

ADVISOR ANNUAL EVALUATION TEMPLATE
 (To be completed **only** if you are **not** writing a Program Review)
January 1, 2008 - September 30, 2008

Due: November 17, 2008

*For guidance in completing the template, refer to
 "Guidelines for Preparing Your Advisor Annual Evaluation 2008"*

SECTION A & B. Advisor Review: Annual Evaluation

Save Sections A and B (below) as one document and separately from other sections and upload as Annual Evaluation A and B

Name: Cindy Fake

Title: Horticulture and Small Farms Advisor

County or Unit: Placer-Nevada County

POSITION DESCRIPTION *If needed, upload your current position description(s).*

SECTION A: NARRATIVE (Limit 5- 8 pages, 11-12 pt. font)
General Performance and Accomplishments:

I. STATEMENT OF ASSIGNMENT

- *Changes in responsibilities (if applicable)*
- *Programmatic Assignment of FTE (ANR Issue/Knowledge Area/FTE)*

ANR Issue	Knowledge Areas	FTE
Pest Management	Integrated Pest Management Systems	0.30
Sustainability and Viability of Agriculture	Community Resource Planning and Development	0.05
Sustainability and Viability of Agriculture	Marketing and Distribution Practices	0.10
Sustainability and Viability of Agriculture	Natural Resource and Environmental Economics	0.15
Sustainability and Viability of Agriculture	Plant Management Systems	0.40
Total FTE		1.00

II. RESEARCH, EXTENSION AND CREATIVE ACTIVITY

The primary goal of my programs is to help maintain the sustainability and viability of small-scale foothill farms. Within that are three major themes:

- Small Farm Economics & Viability
- Horticultural Productivity
- Integrated Pest Management

Small Farm Economics & Viability

Placer & Nevada Counties are among the fastest growing counties in California, home to a diversity of small farms and ranches. High land prices and an aging grower community with no new generation of producers are, however, major threats to local agriculture. Local agriculture is an integral part of what makes these counties desirable places to live, but it will cease to be part of the landscape unless growers can make a reasonable profit from their land.

Small farm economics and viability projects encompass a variety of different strategies, including collaborative efforts to plan for the future of local agriculture, assist producers with financial and economic planning for their farm businesses, expand local marketing opportunities, help growers produce appropriate crops to meet those opportunities, and develop agritourism. From January to October 2008, projects in this area included:

1. Placer Ag Futures Project
2. Market-driven Farming & Farm Business Planning courses:
3. Building Agritourism Capacity: Placer Farm & Barn Tour
4. Expanding Local Market Opportunities

The Placer Ag Futures Project

The purpose of the Placer Ag Futures Project is to ensure the viability of local agriculture for the long-term future by bringing together the agricultural community to identify priorities and plan programs that will sustain agriculture. Over the last year, a committee of about 25 members of the agricultural community has been developing plans in four critical areas:

- Farmer-to-Farmer community building
- Outreach and education to develop a new cadre of trained farmers and ranchers, including on-farm internships.
- Connecting producers with available and affordable agricultural land.
- Expanding local market opportunities

While only a few activities were actually implemented in 2008, the Ag Futures group continues to meet and subcommittees have been working on plans for each of the key areas. 2008 activities included a highly successful Ag Resources

Fair which served to inform not only the producers who attended, but also the representatives of the 26 agencies and organizations that participated. We received a Western SARE grant and California Communities Program grant to fund parts of the Ag Futures programs; education and outreach as well as farmer to farmer-community building.

The Ag Futures Project has had a major impact on the ag community even though few activities have been implemented. The project has brought together producers across the spectrum of commodities, enterprise scale, and geography to work together to plan for the future. That alone is a major impact and shift in thinking in the ag community. Many members of the group have expressed the sentiment that the Ag Futures Project is the most hopeful thing to happen to agriculture in their lifetimes. Our farms and ranches may be very small-scale, but working together, they are quite a powerful movement for change.

Market-driven Farming & Farm Business Planning Courses

In 2008, in collaboration with Roger Ingram, and two local producers, Dan Macon and Allen Edwards, we delivered a six-week farm business planning course. Nine agricultural operations participated in the course, with two representatives from most operations. The group has become a support group for one another and has continued to meet and correspond via e-mail. All of the 2008 participants have expressed interest in a more advanced course on farm business planning, which is planned for winter 2009.

One participant's comments on the class:

"The Farm Business Planning Class provided the information I needed to make educated evaluations about my current business and how to expand. Being able to work on my business, not a textbook example, and listening to the input of other classmates gave me valuable insight to what works in our community - as well as what doesn't!" - Gale Pylman, Owner, French Ravine Nursery

I also worked with several growers and ag agencies to deliver a six-week long Market-driven Farming class for new growers. The class was small, but a direct outcome of the class is three new ag businesses, a nursery, a vegetable farm, and a berry farm started in summer 2008. In addition, a new grower workbook, which walks potential growers through the process of getting started in farming, will be published in early 2009.

Building Agritourism Capacity: Placer Farm & Barn Tour

2008 is the fifth year for the Placer Farm & Barn Tour, and it has continued to succeed in ways we never envisioned. While the 2008 Farm & Barn Tour did not take place until 2 weeks after the close of this reporting period, all of the preparation and planning occurred during this period. The 2008 Tour included 10 farm and ranch venues, six of them participating for the first time. It takes a considerable amount of planning and working with the hosts and their operations to make the Tour a success. The Farm & Barn Tour committee, made up of a number of agricultural agencies and growers, spends 7-8 months planning the

Tour. In addition, it takes about 90 volunteers to make the Tour happen, and volunteer coordination is critical.

The mission of the Tour is:

- to connect area residents with local farmers
- to educate the non-agricultural public about local agriculture
- to make Placer County an agricultural tourism destination
- to build a philosophically & economically active support base for Placer agriculture

The Tour has fulfilled many of those goals, as it draws two to three thousand people each year from all over California and across the country. There are drawbacks to success, and one of them is visibility. The Tour is now subject to county permits and regulations we never considered. For that reason, in 2009, the committee plans to decentralize the Tour into smaller seasonal Tours in order to focus on sales of seasonal products from the farm. It will promote “buying local” and because of the smaller scale, we may avoid some of the regulatory hurdles.

Expanding Local Market Opportunities

Many foothill residents dream of owning a small farm and growing food for local markets, and UCCE assists them in starting small-scale horticultural operations. New growers need assistance with land evaluation, crop selection, production practices, as well as identifying and developing market opportunities. While most new growers focus on production, developing marketing strategies and a clientele base are keys to success. Individual consultations with prospective growers are a critical part of my programs. The market-driven farming classes and Small Farm Progress Days also support this effort. The fact that so many people continue to want to start small farming operations here indicates that it is a good place for agriculture to thrive and the ag community is thriving.

Existing producers often need to consider diversifying their operations to put them on a sounder economic footing. I provide assistance with identifying and evaluating potential marketing opportunities and in developing marketing strategies for their operations. I also work on the community scale with the Foothill Farmers’ Market Association to educate and inform producer members about opportunities and issues. Growers are increasingly savvy about marketing and product selection, and many are doing well despite the declining economy.

In 2008, Andrew Breksa, a food chemist with USDA did a study of synephrine levels in Placer County mandarins. Synephrine is a naturally occurring antihistamine which alleviates the symptoms of colds and allergies. I assisted with the study by collecting data on the environment and production practices of the 11 orchards which provided fruit to the study. The synephrine study has received a lot of press, starting with the preliminary study in April and the publication of the results in September. The growers are using the synephrine information for marketing their fruit this season.

Connecting consumers with local growers is critical to preserving local agriculture. Maintaining a local agriculture depends on good marketing opportunities, educated consumers, and consumers who “buy local first”. Educational outreach to inform and expand the consumer base is critical to the future of local agriculture. Efforts to help consumers understand how to buy local and make it part of their lifestyle included talks to Sierra College classes, development of consumer brochures on mandarins, buying local, and ways to support sustainable agriculture, and working with the farmers’ markets on publicizing sources of local food. A series of web pages called “Eat Local, Start Now!” on the Placer/Nevada site helps consumers understand how to buy local and what is in season. http://ceplacer.ucdavis.edu/Eat_Local%2C_Start_Now/

While specific impacts from these programs may be difficult to measure, farmers’ markets continue to thrive and provide fresh, local and nutritious food to area consumers, despite the economic downturn. A new year-round certified farmers’ market is opening in Roseville, and traffic in key markets in Auburn and Truckee has been higher than ever. The interest in eating local continues to increase, and I receive more and more inquiries about local produce from the news media.

Horticultural Productivity

Given the small scale of foothill farming and the high costs of production, optimizing productivity is very important. Productivity does not necessarily equal profits if the quality of the product is not high, so helping growers increase productivity while maintaining quality is vital. The horticultural productivity theme encompasses my all production-related programs, which include:

- Small Farm Progress Days
- Soil & Water Management in Foothill Farming
- Mandarin Production

Small Farm Progress Days

Small Farm Progress Days, an equipment show and educational event for small-scale foothill producers is in its third year. In 2008, it grew to four field day workshops in addition to the “Farmer Fair”, partially funded by a Western SARE Farmer/Rancher grant. A steering committee of producers and agricultural organizations coordinates the events. While several of the events did not occur until after the reporting period, most of the planning and logistics for the expanded events occurred during this period.

Two of the Progress Days workshops were held in September 2008; the livestock workshop and the vegetable crop field day. I participated in the planning and coordination of the vegetable field day. About forty participants learned about soils, season extension, winter vegetables, and saw a myriad of small farm equipment demonstrated. The field days have become a place for growers to exchange information and network as well as learn from professionals in various fields. A number of growers brought equipment critical to their operations and shared it with others. For example, one grower has had great success using a

cinch-type mole trap for gophers, because our gophers are often too small for ordinary gopher traps. He shared his success with others and several have bought similar traps to try.

Grower awareness of the different types of equipment available and suitable for their farming operations has increased through the Progress Days workshops. A critical impact is that growers are talking to each other and sharing their experiences. This has not always been the way things worked here, so these types of events where everyone learns and shares are important not only to education, but to building community.

Soil & Water Management in Foothill Farming

Foothill growers have a very limited soil resource and it must be continually improved and amended in order to remain productive. Most growers produce on less than two feet of soil, but they grow high quality products. Education on conserving and maintaining the soil resource is a key part of field meetings, field days, and workshops.

Cover crops in orchards and vineyards are now standard practice in the foothills, and the use of green waste compost or composted manure along orchard rows has increased significantly over the past three years. Placer and Nevada Counties have a very large horse population, and if growers and gardeners do not use the manure, it goes into the landfill. About five years ago I started an educational campaign to convince growers to use this “waste” horse manure, and provided information and education on how to use it safely and effectively. I also serve as a contact person to put growers in touch with producers of manure and vice versa.

The education program has finally begun to show an impact: the majority of fruit growers are now using compost or composted manure along the orchard rows. The practice started with a few growers interested in organic production who could not afford blended OMRI-approved fertilizers. Through field meetings and workshops and growers talking about the benefits of compost around their trees, the practice has become widespread. Growers are cognizant of the food safety issues and follow best management practices to be sure the manure is applied four to six months before the fruit is harvested.

Given the rapid increase in input costs, particularly fertilizers, over the last year, growers are very concerned about adequately fertilizing their crops but not wasting fertilizer. Many have had their soil tested but do not know how to interpret test results and plan a fertilizer program. I had so many requests from growers for assistance in understanding soil tests in the first few months of the year, that I planned a workshop on understanding your soil analysis in May 2008. Thirty-six growers attended the workshop and 97% said they would use the information in the next six months to plan a more effective nutrient management program. I also presented a shortened version of the workshop at the Progress Days vegetable field day.

Irrigation management is also a critical issue given shallow soils and hot summer weather. Several field meetings during the year were devoted to irrigation management and measuring soil moisture. As growers try to conserve water, they may stress plants too much and affect quality. I worked with several vegetable growers this summer on soil moisture monitoring in order to prevent bitterness in cucumbers and blossom end rot in tomatoes. As a result of that work, three growers have agreed to collaborate on field trials and demonstrations of different practices to maintain soil moisture in summer 2009.

Mandarin Production

Mandarins are a key crop in the foothills and the number of mandarin growers has more than doubled in the last ten years. While mandarins may be less labor intensive than some orchard crops, nutrient, water, and canopy management are critical to producing the high quality fruit for which Mountain Mandarins are famous. At the 2008 farm conference, I collaborated with the president of the Mountain Mandarin Growers' Association to present a workshop on mandarin quality and the production practices that assure quality. More than 20 producers attended the session.

Several monthly field meetings emphasized practices such as pruning to enhance quality. Pruning and canopy management were not common practices in mandarin production when I came to Placer County. In the past few years, growers have seen the results of pruning in enhanced yields and fruit quality as well as managing pests without pesticides, so pruning has become a common practice in most orchards.

Mandarin field meetings also focused on using of compost or composted manure around trees to enhance moisture retention and increase soil organic matter. Mandarin growers were among the earliest to adopt the practice, primarily because of grower to grower information sharing and observation in field meetings.

Integrated Pest Management

Integrated pest management is not only a theme but a critical part of my work because there are few resources for growers to turn to other than UCCE or the UC IPM website. We have no Pest Control Advisors who serve horticultural crops in the two counties, and no one who identifies insects other than UCCE. My pest management program includes dealing with immediate problems as well as education and prevention of problems before they occur. Pest management questions are the most common calls I receive. I provide information on identification and management of a variety of insects, diseases, and weeds to growers, pest control companies, nurseries and garden centers, county and city departments as well as to Master Gardeners.

I provide pest management education through a variety of channels, speaking at meetings organized by others as well as my own. In 2007, the Placer-Nevada-South Sutter-North Sacramento (PNSSNS) had a copper exceedance on one of their water quality tests, so I was asked to provide information on best

management practices for copper and other pesticide use at several coalition meetings. I developed an information sheet which has since been distributed at several orchard meetings, as orchards are the primary crop users of copper.

I also spoke at the Ag Department pesticide use seminar and at the Target Tree Seminar on new and emerging pests. These types of seminars have provided good outreach to new clientele over the years. For the first time, this year at the Target Tree Seminar, four pest professionals came up to thank me for information I had provided to them on specific pest management problems in the past year. That shows that my work is important to area ag and landscape industries.

In summer 2008, I received so many calls about pokeweed that I sent out press releases about the invasive weed. The press releases were picked up in several newsletters, disseminated by the county agriculture department and other agencies. I've never had so many e-mails from a single press release, receiving over 30 e-mails from people with pokeweed who appreciated the information. If the information helped them reduce the spread of the weed, that is an important impact.

I work closely with mandarin growers on many pest management issues through field meetings and workshops. I provide information and education, and coordinate an *Aphytis* wasp release program to manage California red scale. 26 orchards participated in releases this year, and we released over three million wasps. In the three years since the program began, more than 10 million wasps have been released, and citrus red scale is under control without using pesticides. Few mandarin growers spray at all any more and the use of organophosphate insecticides has declined to a total of two or three sprays per year in the county. Growers now use pruning, wasps, hedgerows to attract natural enemies, and other cultural practices to manage pests in citrus orchards.

Overall, education on pest issues has led to growers reducing their use of high risk pesticides and opting for lower impact materials or other methods. More growers are releasing natural enemies and/or creating habitat to harbor them, thus preventing problems before they start. Growers are much more aware of cultural practices that reduce pest problems than growers in other areas. This fall, I attended two seminars in two different counties in the North Sacramento Valley, and was surprised to learn that those growers did not use or know about many of the practices that have become commonplace here. This tells me that pest management education has changed grower practices in Placer/Nevada.

III. AFFIRMATIVE ACTION

- *Summarize affirmative action outreach and accomplishments.*

My programs continue to be in compliance. In 2008, I made particular efforts to reach the small number of Hispanic and Minh/Hmong growers in the counties.

Regular collaboration with other agencies to present workshops has resulted in diverse workshop audiences, and brings new clientele to almost every event. The Ag-related Community Resource Fair presented by UCCE in collaboration with 26 other agencies in February 2008 is good example of reaching new audiences. Close collaboration with the Ag Commissioner's office has allowed us to reach some groups, such as Minh growers, who have not had much contact with UCCE. Workshops held in cooperation with other organizations such as Foothill Farmers' Markets, High Sierra Resource Conservation & Development, the Resource Conservation Districts, and grower associations have assisted with outreach to new clientele. Teaching a class for new growers and guest lecturing in several classes focused on food and the environment at Sierra College reached a number of new clientele.

Over the last year, I have substantially increased the amount of information available on the ceplacer website because that has become more and more important in outreach to new clientele. A number of people considering starting a small agricultural enterprise have contacted me as a result of information posted on the website.

I participated in the day-long Affirmative Action training offered by the Central Valley Region in March 2008, which was very worthwhile. I was pleased to attend because few affirmative action trainings have been available in recent years.

SECTION B-TABLES AND APPENDICES (no page limit, 11-12 pt. font)

I. PROFESSIONAL COMPETENCE AND ACTIVITY

- *List activities you have undertaken to improve your professional competence*
- *List disciplinary societies/professional associations (organization name, your role)*
- *List awards, honors or recognition*

a. Professional Development

Begin Date-End Date	Location	Duration (hours)	Name and/or Description of Activity
5 March 2008	Modesto	6 hours	Affirmative Action Conference
25-27 March 08	Kansas City, MO	3 days	National Sustainable Agriculture Conference
1 April 2008	Davis	3 hours	Writing for the Web Training
8 April 2008	Davis	3 hours	UC Pesticide Use Training
11 June 2008	Davis	6 hours	Small Farm Workgroup meeting
29-30 Sept. 2008	Albuquerque, NM	2 days	Living on the Land Training of Trainers

b. Disciplinary Society / Prof. Association

Disciplinary Society / Prof. Association Name and Your Role
American Society for Horticultural Science – member Entomological Society of America - member

c. Evidence of Professional Competence

Begin Date-End Date	Location	Name and/or Description of Award, Recognition, Office or Activity
16 February 08	Penryn, CA	Conducted tour of Placer County mandarin orchards for visiting Japanese citrus growers and extensionists.
March 2008	Rocklin, CA	Taught two vegetable production classes at Sierra College.
4 April 2008	Lincoln, CA	Organized meeting for presentation of results of synephrine study to mandarin growers
10 April 2008	Rocklin, CA	Guest lectured on Sustainable Agriculture as part of two multidisciplinary Environmental Science classes.
12 June 2008	Auburn, CA	Placer County Ag Tour: Assisted with organization
10 July 2008	Nevada City, CA	Organized meeting with Nevada County Ag and Environmental Health departments to discuss regulations for farm stands and fresh produce sales

II. UNIVERSITY AND PUBLIC SERVICE

- *List university service activities*
- *List public service activities*

a. University Service (county, regional, state, national, international)

Begin Date- End Date	Activity	Level of Significance	Your Contribution and Leadership Role
9/24/2007- ONGOING	Personnel Committee, AAC	State	Appointed to Personnel Committee, Sept. 2007. Attended all meetings, participated in preparation and delivery of Ad hoc chair training, selection of ad hoc committees and review of ad hoc reports, preparation of PR training in 2008.
4/1/2008- 5/22/2008	UC ANR Orientation Field Trip	State	I organized the orientation field trip for new Advisors & Specialists to visit three agricultural enterprises in Placer County. The focus of the day long field trip was the UCCE response to local needs and how UCCE works within the UC community and with clientele to assist Californians.

b. Public Service (community, county, regional, state, national, international)

Begin Date- End Date	Activity	Level of Significance	Your Contribution and Leadership Role
10 Jan.- 26 Aug. 08	Placer County Board of Supervisors and Planning Commission hearings on winery ordinance (4).	County and regional	Provide research-based information and data on wineries and their impacts in the county.
22 Jan. 08	Placer County Board of Supervisors: presented report on impacts of the annual Placer Farm & Barn Tour 2004- 07	County and regional	As Tour Coordinator, collected and analyzed data for report, prepared and presented PowerPoint.
8 Jan.- 9 Sept. 08	Foothill Farmers' Market Association, Board of Directors. (6)	County and regional	Serve as vice-chair. Provide strategic planning leadership, updates on ag issues.
28 Jan. – 25 Aug. 08	Mountain Mandarin Growers Association	County	Provide pest, marketing, and ag event updates
14 Jan.- 8 Sept. 08	Placer and Nevada County Ag Commissions	Regional	Provide reports and updates on events and agricultural issues; provide data for ordinance and Williamson act actions.
6 Feb. – 2 Sept. 08	Placer-Nevada-South Sutter-North Sacramento Sub-watershed Coalition (4)	Regional	Provide information on best management practices for crop production.

III. GRANT AND PROGRAM SUPPORT SUMMARY LIST (optional)

Project Title	Your Role	Funding Source	Duration	Amount
Placer Ag Futures Project	Co-wrote grant, project co-coordinator	WSARE	1 year	\$27,000
Placer Ag Futures Project, Internship Grant	Wrote grant, project coordinator	California Communities Program	1 year	\$5,000
Placer Farm & Barn Tour	Project Coordinator, co-wrote the grant	United Auburn Indian Community	1 year	\$5,000
Placer Farm & Barn Tour	Project Coordinator, participated in writing grants, wrote report on past Farm & Barn Tour to gain county funding	Grants and Donations from various sources	1 year	\$8,500

IV. EXTENSION ACTIVITIES

a. Meetings Organized (Classes/Short Courses/Demonstrations/Field Days/Other)

Begin Date-End Date	Event Name	Presentation Topic/no. of repetitions	Location(s)	Tot. No. Attendees
1/1/2008-9/30/2008	Mandarin Field Meeting	Managing insect and disease pests in foothill mandarins, especially California Red scale, citricola scale, and citrus blast. (8)	Penryn, Newcastle, Loomis, CA	85
2/2/2008-2/2/2008	Mandarin Quality Assessment and Production Practices that Affect Quality	Mandarin quality factors and defects (1)	Lincoln	22
2/5/2008-3/11/2008	Market-driven Small Scale Farming	Class for beginning farmers on developing a horticultural enterprise: assessing resources, choosing crops, market research. 6 classes.	Auburn	34
2/7/2008-3/13/2008	Farm Business Planning	Business planning for small scale agricultural operations: Class met once a week for 6 weeks. (6)	Auburn	45
2/27/2008-2/27/2008	Ag-related Community Resources Fair	26 agricultural agencies, grower organizations, and departments from Placer/Nevada provided information and assistance to producers (1)	Auburn, CA	64
4/1/2008-9/30/2008	Farm And Barn Tour Planning Committee	Planning and Preparation for 2008 Placer Farm & Barn Tour (8)	Auburn, CA, Auburn, CA	41
4/1/2008-6/30/2008	Placer Ag Futures Strategic Planning Meeting	Strategic planning for sustainable agriculture: what needs to be done in the next five years to have a viable, sustainable agriculture in 30	Auburn	54

Begin Date-End Date	Event Name	Presentation Topic/no. of repetitions	Location(s)	Tot. No. Attendees
		years. (3)		
5/8/2008-7/16/2008	Farm & Barn Host & Site Coordinators' Training	Hosting visitors on your farm and preparation for the Farm & Barn Tour (2)	Auburn	26
5/27/2008-5/27/2008	Understanding Your Soil Analysis	Helping producers understand their soil analysis and translate it into a nutrient management program for their farm. (1)	Auburn, CA	36
9/29/2008-9/29/2008	Small Farm Progress Days Vegetable Field Day	Equipment for small-scale vegetable production, workshops on equipment use, soil management and season extension (1)	Newcastle, CA	42

b. Educational Presentations (including oral presentations and posters)

Begin Date-End Date	Event Name	Presentation Topic/no. of repetitions	Location(s)	Tot. No. Attendees
1/1/2008-3/31/2008	Mountain Mandarin Growers Association monthly meeting	Pest management update: citrus blast and California Red scale, irrigation and stress (2)	Loomis, CA	54
1/1/2008-3/31/2008	Mountain Mandarin Growers' Association Monthly meeting	Marketing channels and economics (2)	Loomis, CA	43
2/26/2008	Placer County Board of Supervisors	The Placer Farm & Barn Tour and its importance in educating area residents about local agriculture (1)	Auburn, CA	75
4/10/2008	Sierra College Environment and the Human Impact Class, Joe Medeiros	Agriculture, Sustainability, and Choices. Sustainable Agriculture in the Foothills and the Role and Impact of Consumers (2)	Rocklin	280
9/18/2008	Target Tree Seminar	Tree Pest Update	Roseville	80

V. BIBLIOGRAPHY

Publication Type Code	Bibliographic Citation
A	Fake, Cindy. 2008. Resources for Christmas Tree Production. UCCE Placer and Nevada County publication number 31-033C.
A	Growing Grapes in Placer & Nevada Counties. UCCE Placer and Nevada County publication number 31-53C.
A	Fake, Cindy. 2008. Best Management Practices for Copper Fungicide Use. UCCE Placer and Nevada County publication number 31-23C.
A	Fake, Cindy. 2008. Citrus Tissue Sampling. UCCE Placer and Nevada County publication number 31-14C.
A	Fake, Cindy. 2008. Ag-related Community Resources. UCCE Placer and Nevada

Publication Type Code	Bibliographic Citation
	County publication number 31-14C.
A	Wilson, Luci and Cindy Fake. . 2008. Orchard Pest Management Summary. UCCE Placer and Nevada County publication number 31-22C.
A	Wilson, Luci and Cindy Fake. 2008. Citrus Pest Management Summary. UCCE Placer and Nevada County publication number 31-13C.
A	"Eat Local" web pages, UCCE Placer/Nevada ceplacer.ucdavis.edu Horticulture webpages: mandarin and grape production, new grower webpages. ceplacer.ucdavis.edu
A	Fake, Cindy. 2008. Ten Easy Steps to Buying Locally Grown. UCCE Placer and Nevada County consumer brochure.
A	Fake, Cindy. 2008. How You Can Support Sustainable Agriculture. UCCE Placer and Nevada County consumer brochure. Printed and distributed by the Placer Ag Marketing Program.
A	Fake, Cindy. 2008. Placer County Mountain Mandarins. UCCE Placer and Nevada County consumer brochure. Printed and distributed by the Ag Marketing Program.
D	Placer County Farm & Barn Tour 2004-2007. Report to Board of Supervisors and Placer CEO's office. Also includes PowerPoint.
D	Fake, Cindy. 2008. Market-driven Farming. 5 PowerPoint presentations and training materials for 6-week class.
D	Fake, Cindy. 2008. Mandarin Quality & Production Practices. PowerPoint presentation. Training materials for Farm Conference.
D	Fake, Cindy. 2008. Operations Planning. PowerPoint presentation. Training materials for Farm Business Planning course.
D	Fake, Cindy. 2008. Understanding your Soil Analysis. PowerPoint presentation and training materials for soil analysis classes.