



Harvest News

ADIRONDACK HARVEST

In coordination with Cornell Cooperative Extension of Essex County Spring 2013

"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."

Local Food Matchmaking Event

Cornell Cooperative Extension Franklin County and Donovan's Steak & Ale hosted a face-to-face networking opportunities for wholesale food buyers and farmers. The goal of this matchmaker was to provide an avenue for market expansion for farmers and local food producers, as well as provide a forum for local businesses, institutions, schools, restaurants and other food businesses to make local food connections and identify purchasing as well as planning opportunities.

Farmers gathered early to set up their displays for their farms and set out any samples. Chef Mike from Donovan's also provided hors d'oeuvres of local products for all to sample. Attendees enjoyed mini sliders, lamb sausage bites, artisan cheeses, lamb sticks, beef summer sausage and maple apple jam! "The best way to determine whether you like a product is to sample it," states Bernadette Logozar, Rural & Ag Economic Development Specialist with Cornell Cooperative Extension. There were 10 local farmer tables set up, and 3 local restaurants in attendance, and those in attendance felt the event was a success. "I have already sold a gallon of maple syrup, so in my books that is a success," state Dan Tower of Sandy Hill Farm in North Bangor. Dan raises beef, vegetables, maple, and

(Continued on page 13)

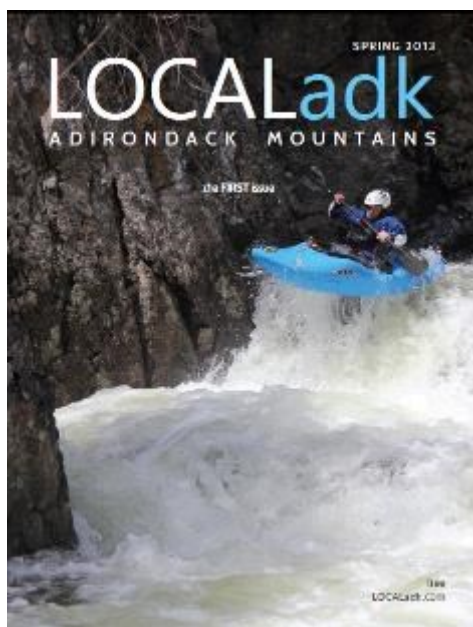


Farmers Markets & CSAs

Adirondack Harvest keeps a current list of Farmers Markets and Community Supported Agriculture (CSA) farms in the North Country on our website and on handouts that we give out all year long. We try to track them all, but could be missing some. Please let us know if there are absent listings! We have tremendous interest and inquiries about these marketing venues and would like to be able to send business your way.

Membership Reminder

2013 AH membership payments were due in our office as of May 1. If you have not paid, this will be your last issue of the Harvest News—we're very sorry to lose you! However, nobody fully leaves our database, so if you decide to rejoin we can easily reinstate your status to "active". One click restores your web listing on our site. If you are unsure of your membership status please contact us before payment at: info@adirondackharvest.com We don't want you to overpay for the year either!



We strongly encourage you to check out "LOCALadk" a new, free, quarterly publication focusing on the Adirondack region with coverage of what's hip and local. They have given Adirondack Harvest a full page to advertise in their first few issues and are looking for local businesses and farmers to advertise as well. Check out the magazine at localadk.com. A good marketing opportunity! We will be distributing copies all year at our office and events.

Prototype Mapping Project for Essex County

By Raymond Curran, Adirondack Sustainable Communities

We've created a demonstration map showing the three categories of agricultural soils from the Essex County Soils Survey and ownership information. Go to <http://bit.ly/T4tedY>

- You can type in a destination: city, address, or coordinate.
- Toggle display of each of the four layers.
- By hovering the cursor over a parcel of interest, the owner name, address and parcel number are available as pop-up data.
- Change the base map. The aerial imagery is most informative.
- Change scale.
- Measure area and distance
- Change symbols and symbol transparency.
- Download the data to your desktop.

Description:

Layers are for Essex County: the NRCS rated Agricultural Soils (Prime, Statewide Importance and Prime, if drained); from the Essex County Real Property Data baseland ownerships that contain Agricultural Soils and are 80 acres or more in size (outdated but OK). By using the parcel number, more information, including the most current landowner, is available from the Essex County RPS web site. Feedback on the usefulness, particularly from practitioners, most welcomed. (email: rcurran@adkig.com)

North Country Pastured: Mobile Processing Unit

by Renee Smith

The idea for North Country Pastured was born in the summer of 2010. It emerged from conversations among four long-time North Country residents with very different backgrounds, but with a shared concern for good local food, strong family farms, respect for the earth, and humane treatment of animals. The founding members were Renee Smith, owner of Sugar Hill Farm, Ellen Rocco, Manager of North Country Public Radio, Rick Wells, Professor of Rural Sociology at Clarkson University (now of Syracuse University), and William Hunt, retired Professor of History at St. Lawrence University.

In the fall of 2011, we were selected as a Priority Project by the North Country Regional Economic Development Council, and awarded a grant of \$130,000 toward the construction of a mobile poultry processing unit (MPU). We also received a grant of \$50,000 from the St. Lawrence County Industrial Development Authority, and additional grants and loans from individuals and agencies amounting to \$150,000.

After a frustratingly long delay, North Country Pastured is now poised to begin processing USDA certified poultry for local farmers. We had hoped, and had every reason to expect, that we could begin operations last summer and generate revenues through the fall. Unfortunately the manufacturers of our unit fell disastrously behind schedule. But the unit is now nearly ready for delivery and has already passed a preliminary examination, by our regional USDA/FSIS inspection team. Dr. Paul Cole, the head of the team, says he envisions no problems with USDA approval. We already have our federal inspection number, and our staff have been trained in HACCP (USDA safety procedures). We will soon be able to create four new well-paying jobs, as well as provide new opportunities for profit to local farmers.

We are however, ten months behind schedule, and we have encountered a cost over-run of \$9,000 with the MPU. We had expected to begin making profits last summer by simply processing birds for local farmers. In order to begin operations this spring, we have had to make arrangements to produce our own stock of poultry and construct the necessary facilities for raising them. We want to prove to farmers that we also have "skin in the game." As you're reading this, two of NCP owners are in Ohio picking up the MPU. Our plan is to start processing June 1st under the USDA. We are very excited to start working with farmers and helping to add value to their hard work of raising poultry and rabbits.

North Country Pastured is in the process of arranging workshops and meetings in St. Lawrence, Jefferson, Franklin, Essex and Lewis County. If you have any questions please feel free to email northcountrypastured@gmail.com or call (315)869-1420.

Adirondack Harvest Chapter News

Jefferson County Chapter

The Jefferson & Lewis County Adirondack Harvest Group will be holding two farm tours this year. The Mid-Summer Farm Tours will be July 20 & 21 and the Harvest Tours are October 12 & 13. Both tours will feature farms around upstate NY that are opening their doors to the public to teach them how they grow and care for the food they provide to the community. Maple Syrup, produce, wineries, fiber, and livestock farms will all be participating to give the community an opportunity to learn about where their food comes from.

Southern Chapter

In January, the Southern Chapter held a meeting and pot luck dinner prior at the Warren County CCE prior to Annual Meeting. We created a Maple Madness rack card created with funds from the Specialty Crop Promotional Campaign funded by NYS Ag and Markets. Adirondack Harvest promotional materials were distributed at many events throughout the spring. In April, we held "Promoting Workplace CSAs in the Southern Adirondack Region" and a number of worksite farm share programs have developed as a result of this project. We also promoted the Marketing NY Farm Products to Innkeepers workshops bringing together accommodations and farmers.

Clinton County Chapter

The Annual "Food From the Farm" event was held on March 2 at the Plattsburgh City Gym. A local caterer used local food to make a delicious buffet sampling of food for the public. There were many vendors and displays. Several hundred people attended. It was a huge success with lots of energy showcasing how much local food is available even at the end of the winter. Also, we held our first ever Farm-to-Chef meeting hosted by the Butcher Block restaurant and co-sponsored by CCE Clinton County and the North Country Chamber of Commerce. It was a spectacular turnout with many farmers attending and many restaurants interested in starting to serve local foods on their menus. We're hoping this becomes an annual event.

Franklin County Chapter

The Franklin & St. Lawrence Chapter Meeting will be held late May/Early June, please look for an email notice from Bernadette Logozar or Roger Hastings.

Essex County Chapter

Essex County members have had a busy spring with a Farm-to-Chef meeting, pre-season market trainings (including an eye-opening workshop on using smartphones to allow customers to used credit cards at farmstands and farmers markets!), and an Earth Day event at the Golden Arrow Resort in Lake Placid. Plans are beginning to take shape for the Rutabaga Festival this fall and we're working with the Adirondack Council to produce a poster for Essex County schools, teaching kids about local food.

Essex County Chapter

Contact Matt Cauthorn at 518-834-9303 or matt_cauthorn@hotmail.com to participate in the Essex County chapter.

Jefferson County Chapter

Contact Dani Baker at 315-482-3663 or danibaker@crossislandfarms.com to participate in the Jefferson County chapter.

Lewis County Chapter

Contact Michele Ledoux at 315-376-5270 or mell14@cornell.edu to participate in the Lewis County chapter (also covers Oneida Cty).

St. Lawrence County Chapter

Contact Renee Smith at 315-347-1039 or sugarhillfarms@tds.net to participate in the St. Lawrence County chapter.

Franklin County Chapter

Contact Roger Hastings at 518-529-6665 or HastingsSheep@gmail.com to participate in the Franklin County chapter.

Clinton County Chapter

Contact Jane Desotelle at 563-4777 or underwoodherbs@gmail.com to participate in the Clinton County chapter.

Southern Chapter (Hamilton, Warren, Fulton, Herkimer, Saratoga & Washington Counties)

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

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.

Smart Marketing



Farm-to-Hospital Programs: Factors Influencing Hospital Participation

Bobby J. Smith, II, 2013 M.S. candidate

Charles H. Dyson School of Applied Economics and Management, Cornell University

Farm-To-Hospital (FTH) programs seek to establish a formal supply chain relationship between hospitals and farms in which both parties benefit. Hospitals benefit by upholding the common mission of many hospitals to one, promote healthy living, two, provide a model from which patients may learn, and three, foster a healthy food environment. Farmers benefit because FTH programs create an alternative marketing channel for their products. A FTH program is defined as the supply chain relationship between hospitals or healthcare facilities and farms producing local, fresh foods. The term “local” has no universal definition, but a reasonable definition, defined by the USDA, is food that

is produced in the same state or less than 400 miles from the location in which the food is being consumed.

Currently, little is known about the relationship between hospitals and farms in local food systems or how hospitals contribute to the support of local food systems via FTH programs. A recently completed study on FTH programs conducted by Bobby J. Smith, II, Harry M. Kaiser, and Miguel I. Gomez of the Charles H. Dyson School of Applied Economics and Management at Cornell University identified several factors that influence a hospital’s decision to adopt a FTH program. This article presents findings from an online survey of hospital food service directors in the Northeast region (New York, Connecticut, Massachusetts, New Hampshire, Maine, Pennsylvania, Rhode Island, and New Jersey) of the U.S. from April 2012 to November 2012 that was conducted by Smith, Kaiser, and Gomez.

Survey Findings

The survey was completed by 101 hospital food service directors in the Northeast, 87% of which are classified as a medical center. More than half of the hospitals reported that they had adopted a FTH program (58%), and 11% of the food service directors expressed interest in implementing a FTH program at their respective hospital. The average number of meals served per day among the respondents is 498 meals and 63% have self-operated foodservice. Thirty-six percent of the hospitals signed a Healthy Food in Health Care Pledge, an initiative developed by a nonprofit organization that provides hospitals with guidelines that support healthy and sustainable foods services in order to improve patients’ health (<http://www.healthyfoodinhealthcare.org/pledge.php>).

Among the respondents, 21% are located in non-metro counties adjacent to metropolitan areas. Non-metro areas adjacent to metropolitan areas are identified by the USDA based on a county’s degree of urbanization and proximity to metropolitan areas. The average proportion of acreage classified as farmland in a hospital respondent’s county is 17%.

In an effort to understand what portion of a hospital’s budget is spent on locally produced foods, the hospitals were asked to indicate the share of yearly purchases classified as local in the following categories: meat, fruit, vegetables, dairy and eggs. The table on the next page reports the averages among the respondents. As seen in the table, the perishable food category that exhibits the highest percentage of local purchases is dairy (30%). This finding can be attributed to the number of dairy farms and processors in the Northeast which means that local dairy products are easily accessible. It can also be stated that the percentage of local dairy purchases could be much higher if a hospital is procuring from a main supplier such as Sysco, but doesn’t realize the dairy is locally procured. The lowest average percentage of local purchases is meat (9%). This finding could be due to the limited number of local meat producers and the higher cost of production in certain areas of the Northeast.

Smart Marketing

Average Percentage of Yearly Purchases Classified as Local among Hospitals in the Northeast

Categories	Percentage of Purchases Local
Meat	9%
Fruits	16%
Vegetables	18%
Dairy	30%
Eggs	17%

Hospitals were asked to rate, on a scale from 1 (unimportant) to 5 (critical), the importance of issues that could challenge their facility from directly procuring local foods from local producers. The top four challenges are:

- Supply reliability
- Cost
- Lack of access to local food systems
- Seasonality of foods

The hospitals that reported having a FTH program were asked to rate, on a scale from 1 (unimportant) to 5 (critical), the benefits of the program. According to respondents, the top four benefits are:

- Food safety
- Support of local economic environment
- Quality of food (freshness)
- Environmental sustainability

After rating the challenges and benefits of the FTH program, the hospitals were asked to provide their own definition of “local” foods. Fifty-three percent of the hospitals classified “local” as being within 100-200 miles from the hospital or within the same state.

Factors Influencing a Hospital’s Decision to Adopt a FTH Program

Additional results from the study indicate that the Healthy Food in Healthcare Pledge, the average number of patient meals prepared daily, the percentage of farms participating in Community Supported Agriculture (CSA) in a hospital’s county, and a hospital’s county classification are factors that significantly influence a hospital’s decision to adopt a FTH program.

Most FTH programs are in hospitals located in counties in or near metropolitan areas. Hospitals that have signed the Healthy Food in Healthcare Pledge also have a higher chance of adopting than hospitals that have not signed the pledge.

Farms looking for alternative markets in which to participate should consider establishing a relationship with hospitals and vice-versa. This can be achieved by using regional food distributors or developing a direct relationship with hospitals. The results indicate that both hospital-specific characteristics and agricultural characteristics significantly influence a hospital’s decision to adopt a FTH program. Due to some hospital guidelines, the best way to facilitate this market may be through established regional distributors and suppliers. Farm-to-Hospital programs have the potential to improve the economy of these communities and preserve the environment.

Bobby J. Smith, II, is a graduate student at Cornell University in the Charles H. Dyson School of Applied Economics and Management and can be reached at bjs282@cornell.edu for more information on the Farm-To-Hospital Program research.

Farm Service Agency Loans

by Anita Deming ald6@cornell.edu

I attended a webinar put on by the Northeast Beginning Farmer Project and explained by Carrie Novak carrie.novak@wdc.usda.gov from the USDA Farm Service Agency (FSA). I was very impressed and thought I would share some of their loan programs for your greater understanding.

All Farm Service Agency loans

There are a few principles that apply to all FSA loans. First and foremost you must be unable to get credit from a regular bank. The FSA cannot compete with private business, so if you have a lot of earning power and/or assets, you will not be eligible for an FSA loan. They may ask for a letter of denial from another bank.

Secondly, they make loans based on date order of application. They do have priorities for minorities, women, and beginning farmers and ranchers, but they too are addressed in order of application. Right now some of FSA's loans are waiting for funding due to the budget, but they are accepting loans, so you could get in the queue.

These loans almost always take time to work through the system. You should plan ahead. The loan rates vary monthly. I have included the April 2013 rate, but you will need to check the rate at the time you are up for the loan.

You will need to provide a farm analysis at the end of each loan year using Income Statement, Balance Sheet and Yield Reports.

- Direct Farm Ownership Loans

These loans are up to \$300,000 for a term of 1 to 40 years at 3.5% (April 2013). They are for purchasing farm land or buildings, constructing buildings, or soil and water conservation projects.

- Direct Operating Loans

These loans are up to \$300,000 for at term of 1 to 7 years at 1.375% (April 2013). They are for operating expenses such as: livestock, poultry, equipment, feed, seed, farm chemicals, supplies, repairs, minor building improvements, refinancing or even for family living expenses.

- Direct Emergency Loans

These loans are up to \$500,000 for a term of 1 to 40 years at 2.375% (April 2013). They are to restore or replace essential property, or to pay production costs from a disaster. These are usually weather related events, and must be declared by the President or the Secretary of Agriculture. Examples of financed expenses would include family living, farm operating expenses, reorganizing an operation, or refinancing debt to amend the payment schedule.

- Direct Farm Ownership Down Payment

These loans are up to \$225,000, for a term of 1 to 20 years at 3.5% (April 2013), but you need the first 5% of the down payment. This is for a down payment on a farm purchase.

- Guaranteed Farm Ownership Loan

These loans are a guarantee for your current bank and go up to \$1,302,000 for a term of 1 to 40 years. This backs up a loan from your regular bank to get their "average" interest rate. The rules for coverage are the same as Direct Farm Ownership. It can be used to refinance real estate debts as well.

- Guaranteed Farm Operating Loan

These loans are a guarantee for your current bank and go up to \$1,302,000 for a term of 1 to 7 years. This backs up a loan from your regular bank to get their "average" interest rate which might be lower than they would lend to a "risky" borrower.

- Guaranteed Conservation Loan

These loans are up to \$1,302,000 for the term of the collateral (the expected life of the project). This backs up a loan from your regular bank to get their "average" interest rate. It is for conservation practices.

- Land Contract Guarantee

These loans are up to \$500,000 for a term of 1 to 20 years at a fixed rate of the Direct Farm Ownership rate (3.5% in 2013) plus 3%. The buyer must provide a 5% down payment This Guarantee is to help farm sellers and it covers contract installments, land taxes, insurance, outstanding principle, for seller of family farm to a beginning farmer.

Farm Service Agency Loans

- Rural Youth Loans

These loans are for up to \$5,000 for a term of 1 to 7 years at 1.375% (April 2013). They are for youth from 10 to 20 years old living in a “Rural” community. They need parental permission and project advisor.

- New Microloan Program

Finally we get to the new Microloan program. The program was *designed for new, beginning farmers*. These loans are up to \$35,000 for a term of 1 to 7 years at 1.375% (April 2013). It is a direct farm operating loan (not for land).

It allows for direct market and niche type small farms that sell direct to consumers restaurants, or stores. They will loan for regular or organic production, community supported agriculture and farmers’ markets. You will be required to identify and work with a mentor to help you through the first year. It is a bridge for youth to owner, but you can be older as long as the new enterprise is for you. It provides *opportunity for those with less experience* than is required for the other loans.

Once again, *operating expenses* for startup can include: seed, fertilizer, utilities, land rent, marketing and distribution, farm stand, family living expenses, livestock, equipment, minor farm improvements, wells, coolers, hoop houses, tools, irrigation, delivery vehicles, fencing, maple sugar house and equipment, tractors, and some labor. If the loan is for annual operating expense then you need to pay back in one year or 18 months at the most (ie. fertilizer, feed, labor, etc.).

You must be *raising a production agriculture product* with a commercial goal. This means it will not cover most horse farms. Working draft, and working cutting horses are OK if you are using them work on the farm to raise the farm product. Boarding and lessons are not covered. It also does not cover manufacturing or processing of product unless you raised more than 50% of the product on your farm (value added by making jam from strawberries).

You need to have *good credit*. You should pull your own credit report to be sure you are acceptable and you will need to explain any issues (medical bills, college bills). Go to a credit report home site such as: TransUnion, Experian, or Equifax. You can get one report for free, but you have to sign up for monthly reports and then cancel.

You need to be a US citizen, non-citizen national or qualified alien.

You need to demonstrate management ability which could be from a non-farm business or from education (4-H, FFA, Beginning Farm programs, or Community Based programs). You must also find a mentor farmer that sells similar products successfully. The mentor must be willing to help you through the 1st production season. The types of help expected could include: selecting seed varieties, setting up growing space, planning, high tunnels, row covers, supplies, plant culture, insect and disease monitoring, contracts, harvest and delivery.

Your off farm income will be considered when getting a loan. This is good as you need to show you can pay back the loan. However, if you have too much money they will not consider you “in need.”

You will need to show that you will be able to sell at least \$1,000 of ag product.

Other rules that apply include:

You *may NOT* have any FSA loan defaults, any conviction for drug trafficking and/or possession of Federally illegal drugs, nor any Federal Crop Insurance violations.

You *must* be the owner/operator of family size farm, and have legal capacity.

To apply you need to pay the fee \$13.50 for individual or \$20.25 for joint application. Your spouse does not need to be on the application, unless you need their income to show repayment ability. You need to have an operating plan with as much of your own data as possible. You will need 3 years of Schedule F data if available, past yield and sales data, recorded income and expenses, and collateral. The collateral could be the crops you are growing if asking for an operating loan (plus they ask for an additional 50% more in collateral), could be the equipment you borrowing the money to buy, or if it is for something like a well you will need to put collateral on something else.

You can move to another loan program once you have the experience if you wish.

Loan forms are on the web site or from FSA loan officer: www.fsa.usda.gov

2013 Farmers Markets

* accepts food stamps

+ accepts FMNP coupons

accepts WIC vegetable coupons

CLINTON

Chateaugay Lakes - State Rt. 374 on the lawn of the Hollywood Inn.

Manager: Donnie Jackson (518) 293-7487. Web Site: adirondackfarmersmarket.com +

Date: Saturdays, June 22 through Aug. 31, 2013 10:00-2:00

Chazy - Amazing Grace Vineyard and Winery, 9839 Rte 9. Manager: Mary Fortin (518) 215-4044.

Date: First & third Sundays, July 7 through Sept. 15, 2013 10:00-2:00

Plattsburgh – Pavilion downtown by Bridge, Durkee and Broad Streets.

Manager: Pat Parker (518) 493-6761 Web Site: plattsburghfarmersandcraftersmarket.com +

Date: Sat., May 11 through Oct. 12, 2013 9:00-2:00 & Wed., June 26 through early Sept, 2013 10:00-2:00

Plattsburgh Winter – Indoors at the Plattsburgh City Recreation Center, 52 US Oval. Manager: Beth Spaugh (518) 643-7822. Web Site: plattsburghfarmersmarket.com & [facebook.com/plattsburghfarmersmarket](https://www.facebook.com/plattsburghfarmersmarket)

Date: Every Saturday, Columbus Day to Christmas, then 2nd Saturdays January through April. + * #

ESSEX

Ausable Forks – Near the bandshell in Riverside Park. Market contact: Ashlee Kleinhammer (518) 645-2697.

Web Site: ausablevalleygrangefarmersmarkets.com/ausable-forks.html

Date: Fridays, June 28 through Aug. 30, 2013 3:00-6:00 + * #

Elizabethtown - Behind the Adirondack History Center Museum.

Manager: Gina Agoney (518) 293-7877. Web Site: adirondackfarmersmarket.com +

Date: Fridays, May 17 through Oct. 11, 2013 9:00-1:00

Keene - Marcy Airfield between Keene and Keene Valley on Route 73.

Manager: Dick Crawford (518) 561-7167. Web Site: adirondackfarmersmarket.com +

Date: Sundays, June 16 through Oct. 13, 2013 9:30-2:00

Keeseville - Riverside Park behind the library on Front Street. Manager Dana Pashow (518) 834-9480

Web Site: adirondackfarmersmarket.com +

Date: Wednesdays, June 19 through August 28, 2013 9:00-12:00

Lake Placid – Lake Placid Center for the Arts. Market contact Ashlee Kleinhammer (518) 645-2697.

Web Site: ausablevalleygrangefarmersmarkets.com/lake-placid.html + * #

Date: Wednesdays, June 5 through Oct. 23, 2013 9:00-1:00

Port Henry – 4623 Main St. Manager: Jackie Viestenz (518) 546-9855.

Web Site: adirondackfarmersmarket.com + #

Date: Wednesdays, June 26 through Aug. 28, 2013 9:00-1:00

Schroon Lake – Town Hall parking lot. Market contact Ashlee Kleinhammer (518) 645-2697.

Web Site: ausablevalleygrangefarmersmarkets.com/schroon-lake.html +

Date: Mondays, June 24 through Sept. 2, 2013 9:00-1:00

Ticonderoga – Corner of Montcalm & 9N, SW of Moses Circle. Contact: Matthew Courtright (518) 585-6619.

Date: Saturdays, June 29 through October 12, 2013 10:00-1:00

Willsboro – Across from Johnny's Smokehouse on Rte.22.

Manager: Linda Therrien (518) 963-4383. Web Site: adirondackfarmersmarket.com +

Date: Thursdays, June 13 through Sept. 5, 2013 3:30-6:30

FRANKLIN

Malone - Malone Airport, Route 11. Manager: Vicky Lesniak (518) 651-7680.

Web Site: adirondackfarmersmarket.com + *

Date: Wednesdays, June 12 through Oct. 16, 2013 12:00-4:30

2013 Farmers Markets

* accepts food stamps

+ accepts FMNP coupons

accepts WIC vegetable coupons

Paul Smiths College – Vistor's Interpretive Center. Manager: Janet Burl (518) 483-6863.

Web Site: adirondackfarmersmarket.com + *

Date: Fridays, June 21 through Sept. 20, 2013 2:00-5:00

Saranac Lake – Riverside Park. Manager: Lou Lesniak. (518) 497-0083.

Web Site: adirondackfarmersmarket.com +

Date: Tuesdays, May 21 through Oct. 1, 2013 10:00-2:00

Saranac Lake Village – Riverside Park. Market contact Ashlee Kleinhammer (518) 645-2697.

Web Site: ausiblevalleygrangefarmersmarkets.com/saranac-lake.html + * #

Date: Saturdays, June 1 through Oct. 26, 2013 9:00-2:00

Tupper Lake – Wild Center Museum, under the white tent. Manager: Ellen Beberman (518) 891-7470.

Web Site: adirondackfarmersmarket.com +

Date: Thursdays, June 13 through Sept. 26, 2013 11:00-3:00

HAMILTON

Long Lake – Corner of Rtes. 28 & 30 and South Hill Road across from post office.

Manager: Ruth Howe (518) 624-2162.

Date: Thursdays, June 27 through Aug. 29, 2013 10:00-2:00

Speculator – Located at the pavilion in Speculator. Manager: Anna Smith (518) 548-4521. +

Date: Thursdays, June 27 through Sept. 19, 2013 2:00-5:00

HERKIMER

Old Forge – Park Ave., behind the Old Forge Hardware Store. Market contact: Nick Rose 315-369-3353.

Date: Fridays, June 28 through October 4, 2013 1:00-5:00 +

JEFFERSON

Jefferson County markets are still being updated. Please watch your local publications for 2013 dates & times!

LEWIS

Lowville - Forest Park Pavilion, Main Gate, Lewis County Fairgrounds.

Manager: Doug Hanno (315) 376-5333. +*#

Date: Saturdays, May 25 through Oct. 26, 2013 8:30-2:00

Lyons Falls – Riverside Park, Laura Street. Contact: Gary Mavis (315) 348-5167. + *

Date: Tuesdays, June 11 through Oct. 1, 2013 12:00-6:00

ONEIDA

Boonville – Rte 12 North, along the canal. Manager: Kelly Ulrich (315) 335-9851 or

boonvillefarmersmarket@yahoo.com. Web site: boonvillefarmersmarket.com

Date: Thursdays, June 20 through Oct. 10, 2013 12:00-6:00

Trenton – Village Green, Holland Patent. Mgr: Nick Keblish (315) 865-4423. Web site: trentonmarket.com

Date: Saturdays, June 15 through Oct. 12, 2013 9:00-1:00 +

SARATOGA

Saratoga – Under pavilions at High Rock Park, High Rock Ave., east of Broadway in Saratoga Springs.

Contact: Suzanne Carreker-Voigt SFMAscV@nycap.rr.com. Website: saratogafarmersmarket.org. + *

Date: Wed., May through Oct., 2013 3:00-6:00 and Sat., May through Oct., 2013 9:00-1:00

2013 Farmers Markets

* accepts food stamps

+ accepts FMNP coupons

accepts WIC vegetable coupons

ST. LAWRENCE

Canton - Canton Village Park, corner of Main and Park Streets. Manager: Zoe Baker (315) 244-8471.

Web Site: cantonfarmersmarket.org * +

Date: Tuesdays and Fridays, May 10 through Oct. 25, 2013 9:00-2:00

Gouverneur - Village Park, Church St. Manager: Lorraine Taylor (315) 212-0456.

Date: Thursdays, June 6 through Oct. 31, 2013 9:00-2:00 +

Hogansburg - Parking lot behind police station. Manager: Shirley Peck (315) 769-5322. +

Date: Tuesdays, Wednesdays & Saturdays, July 10 through Oct. 31, 2013 9:00-4:00

Massena Sunday - Town Hall, 60 Main St. Manager: Shirley Peck (315) 769-5322. +

Date: Sundays, July 7 through Oct. 27, 2013 8:00-3:00

Massena Thursday - AAA parking lot. Manager: Shirley Peck (315) 769-5322. +

Date: Thursdays, July 11 through Oct. 31, 2013 10:00-5:00

Norwood - Park Square, Main St. (Rt. 56) & Park St. Manager: Shirley Peck (315) 769-5322. +

Date: Mondays, July 8 through Oct. 28, 2013 10:00-5:00

Ogdensburg Saturday Green Market - Library Park, 300 block of Riverside Ave. (summer/early fall) First Presbyterian Church, 311 Franklin St. (late fall). Manager: Sandra Porter (315) 393-3620. + *

Date: Saturdays, May 11 through Dec. 14, 2013 9:00-1:00

Ogdensburg Thursday Green Market - By the CHMC hospital, corner of King St. & Mansion Ave. Manager: Sandra Porter (315) 393-3620. + *

Date: Thursdays, May 16 through Sept. 26, 2013 2:00-5:00

Potsdam - Ives Park, across from the Roxy movie theater. Manager: Garrison Cook (315) 854-4176. +*

Date: Wednesdays & Saturdays, May 11 through Oct. 26, 2013 9:00-2:00

Winthrop - Parking lot between bank & funeral home. Manager: Shirley Peck (315) 769-5322. +

Date: Fridays, July 12 through Oct. 2, 2013 9:00-5:00

WARREN

Bolton Landing - Blessed Sacrament Church parking lot. Contact: Penelope Jewell (518) 480-9118.

Website: boltonlandingfarmersmarket.com

Date: Fridays, June 28 through Aug. 30, 2013 9:00-1:00

Chestertown - Chestertown Town Hall, 6307 State Route 9. Contact: (518) 494-3336.

Website: chestertownfarmersmarket.com

Date: Wednesdays, June 19 through Oct. 9, 2013 10:00-2:00

Diamond Point - Community Church. Contact: Herb Sliter (518) 361-6930 or herbsliter@aol.com

Date: Fridays, June 14 through Sept. 13, 2013 10:00-4:00

Glens Falls Saturday - South Street Pavilion. Manager: Debbie Stevens (518) 638-6301.

Date: Saturdays, May 4 through Nov. 16, 2013 8:00-12:00. Winter market at Christ Church Methodist
Manager: Linda Gifford (518) 792-0198, all off-season Saturdays 9:00-12:00 +

Glens Falls Wednesday - City Park on Maple St. Manager: Dave Porter (518) 638-8530.

Date: Wednesdays, June 5 through Oct. 30, 2013 3:00-6:00 +

North Creek - Next to the train on the Hudson River on Railroad Place. Contact: Deb Morris (518) 251-4438.

Web Site: northcreekfarmersmarket.com

Date: Thursdays, June 20 through Oct. 10, 2013 3:00-6:00

2013 Farmers Markets

Queensbury – Route 9, Sport Zone Parking lot. Manager: Fran Morrison (518) 261-1877. +

Date: Mondays, June 3 through Oct. 28, 2013 3:00-6:00

Warrensburgh Riverfront - Warrensburgh Mills Historic District, River Street (NYS Route 418) near Curtis Lumber. Contact: Teresa Whalen, 466-5497. +

Date: Fridays, May 24 through Oct. 25, 2013 3:00-6:00

WASHINGTON

Granville – Big Lot parking lot. Manager: Bob Anderson (518) 854-3750. + #

Date: Mondays, June through Oct., 2013 2:00-5:00.

Greenwich - Kmart plaza. Manager: Bob Anderson (518) 854-3750. + #

Date: Thursdays, June through Oct., 2013 2:00-5:00.

Salem – In the park with the gazebo. Manager: Bob Anderson (518) 854-3750. + #

Date: Saturdays, May 25 through Oct., 2013 10:00-1:00.

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

Date: Tuesdays, early June through late Oct., 2013 1:00-4:00

Adirondack Day in Albany

On Monday, April 29, Adirondack Harvest traveled to Albany to take part in the first Annual “Adirondack Day” in the Legislative Office Building. The goal was a day-long event that would introduce (or re-introduce) New York state legislators to the Adirondack region and what we have to offer. Many sectors were represented including agriculture, education, industrial development, history & culture, tourism & recreation, and wildlife & conservation. Most of the day we handed out samples of cheese, apples, bread and maple syrup while explaining what Adirondack Harvest does and why local food is a rising industry in the North Country. We distributed lots of local food guides and encouraged all to visit the Adirondacks. In the evening, over 200 legislators,



assistants and guests were treated to “A Taste of the Adirondacks” featuring food prepared by Chef Dave Hunt of Generations restaurant in Lake Placid. Dave sourced his menu, dubbed “The Blue Line Special” from over 20 Adirondack Harvest farmer members. Adirondack wines, beer and spirits were served while several event organizers and legislators spoke about the success of the day. We were very pleased by the number of times “Adirondack Harvest” was mentioned and praised! Looking forward to next year...

NOFA-NY Conference Report

by Teresa Whalen, Southern Chapter representative, Adirondack Harvest

The 31st Annual Organic Farming and Gardening Conference presented by NOFA-NY was held in Saratoga, January 25-27, 2013. The theme of this year's conference was entitled "Resilience" – a core principle of sustainable farming and productive food systems.

Full and half day intensives and workshops topics were held in the following categories: fruits and herbs, vegetables, livestock, dairy and grazing, grains and field crops, beginning farmer, value-added and marketing, gardening and homesteading, urban farming, people and policy and a potpourri of other topics.

Keynote Speakers relating to the conference theme included:

- **Shinji Hashimoto** is an organic farmer since 1989 from Ichijima Tanba City in Japan. He leads the Teikei (CSA) Farmers Association in Japan, has a year-round 300 share Teikei, and advances the cause and practices of organic farming in Japan through the Japanese Organic Agriculture Association and other organizations such as the International Federation of Organic Agriculture Movements. Since his organic farm and advocacy work began, he and fellow farmers in Japan have endured both natural and man-made disasters, demonstrating resilience time and time again.
- **Scott Chaskey** learned resilience gardening on the cliff meadows of Cornwall, England during the 1980's. For 23 years he has directed one of the original CSAs in the US having a seed inventory listing over 500 varieties, Quail Hill Farm, on the east end of Long Island. A poet, educator, conservationist and community farmer and author, he has served as past president of NOFA-NY, and has authored one book, *This Common Ground, Seasons on an Organic Farm*, and is finishing his second, *Seedtime*, to be released this year. Scott was the recipient of the 2013 NOFA-NY Farmers of the Year Award.

I attended several workshops on topics ranging from food policy, farm direct marketing to retailers and value added topics such as food processors marketing their brand. At the Tradeshow I networked with companies representing online wholesale buying clubs, connecting employers to CSA farmers, and advocating for various agricultural related issues from land conservation to food processing. Adirondack Harvest had a booth where information was displayed, products sold and handouts provided.

The Greenhorns

Greenhorns is a six year-old grassroots organization that works to support new farmers in America. We are farmers, activists, and artists; our work is unconventional and various. We focus on event organizing, in-person networking, mixers, celebrations and workshops as well as the production of traditional and new media: radio, documentary film, blog, a book of essays, guidebooks, web-based tools, and a brand new Almanac. Our goal over the next generation is to retrofit the food system and to build a thriving agricultural economy in the United States, for healthy regions, healthy watersheds, and a healthy farm culture. We believe our movement can succeed with strong communication, solid business skills, sustainable farm practices and importantly, teamwork.

Our newest project is hot off the presses! The *2013 New Farmer's Almanac* is 336 pages and gathers the contributions of 120 artists, farmers, archivists, and agrarian luminaries. The book's online companion is the [2013 Greenhorns Audio Almanac](#). Readers of the book can listen and browse through worksongs, policy podcasts, farmer music mixes, and tons of other free audio all year long at newfarmersalmanac.org.

The Almanac sells for a suggested \$20 per copy and is being distributed in brick-and-mortar retailers, online through Etsy and Amazon, at Greenhorns events for young farmers including all FarmHack events, and through CSA's (Community Supported Agriculture). It will receive extra distribution concentration via wind power along the Hudson River from Lake Champlain all the way to Manhattan in September 2013 thanks to a partnership with the Vermont Freight Sail Project. The multiple channels of distribution and outreach for the Almanac, and the proliferation of public events associated with its launch over the course of the year, mark this publication as one that quite literally works towards the creation of a thriving public, and one which is actively collaborating on reimagined, regionalized economies.



www.thegreenhorns.net

Local Food Matchmaking Event continued...

(Continued from page 1)

honey as well as u-pick strawberries. Having a variety of ways to market your products only helps stabilize your farm income, which is why Michelle Asselin from Harmony Hills Farmstead of Duane attended the event. Michelle raises certified Black Angus Beef, Berkshire pork, pastured chickens and turkeys. She sells her products at area farmers markets as well as restaurants in Saranac Lake and Lake Placid. During this time of year, the wholesale accounts help keep the cash flowing on the farm.

The event also featured live music provided by Thomas Ventiquattro II, who with his wife Patty have established fruit orchard on their farm, Twentyfour Farm in Burke.

Local food matchmaking events and tradeshow are a great way to build local and regional food systems from the ground up. The benefits of sourcing local as a restaurant you offer items that may not be available elsewhere, or better yet are unique to your area. And visitors love that!

Tourism is the 5th largest employer in New York State. According to the I Love NY Tourism the top travel ideas in New York State include: Spare Seat Expedition; Culinary Tourism; History and Culture; Outdoors and Water. In the Adirondack region, tourism is a \$1.1 Billion dollar industry that directly employs some 20,000 people and represents about 17% of the overall employment of the region.

With visitors to the area interested in local food, and more farmers growing and selling locally, events such as the Speed Dating for Farmers and Chefs only serve to help make the connection between the farmers and restaurants. Attendees at Tuesday's Speed Dating for Farmers welcomed the opportunity to network. "It was more than just farm to chef networking," states Logozar, "the farmers also used this opportunity to connect as well, they were discussing marketing, shared delivery and some of the challenges they all face – Mother Nature."

Farmers are looking for market opportunities by working together. Two farmer marketing cooperatives were in attendance at the Farm to Chef Event. North Country Grown Cooperative out of St. Lawrence County represents some 18 farms and the newly formed Northern Adirondack Lamb Cooperative (NALC) representing 5 farms were both at the event. Beth Downing explained that by pooling their resources these farms are better able to meet the volume demand for product. The NALC has been selling their lamb products to restaurants in Lake Placid and Plattsburgh; they are looking to expanding and selling at more farmers markets as well as more restaurants. Besides her farm, Downing Acres in Burke, the cooperative includes Kirbside Gardens and White Stone Farm both of Chateaugay, Shady Hill Sheep and Wool in Dickinson and Double H Farm in Canton.

Adirondack Harvest had a significant presence at this event, not only was there a display by Franklin County Farmer Representative, Roger Hastings, some of the farmers who were present are Adirondack Harvest members and had their farm signs proudly displayed.

On the horizon: This year's Speed Dating for Farmers & Chefs, gave area chefs in attendance a glimpse of what is to come from one farm that is establishing their orchard. Twentyfour Farm in Burke may not have a lot to offer this coming growing season but they have a start. Their garlic scapes and rhubarb will be available early in the season this year, which the mature garlic available in the fall. They will be adding another 35 trees to their nearly 100 tree orchard as well as strawberries. Those chefs looking for fresh fruit in the coming seasons, this will be a place to keep in mind.

And their neighbor, John Eick from Thundercrest Farm raises acres of beans, peas, squash, peppers, tomatoes and more on their property Burke and another in Saranac area. Getting all their crops harvested in a timely manner can be a challenge, so John has invested in equipment to help make this more efficient. "It was a hard decision to spend that money, but it is about working smarter," states John. He plans to plant more beans and peas of a volume to provide a steady supply to area restaurants. "With this harvester, we can pick the beans in the early morning, and have them cleaned and delivered to the restaurant by early afternoon, just hours out of the field. You can't get fresher than that!"

Having the opportunity to get to know the chefs and each other was a plus for all who attended. For a first time effort it was a success. CCE plans to host a similar event on an annual basis building upon the successful connections made this week. For more information about this event or buying from local farmers, contact Bernadette Logozar, bel7@cornell.edu, 518-483-7403, ext. 312.



Harvest News Briefs

Vermont Sail Freight Project

Started in 2011 by Erik Andrus, a farmer across the lake in Ferrisburgh, VT. Erik and his team are currently building a barge to transport agricultural goods from the Champlain Valley down the Hudson and all the way to New York City. Make clear your intended sale item by August 15th (description, photo, price, quantity for posting on website) Min: 50 pounds, Max: 3 tons. Goods have to be legal for 3 party sale as well as shelf stable enough to last the two weeks-ish journey down river in the summer without refrigeration. The boat is insulated with foam, but not cooled. <http://vermontsailfreightproject.org> or call 802-877-1396.



Whallonsburgh Grange Co-packer Project

A group using the Whallonsburgh Grange commercial kitchen is starting a co-packing project to produce value-added products. They are interested in connecting with farmers and are looking to:

- Buy product from the farm, process and sell it further via set commitment
- Process product for the farm to sell further via set commitment.
- Process product on an ad-hoc basis.

Which are you interested in? What volume? Which arrangement? Do you have a special recipe or can we submit one? Call Cara at 406-407-4096 to discuss options for your farm.

Crowfest 2013

Come join the fun on August 24th at Fledging Crow Vegetables, 122A Robare Road in Keeseville, NY. See new updated website fledgingcrow.com and new Facebook site for updates on events: organically raised Hawaiian style pork, pot luck, kids' activities, live music, an amazing day at the farm to be remembered by ALL.

Little Barn Bulk Foods Opens Butcher Shop

Little Barn Bulk Foods in Watertown is proud to announce the opening of their butcher shop. They have fresh cut ribeyes, NY strip steaks, fresh ground beef, center cut pork chops, boneless skinless chicken breasts, Fiorentino Italian sausage (hot & sweet)...and much more!! Find them at 17937 NY State Route 3, seven days a week.

Food Safety Modernization Act

Does the new FSMA proposed rule on produce safety standards apply to your farm? This is still a proposed rule and it won't happen overnight. Even after all the federal reviewing and issuing of the final rule most businesses would have 3 to 5 years to comply – so don't panic! This rule would apply to farms that grow, harvest, pack or hold produce that will be consumed raw by the public without some sort of "kill step" to kill dangerous microorganisms. But, your farm is exempt if, on average, you have less than \$25K in annual food sales. Your farm is also exempt if, on average, you have less than \$500K in annual food sales AND the majority of these sales are directly to the consumer of the food (not another business) OR a restaurant in your state (NY) or within 275 miles of your farm. For more information visit <http://sustainableagriculture.net/fsma/>.

Worksite CSA Brochures

Do you have a CSA farm and are looking to connect with worksites? Are you a business looking to connect with a CSA farm? We have brochures for downloading and distributing! The worksite CSA is a great idea and these handy brochures were created by the Workplace CSA Promotion Project, a collaboration of the Cornell Cooperative Extension Capital District Vegetable and Small Fruit Program and Adirondack Harvest. Visit <http://www.adirondackharvest.com/csa.html> and click on the links to the brochures near the top of the page. Print them in color, if you can, for best results. Happy matchmaking!

Upcoming Events, Classes, Workshops

The Thorough Organic Orchardist: Planning for Success with Tree Fruit

May 11, 1:00-5:00pm

McCollum Orchards, 248 N. Adam St, Lockport

Registration Fee: \$5/person, \$10/two or more people per farm. Registration Deadline: noon on May 8. New farmers Bree Bacon and Rich Woodbridge will give a tour of their historic property, home to heirloom apple and pear trees. Mike Biltonen of Red Jacket Orchards will teach about the land preparations needed for an organic orchard, the growing requirements of apples, pears and other tree fruits, organic management considerations, financial expectations for tree fruit crops, and more. Walk away prepared to start your orchard in 2014. To register, go to register@nofany.org or call 585-271-1979 x509. This program is supported by the Beginning Farmer and Rancher Development Program of the National Institute for Food and Agriculture, USDA, #2011-49400-30510.



WIC Vegetables and Fruits Check Program - Farmer Training

**Wednesday, May 15 & Monday, May 20
7:00pm to 9:00pm**

Online with high speed connection OR

Essex County CCE, Westport

Franklin County CCE, Malone

Jefferson County CCE, Watertown

Potsdam Public Library Computer Center

Individual farmers who participate in the Farmers Market Nutrition Program can take WIC checks for vegetables & fruits! These are different from the FMNP checks. Farmers need to attend this webinar in order to qualify and participate. You can join via any high speed internet connection, OR you can join at participating CCE offices. In

addition, Essex County Public Health/Creating Healthy Places will offer technical support, a 2 x 3 banner to promote their personal farm, a colorful die-bond sign, and media promotion if farms who sell in Essex County complete this training, become authorized. Classes may not be offered on both days in all locations. Contact your local site or for more information please call Laurie Davis 962-4810 x404 or email lsd22@cornell.edu.

Lamb Butchery Intensive for Farmers

Fri May 24 from 3pm to 6 pm

Sat May 25 from 9 am to 5 pm

Sun May 26 from 9 am to 2 pm

Stone Barns Center for Food & Ag at 630 Bedford Road, Pocantico Hills \$405

Join the Growing Farmers Initiative for a unique, three-day butchery intensive. This multi-day workshop will introduce a small group of farmers to on-farm slaughtering and provide hands-on instruction for breaking down whole lamb carcasses. Adam Danforth, a renowned butcher and writer, will guide participants through the entire process, from slaughter to packaged cuts. Topics covered will include: basic knife skills, personal and food safety techniques, ovine anatomy, full carcass breakdown, qualities and characteristics of cuts, and marketing strategies. Participating farmers will leave the workshop with a solid foundation of lamb breakdown, as well as informational handouts and basic butchery supplies, including a knife, bone saw, and honing rod. Registration closes May 1. Contact Mel Weiss at www.virtualgrange.org 914-366-6200 x134

Stockdog Training with Barb Armata

June 22-23

Indoor Riding Ring, Route 310, Canton, NY

Professional Stockdog Training Clinic. Barb has Border Collies, but will work with most breeds of stockdogs. She brings her own sheep and matches the sheep to the personality of the dogs. Details on costs and scheduling will be available soon. Call 315-379-9192 for more information.

ADIRONDACK HARVEST MEMBERSHIP FORM

Please make checks payable to "Adirondack Harvest".
 Clip and mail to P.O. Box 388, Westport, NY 12993

Name _____
 Address _____
 Phone _____
 Email _____

Please circle type of membership:

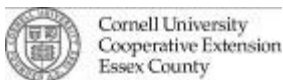
- Farmers, Producers, and Processors \$25 annually (further donations appreciated)
- Student Farmers, Producers and Processors \$5 annually
- Supporter: Restaurants and Stores \$25 annually (further donations appreciated)
- Friends (circle level of membership)
 - annual \$25
 - \$100
 - \$500
 - \$1000 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.



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