



Harvest News

ADIRONDACK HARVEST

In coordination with Cornell Cooperative Extension of Essex County

Summer 2008

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

Coordinator's Report

By Laurie Davis

As I write this I am taking my summer vacation in Maine and what I've been noticing are the plethora of "locally grown" signs across New England. It's encouraging to see that everyone is on this bandwagon and it's showing no signs of slowing.

The other trend I've been watching this year is the increase in interest in the home garden. This is even more encouraging to me. You would think, as a farmer, it would hurt my family's business to have people suddenly start growing their own food. On the contrary, it only serves to heighten the public's awareness of what fresh, locally grown food tastes like. What grandma's heirloom tomatoes used to taste like. What those pasture raised, all-natural roasting chickens used to taste like. People are either being reunited with or introduced to these fantastic flavors and it's exciting—both for the consumer and the farmers. I also know that the farmers markets are still experiencing a big boom in attendance.

I'm very pleased that Adirondack Harvest, in its expansion, is becoming more visible among the ranks of such venerable local food promoting organizations as Vermont Fresh and Pure Catskills. Thanks, everyone, for your support!

WANTED:

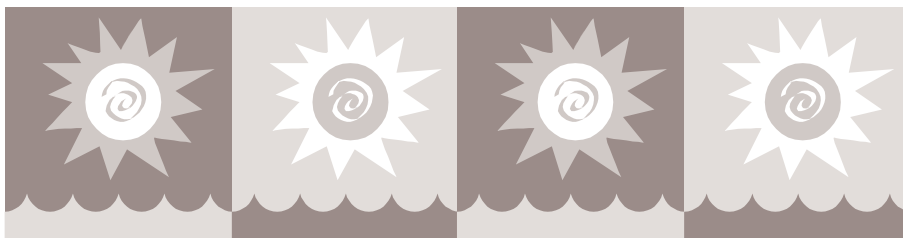
ADIRONDACK PRODUCERS OF LOCAL NONPERISHABLE FOOD

Do you produce a local food item that is non-perishable (has a stable shelf-life and can be shipped, such as maple syrup, jam, meat jerky)? Do you make enough to supply several hundred gift baskets with a small sample size of your product? Can you produce these items on a continuing basis as part of a North Country gift catalog? Would you like to give your business a big boost?



If you answered "yes" to these questions then you should participate in the "Taste the Regions of NY" sampler box project sponsored by NY Farms! and the NY Small Scale Food Producers Association.

To be included in this project please contact Laurie Davis at 518-962-4810 x404 or lsd22@cornell.edu. You will be sent instructions on how to participate. This fall the project will be focusing on holiday season sales. Don't miss this opportunity for business growth!



Adirondack Harvest Chapter Updates

July means busy times for most of Adirondack Harvest's members. Thus we have no specific chapter updates to report, but there is news to share:

Assessments of Farmers' Markets. Farmers' markets in Northern New York are being given the chance to receive valuable feedback about their markets from customers and vendors. Allyson Jones-Brimmer, a Cornell University College of Agriculture and Life Sciences student, is an intern for Cornell Cooperative Extension this summer conducting market research.

Her responsibilities include traveling to farmers' markets in Lewis, Jefferson, St. Lawrence, Franklin, Clinton, and Essex counties and conducting a Rapid Market Assessment (RMA). Customers are asked to rate the market on certain characteristics, tell why they came to the market, how far they traveled to get there, how much they usually spend, and other questions that might help the market improve. The data about the specific market will be given back to the market manager along with the combined data from the region for a comparison.

Market managers and farmer vendors are also filling out surveys and case studies will be written on successful farmer vendors and market managers. Allyson tours the farms, takes pictures and talks to farmers about the history of their operation to complete the case



Kirby Selkirk and Jo Ellen Saumier of Kirbside Gardens are enjoying their season as vendors at the Keene Farmers Market where fresh, local meat such as Kirbside's lamb has seen an increase in demand.

studies.

Each farmers' market has a unique atmosphere that draws in the customers. Not only are they a place to buy fresh local produce, but they are a place to socialize with friends and neighbors. Farmers' markets are more laid back and relaxing than supermarkets, and during the prime season usually offer better products. Hopefully Allyson's work will help markets and vendors improve and find new ways to attract customers.

Allyson is studying Agricultural Science Education at Cornell and is interested in seeing all kinds of agriculture and communicating with people about the agriculture industry. She enjoys doing farm tours and case studies because she gets to meet many knowledgeable agriculturalists and see unique operations. In the future she hopes to teach high school agriculture and be an FFA

Advisor. This internship has helped her learn more about the importance of local foods. The project is made possible by the CCE Internship Program sponsored by the College of Agriculture and Life Sciences. Todd Schmit, an Assistant Professor of Applied Economics and Management at Cornell University, is working with the project and has been vital in organizing the questions being asked on the surveys. He will also be essential in analyzing the data and writing the report. Extension agents in the six counties are also imperative to this project for assistance with materials and valuable contacts within their own county.

A new DVD is available from the Adirondack Harvest office as well as most Cornell Cooperative Extension offices. Targeting direct market producers, it's called "Shared Wisdom: Selling Your Best At

Adirondack Harvest Chapter Updates

HOME ABOUT US MEMBER RESOURCES FARM FRESH FOODS MAP SEARCH FOR LOCAL FOODS & PRODUCTS EVENTS & PROJECTS LINKS & RESOURCES CONTACT US

ADIRONDACK HARVEST
Farm Fresh Foods & Local Products

ENRICHING LIFE
FROM THE INSIDE OUT...

EXPLORE OUR SITE FOR LOCAL FOOD INFORMATION!
A region steeped in agricultural tradition and history, our working farms not only sustain us today, but also provide a direct link to our past. By supporting local foods and farms, we will preserve the extraordinary beauty of the region, conserve farmland and surrounding communities.

Our map will guide you to locally grown, farm-fresh produce and agricultural products that are available direct from the farmer at farmers' markets and farm stands.

WHY LOOK FOR LOCAL FOOD?
• Varieties are chosen for good flavor instead of long distance shipping qualities, so they don't need

Free MAP OF FARM STANDS & MARKETS
ADIRONDACK HARVEST

←
HAVE YOU VISITED OUR WEBSITE LATELY? AH MEMBERS SHOULD CHECK IN AT LEAST ONCE EACH YEAR TO MAKE SURE THEIR LISTINGS ARE UP TO DATE. IF NOT, CONTACT US NOW!

Essex County Chapter

Contact Laurie Davis at 962-4810 x404 or lsd22@cornell.edu to participate in the Essex County chapter.

Jefferson, Lewis and St. Lawrence County Chapters

These three counties are currently organizing chapters. If you would like to help organize and participate in one of these county chapters please contact your Cornell Cooperative Extension office. Extension Educators in these counties are prepared to assist member efforts to have functioning chapters here.

Franklin County Chapter

Contact Jane Desotelle at 425-3306 or janedesotelle@earthlink.net to participate in the Franklin County chapter.

Clinton County Chapter

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

Southern Chapter (Hamilton & Warren Counties)

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

Farmers' Markets". The DVD contains a 23-minute video, plus DVD-ROM features including printable documents, Power-Point presentations and internet links. Produced by Steve Miller, the DVD is "an engaging educational tool, with great information whether you're a farmer or an educator or just interested in locally grown, high quality food no matter where you live." Please contact Laurie Davis at the Adirondack Harvest office if you would like to borrow this video.

Phil Sansone at **Glazier Food Service** in Malone is looking for a reliable supplier for local USDA beef, poultry and produce. Every week they sell 400#s of ground beef, 400#s of ground beef 4/1, 3/1 & 2/1 patties, 200#s of short ribs and have been limited on the primals. In addition, they have a

demand for 20 to 40 rib eyes, 20 to 40 strip loins and 20 to 40 tenders weekly. Call 518-483-4990 if interested.

For Sale: Small flock of Icelandics. Health issues in our family prevent us from continuing our adventure in pursuit of the "small farm dream." The flock includes eight ewes (two proven) and a wether. They are pure bred; of Fresli and Jager stock. Five of the eight have been registered with the Canadian Sheep Breeders Association. \$200.00 each; \$1600.00 for the entire flock. Call (518) 293-7479.

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.

A NORTH COUNTRY FOOD RESOURCE CENTER



By Anna Dawson
Nutrition and Kitchen
Resource Manager
ComLinks Gleaning
Warehouse

For over twenty years, ComLinks, a not-for-profit Community Action Agency in Malone, NY, has created solutions to food and nutrition challenges faced by North Country consumers. Its gleaning and distribution programs are well known to area food pantries and kitchens.

Today, we all face the new challenges of global warming, rising food prices, diet related health concerns and sky rocketing fuel costs. New collaborative strategies are needed to ensure food security in our region for the 21st century.

ComLinks has physical resources to contribute to a regional multi-county initiative. The current, Dept. of Health funded, 7000 sq. ft. Gleaning Warehouse, at the Franklin County Industrial Park, includes an office, a

teaching kitchen, nearby gardens, a Harvest Processing Kitchen plus a cooler, a freezer and dry storage space. The potential for gathering, canning, freezing and distributing local food to local consumers becomes a real possibility when you add community volunteers, a Camp Gabriel Crew and seven full time staff. In addition, there are grants focused on community food security and farm viability that can help us reach the goal of a sustainable local food system.

New times and new people can revisit old ideas. Perhaps it is time to see the “Gleaning Warehouse” as the base for a “Community Food Resource Center”. Volunteers and staff can organize economical food acquisition opportunities like the following (to name a few):

- Bus trips to “pick your own farms”
- Cooking and food preservation clubs
- A food coop
- Wholesale priced group pre-orders
- Vegetable gardening clubs
- Buying crops produced by

FFA students

- A farm coop distribution center with internet ordering, UPS or group delivery

Farmers, food processors, inmates, students, government agencies, church and firehouse cooks, local food businesses, distributors, educational institutions, chefs and consumers can all play a part in these activities. A focus on home town foods can contribute to the healthy, economically viable communities we all deserve. Consider collaborating with ComLinks staff to create a strategic plan focused on a delicious and sustainable food future for our North Country Region.

ComLinks is looking for a new director for their future food resource center. They need someone who knows the farmers, knows how to manage people and is acquainted with community organizations. For more information, please contact Anna Dawson at 518-483-1469.

ATTENTION FARMERS AND MARKET VENDORS!

From Sept. 6 to 14 Hohmeyer's Lake Clear Lodge will be hosting the
2008 Adirondack Culinary Festival

FARMERS' MARKET VENDORS ARE NEEDED ON
SUNDAY, SEPTEMBER 7 FROM 11AM TO 4PM

Please visit their new website www.adkculinary.com for more information about the entire week. Vendors for the market are only needed on Sunday the 7th. This should be a big event and a great opportunity for direct marketing! Contact Ernest Hohmeyer at AdkAlps@yahoo.com or 518-891-1489



News Briefs

New Website Caters to Beginning Farmers

What are my marketing options? How can I finance my farm start-up? What should I grow on my land? If you have questions about starting a farm or are considering diversifying your farm enterprises, the new NY Beginning Farmers Resource Center at <http://beginningfarmers.cce.cornell.edu> can offer you information and inspiration to help you begin.

This interactive website offers a forum where new farmers can swap ideas and stories and ask specific questions.

It also contains lessons that walk new farmers through the steps of starting a farm business, including setting goals, evaluating land, and learning about markets and regulations. Online worksheets embedded in the farm planning lessons allow new farmers to respond to questions and apply what they learn to their own situation, then download their completed worksheets for later use in a business plan if desired.

Visitors can also peruse the events calendar, get connected with agencies that can provide personalized assistance, download the Guide to Farming in NY, and find production information on our sister site at the Cornell Small Farms Program.

The site was developed by the NY Beginning Farmer Project, which is working to build the Grow Local movement to support the Buy Local

movement. The NY BFP is funded by the NY Farm Viability Institute and Cornell Cooperative Extension and is a project of the Cornell Small Farms Program. Please visit the NY Beginning Farmer Resource Center online at the above web address.

NY Farm Viability project participants recognized at Empire Farm Days

The New York Farm Viability Institute will honor farmers, project leaders and supporters at this years Empire Farm Days, Aug. 5-7 in Seneca Falls.

Dr. Olga Padilla-Zakour, director of the Food Venture Center at the NYS Agriculture Experiment Station, is Project Leader of the Year.

Through a Farm Viability grant, the Food Venture Center worked with more than 50 farmers to develop value-added recipes and food-safe processing techniques.

Assemblyman Bill Magee is New York Farm Viability Institute Friend of the Year. The chairperson of the Assembly agriculture committee is a longtime supporter of agriculture.

The Institute's Farmer of the Year recipients also received awards recognizing their willingness to share their farms and expertise in projects that develop templates for other farmers.

Kevin Bowman of Bowman Orchards in Rexford, Saratoga County, is working with a

project to test new apple varieties in orchard conditions.

Leonard DeBuck, of DeBuck Sod Farm in Pine Island, Orange County, is participating in a project to accelerate sod growth.

Marvin and Candy Luders and Scott Boldt, operators of Eagle View Dairy in Bliss, Wyoming County, are Farmers of the Year for their work with a composted bedded pack case study.

Empire Farm Days, one of the Northeast's largest agricultural fairs, will feature informational displays, presentations and demonstrations by several New York Farm Viability Institute project leaders.

Staff from the Cornell Waste Management Institute will answer questions about dried manure solids on dairy farms.

The NY Organic Dairy Task Force will describe Project 36, a program to help consumers read milk labels to determine the state where milk was bottled.

The Cornell Small Farm Program will feature the NY Beginning Farmer project, an initiative to coordinate resources and develop web-based training for new farmers.

SUNY ESF project leaders will share their project to grow and process shrub willow for bioenergy.

The New York Center for Dairy Excellence, a program of the New York Farm Viability Institute, joins Cornell Pro-Dairy in hosting Dairy Profit Seminars on transition cow health, designing barns for comfort, and dairy grazing.

Smart Marketing



Does Your Marketing Program have a GPS?

Debra Perosio, Ph.D., Lecturer
Applied Economics and
Management,
Cornell University

Now a-days, most people don't travel far from home without a GPS precariously stuck to the front windshield with that rather annoying monotone voice guiding them from turn to turn and, at times, "recalculating the route" to get you back on track!

Like a GPS that guides you into foreign territory and coaxes you back on track, a marketing plan can do the same for your business. Too small to go to all of the fuss?? Think you can do it by the seat of your pant?? Well think again, no matter how small or large a business is marketing plan is a necessary tool for every business that can be an interesting and informative document to prepare.

Every business at one time or another does some type of mar-

keting. Marketing can be as informal as a hastily placed road sign advertising sweet corn or a more complicated marketing campaign developed to create brand awareness for a new variety of apples or onions. Whether you are a seasonal business, part-time business or a large business every business needs to develop a roadmap to guide them through the marketing process. That road map is a marketing plan.

A marketing plan is a fluid document. It provides a guide that you follow, at times wandering off course due to changing conditions in the market (that's then the GPS tell you it is "recalculating the route!"). However, despite changes in your product, your customers or the economy, you keep plugging along, changing and modifying the document as you go, but keeping your eye on the goal of the plan all of the time. I always tell people to put their plan in a three-ring binder...take pages out replace others as circumstances dictate, all of the time trying to keep the document up to date and relevant.

This article will cover the first third of a marketing plan. Subsequent articles will focus on the remaining portions of the plan.

The first part of your marketing plan really focuses on the business as it stands today. What type of business is it? What is its mission, vision? What are the businesses strengths and weaknesses? Who is your competition? What is the industry like that your business is part of...growing, declining?? By answering the following questions you will have the start of your business plan.

Company Description

1. Introduction

What is the business? What is its history?

Product definition – Include a general description of the various products. What benefit is it providing?

Problem definition – what, specifically, does the business need help doing?

2. Market Summary

Target market/s – Which is they and what are their specific wants and needs?

Does your business currently have multiple target markets - each with distinctive needs and wants? Please describe them.

Why have these been chosen as the appropriate target markets?

Is there evidence of target market growth/decline? If so, what are the projections for growth/decline within each target market?

Target market profiles: What characteristics best describe each of your business's current target markets?

Market Needs

What is the specific market need your business hopes to fulfill for each of its current target markets? What value/benefit are they providing to each?

Strategic Focus and Plan

1. What is the mission/vision for the business?

2. What are the goals of the business?

3. What are the core competencies of the business?

What is the sustainable advantage

Smart Marketing

INTERNAL FACTORS	STRENGTHS	WEAKNESSES
Management		
Product mix		
Marketing Strategy		
Quality		
Distribution		
Facilities		
Location		
EXTERNAL FACTORS	OPPORTUNITIES	THREATS
Current Customers		
Prospective Customers		
<i>Economic Environment</i>		

the industry? (This helps you uncover possible areas that you may want to pursue for your business)

Is the industry in a growth or decline phase?

3. Competitors

Who are your business's competitors? Please identify them.

What are their strengths and weaknesses – size, market share, etc.?

How is your business perceived by its target markets relative to these competitors in terms of comparative quality, image, reputation, price, awareness, etc.?

Feel free to use the grid below to guide you through the competitor analysis. You can indicate whether or not the competitor is on par, better, worse than your business or put more specific information into each box to help explain each parameter.

Next time I will discuss the second part of the marketing plan. This component focuses on drawing out the opportunities and needs for the business and articulating them into an objective that will guide your marketing plan and future marketing efforts.

of the business?

Situation Analysis

1. SWOT Analysis

Internal strengths and weaknesses

★ Strengths – positive attributes of your business

Weaknesses – what are the weaknesses of your business?

External opportunities and threats

★ Opportunities – the potential that can be realized by a well-executed and well-timed strategy,

what opportunities exist for your business?

Threats – Are there any unfavorable trends or developments that will negatively impact your business's revenue/ability to provide the intended benefit.

You can use the grid above to guide you through your SWOT Analysis:

2. Industry Analysis *Note: this section should be well researched and very comprehensive*

- What are the current trends in

FACTOR	COMPETITOR 1 (please identify)	COMPETITOR 2 (please identify)	COMPETITOR 3 (please identify)
Price			
Quality			
Product Line			
Service			
Location			
Advertising			
Reputation			
Business Strategy			

Upcoming Events, Classes, Workshops

Fly Control for Pasture Animals IPM Class

Friday Aug 8, 1 to 3 pm
2 PAT credits in 1a and 1b.
Ken Wise from NYS IPM will be in Willsboro at the Lee Garvey farm at 427 Sunset Drive to discuss control of flies on pastured animals such as dairy cattle, horses, beef cattle or other livestock. He will address any other pest that you are experiencing. Please bring weeds, insects, or diseases that are in your field crops for evaluation. Contact Anita Deming to pre-register at 962-4810 ext 409 or for directions.

Taste of the Adirondacks

Stop by the Adirondack Harvest booth at the Essex County Fair on **August 13 to 17** daily from 1 to 3 pm. We'll be serving up free samples of local milk, pork sausage, fruit pies, maple candy and sweet corn.

Organic Dairy Mastitis Control. Thursday, Aug 21

Watertown CCE from 5:30 to 7:30 and by videoconference at CCE Westport & CCE Lewis "Reducing or Eliminating the use of Antibiotics with Animals" - Jerry Brunetti
In 1979, Jerry Brunetti founded



Agri-Dynamics with a vision of providing a line of holistic animal remedies for farm livestock, equine, and pets. Contact Anita Deming to register 962-4810 ext 409.

High Tunnel Open House

Wed. Aug. 20 5:30 - 7:30 pm
Almedan Produce. 13501 County Route 155, Adams Center (just north of Route 177)
Host: Almeda Grandjean 315-583-5660. Guest Speaker: Chris Wien, Professor of Horticulture, Cornell University. Free and open to the public. Refreshments provided.

Organic Crops and Dairy Field Day. Thursday, Aug 21

Sto-Ridge Farm, Cazenovia, NY (Madison Co.) 10am-1pm. Join us as pioneer organic farmers Hank and John Stoker share their farm and crop experiences with very special guest, Jerry Brunetti. The Stokers produce grain crops for their dairy, while developing a whole farm system incorporating composting, alternative fuel, and intensive grazing. This rare opportunity to learn from Jerry Brunetti will be a highlight of the summer and not to be missed! This workshop is co-sponsored by the NOFA-NY Organic Dairy Transitions Project. \$5 NOFA Members, \$10 non-members.

High Tunnel Open House

Wed. Aug. 27 5:30-6:30 pm
Carriage House Garden Center, Route 22, Willsboro. Host: Christine and Mike McAuliffe

518-963-4330.

6:30-7:30 pm at Cornell's Willsboro Research Farm on Point Road, Willsboro. Host: Mike Davis, Farm Manager and Richard Lamoy, farm technician 518-963-7492.

Guest Speakers: Chris Wien, Cornell University Professor of Horticulture, Judson Reid CCE Greenhouse and High Tunnel Vegetable Specialist. Free and open to the public. Refreshments provided.

High Tunnel Open House

Thurs. Aug. 28 5:30-7:30 pm
Rivermede Farm, Beede Road, Keene. Host: Rob Hastings 576-4686. Guest Speakers: Chris Wien, Cornell University Professor of Horticulture, Judson Reid, CCE Greenhouse and High Tunnel Vegetable Specialist. Free and open to the public. Refreshments provided.

First Annual Great Adirondack Rutabaga Festival

sponsored by Adirondack Harvest and the Adirondack Farmers Market Cooperative will be held at Marcy Field in the Town of Keene from 9:30AM until 2:00PM on **Sunday, August 31.**

Chefs will prepare their favorite rutabaga dish which will be sampled by attendees. There will be prizes for the largest, cutest, tastiest, and most unique rutabaga grown in the Adirondack Park. In addition, there will be music, games and

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Upcoming Events, Classes, Workshops

other festivities.

During the week prior to the Great Adirondack Rutabaga Festival we will ask Adk Chefs to serve at least one rutabaga dish. Restaurant patrons will be asked to rate the quality of the rutabaga dish. Results of the vote will be announced at the Festival.

Growing Health 2008, a celebration of local foods, will be held **Wednesday, Sept 3** from 5:00 P.M. 8:00 P.M. at the Binghamton Regency Hotel in Binghamton, New York. Keynote speaker for Growing Health 2008 is Patrick Hooker, Commissioner of the New York State Department of Agriculture and Markets. A local food and beverage buffet will be featured throughout the evening, beginning at 5:00 PM. The buffet will include a rich variety of locally produced food prepared by local chefs, New York State wines and other beverages. For more information please access the Rural Health Network website at <http://www.ruralhealthnetwork.org/>.

If you would prefer to receive registration information by mail please call the Rural Health Network at (607) 692-7669, or e-mail your request to jmurray@ruralhealthnetwork.org

Adirondack Heritage Culinary Festival

The inaugural Adirondack Heritage Culinary Festival will kick-off the Harvest Festival Week on **September 6th & 7th** with a two day outdoor food

festival at Hohmeyer's Lake Clear Lodge. A region-wide celebration of Adirondack cuisine and its heritage that links local farms, restaurants, food outlets, tourist accommodations, culinary and agricultural educational institutions, tourism agencies, museums, non-profits, media outlets and other Adirondack culinary and agri-tourism organizations, will take place as part of Adirondack Harvest Festival Week. For more information on planned activities please visit www.adkculinary.com.

Harvest Festival Week Sept. 6 through 14

Adirondack Harvest's 5th Annual Harvest Festival Week in Essex County will again showcase farm tours as well as restaurant meals. Plans also include chef demonstrations at the farmers' markets. For more details on this week please check the "events" tab of the Adirondack Harvest website, www.adirondackharvest.com.

Beef Carcass Grading and Evaluation

Saturday, Sept 13 from 9am to noon. Double T Ranch, 287 Rte 24 Malone Also, **Saturday, Sept 13** from 2 to 5 pm. Miner Institute, Chazy Dr. Mike Baker Cornell Beef Extension Specialist will be in NNY to demonstrate the use of ultrasound to determine carcass composition of the live animal as well as a video segment that will show the comparison live

animal grading with the actual hanging carcass results.

The workshop will help farmers accurately evaluate their animals on the farm allowing them to more effectively market animals of a consistent quality.

For Malone contact Jessica at 483-7403

For Chazy contact Blake at 561-7450

8th Biannual NY Beef Producers Tour. October 9-12

This year they will be traveling to Pennsylvania. Planned tour stops include commercial and seedstock cow/calf operations, feedlots, organic beef production and packing plant, grass finished production and marketing, Pennsylvania Bull Test station and the PSU Beef Experiment station. For more information contact Mike Baker, Cornell Beef Extension Specialist, 607-255-5923, mjb28@cornell.edu.

Local Food Connections V

October 16. Adirondack Harvest and Paul Smith's College will present a conference to highlight some unique efforts to promote the offering of local foods in our schools. This event is designed to celebrate "NY Harvest for NY Kids Week". We will explore ways to introduce a healthy, local food program in our educational institutions with workshops on composting, school gardens and healthy snacks. For more details on this event later this fall, please check the "events" tab at www.adirondackharvest.com.

Cornell Cooperative Extension of Essex County
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ADIRONDACK HARVEST MEMBERSHIP FORM

If making a donation, 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 no charge (donations are appreciated)

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

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

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