



Harvest News

In coordination with Cornell Cooperative Extension of Essex County Spring 2016

"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."

DEC Adirondack Smart Growth Grant Received

Governor Andrew M. Cuomo announced nearly \$400,000 in smart growth grant awards for six Adirondack Park communities. "The Adirondack Park is one of the best examples of natural beauty anywhere in the world with high peaks and forests that attract thousands of visitors to this North County gem each year," Governor Cuomo said. "These grants will build upon this success, helping to strengthen the local economy and ensuring the park remains a vibrant destination for decades to come."

Smart growth grants are administered by the Department of Environmental Conservation and support local plans and projects geared toward community and economic development that fit within and complement the region's natural resources. The awarded projects demonstrate how Adirondack communities can grow using the unique natural assets of the Park combined with improved technology, attractions and infrastructure to bring in new businesses and citizens.

The grants also support locally focused revitalization within hamlets as well as collaborative projects that promote and activate local economic activity at a park-wide scale. The Adirondack Harvest and Adirondack Trail Towns projects will empower the Park's cultural institutions, businesses and event sponsors by using technology to combine forces across the park, coordinating and marketing the delivery of products, events and tourism assets through unified park-wide brands.

This is the fourth round of smart growth funding supporting Adirondack Park communities. This year's grants build on the nearly \$2 million dollars devoted in the first three rounds of funding for this program. DEC continues to partner with the Department of State and the Adirondack Park Agency (APA) to carry out the program. Additional projects funded include: support for a new water source that will serve the Town of Crown Point and stabilize production activity at the Essex County fish hatchery which helps stock the region's streams; support for expansion of the Adirondack Public Observatory, which has the potential to feature a unique attraction, the Adirondack's clear night skies; and support for streetscape improvements in Lake Placid and Lake George.

The program has directly supported park-wide initiatives, the Common Ground Alliance and Adirondack Partnership, which are working on shared priorities between local citizens, non-profits, municipalities, and New York State agencies including broadband, economic development, and sustainable recreation and tourism. The program has provided funding for locally led projects that make direct linkages between DEC trail systems and community trails. Other projects have linked underutilized hamlets and historic resources with new uses and visitors.



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Join the Edible Forest Garden Magical Mystery Tour

Adirondack Harvest is co-sponsoring an educational workshop in Cross Island Farms' Edible Forest Garden on Saturday, June 18 from 1:00 pm to 4:00 pm. The fee for the workshop is \$20.

Over the past three seasons Dani Baker, co-owner of Cross Island Farms, has developed just under an acre of her certified organic farm as a multi-functional edible forest garden encompassing numerous permaculture principles and practices. Join her as she describes the process of planning and planting over 300 cultivars of edible fruits, nuts, berries, and other edibles, both native and uncommon. Learn of the multitude of factors considered in deciding where and with what to plant the seven permaculture layers she has incorporated and identify a large variety of supportive plants integrated into the landscape. Attendees will have an opportunity to sample edible fruits, flowers, greens and herbs in season and go home with a potted plant to begin or add to their own garden.

This workshop should be of interest to homeowners and back yard gardeners who wish to incorporate perennial edibles into their landscapes as well as farmers who are interested in developing additional income streams. As it develops, Dani expects her garden to offer U-pick opportunities, a site for weddings and other special events, educational workshops (like this one) and a perennial nursery operation.

The Edible Forest Garden is the latest addition to Cross Island Farms' diversified operation. Located on 102 acres, this certified organic farm includes season extension hoop houses, annual vegetable gardens, rotationally grazed beef cattle, meat goats, heritage breed pigs, ducks, chickens and turkeys, and renewable wind and solar power. Educational organic tours, workshops, and on-farm primitive camping round out its offerings.

Dani Baker is a former psychologist for whom operating an organic farm is her "retirement gig." As a child she performed most of the landscaping work on the ½ acre surrounding her newly built family home. As an adult, she cultivated a small or large vegetable garden whenever she had a piece of land to work. She became a full time organic farmer when she retired in 2006. She has acquired her knowledge of permaculture design through reading and workshops including a recent tour of Martin Crawford's Edible Forest Garden in Dartington, England.

Cross Island Farms is located on Wellesley Island in Jefferson County, NY. It is easily accessed from the North via Routes 37 and 12, and from the South via I-81. Take I-81 across the first span of the 1000 Island Bridge and take exit 51. Turn right at the end of the ramp. Turn right at the stop sign. Turn right onto Cross Island Road. The garden is 7/8 mile down this road on the left. Park on the roadside. Plan to arrive at 12:45 to register at the garden gate. For more information, please call Cross Island Farms at 315-482-3663 or Adirondack Harvest at 518-962-4810 x (409).



Adirondack Harvest Chapter News

Clinton County Chapter:

1st Quarter 2016 Success Story

by Amy Ivy

Our 6th Annual *Food from the Farm* event on March 5, 2016 in Plattsburgh was bigger than ever. Twenty-four farms set up displays and some sold products and CSA memberships, three chefs prepared samples featuring local foods and 683 people attended (250 more than the previous year). The goal of this event is to connect consumers to growers to build relationships, enthusiasm and support for locally grown food through personal interactions at each table. We hold this event in late winter in order to build excitement for the coming season and to show consumers how much product truly is available this time of year, along with the message that there could be even more. Growers hand out tickets for door prize drawings to everyone they talk to which encourages even more interactions.



Essex County Chapter

Contact Julie Ives at 518-962-4584 or littlehillsfarm@westelcom.com to participate in the Essex County chapter.

Jefferson County Chapter

Contact Cornell Cooperative Extension at 315-788-8450 to participate in or be the representative for 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 Betsy Hodge at 315-379-9192 to participate in or be the representative for 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 taawhelen@yahoo.com to participate in the Southern chapter.

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

Smart Marketing



An Overview of Emerging Business Models in the Local Foods Landscape

Allie Bauman, Colorado State University; Dawn Thilmany, Colorado State University; Becca Jablonski, Colorado State University; and Dave Shideler, Oklahoma State University

In response to growing public interest in regionally-focused food systems, a proliferation of business models for expanding sales into these markets is occurring. In a recent U.S. Department of Agriculture (USDA), Economic Research Service (ERS) report, the most recent data and findings on several aspects of local and regional models were shared, but even that report noted that the concept of localness may vary by the audience, purpose and data of the food system dimension where local is applied (Low, et al., 2015). Given that some of the growth in regional food systems is anchored in the idea of increasing the share of food dollars retained by farmers, if not their allied business associates and

communities, it seems important to better understand how different models address those goals. We propose a typology of local/regional food system business models, employing representative categories to help small and medium sized farmers learn how their operations best fit the changing food marketing landscape.

Figure 1 represents a variety of the most common food system enterprises, both local and non-local. The typology can be divided into four quadrants using the sales volume as the horizontal dimension and the value-added (operating profit margin) per unit of sales as the vertical dimension. The types of models are ordered, and connected by arrows, to represent common evolutionary steps that operations may take if their current marketing choice or portfolio evolves with plans to expand or decrease in scale, as new marketing opportunities appear or financial challenges arise. The top two quadrants (and their subcategories) will be the focus of this article, as they correspond most directly to the business ventures found in local and regional food systems, and as Low, et al. (2015) reported, these intermediated sales may also be the future for growth in these markets.

Direct Marketing

As a broad category, direct marketing encompasses several marketing models that have emerged as a growing segment, but with slowing growth in most recent years (Low, et al., 2015). This category represents high-margin outlets with low sales volumes, high input costs (including labor) and limited ability to scale up due to seasonality and low share of consumer dollars spent in these markets. Online sales and roadside stands allow for the higher margins desired in direct markets but do not allow producers to “leverage” the power of more collaborative markets, thus they are relatively low on the vertical axis of Figure 1.

Farmers’ markets, a fast growing sector of local/regional food systems whose growth has plateaued in the past few years in terms of total numbers across the U.S., have been one of the central business models for direct marketing enterprises. Although commonly cited as a great start-up marketing choice and one that improves farm gross sales (e.g., Hunt, 2007), there is some agreement that potential sales volume may be limiting to vendors, and in some cases may not cover the additional inputs required by farmers’ market sales (i.e., packaging and labor requirements) (Hardsety and Leff, 2010; LeRoux, et al., 2010). An increasing number of farms provide their products directly to their consumers through community supported agriculture agreements: a model that provides more stable profit margins with an ability to scale up in areas near urban consumer centers. For this reason, it is placed higher on the vertical axis of Figure 1.

Value-Based Food Supply Chains

As illustrated in Figure 1, value-based food supply chains serve as one potential mechanism to scale

Smart Marketing

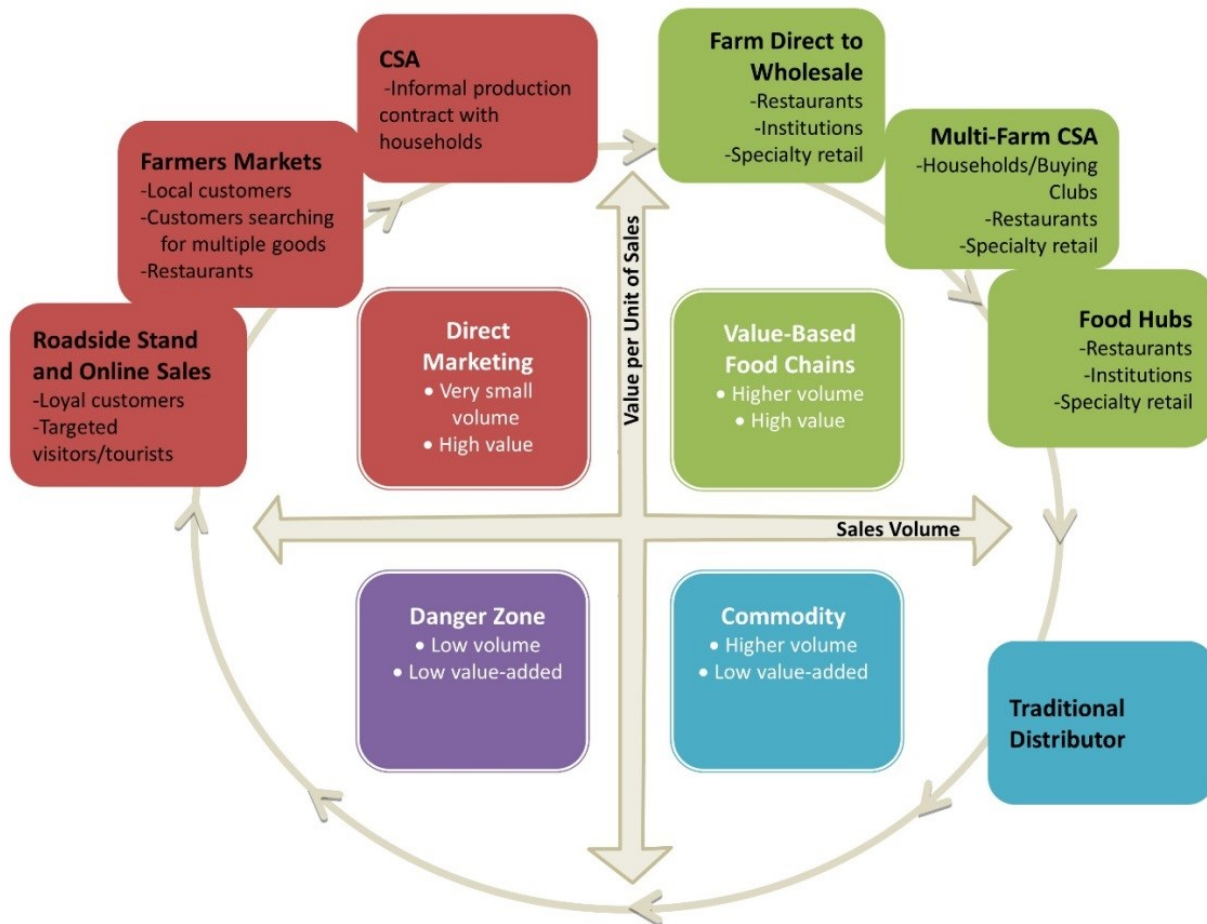


Figure 1. A Classification Scheme of Local Food Business Models

food enterprises up while retaining some marketing control. Within this larger category, several models have emerged with varying organizational and marketing strategies which may influence whether producers and their communities will benefit from their existence.

Farm direct to wholesale, where farms sell products directly to specialty retailers, restaurants, and institutions, may allow for long term relationships and informal contractual supply chains. Although long-term, cooperative supply chains may allow the prices paid to the farmer to be sustainably higher than commodity counterparts, some tension does arise in finding a price that works for both the buying and selling businesses (King, et al., 2010). Similarly, multi-farm CSAs allow the farmer to retain control over their products (in terms of setting production levels and/or prices), but farmers use a collectively-owned centralized system to market, sell and distribute their products. The model can provide favorable returns to producers, but one of the main challenges faced is maintaining equity among producers given the wide variety of volume and product type (Schmidt, et al., 2011).

Finally, food hubs are where the producer leaves all elements of the supply chain to a central organization, similar to a mainline distributor, but with governance aligned with collaborating producers' missions. Fair pricing is a key distinguishing characteristic of this value chain model, but also a challenge as the organization and the producer both aim to maximize profits while working in an environment of small margins. Table 1 summarizes the advantages and disadvantages of each category of the typology.

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Table 1. Market Typology Advantages and Disadvantages

Market Orientation	Customers	Managerial Control	Pricing Power	Market Volume Potential
Roadside Stand and Online Sales	Local, traveling and national households	Full control	High	Low to high
Farmers Markets	Local households, travelers	Full control	High	Low to medium
CSA	Local households	Full control	Medium	Low
Farm Direct to Wholesale	Local, independent businesses, institutions	Full control	Medium	Medium
Multi-Farm CSA	Local households and businesses	Shared control	Medium	Medium to High
Food Hubs	Local businesses and institutions	Shared to limited control	Medium	Medium to High
Traditional Distributor	All buyers	Limited control and pricing power		

Conclusion

A generalized typology of marketing choices and the associated advantages and disadvantages will assist small and medium-sized farmers respond to their own desire to grow or respond to future innovations in their local economy and/or market linkages in the future. The categories outlined in Figure 1 are necessarily broad, but may help enterprises identify their current position(s). And, as they move forward with future planning, this summary may direct them to the most relevant case studies, literature and market players so effectively compiled in a number of directories and bibliographies developed by key food system organizations.

For a more detailed discussion please see our full article on the eXtension website titled [An Evolving Classification Scheme of Local Food Business Models](http://www.extension.org/pages/70544/an-evolving-classification-scheme-of-local-food-business-models#.VOaQNC6Hyug): <http://www.extension.org/pages/70544/an-evolving-classification-scheme-of-local-food-business-models#.VOaQNC6Hyug>

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2016 Grain Growers Conference

By Dan Rivera of Triple Green Jade Farm, Willsboro, NY

In March I attend the 2016 Grain Growers Conference that was held in Essex, VT at the lovely Essex Resort and Spa. As a self-described “bread head” myself I was interested in learning more about this event. Initially I had planned on visiting Elmore Mountain Bread to learn more about their wood-fired bread oven and bakery scheduling, but when they told me they would be presenting at this conference, I signed up right away to attend.

After humble beginnings of 20-25 people at their first event, now into their 12th annual conference, the number of attendees has grown to over 200. After a rousing talk and call to action about climate change by 350.org founder and guest speaker Bill McKibben, the day got underway with a presentation by Andrew Heyn and Blair Marvin from Elmore Mountain Bread who constructed a custom built stone mill used for milling all the grains in their breads.

Having a large quantity of bread move out weekly from the bakery, only a portion of their stone milled flour is grown locally at this point. They bake 400-600 loaves 3 times per week. Andrew and Blair purchase a lot of the wheat berries from Champlain Valley Milling. Their presentation went full circle from farm to flour as the farmer who grows the heritage wheat, Vermont Redeemer, was also in attendance to help answer questions. By stone-milling their flour the day before bake, Blair said that the aroma of the breads is increased versus flour that is hammer or roller milled weeks before.

The sourdough levains are also more active and they’ve ended up using less starter as a result. This could be attributed to the low temperatures that low speed milling provides that keeps the flour more “alive” and full of natural yeasts and microorganisms. Andrew said having a farmer they can work closely with has helped them explore new options in flavor and expose their customers to the “terroir” of Vermont local flour. “It’s great marketing for local flour,” said Blair.

Other grain farmers, Thor Oechsner and Sean O'Donnell gave excellent presentations that's shared their experiences in growing barley, oats, buckwheat, spelt, emmer and other grains in regional climates very similar to what we have in the North Country.

Amy Halloran whom I’ve met in the past at local grains workshops and events through the Maine Graine Alliance, was on-hand to talk about baking with local grains and using her favorite pancake recipes as an edible demonstration. Amy has just written a book, “The New Bread Basket,” which documents her love and research into local grains, and includes many stories of the farmers, the bakers and maltsters who are re-animating & re-energizing the local grain economy. It’s a time capsule of how far we’ve come with local grains and points to a positive future of where it might be headed as more and more folks get involved and explore niche markets in their community. I highly recommend it.

Having grown and combined organic wheat at the Cornell Research Farm last Summer in Willsboro, I was very interested to hear about the latest research on fusarium head blight (or scab) which is a fungus, potentially toxic, that affects wheat in our climate.

“Grain Diseases” had its own session from Cornell Plant Pathologist Jaime Cummings, and Brook Brouwer from the Organic Seed Alliance. They discussed growing wheat and barley for craft malt industry and also talked about on-farm seed production of dry beans and wheat. At first I thought I was the only there from my area, but then I met Michael Feeheley from Full and By Farm. We exchanged info and both agreed that the conference was chock full of useful information.

The 2017 Grain Growers Conference will be held next year in March and I think it’s an excellent opportunity for bakers, farmers, maltsters and anyone else involved with grains to learn from experienced



Hay School

By Dan Rivera of Triple Green Jade Farm, Willsboro, NY

“Make hay while the sun shines” is a popular phrase we all know and strive for and at this year’s Hay School, it was a topic covered from almost every angle. There were several dates hosted across the North Country and I attended the one at the Miner Institute in Chazy on March 22nd.

Quantity vs. Quality Hay

Kitty O’Neal started us off with a question about hay cutting dates. She challenged the practice of cutting by quantity and instead posed the alternative concept to focus on quality as the benchmark to strive for when making hay. Obviously when one throws weather into the equation (*which is hard to keep out of the conversation*) the best laid plans can change in a hurry.

But for the sake of clarification, if one does omit weather for a moment, what Kitty made clear is that there are several factors where farmers can make an impact when it comes to improving both quantity and quality in hay. The factors that we can impact for quantity are things like soil fertility and selecting forage species that are attuned to the land and climate.

When it comes to quality, forage species is important as well but cutting at the proper maturity date can make all the difference. Kitty talked about NDF (Neutral Detergent Fiber) and how using this nutrient analysis correlates with livestock rumen and cow health. Finding the sweet spot, for example, is 48-54% NDF and corresponds to the early bloom and late boot stage in crops like alfalfa. She also mentioned a website, www.forages.org which has a forage species selection tools that helps identify what species can grow best in your area.

Kitty stressed multiple times the importance of getting the first cutting in as soon as possible. She showed us the data and research which further backed up her claim by showing how 2nd cut grass hay protein levels are boosted when that first cut is made earlier versus later. 35-45 days between cuttings is optimal, again emphasizing a focus on quality versus quantity.

Gaining a better understanding of these factors can provide a different perspective for when and why you decide to cut hay.

Hay in a Day

The keynote speaker, and an animated one at that, was Tom Kilcer of Advanced Ag Systems. I think it’s safe to say that he converted pretty much the whole room on the benefits of wide-swathing techniques. Those of you with sickle bar mowers will rejoice when you hear about the extensive research that has been done in this area.

Tom showed us the data and proof that when you can provide the conditions and equipment modification to do so, wide swathing hay will increase it’s energy, it’s feed value and of course, the farm’s bottom line. Wide swathing hinges on the idea that hay that is cut and is allowed to lay flat will dry quicker than hay that is crimped, conditioned and piled up.

Tom explained that when hay is cut it doesn’t mean that photosynthesis stops. When laid flat, photosynthesis aids in the drying process while increasing the energy (the sugars) in the grass. Cutting hay in this manner reduces drying time from 2-3 days to 2-3 hours. It does take a leap of faith into switching up the equipment used and the processes involved. Overall, it’s hard to argue with the data and I think not many of the attendees would disagree. Tom is very easy to talk to and I’m sure very open for questions if you’re at all interested in learning more about wide-swathing hay cutting.

The Weather Man

Lastly, Gib Brown, WPTZ’s weather man, was on-hand to talk about the websites and resources

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Hay School

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the pros use when making weather predictions. Websites like NCEP.NOAA.GOV and even paid sites like WeatherTap.com provide in-depth coverage of weather patterns. Gib explained to us about milli-bars - these are the units of atmospheric pressure that he and other weather geeks get a lot of their prognostication powers from. And it's on websites, such NCEP.NOAA that you can get these kinds of weather prediction maps showing how high and low pressure systems will move across the region.

He spoke highly of cold fronts. At first this may sound odd, but Gib described a cold front like a shovel. It is made up of heavy, dense air that as it moves, scoops up the warm air before it which mixes and causes rain and thunderstorms. It's right after the cold front passes that farmers can get ready to cut hay because these are normally followed by several days of sunshine.

Next year, don't bale on Hay School

Hay School was an engaging 5 hours that included a great lunch from the cafeteria at Miner's. Judging by the broad array of topics and knowledgeable presenters, I think you will definitely find some great nuggets of information to take away and turn into practice on your farm.

Smart Growth Grant

(Continued from page 1)

Adirondack Harvest is one of the recipients of these 2016 Adirondack Park Smart Growth Implementation Grants. This is exciting news for our organization as we have been planning to make some upgrades to our website for many years. Our shoestring budget, even generously supported by the Essex County Board of Supervisors, has not allowed for some basic infrastructural work. While in the past we've received other grants for member marketing materials and promotion, this grant, totaling nearly \$75,000, will allow us to:

- Update and renovate the existing Adirondack Harvest website to include the following:
 - ◊ Hire a web developer to give the website a fresh, modern Adirondack agricultural look and feel
 - ◊ Make the entire site "smartphone friendly"
 - ◊ Increase our internal search engine options
 - ◊ Add separate searchable map pages for local forestry/wood products, CSA farms, processors and possibly other categories such as B&Bs.
 - ◊ Other options if budget allows:
 - * Maps detailing cuisine trails
 - * Maps detailing other trails such as farm to farm bike trails
 - * Expanded personal pages for businesses with more photos and text
- Conduct a makeover of the Essex County Local Food Guide to include the following:
 - ◊ Hire a graphic artist/designer to come up with a new look for our tired, old booklet
 - ◊ Add new breakout categories such as catering, food trucks and nurseries/flowers
 - ◊ Publish the guide for three years with design renovations each year
- Launch a major media campaign to promote the "new" website when it's ready to launch.

Watch for more news about the progression of this grant in future issues of the Harvest News!

Agricultural Easements

By Anita Deming, Executive Director of CCE Essex County, Adirondack Harvest

New York State Department of Agriculture and Markets has announced another round of grants to purchase conservation easements on farmland. A conservation easement is a legal document that attaches to your deed in perpetuity that allows someone else to access or control certain “rights” to your land. A type of easement that we are all familiar with is power easements. The power company would pay a land owner for the “right” to put up powerlines across your land for a neighbor to have electrical access. It could be in “fee title” where the power company buys the deed and owns a long strip across your land. Or it could be an easement, where they have the “right” to transmit power over your property, but you can still use the land underneath.

The United States Government as well as many States have decided that it is in the public interest to protect the most productive agricultural by purchasing agricultural easements. As the population grows there is pressure to put houses on the open well-drained land, which is the same land that farmers use to feed us. If the land/soil has an easement on it, it will be available for farming into the future.

The NYS Agricultural Conservation Easement program will pay a farmer 75% of the “right” to develop their property as determined by a NY State approved assessor. The easement will be held by a Land Trust that will monitor the land to be sure no one builds non-agricultural buildings on the land. The land owner keeps the land and can do any type of agriculture that choose, plus they can do whatever they want to with the cash. They are converting a fixed asset, land, into a liquid asset, cash. Many farmers do this to retire, and turn the farm over to the next generation. Some do it to get the cash out of the land and invest in their business to be more profitable in the future. There are also give away programs where the farmer makes a charitable contribution of their development rights for tax breaks, and just to know that their farm will remain available for food production.

It has not been unusual to for farmers to sell off building lots to get the cash from their land to retire, invest, or pay down debt, but now they have less land to farm and more neighbors to complain about noise, dust and odors.

The State likes to buy soils of “prime or important statewide significance.” They like to buy from farmers that want to stay in business and that have plans for the next generation to take over. They also like to buy easements on land with significant scenic and environmental attributes, such as nesting osprey, or water courses. They like to buy easements in areas where other easements are already located so a community of farmers can support each other. Farmers also like to buy in areas where easements have purchased or given, so they can be sure that their operation will be welcomed and the community is friendly to farmers.

The farmer that sells an easement will develop a contract with the easement holding entity. Each contract is different and has to be approved by the State of New York to be sure it accomplishes their goals of continuing agriculture. Assessments are done to determine the value of the easement. Surveys and title researches are done to be sure everyone knows where the land is and that all lien holders agree to the sale. Banks will often want their loans to be paid down with the proceeds.

Some people are opposed to the easement program as it reduces options for changes in the future. You do not know if the money that you are getting today to invest will earn more income for you in the future, or if the land would appreciate in value faster than that investment.

If you are in Essex County and would like to consider selling an agricultural easement to the state, contact Anita Deming at ald6@cornell.edu or 518-962-4810 ext 409 for more information. In other counties, please contact your local Cornell Cooperative Extension office.



Food Banks and Farms

Alleviating hunger...together

The Food Bank makes donating easy for farmers and food industry businesses within its 23-county service area. **Please consider donating any imperfect, surplus, or unharvested produce now or at any time of the year.** While product may be deemed unmarketable for whatever reason, it is often still wholesome and usable for distribution to charitable agencies to help hungry and disadvantaged people. It only takes 1.2 pounds of food to equal one meal for a person in need. **Every donation is greatly appreciated!**

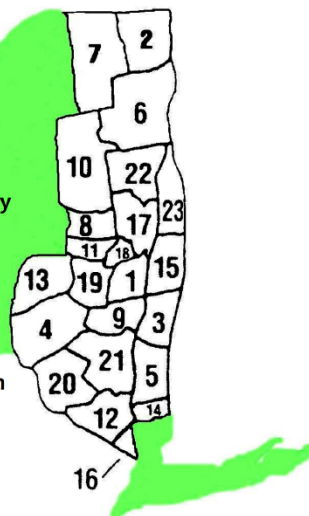
What the Food Bank offers Farmers:

- Timely pickup. Just give us a call to schedule the pickup and we'll be there at that time.
- Able to accept any fruit or vegetable varieties you have available.
- Can handle any quantity. We have trucks that are able to accommodate any size pickup.
- Will return boxes, bushels, or totes upon request if necessary.

Pick & Pack Out/Unharvested Produce: Farmers who have unharvested fields, or excess unsold produce can call the Food Bank to discuss funds that we may be able to provide for labor and materials to harvest and pack product for donation. **Here's how it works:**

- For unharvested crops, your crew picks the field and packs the produce into boxes, totes etc.
- The Food Bank comes to your farm to pick-up the product.
- You submit an invoice for the cost of labor and packing materials to the Food Bank and we will mail you a check.

- | | |
|----------------|-----------------|
| 1. Albany | 13. Otsego |
| 2. Clinton | 14. Putnam |
| 3. Columbia | 15. Rensselaer |
| 4. Delaware | 16. Rockland |
| 5. Dutchess | 17. Saratoga |
| 6. Essex | 18. Schenectady |
| 7. Franklin | 19. Schoharie |
| 8. Fulton | 20. Sullivan |
| 9. Greene | 21. Ulster |
| 10. Hamilton | 22. Warren |
| 11. Montgomery | 23. Washington |
| 12. Orange | |



Since 1982, the Food Bank has been helping to feed the poor and hungry in our communities. **In 2014, the Food Bank provided over 32.2 million pounds of food** to over 1,000 charitable agencies in 23 counties.

For more information on how you can donate fresh produce to the Regional Food Bank, please call: (518)786-3691, Joanne Dwyer, ext. 223 or Erin Prendergast, ext. 286

For Food Bank of the Hudson Valley, please call: (845) 534-5344, Carrie Jones Ross, ext. 112

2016 Farmers Markets

* accepts SNAP cards

+ accepts FMNP coupons

accepts WIC-VF checks

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 18 through Sept. 3, 2016 10:00-2:00

Plattsburgh – Pavilion downtown by Bridge, Durkee and Broad Streets. Manager: Pat Parker (518) 493-6761

Web Site: plattsburghfarmersandcraftersmarket.com * + #

Date: Saturdays, May 7 through Oct. 8, 2016 9:00-2:00 & Weds, late June-early Sept, 2016 10:00-2:00

Plattsburgh Winter – Indoors at the Plattsburgh City Recreation Center, 52 US Oval. Manager: Beth Spaug (518) 643-7822 or plattsburghfarmersmarket@gmail.com.

Web Site: plattsburghfarmersmarket.com & facebook.com/plattsburghfarmersmarket + * #

Date: Every Saturday, Columbus Day to Christmas, then alternate Saturdays late January into early May. 10:00-1:00

Rouses Point – Library across from marina, 144 Lake St. Manager: Connie Cassevaugh (518) 297-3536

Date: Fridays, June 24 to Sept. 2, 2016 3:00-7:00.

Saranac – Pickets Corners just off Route 3. Contact: Joseph Orefice (518) 293-1380.

Date: Sundays, July 3 to Sept. 11, 2016 10:00-1:00

ESSEX

Elizabethtown - Behind the Adirondack History Center Museum.

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

Date: Fridays, June 3 through Sept. 16, 2016 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 19 through Oct. 9, 2016 9:30-2:00

Keeseville - Front St. next to Adirondack Hardware. Manager Jane Desotelle (518) 563-4777

Web Site: adirondackfarmersmarket.com +

Date: Wednesdays, June 21 through Aug. 30, 2016 10:00-2:00

Lake Placid – Parking lot of St. Agnes School. Market contact: Jacob Vennie-Vollrath (608) 628-7386

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

Date: Wednesdays, June 1 through Oct. 19, 2016 9:00-1:00

Schroon Lake – Town Hall parking lot. Market contact: Jacob Vennie-Vollrath (608) 628-7386

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

Date: Mondays, June 27 through Aug. 29, 2016 9:00-1:00

Ticonderoga – Near Walmart entrance 1114 Wicker St.. +

Market Manager: June Curtis (518) 585-6619.

Date: Saturdays, July 2 through October 8, 2016 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 16 through Sept. 8, 2016 9:00-1:00

Upper Jay (Snowy Grocery) – Sugar House Creamery, 18 Sugar House Way.

Manager: Margot Brooks (518) 300-0626. Web Site: facebook.com/TheSnowyGrocery

Date: Sundays, Oct 16, 2016 through late May 2017 11:00-2:00.

2016 Farmers Markets

* accepts SNAP cards

+ accepts FMNP coupons

accepts WIC-VF checks

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FRANKLIN

Malone - Malone Airport, Route 11. Manager: Victoria Rayl (518) 651-7680.

Web Site: adirondackfarmersmarket.com + *

Date: Wednesdays, June 15 through Oct. 12, 2016 12:00-4:30

Saranac Lake – At the Fusion Market. Manager: Lou Lesniak. (518) 521-0998.

Web Site: adirondackfarmersmarket.com +

Date: Tuesdays, May 10 through Sept. 27, 2016 10:00-2:00

Saranac Lake Village – Riverside Park. Market contact: Jacob Vennie-Vollrath (608) 628-7386

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

Date: Saturdays, June 4 through Oct. 8, 2016 9:00-2:00. Harriestown Hall, Sat. Oct. 15 to Dec. 17 (not on Thanksgiving)

Tupper Lake – Wild Center Museum, under the white tent. Manager: Ellen Beberman (518) 637-6653.

Web Site: adirondackfarmersmarket.com +

Date: Thursdays, June 9 through Sept. 22, 2016 10:00-2:00

HAMILTON

Indian Lake Community – Intersection of Rtes 28 & 30. Manager: Brenda Valentine (518) 648-5636.

Date: Saturdays, July 2 through Sept. 24, 2016 10:00-2:00

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

Manager: Ruth Howe (518) 624-2162.

Date: Thursdays, July 7 through Sept. 1, 2016 10:00-2:00

Speculator – Located at the pavilion in Speculator. Manager: Donna Benkovich (518) 548-4521.

Date: Thursdays, June 23 through Sept. 15, 2016 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 24 through October 7, 2016 1:00-5:00 * +

JEFFERSON

Alexandria Bay – Kinney Drugs parking area.

Date: Fridays, May 20 through Sept. 16, 2016 9:00-3:00

Cape Vincent – Village Green, Broadway (Rte. 12).

Date: Saturdays, June 18 through Oct. 8, 2016 10:00-4:00

Carthage – Market Pavilion, Riverside Drive.

Date: Fridays, May 27 through Oct. 28, 2016 7:00-2:00 +*#

Clayton – Village Park Circle

Date: Thursdays, June 2 through Sept. 15, 2016 10:00-5:00 + *

Watertown – Dulles State Office Bldg., Washington & Sterling Sts. +*#

Date: Wednesdays, May 25 through Oct. 5, 2016 6:30-3:00

Watertown – Saturday Market, Pavillion at JB Wise Place. +*#

Date: Saturdays, June 4 through Oct. 15, 2016 9:00-2:00

2016 Farmers Markets

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Watertown – Jefferson Bulk Milk & Cheese Store. Rte. 3. + * #**Date:** Fridays, May 27 through Oct. 21, 2016 2:30-6:30**LEWIS****Lowville** - Forest Park Pavilion, Main Gate, Lewis County Fairgrounds.

Manager: Sharon Bosert (315) 376-7743. + * #

Date: Saturdays, May 28 through Oct. 29, 2016 8:00-2:00**Lyons Falls** – Riverside Park, Laura Street. Contact: Liz Clair (315) 348-6135 . + ***Date:** Tuesdays, June 21 through Oct. 11, 2015 12:00-5:00**ONEIDA****Boonville** – Irwin Park on Route 12., Contact: Boonville Chamber of Commerce (315) 942-5112.**Date:** Thursdays, June 16 through Oct. 6, 2016 12:30-5:30 + # ***Trenton** – On the Village Green in Holland Patent. Manager: Bonnie Churcher (315) 865-5854.Web site: trentonmarket.com + # ***Date:** Saturdays, June 18 through Oct. 8, 2016 9:00-1:00**SARATOGA****Gansevoort** – Village Park Main St. at Catherine St. Manager: Linda Gifford (518) 792-0198.**Date:** Thursdays, June 9 through Oct. 27, 2016 3:00-6:00**Saratoga** – Under pavilions at High Rock Park, High Rock Ave., east of Broadway in Saratoga Springs.Website: saratogafarmersmarket.org. + # ***Date:** Wed., May through Oct., 2016 3:00-6:00 and Sat., May through Oct., 2016 9:00-1:00**Saratoga Spa City** – Lincoln Baths, 65 S. Broadway. Manager: Colleen Zorbas (518) 339-0958. +**Date:** Sundays, year round, 10:00-3:00. Also Tuesdays 3:00-6:00 summer only, 99 S. Broadway.**South Glens Falls** – Village Park, Spring St. Manager: Linda Gifford (518) 792-0198.**Date:** Mondays, June 6 through Oct. 24, 2016 10:00-1:00**ST. LAWRENCE****Canton** - Canton Village Park, corner of Main and Park Streets. Manager: Zoe Baker (315) 244-8475.Web Site: cantonfarmersmarket.org * + #**Date:** Tuesdays and Fridays, May 13 through Oct. 28, 2016 9:00-2:00**Gouverneur** – Village Park, Church St. Manager: Lorraine Taylor (315) 212-0456.**Date:** Thursdays, June 2 through Oct. 27, 2016 9:00-2:00 + # ***Hammond** – Hammond Museum, 1A N. Main St. Contact: Lori Thistle (315) 324-5032 .**Date:** Wednesdays, July 6 through Sept. 28, 2016 3:30-7:00 + ***Massena** – AAA parking lot. Manager: Shirley Peck (315) 769-5322 + * #**Date:** Sunday, Mondays, Thursdays, Fridays, July 7 through Oct. 31, 2016 10:00-5:00**Potsdam** – Ives Park. + # ***Date:** Saturdays, May 14 through Oct. 29, 2016 9:00-2:00. Winter market at Cheel Arena, Clarkson, all off-season Saturdays 8:30-12:00**Whitten Farm Mobile Market** – Weekly stops in Brasher Falls, Massena, Potsdam and Tupper Lake**Contact:** Cherie Whitten (315) 328-5559, circle@slc.com, whittenfarmwinthrop.locallygrown.net

2016 Farmers Markets

* accepts SNAP cards

+ accepts FMNP coupons

accepts WIC-VF checks

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WARREN

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

Website: boltonlandingsfarmersmarket.com

Date: Fridays, June 24 through Sept. 2, 2016 9:00-2:00

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

Website: chestertownfarmersmarket.com

Date: Wednesdays, June 15 through Sept. 21, 2016 10:00-2:00

Glens Falls Saturday - South Street Pavilion. Manager: Steve Stevens

Date: Saturdays, May 7 through Oct. 29, 2016 8:00-12:00. Winter market at Christ Church Methodist Manager: Linda Gifford (518) 792-0198, all off-season Saturdays 9:00-12:00 +

North Creek - Tri County Nursing Home, Rte 28. Contact: Susan Therio (518) 251-2099

Web Site: northcreekfarmersmarket.com

Date: Thursdays, June 23 through Oct. 7, 2016 3:00-6:00

Queensbury - Route 9 across from Fun Spot. Manager: Debbie Stevens (518) 638-6301.

Date: Mondays, June 6 through Oct. 24, 2016 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 27 through Oct. 7, 2016 3:00-6:00

WASHINGTON

Cambridge - Railroad Park, Broad St. Contact: cambridgefarmersmarketmanager@gmail.com

Date: Sundays, May 22 through Dec. 18, 2016 10:00-2:00

Granville - Big Lot parking lot. Manager: Beth Duquette (802) 645-0398. + #

Date: Mondays, June 6 through late fall 2016 2:00-5:00

Hudson Falls - Sandy Hill Farmers Market. Juckett Park on Route 4. Manager: Michael Willig (518) 955-4459 or mike@adirondackseafood.com. Web Site: sandyhillfarmersmarket.com

Date: Sundays, June 5 through Sept. 4, 2016 9:00-1:00. Fall market Sept. 18 through Oct. 16, 2016 10:00-2:00. Live entertainment noon to 2:00pm.

Salem - In the park with the gazebo. Manager: Beth Duquette (802) 645-0398. + #

Date: Saturdays, May 28 through late fall 2016 10:00-1:00

Whitehall - Boulevard in Village Park along the canal. Manager: Beth Duquette (802) 645-0398. + #

Date: Tuesdays, May 31 through late fall, 2016 11:00-2:00



Harvest News Briefs

Thruway Authority Invites New York's Farmers To Sign Up As Vendors For Taste NY Farm Markets At SERVICE Areas

The Thruway Authority invites farmers across New York State to sign up to sell their products at service areas along the Thruway this spring season. For over two decades, New York State has been committed to showcasing some of its finest vendors and their products. From locally grown fruits and vegetables to some of the finest cheese and herbs in the northeast, promoting these products continues to be a priority. New York vendors interested in selling food products at Taste NY Farm Markets should email TravelersServices@thruway.ny.gov for more information on how to participate this season.

First-Ever Farmers' Market Manager Certification Program Launches

Online Course Will Help Grow and Promote New York's Farmers' Markets. The New York State Department of Agriculture and Markets and The Farmers' Market Federation of NY, in partnership with SUNY Cobleskill and Cornell Cooperative Extension of Broome County, announced the first ever Farmers' Market Managers Professional Certification Course, FMM PRO, to grow and professionalize New York's increasing number of farmers' markets. The program, funded by Governor Cuomo's FreshConnect Program, creates New York State's first market manager certification designation, which is recognized through the SUNY system. FMM PRO is a part of the Governor's ongoing efforts to open new markets and increase opportunities for New York State agriculture producers. A growing demand from consumers for fresh, healthy local foods has brought an increase in the number of farmers' markets across the state. New York State is now home to 646 farmers' markets, up nearly 35 percent from just five years ago. The FMM PRO program provides an online curriculum to ensure the quality and performance of farmers' markets across the state. The 22 unique training modules will help market managers better organize,

administer and promote their markets. Program participants who complete the full curriculum will receive a certificate and earn the title of Certified Market Manager. As a FMM PRO Certified Market Manager, graduates of the program will be fully knowledgeable in today's best practices for managing farmers' markets, learn tactics to expand and optimize their farmers' market, be equipped to build successful relationships with farmers and shoppers, and be able to use their certification to leverage funding and support for their market. Cost is \$200 for 12 months of access to the online curriculum. Discounts available. To register, a participant will need to complete an online application and submit payment online. Once your payment is received, participants will be emailed a code to access the online course. To register for FMM Pro: Farmers' Market Managers Certification Program, go to: <http://www.nyfarmersmarket.com/fmmpro>. For more information on FMM Pro, visit <http://www.nyfarmersmarket.com/fmmpro> or contact degger@nyfarmersmarket.com or lw257@cornell.edu.

Now Available: Grants and Loans through Global NY

Grant and loan opportunities are now available to New York companies seeking to begin or expand the export of their products. Empire State Development (ESD), the state's economic development agency, is providing grants of up to \$25,000 to help companies start exporting or increase their global exports. They are also working in partnership with lenders to extend financing to companies seeking to create or expand direct exports, or to serve as suppliers to larger exporters. In addition, ESD is also offering interest-free loans of up to \$50,000 for Distilled and Fermented Beverage industry businesses to promote New York State's thriving beverage industry on a global scale. Companies must apply to ESD for these loans. To learn more or begin the application process go to <http://global.ny.gov/find-out-how-global-ny-can-help-your-business-programs-and-services>.

Upcoming Events, Classes, Workshops

Camp Mushroom

June 3-4

Hidden Valley Camp, Watkins Glen, NY. For farmers, woodlot owners, and hobby growers who want to cultivate their own shiitake, oyster, lion's mane, and stropharia mushrooms. This year marks the 11th year of the course, as forest mushroom cultivation blossoms in the Northeast as a new small farm industry. Contact www.cornellmushrooms.org for more information.

Healthy Traditional Diets

June 4

Lake Clear Lodge, Lake Clear, NY. 8:00am to 4:30pm. Join Sally Fallon Morell for a seminar on healthy traditional diets and learn why butter is back! The Weston A. Price Foundation is major lobbyist for small farms. Come to this full day seminar, only \$30 for the full day includes lunch. Beyond that there are cooking classes and 40% off lodging as an entire weekend event. Email adkevents@live.com for more info.

2016 Certified

Master Food

Preserver

Workshop

June 14-16

SUNY Cobleskill.

This program will be taught by Cornell Cooperative Extension Home Food Preserver Experts on campus. Upon successful attendance of three days workshop, and the passing of the 60-question exam, participants will have completed the first step to becoming certified as a Cornell Cooperative Extension Master Food Preserver. Workshop will include the science of safe preservation, hands-on canning of tomatoes, fruit, jams, jellies, pickles and pressure canning of vegetables and meats. Demonstrations of fermentation, freezing and dehydration techniques are also included. Handbook and lunch included. \$395 fee. To register call 518-255-5528 or go to www.cobleskill.edu/community.



Magical Mystery Tour: A Guided Walk Through an "Edible Forest Garden"

June 18

Cross Island Farm Wellesley Island. See details on page 2.

Plattsburgh Brewfest

August 6

Plattsburgh. More than 40 brewers, cideries, wineries and food vendors are expected for this festival. Join us for this event on the historic city beach to listen to live music, taste craft everages, sample local food all while enjoying beautiful vistas from the historic city beach. VIP tickets are sold out! General Admission and Designated Driver tickets are available. General Admission tickets include beer tasting tickets, a Plattsburgh Brewfest glass, 2 food sampling tickets and live entertainment. Designated Driver tickets include food sampling tickets, non-alcoholic beverages and live entertainment. For more information visit www.plattsburghbrewfest.com.

Adirondack Harvest Festival

featuring Power North

September 16-18

Essex County Fairgrounds, Westport. The Greenhorns present a three-day public Festival. We are co-hosting a variety of presentations, workshops, events and tours in and around the Essex County Fairgrounds. Friday: half-day farm tours in Essex County along with intensive workshops. Saturday and Sunday will boast a range of presentations, workshops, live music and cultural activities from a variety of well renowned leaders in regenerative agriculture, draft power, heirloom fruit production, local history, sustainable fiber and dye, agroforestry, farming with the wild and much more. Hike and bike tours, cider and cheese tastings, and other autumn-themed agricultural and outdoor events, draft animal power demonstrations both at the Fairgrounds and at nearby whole-diet horse-powered Essex Farm. Contact audrey@thegreenhorns.net for more information. We are looking for craft vendors, sponsors and volunteers.



Cornell Cooperative Extension of Essex County
PO Box 388
Westport, NY 12993



Cornell University
Cooperative Extension
Essex County

Building Strong and Vibrant New York Communities

Cornell Cooperative Extension in Essex County provides equal program and employment opportunities.

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.