



Harvest News

ADIRONDACK HARVEST

In coordination with Cornell Cooperative Extension of Essex County Winter 2014

"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."

2014 Membership Renewals Now Due!

Just a reminder that it's time to pay for your 2014 membership. Many of you have mailed in your dues already (thank you!) but now we need the rest of you on board. If you are unsure of your payment status please notify Laurie at lsd22@cornell.edu for clarification. We have plenty of members who have paid one or more years in advance by accident. ☺

Non-payment, however, will result in your business information being deactivated in our database and on the website. Don't let your membership lapse! Adirondack Harvest remains the most prominent buy-local food initiative and brand in the North Country. **Send your \$25 check with the membership form on the back page, or pay online by clicking the "donate" button on the www.adirondackharvest.com membership page.**

How is your membership dues used? \$15 goes directly into our regional organization, known as the "Inc.". Last year we took in over \$2,600 from dues. This money, along with grants and sales of the Adk Harvest cap, allows us to pay for the website, memberships in other buy-local organizations that help promote us, and other region-wide expenses. The remaining \$10 of your dues goes to your local chapter to be used as your members see fit, such as promotional materials, festivals, etc.

New USDA Slaughterhouse Opens in North Country

There's long been a need for another USDA slaughter facility here in the North Country. Now, the first such facility within the Blue Line is open in Ticonderoga. Owners Peter and Denise Ward are happy to announce that they are now accepting reservations for this year. If anyone is interested in attending an open house please send a request to info@adkmeatco.com. And be sure to visit their new website www.adkmeatco.com! The business will also include a retail store on the premises. Funding was provided in part by grants from the Regional Economic Development Initiative and other allocations through Essex County IDA. Hopefully this will help streamline processing for our local producers and ultimately allow for increased meat production in the Adirondacks.

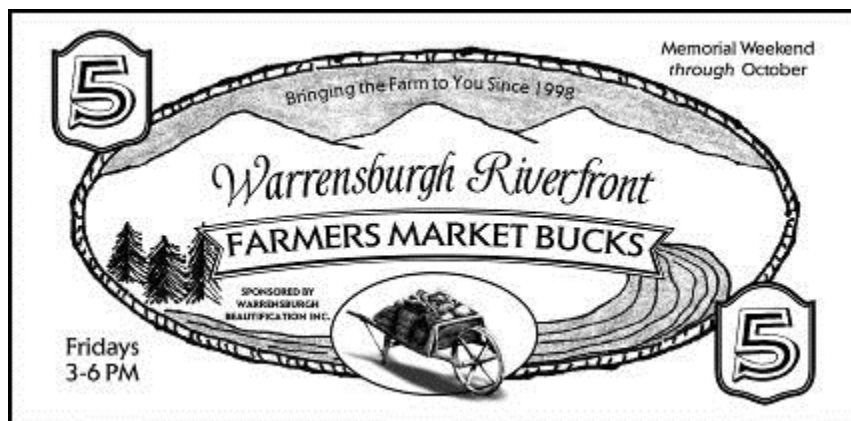


2013 Report from the Southern Chapter

Teresa Whalen reports from the Southern Chapter that 2013 was a busy year for Adirondack Harvest. The following events took place:

- **Northeast Organic Farming Association of New York 31st Annual Winter Conference**
Resilience in Saratoga - January
- **Maple Madness Rack Cards** funded through the Specialty Crop Promotional Campaign through NYS Ag and Markets - February
- **DEC Health and Wellness Fair** in Warrensburgh (Warren Co.) and **NOFA-NY CSA Fair** in Clifton Park (Saratoga Co.) - March
- **Promoting Workplace CSAs in the Southern Adirondack Region** presentation at the Saratoga Co. CCE - April
- **Marketing NY Farm Products to Innkeepers Workshop**, assisted Madison Co. CCE - April
- **Senator Kirsten Gillibrand – “Local Farms, Food and Jobs Act” Press Conference** in Wilton (Saratoga Co.) - April
- **School Gardening/Healthy Eating** presentation by AH Vice-Chair Cynthia Ford Johnston in Warrensburgh (Warren Co.) - May
- **Agricultural Documentary Film Series** – May/June
- **Warren County Rural Heritage Festival**, Warren Co. Fairgrounds - August
- **Bountiful Harvest Festival - Warrensburgh Riverfront Farmers’ Market** - August
- **Farm Aid 2013 - Homegrown Village**, SPAC (Saratoga County) - September
- **4th Annual Garlic Festival - Warrensburgh Riverfront Farmers’ Market, 6th Annual Thurman Farm Tour, 6th Annual Warrensburgh Riverfront Harvest Dinner** (Columbus Weekend)
- **SUNY Adirondack (Glens Falls) Sustainable Food Project** – meeting with Tri-County Transition Initiative wishing to work with AH - November
- **Adirondack Aquaponics** – raising tilapia and greens in Hadley (Saratoga Co.) since March

Upcoming Events: Presentation by Dr. Tim Scherbatskoy, SUNY Adirondack Professor of Ecology and Director of the Sustainable Food Project and AH, February 22, Sweet Basil Restaurant, Route 9, Queensbury (Warren County)



Congratulations to the Warrensburgh farmers market for instituting a “farmers market buck” system. The bucks were issued in \$1 and \$5 increments. Barton Mines, a family-owned company out of Glens Falls, had a pilot program in the fall and bought \$100 worth to give to their employees to spend on fruits and veggies at the market.

They were printed on green paper

to indicate the fruit and veggie restriction. This is a great opportunity for markets to drum up new business. Talk it over with the folks at your market—would it work for your vendors and managers? For more information about how they made it work contact Teresa Whalen at 518-466-5497 or taawhalen@yahoo.com.

Adirondack Harvest Chapter News

Board Changes

Adirondack Harvest would like to thank **Matthew Cauthorn** and **Dani Baker** for their years of service and representation to our board. Matt was our Essex County rep and Dani kept us in touch with Jefferson County and we very much appreciated all their hard work. At the annual meeting we welcomed Julie Ives of The Little Hills Farm in Westport as the new Essex County representative to the board, while Jefferson County is still in search of representation. If you would like to serve in Jefferson County please contact Steve Ledoux (contact info at right).

Annual Meeting

This year we held our annual meeting via a Webex format. Although the participation was fine, we hope that more of you will join us in the future for these meetings. The new format was designed to include anyone who has a decent internet connection and has both audio and video capabilities. One advantage of this system is that folks can join from home, in the middle of winter, without having to travel to a central site. It would be wonderful if we could all meet at one location, but the reality is that there is no location that is mutually convenient (or inconvenient) for everyone. We did have 49 people join the meeting—thank you very much! If you would like to be sent a copy of the minutes please contact our main office. There were no by-law changes and no major changes to the board except for the note above. Cynthia Johnston, our liaison to the CCE board, will be stepping down soon as she is no longer on the CCE board. At our next regular board meeting in March we will be voting on a new liaison. Meanwhile, we are always open to suggestions for new projects and ideas, just give a call or send an email!

Adirondack Harvest Travel Reimbursements

Remember that Adirondack Harvest offers reimbursement funds for members traveling to workshops, meetings, conferences or any educational venue. We set aside \$500 each year to help offset the cost of these travels, up to \$100 per member per event. You must fill out our reimbursement form, provide proof of payment for the event and submit a brief account of something you learned that could benefit our members. We'll publish this write-up in our Harvest News. If you are interested in this benefit please email us at info@adirondackharvest.com.



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 Steve Ledoux at 315-788-8450 or swl173@cornell.edu 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 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.

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The Price of a Thanksgiving Dinner

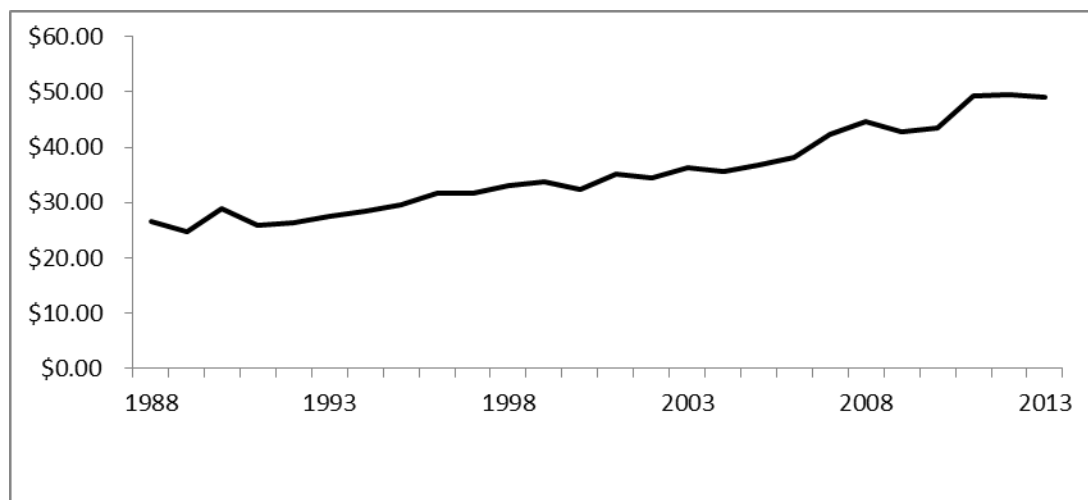


The following is excerpted from the “Marketing System” chapter in the New York Economic Outlook Handbook 2014 released by the Charles H. Dyson School of Applied Economics and Management, Cornell University. You may find the full report at: <http://dyson.cornell.edu/outreach/index.php#handbook>.

When the American Farm Bureau Federation volunteer shoppers tallied up their shopping receipts this year, the price of the classic American turkey-and-dressing-and-all-the-fixings Thanksgiving dinner came to \$49.04 for a meal for 10, basically stable from the 2012 feast (\$49.48). This was a happy state of affairs for consumers.

The Farm Bureau’s informal survey on price inflation generally reflects the country’s food markets this past year. Although the cost of food did actually increase, (sorry, Farm Bureau) it rose at a lower rate than the past few years. The United States Department of Agriculture estimates the average CPI for food through 2013 will be between 1.5% to 2.5%, a slightly lower inflationary level than the CPI for food the past 2 years (Table 2-1). One reason why the Farm Bureau meal came in a bit low compared to a general CPI could be due to the volunteer shoppers’ diligence in shopping for good prices. It could also be due to retailers’ reaction to hold down prices on several holiday items in response to the generally depressed consumer confidence levels in October and November.

FIGURE 2 – 1. THE PRICE OF A THANKSGIVING DINNER,
1987 – 2013



Source: American Farm Bureau Federation. 2013. “Cost of Classic Thanksgiving Dinner Down 2013”. website: <http://www.fb.org/index.php?action=newsroom.news&year=2013&file=nr1114.html>

The Farm Bureau “meal” included items from almost all of the food categories tracked by the Bureau of Labor and Statistics, the bureau that releases official CPI figures. Items were: turkey, rolls, green peas, cubed stuffing, fresh cranberries, pie shells, sweet potatoes, pumpkin pie mix, milk, a relish tray of carrots and celery, whipped cream and some miscellaneous ingredients. While poultry prices in general are estimated to increase about 4% above last year’s prices (Table 2-1), turkey prices, specifically, are steady to down. Excellent retail prices for turkeys could be found by shoppers in the Farm Bureau price study. Cereals and bakery prices look like they will increase modestly and sugar and sweets will actually decline this year. This augurs well for holiday desserts.

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TABLE 2 – 1. CHANGES IN CONSUMER PRICE INDEXES FOR VARIOUS FOODS, 2013 – 2014

| | 2013 forecast ¹ | 2014 forecast ¹ |
|-------------------------------|----------------------------|----------------------------|
| | <i>% change</i> | <i>% change</i> |
| All food | 1.5 to 2.5 | 2.5 to 3.5 |
| Food away from home | 2.0 to 3.0 | 2.5 to 3.5 |
| Food at home | 1.0 to 2.0 | 2.5 to 3.5 |
| Beef and Veal | 2.0 to 3.0 | 2.5 to 3.5 |
| Pork | 0.5 to 1.5 | 2.0 to 3.0 |
| Poultry | 3.5 to 4.5 | 3.0 to 4.0 |
| Fish and seafood | 2.0 to 3.0 | 2.5 to 3.5 |
| Eggs | 2.0 to 3.0 | 2.0 to 3.0 |
| Dairy products | 0.0 to 1.0 | 2.5 to 3.5 |
| Fats and oils | -1.0 to 0.0 | 1.5 to 2.5 |
| Fruits and vegetables | 2.0 to 3.0 | 2.5 to 3.5 |
| Fresh fruits | 2.0 to 3.0 | 2.5 to 3.5 |
| Fresh vegetables | 2.5 to 3.5 | 2.0 to 3.0 |
| Processed fruits & vegetables | 1.0 to 2.0 | 2.5 to 3.5 |
| Sugar and sweets | -2.0 to -1.0 | 2.0 to 3.0 |
| Cereals and bakery products | 1.5 to 2.5 | 2.0 to 3.0 |

Overall, fresh vegetables, including holiday favorites such as potatoes, and sweet potatoes, are more expensive this year, but this is only a rebound from last year's prices that were severely depressed.

The positive picture on food prices this Thanksgiving is probably welcome news to consumers. Although the economy still shows signs of recovery, progress is slow and exhibited fits and starts in 2013. Gross domestic product is predicted to increase only 1.7% in 2013 (Table 2-2). Personal income is expected to increase 2.9% in 2013, but this is only in nominal terms. Consumer price inflation in 2013 is expected to be around 1.5%.

What about 2014? Forecasts from the Conference Board see an increase in GDP of 2.3% as well as a larger increase in nominal personal income (3.7%) concurrent with a minor increase in the overall CPI (1.9%). As far as food prices, next year the cost of a Thanksgiving dinner will increase, as USDA analysts predict a hike of 2.5 to 3.5% in all food (see Table 2-1).

TABLE 2 – 2. ECONOMIC SNAPSHOT

| Economic Measure | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 (forecast) | 2014 (forecast) |
|--|-------|-------|------|------|------|------------------------|------------------------|
| GDP (annual % chg) ¹ | -0.3% | -3.1% | 2.4% | 1.8% | 2.8% | 1.7% | 2.3% |
| Nominal Personal Income | -0.4% | -1.6% | 2.0% | 2.5% | 2.2% | 2.9% | 3.7% |
| Consumer Price Inflation | 3.8% | -0.3% | 1.6% | 3.1% | 2.1% | 1.5% | 1.9% |
| Consumer Price Inflation, All Food (% chg) ² | 5.4% | 1.9% | 0.8% | 3.7% | 2.6% | 1.5 to 2.5% | 2.5 to 3.5% |

¹ Historical data from Bureau of Economic Analysis; forecasts from The Conference Board

² Historical data from Bureau of Labor Statistics; forecasts by USDA-Economic Research Service .

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Placement:

Key Factors in Choosing a Distribution Channel

By Sandra Cuellar-Healey

*Dyson School of Applied Economics and Management
Cornell University*

A marketing strategy is something that every single food and agriculture-related business needs to have in place in order to succeed in the marketplace. Many business owners in the food and agriculture sector in New York State and elsewhere are hesitant to set up an actual marketing strategy because they simply do not know how to go about developing it. As a result, New York State food businesses are often concerned about how to market their products and services.

In response, Sandra Cuellar-Healey and Miguel Gómez from the Dyson School at Cornell University developed a set of “Marketing Modules” to improve the marketing skills of food business managers and owners in New York State. The distribution or “placement” module describes the activities necessary to make your product or service available to your customers when and where they need it. The full module consists of a concept summary article, a PowerPoint example and a PowerPoint presentation slide set for educators. The complete set of modules can be accessed at: <http://hortmgt.gomez.dyson.cornell.edu/Research%20Projects/Marketing-Modules.html>.

The article below is an excerpt from the distribution module that describes how firms can think about matching its products and services, the firm’s business plan and the target market with the necessary distribution strategies and channels.

Key Distribution Factors

Product Factors

The type of product and how it is positioned and priced all have an impact on how it should be distributed. In general, highly sophisticated products (e.g. computers and products of high unit value) are distributed directly to buyers. Unsophisticated or standardized products with low unit value (e.g. table salt and sliced white bread) are typically distributed through indirect channels. Your product might be available year round or seasonal, it might be fragile or sturdy, it might be durable or perishable, general purpose or specialized, etc. You need to know your products’ requirements and identify the organizations that can provide needed functions in the most cost-effective way.



The lifecycle stage of your product is also important for distribution. For example, intermediaries might hesitate to carry a new product (i.e. the introductory stage), so accomplishing distribution through them might be challenging. In the growth stage it is important to gain market share as rapidly

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as possible. It may be to your advantage to have as many distributors as possible under these circumstances. In the maturity stage of a product's life, distribution efficiency is the key and, during the decline stage, distribution efforts are usually reduced significantly.

Firm Factors

The financial, human and technological characteristics of your firm have an important bearing on the distribution channel choice as well. Firms that can't afford to have their own sales force, for example, might use agents or brokers to reach wholesalers or other buyers. On the other hand, a firm that produces multiple products for a particular target market might be better off using a direct channel.



Price Factors

The price at which you seek to sell your product also impacts how you need to distribute it. For example, the inclusion of intermediaries in your distribution strategy may affect your product's pricing since each member of the channel seeks to make a profit for their contribution to the sale of your product. If there are too many intermediaries the eventual selling price may be too high to meet your sales targets.

Customer Factors

In selecting a distribution channel for your product, you need to choose the approach that reaches your customers in the most effective way possible. You need to know who your potential buyers are, where they buy, when they buy, how they buy, and what they buy.

Another key factor is the level of distribution coverage needed to effectively address your customer's needs. Distribution coverage is measured in terms of the intensity with which the product is made available. The density or number of stores in a particular geographical area and the type of intermediaries used constitute the basics of distribution coverage. In the case of products that are purchased by a customer at a physical outlet, there are three main levels of distribution coverage: mass (or intensive) coverage, exclusive coverage and selective coverage. Mass coverage means that a firm tries to place its products or services in as many outlets as possible. Exclusive coverage is the exact opposite of mass coverage with only one retail outlet in a particular geographical area carrying the firm's product. In selective coverage a firm selects a few retail outlets in a specific area to carry its products.

Further information on the marketing modules and how to develop your marketing strategy is found at: <http://hortmgt.gomez.dyson.cornell.edu/Research%20Projects/Marketing-Modules.html>.

Sandra Cuellar-Healey is an Extension Associate in the Food and Brand Lab at the Dyson School of Applied Economics and Management at Cornell University.

The Life and Times of a Goat Dairy in Winter

by Stephanie Fisher, Herd Manager at Asgaard Farm, Au Sable Forks, NY

Winter is a glorious season in the eyes of the dairy goat farmer. The buzz of the creamery comes to a halt as the goats are dried-off in mid-December, meaning they stop producing milk for a time. Physical work wanes as the temperature drops and the ground freezes. The goats (and the humans) get a well deserved three-month break to recuperate from the demands of the production season. Instead of dutifully marching back and forth to the milking parlor twice a day, the goats are suddenly apathetic, more concerned now by the one, two, three, or sometimes even four kids growing in their bellies. We spend December catching up on routine maintenance and closing down the milking parlor. This is the time to reconnect with the animals that by some unknown motivation provide us with their invaluable service for 275 days out of the year. Every day, twice a day, without question or pause.



The goat's gestation is roughly 150 days. We imitate their traditional reproductive cycle, allowing the goats to breed during their natural rut season in the fall. So by the middle of January, the goats will come into their final trimester - the last 50 days of pregnancy. During this time we begin thinking about the season to come. We give the parlor and all of the anti-rooms a deep clean; we take stock of our milking parts and supplies. It's one of the less exciting jobs of the dairy farmer, but it's nevertheless essential in producing high-quality milk.

Since the kids will do the majority of their growing during these last weeks, we bump up their moms' nutrition and keep a close eye on all of the milkers. We'll bring each goat onto the milking stand individually and do a thorough physical - we'll feel for the kids' kicking on their right side; we'll listen to the grumbings of their rumens on the left. We'll trim their hooves, record their body condition, check for any issues with their skin and fur, and replace worn collars. Everyday, their mid-sections grow wider. We guess who is carrying multiple kids. It's not always the widest, and sometimes the bigger girls fool us by giving us one giant, 14-lb. kid.

Throughout February we prepare for the kids' arrival. We unearth dusty suck-it buckets. We organize disbudders, castrators, and ear taggers. We stock our kidding arsenal full of old towels, heating pads, heat lamps, iodine, spare colostrum, bottles and nipples, collars, name tags. We prepare our kid pens with shavings and straw. We refresh our kidding documents and type up our kidding schedule. We wonder if we're forgetting anything. And then we wait.



Our first goats are due at the beginning of March. With just under 100 kids expected this spring, we hope you'll stop by the farm during March and April to visit the kids and witness all of the excitement!

If You Eat, You Are Involved in Agriculture

*By Bernadette Logozar, Former Rural & Ag Economic Development Specialist
Cornell Cooperative Extension Franklin County*

At a recent meeting a colleague shared an experience he had. He is involved in agriculture and had attended a summit on food and nutrition. When he introduced himself, with his title and responsibilities, a person next to him leaned over and said, “This summit has nothing to do with agriculture, I think you’re in the wrong place.” To which my colleague shook his head, and said “Without agriculture, where would you get the food you are talking about?” His response was met with owl-like blinks.

Most people who aren’t working directly in agriculture feel that agriculture doesn’t have anything to do with them. The bumper sticker on the bulletin board in my office proclaims “If you eat, you’re involved in agriculture”, which captures the core of what my colleague was trying to express in that food and nutrition meeting. We are all involved in agriculture by the very act of eating. Yet for those folks in the room with my colleague they didn’t see the connection between the food and nutrition topics they were discussing that day and agriculture. They are out of step with an increasing percentage of the general public, who are very much interested in where their food comes from and by extension their very personal connection to and involvement with agriculture.

In 2009, USDA-wide effort, Know Your Farmer, Know Your Food (KYF2) was launched to carry out President Obama’s commitment to strengthening local and regional local food systems. According to KYF2 website, in the last 15 years, the numbers of farmers markets have more than tripled and now there are more than 7,175 farmers markets across the US. Today, all 50 states have state buy local or agricultural branding programs such as “Pride of New York” or “Vermont Fresh”. And while Secretary of Agriculture Tom Vilsack was Governor of Iowa he started one of the first food policy councils, and now there are over 100 food policy councils around the country, including in New York State (www.nyscfp.org/). All of which are working towards the KYF2 mission “to strengthen the critical connection between farmers and consumers and supports local and regional food systems”.

But what can you, the customer, do to strengthen your connection to your local farmer? Start with what you are buying, read the stickers or signage on the produce you are picking up in the grocery store. Check where the product is grown or made. Stop by a farm stand, roadside stand, farmers market or farm store. Not sure where to find them? Pick up a local food guide, available in most counties in the early summer. You can always find a good listing of area farmers, farmers markets, stores and restaurants offering locally grown agricultural products on the Adirondack Harvest website (www.adirondackharvest.com).

Find out what is in season when in your region. There is a great guide on The Pride of New York website <http://www.prideofny.com/harvest.html>. The best way to get more detailed information about the food you are buying is to ask questions. Here are some basic questions to ask your farmer:

- ◆ How big is your farm?
- ◆ Where is it located?
- ◆ Do you use pesticides, chemical fertilizers, herbicides on your crops?
- ◆ What do you feed your animals?
- ◆ Do your animals ever get antibiotics?
- ◆ Are your animals born on your farm?
- ◆ How much time do they spend outside?
- ◆ Are they raised on pasture?

Remember the best way to learn about where your food comes from is to ask the people who are helping to bring it to your table. So this year get to know your farmer and your food!

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USDA FSA Farm Operating Loans Available

Loans are a valuable resource for farmers to establish, maintain and strengthen their farm at 2.125% interest rate. If you're interested in operating loans please contact your local FSA office. Or obtain your loan application package online by going to:

<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=landing>

Grant from NYFI Helps Create Dairy Profit Teams

The New York Farm Viability Institute has funding to help over 50 farmers create Dairy Profit Teams. Now is the time to apply for a Profit Team grant from NYFVI. A Dairy Profit Team is a group of agricultural professionals, assembled by the farmer, who meet regularly to discuss that one dairy farm, explore options together, and make recommendations to improve the business. These teams are facilitated and typically meet for 90 minutes every other month. The NYFVI Dairy Profit Team Program provides funding to help pay for 80% of team consulting fees & related costs, up to \$2,500, when a farmer holds a minimum of 7 team meetings during a 15 month period. For info visit www.nyfvi.org.

Value-Added Producer Grants

Due Feb 24! The primary objective of the VAPG program is to help agricultural producers enter into value-added activities related to the processing and/or marketing of bio-based value-added products. Generating new products, creating and expanding marketing opportunities, and increasing producer income are the end goals of this program. You may receive priority if you are a beginning farmer or rancher, a socially-disadvantaged farmer or rancher, a small or medium-sized farm or ranch structured as a family farm, a farmer or rancher cooperative, or are proposing a mid-tier value chain, as defined in the

Program Regulation. Maximum Grant Amount: \$75,000 for planning grants; \$200,000 for working capital grants. For more information: http://www.rurdev.usda.gov/bcp_vapg.html.

Better Farm Accepting Applications

Better Farm is now accepting applications for its Sustainability Education Program, running from June through September of this year in Redwood, NY. The program was created to offer individuals an immersive, introductory crash-course in sustainability initiatives. Those enrolled in the program receive a hands-on education in a myriad of seasonal topics related to sustainability and environmental issues, including: organic small-scale farming and gardening greenhouses and four-season farming compost methods alternative building and energy rain and graywater collection aquaponics, hydroponics chicken care community outreach initiatives (supper clubs, volunteer work at area farms, workshops, presence at local events) homesteading (organic cooking, canning/preserving, splitting wood) outdoor survival. Instead of a traditional working farm with acres upon acres of one or a few different crops, Better Farm has many gardens demonstrating different styles of small-scale farming and stressing the need for diversity of crops instead of monocultures. Better Farm equips students with a variety of solutions to real-world agricultural issues, including small spaces, temperamental soils, pests, and climate change. The aquaponics, hydroponics, layered gardens, fruit orchard, and forests on the property are extremely varied so students coming from all over the world will learn real-world tools that can be applied back home. The Sustainability Education Program runs in one- to three-month intervals. Those attending receive daily assignments and chores all related to sustainability initiatives and organic farming, as well as the opportunity to design and implement projects on their own. Upon completion of all units and responsibilities, participants will receive a certificate from Better Farm. College students may additionally receive course credit for completion of Better Farm's Sustainability Education Program.

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Individuals are immersed from day one in the local culture while working alongside other residents at Better Farm and in the Redwood community. Students are expected to do their share in maintaining the condition of Better Farm as well as its peaceful environment. Those in Better Farm's Sustainability Education Program are expected to work seriously—and to conduct themselves in a manner that aids fellow residents in their endeavors. Also staying at Better Farm are staff members and artists visiting through the betterArts residency program.

Many sustainability specialists visit Better Farm throughout the year to offer mentoring and guidance to students interested in coming here to work and gain valuable experience. Additionally, individuals have the option of taking any workshops and participating in any excursions or field trips scheduled during their time at Better Farm. Students live on-site and communally on the Better Farm campus in shared rooms. A small stipend required of each student (\$500/month) covers educational fees, supplies, lodging, field trips, wireless Internet, use of the laundry machine, all linens and towels, on-site parking, and use of the communal kitchen (stocked weekly with food). To download the application, visit www.betterfarm.org/sustainability-internship.

Need a Slaughterhouse?

New Map Simplifies Search! Are you a livestock or poultry farmer looking for a slaughterhouse and/or processing facility? You've probably discovered that the kind of species you raise, the unique production practices you use, and the way you market your meats are all factors in determining the type of slaughterhouse facility that's right for you. With both state and federal systems for slaughtering and processing animals, it can be confusing to understand which certifications and exemptions apply to your farm enterprise. Once you do, it can be difficult to locate a slaughterhouse that offers the specific set of services you need within a reasonable distance. In an effort to simplify your search for the most suitable facility, the Cornell Small Farms Program is pleased to

announce a new tool, the NY State Slaughterhouse Map. The goal of the map is to connect NY State livestock and poultry farmers to the nearest slaughterhouses and processors that will best meet their needs. From poultry slaughter and processing to the handling of non-amenable exotic meats such as farmed deer, bison, ostrich, and rabbits to smokehouses and curers, the map has indexed 45 diverse facilities at this time. You can view detailed information for each business listed, including species accepted, organic certification, religious exemptions for halal and kosher, and complete contact information. This resource also directs you to more information about what each federal and state classification, whether USDA, 5-A, 20-C, or Custom Exempt, means for your farm and your animals.

Go here: <http://smallfarms.cornell.edu/resources/livestock/slaughterhouse-map/> to see the map.

Who was included in the map? 45 NYS slaughterhouse and processors are listed, but this is not an exhaustive list. We included only the facilities that granted us permission to include in the map. Many custom facilities are still in the process of being verified and are not included yet. A complete list of all USDA, NYS 5A, and NYS Custom Exempt slaughterhouses, compiled by the Cornell Small Farms Program, can be found at <http://smallfarms.cornell.edu/resources/livestock/> This list includes slaughterhouses approved before 2010 and includes all processors, regardless of whether or not they have a kill-floor.

Help us expand the map. If you are a slaughterhouse and/or processing facility and would like to be listed on the map, please send your contact information, services offered, certifications, and species accepted to smallfarmsprogram@cornell.edu. If you are on the map and would like to make a correction to the details listed for your business, please email the amendments needed.

Special thanks to tatiana Stanton, Cornell Department of Animal Science, for advising this project.

Upcoming Events, Classes, Workshops

Upper Hudson / Champlain Commercial Tree Fruit School

Monday, February 10

The Fort William Henry Hotel & Conference Center, Lake George, \$40 pre and \$60 at door
How to Position Yourself for a 40 Million Bushel Crop, My Vision of the Orchard of the Future, Crop Insurance Update, Biology and Management of Codling Moth, Review of the 2013 Pest Management Season in ENY, Trade Show, Aspects of Fire Blight in NY: Streptomycin Resistance & Asymptomatic, Infections, Update on Plans for the Hudson Valley Lab, What's Next for the Cornell Apple Breeding Program? Hudson Valley Evaluations of New Apple Cultivars, & Pesticide Credit Certification
Pre-register before February 5th and save MONEY! Contact Chuck Bornt at 518-859-6213 or cdb13@cornell.edu or Marcie Vohnoutka at 518-272-4210, ext. 111 or mmp74@cornell.edu

Cafeteria Man

Tuesday, February, 11, 7:00pm

Unitarian Universalist Church, 3½ E. Main St., Canton. This is part of Canton's Winterfest activities. *Cafeteria Man* is the true story of one man and his mission to improve the Baltimore City school lunches by focusing on fresh and local ingredients. The event is free.

Silvopasture Workshop

Friday, February 21, 6:00pm

Essex County CCE, Westport
Come learn how to manage your woodlots and animals together as one system. Manage the trees for lumber production or other forest commodities and forages for animal production. Whether you have beef cows or goats, you won't want to miss this free program! Guest Speaker - Joe Orefice, Professor at Paul Smiths College and owner of North Branch Farm, Saranac NY. Sponsored By Essex County Soil & Water Conservation District. Refreshments and snacks provided. Contact ECSWCD for more info or to register, 962-8225 or email essexswcd@westelcom.com

Winter Commercial Vegetable Growers' Schools

Tuesday, February 25, 8:30am to 5:00pm

Community Room, Platts. City Rec. Center
32 U.S.Oval, Plattsburgh

Wednesday, February 26, 8:30am to 5:00pm

Best Western Albany Airport Inn, 200 Wolf Road, Albany. Christine Smart, Plant Pathologist from Geneva and Brian Caldwell from the Horticulture Dept on campus are among our many speakers. Other speakers include Chuck Bornt, Crystal Stewart, Laura McDermott, Amy Ivy, Justin O'Dea, Dan Welch and Bob Weybright. There will be pesticide recertification credits and maybe a small trade show as well. Cost \$30 for enrolled members, register by Feb 20. Call Marcie at 518-272-4210.

NYS Farmers Market Manager Training Conference: Navigating the Local Food Scene

February 27 – March 1

Double Tree Binghamton, \$200 for members. Concurrent sessions so beginning market managers can hear topics that are important to new markets and new managers, while experienced managers will hear topics that are geared more toward established managers and markets. Our keynote speaker this year is Becca Jablonski, USDA National Institute of Food and Agriculture Doctoral Fellow, on the emerging trend toward food hubs and its impact of farmers markets. For more information and registration: <http://nyfarmersmarket.com/work-shop-programs/annual-conference-ditto-with-the-annual-conference-program.html>

Carthage NNY Dairy Grazing School

Friday, February 28, 10:00am to 3:00pm

Elks Club, 511 Fulton Street.

Educational program to improve grazing practices for all pasture-based dairies, organic and conventional, pre-register by February 18, \$35, \$25 for additional person from same farm, fee includes lunch and materials, late/walk-in fee \$50. Info: Ron Kuck, CCE Jefferson, 315-788-8450, rak76@cornell.edu

Upcoming Events, Classes, Workshops

Food from the Farm – Eating Local in the North Country

Saturday, March 1, 2:00pm to 5:00pm

Plattsburgh City Gym, 52 US Oval

\$5 over age 5. Under 5 free. \$20 max per family
Tasty samples, meet your farmers, farm products for sale, CSA sign-ups, information on gardening and nutrition, family friendly fun, kid zone, recipes for cooking with local products, mingle with local food enthusiasts, support our local food economy! Tickets available in advance on-line, at our office, or at the door <http://cce.cornell.edu/clinton>. For more information contact CCE, 561-7450 or email Amy Ivy at adi2@cornell.edu

2014 NNY Livestock Grazing School North

March 1, 2014, 10:00am to 3:15pm,

North Bangor Fire Hall, Route 11, North Bangor. Trade show, presentations: Weed Control from a Soil Health Perspective: Josh Bakelar, ANCA; Rejuvenating an Old Pasture: Kitty O'Neil, CCE; Weed Wiper: Kitty O'Neil; Minerals on Pasture: Ron Kuck, CCE Jefferson; Mineral Feeders: Pete Hagar or Ron Kuck, CCE; Fencing Strategies: Rich Redman; Fencing: Dealing with temporary fences: Electro-net, reels and strands: Betsy Hodge; Over Seeding and Grazing Charts: Pete Hagar CCE Clinton; Rising Plate Meter and What the Heck is a Grazing Wedge: Ron Kuck; Birdsfoot Trefoil Study: Betsy Hodge. \$25 pre-registration, \$30 at door, \$10 for additional person from same farm. Info: Ron Kuck or Steve Ledoux, CCE Jefferson, 315-788-8450 or Betsy Hodge, CCE St. Lawrence, 315-379-9192.

3rd Annual Organic Dairy & Field Crop Conference

Friday, March 7

Holiday Inn, Auburn, \$60

Join us at one of the nation's leading organic dairy and field crop conferences! We welcome veteran farmers, beginning farmers, and farmers interested in transitioning to organic management. This year's program includes a half-day

intensive workshop entitled "Keeping 'Family' in the Family Farm" led by Mike and Gayle Thorpe of Thorpes Organic Family Farm. We also offer three different workshop tracks--Business Management, Dairy, and Field Crops--and a total of 12 workshops. For more information <http://www.nofany.org/dairyconference> Or call us at 585-271-1979 x509.

Farm to Chef Speed Dating Event

Monday, March 10, 9:30am to 11:30am

Plattsburgh Brewing Co.'s Party Room (Comfort Inn), 423 State Route 3, Plattsburgh.

Farmers and chefs from Essex, Franklin and Clinton counties are invited for a fun morning of making connections, speed dating style! Contact (Essex Cty) Laurie Davis, 518-962-4810 x 404, lsd22@cornell.edu. (Plattsburgh) Amy Ivy, 518-561-7450, adi2@cornell.edu or (Plattsburgh) Kristy Kennedy 518-563-1000, kristyk@northcountrychamber.com. Free, light refreshments will be served.

Pre-Season Market Trainings

Saturday, March 15, Essex County

Saturday, March 22, Jefferson County

Saturday, April 5, St. Lawrence County

Topics offered include: Sales, Marketing & Building Your Brand, Expansion Planning & Farm Labor, and Food Safety Regulations Update. Sessions will be held across NNY. Topics may differ depending on your location. Times and locations TBD. For info or to register: Essex 518-962-4810 x401, St. Lawrence 315-379-9192, Jefferson/Lewis 315-788-8450.

New York State Maple Weekend

March 22-23 & March 29-30, 10am to 4pm

daily. Maple Weekend is presented by the New York State Maple Producers Association. More than 110 maple producers across New York State will host open houses where the public can see how maple syrup and other related products are made. This family-oriented event is sure to delight visitors of all ages. More info at <http://www.mapleweekend.com/locations.php>.

ADIRONDACK HARVEST MEMBERSHIP FORM

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

Name _____
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 Phone _____
 Email _____

Please circle type of membership:

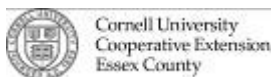
- Farmers, Producers, and Processors \$25 annually (further donations appreciated)
- Student Farmers, Producers and Processors \$5 annually
- Supporter: Restaurants and Stores \$25 annually (further donations appreciated)
- Friends (circle level of membership)
 - annual \$25
 - \$100
 - \$500
 - \$1000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