



# **BOGSIDE**

*February 2023*

**SAVE THE DATE!**

**CCCGA BUSINESS MEETING IS MARCH 10TH**

## **SCHEDULE OF EVENTS**

**4PM**

**COCKTAIL HOUR (CASH BAR)**

**5PM**

**BUSINESS MEETING & BUFFET DINNER**

**AWARDS AND NEWS FROM CCCGA AND THE INDUSTRY**

## **LOCATION**

**SOUTHERS MARSH GOLF CLUB • 30 SOUTHERS MARSH LANE, PLYMOUTH**

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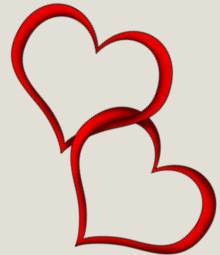
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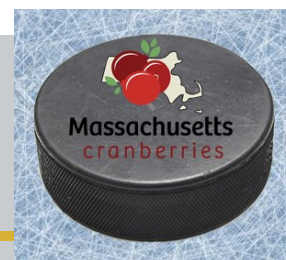
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## CHANGING ON THE FLY

BY: BRIAN WICK, EXECUTIVE DIRECTOR



As I type this note, it's 60 degrees outside. Last Friday was about 0. If the cranberry plants are confused, I don't blame them! Speaking of changing temperatures, the CCCGA Frost Committee met last month and one of the main topics was the use of degree days and the science/experience behind determining tolerance. I'm not suggesting that this one-day heat wave is pushing the buds but wanted you to know that the frost committee, frost staff, and the Cranberry Station researchers are actively on top of the upcoming frost season. We'll have more to report as the season progresses, don't put your heads out quite yet! Not that we want bitter cold but a return to more seasonal temperatures would be helpful. And I'd like some snow for skiing before we turn the clocks ahead.

Other goings-on include work on agricultural drones. A group led by the Cranberry Station, including growers, other industry players, and UMass-Amherst are working with MDAR to identify some of the regulatory hurdles with agricultural drones capable of applying chemicals. This new technology is here but it comes with some regulatory hurdles and some interpretations that have not been considered. We are thankful for an engaged MDAR and are hopeful that we'll have some pilot studies this growing season and the beginnings of a new application tool for growers in the years to come. We want to make sure that we get it right, avoid black-eyes by rushing the process or worse yet, not following the proper regulatory framework, which could sour the tool for everyone and set us back significantly. Taking an active yet thoughtful approach, with MDAR involvement is a good thing.

This past week I met the new MassDEP employee, Brandon Costa, who has taken the newly created position of overseeing the cranberry Water Management Act program and wetland issues. This dual-role should allow for a single-point of contact for growers and the industry. Having someone at MassDEP singularly focused on cranberries SHOULD allow for regulatory consistency and responsiveness. There is now opportunity for CCCGA to help Brandon understand our growing practices and the importance of the WMA program.

Fortunately, Jim McLaughlin is still around and is helping to mentor him on the nuances of the WMA program. In my introductory meeting with him, I was pleased with his enthusiasm, listening skills, and what appears to be a pragmatic approach to regulating. A good first step and fingers' crossed for a successful relationship between MassDEP and the industry.

We had a good kick-off meeting with the Chancellor's office at UMass-Dartmouth who is leading the charge on a workforce development evaluation for the cranberry industry. Be on the lookout for a survey from this team as they look to gather more data and feedback from growers and the industry on workforce needs, both now and into the future.

Lastly, we had a great meeting with Michele Pecoraro of Ideaz Ablaze, her consulting company that is evaluating and guiding our strategic communications messaging. Michele has a wealth of experience in this field, most recently heading up the Plymouth 400 effort. She also has extensive tourism, marketing and economic development experience, with strong connections with local, national and international connections with these industries. We are fortunate to have someone with these skills helping to guide CCCGA's communication messaging. There will be much more coming over the next several months as we combine our deep knowledge with cranberries and her extensive knowledge and connections in the various industries. We're off to a great start to 2023 and hope the same for you all! With memberships coming in strong, we thank you for your support. Your CCCGA staff, in conjunction with the board of directors, are energized to deliver for you!

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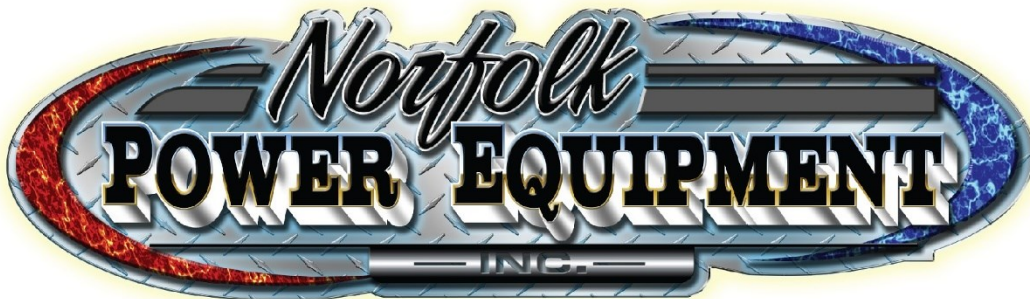


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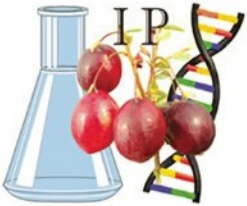
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## ADVERTISING OPPORTUNITIES



## 2023 CCCGA SUSTAINING MEMBERSHIP GROWER GATHERINGS

CCCGA is helping bring growers and sustaining members together, outside of our regular summer or winter meetings. Building off of our successful direct mail and email marketing advertisement program, the grower gathering is an add-on that takes it to another level. These informal gatherings are designed for you to host a meeting of growers at your place of business or your choice of venue. CCCGA will help you brainstorm the event, select dates and send out the notice to membership via either Direct Mail \$200 or Eblast \$150. For an additional \$175, CCCGA will also handle the RSVP's and bring whatever food and related cutlery is necessary for the event. CCCGA will bill you at cost for the food and related.

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## **MA Cranberry Bog Renovation Tax Credit – Income Tax Implications** **Written by Josh Volta, Tax Specialist at Farm Credit East**

**Cranberry Bog Renovations in calendar year 2022** - Growers who applied for the 2022 tax credit and were approved in 2022 will soon receive a certificate from the state detailing the amount of the credit. This credit amount will be reported on your Massachusetts tax return on Schedule CMS on your personal 2022 tax return. This is a fully refundable credit. The credit will be applied against the taxpayer's tax liability. If there is any leftover credit it may either be refunded or carried over to the next tax year but may not be carried over for more than 5 years. For example, if your total tax liability to Massachusetts was \$5,000, and you received the renovation credit for \$20,000 you can either A. have \$15,000 refunded to you or B. apply \$15,000 to next year's tax return.

**Cranberry Bog Renovation Credits for calendar years 2020 and 2021** – In a January 18, 2023 conversation with the Massachusetts Department of Revenue (DOR), they indicated that if a grower received a retroactive MA cranberry bog renovation credit for calendar tax years 2020 or 2021, no further action on their part is required. Receiving the cash payment for the renovation credit for these prior tax years is the equivalent of filing an amended return and receiving a refund. Unlike the Dairy Credit (which may be taxable), The DOR indicated that the credit is not taxable, similar to the tax reporting of the Septic Credit or Lead Paint Credit.

**Caution: This is a new credit with limited MA DOR tax compliance documentation to this point, I would recommend consulting with your tax advisor to utilize the most recent tax reporting procedures for this credit.**

*Note: If you have further questions regarding your renovation credit (s) I would suggest reaching out to Tom Anderson.*

*thomas.anderson@state.ma.us or (617) 519-4587*



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## NOTES FROM BEACON HILL

BY: JOHN FERNANDES



The governor and legislature were active the last several weeks getting organized.

The governor has filled out her cabinet. As for the departments of the administration of interest to CCCGA concerns, the governor appointed Rebecca Tepper as Secretary of Energy and Environmental Affairs. The secretariat oversees the Massachusetts Department of Agricultural Resources (MDAR), Massachusetts Department of Energy Resources (DOER), and the Department of Environmental Protection (DEP), three departments with which growers interact. Secretary Tepper comes to the job as a trusted advisor to the governor, having most recently served as the Chief of the Energy and Environment Bureau in the Attorney General's office under then AG Healey. She also served as Chief of the AG's Energy and Telecommunications Division, and General Counsel at the Department of Public Utilities.

Secretary Tepper hit the ground running by quickly holding a stakeholder meeting with key players in the agricultural space. Brian Wick attended that meeting. As of this writing, the Secretary has not confirmed final appointments to the commissioner positions at the agencies under her jurisdiction.

The house and senate focused the last few weeks on establishing the rules that will govern each branch as well as a set of joint rules that will govern common business. This is a necessary step to engaging the business of the branches since it is through those rules that the joint committees are agreed upon and established to be followed in the next few weeks by appointment of chairs members of those committees from each body.

One important change this year is the split of the long standing Environmental, Natural Resources and Agriculture Committee into two committees this coming term. The result is that there shall be a separate Committee on Agriculture, a recognition of the importance of the agriculture industry to the Massachusetts economy. We look forward to seeing the appointment of senate and house chairs and membership to that committee.

The other piece of major business accomplished these last few weeks was the setting of a consensus revenue figure for FY '24 by the governor and legislative leaders. The consensus revenue

hearing was held on January 24<sup>th</sup> and a figure of \$40.410 billion set for the coming year starting July 1, 2023. That number will be the one the administration, house and senate will all use to establish their budget proposals. The house will take up the governor's proposed budget in March and then the senate shall take the budget up in April with the goal of getting together on a single budget to send back to the governor for final action prior to the end of June.

Finally, in addition to seeking support for the CCCGA priority bills, Brian Wick and I have undertaken a search of all the approximately 5,000 bills filed this session to identify and track any legislation that interests us as being helpful, neutral but of interest, or worse, any bills that may be harmful to the industry.



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Pursuant to Internal Revenue Code (IRC), in section 6033(e), CCCGA is hereby notifying you that 7.89% of what you paid in membership dues for 2022 is not deductible as a business expense due to lobbying activities of the organization. If you have any questions contact your accountant or the CCCGA Office.

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## **Water Management Act Annual Reports Due**

This is a reminder that MassDEP Water Management Act Annual Reports are due February 28, 2023. If you haven't filed your report yet, don't delay! Failure to turn in your report could result in the loss of your registration or permit. The report from MassDEP comes pre-populated for your convenience. If you can't locate it, you can download a blank report template [here](#) or contact Branden Costa at MassDEP in Lakeville at [branden.costa2@state.ma.us](mailto:branden.costa2@state.ma.us), 508-946-2813 (office), or 781-719-7967 (cell) with any questions.

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## **2023 Membership Updates**

As a reminder, we have moved to a new membership platform for 2023. This will provide a single source for member invoices, sponsorships, event registrations and payments. All of the dues checks and credit cards that have been sent in have now been deposited/charged. Some of you may have noticed a delay in us doing that. In order to minimize unnecessary paperwork and duplication of effort, we needed to have the system fully up and running before we could make the deposits. It took a little while longer than we initially anticipated to get everything working but it's in good shape now.

As the year unfolds, we'll be able to release more functionality. Bonnie took on the responsibility of managing the rollout and she has done an amazing job setting the system up, trouble shooting, and working to get the system to operate correctly. There are a lot of moving parts and some unique aspects to how our membership dues are calculated, compared to other association types, so there was a lot that went into the project, including a fair amount of customization required. Bonnie took this assignment on full force and is committed to having a robust system with good data going in, which results in good data coming back out. Great work Bonnie! If any member has any questions on the membership process, please let us know.

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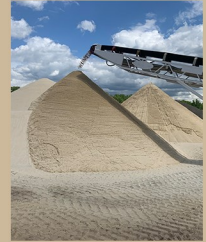
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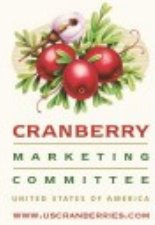
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## UPDATES FROM THE CMC

BY: KAREN CAHILL



Crop Year 2022 Q1 Position Summary reports are now available at [www.uscranberries.com](http://www.uscranberries.com) under Industry → Data & Reports. Total Domestic Acquired was 7,833,267 barrels, with Massachusetts producing just under 2 million barrels. A few general observations comparing the 2021 vs. 2022 Crop Years Q1 cycles are as follows:

- Adjusted Beginning Inventory is down 28%
- Domestic Acquired product is up 17%
- Foreign Acquired is down 2.4%
- Domestic Sales decreased 5.8%
- Foreign Sales increased 2.7%

The CMC's annual winter meeting took place February 16 & 17, 2023 in person in Arlington, VA. ***February meeting materials and presentations can be downloaded from the CMC's homepage at [www.uscranberries.com](http://www.uscranberries.com) > Web Resources > Annual Meeting Materials.***

Upcoming International Activity:

- March 1-31 Traditional Market Promotion with Jio Mart (India)
- March 12 EMP Training Seminar (South America)
- March 13-15 Food Ingredients China (Shanghai, China)
- March 14-18 AAHAR - International Food & Hospitality Fair (India)
- March, 22 Technical Seminar (South America)
- March Cranberry Menu Promotion with Heji Xiaocai Restaurant Chain (Shanghai, China)
- March Cranberry Bakery Promotion with Casamiel (Hangzhou, China)
- March - April Advertisements and Consumer PR (India)
- March - April In-store and E-commerce Promotions (South America)
- March - June Popular Science Videos Promotion (China)
- March – June Digital Promotions with Influencers (India)
- March – Dec. WeChat Advertising (China)

# NEW REGULATORY MANAGER ANNOUNCED

Hello CCCGA Members

I am writing to re-introduce myself to CCCGA. I have been working at the Association office since October and was recently promoted to the position of Environmental Regulations and Programs Manager. I bring several years of cranberry industry experience with me to this position, and am thrilled to begin this new journey with you all. I have been surrounded by-and have also surrounded myself with-the state's number one agricultural food crop since I was born. Growing up in Plympton, I loved driving by the bogs and watching the colors change throughout the growing season. My interest in cranberries did not stop at the boundaries of the car window, though. I went on to work as an IPM scout for 5 summers at the Cranberry Growers Service Inc., and spent time at the Growers' Association as a Winter and Summer Intern in 2018 and 2019. I also had the wonderful opportunity to serve as a research fellow at the Cranberry Station, where I was able to apply some of my college studies in Sustainability directly to cranberry farming. I graduated last year from the University of New Hampshire with a Bachelor of Science in Sustainability and a Bachelor of Arts in Philosophy. Throughout my time at college, I became very interested in the intersection between the health of our ecosystems, our agricultural lands, and their symbiotic relationship with the needs of the community. I feel that my new position at the Association aligns with this idea nicely.



My first project has been assisting some of our growers in filing their annual EPA National Pollution Discharge Elimination System (NPDES) reports. In addition, I will be assisting growers with regulatory compliance and conservation programs, working with federal, state, and local agencies, managing a bog restoration grant program, implementing educational outreach programs for growers, and more to come!

I have already had the pleasure of meeting many of our growers since beginning at the Association this past fall. I look forward to connecting with more of you as time goes on, and am so excited to become an active part of the industry. If you have any questions, please reach out to me at [ewick@cranberries.org](mailto:ewick@cranberries.org).

Cheers!  
Emma Wick

welcome  
TO THE  
TEAM

**Grower Contact: Jonathan Ashley**  
**Senior Manager Grower Relations**  
[jonathan.ashley@refresco.com](mailto:jonathan.ashley@refresco.com)

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# **CALENDAR OF EVENTS**

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**CCCGA BUSINESS MEETING  
SOUTHERS MARSH GOLF CLUB  
MARCH 10**

**CCCGA WINTER PESTICIDE TRAINING VIRTUAL WORKSHOP  
MARCH 16  
MORE INFORMATION TO FOLLOW**

**AG DAY AT THE STATEHOUSE  
APRIL 12**

**UMASS CRANBERRY PESTICIDE SAFETY  
ZOOM AND IN PERSON OPTIONS  
CONTACT UMASS CRANBERRY STATION FOR DETAILS  
APRIL 25**

**CCCGA ANNUAL MEETING  
WHITE DOG CRANBERRY LTD  
AUGUST 16**



**FOR SALE**

**WANTED**

**FOR LEASE**

**FOR SALE:** western Newfoundland, Canada. 27.5 acre cranberry and 2.5 acre high bush blueberry farm situated on 98.8 acres of leased land with an adequate supply of sand and water available on site. Room for expansion if required, also several buildings included with the sale. Selling price \$40000.00/acre. Please contact @ 709-6334-6456 or paul.lomond2012@gmail.com Serious inquiries only.

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

**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

**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:** Looking for a 6 wheeler dump truck or a trash box for a 6 wheeler dump.  
Call: Alan at 774-313-6560 or Ben at 508-237-9252

**WANTED:** 4 Cylinder propane pump. Call or text Ben at 508-237-9252 or Alan 774-313-6560.

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