



# Agricultural Report

Connecticut Department of Agriculture  
 Dannel P. Malloy, Governor  
 Steven K. Reviczky, Commissioner



Linda Piotrowicz, Editor  
 Wednesday, March 20, 2013

## THE CONNECTICUT MILK PROMOTION BOARD

*By Jason Bowsza, Office of the Commissioner*

The Connecticut Milk Promotion Board (MPB) was created in 2008 by Connecticut General Statutes [Section 22-137a](#), which states that the board shall

*develop, coordinate and implement promotional, research and other programs designed to promote Connecticut dairy farms and milk consumption.*

Connecticut's establishment of a statewide milk promotion board augments other dairy check-off efforts similar to those for agricultural products such as beef and pork.

In 2011, the USDA recognized the MPB, allowing the board to receive dairy farmer funds and allocate them toward its efforts.

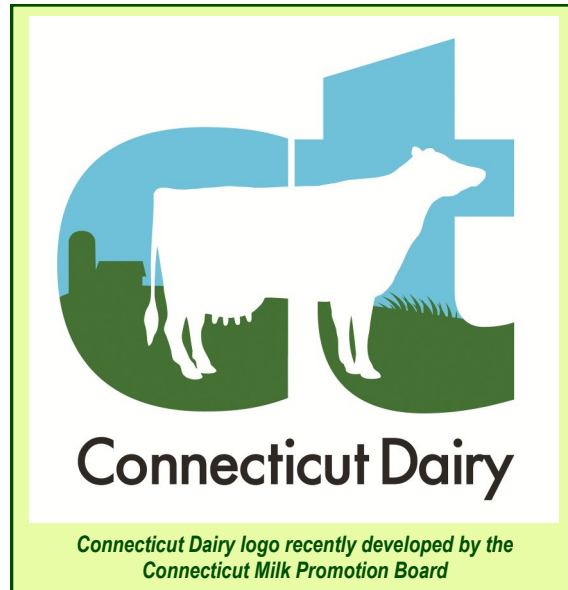
A 2010 statutory revision by the Connecticut General Assembly clarified that these dairy farmer monies are to be kept in a separate non-lapsing account and used only for administering expenses specifically related to the board's programs (rather than co-mingled with state money in the general fund).

Upon recognition by the USDA in 2011, the MPB began collecting \$0.10 per hundredweight from Connecticut milk producers for its programs.

Because the majority of Connecticut dairy farm families are members of a regional cooperative that distributes milk throughout New England, the MPB has dedicated 85% of its funds to support programming of the New England Dairy Promotion Board, which promotes regionally produced dairy products and facilitates nutrition education.

The MPB allocates the balance of its funds to promotional and educational efforts within Connecticut.

Since its inception—even while awaiting formal recognition from the USDA—the MPB has been hard at work generating ideas to



advance Connecticut milk. The board has developed a Connecticut dairy industry logo, purchased promotional materials, and supported the Connecticut Dairy Industry Council.

Even more significant, the MPB has been developing a marketing strategy to be implemented over time. In formulating its strategy, the MPB has focused on several key components, including current conditions, market challenges, market opportunities, and key messages.

The board also has carefully considered where the Connecticut dairy industry needs to be, how it will get there, and how it will measure success along the way.

As the MPB began implementing its new marketing strategy, its first step was a market analysis.

Currently, Connecticut is a "dairy deficit state," meaning the state's total milk production does not satisfy its own demands. At the same time, only 47 percent of the milk produced in Connecticut is consumed here.

The board recognized that emphasizing the important role Connecticut's dairy industry plays in the state's economy must be a priority.

As the MPB continued to carry out its plan, it also identified market challenges and opportunities. The biggest challenge discussed was a question without an answer: How can consumers know they are supporting Connecticut dairy farmers?

Unfortunately, it is not as simple as looking for the Connecticut Grown logo on the carton. As Connecticut dairy farmers sell their product to cooperatives like Agri-Mark, where it is mixed with other milk from Connecticut and neighboring states, it becomes difficult to determine where an individual farm's milk ultimately ends up.

*(continued on Page 3)*

**WHOLESALE LETTUCE  
U.S. GROWN**

	Low	High
BOSTON,24ct,AZ	17.00	20.00
GREEN LF,24ct,AZ	15.00	19.00
ICEBRG,Wrpdp,24ct,AZ	34.00	47.00
MESCLUN,3lb,AZ	5.50	7.00
OAK LF,Rd,2.5lb,AZ	10.00	12.00
ROMAINE,24,AZ	42.00	47.00
ROMAINE,12/18oz	44.00	47.00

**NEW HOLLAND, PA, HOG AUCTION**

March 11, 2013

Sold by actual weights; prices quoted by hundred wt.

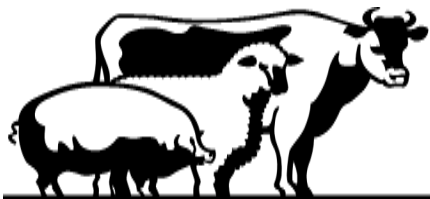
49-54	220-300 lbs	61.00-68.00
	300-400 lbs	64.00-66.00
45-49	220-300 lbs	53.00-56.00
	300-400 lbs	55.00-60.00
Sows: US 1-3	300-500 lbs	49.00-53.00
	500-700 lbs	60.00-63.50
Boars:	300-700 lbs	19.50-21.50

**MIDDLESEX LIVESTOCK AUCTION**

Middlefield, March 11, 2013

Live animals brought the following ave. prices per cwt.

	Low	High
Bob Calves:		
45-60 lbs.	30.00	45.00
61-75 lbs.	80.00	95.00
76-90 lbs.	1.00/lb	1.10/lb
91-105 lbs.	117.50	125.00
106 lbs. & up	130.00	132.50
Farm Calves	137.50	142.50
Starter Calves	42.00	46.00
Veal Calves	95.00	135.00
Open Heifers	52.00	91.00
Beef Steers	82.75	84.00
Beef Heifers	92.00	103.00
Feeder Steers	95.00	104.00
Stock Bulls	100.00	106.00
Beef Bulls	90.00	97.00
Boars	n/a	n/a
Sows	n/a	n/a
Butcher Hogs	n/a	n/a
Goats each	110.00	290.00
Kid Goats	60.00	90.00
Canners	Up to	74.50
Cutters	75.00	78.00
Utility Grade Cows	79.00	81.00
Replacement Heifers	n/a	n/a
Replacement Cows	n/a	n/a
Rabbits each	6.00	25.00
Chickens each	7.00	35.00
Ducks each	7.00	31.00
Feeder Pigs	1 at	200.00
Lambs	140.00	200.00
Sheep	n/a	n/a



**WHOLESALE FRUITS & VEGETABLES  
NEW ENGLAND GROWN**

(Boston Terminal and wholesale grower prices)

	Low	High
APPLE,Fuji,100ct,fcy	24.00	24.00
APPLE,Gala,125ct,fcy	24.00	24.00
APPLE,Gld del,72ct,fcy	24.00	24.00
APPLE,Mac,80ct,fcy	28.00	28.00
APPLE,Mac,80ct,US1	26.00	26.00
APPLE,Mac,12/3,fcy	21.00	21.00
APPLE,Rd del,100ct,fcy	24.00	24.00
BEAN SPRT,10lb	6.00	6.00
CIDER,4/1gal	23.00	23.00
CIDER,9/5gal	27.00	27.00
LETTUCE,Bibb,12/4oz	16.00	19.00
PARSNIPS,25lb	21.00	21.00
POTATOES,10lb	2.00	2.00
POTATOES,Chef,50lb	10.00	10.00
POTATOES,Rd,10/5lb,A	14.00	14.00
POTATOES,Rsst,90ct	10.50	11.00
RUTABAGAS,50lb	13.00	14.00
SQUASH,Bttrnt,1-1/9	16.00	16.00
TOMATOES,5lb	14.00	16.00
TOMATOES,loose,25lb	22.00	22.00



**NEW HOLLAND LIVESTOCK AUCTION**

March 11, 2013

	Bulk/	High/	Low Dressing
<b>SLAUGHTER COWS:</b>			
Breakers	75-80% lean		
	75.00-80.00	81.00-86.00	71.00-74.00
Boners	80-85% lean		
	74.00-79.00	80.00-83.00	67.00-73.00
Lean	88-90% lean		
	71.00-75.00	76.00-79.00	64.00-70.00
<b>CALVES: All prices per cwt.</b>			
Graded Bull Calves			
No.1	80-120lbs	135.00-150.00	
No.2	80-130lbs	115.00-130.00	
No.3-	70-120lbs	75.00-100.00	
<b>SLAUGHTER BULLS Yield Grade 1</b>			
	930-2115lbs	94.00-97.50	
<b>HOLSTEIN HEIFERS</b>			
No.1	80-120lbs	135.00-150.00	
<b>SLAUGHTER LAMBS: Non-Trad. Markets</b>			
Wooled & Shorn Choice and Prime 2-3			
	50-60lbs	n/a	
	60-80lbs	200.00-210.00	
	80-110lbs	175.00-197.00	
	110-130lbs	n/a	



**WEEKLY NEW ENGLAND  
SHELL EGGS**

Prices paid per dozen. Grade A brown eggs in cartons, delivered store door. (Range)

XTRA LARGE	1.62-1.73
LARGE	1.47-1.59
MEDIUM	1.10-1.22

**NORTHEAST EGG PRICES USDA**

March 14, 2013

Prices to retailers, sales to volume buyers, USDA Grade A and Grade A, white eggs in cartons, per dozen. (Range)

EXTRA LARGE	1.35-1.39
LARGE	1.33-1.37
MEDIUM	1.15-1.19

**PENNSYLVANIA GRAIN SUMMARY**

March 11, 2013

Eastern/Central Pennsylvania

Corn No 2 (per bu)	7.44
Wheat No 2 (per bu)	7.55
Oats No 2 (per bu)	n/a
Soybeans No 2 (per bu)	14.63
Ear Corn (per ton)	n/a



Wooled & Shorn Good & Choice 3-4

50-55lbs	255.00-275.00
60-80lbs	214.00-245.00
80-100lbs	n/a

SLAUGHTER EWES: Good 2-3: Med. Flesh

90-120lbs	n/a
120-160lbs	77.00-92.00
160-200lbs	78.00-92.00

Utility 1-2: Thin Flesh

110-120lb	60.00-70.00
120-160lbs	56.00-76.00

Bucks 150lbs 76.00

170-190lbs	68.00-72.00
200-250lbs	n/a

SLAUGHTER GOATS: Sel.1, by the head, est. wt.

40-50lbs	115.00-125.00
50-60lbs	128.00-132.00
60-70lbs	130.00-150.00
70-80lbs	140.00-174.00

Nannies/Does: 110-125lbs 156.00-172.00

130-160lbs	145.00-187.00
Bucks/Billies: 120-150lbs	167.00-208.00
150-200lbs	230.00-290.00

Sel. 2	80-125lbs	104.00-150.00
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## ADVERTISEMENTS

### FOR SALE

1-R. Blumenthal & Donahue is now Connecticut's first independent NATIONWIDE Agri-Business Insurance Agency. Christmas tree growers, beekeepers, sheepbreeders, organic farmers and all others, call us for all your insurance needs. 800-554-8049 or [www.bludon.com](http://www.bludon.com).

2-R. Farm, homeowner and commercial insurance—we do it all. Call Blumenthal & Donahue 800-554-8049 or [www.bludon.com](http://www.bludon.com).

3-R. Gallagher electric fencing for farms, horses, deer control, gardens, & beehives. Sonpal's Power Fence 860-491-2290.

4-R. Packaging for egg sales. New egg cartons, flats, egg cases, 30 doz and 15 doz. Polinsky Farm 860-376-2227.

5-R. Nationwide Agribusiness Insurance Program, endorsed by the CT Farm Bureau, save up to 23% on your farm insurance and get better protection. References available from satisfied farmers. Call Marci today at 203-444-6553.

20-R. Watertown, CT: 73.33 acres of residential zoned land plus a separate parcel containing 1.76 acres. Ideal for a gentleman's farm, horses, camp. 65% rolling meadows of farmland, balance is forest with trails. Alongside the City of Waterbury's massive reservoir and forest holdings. 2 miles from the center of Litchfield Green / close to Washington, CT. Picture book setting. Sale Price: \$1,680,000. Call: Tom Hill III, CCIM/SIOR @ 203-206-8631. [www.tomhill.com](http://www.tomhill.com)

23-R. 7 Starline Arches, 50 Starline Stanchions, complete Corner Wheel for Clay Barn Cleaner, Clay Transmission and Motor, 260 feet of Clay Barn Cleaner. Call 860-537-5842 7PM.

27-R. Equipment for Sale. JD 6200 Tractor (1994) with 640 loader and 1 yard bucket creeper transmission 5500 hours approx-2 owner tractor; JD 2600 4 bottom semi mounted plow-excellent condition-2 owner; JD 7000 Maxi-Merge planter-4 row. New finger pickups and bean cups. Insecticide boxes included; JD 8200 Grain Drill-excellent condition; JD Post hole digger-little used-one owner; JD Model 45 seven (7) foot scraper blade-one owner; JD 444 corn head; Lely Tine Weeder-12 foot with hydraulic fold-mint condition-one owner; Lilliston 2 and 4 row cultivators with extra parts; I & J 4 row S tine cultivator with liquid side dress tanks and crop shields-one owner; Brillion trailer type spike tooth harrow with hydraulic lift; Gandy 8 foot drop spreader; Kil-bros gravity grain box on heavy running gear and hydraulic auger-one owner; Haines vegetable washer-rebuilt; 20 foot Kelly Container Freezer/Cooler with 3 phase convertor-excellent condition; Pequa equipment trailer-20 foot deckover-2 owner; Amish built picking conveyor-hydraulic powered-one owner; Heavy duty highlift forklift 3 point hitch; Phil Brown apple bin dumper; Apple/Squash bins-approx 100; Cedar fence posts with rolls of goat/sheep fence; Chicken coops (2) (8ft by 16ft) on skids; Chevrolet Step Van C20 (inop) perfect for farm markets; Plant trays-50/72/144 cells new and used. Contact George 860-918-5442 [george.m.purtill@snet.net](mailto:george.m.purtill@snet.net).

28. Ford harrow, 3 pt hitch, 8 ft; NH 256 Rake; NH 268 Baler; Dearborn 3 pt 2 row planter; 2 hay wagons with JD running gear. 860-642-7697.

29-R. Dried Chicken Manure. 860-537-1974.

30-R. Krone, Krone, Krone Haying Equipment. Why settle for anything less? Mowers, Tedders, Rakes, Balers and more. 0% for 24 months or 2.25% for 60 months financing on all new Krone equipment. Come see us at scenic Route 169, Pomfret Center, CT. Also at [www.bigboystoysllc.net](http://www.bigboystoysllc.net) 860-928-9778.

31-R. Round Bales WRAPPED HAYLAGE, 4x4, \$25 and up. 860-234-1605.

34-R. 8 Frame Beehive, complete wood. 2' X 3' Aluminum storm windows, approx. 100, would make a perfect cold frame, \$1.00 each. 860-423-1347 cell 617-308-3015.

### WANTED

21-R Steel wheeled, disk type grain drill, narrow enough to operate between existing 42" corn rows. Tom 860-646-6536.

### MISCELLANEOUS

6-R. Farm/Land Specializing in land, farms, and all types of Real Estate. Established Broker with a lifetime of agricultural experience and 40 years of finance. Representing both Buyers and Sellers. Call Clint Charter of Wallace-Tustin Realty (860) 644-5667.

26-R. Hytone Farm is CT's new Hydra-Ram dealer! Whether you need a new machine or parts for your old one, contact us for all your Hydra-Ram manure spreader needs. 860-558-3314 or [hytonefarm1@hotmail.com](mailto:hytonefarm1@hotmail.com).

**The Connecticut Week Agricultural Report offers affordable classified advertisements for your farm-related needs. See Page 4 for details and rates, or call Jane Slupecki at 860-713-2588 for more information.**

### CONNECTICUT MILK PROMOTION BOARD

*(continued from Page 1)*

Despite this challenge, growth opportunities for Connecticut's dairy industry are plentiful, fueled in particular by the growing consumer popularity of and demand for locally grown products.

Unlike most foods, milk is a local option available year round. Combined with the geographic diversity of Connecticut's dairy farms, its ever-present availability fosters the development of strong, long-term relationships with local consumers.

This strong support of Connecticut's dairy farm families leads to numerous other benefits, including preservation of open space and working landscapes, protection of agriculturally important soils, and stabilization of municipal grand lists and property taxes.

Given these challenges and opportunities, the MPB has recognized a need to work on changing consumer attitudes about purchasing milk.

A primary emphasis will be on stressing the benefits of buying locally produced milk, including supporting local family businesses, local jobs, and the local economy.

The board also will work to educate local consumers about the complex milk pricing system, and the reality that increases in retail milk prices do not necessarily translate into increased local farm revenues. (Connecticut's dairy production costs continue to rise, often exceeding the wholesale prices that farmers receive for their milk.)

Accordingly, the board will emphasize the value of local milk in terms of all the related benefits of supporting Connecticut farm families. In doing so, it will focus on the following messages:

- Connecticut milk is year-round local option.
- Connecticut's dairy industry generates local jobs, fuels the local economy, preserves farmland, and keeps property taxes down.
- Connecticut's dairy farm families remain committed to producing wholesome local food, creating jobs, and being good stewards of the state's precious land.

While changing consumers' mindset cannot be achieved overnight, employing a focused strategy can achieve slow, measurable progress, even with the MPB's limited resources.

As the board's work continues, it will seek out partnerships with grocery stores, earn a local media presence, solicit buy-in and feedback from Connecticut dairy producers, reach out to county farm bureaus and other stakeholders, and bolster consumer relationships through local farm tours and similar efforts. It will also identify benchmarks to measure success.

The MPB has gotten off to a good start, thanks to invested and engaged members, a clear vision of its mission and goals, and the availability of modest resources. The board has already accomplished a great deal and looks forward to another productive year ahead.

Per state statute, MPB meetings, which are open to the public, are scheduled as the chairman or board majority deems necessary, and are held at the Connecticut Department of Agriculture, the board's statutory administrative agency.

*(continued on Page 4)*

## CONNECTICUT MILK PROMOTION BOARD

(continued from Page 3)

MPB members, appointed by Governor Malloy and legislative leadership, are representatives from Connecticut's dairy community and include producers, cooperative members, nutrition organizations, and the Connecticut Department of Agriculture:

- Joe Greenbacker, member
- Robert Jacquier, member
- Paul Miller, treasurer
- Lucy Nolan, secretary
- Peter Orr, vice chairman
- Commissioner Steven K. Reviczky, chairman
- Jim Stearns, former chairman

For MPB meeting agendas, minutes, and other information, please visit [www.CTGrown.gov](http://www.CTGrown.gov) and click on "Boards, Councils, and Commissions" at the left of the page.

## AGRITOURISM OPPORTUNITY: CT OPEN HOUSE DAY

Don't miss this once-a-year opportunity to participate in the Connecticut Office of Tourism's Connecticut Open House Day on Saturday, June 8, 2013. The statewide event showcases Connecticut's diverse world of history, art, film, and tourism—including agritourism. Last year more than 200 locations rolled out the welcome mat to state residents with special incentives such as free or discounted admission, special activities, exhibits and/or free gifts.

For more information please contact Rosemary Bove, [Rosemary.Bove@ct.gov](mailto:Rosemary.Bove@ct.gov) or Jean Hebert, [Jean.Hebert@ct.gov](mailto:Jean.Hebert@ct.gov).



## MAYOR SEGARRA TOURS REGIONAL MARKET

Recently Hartford Mayor Pedro E. Segarra accepted Commissioner Reviczky's invitation to tour the Hartford Regional Market.

The Connecticut Department of Agriculture, in cooperation with the Connecticut Department of Construction Services and the Connecticut Marketing Authority, is conducting roof repairs at the market and developing a master plan to make the state-owned facility a more vibrant food and farm products nexus for Connecticut's diverse agricultural industry.



Mayor Segarra (center) and Commissioner Reviczky (right) talk with Bill Driscoll (left) of Heart of the Harvest, a produce processing company at the market.

**Advertising Rates:** Fifteen or fewer words: \$3.75 per insertion. More than 15 words: 25 cents per word per insertion. (Initial letters, hyphenated words, phone numbers, and addresses are counted separately.) Print or type copy. Advertisements accepted on a first-come, first-served basis; publication on a specific date cannot be guaranteed. Ads with payment must be received by noon the Friday before a publication date to be considered for insertion in that issue. Only ads of an agricultural nature with a Connecticut phone number will be accepted. Remittance with copy required. Make check or money order payable to the Connecticut Department of Agriculture.

### CONNECTICUT DEPARTMENT OF AGRICULTURE

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