

BOGSIDE



The Official Newsletter of the Cape Cod Cranberry Growers' Association ©

August 2023

CRF ANNUAL GOLF TOURNAMENT

BY: DALTON WICK, CRF GOLF TOURNAMENT ORGANIZER

The 25th Annual Cranberry Research Foundation (CRF) Golf Tournament was a success! We were greeted with a hot, sunny day (finally, no rain) and a full course of participants who got to enjoy some time on the golf course. We also held a very successful raffle event accompanied by great food as we cooled off from a hot day on the course.

Thank you to all our sponsors and players – your contributions are vital to cranberry research and allow us to host this fun event in appreciation every year. And another big thank you to the Southerns Marsh Golf Club and the entire staff for your hospitality year in and year out. From the grounds crew to the chef and bartenders – you are always so helpful and thoughtful, and we love having a cranberry bog next to us as a reminder of our cause.

This was my first year organizing the golf tournament on my own, and I want to sincerely thank everyone who helped me throughout the process. Together we created a memorable 25th tournament and raised valuable funds for CRF. We were fortunate to get some better weather, as my track record beforehand was pretty rainy. I hope you all enjoyed this year's tournament!

Congratulations to our winners of this year's tournament:

Eric Anderson

Brian Anderson

Matt Russo

Mark DiTondo

Golf tournament
continued on page 6:



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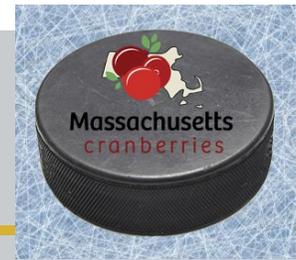
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CHANGING ON THE FLY

BY: BRIAN WICK, EXECUTIVE DIRECTOR



Here's some of the goings on with CCCGA while the Patriots are at training camp, figuring out how they are going to compete with a suddenly strong AFC East division. First, I had the privilege of being the first guest on the Carver Town Administrator's new cable show, "Carver Coffee and Conversation." This 30-minute program was an opportunity to discuss what's going on with CCCGA and the Massachusetts Cranberry industry. It was an enjoyable conversation with Carver's town administrator, Bob Fennessy and was proud that he selected me, really Massachusetts Cranberries, to be his first guest. The show is on Carver's local cable and also [streaming online](#), if you'd like to give it a listen. Where's there's an opportunity to talk about our growers, what they do and why, we'll take it!

We continue to make progress with our workforce development efforts. The recently completed study by UMass Dartmouth has evaluated the workforce needs of the industry. We recently met with the study authors to further understand the report and to begin to move forward. It's clear that basic awareness of jobs in the cranberry industry is a big part of it, as well as training programs, reaching the non-traditional work force, interns, succession planning, technology advancements, and more. Additionally, I met with the MassHire South Shore Workforce Development Board to discuss ways that we can identify potential employees. This is a problem for many (most) businesses but it's good to be moving ahead with ideas and actions that can help our growers find and retain good help for the future.

We have heard from the MA Department of Agricultural Resources that the next round of funding for renovating cranberry bogs is expected to be released around October 1. They know this is tough timing for growers but will keep the application period open after harvest, to give growers as much time as possible to apply. Details on the program have not been released yet.

The Cranberry Bog Renovation Tax Credit program is still taking applications for the 2024 program year. If you have plans to renovate after this season, consider submitting an application. The program is currently undersubscribed, so it's highly likely you will be selected if you have a viable project. They are also still taking submissions for qualified renovation costs for years 2021 through 2023. If you have not done so yet, contact the tax credit program manager, Tom Anderson, as soon as possible at Thomas.anderson@mass.gov or 617-519-4587. You may have costs that allow you to receive a tax credit payment.

I attended the Cranberry Institute Board meeting last week in Montreal. It was my first time visiting the Quebec growing region. It's always good to see what other regions are doing, how they operate, etc. There's certainly a lot of open space up there! Beyond cranberries, the other commodity farms I drove past (lots of corn) were impressive. I'm sure they have their challenges but the suburban encroachment that we see around here is not nearly as impactful as to our neighbors to the North. It was a good trip but it was nice to come back home and see our beautiful bogs again!

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At the beginning of August, the Cape Cod Cranberry Growers' Association rolled out a series of new and improved decision-making tools for BOGS Online. Recent grant funding from the USDA Specialty Crop Block Grant—coupled with input from grower focus groups - allowed these enhancements to specifically target improving growers' overall on-farm efficiencies with the long-term goal of sustained farm success.

Some of the new and improved tools available in BOGS Online include:

- “Caution” messages are now automatically labeled as either a “Handler Restriction”, “Label Restriction”, or “Zone II Restriction” when triggered.
- UMass Cranberry Station Chartbook quick links are now available on the BOGS menu screen
- PDFs of crop year handler restrictions can be launched from multiple locations for easy reference
- New tools for recording Sand Use, Water Use (including Late Water), and Pruning events have been built to complete the suite of cultural practice reporting tools
- Insect thresholds from the Cranberry Chart Book are now flagged within IPM Record tool
- A cost calculator has been developed to record various farm-level expenses incurred during a growing season, providing a calculation of cost per acre and enabling you to compare costs year-to-year

These tool enhancements help to drive use decisions by more effectively tracking decision and data entry for IPM, water use, cultural practices, yield, pesticide and nutrient use, reporting, and other on-farm efficiencies. Having a better understanding of the impacts of management decisions on yield - and having a simple way to record and report actions on inputs, IPM, and other management decisions - is a necessary component of functioning in a sustainable manner, and was a big component of the grant funding to make these improvements to the BOGS System.

For more information on BOGS Online, please reach out to Emma Wick at ewick@cranberries.org, or Dawn Gates-Allen at dgatesallen@cranberries.org.

TOURS & OUTREACH!!

BY: KIM MIOT



Bog Tour Locations needed!

Do you have a bog you would be willing to have a group tour visit? Educating the public about cranberries and local farming is vital to the growth of our industry locally and beyond. The public wants to see cranberries being harvested. Our tour program can meet those needs, BUT we need harvesting bog locations to take groups to. We have coach groups on weekdays and public tours on weekends all through harvest. We want visitors to leave knowing more about cranberry farming, eating more cranberries, and talking positively to others about cranberries!

What can you do to help? Email or call Kim Miot (kmiot@cranberries.org, 508-866-7878 X13) with your bog location. You will need "tour" insurance. It's a quick and affordable add on. Please ask your insurance agent. Kim will plan a time to meet you at your bog location this summer and you can discuss how buses can enter and exit the bog.

When fall comes, Kim sends out texts asking if your location is harvesting within the next few days. Answer her and she will let you know if she needs a location that day and time or not. As you all know harvest is a moving target and the locations are often found the day before or morning of! We are planning weekend tours on Saturdays and Sundays at 10am. Weekday coach tours vary with time and number of people. We have tours often 7 days a week for several weeks.

On the day of a tour, we do all the work. We have tour guides and helpers to keep people contained and safe. The visitors are at the harvest site for about 20-30 minutes total. On-site growers or workers who can talk to the crowd are always a big hit, but this is not required. We also keep guests away from the workers and equipment if desired. It is very rewarding when people visit and get excited about cranberries.

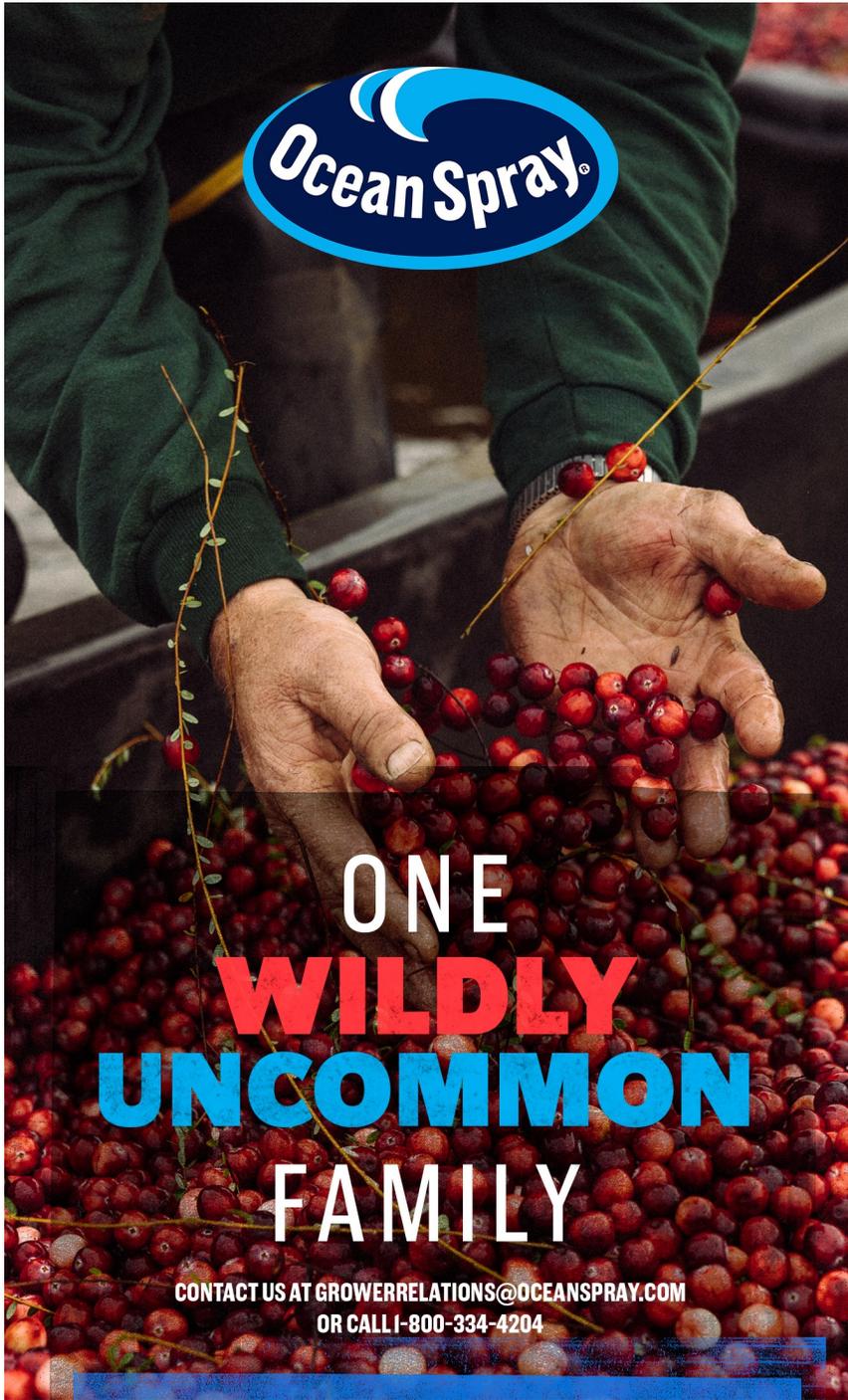
People expect to see floating berries and corralling or loading is the #1 desired activity to see. We also show people picking if we cannot find corralling. If people do NOT see these activities, they leave disappointed and do not leave knowing more about cranberry farming, eating more cranberries, or talking positively to others about cranberries!

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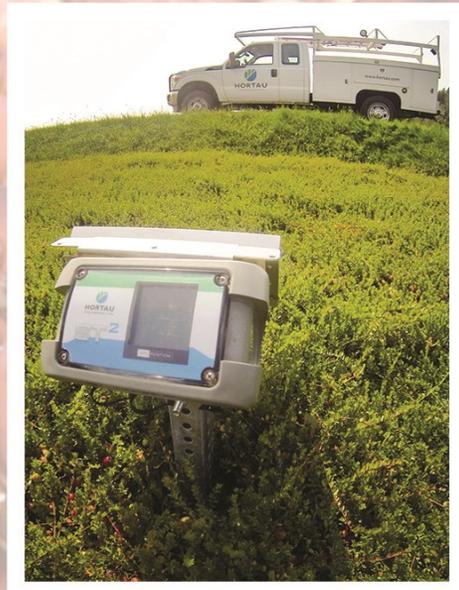


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Committee hearings continued in full swing the last few months on Beacon Hill, including a hearing on major PFAS legislation. We are following that closely and collaborating with MA Farm Bureau to hopefully craft comments and suggestions on how the legislation might impact the agriculture industry.

The major issue under consideration in the last few months was the annual budget. The house and senate both passed versions of the annual budgets in April and May. Much of June and the first week of July was spent consolidating the two versions into one budget that was passed and sent to the governor for consideration. As noted in my last report the budget contains two provisions of importance to the growers that the governor has approved:

- Allocation of \$100,000 to be expended for the operation of the Cranberry Health Research Center at the University of Massachusetts Dartmouth;
- A provision that the University of Massachusetts - Amherst shall expend funds for the Cranberry Station; as you know, a ribbon cutting ceremony for the renovated labs and new building occurred a few weeks ago and every dollar counts.

We thank Representative Straus and Senator Moran for sponsorship of these amendments to the house and senate budgets as well as the entire house and senate delegations for their support, particularly Senate Ways & Means Chairman, Sen. Rodrigues for his support.

We have also received confirmation that another round of Ag Innovation grants is forthcoming. Brian Wick will give more details on that as they become available.

I also encourage growers to consider taking advantage of the cranberry tax credit for qualifying work performed on the bogs. This was a major goal for the cranberry task force and securing the opportunity to access the credit a major success for the CCCGA working with the legislative delegation.

We are also working with the team at UMass on the assessment and report on the workforce needs of the Massachusetts cranberry industry and how to address those needs.

More on all the above to follow.

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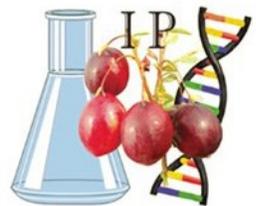
**SENATOR THERESE MURRAY
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SCHOLARSHIP AWARD RECIPIENT**



Congratulations to Owen Beaton of East Sandwich, this year's Senator Therese Murray Cranberry Educational Scholarship recipient. Owen is attending Bryant University in Rhode Island, studying data science. Math has always been Owen's strongest subject and it captured his interest. Statistics plays a role in the field of data science, analyzing data can be utilized to optimize production in almost any field. He can see how beneficial it would be for increasing cranberry production. He is the son of Matt and Kelsy Beaton of Beaton's Inc and Sure-Cran Services. We wish Owen much success and are pleased to present him this award.

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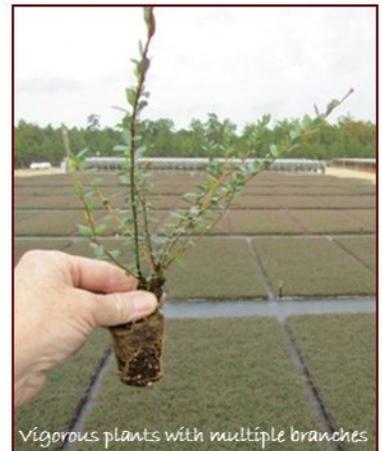
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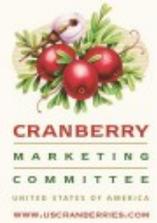


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UPDATES FROM THE CMC

BY: KAREN CAHILL



Annual Summer Meeting

CMC's annual summer meeting took place in person Monday, August 14 and Tuesday, August 15 at the Salishan Coastal Lodge in Gleneden Beach, Oregon. Meeting materials and presentations are available for download at www.uscranberries.com on the homepage under Web Resources -> Annual Meeting Materials. A recap of the meeting will be available in the CMC's next newsletter.

CY2022 Q3 Reports

The CMC has posted the 2022 Q3 Position Summary, which is the Five-Year Comparison by Crop Year and the Year-To-Date reports to our website at www.uscranberries.com. These reports, as well as several additional reports, can be found under the **Industry** tab and then click on **Data and Reports**.

Points to note for the 3rd quarter CY2022 vs CY2021 comparison (5/01 - 6/30):

- Adjusted Beginning Inventory is up 13.4% (774,055 bbls)
- The Foreign Acquired product is up 44.6% (91,615 bbls)
- Domestic Sales have increased 0.85% (8,692 bbls)
- Foreign Sales decreased 8.5% (40,577 bbls)
- Total Sales & Shrinkage is down 3.8% (56,863 bbls)

Total Barrels in Inventory is up 20.2% (912,318)

Points to note for the 3rd quarter CY2022 vs CY2021 YTD comparison (9/1/2022 – 6/30/2023):

Domestic Sales down 1.0% (61,251 bbls)

The Foreign Acquired increased 18.7% (334,671 bbls)

Foreign sales have decreased 6.3% (160,832 bbls)

Total Sales (not including shrink) have decreased 2.6% (222,083)

Total Barrels in Inventory has increased 20.2% (912,318 bbls)

Frozen Cranberry Duty Suspension

As we have noted, the European Commission and Spain have tabled objections to the renewal of the frozen cranberry duty suspension during the review process. According to our European consultants, the reasons cited for the objections were:

1. The EU's free trade agreement with Canada (CETA), which includes tariff free treatment for Canadian cranberry exports to the EU, including frozen cranberries.
2. The Spanish Government citing current and anticipated increased levels of Spanish production over the current years.

As a result of these objections, it is anticipated that the EU's duty tariff on frozen berries will **not** be renewed on January 1, 2024. At this point, an EU tariff of **14.4%** will apply to frozen cranberries from the U.S. and other third countries without a free trade agreement. CMC will continue to monitor this development and inform industry accordingly. It is worth reiterating that the EU duty suspension covering the industry's largest export categories - SDCs for further processing and cranberry concentrate – was renewed for another five years last year.

Amazon Promotion

CMC executed an 18-week display ad campaign with Amazon from February 20 through July 9, 2023 that generated 9,379,632 impressions, totaled \$167,430.82 in sales (\$2.79 return on ad spend) and resulted

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in 25,596 units sold. Of the total purchases, 1,373 were from new-to-brand shoppers who had not purchased these cranberry products in the previous year. An additional 34,629 purchases totaling \$281,958.22 were made by consumers who had viewed this display ad – these purchases were other cranberry products that were not part of our promotion, but would fall under the “halo effect” of the overall promotional program.

Upcoming International Activity:

September 6	Technical Seminar (South America)
September 6	EMP Training Seminar (South America)
September 14 - 17	14th Asian Congress of Nutrition (Chengdu, China)
September 17	CMC Participation in Big F Awards (India)
September 19 - 22	Food Hotel Malaysia (Malaysia)
September 20	EMP Training Seminar (South America)
September 23 - 24	Outreach with Nutritionists – CMC Participation in Apollo International Clinical Nutrition Update 2023 (India)
September 27-28	Training Institute of Food Technology – ITAL – Cereal and Fruit Bar Manufacturing Technology (South America)
September	Reverse Trade Mission (Targeting South American Trade and Industry)
September	Cranberry Menu Promotion with Meizhou Dongpo Restaurant Chain (Beijing, China)
September	Key Opinion Leader Engagement (Singapore)
September	Digital Promotions (Malaysia)
September	Retail Promotions (Singapore and Malaysia)

Kingston Agricultural Commission Fair

Sunday September 10th the Kingston Agricultural Commission will hold an agricultural fair on the grounds of the Kingston Town Hall, 26 Evergreen Street. It will be an interesting educational and exciting afternoon from 1t to 4 showcasing lots of different agricultural products and events. There will be a beekeeper, farm equipment, 4-h members with cows, chickens, bunnies and a dog agility demonstration. Cranberry growers will be there as will food trucks, produce for sale and booths with agricultural products available.

Lots-of fun will be a cow plop contest for you to try to guess (and share prize money) on which square the cow will plop first. Let’s help communities learn more about how important agriculture is today and it’s free admission too.



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Brush Mower Services Available

- **Roadsides** •
- **Bog Dikes** •
- **Ditches** •
- **Bog Setbacks** •

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IN MEMORIAM

REMEMBERING OUR CCCGA MEMBERS AND FAMILIES



Scott P. Ashley (68) of Rochester passed peacefully on July 22, 2023. Scott was the owner and operator of Old Tuck Cranberry Corp. which continued the multigenerational cranberry farming. Scott was happiest outdoors, enjoying hunting, trapping, caring for his apple orchard, landscaping or gardening. He also had many hobbies that he enjoyed. He leaves behind his wife, and two daughters, son-in-laws and 4 grandchildren. Contributions in Scott's memory may be made to: Lewy Body Dementia Fund of the American Brain Foundation.

Paul Russell, 69, passed on July 26, 2023 with his wife Margret by his side. They were married 48 years. Paul grew up on a potato farm, learning to work hard and always finding a way to help a farmer. This led to a fulfilling career with the USDA, serving farmers in Massachusetts, always a friend to CCCGA and the cranberry industry. He loved his family, gardening, blacksmithing and volunteering at the Freetown Historical Society. He will be remembered for his compassion and kind heart. One of the nicest guys you could ever meet. A Celebration of Life will be held at the Freetown Historical Society at 1PM on September 23rd. All are welcome to attend.





Partnering with Growers to Feed the World.

Consider a Fruit Sizing and Bud development Fertilizer Application in August, you won't regret it!

Mike Utley Branch Manager	(508) 866-4429 96 Forest St Carver, MA 02330	Jeff Utley Operations Manager
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CALENDAR OF EVENTS



**Plymouth Waterfront Festival
Saturday, August 26th
Plymouth**

**CCCGA Board of Directors Meetings
September 7th, & December 14th
8AM @ CCCGA Office, Plymouth**

**Massachusetts Day at the Big E
Thursday, September 21st
West Springfield**

**America's Hometown Thanksgiving Celebration Parade
November 18th
Plymouth**

FOR SALE

WANTED

FOR LEASE

EQUIPMENT FOR SALE

(all as is)

1.Gebhardt 26' Airflo Rider (2)	\$8,000.00	16.Kenworth Semi Tractor	\$17,500.00
2.Berry Pump	\$45,000.00	17.Kobelco Excavator	\$15,000.00
3.Boom Reel	\$12,500.00	18.Kobota L 4200 Tractor	\$10,000.00
4.Bridgeport	\$3,000.00	19.Komatsu Forklift	\$6,250.00
5.Deutz/Mist Blower And Mower	\$28,500.00	20.Toyota Pickup	\$5,000.00
6.Fruehauf Trailer/Side Rail/Dump Gate	\$5,000.00	21.4 Wheel Sander	\$2,500.00
7.Furfords (6) Price Is Each	\$3,500.00	22.Christofolies (12")	\$4,500.00
8.Gebhardt With Reel	\$8,500.00	23.Tow Behind Sander (3 Avail.)	\$2,500.00
9.Gebhardt Roller Attachment	\$250.00	24.Tow Behind Pack Sprayer	\$1,800.00
10.Homemade Trailer	\$1,000.00	25.Slice Seeder For Parts	\$250.00
11.JCB Backhoe	\$25,000.00	26.John Deere Aerators For Parts Each	\$250.00
12.John Deere Tractor Model #1250, 1987	\$10,000.00	27.Lawn Leaf Remover As Is	\$250.00
13.John Deere Tractor Model #5200, 1997	\$10,000.00	28.100 Dry Bin Bins (Lot)	\$1,000.00
14.John Deere Tractor 1997 #5200	\$12,500.00	29.8" Dual Disc Vine Setter	\$2,500.00
15.John Deere Tractor Model 2WD/4WD 2010	\$45,000.00	30.Assorted Fertilizer/Chemicals	\$1,000.00

For Information Call Chris 508-944-1768

MORE AVAILABLE

FOR SALE

WANTED

FOR LEASE

FOR SALE: Sprecra Precision Laser self leveling kit with CR600 Receiver. \$650. Reply to JohnKopacz@Mertech.org or 617 840 9166.

FOR SALE: IAS Automation systems. 8 boxes with 467 boards . 1 new back up 467 board. \$500. Or B.O. Call 508-866-1149 or 508-269-3693

FOR SALE: Like new Alamo RM165 3pt Boom Mower in Raynham, MA for sale at a very reasonable price. Please call Kevin @ United for details...781-706-3430

FOR SALE: 10 acre Chevy irrigation pump \$5500. Used aluminum flumes 36,24,15 inch good shape \$BO - 6 inch PVC mainline pipe - Berkeley 12 in flow pump B10GRMBM, \$1200.
Call 508-866-1149 or 508-269-3693

FOR SALE: 43' Berry trailer. Tractor driven 4" Pacific berry pump.
Call Wayne: 508-941-4220

HELP WANTED: Full time employment offered for work on cranberry bogs in Bourne and Falmouth, MA. Employment includes benefits. Contact Brian Handy at 508-958-4586.

WANTED: Pickup Trucks Needed. UMass Cranberry Station is looking for used pickup trucks (small and large) for purchase or donation. Please contact Hilary at 508-970-7641 if you have something that might work for us.

WANTED: The owners of Pine Ridge at Sampson's Pond Condo Association in Carver own an un-farmable upland bog that is in need of mowing. The Carver Conservation Commission and the Association's Trustees have given approval for this mowing. Full insurance is required. If you are interested to contract with them please contact Marilyn at marilyn1m0551@gmail.com or 617-733-0514

WANTED: 1-2 picnic benches for CCCGA Tour Barn in Carver. Call Kim at 508-866-7878 x13 or email km1ot@cranberries.org

PLACE YOUR CLASSIFIED AD HERE!!

FREE TO OUR MEMBERS!

