



Harvest News

ADIRONDACK HARVEST

In coordination with Cornell Cooperative Extension of Essex County

Spring 2008

"We envision a picturesque and productive working landscape connecting local farmers to their communities and regional markets. Our goals are to increase opportunities for profitable and sustainable production and sale of high quality food and agricultural products; and to expand consumer choices for locally produced healthy food."

Coordinator's Report

By Laurie Davis

Adirondack Harvest continues to gallop along at breakneck speed. As I write this column I'm also packing up material to take on the road. Anita Deming and I are heading out to Warren, Hamilton, Lewis, St. Lawrence and Jefferson Counties over the next two weeks. Our new Spaulding-Paolozzi grant is kicking into gear and we're establishing contacts in these other regions. We'll be setting up the counties with all the information they need to hold Adirondack Harvest events and find new members.

Events we've been involved in recently include the farmer/chef meeting at the Deer's Head Inn, Going Organic in the North Country workshop, the High Tunnel workshops in Saranac Lake, and The Economics of Local Food at the Wild Center. Read about most of these in this newsletter.

We've also designed a new poster about local food and Adirondack Harvest that we plan to place in schools, colleges, health centers and other venues where we can catch the public eye. Look for these to begin cropping up around the region this summer. All active chapters will receive some for distribution.

Enjoy the spring!

ESSEX COUNTY FARMER / CHEF MEETING A SUCCESS

The Deer's Head Inn in Elizabethtown was the setting for Adirondack Harvest's Essex County chapter's spring farmer/chef meeting on March 19. The purpose of this meeting was to bring together the county's growers and restaurants early enough in the season to do some planning for the summer. About 25 Adirondack Harvest members gathered for coffee and conversation. Farmers introduced themselves and their products while chefs, including Matt Baldwin of the Deer's Head, David Martin of Turtle Island Café, and Kevin McCarthy of The Point expressed their interest in local food.



All the chefs spoke of the superiority of fresh, local ingredients in preparing high quality dishes, but they conveyed their frustration that local, small farmers tend to be inconsistent with quantities and availability. Despite the extra work involved in purchasing from locally, we appreciate the chefs who continue to make the effort as farmers continue to learn how to supply them!

A big topic was the new interest in local, grass-fed beef. Chefs are looking for it and more farmers are raising it, but the demand is ahead of supply. Hopefully this product will be a winner for local producers.

Mike Farrell of the Uihlein Maple Station reminded chefs to use local maple syrup in their dishes. A sweet, local treat!

Many thanks to Matt Baldwin for hosting this event.



Adirondack Harvest Chapter Updates

ADIRONDACK HARVEST CHAPTERS ESTABLISHED IN MORE COUNTIES THANKS TO SPAULDING-PAOLOZZI GRANT

The origins of Adirondack Harvest lie in Essex County—in 2001 a group of concerned and interested community members, farmers, economic development workers, the tourism bureau and others banded together to create the name, logo and mission statement of this organization.

By 2003, Franklin County had joined in with the support of Rural & Ag Economic Development Specialist Bernadette Logozar. She uses some of her time to work with local foods, direct marketing and therefore Adirondack Harvest.

Soon, chapters had formed in Clinton county and the “southern region” which included Hamilton and Warren counties together. These four chapters now have representation on our board of directors.

Currently, with our new Countess Alicia Spaulding-Paolozzi grant, we are expanding to include chapters in St. Lawrence, Jefferson, Lewis and Oneida counties as well as strengthening our chapters in Clinton, Franklin, Hamilton and Warren counties.

Anita Deming, of Essex County Cornell Cooperative Extension, and Laurie Davis, Adirondack Harvest coordinator have put together a powerpoint presentation as well as a cd-rom full of forms, information sheets and sample press releases. They

have been traveling around the north country for the past two weeks meeting with members of Cooperative Extension and other interested members.



First stop was a meeting with Clinton and Franklin counties at CCE in Plattsburgh. This was a great chance to try out our chapter training on folks who basically knew what Adirondack Harvest was all about. Amy Ivy, Ann Lenox Barlow and Bernadette helped us to hone our presentation. They already have big plans to have farmer/chef meetings, fair displays and more.

Next was a meeting with the southern chapter in Warren County. Nancy Welch, executive director of Hamilton County Cooperative Extension also attended. We are enthusiastically supported by Nancy, Laurel Gailor (Warren County CCE) and the new southern chapter representative Teresa Whalen.

The following day we were

off to Lewis County CCE to meet with Joe Lawrence, Frans Vokey, Dolores DeSalvo and Michele Ledoux. They have already been gathering members for us, so look for a chapter to begin organizing here soon.

Lewis County has agreed to welcome Oneida County farmers to chapter meetings until that county builds some momentum.

St. Lawrence County had concerns about overlap with their established and excellent local food programs including GardenShare and North Country Grown Cooperative.

Adirondack Harvest already has members in St. Lawrence County so Betsy Hodge, Katherine Lang and Steve Vandermark will work slowly to present AH as another opportunity for direct market farmers in that region.

Finally we landed in Jefferson County where Roz Cook and Molly Ames have been actively promoting AH and have recruited several members. Even though this county is outside the official “blue line” the AH board has voted to allow members from this region as a “gateway to the Adirondacks”. We also appreciated the support and interest of Sue Gwise, Mike Hunter, Art Baderman and Ron Kuck.

Look for future updates from these new chapters and watch us grow across the Adirondacks!

Unless otherwise noted, all articles in the Harvest News are written by Laurie Davis, Adirondack Harvest Coordinator. Contact her at 962-4810 x404 or lsd22@cornell.edu for submissions to upcoming quarterly newsletters.

Adirondack Harvest Chapter Updates

Franklin County Chapter

Bernadette Logozar has a real member success story which combines Franklin and Lewis counties and the Adirondack Beef Company of Croghan. Writes Bernadette, "Last year in March, CCE and Adirondack Harvest hosted Local Food Connections III, where we had a local lunch featuring local foods from northern NY. It was at that time, that Franklin County's John Vargo of the Eat 'n' Meet Grill in Saranac Lake was introduced to Lewis County's Steve and Michele Ledoux of the Adirondack Beef Company.

That business relationship has continued over the past year. This March, Eat 'n' Meet hosted a Farmers Market Day where residents from Saranac Lake and the surrounding area could come in to meet the farmers who have

grow and raise the food that John uses in his restaurant." Bernadette and Steve were also able to present chef Vargo with Adirondack Beef Company's framed "farmer story" funded by Adirondack Harvest's 2007 agritourism grant.

Congratulations to all on making a great connection! Contact Jane Desotelle at 425-3306 or janedesotelle@earthlink.net to participate in the Franklin County chapter.

Clinton County Chapter

A chapter meeting was held on March 10 with about 8 producers attending. Topics covered included:

- The multi-farm CSA being started in Franklin County
- Clarification of Adiron-

dack Harvest logo usage

- The new Saranac farmers market (see page 7)
- Setting up a "Taste of the Adirondack" at the Clinton County Fair
- Increased focus on publicity and marketing

Amy Ivy reports that a new CCE employee, Anne Lenox Barlow, began working as Horticulture Educator on March 24.

Approximately half of her time will be spent on working with local producers, farmers markets, and promoting local food production and consumption. She is compiling an email list of members. Anyone who'd like to stay in touch is encouraged to email Anne at alb326@cornell.edu

Contact Damian Gormley at 293-8226 to participate in the Clinton County chapter.

Southern Chapter

The Warrensburgh farmers market is the current focus of this chapter. The market is a "producer-only" market, limiting sales to locally grown produce, wine, baked goods, preserves, maple syrup, honey, dairy, poultry, meats, plants, cut flowers and refreshments. All prepared foods are made "from scratch", utilizing locally grown ingredients whenever possible. They are always looking for new vendors!

Contact Teresa Whalen at 518-466-5497 or taawhalen@yahoo.com to participate in the Southern chapter.



Steve Ledoux, co-owner of Adirondack Beef Company is pleased to have his products served at the Eat 'n' Meet Grill in Saranac Lake. Bernadette Logozar presents Steve's framed farmer story to Eat 'n' Meet chef John Vargo.

Photo credit: Michele Ledoux

MARKETING



Perishable Product Distribution: Marketing Opportunity or Albatross?

By Angela Gloy

Extension Associate
FarmNet/FarmLink
Cornell University

For most producers, product distribution decisions may seem a continuous challenge. And for producers of perishable products, that challenge may seem even more daunting in the face of higher product maintenance requirements such as climate-controlled conditions and expedited transit times. For New York perishable product producers though, proximity to so many mid-Atlantic and Northeast metropolitan markets, is an attractive lure. On the other hand, navigating the distribution process can appear complex enough that producers may turn towards other market choices.

In response to this sentiment, a research project was undertaken to better understand perishable product distribution dynamics in nine select East Coast markets. The study was designed to first, highlight the fundamental dynamics of perishables distribution and second, look at how a handful of New York businesses (distributors) are working to find novel strategies for dealing with key distribution challenges. In addition to a distributor survey, the project team also interviewed individual distributors to better understand the finer nuances such as cost structure and operational processes. This latter effort resulted in the development of several case-studies. Following is a synopsis of study results from which five key talking points emerge. Three are presented below. The remaining two points are highlighted in a follow-up Smart Marketing article.

Key Point Number One: Minimize Marketing Your Risk

Every effort you make as a producer to minimize your marketing risk works to your benefit. And when we talk about minimizing marketing risk, we're really referring to ways that you, the farmer can make your products as desirable as possible to the buyer. In this case, the buyer is the distributor. So, every effort to increase the distributor's interest in buying your product(s) is essentially a step towards minimizing your

marketing risk.

For example, producers that (1) offer high quality product and (2) are consistent and reliable in communicating information about product volume and quality, product traceability records, necessary product packaging, up-to-date post-harvest handling practices, and customer service greatly enhance buyer appeal because this data better helps them market product more efficiently in turn.

For farmers wanting to use *shippers* of perishable product, finding a buyer in advance is a necessity. If working with a distributor however, the farmer's interest in helping to identify potential future buyers demonstrates farmer interest in finding a win-win marketing situation. One of the side benefits may be that the farmer receives a discounted shipping rate for having assisted in finding the next buyer down the line. In general, distributors appreciate the producer who is familiar with both production and marketing costs, conveying a sense of marketing savvy at the negotiation table.

Key Point Number Two: Sleuth out the Distributor

Distributors surveyed indicate that they rely on farmer-initiated calls and word-of-mouth promotion almost to the same extent, 75% and 72% respectively, to identify new suppliers of perishable products. Though

MARKETING

time-consuming, farmers can yield positive benefits from taking the time to call potential distributors. It also suggests that making yourself as distributor-friendly a farmer as possible (by providing high quality product and informing the distributor about your product volume, quantity, and harvest schedule), that you increase the chances of those you're already working with passing along a positive referral.

In terms of local distribution opportunities, the feedback suggests that there are smaller, local shippers/distributors with whom many farmers may not be familiar since these shippers may not advertise in the national directories. Keep in mind also that this group may not have a traditional distributor/shipper profile. The FoodLink program (Rochester, NY) is one example of a non-traditional shipper. They are a food bank that happens to offer economical shipping rates to subsidize their already-existing fleet of trucks.

Key Point Number Three: **Distribution is a Symbiotic Relationship**

It is tempting to look suspiciously upon a distributor's rates, especially as one stands at the edge of the farm gate. There are two points worth noting however. First, supplying larger, more distant markets is more expensive. Additional expense is incurred for obvious reasons like longer transit times and increased fuel usage to get to the market. But buyers in larger,

metropolitan markets may also impose more demanding specifications on the distributor in terms of number of deliveries, product volume, and packaging specifications, all of which will increase the cost to the distributor. The hope is that the retail price will also increase by more than the increase in marketing costs for the benefit of farmer, distributor, and retailer. In short, farmers that are well-versed in all marketing costs are better able to evaluate the trade-offs of supplying



different market types.

Second, distributors need suppliers too. Not only do they need product, but they are always looking to keep trucks at full capacity to lower the fixed cost per delivery. Survey feedback indicates that 70% of distributors use contracted trucking services to supplement their own fleet which translates to a large numbers of trucks with available cargo space on the road.

And finally, despite anecdotal evidence from producers, the respondent distributors indicate

overwhelmingly that they do not impose minimum volume requirements. Of the small group that do, most noted that their volume requirements vary by product or that they work with pallet-increments. Especially for smaller volume, higher-value perishable product, this is encouraging. But really, the only way to verify is to come full circle and contact individual distributors till you find a good business fit.

In conclusion, the project team found that distributors are equally as anxious to identify solutions to the distribution challenge as are producers. Despite the full-time effort that is allocated to production alone, making yourself more market-savvy is a critical investment. The enormity of your production effort is compromised if you can't effectively market your product. Second, distributors still rely heavily on farmer-initiated contact. Without question, this involves greater time commitment than if distributors called you. On the other hand, distributors note that they also depend heavily on word-of-mouth referrals. To the extent that you worked hard up front on production and early marketing efforts, word of mouth referrals are actually a return on earlier effort investment. Third, for a variety of reasons, distributors need farmers as much as farmers need distributors. The challenge lies in both parties finding a good economic fit.

ADIRONDACK FARMERS MARKETS

Canton - Canton Village Park, corner of Main and Park Streets. Manager: Jean Thompson
jthompson@earthlink.net

Date: Tuesdays, May 20 through Oct. 28 and Fridays, May 16 through Oct. 31, 2008 9:00-2:00

Chateaugay Lakes - State Rt. 374 on the lawn of the Hollywood Inn. Manager: Jo Ellen Saumier
(518) 497-6038. Web Site: adirondackfarmersmarket.com

Date: Saturdays, June 21 through Aug. 30, 2008 10:00-2:00

Elizabethtown - Behind the Adirondack History Center Museum. Manager: Gina Agoney (518) 293-7877. Web Site: adirondackfarmersmarket.com

Date: Fridays, May 16 through October 10, 2008 9:00-1:00

Glens Falls - Large producer-only market. South Street Pavilion. Manager: Richard Sandora (518) 792-0438.

Date: Saturdays, May 3 through Nov. 15, 2007 8:00-12:00

Keene - Marcy Airfield between Keene and Keene Valley on Route 73. Manager: Dick Crawford (518) 561-7167. Web Site: adirondackfarmersmarket.com

Date: Sundays, June 8 through Oct. 12, 2008 9:30-2:00

Lake Placid - 100% producer-only market. Lake Placid Center for the Arts. Manager: Sam Hendren
(518) 834-7306. Web Site: lakeplacidmarket.com

Date: Wednesdays, June 11 through Oct. 15, 2008 9:00-1:00

Lowville - Wonderful blend of 25 vegetable growers, local food producers and craft vendors. Forest Park Pavilion, Main Gate, Lewis County Fairgrounds. Managers: Doug Hanno (315) 376-5333 and Dolores DeSalvo (315) 376-3061.

Date: Saturdays, May 10 through Oct. 25, 2008 8:30-2:00 (9:30-1:00 in October)

Malone - Malone Airport, Route 11. Manager: Vicky Lesniak (518) 497-0083. Web Site: adirondackfarmersmarket.com

Date: Wednesdays, June 4 through Oct. 12, 2008 12:00-4:30

Paul Smiths College - Corner of Rte 86 and 30 at Paul Smiths College. Manager: Ellen Beberman
(518) 891-7470. Web Site: adirondackfarmersmarket.com

Date: Fridays, June 20 through Sept. 26, 2008 2:00-5:00

Plattsburgh - A diversified group of growers, producers and crafters plus weekly entertainment. Pavilion downtown by Bridge, Durkee and Broad Streets. Manager: Pat Parker (518) 493-6761

Web Site: plattsburghfarmersandcraftersmarket.com

Date: Saturdays, May 10 through Oct. 11, 2008 9:00-2:00 & Wednesdays, June 25 through Sept. 27, 2008 10:00-2:00

Plattsburgh Farmers Green Market - This market focuses on local farm products and ready-to-eat foods that reflect good stewardship of the earth and of our bodies. Plattsburgh Church of the Nazarene parking lot, corner of 187 Broad Street. Manager: Beth Spough (518) 643-7822.

Web Site: plattsburghfarmersmarket.com

Date: Thursdays, June 19 through October 2, 2008 3:00pm-6:00pm



ADIRONDACK FARMERS MARKETS

Potsdam (Main St.) - Main St. on the sidewalk in front of the municipal parking lot which is next to the Clarkson Inn and across from the Roxy movie theater. Managers: Jason Rohrer and Lauren Serafin (315)265-0585.

Date: Wednesdays, August 6 through Sept. 24 2:00-6:00 & Saturdays, May 3 through Oct. 25 10:00-2:00, 2008

Queensbury - Producer-only market. Elk's Lodge parking lot, 23 Cronin Rd. Manager: Richard Sandora (518) 792-0438.

Date: Mondays, May 5 through Oct. 27, 2008 3:00-6:00

Saranac - Pavilion behind the Saranac Town Hall. Managers: Damian Gormley and Monica Clark (518) 293-8226.

Date: Saturdays, June 21 through late September (TBA), 2008 1:00-5:00.

Saranac Lake - Lake Flour Bakery, corner of River & St. Bernard Sts. Manager: Nancy Moriarty (518) 891-7194. Web Site: adirondackfarmersmarket.com

Date: Tuesdays, June 3 through Sept. 30, 2008 11:00-3:00

Saratoga - All locally grown and produced items. Under the pavilions at High Rock Park just east of Broadway in Saratoga Springs. Market coordinator: Suzanne Carreker-Voigt SFMAscv@nycap.rr.com.

Website: saratogafarmersmarket.org.

Date: Wednesdays, May 7 through Oct. 29, 2008 3:00-6:00 and Saturdays, May 3 through Oct. 25, 2008 9:00-1:00

Schroon Lake - 100% producer-only market. In the lake-front park. Market contact: Sam Hendren (518) 834-7306.

Date: Mondays, June 30 through Sept. 1, 2008 9:00-1:00

Speculator - Located at the pavilion in Speculator. Manager: Lisa Turner (518) 548-4521

Date: Thursdays, June 26 through Aug. 28, 2008 (possibly extended) 3:00-6:00.

Ticonderoga -Location: TBA, Manager: TBA

Date: TBA, Tentatively Saturdays, 10:00-2:00.

Trenton - Friendly, producer-only market on the Village Green in Holland Patent. Contact: Jim Manning (315) 896-8835.

Date: Saturdays, June 14 through October 11, 2008 9:00-1:00.

Warrensburg - Located at the historic River Street Park on Rte. 418 along the Schroon River in Warrensburg. Contact: Teresa Whalen, 466-5497.

Date: Fridays, June 6 through October 31, 2008 3:00-6:00

Whitehall - Boulevard in the Village Park along the canal. Manager: Bob Anderson (518) 854-3750.

Date: Tuesdays, June 3 through late Oct., 2008 1:00-4:00.

Wilmington - Heritage Park, Corner of Rt. 86 and Hazelton Rd. Manager: Gina Agoney (518) 293-7877. Web Site: adirondackfarmersmarket.com

Date: Thursdays, July 3 through Aug. 28, 2008 9:00-1:00



Tony Corwin, owner and operator of South Meadow Farm Maple Sugarworks tends his booth at the Lake Placid Farmers Market

Ag News

Eat Well Guide Launches Green Fork Blog

(Excerpted from an article by Destin Joy Lane)

This year, Eat Well celebrated Earth Day with the launch of their newest venture, the Green Fork Blog. The Green Fork is the official blog of the Eat Well Guide, a resource for finding thousands of farms, grocery stores, restaurants and other "green" food outlets throughout the US and Canada. Their new and expanded listings now include produce farms, farmers markets and vegan restaurants, as well as water-conscious ratings that let you know which of your local restaurants are helping to "take back the tap". The Eat Well team is currently at work on new cutting edge features that will make it easier than ever to eat greener, including an interactive mapping and travel feature due later this summer. Adirondack Harvest members should check out this site and register if you haven't already!

www.eatwellguide.org

Food Pantry Project

Katharine Preston, an organic farmer from Essex, is looking for other farmers with extra produce. She would like to organize some kind of regular delivery to the food pantry in Elizabethtown. Katharine is willing to coordinate this effort and find volunteers to pick up and deliver the produce. She recently donated food herself stating, "I took some of my

parsnips (all cut up and bagged with instructions on how to cook) over to the food pantry in E-town. We'll see how popular they were!" If you are interested in getting in on this project please contact Katharine at 518-963-8966.

Vegetable Costumes Available

Adirondack Harvest recently commissioned three vegetable costumes to be created by Kristi Briones, of Jefferson County Public Health. Kristi sewed an adult-sized apple, a child-sized carrot and a child-sized peas-in-a-pod costume. Market managers wishing to use these costumes on one of their market days, perhaps in conjunction with a special event, should contact us at 518-962-4810 x 404 or lsd22@cornell.edu.



High Tunnel Production Workshop a Success

As many north country farmers can tell you, the season just isn't long enough up here to grow everything you want or to grow it as early or as late as you would like. Such was the reason for holding the High Tunnel Production Workshop at the Hotel Saranac, March 27 & 28. Over 60 people attended this workshop to learn about such topics as "High Tunnel Economics," "Pros and Cons of Various Structures," "Temperature Control," "Pest Management," and how to grow specific crops (raspberries, tomatoes and cut flowers) under high tunnels. A post-conference evaluation revealed that most participants felt very positive about the workshop and about working with high tunnels in general. They brought home many new ideas and also submitted a large list of ideas for the next high tunnel program! Hopefully we can look forward to another one soon. Thanks to Amy Ivy of CCE Clinton County for putting the whole thing together.

Five Reasons to Buy Pure Maple Products

(Excerpted from an article by Brian Chabot)

There are a number of reasons to choose Pure Maple products in preference to other sweetener and sugar products available.

IT IS NATURAL

(Continued on page 9)

Ag News, cont.

Producers who tend the maple forest rarely use pesticides and fertilizers. What you consume in Pure Maple is what the tree has produced from sunlight and soil.

GREAT FLAVOR

Pure Maple syrup is a unique and complex collection of flavors, one of which is the distinct maple flavor. There are as many as 50 natural flavor elements that only exist in the real thing. No food chemist can reproduce this.

THERE ARE POTENTIAL HEALTH ADVANTAGES

Minerals absorbed by the tree are present, especially calcium. Phenols and antioxidants are present and can be active against cancer and free radicals.

BUY LOCAL!

The significant labor involved in gathering sap in the spring means that Pure Maple has its start mostly in small, family-run businesses. This is especially true in New York. Buying local means you are supporting a New York business, a community, and maybe your neighbor.

SUSTAINABLE FORESTRY

Forests provide a natural filter for our water supply. They store carbon better than other landscape uses, thus combating global warming. They provide habitat for many plants and animals, helping to preserve biodiversity. Pure Maple is a renewable sustainable resource. Maple sugaring allows you to appreciate a small part of the value of the forest as part of your daily meals while helping to sustain this natural resource.

Upcoming Classes & Workshops

New Farmers' Market Vendor Meeting

Thursday, May 15 5:30pm
CCE Building in Plattsburgh
 Jane Desotelle and Bernadette Logozar will present on:

- Rules & Regulations – what you need to know BEFORE you sell at the farmers' market
- Displays – Using your products as 'models'!
- Pricing – how to figure this out so you are paying yourself
- Getting Ready for the Market – what you need to bring on Market day and why, tips from a seasoned market vendor.

It's possible that this class will also be offered in Jefferson County on May 21. Contact Bernadette Logozar for more information at 483-7403.

Good Manufacturing Practices for the Production of Acid and Acidified (Pickled) Foods

Saturday, May 17
8:30am - 4:00pm
Battenkill Kitchen
58 East Broadway, Salem, NY
 Hands on training for current and future small processors with the basic elements needed to understand the main processing steps, critical control points, and record keeping to safely manufacture specialty food products for the market place. Featuring BBQ sauces and pickles.

Register by May 9 with Paula Schafer at 746- 2560 or 885-8995.

Dairy Goat Information

If you are interested in dairy goats you may want to subscribe to Carol Delaney's Small Ruminant Dairy Newsletter. Carol is the small ruminant dairy specialist from Vermont. She offers a wide range of classes and a good newsletter. To get on her list you can contact her at UVM, 200B Terrill Hall, Burlington, VT 05405 or call at 802-656-0915 or email at carol.delaney@uvm.edu.



*DO YOU HAVE NEWS?
 DO YOU KNOW OF AN
 EVENT THAT WOULD
 BENEFIT DIRECT
 MARKETERS?
 DO YOU HAVE A GREAT
 PHOTO OF YOUR FARM
 OR LOCAL FOOD
 EVENT?*

We're always looking for more to share! Please send your notices, articles and photos to Laurie Davis at lsd22@cornell.edu

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ADIRONDACK HARVEST MEMBERSHIP FORM

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Clip and mail to P.O. Box 388, Westport, NY 12993

Name _____

Address _____

Phone _____ Email _____

Please circle type of membership:

Farmers, Producers, and Processors no charge (donations are appreciated)

Supporter: Restaurants and Stores no charge (donations are appreciated)

Friends (circle level of membership) \$25 \$100 \$500 \$1000 other _____

If you are a new member you will need to include the appropriate information sheet for your business so that we may add you to our data base and web site. Forms are available on the adirondackharvest.com website under Member Resources/ Become a Member, at the bottom of the page, or contact Laurie Davis at 962-4810 x404 or at lsd22@cornell.edu.
Donations to Adirondack Harvest are tax deductible.