

The  
View  
FROM

高溪園  
HIGH FALLS GARDENS

Dear Friends of High Falls Gardens,

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This winter I feel moved to send you a State of the Farm report. It's a way for us to review what we have accomplished together and see where we stand.

Please read this newsletter as if pieces of a puzzle were laid out on the table in front of you. If you look at the pieces together, a shape and a direction will emerge, and perhaps new possibilities will present themselves to you. Then your understanding of the work will help it continue.

**How Far We've Come**

Nine years ago when we walked into Lin's Sister Pharmacy in New York's Chinatown and began our journey to the plants, the world was quite different than it is now. There were very few Asian medicinal plants available in North American commerce, and most of those listed weren't labeled as such. The seed had fallen on the rich, moist soil of North America and had germinated, but the first true leaves were barely visible.

*High Falls Gardens' work with medicinal plants is an integral part of our assimilation of the Asian knowledge of healing.*

In 2002 we see that traditional Oriental medicine has taken firm root in North America. A solid foundation of colleges, national certification, state-based licensure, and professional associations has given rise to the research efforts that will support practice and advance science in the 21<sup>st</sup> century. High Falls Gardens' work with medicinal plants is an integral part of our assimilation of the Asian knowledge of healing.

Today it's much more apparent that we are living through a chaos period during which 500-year-old Western assumptions, perhaps even some 2000-year-old ones about humankind's relationship to Nature, are being dispelled. Old ideas are like castles in the air, they fade from one mind at a time as new images replace them. A literal collapse of towers may hasten the rate at which minds change, but we can only hope this speed is adequate to avoid massive ecological disaster.

The challenge for those of us who have embraced the new (old) views is to conserve both the essence and the context of the traditions. This is true no matter how one is trying to reconnect with the knowledge of healing with plants, and where one's ancestors came from. We have only to look at the recent experience of the U.S. organic farming movement to see how the nutritive power of plants can be reduced, packaged, labeled, commodified, transported thousands of miles and served up to people who don't know (yet!) they're buying form instead of substance.

**Missing Your Spring & Fall 2001 Issue?**

No, you're not! Those issues were published in spirit last year — don't you remember the warm visions of a rainbow of plants in the field, honeybees buzzing in the sunlight? Nevertheless, all subscriptions will be honored in the material world, no matter how long it takes!

*The View* FROM  
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P.O. Box 125  
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Jean Giblette, *Publisher*

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## DEAR FRIENDS

*(continued from page 1)*

### Where We're Headed

This winter is also a critical juncture for me, personally. I feel enormously privileged to have participated in our grand adventure for the past decade. Nothing we've done has been the sole result of my own design or planning. One door would open, we'd pass through, other seekers would join us and soon another door would open. There is simply no way I could have participated without the full support of my family, my board of advisors, you and the many other Friends. Even so, High Falls Gardens has taken \$50,000 of my own money over the years, earned from a day job in Manhattan. I've used every weekend, every vacation and almost every sick day to work on the farm or in HFG-related travel.

*That traditional Oriental  
medicine has taken root in  
North America is cause  
for hope, as it's one of the  
forces that will enable us  
to renew our institutions  
and recreate true wealth.*

Yet this level of devotion is the norm among farmers, it's not unique to me. The family farm as an American institution has great meaning for us because only ties of blood and love are sufficient to meet its necessities. All the plant conservators and earth stewards who have rallied to the call are bound by the same spirit. No one is making money, as the industrial world

understands the concept, out of true earth stewardship. The older I become, the more I realize that the industrial concept of money is reductive, and we no longer can afford to apply laws of diminishing returns to our land, our food, our health or our education. That traditional Oriental medicine has taken root in North America is cause for hope, as it's one of the forces that will enable us to renew our institutions and recreate true wealth.

Yes, my wistfulness comes from a perception that the work will go on with or without my participation. It's time for High Falls Gardens to either move on to the next level or fade into the mists.

Therefore, dear Friends, I am laying out our accomplishments, our hopes and dreams on the table, with the faith that somewhere close by is a person with the capacity to make a large contribution, \$150,000 in 2002, to get us over our hurdle. That contribution will enable HFG to set up the means for its own farm-generated revenue from unique educational products. (The business plan has been completed.) In addition, the contribution will fund our two immediate program needs: the continuation of the Student Gardens program, and the Páo Zhì translations. We have everything well planned, the budgets are drawn up in detail and ready to show to a potential benefactor.

My faith says that one of you reading this appeal will provide the link to help us find the special catalyst person, a person who has received the call just as the plant conservators did. He or she will play an honored role in our adventure, one of the most exciting explorations of our time, and one we'll be telling stories about for many years to come.

Please phone me at 518-672-7365 or email [hfg@capital.net](mailto:hfg@capital.net) with your ideas, suggestions, even your hunches. 園

## Student Gardens Take Root

In the first year of the new millennium, seven colleges of acupuncture and Oriental medicine founded or expanded their Student Gardens with \$1500 stipends, seeds and plants provided by the High Falls Gardens Fund. Readers may recall last year's announcement of the grant from the Stanley Smith Horticultural Trust which underwrote the 2001 Student Gardens program.

All the forty-plus accredited or candidate colleges were eligible and received requests for proposals early last year. By the end of April the program was oversubscribed. The proposals were thrilling in their ingenuity and variety, as evident in the reports below. Student Gardens is clearly a program whose time has come.

As this issue goes to press, colleges in Oregon, Washington, Minnesota and New Mexico are still on the waiting list. Best efforts are being made to distribute plants and seeds to all colleges with Student Gardens under development. We hope to find money to expand the program to another four sites at least, and to develop an economical, specialized horticultural training program to assist student gardeners.

The website to link together participating colleges is still under construction.

Listed in order of ZIPcode, the Student Gardens college programs are described as follows.

### Massachusetts

New England School of Acupuncture  
40 Belmont Street, Watertown MA 02472  
617-926-1788, Fax 617-924-4167, [www.nesa.edu](http://www.nesa.edu)

Student Coordinator: Naomi Alson  
Faculty Advisors: Dr. Lu Weidong, Vivian Zhong

A small garden adjacent to the NESA clinic building was established in 1998, and more than 25 species of Asian medicinal plants were growing there as of early 2001. The College has been granted garden expansion space behind the clinic, in a cloistered area on the grounds of St. Patrick's Church in Watertown.

"This year we have seen much more student interest in the garden, and there are plans to use it for third year research projects," reported Naomi. "Students started a new garden outside the school itself. Our own bó hé tea was served in the student clinic."

The gardeners' longer term objectives include a slight expansion of the original garden area to be visible from the clinic, adding an Asian medicinal tree and a picnic table to enhance the attractiveness of the site, provision for adequate training of successive classes of students (now a top priority of the Student Gardens program as a whole), and establishing contacts with Arnold Arboretum and the New England Wildflower Society.

### Florida

Academy of Chinese Healing Arts  
513 South Orange Avenue, Sarasota FL 34236  
941-955-4456, Fax 941-330-1951, [www.acha.net](http://www.acha.net)

Student Coordinator: Al Wizba  
Faculty Advisor: Cat Cover

ACHA is located near the center of Sarasota, in a one-story commercial building adapted for re-use. Their plan is to develop three interior courtyards for the garden program, which was founded in 2000. Each of the three courtyards has different sun exposure, allowing for considerable flexibility in creating microclimates and visual display. Jean Giblette visited the site in early May of 2001 in connection with Council of Colleges meetings held in Clearwater, and reviewed one of the courtyards already planted with material obtained through seed catalogs. The students and faculty had been struggling to obtain good information and are very relieved to receive support from the Student Gardens program.

The ACHA site has excellent potential as a research facility. They have established contacts with Nancy Edmunson at Selby Botanical Gardens, nearby, also professors at the University of Florida and Manatee Community

## STUDENT GARDENS *(continued)*

College, and are already looking toward the development of independent academic research projects.

### Texas

Academy of Oriental Medicine  
2700 W. Anderson Lane, Suite 204, Austin, TX 78757  
512-454-1188, Fax 512-454-7001, [www.aoma.edu](http://www.aoma.edu)

Student Coordinators: Melissa B. Light,  
Terry Cooley-Kirkpatrick  
Faculty Advisor: Dr. Quin Zhi (Jamie) Wu

AOMA is off to a strong start with their garden program, as the two founding student coordinators have substantial horticultural experience. (One is the daughter of commercial herb growers in the Fort Worth area.) They secured a plot near the college within Sunshine Community Gardens, on the grounds of Texas School for the Blind. Austin Community Gardens, Live Oaks Herb Gardens, and the Master Gardener program of the local extension service have also pledged technical assistance to the endeavor. The Austin Herb Society is interested in getting involved.

Last September the gardeners cover-cropped their plot with cereal rye, which has greened up nicely and will be turned under in late winter. Plants are being started or wintered over in students' homes until planting day. The average last frost date is March 10th.

### Arizona

Arizona School of Acupuncture and Oriental  
Medicine  
4646 E. Fort Lowell Road, Suite 104,  
Tucson, AZ 85712  
520-795-0787, Fax 520-881-3141,  
[www.azschacu.edu](http://www.azschacu.edu)

Student Coordinator: Susan Pistawka  
Faculty Advisor: Isabel Lizarazu, Dr. David Epley

ASAOM has secured a portion of a site located outside Tucson already developed by Isabel Lizarazu, an acupuncturist and herbalist, who has

been appointed as the field supervisor. Student coordinator Susan Pistawka has worked with her previously. Additional technical assistance has been pledged by Meg Quinn of the Tucson Botanical Gardens. An apprenticeship program in biodynamic agricultural practices is conducted at this site; students of Oriental medicine and other applicants are welcome.

This past autumn the gardeners staked out a 25x25 foot plot under the shade of a large mesquite tree, thereby eliminating the expense for shade cloth. The plot already had irrigation in place, so they immediately put in some Chinese vegetables using seeds from Richters in Ontario – Chinese cabbage, daikon radish, gai lohn, Chinese mustard, pak choi and shun gi ku – plus the live plants shipped from High Falls Gardens. The main equipment purchases at start-up were a few hand tools and fencing for the plot.

Concerning the seeds shipped from HFG in January, Susan recently reported, "We are building an inexpensive greenhouse of recycled materials, and expect to start the seeds by the beginning of February and to transplant in April or May." Goals for 2002 also include analysis of soil amendment needs.

### Southern California

Yo San University of Traditional  
Chinese Medicine  
13315 Washington Bld., Los Angeles, CA 90066  
310-577-3000, Fax 577-3033, [www.yosan.edu](http://www.yosan.edu)

Student Coordinator: Stephanie Kimber  
Faculty Advisor: Julie Chambers

For their garden program, Yo San has organized a three-way collaboration with Venice High School, located on a 29-acre campus two blocks north of Yo San, and Herban Farmacy, a community gardeners organization led by herbalist David Crow. Yo San also enlisted the technical assistance of their botany instructor David King, who works in the UCLA Biology Department, and the Health Sciences teacher

at Venice High School, Jackie Domack. Also part of the team are Steven Gates, Garden Designer, and Mark Benson, Community Gardening Consultant.

Jean Giblette and Robert Newman were greeted at the Venice High School site on July 21st by a group of about twenty enthusiastic students and teachers. Julie Mann, a parent of one of the high school students, informed us she had already secured an additional \$5,000 grant for the program! This site has amazing potential, as the infrastructure (including greenhouse, potting shed, pond, raised beds and instruction area shaded by old trees) is substantial though shabby from years of disuse. The spirit of renewal among the group is intense, however, and the Student Gardens program can take credit as the catalyst.

### Northern California

American College of Traditional Chinese Medicine  
455 Arkansas Street, San Francisco, CA 94107  
415-282-7600, Fax 415-282-0856, [www.actcm.edu](http://www.actcm.edu)

Student Coordinator: Phil Heath  
Faculty Advisor: JoAnn Vandenberg

ACTCM supports the most senior of the student gardens projects among the colleges, established in 1990 by Robert Newman. Current efforts include structural improvements to the garden area such as gravel pathways and planter boxes. In addition, they are developing community involvement in the garden program through contacts with Harvest for the Hungry Garden Farm and San Francisco League of Urban Gardens (SLUG), and through offering garden tours to patients and neighbors. The ACTCM garden will probably maintain its edge for awhile, as Phil recently reported they're installing a swamp for pú huáng, fú píng and lotus!

Peggy Schafer, the Sonoma County Herb Association's specialist in Chinese medicinal plants, cooperates with ACTCM in annual sales of plant starts to support the garden program. An on-site workshop is planned for May of 2002, in which Jean Giblette and Robert Newman will test their

portable curriculum in horticulture, the next phase of the Student Gardens program.

### Hawaii

Institute for Clinical Acupuncture and  
Oriental Medicine  
1270 Queen Emma Street, Suite 107,  
Honolulu, HI 96813  
808-521-2288, Fax 808-949-8363,  
[www.OrientalMedSchool.com](http://www.OrientalMedSchool.com)

Student Coordinators: David Bowles,  
Mark Hamamoto  
Faculty Advisors: John Welden, Yu-Ling Low

The garden development team at ICAOM has already been put to the test, as their original plan to sublease part of an organic herb and vegetable farm a few miles from the Institute fell victim to high land prices in Hawaii. This happened after they had put some plants in the ground.

Fortunately, our medicinal plants transplant well, and many live indefinitely in pots when all else fails. A capable ally, Will McClatchey, an ethnobotanist at the University of Hawaii, is helping them find another location — specifics to be announced later. Meanwhile, the potted plants serve the educational purpose for the Institute's introductory herbology and materia medica classes.

Coordinators David Bowles and Mark Hamamoto are experienced plantmen, having cooperated with Friends of the Trees director Michael Pilarsky to organize a five-day medicinal herb workshop in February of 2001. The event drew considerable attention and helped them establish supporting relationships with Heidi Bornhorst of Honolulu Botanical Gardens, David Orr of Waimea Arboretum, Karen Shigimasu of Lyon Arboretum and also Will McClatchey.

The Hawaii site, being tropical rather than temperate, will be self-sufficient with regard to plant material compared to the mainland colleges of A&OM. With such a persistent team in place, however, this project is expected to develop into an important resource for the Student Gardens program as a whole. 園

## Board Sees Potential For Farm-Generated Income

High Falls Gardens' nine-member Board of Advisors worked overtime in 2001 to get the word out and come up with ideas to keep the farm growing. They're a "field" board with no meeting schedule, but from time to time a few of us manage to get together, usually in green and leafy places. For instance:

- In May, board members Helene Dillard and Andy Ellis shared a podium with Jean at the 8<sup>th</sup> annual Acupuncture and Oriental Medicine Alliance conference held in Safety Harbor, Florida, to discuss "Quality in Traditional Medicines." This was a novel experience for the practitioners present, to hear both a plant pathologist and an expert sourcer/buyer of Chinese medicinal herbs talk about how plant quality is affected by environmental context. An hour was barely enough to get started, and this topic is clearly a priority for further consideration and study in the profession.
- Robert Newman and Jean visited HFG advisor Jim Duke's garden in Maryland in late June, along with Kathe Koumoutseas, formerly of the U.S. Botanical Garden, and Cindy Riviere, founder of Plant-It Herbs in Athens, Ohio and one of the "Newman Network" of plant conservators. Both Kathe and Jim will be working with the new masters program in herbal studies created by Tai Sophia, the CCAOM-accredited college located in Columbia, Maryland, near Jim's garden.
- In November, board member Lyle Craker presented a joint paper at the Purdue's New Crops conference in Atlanta. He showed slides of High Falls

Gardens' best specimens, giving the agronomists and other scientists present their first look at some of our medicinal plants.

When funding questions are raised, the Board's advice tends toward the pragmatic. "Do what you're good at," declared Andy Ellis, sagely.

What HFG is good at has a lot to do with the farm's setting, in the center of a still-rural county located 130 miles straight north of New York City. A farming center for the past 350 years, Columbia County has become part of the advance guard in ecological agriculture. HFG is one of a string of organic/biodynamic farms along a creek that flows from the western foothills of the Berkshires into the Hudson River.

As the Board already knows, whenever we're asked, "why don't you just sell Chinese herbs," it's an opportunity to do some education. We explain that, in traditional Oriental medicine, plants are combined in complex formulas composed for an individual patient on a particular day, and this practice is hard to accommodate within the industrial model of production, herbal product manufacture and distribution.

If North American farmers are to grow high-quality ingredients for these formulas, in addition to basic research they need lead times of several years for the perennial crops, plus a higher level of coordination than the commodities markets can provide. High Falls Gardens or any single farm may eventually produce a few of the hundreds of crops needed, but a concerted, region-wide effort will be required to supply the market. The advance guard, notably the medicinal plant

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## More Plant Trials Await Funding

HFG has been trying hard to move forward simultaneously on two fronts: practitioner education and medicinal plant production. Why both efforts, especially since right now we don't have enough money for one?

Because practitioners and farmers are doing the same work in different venues. They are close allies, and need each other. To closely paraphrase Sir Albert Howard, who learned through direct observation of traditional agriculture in Asia and wrote his books in the 1940s, "the health of the soil, plants, animals, and people is one great problem."

These ancient connections are being rediscovered. A long time ago, humans learned directly from Nature through analogy ("as above, so below"). By observing wind, water and other energy flows across the surface of the earth they devised ways to influence the energy channels of their own bodies. Even the flush of hubris produced by Western science in the late 19<sup>th</sup> and early 20<sup>th</sup> centuries was not enough to obliterate the understanding of these principles, as Sir Albert and other prophets of the organic farming movement demonstrated.

Only through close collaboration between practitioners and farmers will we insure that high quality medicinal plants are made available to the public, through highly distributed (read "low cost") arrangements. Commodity growers may supply the herbal products industry in general, just

as they supply the global food industry. But people are opting out of this system in droves, as soon as they learn it's more economical to pay upfront for quality food and preventive care rather than face medical bills later.

We're now on our third proposal to New York state to fund plant trials and a marketing study. This time, the HFG proposal was backed by seven farmers experienced in growing medicinal plants and certified by the Northeast Organic Farming Association of New York. The species proposed for trials are three perennials, *Lycium chinense* (gǒu qī zǐ and dì gǔ pí), *Schisandra chinensis* (wǔ wèi zǐ) and *Trichosanthes kirilowii* (guā lóu rén, tiān huā fěn). Also included in the proposal is an experiment with organic cultivation of an annual, *Momordica charantia* or bitter melon, to test its direct market potential for our farmers.

The eventual goal is national trials, toward which we're off to a good start with the Student Gardens program. Once the colleges of Oriental medicine develop links with local growers and plant scientists, a constituency is organized that can seek funding on the national level. HFG submitted a proposal for national trials to the USDA's Small Business Innovation Research program in 2000. It was declined. However, the process involves written evaluations by a scientific review panel and allows for reapplications that address the panel's criticisms. Therefore, we can go back another time with a stronger case and a greater show of support. 園

*Like those cute little diacritical marks in our Pinyin?*

They help us pronounce the Chinese medicinal herb names (and other Mandarin words) with the correct tonality. Thanks to China Institute in Manhattan, we found a Windows-compatible program by Shou-hsin Teng, available for \$25 from the Cheng & Tsui Company in Boston. Call 800-554-1963 and ask for "Pin Tone Extra" or browse their website, [www.cheng-tsui.com](http://www.cheng-tsui.com).

## HFG Part of Chinese Herb Safety Team

The last two issues of *The View* have reported on the controversy over herb safety, focused mainly on the misuse of *Aristolochia* products in Europe which prompted investigative action on the part of the U.S. Food and Drug Administration. Now, the profession of acupuncture and Oriental medicine in the U.S. has mounted positive action to protect their *materia medica*.

A team drawn from trade and professional organizations is reviewing all existing safety data, both traditional and modern, on Chinese herbs and other traditional therapeutic substances. The group plans to publish their compiled research as a guidance document that will

provide accurate safety information for health care practitioners, manufacturers, regulatory agencies and consumers. Team members review their assigned documents and enter data into forms on an Internet forum established for this purpose by Crane Herbs of Mashpee, Massachusetts. In three to four meetings per year, begun in 2001 and alternating between coasts, the team reviews and evaluates the compiled data.

The effort is chaired by Michael McGuffin, President of the American Herbal Products Association (AHPA). The envisioned publication will be closely modeled after the *Botanical*

*Safety Handbook*, produced by AHPA in 1997 and now considered to be a leading reference for herbal safety information. The earlier book established safety classifications for over 500 herbs, including a few broadly used Chinese herbs. The new publication will provide guidelines on the safe use of individual herbs and other ingredients included in the traditional Chinese *materia medica*, and will include relevant data on issues such as restrictions on use, dose related effects, toxic constituents, and preparation affecting toxicity.

In addition to High Falls Gardens, the participating organizations include the American Association of Oriental Medicine, Catasauqua, PA; the American Herbal Pharmacopoeia, Soquel, CA; AHPA, Silver Spring, MD; the Acupuncture and Oriental Medicine Alliance, Olalla, WA; the Council of Colleges of Acupuncture and Oriental Medicine, Greenbelt, MD; and the Oregon College of Oriental Medicine, East Portland, Oregon. Publication is tentatively scheduled for 2004. 園

### Bee Fans: So Far So Good

Our sturdy colony from Vermont thrived for its second season at the Hillview Farm field. Spring buildup in 2001 proceeded normally. It's likely there was a swarm in late May that we missed; if so, our original queen has gone into the wild. Go, lady, and may you live for many more years, safely high in an old tree, deep in the woods! Meanwhile, over the summer her daughter queen refilled the supers with her own workers. We have not harvested honey yet, as it's more important the colony first be well established.



## Minnesota Network Performs Pilot Study

Does growing an Asian plant in North American soil change its medicinal properties? Can we substitute North American native plants for some or all of the Asian species? How do we decide which ones to use?

These tantalizing questions point straight to the heart of the matter as we assimilate the Asian knowledge of healing. As reported in *The View*, Vol. V No. 2, the Medicinal Herb Network in Minnesota has taken on the challenge of learning to assess herb quality through organoleptic (sensory) analysis. Developed for the U.S. food industry in the past thirty years, this method of assessment bears some similarity to professional wine-tasting and is a systematic way for Westerners to learn the traditional evaluation skills used in Asian medicine.

Sensory analysis does not replace the study of biochemical composition but goes beyond it. Our own human senses of taste and smell are exquisitely sensitive measuring devices. Let's learn to use them and generate some useful data in the process!

Craig Hassel, Ph.D., of the Department of Food Science and Nutrition at the University of Minnesota, reported this past summer that the Network had undertaken their first pilot project, using *Mentha* (bó hé, mint). They worked with the Sensory Analysis Center at the University to conduct the testing, came up with 22


understand the specific qualities sought by practitioners. These characteristics could then be enhanced by cultivation, harvesting and post-harvest techniques that would result in a superior product.

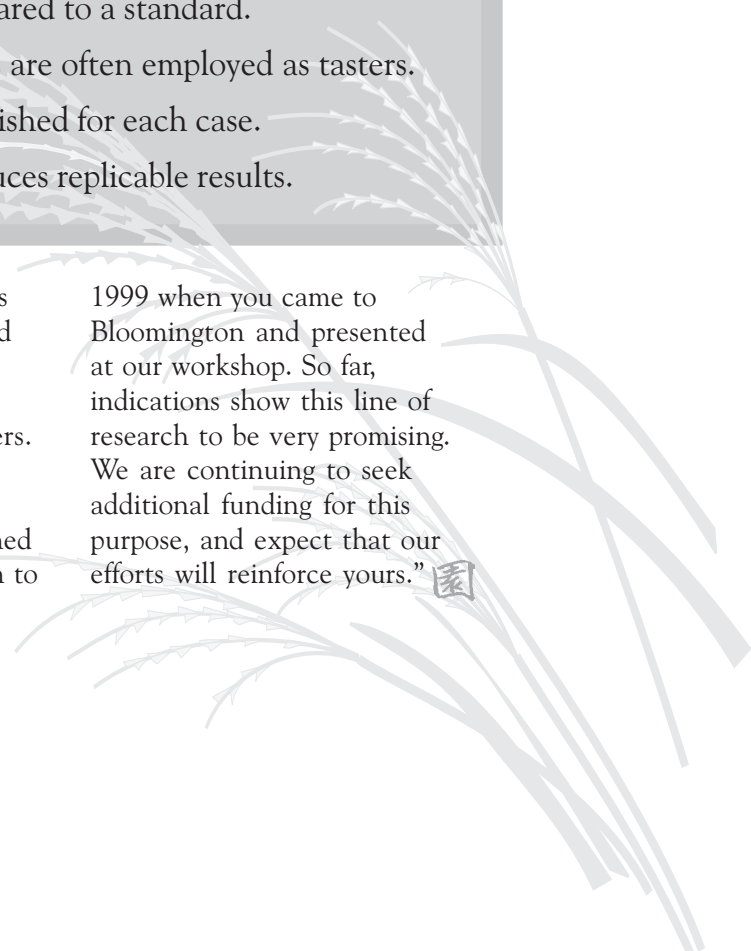
Craig noted, "This study is the result of continued discussions begun in April of

### *Descriptive Analysis:*

- Is a protocol for organoleptic (taste and smell) analysis of food products.
- Has been used in the food industry since the 1970s.
- Samples are compared to a standard.
- Graduate students are often employed as tasters.
- A lexicon is established for each case.
- The method produces replicable results.

descriptive characteristics for *Mentha*, and correlated these with independent quality assessments by knowledgeable practitioners. They hope their work will result in a lexicon of qualities that can be learned by growers, to enable them to

1999 when you came to Bloomington and presented at our workshop. So far, indications show this line of research to be very promising. We are continuing to seek additional funding for this purpose, and expect that our efforts will reinforce yours." 



## Four Medicinal Plant Grower Associations Back *Páo Zhì* Proposal

During the summer of 2001 we pulled out all the stops to submit a proposal for translating and publishing the *Páo Zhì* literature. *Páo Zhì* refers to the traditional Chinese processing procedures that convert plant parts to traditional medicines. More than the mere cutting and drying that constitutes herb processing in the West, *Páo Zhì* is considered to affect the energetic quality of the plant parts. In agricultural parlance, *Páo Zhì* is “on-farm, value-added” processing that can be a real economic boon to small-scale producers. These traditional procedures are quite specific, and lack of information has been a roadblock to domestic production thus far.

Four grower associations — CADE Medicinal Plant Project in New York, the

Organic Herb Producers Cooperative in Minnesota, the Sonoma County Herb Association in California, and the West Virginia Herb Association — sponsored the proposal. Several HFG board members and Friends pledged substantial collaborations as well. Nevertheless, the USDA Rural Business-Cooperative Service’s Value-Added Development Program declined support.

Without the *Páo Zhì* techniques, it’s impossible to do proper market research and testing. Therefore, this program is at the top of our priority list for funding, along with Student Gardens. The \$150,000 contribution sought from a benefactor will fund the entire *Páo Zhì* program, plus Student Gardens year 2002, and enable HFG to establish farm-based revenue streams. 園

### BOARD SEES POTENTIAL

(continued from page 6)

grower associations, anticipates that such challenges can be met by a highly distributed but cooperative, direct-marketed “craft” agriculture, which can demonstrate a distinct quality advantage over the competition.

HFG’s setting, its pioneer status and the changes in the market translate to a potential for farm products with an educational spin. Our top priority for products is the creation of on-farm workshops for students and clinical practitioners. In addition to that goal, however, we have other exciting plans on the drawing board — articles, books, tapes, films, plant starts, fresh food items and herbal products to be sold at local farmers’ markets — plenty of creative ways to reach

our audience. HFG’s popular Crunchy Oatmeal (“Cook using the Daoist pre-soaking method for optimum health benefits!”) has been our precursor for educational food products and is now sold through a local food cooperative.

Ecological farms are thriving throughout the nation, and direct-marketing trends encourage creative thinking. We know enough to avoid the classic trap of saddling the farm with debt. High Falls Gardens, having enjoyed an especially long incubation period, now has the literal fruits of our labor available for inspection. Our business plan has been reviewed favorably by the local economic development agency, and we expect to achieve self-sufficiency after injection of necessary capital. Help us find it! 園

## HELP THE FUND:

### **High Falls Gardens is both a FARM and a FUND.**

Contributions (wholly tax-deductible) to benefit the Student Gardens Program and other educational enterprises related to the medicinal plants of traditional Oriental medicine may be made payable to:

The High Falls Gardens Fund  
c/o Berkshire Taconic Community Foundation  
271 Main Street, Suite 3  
Great Barrington, MA 01230

## HELP THE FARM:

- Membership dues of \$15 (\$22 Cn) will entitle you to three newsletters, advance notice of garden events, and will help us develop sources of locally and organically grown Chinese medicinal herbs. \$ \_\_\_\_\_
- HFG Report: *An Evaluation of Chinese Medicinal Herbs as Field Crops in the Northeast*, Includes a June 2000 update on the Category A list. Available from HFG for \$10 (\$15 Cn) ppd. \$ \_\_\_\_\_
- Back issues HFG Newsletter available in limited quantities.  
Single issue \$5 (\$8 Cn) \$ \_\_\_\_\_
- Vol. I No. 1 *Soil & Health: The Connection; HFG Growing Chinese Herbs in Columbia County*
- Vol. I No. 2 *Chinese Herbs & Menopause; HFG Joins Campaign for Sustainable Agriculture*
- Vol. I No. 3 *Improving Your Diet the Traditional Chinese Way; Phoenix White Blooms in Philmont*
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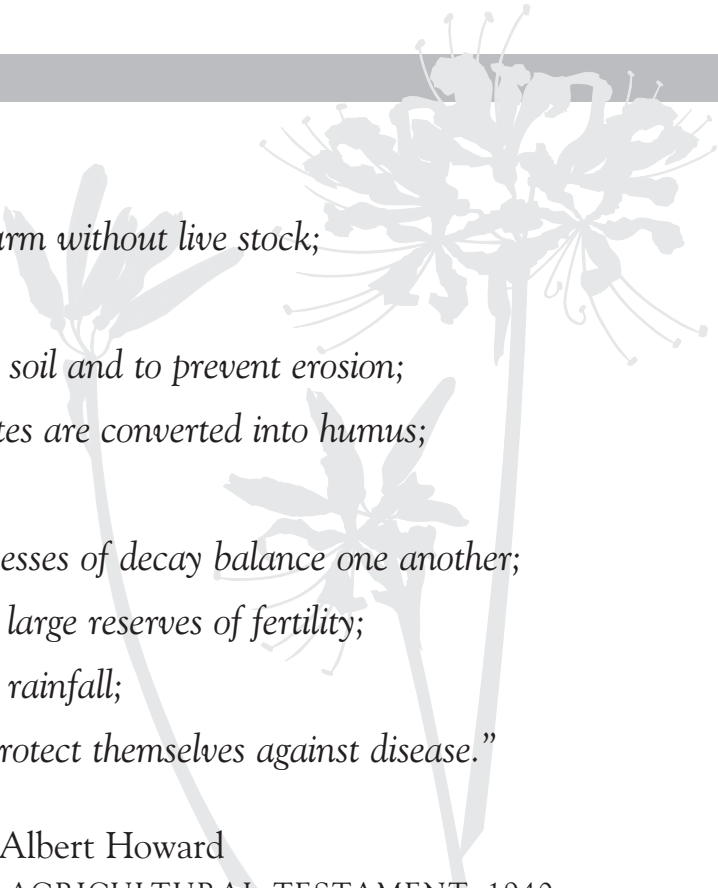
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she always raises mixed crops;  
great pains are taken to preserve the soil and to prevent erosion;  
the mixed vegetable and animal wastes are converted into humus;  
there is no waste;  
the processes of growth and the processes of decay balance one another;  
ample provision is made to maintain large reserves of fertility;  
the greatest care is taken to store the rainfall;  
both plants and animals are left to protect themselves against disease.”*

Sir Albert Howard

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