

**Welcome to our Farm!**

Our often exasperating New England weather has asserted itself again. March delivered almost thirteen inches of rain; summer brought a drought! This resulted in tough growing conditions for our Christmas trees. Too much ground water at the start of the growing season promoted root decay, particularly in the Fraser fir. Drought took a toll on many of the new plantings. Those of us in agriculture are familiar with these problems, but it is still a bit frustrating. The result of weather in the past several years has meant fewer trees available this year. We hope you will be patient with us as we try to correct the problem. We are trying different locations for certain species to better match the trees to their best growing conditions. This reflects our long-term commitment to having the best trees possible.

On a positive note, many wildlife species benefitted. You may have noticed a huge amount of viburnum and winter berries, and an abundance of acorns. The big white oak located in the Fraser fir near the stone wall, had a record crop. Deer and wild turkeys have been feasting on them (they are tastier than the red oak acorns). Even a bobcat was seen snuffling around that area!

We have tried to maintain our prices (we absorbed the 25% increase in the Massachusetts sales tax) while allowing modest raises to our very loyal, hardworking staff. I think you will agree that for the experience provided – quality, guaranteed products, ambiance, service, friendly staff and free hot cocoa – our prices remain reasonable.

Thank you for your loyalty to Evergreen Farm, and Merry Christmas to you and your family.

Bill, Julie, family and staff.