



*FARMERS'  
MARKETS  
ACROSS  
THE STATE*

Barnes County  
Valley City Farmers  
Market,  
Valley City

Bottineau County  
Bottineau Farmers  
Market,  
Bottineau

Burke County  
North Prairie  
Farmers Markets,  
Powers Lake

Burleigh County  
Capital Farmers  
Market,  
Bismarck  
Urban Harvest  
Farmers Market,  
Bismarck  
Wing Farmers  
Market,  
Wing

Cass County  
Great Plains  
Producer Assn's  
Community  
Farmers Market,  
Fargo  
Downtown Festival  
Market,  
Fargo  
FM Farmers  
Market,  
West Fargo

Cavalier County  
Langdon Area  
Chamber of  
Commerce,  
Langdon

## Message from Chairman Paul Deutsch

I would like to thank everyone who attended the Farmers' Market Conference in Fargo March 15 and 16<sup>th</sup>. I think everyone thought it was well worth their time. Vance Corum gave us many ideas on how to market our produce with tips on displaying and techniques to boost your sales, along with pricing out produce. Vance also discussed ways in working with the local farmers markets, so a big thanks to Vance Corum for coming to North Dakota.

Thanks to Ron Smith, NDSU Extension, for giving us insight on growing an organic garden and updating us on varieties that work in North Dakota. Thanks to Jerry Thompson, ND Department of Agriculture, for his talk on how to deal with damage done by pesticides.

I also want to say a big thanks to Donna Thronson for putting this conference together. She did a great job on this. Donna has moved on to another job and I would like to wish her good luck with her new job and thanks for all she has done for the North Dakota Farmers Market and Growers Association. Without her input, some of this may not have happened. Thanks Donna. I would also like to welcome Stephanie Fox to the ND Department of Agriculture and North Dakota Farmers' Market and Growers Association. Stephanie replaces Donna.

## Green and Growing

On May 15, Chuck Fleming and Stephanie Fox of the ND Dept of Agriculture accompanied Pat Anderson from the Department of Public Instruction, Steve Zimmerman from North Dakota Career and Technical Education, and Karen Ehrens of Healthy North Dakota on a tour of the Green and Growing Initiative Greenhouse and Gardening Model Project. Two \$500 grants were awards by the NDFMGA for pilot demonstration projects at Des Lacs-Burlington and Granville Schools. The group toured both schools to see first-hand how the projects are going as they launched their plantings.

The Burlington Fourth Grade class is heading up the garden project with great enthusiasm. Along with straight seed planting, they used some seedlings they had started in the Des Lacs High School FFA greenhouse. The class also used the garden for lessons in mathematics and science. The teachers and some parents will help manage the garden throughout the summer months and the students will be back to harvest it in the fall. The plan is to use the produce at the school for meals for the students.

Divide County  
Crosby Farmers  
Market,  
Crosby

Emmons County  
Emmons County  
Farmers Market,  
Linton

Foster County  
Runnings Farm &  
Fleet,  
Carrington

Grand Forks  
County  
Town Square  
Farmers Market,  
Grand Forks

Grant County  
Elgin Farmers  
Market,  
Elgin

Griggs County  
Cooperstown  
Farmers Market,  
Cooperstown

LaMoure County  
LaMoure Farmers  
Market,  
LaMoure

Logan County  
Napoleon Farmers  
Market,  
Napoleon

McLean County  
Garrison Farmers  
Market,  
Garrison  
Lewis & Clark  
Farmers Market,  
Washburn

Mercer County  
Sakakawea Farmers  
Market,  
Beulah & Hazen

Morton County  
Cowtown Farmers  
Market,  
New Salem  
Mandan Farmers  
Market,  
Mandan



Burlington



Granville

Granville High School has planted a sizeable garden and some members of the FFA are managing the garden. The spring season was spent taking soil samples, mulching, and preparing the garden plot soil for planting. Produce from the garden will be used at the school or sold. Students have shown an interest in seeking future marketing opportunities for the produce they will grow.

The Green and Growing School Initiative collaborative consists of the ND Department of Public Instruction, ND Department of Agriculture, ND Department of Health, ND Career and Technical Education, ND 5 + 5 Communities, and NDSU Extension Services. The goals of the initiative are to educate students on the inter-connectedness of people, plants, and the planet; increase community engagement; provide service learning opportunities; help students gain better nutritional habits; provide marketing opportunities for students; introduce and/or integrate food safety into the curriculum; and have students grow a portion of the food they eat at school or at home. The collaborative recognizes that growing fresh fruits, vegetables, and herbs have many potential benefits to students and the community.

## Organic Growers Get New Source for Help

Choices, LLC, has been created to help organic farmers, ranchers, processors, and food handlers market their products and services.

Life's Healthy Choices, LLC, is a web-based business created by Brent Schultz. The website ([www.lifeshealthychoices.com](http://www.lifeshealthychoices.com)) contains search engines for organic buyers to find the farmers, ranchers, and processors that provide those commodities that are wanted.

Along with this first service, the site provides a definition of what organic means and explains the organic standards for the U.S. and international markets for people interested in becoming organic producers. The website also contains links to resources about organic products and farming for interested farmers, ranchers, processors, and consumers. As well as that service, the site can be used to find organic products that are not accessible in local stores.

Mountrail County  
North Prairie  
Farmers Markets -  
Stanley,  
Stanley

Pembina County  
Cavalier Farmers  
Market,  
Cavalier  
Pembina Farmers &  
Flea Market,  
Pembina  
Walhalla Farmers  
Market,  
Walhalla

Pierce County  
Rugby Farmers  
Market,  
Rugby

Ransom County  
Enderlin Farmers  
Market,  
Enderlin

Sioux County  
Paha Yamni  
Farmers Market,  
Selfridge

Stark County  
Roughrider  
Homegrowers  
Farmers Market,  
Dickinson

Stutsman County  
Cleveland Farmers  
Market,  
Cleveland  
Jamestown Farmers  
Market Coop.,  
Jamestown  
Pingree Farmers  
Market,  
Pingree

Ward County  
North Prairie  
Farmers Market -  
Kenmare,  
Kenmare  
Minot Farmers  
Market,  
Minot  
North Prairie  
Farmers Market,  
Carpio

The website was created by Brent Schulz. Schulz is the Marketing & Business Development Representative for The International Certification Services, Inc in Medina, North Dakota. Schulz identified a need to assist organic producers in finding markets and buyers for their commodities, and decided to create Life's Healthy Choices to help consolidate this problem.

Farmers, retailers, processors, and consumers are encouraged to contact Brent at Life's Healthy Choices with their questions and comments at [www.lifeshealthychoices.com](http://www.lifeshealthychoices.com) or at 701-320-7524.

## Dakota Grown Logo Materials Available Now

If you need any marketing materials for the summer season, please call Stephanie Fox (701.328.4763) at the ND Dept of Agriculture to place an order.

Prices are as follows:

- Rolls of Labels 100 stickers per roll \$4.00 per roll
- Shelf Talkers \$.10 ea
- Aprons \$6.00 ea
- Canvass tote bags \$2.50 ea



## Entertainment for your Farmers' Markets

Draw a larger crowd and give your Farmers' Market the feel of a summer time festival! North Dakota boasts a number of local musicians who provide entertainment for events around the state. You won't have to look far to find some great summertime musical flair for your market. Contact your local area Chamber of Commerce, or event halls, check the Pride of Dakota directory, go online, or just take a quick look at the Yellow Pages to find a musician who can bring summertime music to your Farmers' Market.

Check out these websites for more information:

Greater North Dakota Chamber of Commerce

<http://www.gnda.com/>

Find entertainment listings under the Member Directory and find listings for all Convention & Visitors Bureaus under the Resource Guide

Pride of Dakota

<http://www.prideofdakota.com>

Wells County  
Harvey Farmers  
Market,  
Harvey

Williams County  
Grenora Farmers  
Market,  
Grenora  
Ray Farmers  
Market,  
Ray  
Western  
Cooperative Credit  
Union,  
Williston

# USDA Creates Farmers' Market Guide

The USDA Agriculture Marketing Service recently announced publication of the Farmers Market Resource Guide. The Guide lists grants, programs, and other financial information resources available from public and private organizations and gives details about more than 100 projects and grants available to help start or improve farmers' markets.

The Farmers Market Resource Guide, which will be periodically updated, is available online at <http://www.ams.usda.gov/farmersmarkets/Consortium/ResourceGuide.htm> or a printed copy can be obtained by contacting the Agricultural Marketing Service, Marketing Services Branch, 1400 Independence Avenue, SW, Room 2646, South Bldg., Washington, DC 20250, 202-720-8317.

## Farmers Market "Market Matters"

Having a unique booth can draw more people and set you apart from your competitors. By providing samples of high quality produce along with these simple dip recipes may just draw those crowds and increase your sales.

### Market Vegetables with Dipping Sauces

#### INGREDIENTS

Assorted seasonal vegetables, sliced in a range of sizes

1/4 teaspoons sea salt or juice of half a lemon

#### **Sweet-and-sour sauce:**

1 teaspoon finely chopped chili pepper  
1 Tablespoon minced garlic  
2 Tablespoons grated carrot  
1/4 cup fish sauce  
8 Tablespoons lemon or lime juice  
3 Tablespoons sugar

#### **Curry yogurt sauce:**

1 cup plain nonfat yogurt  
1 teaspoon salt  
2 teaspoons curry powder  
1/2 teaspoons ground cumin

#### **Peanut sauce:**

2 Tablespoons chopped peanuts or peanut butter  
1 teaspoon minced scallions  
1 teaspoon finely chopped chili pepper  
1 1/2 teaspoons minced garlic  
1 1/2 teaspoons tomato paste  
1/4 cup hoisin sauce  
1 teaspoon sugar  
1/3 cup water  
1 teaspoon vegetable oil

**To prepare vegetables:** In a large pot with a steaming basket insert, bring 2 cups of water to a boil. Add salt or lemon juice to enhance flavor. Place vegetables in steaming basket and cover. Cook 3 to 5 minutes; remove steamer from pot.

**To make sauces:** In 3 small bowls, mix each set of ingredients together and stir. Sauces can be prepared and refrigerated up to one day in advance; serve alongside steamed vegetables.

## Proper Watering

Some homeowners fail to understand what the term "proper watering" means. First of all, it means that if rainfall is sufficient in a region and at a particular location, the irrigation system does not need to be used. But here in North Dakota, watering may have to occur once in a while. When watering is necessary, doing it wisely will save time, money, and, of course, water. Here are four pointers to help you.

1. **Water deeply and infrequently.** This pattern will help to develop deep, penetrating root systems that are capable of mining water and nutrients from a larger volume of soil.
2. **Make water applications uniform.** This is accomplished via a properly designed and installed automatic irrigation system, but can also be carried out with the thoughtful placement of a sprinkler.
3. **Water efficiently.** This means making water applications when environmental conditions will favor maximum utilization by the plant. Early mornings are best; evening hours are the worst. Vegetable and fruit plantings are most efficiently watered via drip systems. Part of efficient watering is delivery at a rate the soil will allow to infiltrate without run-off. Water going down the drain or on the sidewalk does not benefit the plant material.
4. **Mulch where appropriate,** for all the reasons given earlier.

For more information visit the NDSU Extension website at [www.ext.nodak.edu/](http://www.ext.nodak.edu/).

## New Directory Available July 1st

The North Dakota Farmers' Market and Growers Association has created a directory of all the farmers' market throughout the state. It is organized by regions and counties for easy searching.

The directory contains much information including the names of the markets, locations, manager names, and their contact information. A list of the produce that is being sold at the markets is also listed along with the dates each market is open.

The directory is available to the public on July 1st. Contact your local farmers' market or the ND Department of Agriculture at (800) 242-7535 for a copy. You can also find the information online at <http://www.agdepartment.com/Programs/Farmers%20Markets.html>.



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