

FEATURE Story

Building Food Businesses

Sarah Ellis

UF/IFAS Extension Citrus County
FCS Agent
ellissm@ufl.edu

If the amount of calls or walk-ins is any indication, the number of food based businesses in Florida is increasing! In August of 2016 Citrus County began offering workshops on how to start a Cottage Food business. What began as a program on how to increase income using your home kitchen has turned into providing guidance and direction to budding food based businesses.

Karen Fowle attended the first Cottage Food workshop offered in Citrus County. She knew she wanted to start a food based business, but didn't realize how limited her options would be under the Cottage Food Law. Karen quickly saw that what she really wanted to do was start a food based business, but could not get answers or guidance as to how to make this a

reality. After attending the program Ms. Fowle quickly tapped into the experts at extension to get the answers she needed to begin the process of starting her own business.

In October of 2017, Karen's dream became a reality. Rapoza's Flavor Safari, a food truck specializing in Portuguese-American home-made food opened. Karen says "I don't know how I would have made this a reality without extension and Sarah's assistance."



October – December 2017

In this ISSUE

Give up toxic habits that reduce your confidence and success in Extension **2**

Money Does Not Grow on Trees...Save Your Money **2**

How to seek truth in the era of fake news-TED Talk **3**

Running an Activity-based Workshop **3**

Supporting 4-H youth at NS Guantanamo Bay, Cuba **4**

Medical Marijuana and Extension: Do Not Do It! **5**

Staying informed about the latest UF Administrative Memos **5**

Featured Extension Office – Union County **5**

New perspectives on Healthy Eating **6**

Beyond Riding 4-H Equine Camp **6**

Marketing Extension in Taylor County **7**

Cutting the Ribbon on the UF/IFAS Nature Coast Biological Station **7**



From the DISTRICT DIRECTOR



Eric Simonne

UF/IFAS Extension
DED – NE District
esimonne@ufl.edu

Give up toxic habits that reduce your confidence and success in Extension

Take a minute... and think if any of these apply to you:

1. Give up comparison. We hear it every day in Extension: "How come he gets to go this meeting and I don't?", "See! She is always on the pictures; not me", and of course "An agent like me will **never** be picked to serve on this committee". "Comparison is the thief of joy." once wrote Theodore Roosevelt. The only person we should be competing with is our old selves from yesterday!
2. Give up bad body language. At least half of our communication is non-verbal...
3. Give up on what you can't control. We cannot fix or solve everything; we cannot own every problem. In other words, we should focus on what you **CAN** control and **CAN** make a difference on.
4. Give up negative self-talk. Know your strengths, and use them. We have to be honest with ourselves in our self-evaluations: few of us can walk on water; few of us are terrible at everything. The others always have something to offer!
5. Give up on reliving your failures. Failure is a form of learning that we preach and teach in 4-H. Why can't we apply it to ourselves? As Barbara Corcoran once said, "The difference between successful people and others is how long they spend time feeling sorry for themselves." Try, fail, succeed and move on!
6. Give up pleasing everybody. Oh oh... That's exactly what we try to do in Extension: be everything to everyone. Can this beautiful goal really be toxic? I'll leave you judge of this one...
7. Give up procrastination (or should I wait until tomorrow to do so?). How often do we think that "if I do not do it know, it will go away" or better "If I do not meet this deadline, someone will do it for me!"?
8. Give up toxic people! Have you noticed how uplifting it is to be around people who have a positive attitude? The glass is seldom full and never empty. So, we **can** choose how we look at it! "Surround yourself with people who lift you higher."
-Oprah Winfrey

So, time to "detox"?

Adapted from Elle Kaplan, 18 Sept 2017,
<https://www.cnn.com/2017/09/18/elle-kaplan-toxic-habits-to-give-up-to-have-confidence-and-success.html?recirc=taboolainternal>

DISTRICT Life

Money Does Not Grow on Trees...Save Your Money

Natasha Parks

UF/IFAS Extension Duval County
Family & Consumer Sciences Agent III
nparks@coj.net

When I was younger I would hear adults say, "Money does not grow on trees" and "Save your money". I remember thinking, isn't that obvious and how much do I save? What was the point of them making those statements without giving strategies on how to manage money? The Fresh Start program does just that, give strategies and tools on how to maintain a basic checking and savings account. During the introduction of the program the participants shares their childhood stories

about money. Many of the participants said their parents gave idioms but never taught them how. They also responded, I didn't learn in school. If one is to make a financial behavior change, how would they know the first step if they hear "Money does not grow on trees". Through the four-hour session, participants learn how to correctly record in a transaction register, create a spending plan, identify and document different types of expenses, choose a bank or credit union that suits their needs, and apply what they learned to keep their checking account open and good standing. As of August this year, 99 participants opened a Fresh Start checking account. Three are currently negative/overdrawn and one has been charged off. These participants now can

effectively implement the meaning behind "Money does not go on trees and "save your money" the tools and strategies to help them successfully manage and maintain a Fresh Start checking and savings account.



PROFESSIONAL Development



Debbie Nistler, Ph.D.

UF/IFAS Extension
Bradford County
Extension Director
4-H Youth
Development Agent
nistlerd@ufl.edu

How to seek truth in the era of fake news-TED Talk

TED talk interview with Christiane Amanpour looks at finding truth in a world filled with fake news. As Extension Professionals we are often faced with defending facts. Sometimes this is a logical progressive conversation, other times we may feel like we are battling unknown adversaries. In this click and surf google world narrowing the search for truth may be a difficult path.

TED RADIO HOUR

An example of this is our current climate change conversation. Currently, 99% of science empirical evidence supports that our climate has changed and continues to change. This up against a handful of climate “deniers” is, as Amanpour describes, unequivocally fake news. Yet if you travel through some of the tunnels of social media it is impossible to translate between real and fake news.

The term fake news, she discusses, has been wielded often at the media over the past year. With statements that we need to hear equally from both sides. Sometimes we have to step up and speak loudly. “If we are neutral on issues like climate change or genocide” Amanpour states “you are an

accomplice”. It is important to do your homework, understand what both sides are saying then make an informed conclusion. Do not settle for scanning the headlines, be diligent on understanding issues.

We are all global citizens-it is our responsibility to find the truth. Visit respected websites, find information on more than one site. Have difficult conversations with others and leave as friends and colleagues. As we move through this digital age, Extension is poised to help our communities better understand what is happening in the world. It is our responsibility to do our homework, translate information, and help our clients engage in positive civil discourse. I encourage you to visit TED.com and watch the full podcast.

TEACHING Tips

Running an Activity-based Workshop

Dr. Denise DeBusk

UF/IFAS Extension Alachua County
Environmental and Community Horticulture Agent
ddebusk@ufl.edu



A UF/IFAS Extension Alachua County Florida Master Gardener teaching the class How to Build a Square-foot Garden. Photo credit: Denise DeBusk

Have you done a completely activity-based workshop (without PowerPoints – gasp)? This would be a workshop that relies completely on information from a notebook or handouts, and activities. It is easy to teach with PowerPoints,

but I have found that participants learn much more by doing activities and enjoy it tremendously. I have done several lengthy workshops like this and these required a lot of planning. Here are some tips from my experience:

- Make a detailed outline for yourself. Include proposed timing, activities, demonstration materials and books to take out/set-up, and talking points. An agenda for the students is always good as well.
- Create a notebook with support material (but cover points in each document).
- Set up a plan with volunteers/guest speakers. They won't know how to help you if you don't tell them.
- Have a plan for food. Do you even have time to get warm donuts?
- Set up the room the night before, if possible.

Although workshops are more work for the agent, the payoff (impacts) can make it worth it. With proper planning, the day will go much smoother and participants will leave with a smile.

International PROGRAMMING

Supporting 4-H youth at NS Guantanamo Bay, Cuba

Andy Toelle

UF/IFAS Extension Duval County
Extension Agent IV
aeto1@ufl.edu

Brent Broaddus

UF/IFAS Extension
South Central District
RSA
broaddus@ufl.edu

The 4-H military partnership has been around since 2009. It serves both continental (CONUS) and overseas (OCONUS) bases. Overseas, Florida 4H supports air bases in Italy, Germany, and England. It also supports the Navy in Guantanamo Bay, Cuba (GTMO). Locally, it supports Navy and Airbases throughout Florida. Support of the OCONUS bases often requires agents to travel to the sites and offer training on the bases. This past spring, a team of trainers consisting of Brent Broaddus and I traveled to GTMO to offer the first ever 4-H training in Cuba.

Many people only think of GTMO as a detention facility for war on terror detainees. It is, but it also is a Navy Base that houses service members, their families, and other US Government personnel. Many of the children of dependent family members make use of the School Age Center (SAC) and the Teen Center for enrichment and their child care needs. Each SAC is mandated to offer 4-H programming as part of their enrichment.

Working with the military poses unique challenges, from base access to hundreds of acronyms. This is compounded when attempting to support OCONUS bases. One does not simply "show up" in GTMO! A lengthy process of acquiring permissions and local sponsorships is needed. An additional security check is also required. Once this is accomplished, travelers will receive a Base Access Pass, which specifies the dates



the traveler will be in GTMO, the nature of the visit, and various US citizenship documentation such as passport numbers and other government id's. Travelers will need to keep this with them at all times. Booking passage to GTMO is not easy. There are no civilian shipping and only one small charter airline that services GTMO, and then only on specific days.

The University of Florida has procedure to follow as well when traveling overseas. This includes getting the typical travel approvals and registering with the International Center (<http://www.ufic.ufl.edu/travelregistration.html>). Once you register, you receive TeamAssist emergency evacuation insurance. While this is not health insurance, it will evacuate you in the event of an emergency or ship your body back! There is additional paperwork needed for travel to Cuba. Trainers need to complete the UF Travel to Cuba: Acknowledgement of compliance with regulations form, <http://www.ufic.ufl.edu/TravelCubaLic.html>. Finally, if you are traveling on Federal funds, your airline booking must fall under the Fly America Act (41 CFR 301-10.131 through

301-10.143). Only after braving all of this were we finally able to travel to GTMO to conduct the training.

The three-day training was very well received. It was evident early on that the staff was used to long power points and not hands on interaction. However, this is not the 4-H way. We soon had them working in teams solving inquiry based STEM problems and discussing how they could implement similar activities into their programs. The first day was taken up teaching the basics of 4-H and positive youth development. We followed up with curriculum specific trainings on how to properly utilize 4-H curricula and gave participants the opportunity to demonstrate what they had learned. We rounded out the training with a discussion of state side opportunities for youth.

The evaluation of the training was very positive. 100% of participants that returned a survey indicated (n=11), indicated an increase in how to use 4-H to teach life skills, and the experiential learning model. Ninety-one percent (n=10) indicated at least one behavior

continued on next page

Supporting 4-H youth at NS Guantanamo Bay, Cuba...continued from previous page



change they were going to make as a result of the training. A six month follow up is planned to assess the actual behavioral change. More importantly, the training has strengthened the relationship between Florida 4-H and GTMO. This summer youth have taken advantage of open enrollment camps and plans are in the works for a multi-base teen weekend at Cherry Lake in October.

In conclusion, this international work not only supported our military families serving on GTMO, it also

impacted the trainers who attended. We developed an appreciation of the lifestyle of our service families. It gave us a better understanding of how the military supports families and how 4-H fits into this model. For my colleagues, especially those working on the Agent IV rank, I would encourage you to take an opportunity to do international work. It will change more than the people in your programs.

How Does the **UNIVERSITY OF FLORIDA** Work?

Medical Marijuana and Extension: Do Not Do It!

Some County Extension faculty have inquired about extension education relative to marijuana as Florida state rules have now allowed restricted production and use of medical marijuana. The message below from Janine Sykes, UF Media Relations Assistant Vice President is a reminder on how to comply with the Federal law:

"The University of Florida receives hundreds of millions of dollars from the federal government primarily in research grants, extension funding and student financial aid. Federal law prohibits possession, cultivation, manufacturing and distribution of marijuana.

Violating federal law threatens the federal funding UF receives. As the recipient of federal funding, UF is required to comply with federal law. As part of UF, this also applies to UF/IFAS Extension providing expertise and information as to how to grow and cultivate marijuana."

So, to be clear, as long as marijuana is a federally controlled substance, Extension **MUST** refrain from conducting research and extension education on this topic.

**Janine Sikes, Assistant Vice President
Media Relations and Public Affairs**
UF Office: 352-846-3903
Cell: 352-214-6807
Email: jysikes@ufl.edu

Staying informed about the latest UF Administrative Memos

Faculty and Staff in the NE District who are interested in keeping up with Administrative Memos, their updates and those archived are encouraged to visit the UF Administrative Memo site at <https://administrativememo.ufl.edu/email-signup/>. By clicking on the "UF Faculty, Staff and Student sign up" orange button on the top right, this site simply allows you to sign up for updates (using your GatorLink credentials) or consult the archived memos. Now you know how to know.

Featured County **EXTENSION OFFICE**

Union County

Larry Figart
UF/IFAS Extension Duval County
Urban Forestry Agent
lfigart@coj.net

Union County is located in Northeast Florida bordered by the New River on

the east and the Sante Fe River on the south. Union County was created in 1921 when Bradford County was divided in two after the county seat of Bradford County was moved from Lake Butler to Starke. The portion of Bradford County west of the New River from the Baker County Line to the intersection of the

New River and the Santé Fe River became Union County. On October 1, 1921 Union County officially became the 61st county of the State of Florida. It was given the name Union as a symbol of unity after the period of division during

continued on page 8

SUCCESS Stories

New perspectives on Healthy Eating

Samara Deary

UF/IFAS Extension Bradford County
Family & Consumer Sciences Agent
sdeary@ufl.edu

Samara Deary, Bradford County FCS Agent, was presented with a very unique opportunity to provide a service to New Perspectives, an organization that helps special needs adults with day to day living. The program coordinator expressed a concern that participants in the program consume too much fast food and the majority were becoming obese and developing health issues related to their weight gain. There was a need for educational programming for these adults on how to shop for groceries and prepare meals for themselves. One objective for the program was for them to learn how to prepare foods and cook for themselves at home which could combat unhealthy weight gain and decrease their chance of health issues.

Before the program, most participants rarely if ever, prepared meals at home outside of eating a bowl of cereal or fixing a peanut butter and jelly sandwich for themselves. Their meals were either prepared by family members



or purchased from local fast food restaurants.

This program allowed, 8 adults from New Perspectives to travel to the Bradford County Extension office for a 6-series workshop on cooking smart. While participating in the workshop the adults learned about MyPlate and how to include fruits and vegetables in their meals, basic food preparation skills and how to prepare simple low cost healthy meals with few ingredients. This workshop was unique in that none of the 8 participants had even used kitchen equipment before. The Extension

Agent utilized hands on activities to teach the correct way to wash hands and why food safety is important. She also taught them how to use kitchen knives safely, and to operate different kitchen equipment such as a food processor, skillet, griddle and toaster oven to prepare daily recipes. Samara worked hard to make sure each participant was comfortable and confident in the execution of each recipe during the workshop.

Chef KC, a participant who really was excited about being in the kitchen and learning how to cook always went shopping the next day to prepare the recipes she learned in class the day before. Chef KC also shared any changes she made to the recipes such as leaving an ingredient that she did not care for out, or adding a new vegetable.

As a result of this program, 75% of the adults were successful in preparing meals during the workshop. Sixty-six percent take lead in using the recipes from the workshop to shop and prepare meals at home with little assistance from family members or aides. UF/ IFAS Extension in Bradford County helped special needs adults understand that healthy food choices are important for good health.

Beyond Riding 4-H Equine Camp

Stephanie Conner

UF/IFAS Extension Clay County
4-H Youth Development
sconner04@ufl.edu

Clay County 4-H is asking their members to come down off their horses and come to camp. Clay County 4-H has historically been a large horse project county with a lot of horse clubs. In recent years as the costs of owning a horse and showing increases the horse program has lost some of its momentum. With that and the agent's concern



that the 4-H members were missing an important part of the equine world a decision was made to take members off of their horses and deeper into the world of horses and agriculture.



The Beyond Riding 4-H Equine Camp provides youth with a closer look into the equine and agriculture industries while learning valuable interview and communication skills. This camp is the

continued on next page

Beyond Riding 4-H Equine Camp...continued from previous page

perfect setting as well as time frame to provide these youth with a glimpse into careers beyond the typically thought of equine careers. This camp also introduces members to journaling, researching, setting goals, preparing for and maneuvering through interviews and talking with professionals.

Members take field trips to multiple equine facilities from horse farms, veterinary hospitals, magazine companies, tack stores, feed mills, equine airlines, colleges and more. Members meet and interact with respected professionals in equine related fields, asking questions and listening. After each interview, youth journal their

experiences, thoughts and questions. During this camp, members not only increase knowledge of the equine and agricultural industries, they also gain communication, goal setting and career development skills. On the last day of camp the campers participate in a mock interview.

From the CED'S

Marketing Extension in Taylor County

Clay Olson

UF/IFAS Extension Taylor County
CED Extension Agent IV
cbolson@ufl.edu

In a county that has a population of 15-20k for the last 35 years, and as many articles as have been in the paper during that time, you would think that everyone in the county would know who we are and what we do. I am always surprised that many don't know who we are and they don't know what we do.

Even in county government and county departments explaining that 4-H is not

a department, that it's part of the total extension program, is a continual message we are always delivering. With turnover in county commission and county administrators (average life 18 months), marketing is always on the forefront and needs to be with every agent in the county.

We talk about it at county faculty meetings (monthly), we try and do joint programmatic efforts and include 4-H in as much as we can so everyone gets the picture we are all 4H and we are all UF/IFAS Extension. (Marine /Sea Grant, FNP, FCS, Agriculture and 4H)

We have to educate our county finance and HR people about our Memorandum

of Understanding that specifies policies about extension agent hiring, leave policies, holiday and evaluation policies and supervisor responsibilities and financial support that the University provides.

So, the message becomes we are a little different but we are still part of the county team addressing local community development and educational issues using research based information for the good of the local clientele and community at large. We are UF/IFAS Extension Taylor County – at your service.

Cutting the Ribbon on the UF/IFAS Nature Coast Biological Station

Savanna Barry, UF/IFAS Fisheries and Aquatic Sciences, Sea Grant/Marine Science RSA II

Almost two years after the initial concept for the UF/IFAS Nature Coast Biological Station (NCBS) was formed, faculty and residents alike were excited to cut the ribbon on the new facility located in downtown Cedar Key. A crowd of about 200 enjoyed addresses by NCBS Director Dr. Mike Allen, UF/IFAS Senior VP Dr. Jack Payne, FWC North Central Region Director Chris Wynn, FDEP Director Noah Valenstine, Cedar Key Vice Mayor Sue Colson, and PhD student Hannah Brown. The message of the day was clear: the NCBS is a platform for

UF/IFAS researchers, extension faculty, and students to collaborate with community members, federal and state agencies, and other UF faculty to more effectively conduct the important work that has been underway in the Nature Coast for decades. The NCBS facility boasts a dock with deep water access, a conference room, offices, collaborative work space, double balconies, open air modular wet lab space, an aquarium and education center, and a third floor that will eventually be home to a classroom, labs, and more office space. We are excited that the NCBS is

now open and look forward to fulfilling our collaborative mission.



Union County – Featured County Extension Office...continued from page 5

its formation. Union County has a population of nearly 16,000 residents. The towns in Union County include Lake Butler (the county seat), Raiford and Worthington Springs.

The local economy of Union County, Florida relies on agriculture, timber, trucking and the Department of Corrections. According to the Union County Farm Bureau, here are over 291 farms in Gilchrist County with the average acreage of 160 acres. Gilchrist County farms produce cattle, hay, other livestock and nursery plants.

The centerpiece of Union County recreation is Lake Butler. The lake is approximately 1 mile in diameter. During an annual bass fishing tournament held each summer, the population of Lake Butler grows exponentially. The Palatka/Lake Butler rail trail in development with currently 4 miles of paved trail that will eventually become a 47 mile bike trail that follows a former Norfolk Southern rail line from Lake Butler to Palatka.

Union County Extension currently has one full time agent, its County

Extension Director, David Nistler. Samara Deary the Family and Consumer Sciences Agent splits time between Bradford and Union Counties. Kristi McCallister is the 4-H program assistant. Union County Extension staff serve their clientele by creating over 1000 contacts through field, phone, email, and office consultations and hosting over 2200 participants in group learning events every year. They are reaching new clients with over 203,795 social media contacts. For more information about Union County Extension go to <http://union.ifas.ufl.edu/>

UF/IFAS EXTENSION Northeast District Offices – Find your local office at <http://solutionsforyourlife.ufl.edu/map/>

Alachua

2800 NE 39th Avenue
Gainesville, FL 32609
Phone: 352.955.2402

Baker

1025 W Macclenny Avenue
Macclenny, FL 32063
Phone: 904.259.3520

Bradford

2266 N Temple Avenue
Starke, FL 32091
Phone: 904.966.6224

Citrus

3650 W. Sovereign Path, Suite 1
Lecanto, FL 34461
Phone: 352.527.5700

Clay

2463 SR 16 West
Green Cove Springs, FL 32043
Phone: 904.284.6355

Columbia

971 West Duval Street, Suite 170
Lake City, FL 32055
Phone: 386.752.5384

Dixie

99 NE 121st Street
Cross City, FL 32628
Phone: 352.498.1237

Duval

1010 N McDuff Avenue
Jacksonville, FL 32254
Phone: 904.255.7450

Gilchrist

125 E Wade Street
Trenton, FL 32693
Phone: 352.463.3174

Hamilton

1143 NW US HWY 41
Jasper, FL 32052
Phone: 386.792.1276

Lafayette

176 SW Community Circle, Suite D
Mayo, FL 32066
Phone: 386.294.1279

Levy

625 N Hathaway Avenue, Alt. 27
Bronson, FL 32621
Phone: 352.486.5131

Madison

184 College Loop
Madison, FL 32340
Phone: 850.973.4138

Nassau

543350 US Hwy 1
Callahan, FL 32011
Phone: 904.879.1019

Suwannee

1302 11th Street SW
Live Oak, FL 32064
Phone: 386.362.2771

Suwannee Valley Ag. Ext. Center

7580 County Road 136
Live Oak, FL 32060
Phone: 386.362.1725

Taylor

203 Forest Park Drive
Perry, FL 32348
Phone: 850.838.3508

Union

25 NE 1st Street
Lake Butler, FL 32054
Phone: 386.496.2321

NENEWS Editorial TEAM

Lori Wiggins (chair), Jessica Altum, Larry Figart, Alicia Lamborn, Natasha Parks, Carree Musgrove, Debbie Nistler, Abbey Tharpe, Denise DeBusk, Stephanie Connor

Graphic DESIGN

UF/IFAS Communications