



BOG SIDE

CRANBERRY AG-TOURISM

2021 was a big year for CCCGA's Bog Tour Program. With the assistance of A.D. Makepeace, we conducted over 40 charter bus tours this summer and fall. We also conducted 8 tours at Benson's Pond in Middleboro. Finally, we also conducted 8 public tours on weekends at various growers' bogs during harvest. Public tours are where we hire a school bus, guests sign-up online and then we bring them out to the harvest. Whether it's a public or private (charter bus) tour, our goal is for the next 1 ½ - 2 hours to educate them on cranberries. This is an opportunity to not only educate the public but to build up a base of cranberry enthusiasts, who will want to consume more cranberry products and better appreciate what it takes to grow this amazing crop.

Dawn Gates-Allen was the guide for the vast majority of the tours this year, utilizing her years of experience and comfort talking to people, making an enjoyable and impressionable visit. Dawn has a natural gift and a passion for talking cranberries. Because Dawn can't do all the tours, we have started to build a great team of tour guides to help further our reach. We were able to enlist growers Bob Bentley of Carver and Bill Scott of Hanson, along with retired Ocean Spray employee Judy Joy. We also had a retired schoolteacher from Wareham who previously created the cranberry bog STEAM program at the Wareham Middle School, as well as two other guides that have a passion for cranberries but no previous formal experience in the industry. These 6



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Continued from the cover

guides, with Dawn as a mentor, did a fantastic job, each bringing their own twist to the bog tours. Putting all of this together was CCCGA's Bonnie Soule. Bonnie did a masterful job, corralling charter tour bus companies, answering endless inquiries from the general public, chasing down growers as to where they would be harvesting, scouting out the locations to insure where a bus could travel and not get stuck in soft sand, putting together gift bags (mostly with the help of Patti Silvia), and so much more. It was a big job that probably prematurely aged her, but she persevered and now CCCGA has a solid bog tour business from which to build upon. Special thanks to Kim Houdlette of A.D.

Makepeace for helping CCCGA with the tours and for offering guidance along the way, based on her many years of running tours for Makepeace.

The CCCGA board will now evaluate the success of the bog tour program and how to make this a more profitable venture for the Association. Demand is through the roof and there are numerous opportunities to grow this business, both with the general public but also school groups. There are also some growers that have been offering bog tours on their own farms. Combined with CCCGA, we can all work together to expand tour offerings and educate countless more people on the cranberry industry and the growers of Massachusetts.



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CHANGING ON THE FLY

BY: BRIAN WICK, EXECUTIVE DIRECTOR



As of this writing, harvest season is winding down. CCCGA had the opportunity to host quite a few bog tours for state agencies and legislators. The tours are a great opportunity to engage these leaders, educate them about cranberry farming, allow them the opportunity to get into the bog to help load fruit and most importantly, to foster relationships. The tours we hosted are as follows:

Proclamation of Cranberry Month

The Baker-Polito administration again declared October to be Cranberry Month in the Commonwealth. We are proud to accept this recognition on behalf of all of the growers in Massachusetts. The Massachusetts Department of Agricultural Resources (MDAR) Commissioner, John Lebeaux, presented the proclamation at Matt Beaton's Eagle Holt cranberry bog in Wareham. Participating in the presentation was Representative Susan Williams Gifford of Wareham, Keiko Orrall, Director of the MA Office of Travel and Tourism (MOTT), along with several key members of the MDAR and MOTT staff.

Freshmen State Legislators

Matt Beaton again hosted the freshmen legislators and their staff on a beautiful fall day at the Eagle Holt bog in Wareham. Every two years there is a new group of freshmen legislators from all across the state, generally who know little to nothing about cranberries, providing a great opportunity to introduce them to the industry. This new group of legislators and their staff were inquisitive and engaged. The freshmen class president, Representative Jake Oliveira of Ludlow, organized a good turnout of legislators and their aides.

Joint Committee on Environment, Natural Resources and Agriculture

This State House committee is the one where many of our legislative bills pass through. Chaired by Senator Rebecca Rausch of Needham and Representative Carolyn Dykema of Holliston, all of the members are new to this committee. Scott Hannula welcomed the committee and their key staff to his bog in Middleboro, where they learned about many facets of the industry. Topics included bog renovation, earth removal, technology improvements, IPM, pesticide use, among others.

Executive Office of Energy and Environmental Affairs

Keith Mann welcomed Beth Card, the Undersecretary of Environmental Policy and Climate Resilience for the Executive Office of Energy and Environmental Affairs, along with Commissioner John Lebeaux and key staff from both agencies to his bog in Wareham. This energetic group participated in wet harvest and as in the previous groups, a chance to talk cranberries and discuss our opportunities and challenges.

Attorney General Maura Healey

This was the first bog experience for Attorney General Maura Healey and she was welcomed to MA cranberries by Rob Rubini at Piney Wood Bog in Plymouth. Besides getting a general indoctrination in cranberries, we were able to discuss bog renovation, technology and innovation, diversified income opportunities, among many other pertinent topics. The Attorney General and her staff were inquisitive and engaged, asking good questions and coming away with a much deeper understanding of what is involved in growing cranberries.

Notable at all of these VIP tour events was our CCCGA President, Steve Ward. Steve was in the bog with the guests, explaining the process and making connections. Steve's father, Dick Ward, attended all of the events as well, captivating the guests with his knowledge of the industry and natural charm but also provided fresh fruit to all of the attendees, in nicely arranged clamshell boxes, complete with a note about how and where to learn more about utilizing the crimson berries. The Ward family, along with our board members that hosted and participated at the events, again demonstrated their commitment to the industry and their ability to help educate our state leaders on the Massachusetts cranberry industry on behalf of all the growers.

Continued on next page:

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Some breaking news that Karen Cahill covers in more detail in the Cranberry Marketing Committee report found elsewhere in the newsletter, is that the ongoing tariff dispute with the European Union has been resolved. This will have a significant, positive impact on our export business in the EU. Many thanks go out to the Cranberry Marketing Committee for their steady hand in overseeing this process along with their consultant, Bryant Christie, with much collaboration from our grower associations (including CCCGA), the handlers, Cranberry Institute, and our congressional delegation, led in Massachusetts by Senator Warren and Representative Keating. A great team effort and some welcome news coming off a tough harvest season.

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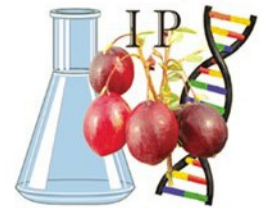
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UMASS CRANBERRY STATION NEWS

BY: HILARY SANDLER



We hosted a Construction Celebration event on October 22, 2021. More than 70 people attended, listening to speakers from the University, the Baker-Polito administration and local politicians. It was a beautiful fall day and the prospects of a new facility was a welcomed topic. A 3-minute video of the event can be found here: <https://youtu.be/0oluH4KoyCw>. An article on the event can be found here: <https://ag.umass.edu/cafe/news/umass-amherst-holds-construction-celebration-for-expansion-modernization-project-at-cranberry>

At some point in the construction process, the Station will lose its phone system. If you call the Station and cannot gain access to the extension that you want, please try calling one of the following three numbers and we will help you get to the person you need.

Hilary Sandler 413-800-6531

Robyn Hardy 413-800-7470

Dawna Gauvin 508-273-3365

I hope everyone's harvest is either completed or nearing completion. It has been a tough and sometime disappointing year. We experienced a 30% decrease in yield at State Bog this year compared to last year. It was not our worst crop in the past 10 years, but certainly ranked in the bottom third.

Due to the current indoor mask mandate and vaccination verification policies, we are planning to hold our January 2022 meetings by zoom. We will use a similar format as last year, holding two half-day sessions. Registration and more information will come out in our next newsletter (late Nov/early Dec). Holding the April Pesticide Safety meeting in person remains a possibility but will depend on the COVID situation and current State and University policies. We'll keep you posted.

Warm wishes for a great holiday season to all from the staff at the Cranberry Station.

2021 HARVEST TOURS IN PICTURES



On October 7, 2021 Massachusetts Department of Agricultural Resources Cmsr. John Lebeaux and staff, Ex. Dir. Keiko Orrall of the MA office of Travel and Tourism and State Representative Susan Williams Gifford joined local cranberry growers on the bog to deliver Governor Baker's proclamation declaring October to be Massachusetts Cranberry Month. Hosted by Matt Beaton of Eagle Holt Bog in Wareham.



CCCGA was pleased to address the freshman legislative class on October 8, 2021. The freshman state legislators were: Representatives Adam Scanlon, Kip Diggs, Sally Kerans, Kelly Pease, Mike Kushmerek, Jake Oliveira, Erika Uytterhoeven, Ted Philips, Vanna Howard, and Steve Owens. Hosted by Matt Beaton of Eagle Holt Bog in Wareham.



Members of the Joint Committee of Environment, Natural Resources and Agriculture chaired by Senator Becca Rausch, Representative Carolyn Dykema, and their staff traveled to Middleboro on October 15th for a bog tour. Hosted by Scott Hannula of NERT Bog .



After the Construction Celebration meeting at the Cranberry Station, on October 22nd , Beth Card, Undersecretary of Environmental Policy and Climate Resilience for the Executive Office of Energy and Environmental Affairs, John Lebeaux, Commissioner of the Department of Agricultural Resources and their staff joined us for a bog tour in Wareham. Hosted by Keith Mann of Mann Farms.

2021 HARVEST TOURS IN PICTURES



On November 8th Steve Ward, Senator Susan Moran, Brian Wick and Attorney General Maura Healey visited Piney Woods Bog in Plymouth. Hosted by Rob Rubini.



CCCGA Past President Keith Mann and President Steve Ward



Representative Kelly Pease with Dick Ward



Freshmen State Legislators

NOTES FROM BEACON HILL

BY: JOHN FERNANDES



The last few months have been busy ones for the CCCGA.

August saw the return of the in person annual meeting. We saw a good turnout of growers and legislators. It was a nice day and a nice return to normal. Representative Bill Straus was honored with the Scoop Award recognition and well deserved as he has been a strong supporter and good friend of the industry throughout his term.

The legislature came back into formal session in September, and as expected, the pace picked up dramatically, with many hearings scheduled to address the few thousand bills still yet to be heard. A bill sponsored by Senator Moran that seeks to correct an anomaly in the SMART legislation that would clarify the dual use of solar on agricultural land was heard by the Environmental Committee and it generated a good amount of testimony. We have had follow up conversations about the bill with legislators and will continue to advocate its passage. The administration also released new guidance on the dual use program for review and comment, which will be shared with you as we move through the process.

There was a groundbreaking event for the coming cranberry station renovation and construction project, which when completed will vastly improve the work performed at station and improve working conditions, which will in turn improve the research and recommendations that growers receive from that work. Our thanks go out to our legislative delegation and especially Senator Rodrigues and Representative Straus who do double work as co-chairs of the cranberry station oversight board and who were critical in securing the support in the house and senate to move the funding for the project forward. Our thanks to the Governor and his administration including Secretary Kathleen Theoharides and Commissioner John Lebeaux for their support, as well as the UMass Dartmouth administration for their efforts in running the station.

We are all anxious to see the roll out of the cranberry tax credit program contained in last year's economic development bill. Brian and I

have kept in touch with MDAR and EOEIA about the regulations for the program, which we expect to be released in the near future since the tax credits are available for 2020 grower capital improvement projects. We will let you all know as soon as the program is finalized. This program can be used in conjunction with a new round of Cranberry Innovation grant funding for the coming year. Brian will be in touch with more information on all this as it becomes available.

I recently attended a farm tour for legislators sponsored by the Farm Bureau. Several of us had the opportunity to address concerns with certain legislation that seeks to change certain agricultural labor rules regarding overtime, minimum wage, and rest time.

The CCCGA also sponsored several bog tours for governmental leaders during harvest to familiarize those legislators and administration members with the work of the growers in a hands-on fashion. The tours are well attended and well received as the participants eagerly get in the water and learn firsthand what the work is like. These tours present a great opportunity to educate these officials on the legislation and advocacy priorities of the CCCGA.

Best to you all. Please stay safe.

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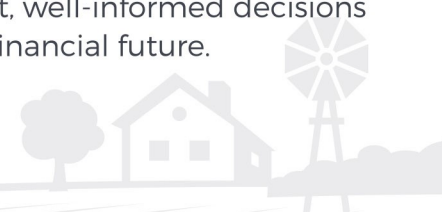
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CCCGA Executive Director Brian Wick recently visited the studio of 95.9, WATD in Marshfield for a segment on their morning show, talking about MA cranberries. This 10-minute segment was fast-paced and a chance to highlight our state fruit over the local airwaves. Thanks goes to CCCGA's media consultant, Michelle McGrath, for arranging the visit. Brian was also interviewed this harvest season on WGBH and WBZ radio. Brian noted that he has a good face for radio.



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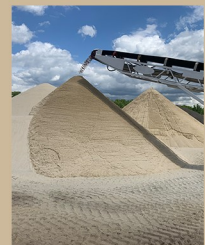
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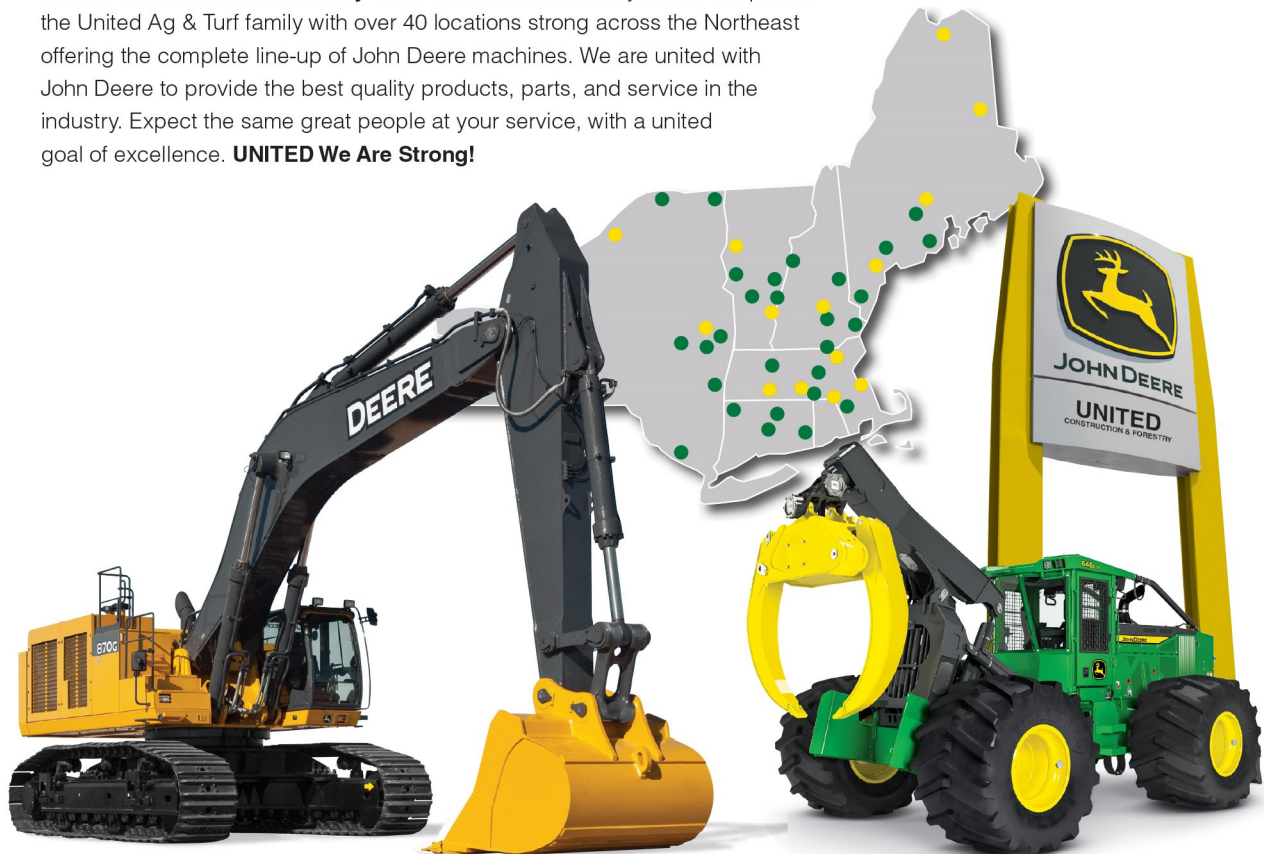
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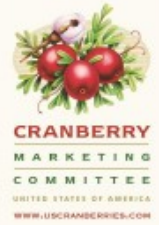
THE BIG E



CCCGA celebrated the Eastern States Exposition Massachusetts Day on September 23th by revealing CCCGA's awesome new display. We also spoke with Governor Baker, handed out sweet dried cranberries, recipes and brochures. We chatted with CEO Jim Kane from the AD Makepeace Company and did an interview for a Springfield television channel. Many people stopped at the booth to share their cranberry experiences and learn new things about our plump little berry. Just a super day for the industry!!

UPDATES FROM THE CMC

BY: KAREN CAHILL



The U.S. and Europe Union have reached an agreement that addresses a three-year steel and aluminum tariff dispute. As part of the agreement, the EU agreed to not implement a proposed 25% tariff on U.S. dried cranberries and to suspend the current 25% tariff on U.S. cranberry concentrate. In 2018, the U.S. imposed steel and aluminum tariffs on several countries including the European Union. On June 1, 2018, the EU responded with its own set of tariffs on U.S. products including U.S. motorcycles, distilled spirits, citrus, and cranberries.

The EU originally recommended a 25% tariff on both concentrate and dried cranberries, but as a result of domestic EU pressure, only imposed the concentrate tariff and suspended the 25% dried tariff for three years in the hopes an agreement could be reached. In late May 2021, an additional six months to resolve the issue was negotiated. If no agreement was reached, the EU dried cranberry tariff would have gone into effect on December 1, 2021. The U.S. currently exports \$73 million worth of dried cranberries annually to the EU, the largest export market for U.S. dried cranberries.

CMC executed a request for proposals (RFP) for a new market development project for the following areas: 1) Russia, 2) South America (Brazil, Colombia, and Argentina), and 3) Southeast Asia (Thailand, Vietnam, Indonesia, Malaysia, and Singapore).

CMC received several submissions and conducted interviews with the leading candidates. Euromonitor was chosen for the market research project. Their strategy and staff are robust and professional, including both US- and foreign-based staff, who will be contributing to the project. Moreover, their clear vision for the deliverables to be provided to CMC most clearly aligns with the market development roadmap CMC hoped would be an outcome of this project. Another benefit, particularly given the short timeline to conduct this research, is that they are a one-stop-shop for all markets. Euromonitor is well-respected and utilized by USDA and other MAP cooperators.

CMC is currently also conducting RFPs and interviews for its trade policy program, its China in-market representation and its Federal Agriculture Improvement and Reform (FAIR) Act Evaluation.

Upcoming International Activities:

December

- World Mithai & Namkeen Convention (India)
- E-Commerce Promotion with Miss Fresh (China)
- Online Promotion with Kuaishou (China)



2022 Cranberry Crop Insurance Policy - Sales Closing Date - Nov. 20th

November 20th 2021 is the last day to purchase a new cranberry crop insurance policy, or make changes or cancel an existing policy!

Considering the weather challenges of this past year, maybe it's time you reconsider how much crop insurance coverage you need! The deadline to purchase, change or cancel a policy is Nov 20th, 2021 so now is the time to explore crop insurance for 2022! Crop insurance is an option that can protect from a crop failure. Crop insurance has several options that can provide income security from a crop loss. Growers can select a level of protection from 50% to 75% of your normal yield and 67% to 100% of the established price. Growers with multiple tracts may insure each tract separately, provided they have separate tract records. The established per barrel prices for 2022 are \$37.00 for conventional practices, \$120.00 for certified organic, and \$37.00 for transitioning to certified organic.

Crop insurance is sold and delivered through private crop insurance agents. A list of crop insurance agents is available at all USDA Service Centers or on the RMA website at: <https://www.rma.usda.gov/Information-Tools/Agent-Locator-Page>

UMass Extension works in partnership with the USDA Risk Management Agency (RMA) to educate Massachusetts producers about Federal Crop Insurance and Risk Management Programs. For more information, please visit www.rma.usda.gov or contact UMass Risk Management Specialists Paul Russell at pmrussell@umext.umass.edu or Tom Smiarowski at tsmiarowski@umext.umass.edu

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USDA Risk Management Agency Information Tools > AIB 2022 > Crop > Commodity Report

Commodity Report

1 Commodity: Cranberries (0058)
 2 Commodity Year: 2022
 3 Insurance Plan: APH (90)
 4 State: Massachusetts (25)
 County: Plymouth (023)

Types / Practices Unit Structure Prices T-Yield Dates Rates Subsidy Factors Special Provisions HIP-WI Rates and Payments HIP-WI Subsidy Factors HIP-WI Dates

Links

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Type Practice	Type Specified 997 Practice Specified 997	No Type Specified 997 No Practice Specified (OC) 723	No Type Specified 997 No Practice Specified (OT) 724
Prices - Base County			
Established Price	\$37.0000	\$120.0000	\$37.0000
Catastrophic Price	\$20.3500	\$66.0000	\$20.3500
Maximum Contract Price Factor		2.0000	2.0000
Maximum Contract Price		\$240.0000	\$74.0000

IN MEMORIAM

REMEMBERING OUR CCCGA MEMBERS AND FAMILIES



John H. (Jack) Angley passed on September 22, 2021. He was 82 years old. Jack was the husband of the late Dorothy (Dot) Angley. Jack was the father of three children, four stepchildren, a grandfather and great grandfather. In the early 1970s he purchased Flax Pond Cranberry Company and cranberries became an important part of Jack's life for the next 50 years. He was a strong advocate in the industry, he was mechanically inclined, creative and innovative. He promoted cranberries thru agritourism at his farm. Jack was a past president of the CCCGA (1995–1997) and a member of the board of directors for 31 years. Jack's lead design and construction of cranberry exhibits won numerous awards at the annual Boston Flower and Garden Show. Donations in Jack's memory can be made to Boston University School of Medicine: Amyloidosis Center <https://www.bu.edu/amyloid/donate/>.

Brian Wick, CCCGA Executive Director, lost his mother on October 19, 2021. Barbara May Wick, 90, of East Bridgewater, was a longtime Pembroke resident. She and her loving husband, Herb were married for 67 years. She also leaves 3 children, Diane, Janice, Brian, seven grandchildren and three great-grandchildren. Mrs. Wick worked in the marketing department of Ocean Spray Cranberries for 17 years. After retiring she spent time enjoying quilting, knitting and sewing. She and her husband spent time traveling the country in their camper and many winters in Arizona. Donations may be made to All Saints Episcopal Church, 44 Park Avenue, Whitman, MA 02382 in her name. Our deepest sympathy.



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Glenn Card

Office

978-667-2337

Mobile

978-337-3972

Email

glenncard@mvabees.com

BOG PETS



Emme our Old English Lab, takes her job seriously, she shows up ready to patrol the waters for sticks and debris that can clog up the berry pump.

Help is hard to come by this year, let's hope she has the same enthusiasm for the 2022 crop.

Emme is just 11 months old, everything is still fun and games!

Emme belongs to Fred and Dawn Allen of Freetown Farm LLC.

SUBMIT A PHOTO OF YOUR PET AT THE BOG.

PLEASE INCLUDE OWNERS NAME, PET'S NAME AND A BRIEF DESCRIPTION.

WE MAY USE THE PHOTO IN FUTURE BOGSIDE OR CCCGA SPECIAL MEDIA OUTLETS.

EMAIL BONNIE AT BSOULE@CRANBERRIES.ORG

FOR SALE

WANTED

FOR LEASE

For Sale: Home and bogs. 3500 sq ft home with garage. Two barns of approx 3,000 sq ft. 12.5 acres of bog, mostly hybrids. Over 18 acres total. Two pumps with automation. Located in South Middleborough. Call 508-333-0355

FOR SALE: One Kubota four cylinder motor with clutch and Berkley pump. Runs fine. \$5000. Two four wheel drive bog sanders with Wisconsin motors and International drive trains - \$4000. or best offer. Over 100 Rainbird #30 H sprinklers or risers 12" -14" \$10. each. Four Wisconsin motors for use or parts - make an offer. Please call John at 508-509-3584 with any questions.

FOR SALE: 13.38 acres of cranberry bogs in Carver. Property consists of Ben Lears & Early Blacks and have been good producing bogs over the years. Property consists 10 acre reservoir & 45 acres of upland. A section of upland has 3 possible house lots with right-aways leading to them. If someone is just interested in the bogs and reservoir, willing to just sell that portion. Asking \$280,000. or best offer. House lots \$100,000. each or best offer. Please call Virginia Weston at 508-866-4916 or PO Box 164, South Carver 02366.

BOG FOR LEASE: Ocean Spray Cranberry A-pool bog for lease, will negotiate 8 acres. 4.5 acres of Early Black, 2 irrigation pumps, 1 lift pump 4 1/2 acres of pop-up, 3 1/2 acres of traditional sprinklers Spring fed reservoir. Bog located in West Wareham. Please call 508-748-1137

FOR SALE: Three "vintage" Wisconsin engines. York Rake, 8' 4", good condition, with a grading blade (Scarfer"), York Rake RW Serial #2323 Eight (8) foot water reel, side arm picker, reel in front. "Vintage" cranberry boxes, excellent condition, stored inside, \$15.00 each. Call 508-746-0916 for more information.

FOR SALE: 2 bog sanders Reasonable offers accepted. Please contact:
Oiva Hannula & Sons 508-866-1075

FOR SALE: Beautiful, secluded 100 acre property in Carver, MA. 35 acres of ocean spray dry picked cranberries, 4 acres of Christmas trees, cranberry museum and gift shop that caters to Argo tourists. Please call 339-933-0207 for more information or to make an offer!

FOR SALE: Cranberry Water Harvester, in excellent condition, can be seen locally, asking \$3,800 or B. O. Call 508-802-1067 and ask for Doug.

FOR SALE: Pruning head for St. Jacques Machine X4 sander with heated body 4X4 wheeler off Hydraulic sander
Contact Scott 508.942.4511

FOR SALE: New-Unused Furford Cranberry Picker and Pruner Selling at Cost Harvester - \$13,900. Shipping From Washington state - \$685. 20 Burlap bags - \$77. Expenses - \$38. Total Cost \$14,700. Call John 207-985-1288

WANTED: looking for a propane powered irrigation pump for at least 8-10 acres call Alan at 774-313-6560
or Ben at 508-237-9252

WANTED: Cranberry picking machine or plans /project to build new one. Machines need to be "Furford" type, can be complete or without engine. contact only via email adamtomczuk4@gmail.com

WANTED: to buy 10-30 acres of flowthrough bog/wetland complex (retired or near-retired ok). Must be suitable for research and ecological restoration. Call Dr. Rich Blundell at 617 380-8745 or email omniscopic@gmail.com

FOR SALE

WANTED

FOR LEASE

WANTED: Diesel Ford or Massey Ferguson tractor 30-40 hp. Contact: call or text Ben at 508-237-9252 or Alan 774-313-6560.

WANTED: Dry cranberry harvester. New or used in any condition. Also plans to build a working harvester. Contact: Wojciech Zuber at zuber.wojciech@gmail.com or 1-403-894-0865

WANTED: Pruner Walk-behind or ride-on pruner. Attached rake or similar a plus. Please contact Rick Leibe at UMass Cranberry Station. 413-230-1865.

WANTED: Local cranberry grower wanting to update picking machines. Looking for hydraulic, oscillating, new or used machine. Gephart style with rotating head or harrow. Call Bruce at 508-728-7631

WANTED: Up to 100 feet of used Cranbarrier boom to coral pond weeds, I am a local Carver resident from Beaver Dam Road. Contact: Bonnie at 508-333-6708

PLACE YOUR CLASSIFIED AD HERE!!

