year we are working on developing resources to offer a business mentorship program, and we're beginning to host events in other provinces. We had our first farmer mixer in Alberta in April and we are planning two events in Ontario in October.

There are amazing, young, new and brave farmers in our network. There are also amazing older farmers in our network who come to events and support new farmers on the ground daily. Contact us if you'd like to get involved: theyoungagrarians@gmail.com.

Hope to hear from you soon. 🍃

Sincerely,

Sara Dent (BC Coordinator, Young Agrarians)

📍 youngagrarians.org/umap

Sara is a permaculture educator, farmer, photographer and project manager. She has worked for over a dozen years in the non-profit sector for arts, youth and social change organizations. Her foray into farming began as a wwoofers in 2006, and in 2008 she studied organic small scale farming and permaculture design at Linnaea Farm on Cortes Island. She is currently satisfying her farm itch by coordinating/producing Young Agrarians, enjoying

her community garden plot, teaching urban permaculture and supporting food growers.

Learn more online land-linking platforms

Land Share connects those who have land to share with those who need land for cultivating food. The Canadian site for this UK initiative will be launching soon:

📍 landsharecanada.com

Farmlink's matchmaker tool brings together new farmers who are looking for land or mentorship with farm owners who have land available or expertise to share:

📍 www.farmlink.net



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Growing Forward 2

New Funding Aims to Boost BC's Agricultural Sector

An additional \$10.4 million in funding was announced earlier this year for the Canada-B.C. Agri-Innovation Program, to promote the creation of new products and practices in B.C.'s agrifood industry.

Projects funded through the program must have the potential to lead to the commercialization and/or adoption of innovative products, technologies and practices, and could include:

- Advancements in plant, animal and food science.
- Energy and waste management.
- New product development and commercialization.
- Improvements in soil, water and air quality.
- Climate change adaptation.

Projects funded so far include initiatives for transforming agricultural waste into value-added products, testing a rubber-bearing plant variety, and developing new food and beverage products, as well as plant propagation and bio-control measures. The Canada-


B.C. Agri-Innovation Program is administered by the Investment Agriculture Foundation of B.C.

Find out more

Additional program information and application forms are available at: <http://iafbc.ca/agri-innovation.htm>

Information on Growing Forward 2 programs in British Columbia is available at:

agf.gov.bc.ca/apf/GF2/GF2.html

An online webinar, Ideas to Impacts, has been developed to take you through the steps involved in putting together a funding application for the Investment Agriculture Foundation. 

Watch it here: iafbc.ca/apply_for_funding/ideas-to-impacts.htm



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A Treasure Trove of Organic Research

OSDP Reports Now Available Online

By Paddy Doherty

The Organic Sector Development Program (OSDP) was an organic research funding program run by the Certified Organic Associations of BC (COABC) for the enhancement of the organic sector in BC and the rest of Canada. It operated from 2002 until the end of 2013, with funding provided from the Investment Agriculture Foundation.

In that time, the OSDP produced 99 projects for a total allocation of program funds of \$1,570,445. The total value of all projects, including industry cash and in-kind support, was \$3,774,865. The range of projects was impressive, from small on-farm research projects to large Pan-Canadian market research. All projects had some value for the organic sector, if only to show that a certain method or product did not work, or did not work as well as had been expected. The results from the projects have been equally impressive, creating lasting benefits for organic agriculture in BC for years to come.

Many of the final reports from these projects are now available on the COABC website. These reports are valuable stores of knowledge that are available for anyone in the organic community to review and use in their own operations. If you have questions about the results of some research, please do seek out the authors — they are busy but often quite willing to share further insights from their work. 🌱

Find the full list of available OSDP Reports on the COABC website:

 certifiedorganic.bc.ca/programs/osdp.php

Paddy Doherty managed the Organic Sector Development Programme from 2007 - 2013. He currently owns and manages West Enderby Farm along his wife, Elaine Spearing. Paddy has been involved in the organic movement since 1992, when he helped found the COABC.

The Global Appeal of the Edamame Bean *International Interest in OSDP-funded Research*

In the fall of 2013, Krishna Sharma, a plant scientist working at the Richmond Sharing Farm, submitted his final report to the OSDP on research he had been conducting into the factors affecting successful production of edamame beans in the lower mainland region of BC. While the study's conclusions that "organic edamame cultivation can be a potential crop to address climate change adaptation in BC" will be of great interest to BC growers who may be considering raising this increasingly popular Asian bean, it has also attracted interest from outside BC.

Sharma recently shared the following email from a South African colleague, who found his study's report online — an indication of the value of conducting and publishing this kind of research to the worldwide community of organic growers.

Dear Krishna,

I am involved with research work on edamame in the KwaZulu-Natal Midlands of South Africa. No previous work had been conducted on this crop in the country. The information I have obtained will be used in my MSc thesis.

I found your October 2013 Project Report on the "Varietal Yield Stability and Appropriate Management for Quality Organic Edamame Production" on the internet. The information contained therein is very useful to me. May I use you and your report as a reference, please?

Yours sincerely,
James Arathoon

Control Scientific Technician
Agronomy Section
Research and Technology Development
KwaZulu-Natal Department of Agriculture and Rural Development

Crazy for Carrots

Varietal Testing of Carrots in Organic Production in BC:
Highlights of Recent Research



Compiled by Marilee Peters

Carrot Facts:

You just can't beat a sweet, crunchy, fresh carrot.

In 2010, Canada imported approximately 1000% more organic carrots than it produced (Vitins, 2011).

It has been almost 20 years since the last third-party carrot variety trial in BC.

The lack of varietal testing puts BC growers at a disadvantage since variety selection can profoundly impact the grower's returns.

Canadians imported more than 16,560,186 kg of organic carrots in 2010 in order to satisfy their cravings for everyone's favourite crunchy orange veggie — compared to just 1,634 metric tonnes grown in Canada. It's a clear indication that demand is out-

stripping the ability of Canadian growers to supply the market for organic carrots.

Varietal testing, identifying carrot varieties that perform well in local conditions, is an important element in supporting organic growers to produce more carrots, yet third-party varietal testing is on the decline overall. In fact, when the Lower Mainland Horticultural Improvement Association (LMHIA) decided to conduct some variety trials, they could find no evidence of similar research in BC for the last twenty years.

Undaunted, the LMHIA, in partnership with organic and conventional growers, initiated a 2012 varietal testing research study of carrots with the goal of determining which varieties will work best for individual grower needs and planting conditions. The objective of the study, which was funded under the Organic Sector Development Program, was to evaluate the potential of varieties for organic production, and their

research report, “Expanding the potential for carrot production in BC: Processing and organics” presents their findings.

Two demonstration field plots were planted in the 2013 field season: a large scale planting at a conventionally managed site, and a small scale planting at an organically managed site. At the conventional site, 14 varieties of carrots were planted, while 12 varieties were tested at the organic site. Each variety was evaluated for germination rates, early season stand, foliar disease, insect damage on roots, yield, marketable roots, taste, appearance and impact of storage on flavour and quality of tops.

The researchers concluded that, in terms of variety performance, “the combined results of this study suggest that several varieties are good options for organic growers to explore. The market potential of coloured varieties in particular should be explored further – with Purple Snax, Cream Pak and Yellow Pak ranking well with both buyers in terms of taste and performing well after storage. Mokum and Fidra were two interesting orange carrots that performed well on a number of criteria, including taste. However, the poor performance of a variety in this trial does not indicate that it should not be considered for future plantings.”

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Table 6. Summary of yield parameters for carrot varieties harvested from the organic site in Chilliwack, BC

Variety	Number of carrots/transect	Weight (kg)	% marketable (excludes forks and splits)	Length of 10 marketable roots (cm)
Sherbert	36	1.29	42	13.6
Laguna	28	1.19	57	8.1
Yellow Pak	33	1.14	52	12.7
Purple Snax	30	1.54	67	15.9
Cream Pak	23	1.94	56	16.8
Napoli	45	1.35	42	11.3
NutriRed	27	1.50	50	13.9
Mokum	25	0.80	64	10.6
Jeanette	33	1.82	45	11.2
Sugar Snax	36	1.63	17	9.2
Fly Away	34	1.56	59	13.7

Table 9. Summary of quality evaluation by Discovery Organics buyer for carrot varieties harvested from the organic field in Chilliwack, BC.

Variety	Taste	Appearance	Product Marketing
Sherbert	Good crunch/flavour	Tops are OK	Rainbow bunches; bags (juicing/ food service)
Laguna	Very sweet - buyers' favourite	Hard to tell as carrots were still small	Probably good for bunching and bags (table)
Yellow Pak	Initial bitterness, but OK	Some browning and leaf scars	Rainbow bunches - not stand alone
Purple Snax	Good flavour - unique	Good size - tops and roots Larger roots with swollen tentacles	Rainbow bunches; possibly purple bunch; bags (table)
Cream Pak	Crunch and good flavour	Good tops and very straight roots	Rainbow bunches; bags (table)
Napoli	Good crunch	Size good but tops look weak	* too small to adequately assess. Probably OK for bunches if bigger
NutriRed	Good flavour	Bigger carrots look good with good tops	Rainbow bunch
Mokum	Flavour good but not special		* too small to adequately assess
Jeanette	Very good taste	Bigger carrots looked good - straight and good tops	Bunching; bags (table)
Sugar Snax	Very good taste		* too small to adequately assess
Fly Away	Flavour is not very strong. Crunch is OK	Tops seemed too flimsy for bunching	Bags (table)
White Satin	Unique taste, sweet	Tops dark green	Rainbow bunches - not stand alone

Sources

Expanding the potential for carrot production in BC: Processing and organics

Organic Sector Development Program, Lower Mainland Horticultural Improvement Association. December 2013

Prepared by Renee Prasad

E.S. Cropconsult Ltd.

www.escrop.com

Vitins, G. 2011

Not so lowly carrot: Import replacement opportunities for Canadian organic producers.

www.organiccentre.ca/NewspaperArticles/na_import_replacement_gv.asp First

Accessed October 2012

The full report is available online at the COABC website, along with research findings from a number of OSDP projects.



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Cool Forages

Becomes Hot New Resource for Farmers



By Sarah Rostami

When it comes to forage production, a little good management goes a long way. Proper stewardship can increase producer returns and provide environmental benefits such as reduced soil erosion and improved water quality.

Without access to current best practice guidelines (the last suitable forage resource published in BC was in 1999), many growers have been unable to optimize production.

To help bridge the gap, the Pacific Field Corn Association (PFCA) has compiled the latest research on sustainable forage production, sourced from 75 authors and seven countries.

Cool Forages: Advanced Management of Temperate Forages has already become an internationally acclaimed resource in the few months since its release.

While some contributions provide updates to previous research, such as forage quality, nutrient, weed and grazing management, and sustainable farming approaches, the book also offers new material in the field of agri-environmental impacts, a topic of increasing importance to BC forage growers.

PFCA project coordinator Fran Teitge is confident the

diversity of topics covered will translate into substantial cross-sectoral impacts.

“*Cool Forages* includes general information relevant to all forage producers, as well as more targeted recommendations for beef, dairy and even organic farmers,” explains Teitge. “It also includes guidance to help producers develop better management practices that can optimize production while reducing environmental risks.”

BC agrologist and seed supplier Bill Awmack believes that successful farming depends on quality varieties paired with sound production practices. For Awmack, *Cool Forages* has become an indispensable resource for both himself and his clients at Quality Seeds West in Langley.

“The articles do a great job of making cutting edge research accessible to everyone,” says Awmack. “We can provide better, more customized service that tailors variety selection according to the latest science and educates farmers about production methods.”

Cool Forages has proven equally popular within the academic community, making its way into the curriculum of universities like McGill and the University of West Virginia.

So far the PFCA has received bulk orders from Texas Tech University, Oregon State University, Dalhousie University, University of Virginia, the Grassland Research Centre in New Zealand, the Swedish Institute of Agricultural and Environmental Engineering, and is also expecting orders from the USDA. 🌿

“Of course,” Teitge assures, “any book requests from BC residents are filled free of charge.”

Cool Forages is available online at:

🔗 farmwest.com/node/1303

This project was funded by Agriculture and Agri-Food Canada and the BC Ministry of Agriculture through programs delivered by the Investment Agriculture Foundation of BC (IAF).

Sarah Rostami is the Communications Officer for the Investment Agriculture Foundation of BC. The IAF is an industry-led, not-for-profit organization that works with the agri-food industry and federal and provincial funding partners to invest in projects that have the potential to transform ideas into solutions. Funding is available through a variety of programs and initiative to help industry seize opportunities, develop solutions, and ultimately become more competitive and sustainable.

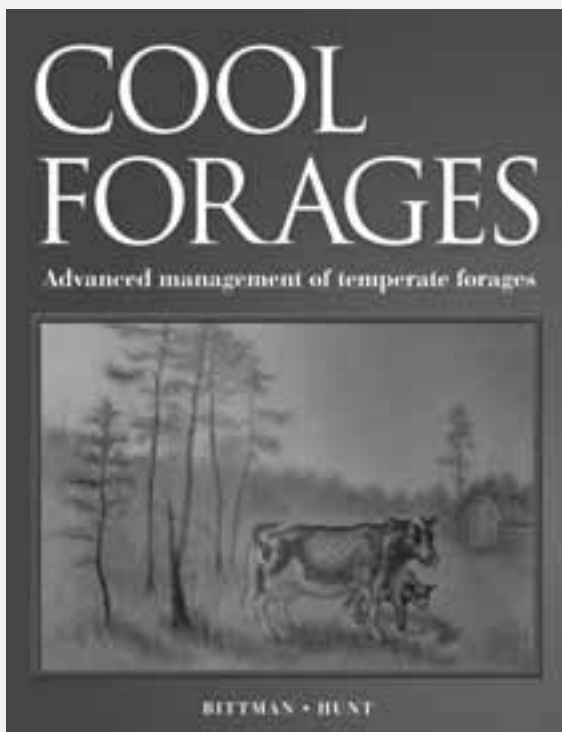
While the Organic Sector Development Program has concluded, IAF continues to support the organics sector. Funding is available through our Emerging Sectors Initiative or the Canada-BC Agri-Innovation Program, under Growing Forward 2, a federal-provincial-territorial initiative. For more information, contact us at:

T: 250.356.1662
E: funding@iafbc.ca
W: www.iafbc.ca

Are Forages Green?

Green is the colour of freshness and sustainability. It is also the colour of immaturity and inexperience. Our eyes discern more shades of green than any other colour. In the landscape the green of trees is often seen best at a distance where the colour may appear blue and grey, but the beckoning pastoral landscape with verdant foliage is a comfort to the soul. In ‘cool’, temperate societies around the world, the pastoral landscape is embedded in art, literature and music, always representing comfort and peacefulness. The pastoral landscape gives us the images of cowboys driving herds of cattle across boundless grasslands and shepherds (pastors) minding docile flocks, both providing nourishment and vestments, and perhaps making mankind feel less lonely on the landscape. The grassy landscape is likely hardwired into our psyche; it is from grasslands, not forests that mankind emerged.

The perceived ‘greenness’ and sustainability of forages is not without merit. More than any



other crop, forages are protective of the environment, thanks to massive root systems, long periods of growth and year-round ground cover. Forages shield the soil against salinization and degradation by erosion and subsidence. In fact forages, more than any crop, builds soils by furnishing abundant carbon (C) and nitrogen (N) from their ample roots, and even more so if livestock waste is returned. Forages provide for an elaborate and diversified soil ecosystem and food web, replete with both small and minute soil organisms, by enhancing soil structure, conserving nutrients, and nourishing with carbohydrate exuded from roots and indirectly from applied manure. Forages protect the freshness of streams and lakes by reducing surface runoff and leaching. They may reduce emissions of greenhouse gases such as nitrous oxide and carbon dioxide by sequestering C and N, and they improve air quality by

reducing dust emissions that often come from tillage and wind erosion. Forages also emit a pleasing scent to the air, and provide nectar and pollen for beneficial insects. Forages may reduce the need for pesticides and mineral fertilizers. And, finally, forages provide feed and habitat for birds and wildlife.

The Pacific Field Corn Association (PFCA) is a not-for-profit society of farmers and agribusiness registered in BC. The mandate of the association is to promote research and education on field corn and forages.

Excerpted with permission from Cool Forages: Advanced Management of Temperate Forages, published by the Pacific Field Corn Association.

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Organic Revival

A vision for agricultural revitalization in the Comox Valley



By Moss Dance

In early June, a handful of Comox Valley organic producers put down their hoes, turned off their rototillers and stepped away from their bustling farms, to take a trip to the city. They were headed to Vancouver, en route to an opportunity to pitch their vision — of a vibrant farming community that attracts and retains new organic farmers — to a group of local food-loving financial investors.

Sound unlikely?

In fact, we were on our way to Vancouver's first-ever Slow Money Conference, held on Granville Island from June 5-6, 2014. Slow Money is a movement that started in the U.S. and is beginning to spread internationally. It aims to connect local investors to local food producers — taking “buy local” one step further, and encouraging investors to put their money where their mouths already are — with the small food enterprises, local food systems, and organic farms that underpin their community.

About the Vancouver Island Organic Collective

The Vancouver Island Organic Collective, Comox Valley Chapter started in my living room. As a new farmer, I was feeling isolated and overwhelmed, so I called a few local organic farmers over for a potluck.

As we discussed challenges we were facing, we found we were all struggling with the same things. We agreed that we had some issues in common: ambiguity in the local marketplace about the term “organic,” lack of access to affordable organic feed and inputs and the need for more small and medium-scale farm and processing equipment.

After identifying these key challenges, we decided to roll up our sleeves and get to work. We crafted our mission “to promote Certified Organic Agriculture in the Comox Valley by educating eaters, supporting farmers and building community.”

By the time we found out about the opportunity to pitch to Slow Money Canada, we already had a few successes under our belts, including the development of a local, organic logo and changing the rules at our local farmers' market to ensure the term organic is used only by certified producers.

Our pitch - Agricultural Revitalization

As our collective examined the common issues affecting organic producers in our community, we started to see the big picture: BC is rated tenth amongst the provinces for agricultural funding. Here in BC, there are very few programs and services still available to farmers. Extension agents are stretched too thin to visit farms, and agricultural research today is a spectre of what it used to be.

Additionally, we can see the potential growth of organic production supported by farm education specific to our climate, increased opportunities for mentoring and land sharing, and access to some simple shared facilities for processing and storage.

In light of this, our pitch was geared towards rebuilding agricultural infrastructure in our community. And if we are going to rebuild it, we want to build it with the organic, small and medium-scale farmers in mind.

Our project can be broken down into seven areas:

Continued on page 29...

Tooling Up for Summer

The Ergonomics of Farm Tasks

By Gina Vahlas

As an organic farmer, you care about the health of your land, your community, and yourself. Growing and eating healthy, nutritious food is an important part of ensuring that you'll stay well and fit in the years ahead. But do you also think about how to protect your body so that it will be able to work for you comfortably for years to come?

In fact, the most important piece of farming equipment you have is your body, and it's crucial to keep it in good condition by using it appropriately.

Farming is a dangerous occupation, and although accidents with large machinery can be devastating, farmers are also at risk of chronic pain from back strain and repetitive stress injuries to hands, arms and wrists. Plants grow in the ground, after all, and extended periods spent bending the back and knees to plant, weed, and harvest crops at or below knee height can lead to a musculoskeletal injury.

The good news is that there are simple steps you can take to ensure that you avoid injury and keep your

body in good working condition.

Mix it Up

In order to prevent injury, it is best to alternate between working in a kneeling position and in a fully upright position. Ideally, throughout the day you'll want to change positions approximately every 20-30 minutes. If that's not possible, make sure you change your position before you start to feel discomfort.

Weeding is a task that you can do in an upright position, provided you have the right tool. You need a tool that you can use while standing straight. Three examples of upright weeding tools are the wheel hoe, the scuffle hoe and the draw or beet hoe.

Keep It Rolling Along

Wheel Hoe: With the wheel hoe, the body is upright while walking and pushing the wheel forward. It has



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From left to right: Bent back working position, upright position (with a slight bend in the back using the wheel hoe), and weeding with two scuffle hoes with different handle lengths. Below: detail of two scuffle hoes.
Credit: Gina Vahlas

two blades behind the wheel that go into the soil and cut the weeds. Care needs to be taken to ensure that the hoe does not go into the soil too deeply, as it will then require more force to push. Try to stand as straight as you can while you are using this tool and let it cut the weeds for you.

The Push and Pull

Scuffle Hoe: The scuffle hoe has a blade on the end of the tool that cuts weeds just beneath the soil surface. It works by using a sliding or a pushing-and-pulling





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Note the straighter posture when using this angled, long-handled hoe (far left) versus the increased bent back posture when using the straight, short-handled hoe (centre.) The draw hoe involves a bent forward back posture and fatigue in the arms (far right.) Credit: Gina Vahlas

motion. There are a variety of blade shapes and sizes available so try to find the one that best matches your needs. Ensure the handle is long enough so that you can stand up straight while you are working. A small bend in the handle helps to angle the tool, allowing you to stand straighter during its use.

Can You Beet It?

Draw Hoe: The draw hoe or the beet hoe is another upright weeding tool, and the type most commonly seen in stores. This hoe requires a bent forward back posture and a chopping motion with the arms, causing the arms to fatigue more quickly than while using the scuffle hoes.

To further reduce strain on your body:

Use mechanical tools as much as you can. Look for tractor attachments that can go on the front of the tractor or just below so that you can face forward on the tractor to see where you are going as well as where the blades are going. If you are sitting for long periods of time, use a lumbar roll to help support the lumbar curve of your back, which flattens out in sitting positions.

- Try to use your non-dominant hand for tasks that do not require precision movements; for example, weeding in an open area where there is no danger of cutting desirable plants.
- Keep your tools clean and sharp to minimize strain on your body and improve your effectiveness.

- Weed frequently, it's easier on the body to hoe smaller weeds.
- Know your soil. Different tools work best in different soil conditions. Test tools before making multiple purchases.

Taking steps to ensure that you are as comfortable as possible while you are working will help you to have more energy, and keep your body in good working condition for years to come. 🌱

Special thanks to Susan Snow of Delta's Snow Farms for demonstrating the tools for these pictures and for sharing her expertise with me for this article.

 www.snowfarms.ca

Gina Vahlas, B.Sc. (Kin), is a Canadian Certified Professional Ergonomist. She works in the Prevention and Occupational Disease Initiatives Department at Work-SafeBC, helping companies develop systems to prevent musculoskeletal injury. She has been an ergonomist for more than 15 years and has worked in a variety of settings, including education, food and beverage processing, manufacturing, warehousing, construction, tree planting, and agriculture.

 www.worksafebc.com

A Helping Hand

Building Outreach & Awareness of Organic Certification

By Jen Gamble

The Organic Certification and Public Education project funded through Vancity has been making great progress. After many improvements and edits, online forms are now up and running. We will continue to gather feedback that can improve the online process while the second portion of this project focuses on outreach and awareness.

As part of the pilot project we recently co-hosted an information session at Kwantlen Polytechnic University. New and aspiring farmers were invited to learn more about organic farming and certification in BC at a session on the Kwantlen Sharing Farm in Richmond. Kwantlen and COABC partnered to present the free information and discussion session on organic agriculture. The well-attended session featured Cara Nunn, the pilot project administrator, Rochelle Eisen, the President of Canadian Organic Growers, and Chris Bodnar, operator of Close to Home Organics. The trio presented the new online application forms, the other online resources available, spoke about the importance of certification, and answered questions and interacted with the audience.

In May, the BC Agriculture Council hosted BC Agriculture Days in Victoria, a prime opportunity to raise awareness of organics among politicians and policy makers. COABC had three representatives in attendance, all of whom promoted the sector at the reception, in meetings and during informal conversations. During the reception, COABC set up an information booth that prominently featured the recently completed online booklet “What is Organic Farming.” The event has had positive feedback and has resulted in follow up conversations.

To further our outreach efforts, we are pleased to welcome Marilee Peters to the project team. Marilee has been involved in communications for many years and has been editing the BC Organic Grower for the past year. Her talents will be put to good use helping us with general communications and a social media campaign.

Over the summer, the project team will be planning for Organic Week and a promotional campaign to increase public knowledge of the organic sector. If you are able to help please let us know.



Chris Bodnar speaks at the information session on organic certification at Kwantlen Sharing Farm. Credit: Jen Gamble.

An advertisement for 'Eat More Sprouts & Greens'. The top part features the brand name 'EATMORE' in a large, stylized font with 'SPROUTS' underneath it. Below this, the text reads 'Organic Sprouts & Greens', 'Grown in the Comox Valley Year Round!', and 'Look for our sprouts & greens at your favourite grocer or restaurant.' At the bottom, the address '2604 Grieve Rd., Courtenay, BC V9J 1S7' and phone number '250.338.4860' are listed, along with the website 'www.eatmoresprouts.com'. The background of the ad shows a close-up of fresh sprouts.


... Crowd Funding: continued from page 6

The report, entitled “Organic Sector Crowdfunding Report 2014,” and its companion guide “Crowdfunding Essentials - A Guide For Organic Sector Organizations” were produced for the OVCRT by Junxion Strategy, a consulting firm headquartered in Vancouver. Both documents are now available on the COABC website in the “What’s New” section.

The report’s writers note that the organic industry “as well as the sector organizations that work to promote and strengthen organic capacity in Canada are underfunded, a challenge which is of critical importance if the sector is to scale and catch up with demand.”

Could crowdfunding be the answer to the sector’s funding crunch? While the report cautions that crowdfunding isn’t a magic bullet, the writers point out that organic sector businesses and organizations can take advantage of “the appeal of organic among Canadians, as it resonates with their health and sustainability values and beliefs.

Crowdfunding campaigns are ideal for emotionally charged projects with an engaging story, focused timeframe, and clear benefit to the individual supporter or community.”

Check out the report and guide for the latest information on crowdfunding, its applicability to the organic sector, costs, best practices, and recommendations on “Go/No Go” projects. These are must-reads for anyone contemplating a crowdfunding campaign. 

 www.roundtable.agr.gc.ca

For more information on the OVCRT, please visit:

Or contact Gunta Vitins, Industry Co-Chair of the OVCRT, at gunta.vitins@gmail.com.

Gunta Vitins of Resilient Solutions Consulting has been spearheading innovative agri-food initiatives in the organic public and private sectors over the past 25 years, across Canada. Her work experiences spans government, academia and the private sector, and includes business development, agricultural production, processing, distribution, sales and marketing.


Crowdfunded Farms Successful Campaigns from around the World

Jonai Farms

 www.pozible.com/project/19781

In Australia, the Jonas family was successful at raising \$27,570 from 166 sponsors, using the platform *pozible*. Their campaign focused on raising money to fund the building of a licensed butchering facility, smokehouse and curing room on their free-range, rare-breed pig farm.

Chagford Community Farm

 www.crowdfunder.co.uk/chagfarm

Two hundred and twenty-six backers helped brothers Davon and Sylvan Friend to raise £15,685 for their micro-dairy in Devon, England. The brothers’ pitch? They needed money to build a milking parlour for their goats, to build a cheese cave to start producing cheese, repair some farm buildings, and invest in solar panels. In return, they offered supporters the chance to have their names stenciled on the dairy walls, personalized farm tours, or even the chance to be a farmer for a day, depending on the size of the donation.

Bloomfield Farm

 www.indiegogo.com/projects/how-to-start-a-farm-in-5-minutes

Here in Canada, farmer Rebecca Bloomfield raised \$13,912 to start her own organic farm in Almonte, Ontario. Eighty-seven funders on the platform *Indiegogo* helped Rebecca to raise enough money to build a deer-proof fence around her land. Her campaign video, “How to Start a Farm in Five Minutes” attracted over 4,400 views.

1. Tool lending library: Our tool and equipment library would feature appropriate technology for small and medium-scale producers. Small-scale processing equipment (threshers, combines, bean hullers) would create new opportunities for staple crop production in our community.
2. Research: Climate change encourages the migration of pests and diseases into new territories. It is wise for us to invest time and energy studying these issues and developing organic solutions.
3. Mentoring: We would like to offer more in-depth mentoring to young and new farmers through intergenerational connections and learning events. Here, we can partner with Young Agrarians, Stewards Of Irreplaceable Land and WOOF Canada.
4. Education: We aim to offer workshops on specific farming topics that are relevant to farmers north of Nanaimo.
5. Land Access: Building upon the Young Agrarians' land access tools, we will organize workshops about lease agreements and host land-linking events.
6. Capacity Building: We intend to hire a full time coordinator to oversee the projects.
7. Storage and processing facility: A storage and processing facility for organic growers would provide producers with a space to create value-added products and keep storage crops.

What's Next?

We'd like to thank Slow Money Canada for the opportunity to share our ideas with other community organizations and potential investors. We will be sharing our vision with local government, and may be starting a crowdfunding campaign for specific projects. We'll keep you posted!




Moss Dance farms in Merville, BC at Ripple Farm and co-operates Merville Organics. Moss is passionate about community-building, farming and baby turnips.

Find out more about Slow Money:

 www.slowmoney.org

And learn more about the Vancouver Island Organic

 facebook.com/CVOrganicCollective



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Events & Announcements

Events

Organic Week, September 20-28. Plan your event now and be part of Canada's National Organic Week, the largest annual celebration of organic food, farming and products across the country. Whether it's a pickling workshop, recipe contest, farm tour, or organic food and drink tasting -- make your community event part of the festivities by registering at www.organicweek.ca/register-event/. Check out events planned in communities across BC at www.organicweek.ca/find-an-event

Farm Folk City Folk's Feast of Fields celebrations this fall are a chance to experience the harvest, gourmet-style. Held in metro Vancouver, the Okanagan, and on Vancouver Island, participants at these 4-hour wandering harvest festivals taste the very best of BC from chefs, farmers, fishers, ranchers and food artisans paired up with local vintners, brewers and distillers. Find out more about these gastronomic journeys towards sustainable, local food systems at www.farm-folkcityfolk.ca/events/feast-of-fields/

The Organic Processing Inspector Course from Canadian Organic Growers will be held this November in Mississauga, Ontario. The course includes comprehensive training on Canadian Organic Standards, four days of instruction, and a field trip to a certified organic operation.

Recommended for those interested in becoming organic inspectors, or those who want to better understand the organic inspection and certification process. Learn how to conduct processing facility inspections, applicable organic certification processing standards, regulatory requirements, inspector protocols, and more. See www.cog.ca/news_events/inspector for more information.

A webinar on Harvesting, Drying & Cleaning your Seed Crops will be hosted on July 30 by the Bauta Family Initiative on Canadian Seed Security in partnership with BC Seeds, a project of FarmFolk CityFolk. Featuring presentations by Patrick Steiner of Stellar Seeds, Kim Delaney of Ontario's Hawthorne Seeds, and Dan Jason of Salt Spring Seeds, the webinar will cover seed harvesting, drying and cleaning methods, equipment needs, and more. See www.seed-security.ca/en/117-webinar-series for information.

Young Agrarians are hosting events across BC all summer long! Find an event near you: youngagrarians.org/events

Announcements

National Standards for Organic Agriculture - comment period now open. Review and comment on proposed answers to questions raised by organic stakeholders regarding the National Stan-

CLASSIFIEDS

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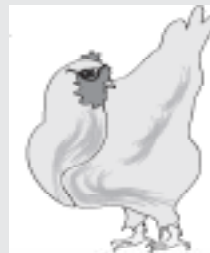
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For more information, contact Moss at:

bcogadvertising@certifiedorganic.bc.ca

dards for Organic Agriculture. Visit the Organic Federation website: <http://organicfederation.ca/qas-under-comment-period>. To comment on the proposed responses, email OPR.RPB@inspection.gc.ca before the August 4, 2014.

Canadian cities are becoming food policy entrepreneurs, according to a report released this June by the Canadian Agri-food Policy Institute. In *Municipal food policy entrepreneurs: a preliminary analysis*, CAPI details how municipal governments across Canada are addressing food issues such as agricultural land loss, climate change, food poverty, food affordability, and public health. Read about it at www.capi-icpa.ca/news/2013/municipal-policy_pr130604.html



ORDER FORM

Enterprise Name: _____

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Postal Code: _____ **Phone Number:** (____) _____

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Date Ordered: _____ **Date Required:** _____

PST Exemption (for packaging materials)

Option 1:

PST Number: _____

Option 2: Certificate of Exemption

Farmer exemption form:

www.sbr.gov.bc.ca/documents_library/forms/0458FILL.pdf

Other enterprises exemption form:

www.sbr.gov.bc.ca/documents_library/forms/0490FILL.pdf

or request the appropriate exemption form from the office.

Item	Units	Unit Price	Quantity Discount	Quantity	Total
Stickers 1" round	1000 pc roll	\$13.50	10 rolls \$120.00		
Stickers 1 1/4" square	1000 pc roll	\$10.50	10 rolls \$90.00		
Twist Ties 10" (15,000 per case)	1000 pc	\$13.00	Full Case-\$165.00		

The packaging materials above are only available to COABC Certified Organic members and are PST exempt for qualifying enterprises (see above).

Have you signed a Consent to use Official Marks Declaration Form (July 2006 revision)? Y/N

With which products will you be using the packaging materials? _____

Promo Materials: available to everyone	Member \$	Non-member \$	Tax		
Bucket Hats size M or L *	\$15.75	\$15.75	PST taxable		
Ball Caps	\$13.10	\$13.10	PST taxable		
Green T-shirts L or XL *	\$18.00	\$18.00	PST taxable		
Natural T-shirts (Logo) M *	\$7.25	\$7.25	PST taxable		
Natural T-shirts (Plain) S, XL or XXL	\$5.00	\$5.00	PST taxable		
Organic Livestock Handbook 2nd Edition *	\$30.00	\$27.50	No PST		
Organic Tree Fruit Management	\$19.95	\$25.95	No PST		
Western Canada Organic Directory	\$6.00	\$6.00	No PST		
Sub-total (before taxes and shipping):					

*Limited quantities available - please contact the COABC office for availability

GST # 887782431

Postage Rates

Minimum charge of \$10.00 per order for any promo and/or packaging materials

GST will be added to postage amounts

Rates vary and will be calculated at the office

An invoice will be sent with your order. Postage and applicable taxes will be added to your invoice.

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