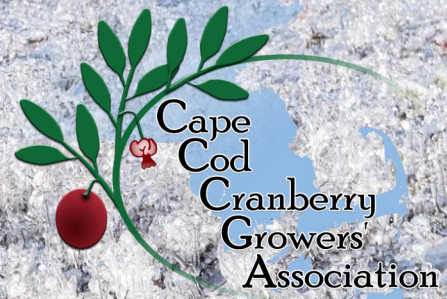


BOGSIDE



THE PRESIDENT'S REPORT BY: STEVE WARD

Happy New Year everyone and I hope you had a great year!

As I was giving my new grandson his first horsey ride the other day (yeah, I know, how did I get so old?), I realized that the industry really is in good shape and how proud I would be to pass it on to this little guy. The thought certainly helps drive home the fact that the work we are doing at the CCCGA is paying off. I'm not particularly fond of having to understand the meaning of terms like "Environmental Justice", but that's what we do and that's why we have such an amazing team here at CCCGA to take care of us.

John Fernandes and Brian Wick continue to knock it out of the park with Government Affairs. As a result, our legislators in what we refer to as the cranberry region delegation, led in the Senate by Mike Rodrigues and the House by Bill Straus, and the Baker/Polito administration have been very good to us for a long time. We are also very well positioned for success with the incoming Healey-Driscoll administration. I'm looking forward to working with the new Governor and her team, especially the new Secretary of Energy and Environmental Affairs and the newly created Climate Chief. As John always says, please thank your legislators for all they've done for us.

The Tour Program did great again! We can always count on everyone on the team pulling together and getting it done! Our new Cranberry Tour & Event Manager, Kim Miot, did a fantastic job and has no shortage of ideas going into the future. This job is far more difficult than it looks (herding cats), but Kim, Bonnie, Dawn, Patti, Brian, many grower hosts and a team of hand-picked tour guides did a fantastic job. We did have a lot of fun too! I didn't know the word "bog" in England means "toilet". The English group

had a lot of fun teasing us about that!

We had some great events, but certainly the highlight was our Summer meeting hosted by the Hannula family and their fantastic crew. I hope everyone knows how much work goes into an event like this, but you should also know how much it brings the industry together. I think it showed in the level of enthusiasm of everyone attending. It was nice to see so many smiling faces, which is my favorite reason to go. As well as giving vendors great exposure and I think this event officially marks the introduction of the "Drone Revolution" to Massachusetts cranberries! Thanks to everyone who helped out!

As we keep a weather eye on the horizon, I want everyone to know that the CCCGA 2023 objectives are all ready to be finalized at our January board meeting. This year, there are a few things we plan to supercharge. The items that float to the top of a very ambitious list are workforce development, research and educating the planet about what we do as cranberry growers.

Everyone puts an unbelievable amount of time into this process and although as growers we generally don't look forward to meetings, we come out of every one saying "wow, that was a great meeting". We always keep our focus on how important it is to look to the future and continue to embrace our philosophy of speaking with a unified voice. That strategy has never let us down!

I know I always say this, but our staff, advisors, board, committee members and volunteers are absolutely top notch. It goes without saying that I am grateful for them making our industry look so good. We have an amazing reputation because of their hard work. Thank you for having our backs!

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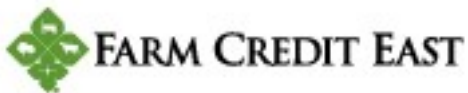
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MISSION STATEMENT:

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CHANGING ON THE FLY

BY: BRIAN WICK, EXECUTIVE DIRECTOR



I hope everyone is off to a good start to 2023. CCCGA is off and running with our plans for the year. The CCCGA board of directors has approved the organizational objectives for 2023 and next they will evaluate, revise, and adopt (at the January board meeting) the subsequent work plan that will be executed against those objectives. Below are the approved objectives, so you can get a sense for the activities of the association this upcoming year. They are not listed in order of importance.

There will always be new challenges that pop-up during the year but these activities will certainly keep your CCCGA board, committees, and office busy. If you have any questions on the focus of CCCGA in 2023 (or beyond), please contact me or a member of the board.

A. Drive Member Value

- 1) Engage State Government Affairs Activities on Programs, Policies and Legislation
- 2) Strengthen Regulatory Stability
- 3) Develop Workforce Development Program
- 4) Explore New Technology Opportunities for Growers
- 5) Offer Service Support for Members
- 6) Strengthen Horticultural Research Program
- 7) Develop Opportunities for Sustaining Membership Outreach/Communication
- 8) Develop Future Industry Leaders
- 9) Communicate and Promote CCCGA

B. Enhance CCCGA Organizational Profitability

- 1) Grow Membership in Light of Higher Dues Structure (Grower and Sustaining)
- 2) Increase Bog Tour Program Profitability
- 3) Identify Grant Opportunities
- 4) Maintain BOGS Online Grower System Profitability
- 5) Develop Cranberry Educational/Bog Tour Program Center
- 6) Develop Bog Restoration Grower Support Program

C. Enhance CCCGA Organizational Structure

- 1) Establish Future Roles & Responsibilities of Staff
- 2) Increase Office Efficiencies
- 3) Evaluate Policies & Procedures, Employee Handbook, Compensation
- 4) Maintain Board Involvement in Programs & Activities

Continued on next page:

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D. Expand Public Relations/Promotion

- 1) Improve Local Officials' Understanding of Cranberry Farming
- 2) Enhance Presence of MA Cranberry Industry to Local/Regional Audience
- 3) Influence PR Opportunities in Local Press
- 4) Expand Bog Tour Program Offerings

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- The CCCGA will affix the labels from our mailing list and place the final items in the mail.
- Direct mailings can be requested on an as needed basis throughout the year.
Payment is due in full upon submission of mailing to the CCCGA.
The CCCGA membership lists are private property and are not available to anyone for purchase. (No exceptions)
- Direct mailings are sent to all grower members and will be distributed subject to the approval of the CCCGA prior to mailing. CCCGA reserves the right to decline the entry of any advertising it feels is inappropriate to CCCGA policies. We do not sort by grower demographics.

2022 CCCGA MEMBER TO MEMBER EMAIL MARKETING

Email Blast Rate: Member \$150

- The CCCGA will distribute email blasts upon request. Advertisements will ONLY be accepted in JPG, PNG or text format.
- Email Blasts can be requested on an as needed basis throughout the year.
Deadline for Email Blast: 7 days prior to delivery.
Payment is due in full prior to the delivery.
- Emails are sent to all grower members, and will be distributed subject to the approval of the CCCGA prior to sending. CCCGA reserves the right to edit or decline the entry of advertising it feels is inappropriate to CCCGA policies. We do not sort by grower demographics.
- The CCCGA membership lists are private property and are not available to anyone for purchase. (No exceptions)

For more information please contact Patti Silvia at psilvia@cranberries.org
Direct Mailings and Email Marketings are available for members.



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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.

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NOTES FROM BEACON HILL

BY: JOHN FERNANDES



It is official. We have a new governor!

Maura Healy was sworn in as governor and Kim Driscoll as Lt. Governor on January 5th. Two additional constitutional officers are on the job this month as Andrea Campbell was sworn in as Attorney General, and Diana DiZoglio will as state Auditor on January 18th. State Treasurer, Deborah Goldberg and Secretary of State, William Galvin were both reelected and sworn into their positions as well. One last thanks to Charlie Baker and Karyn Polito, who served admirably for eight years and were very supportive of the cranberry industry.

Right now, things are just coming together on Beacon Hill. Governor Healey and the other new constitutional officers are still settling in and getting their staffs and priorities in order. The legislature has reelected Speaker Mariano and Senate President Spilka but will not formally organize the house and senate committees until mid-February as is the tradition for such announcements.

The January focus is on bill filing. Between refiles of bills that did not pass last session, and new bills offering new proposals, it is likely that some 5,000 pieces of legislation will be filed by the deadline Friday, January 20th. CCCGA leadership has identified four bills from last session that have been refiled this session. The four bills are as follows:

An Act relative to a cranberry wetland mitigation bank

Would create a wetland mitigation bank in two chosen watershed areas for the purpose of off-site mitigation of public or private projects. The Cranberry Task Force recommended investigating a pilot program for abandoned cranberry bogs for development projects' wetland mitigation requirements. Many Massachusetts cranberry bogs offer a unique opportunity to provide wetlands functions and values with minimal restoration and the potential to actually replicate the function of the original wetland lost in development could be enhanced.

An Act relative to the Farm Technology Review Commission

Calls for a reorganization of the Commission to study and recommend options for updating farming technology. The Cranberry Task Force recommended the expansion and revitalization of the Farm Technology Review Commission, broadening the scope to reflect the diversity of agriculture in the Commonwealth.

An Act relative to a cranberry water use transfer program

Would allow that cranberry water use registrations and permits can be migrated to other registered users in the same watershed. The Cranberry Task Force recommended the creation of a cranberry water use transfer program to mitigate water withdrawals with cranberry registrations/permits.

An Act relative to the separation of cranberry bogs from agricultural use for renewable energy purposes.

This would allow a modest portion of a growers non-bog land to be used for renewable energy as supplemental income without needing to be separated from ag use without liability for rollback taxes.

The industry has had an extremely successful several years in legislative successes and budget funding. CCCGA has also identified several non-legislative items that we will pursue over the next two years including workforce development and educational programming. Representative Straus and Senator Moran are collaborating on the filing of these bills and we will be asking other legislators in the delegation to join in if they can.

The other important thing for us to do over the next several weeks is to use a list of key words and phrases that CCCGA leadership has compiled to search all the 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. We will also use those key words to assess budgets and major legislation that comes out during the two-year term such as environmental and economic omnibus bills.

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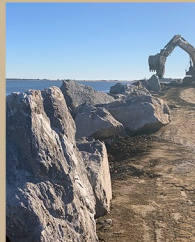
January is also when the consensus revenue hearing is held. Later this month the governor's Secretary of Administration and Finance, and the house and senate chairs of Ways & Means will, as a collaborative effort, conduct a hearing to determine the expected revenue for the fiscal year 2024 starting July 1, 2023. They will agree thereafter on a number, which becomes important as that number will be the one all three will use to establish their budget proposals. By agreeing to a number now, they avoid the aged old fight later over how much money will really be available, which often led to wildly different total budget proposals in the past.



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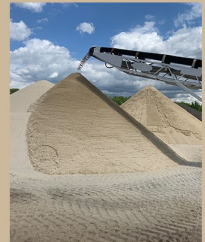
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BLOGS AND BLURBS



CEF Board Seeks New Members

The Board of Directors for CEF is looking for new people to join the board. If you, or someone you know, would be interested in joining the non-profit organization, please reach out via email to CranEducationalFund@gmail.com or contact Bonnie at the CCCGA office 508-866-7878 x12. The workload is light, but it is a great opportunity to participate in the industry from an educational perspective.

Bog Renovation Tax Credit Program

Applications for Bog Renovation tax credit for the 2022 season (those bogs renovated this past year) are now being accepted. The application period closes on January 31. The application can be found [here](#). For growers planning on renovating bogs in 2023 (projects may start as early as this past October), applications are still being accepted. In order to receive a tax refund for any bogs being renovated in 2023, you must first get approval from the state. Applications can be found [here](#) for the 2023 tax year.

Please visit the state's [Bog Renovation Tax Credit website](#) for more details or contact the program's manager, Tom Anderson, directly at Thomas.anderson@mass.gov or 617-519-4587.

BLOGS AND BLURBS - CONTINUED

2023 Membership Updates

As a reminder, we are moving to a new membership platform for 2023. This will provide a single source for member invoices, sponsorships, event registrations and payments. Please bear with us as we continue to finalize the rollout with our 2023 memberships. If you have requested a credit card payment or to be invoiced, those payment methods have been noted and we will be processing them through this new system by the end of the month. If you have any questions or concerns with this new process, please let us know.

Additionally, the minimum grower dues for 2023 was raised to \$240 at a 750 barrel threshold. There was some confusion with the letter that went out explaining the dues increase, so we wanted to clarify. We apologize for any confusion.

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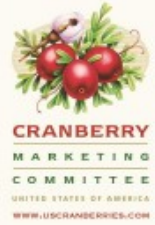
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UPDATES FROM THE CMC

BY: KAREN CAHILL



Grower Sales and Acreage Reports were mailed out in early December and were due back to the CMC by Jan. 15. Contact Dotty Pipher (dpipher@uscranberries.com) with any questions.

Crop Year 2022 Q1 Position Summary reports will be available at www.uscranberries.com under Industry → Data & Reports after January 20.

In December, the Committee approved the recommendation of its nominating subcommittee to have Kimberly Keller of Sheboygan, Wis., and D. Steven White of New Bedford, Mass., serve as its public member and alternate, pending confirmation by the USDA Secretary. In addition to extensive experience in the food industry, Keller has earned masters' degrees in integrated marketing communications, and nutrition science and public policy. White has earned a doctorate in business administration, teaches marketing and international business at UMass-Dartmouth and has previously served on the Committee for several terms.

In December, the Committee also approved the recommendation of staff and its RFP subcommittee to contract with The Center for Food Integrity and Perksy to conduct consumer surveys as part of its domestic marketing program.

On December 14, the EU Council announced the renewal of the duty suspension for sweetened dried cranberries for further processing (HS 2008.93.91). This means that U.S. SDCs for further processing will continue to enjoy tariff-free treatment in the EU for another five years. The EU's next renewal assessment for the SDC duty suspension is in 2027. Without the EU duty suspension, U.S. SDCs would have faced a 17.6% tariff. In contrast, product from Canada and Chile remain at zero tariff due to free-trade agreements. Renewal of the SDC duty suspension is therefore critical for the U.S. cranberry industry exports, and something that we have been monitoring closely with the support of BCI and CMC's Brussels-based contractors, Vulcan Consulting.


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CCCGA BUSINESS MEETING

CCCGA Industry Update will be held on Friday, March 10th at Southers Marsh Golf Club in Plymouth. Cocktails and cash bar from 4-5pm with a buffet dinner and business meeting at 5. There is limited seating so be sure to get your tickets when we send the invitation in early February. The agenda will include industry and business updates on what the CCCGA staff and Board of Directors are doing on behalf of the membership. Presentation of awards for people who have made an impact on the industry. This is a great opportunity to stay up to date on what is happening at CCCGA and the industry as well as network with other growers.

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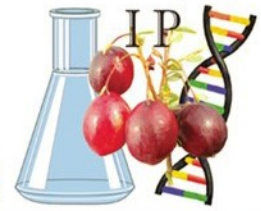
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CROP GROWERS LLP: SUPPLEMENTAL COVERAGE OPTION

The Supplemental Coverage Option Comes to Massachusetts Cranberry Growers for CY 2023

The Supplemental Coverage Option (SCO) will now be available to Massachusetts cranberry growers for the 2023 crop year. The SCO is an area-based yield protection that is sourced from National Agricultural Statistics Service (NASS) data for MA counties: Plymouth, Barnstable, Norfolk, Nantucket, Middlesex, and Bristol in addition to Rhode Island counties. Each county's expected yield and production area vary based on a county by county basis. To be eligible for the SCO, a producer will need to have an underlying MPCI crop insurance policy in addition to this endorsement and does not insure ground covered by Agricultural Risk Coverage (ARC). SCO provides additional coverage for a portion of your underlying crop insurance policy deductible that can help diversify your risk management plan by mitigating area yield risk in addition to the own risk on your underlying crop insurance policy. The government pays 65% of the premium cost for SCO.

For example, assume you grow on a 25-acre bog and your average yield is 165.5 BBL/ac. Your underlying crop insurance policy is a basic unit 65% coverage level, and your SCO level is 100%. The 2023 SCO Expected Area Yield is 175.6 BBL for Plymouth County. A year goes by and on May 1st at 12 AM the RMA announces that SCO Actual Area Yield was 145 BBL due to drought and a last-minute frost. You were just below your guarantee on your underlying crop insurance policy, but SCO plays out like this:

1. Calculate the area performance:
 $(\text{Actual County Yield} / \text{Expected County Yield}) = \% \text{ Area Performance}$
 $(145 \text{ BBL} / 175.6 \text{ BBL}) = 82.5\%$
2. Calculate the payment factor by subtracting the area performance from the 86% SCO Trigger Percentage and dividing it by the difference in coverage. $(86\% - 65\% = 21\%)$: $(\text{SCO Coverage Trigger Percentage} - \text{Area Performance}) / \text{Coverage difference between MPCI and SCO} = \text{Payment Factor}$
 $(86\% - 82.5\%) / 21\% = 0.166$
3. Finally, you are going to multiply your total SCO guarantee by the payment factor. (This year's conventional \$/BBL is \$40.00 for 2023.):
 $\text{SCO Total Guarantee} (\$34,763) * \text{Payment Factor} = \text{Indemnity}$
 $\$34,763 * .166 = \$5,770.66$
4. Subtract out your SCO producer premium that you already paid (\$977 + \$30 Admin Fee) for a total indemnity of \$4,763.66.

There may be years when you get paid on your underlying policy and not SCO, paid on both, or paid on neither of your policies which is why it's important to continue to invest in your own bog's policy in addition to SCO. Another note, if the payment factor is 1.0 or greater, the grower will receive a 100% SCO payment which in this scenario would equal \$34,763 less premium but will not pay more than 100% of the guarantee.

Please meet with your crop insurance agent prior to the November 20th cranberry crop insurance deadline to see if the Supplemental Coverage Option is right for your bog's risk management plan.

Crop Growers LLP is an equal opportunity provider. Information in this article is accurate to the best of our abilities and does not replace specific crop provisions, special provisions, or basic provisions. Please refer the Cranberry and Supplemental Coverage Option Policy and Provisions for details.

UMASS CRANBERRY STATION NEWS

BY: HILARY SANDLER



Our 2023 UMass Cranberry Management Update meeting is scheduled for two morning Zoom sessions, Wednesday, January 25 and Thursday, January 26, 2023. You will need to register online for each, and you will need to answer poll questions during the 8:00-10:00 AM sessions to be awarded pesticide credits (2 contact hours are offered each day). The cost is \$30/each day or discounted to \$50 for both days. To attend, please see our newsletter on our home page <https://ag.umass.edu/cranberry>

Although the holidays and supply chain issues have impacted our project, we are hopeful that the remaining construction items will be completed in the next few weeks. We have a Temporary Certificate of Occupancy (TCO) for the Lab Building; staff are in the process of “re-populating” their labs and offices. People are traveling during the winter months so please call us on our cell phones or email us if you have a question or concern. We anticipate that the full Certificate of Occupancy should be issued sometime in January. We are planning to have an open house for the grower community sometime in March. Please keep your eye out for an invitation to this event.



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*According to 2016 OEM Off-Highway Research, Kubota has the largest compact excavator market share in the world. ©Kubota Tractor Corporation, 2019.





CALENDAR OF EVENTS

**CRANBERRY MARKETING COMMITTEE ANNUAL MEETING
FEBRUARY 16 & 17
WASHINGTON DC**

**CCCGA INDUSTRY UPDATE
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**

FOR SALE

WANTED

FOR LEASE

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: 13.38 acres of Ben Lears & Early Blacks. The property consists of a 10 acre reservoir & 45 acres of upland a section of upland has 3 possible house lots with right-a-ways. Two irrigation pumps & a lift pump to retrieve water for reservoir. A 54X16X60 insulated & heated Morton Building. Property located in Carver. Call 508-866-4916.

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!

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: 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: 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: 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

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.

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.

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: 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

Continued on next page:

FOR SALE

WANTED

FOR LEASE

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: 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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