



"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."

Notice of Adirondack Harvest Annual Meeting

It's a little later than usual this year, but the Adirondack Harvest annual meeting has been scheduled. Please mark your calendars and join us at one of our four meeting sites, or just log in to the online meeting through our Zoom connection. This is a great chance to connect with other members, elect your chapter representatives and discuss what Adirondack Harvest is doing for your business. More importantly, what do you think Adirondack Harvest should be doing for your business? We will showcase the new website, looking for your suggestions on improvements, give a financial update, and possibly vote on changes to our by-laws.

Tuesday, March 20, 2018

Location information ~ Feel free to attend whichever one suits you!

- ⇒ **CCE Essex County, 3 Sisco Street, Westport. 5:30 potluck/chapter meeting, 7:00 regional meeting. RSVP to Laurie Davis 518-962-4810, ext. 404 or lsd22@cornell.edu.**
- ⇒ **Shady Grove Farm, 844 State Rte 22B, Peru, Clinton County. 6:00 dinner/chapter meeting, 7:00 regional meeting. RSVP to Sara Bull or Amy Ivy at 518-561-7450 or slk95@cornell.edu or adi2@cornell.edu.**
- ⇒ **CCE Franklin County, 355 West Main Street, Malone 6:00pm potluck/chapter meeting, 7:00 regional meeting. RSVP to Roger Hastings or hastingsssheep@gmail.com.**
- ⇒ **CCE Warren County, 377 Schroon River Road, Warrensburg. 5:30 potluck/chapter meeting, then 7:00 regional meeting. RSVP to Teresa Whalen at 518-466-5497 or taawhalen@yahoo.com.**
- ⇒ **OR join from home via Zoom web connection or dial-in number. Link and details will be emailed by early March.**

2018 Membership Renewals Now Due!

See page 3 for details

Want to expand your customer base and build consumer enthusiasm for local foods?

Join us at our upcoming local food event:

Food from the Farm:

Eating Local in the North Country

Saturday, March 3, 2018

Plattsburgh City Gym

52 US Oval, Plattsburgh

2:00-5:00pm



Farm price for an 8' table (provided):

\$50/Adk Harvest members. \$75/non-members (Adk Harvest membership is \$25)

Payment required by Friday, Feb 16, 2018. Farms can arrive at 12:30pm to set up. Access to electricity is limited. Let us know ASAP if you need it, first come, first served.

Who comes to this?

Public admission will be \$5/person over age 5, max \$20/family.

This lower price is to encourage more people to attend. We want to encourage those who may not regularly buy local food to come give it a try. We will have family friendly activities. You're encouraged to have copies of your favorite recipes featuring your products.. Last year we had over 400 people in attendance.

Logistics (there's more than sampling here)

We will send out an information sheet closer to the event with more information on what is needed for food sampling. Please talk over your ideas with Amy or Sara so we can avoid problems. We have also worked out a better traffic flow inside the building that we hope will minimize lines and confusion, and we will distribute a map showing where each farm table and chef is located.

Door Prizes

Many farms provide a door prize but it's not required. It needs to be something we can mail, so gift certificates work best; either a cash value or for a specific product. We will set up a gift certificate display table and make a uniform sign for each item. **The gift certificate needs to be sent to our office by Feb 16 as well.** \$25-50 range is ideal. Door prizes will be handled as we did in past years, where people receive free tickets from each farm they talk to and then put their tickets in the jars next to the prizes they hope to win. We'll provide farms with as many tickets as they want. This encourages the public to say hello to you, and a reason for you to greet each person who stops by your table. We will make a handout with every farm's contact info and a short description of each operation as we've done before.

Chefs

This year we will have 3 restaurants preparing samples for the public:

Latitude 44 Bistro – David Allen

The Himalayan Restaurant – Yangchen & Tenzin Dorjee

The Farmhouse Pantry – Josh and Sarah Vaillancourt

Servings will be small but unlimited. Farms are welcome to eat as well. The layout will be the same as last year. The three chefs will be split up along the far side of the gym and there will be a couple of groupings of tables in the center for folks to sit at and rest.

We will get Farmers Market designation from Ag & Markets for the event for wine tasting.

We will provide the chefs with a list of farms with products available for them to consider using. You will contact each other. You'll need to deliver to them. You two can work out a price.

For more info or to register Contact Amy Ivy at adi2@cornell.edu or 518-570-5991 or Sara Bull at slk95@cornell.edu 561-7450

Sponsored by Cornell Cooperative Extension and Adirondack Harvest

Adirondack Harvest Chapter News

2018 DUES ARE DUE!

Just a reminder that it's time to pay for your 2018 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 email Laurie at lsd22@cornell.edu for clarification. We have several 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.** If you would like to use our new recurring auto-pay system online, it should be up and running by early February. This will help to track your membership and will automatically send you a reminder when it's due. Eventually, all members will be entered into this system!

For sale or lease

Retail greenhouses and retail shop that once was a florist. Three poly greenhouses totaling 6200 sq. feet on seven acres of land which is on the Dugway road in Moriah NY. Include 12 room home with new spec system and dug well. Property is near Lake Champlain in Essex County New York. Call today at 518-546-7227 or 518-546-3369 and speak to Jim and Ronnie Cunningham.



Essex County Chapter

Contact Steven Googin at 518-645-2697 or info@northcountrycreamery.com to participate in the Essex County chapter.

Clinton County Chapter

Contact Jane Desotelle at 518-563-4777 or underwoodherbs@gmail.com to participate in the Clinton County chapter.

Franklin County Chapter

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

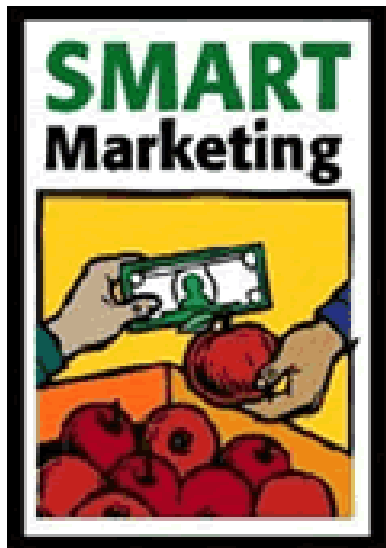
Western Chapter (Jefferson, St. Lawrence & Lewis)

Chapter representative needed. Please contact the main office at 518-962-4810 x 404 or email info@adirondackharvest.com if you are interested in being the representative.

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



Improved Meat Marketing for Small Scale and Direct Marketing Farms in the Northeast PART III. Choosing Your Marketing Channels

Matthew LeRoux, Agriculture Marketing Specialist
Cornell Cooperative Extension, Ithaca, NY

Choosing Marketing Channels

Farms choose direct-to-consumer marketing channels in search of higher prices, higher gross sales, and the *implied* higher profit per head. When choosing a marketing channel, a bit of simple business planning is necessary first. I like to start with the farm's gross sales goals. How much money, in total gross sales, would the farm like to make in the coming year? If starting with a profit or "take home" amount, then how much does the farm need to gross to make that amount possible? Given the total gross sales goal for the farm, how does that break out over the various enterprises? Asking a few simple questions can help direct the farm to the number of animals

needed and the channels that make sense for the scale and goals of the farm. The next important factor in choosing your channel is the farmer's preferences for customer interaction and time on/off the farm. Additionally, market research is needed to investigate the market size within your chosen geography and channel in order to determine the feasibility of reaching your sales goals.

Characteristics of Channels

Marketing channels for meat can be grouped into those which require the farm to pay for processing and those that don't. Channels can be further categorized into those with sales by the cut or by the carcass (includes halves and quarters). It is the nature of channels that, the higher the price per pound they can support, the more time and investment are required.

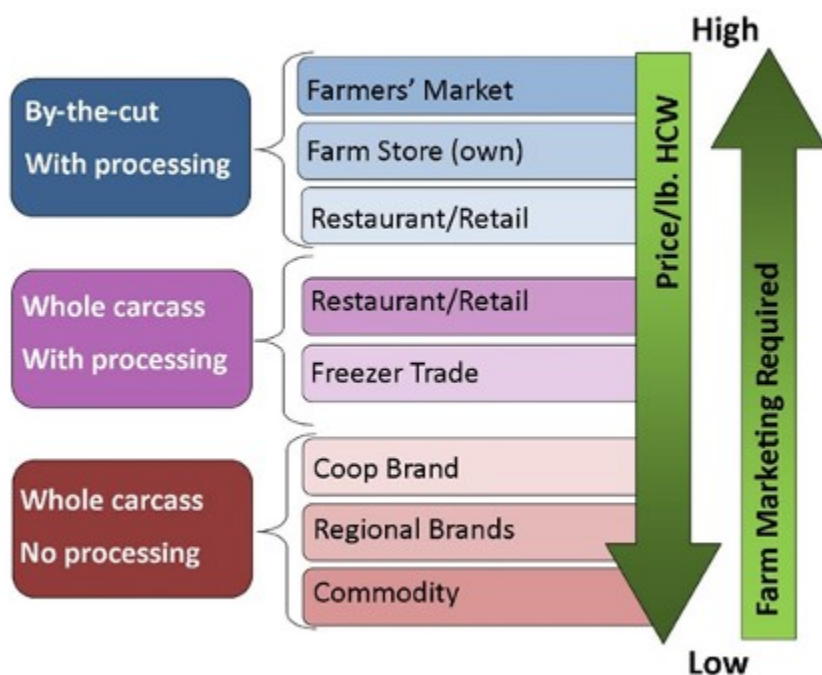


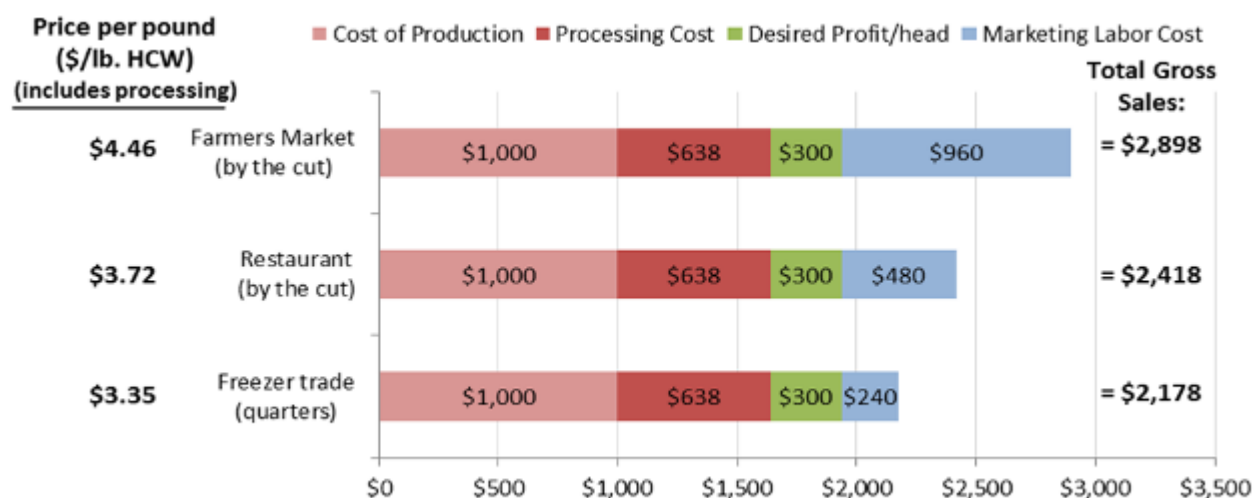
Figure 1: The graphic to the left depicts the relative price offered by each channel and the amount of processing and marketing required. The price received and amount of marketing required can be generalized as inversely related.

Smart Marketing

Each channel needs its own pricing

Since each channel for selling meat has a level of processing and marketing costs and pricing which it will support, a different total gross sales per head is needed in order to achieve the same profit per head. Consider the simplified graphic below. In it we assume that the processing cost and profit per head goal is the same in all channels. The difference between the channels then, is the cost of marketing, mainly in the form of farmer labor. This graphic illustrates a few different points: 1) Marketing channels which offer the highest prices per pound are not necessarily more profitable. 2) High-grossing channels are generally more labor intensive. 3) It is wise to develop channels which deliver the desired profit per head but require less time, such as the freezer trade channel in this example.

For this example, we simplified the comparison by making each processing cost and desired profit/head equal in all channels to illustrate the labor demand difference between channels, the impact on gross sales for each channel, and the need for different pricing in each channel. For the marketing cost, we valued the farmer's labor at \$20/hour and estimated the number of hours/head at 12 hours for freezer trade (the sale of 4 quarters), 24 hours for sales of 1 head of individual cuts to restaurants,



and 48 hours for the same at farmers' markets.

Figure 2: Assuming that the cost of production, processing cost, and profit received is equal in all three channels, the different marketing cost required would necessitate different total gross sales and therefore, channel-specific pricing.

In summary, each farm will select their best marketing channels based on the farm's income goals, the scale of production, and farmer preferences. Once chosen, each channel needs its own pricing to ensure the farm reaches its goals. Read our next article for details on setting prices for each channel.

This article is part 3 of a 4-part series. This material is based upon work supported by USDA/NIFA under Award Number 2015-49200-24225.



United States
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Improved Meat Marketing for Small Scale and Direct Marketing Farms in the Northeast PART III. Pricing for Profit

Matthew LeRoux, Agriculture Marketing Specialist
Cornell Cooperative Extension, Ithaca, NY

Factors for Pricing

How do you set prices for the meat you sell? Common answers are to look at pricing at grocery stores and farmers' markets. I have heard from farmers that feel the need to price below observed market prices while others insist on pricing above the market. Agricultural economists advocate for careful record-keeping which accounts for the cost of production and values farm labor; however, for most small farms, cost tracking seems impractical and onerous. In particular, pricing individual meat cuts from a carcass can be confusing since each cut comes in proportion on the carcass and has a level of demand in the market.

Four factors that influence and inform your farm's prices for meat cuts are: 1) the farm's profit goal per head, 2) the costs of production and processing, 3) the yield of and market demand for each cut in the carcass, 4) the amount of labor needed to sell in the channel. These factors can confuse the pricing process and necessitate devising channel-specific pricing.

Think of your farm as multiple businesses, which, realistically, it is. The businesses can be split into two large entities, production and marketing. The production business produces slaughter-ready animals while the marketing business buys them, pays for processing, and spends time selling the meat. As you choose to move an animal along the chain from production to marketing you add cost and increase risk. Consider the financial loss of a calf dying versus losing meat from one head due to a freezer breakdown. Logically, in order to justify retaining animals through the chain of increasing costs and risk, the farm must BEAT competing marketing prices at every step. The market can buy feeders and finished animals or supply them if needed. Farms selling meat need to account costs and ensure that the prices they receive in their channels are worth the effort.

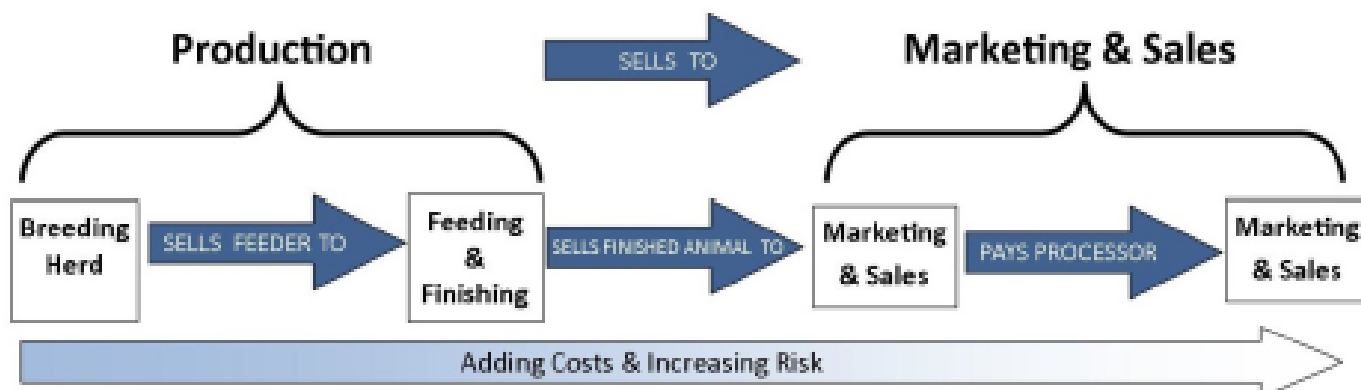


Figure 1: As a farm retains an animal and adds value, it also adds costs and increases the risk if there is a loss.

Cornell Meat Price and Yield Calculator

Cornell Cooperative Extension of Tompkins County has developed an online tool, the Cornell Meat Price and Yield Calculator. The Price Calculator tool simplifies pricing for meat sold by the cut or carcass and helps users ensure that they cover all entered costs and build in a profit. The Price Calculator can be found online at calculator.meatsuite.com. The tool is free and easy to use. In order to get reliable, meaningful results farmers should first collect their own data including:

Smart Marketing

1. Hot carcass weight (HCW, also called hot hanging weight) of one representative animal from your farm or the average from a group of animals.
2. The weights of every cut you receive back from the butcher. This includes any cut you sell, such as bones, organs, and the traditional cuts.
3. The invoice from your processor.
4. A list of your current pricing for that channel. If developing pricing for the first time, you can skip this part.

Using the Price Calculator is easy. You first enter the species, channel you are pricing for, and whether you are pricing for cuts or the carcass. Carcass pricing applies to whole, half, and quarter carcasses. See our previous article to learn about the importance of setting prices for each marketing channel you use. Next you enter your total cost of production (COP) for one typical animal on your farm. Entering an accurate COP is challenging. It is best to have your own records, but you can find resources online to help, or try calling your local Extension agent for help. Finding any better resource, you can use USDA-reported market prices as a rough guide for cost of production; however this is the least reliable method. A realistic COP is vital for meaningful results when setting prices. Enter an artificial COP which is too low and you will end up with low meat prices and a false sense of profit. As the old adage goes, “garbage in, garbage out.”

As you progress through the Price Calculator website you will add additional costs for trucking, processing, and marketing. To the COP and marketing costs you will be able to add a desired profit, either per head or as a percentage of total costs. The COP profit is so that the production side of your farm operates at better than break-even. The marketing profit is to add a profit margin above all marketing and processing costs, again, to avoid operating at a break-even.

Next, you will enter each cut’s name and weight from one carcass or the group average. On the last page, a traffic light with red for “stop” and green for “go” indicates if you have covered all costs and reached your profit goals with your pricing. While the light is red, you are short of your goal. You can adjust the pricing of each cut until the light turns green.

Pricing is a tool which can be used to help manage the rate at which cuts sell. To a point, pricing can be used to manage the rate of individual cut sales to more closely match the proportions in which they come on a carcass. In other words, pricing can be used to slow down sales of high-demand, low-yield cuts, such as ribeye steaks and tenderloins on beef. Likewise, pricing can help speed up the sale of relatively low-demand, high-yield cuts such as those from the chuck and round. The Price Calculator makes this easier by indicating “stop” or “go” as you experiment with pricing. Once the traffic light has turned green, you can continue to adjust prices of cuts in order to aid inventory management. As long as the light stays green, you continue to meet or exceed profit goals.

So, what does it mean if you use the Price Calculator and you determine that your customers “would never pay these prices?” If you have entered accurate costs, then it means that you may be in the wrong marketing channel. In this way, the Price Calculator is useful not only for setting prices, but also to test the viability and profitability of marketing channels.

The Cornell Price Calculator was designed to simplify cost accounting, value the farmer’s time, and make pricing for each channel easier, all while ensuring the desired profit per head. The Price Calculator is also useful for calculating the carcass-to-retail yield for your animals and balancing consumer demand for each cut. Finally, the Price Calculator can be used to “test” marketing channels and even as a means to explain pricing to your customers.

This article is part 4 of a 4-part series. This material is based upon work supported by USDA/NIFA under Award Number 2015-49200-24225.



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Assistance due to weather losses: Disaster Program Reminders

The USDA Farm Service Agency would like to remind farmers, agricultural producers and land owners there are a variety of programs available to provide assistance due to weather losses including excessive cold, blizzards and icy conditions. Producers with losses are encouraged to contact the Farm Service Agency as soon as possible after a loss is apparent. Timeframes to report losses vary across programs from 30 to 90 days. Documentation of losses including dated pictures, veterinarian records, production records, purchase records and other similar records are very important. Here is an over-view of some of the programs applicable to extreme winter weather conditions:

LIVESTOCK INDEMNITY PROGRAM (LIP): Covers livestock losses in excess of normal mortality due to blizzards and excessive cold conditions. Losses due to low temperatures are based on two consecutive days of extreme (below zero) cold temperatures considering the wind chill. This varies for different ages and types of livestock. The temperature threshold, including wind chill for lambs is -10° F, young beef and dairy cattle -20°F, mature sheep -30°F and mature cattle -40°F. Losses must be reported within 30 days of when the loss is apparent.

EMERGENCY ASSISTANCE FOR LIVESTOCK, HONEY-BEES AND FARM RAISED FISH (ELAP): This program covers losses of purchased feed and/or mechanically harvested feed due to an eligible weather event. Eligible weather related honeybee losses include the loss of purchased feed, cost of additional feed purchased above normal, Colony Collapse Disorder and hive losses. A notice of loss must be filed within 30 days of the loss being apparent.

TREE ASSISTANCE PROGRAM (TAP): Provides financial assistance to qualifying orchardists and nursery tree growers to replant or rehabilitate eligible trees, bushes and vines lost by natural disasters. The loss must be in excess of 15 percent mortality (adjusted for normal mortality). Nursery trees include ornamental, fruit, nut and Christmas trees produced for commercial sale. A TAP application must be filed within 90 days of the weather event or from when the loss was apparent. Blizzards and freeze are eligible causes of loss.

EMERGENCY FOREST RESTORATION PROGRAM (EFRP): Provides payments to eligible owners of rural nonindustrial private forest land, including woodlots and sugar bushes, to carry out emergency measures to restore forest health including tree planting and debris removal. Blizzards and excessive winds are qualifying weather events. Notify the FSA office of potential losses. A special request by the FSA County Committee needs to be made in order to obtain funding for this program at the local level.

EMERGENCY CONSERVATION PROGRAM (ECP): Winter type losses can include the destruction of permanent fencing due to blizzards and high winds. Since this program requires the FSA County Committee to request funding, losses should be reported to the local FSA office as soon as possible. To learn more about the FSA Disaster Programs visit www.fsa.usda.gov. Producers in Franklin County are encouraged to contact the Franklin County FSA office at [151 Finney Boulevard](#) in Malone or calling [518-483-2850](tel:518-483-2850), option 2 for more information. Clinton & Essex County farmers can contact the Clinton-Essex FSA office by calling [518-561-4616](tel:518-561-4616), option 2 or visiting the office at [6064 Route 22, Plattsburgh](#).



Winter Farmers' Markets



TRIPLE GREEN JADE FARM

PRESENTS:

Winter Bread Market

FRESH BAKED • HAND-MADE • ORGANIC

JANUARY 6 - MAY 26



JOIN US SATURDAYS 9AM-12PM AT THE
FIRST UNITED METHODIST CHURCH
63 CHURCH ST, SARANAC LAKE



PRE-ORDERS WELCOMED & APPRECIATED!
TEXT OR CALL (518) 302-1828

WWW.TRIPLEGREENJADEFARM.COM

The Westport Heritage House
presents the

Indoor Country Market

February 3, March 3, April 7, 2018

LOCAL & FARM FRESH

WINTER VEGGIES

MEAT & POULTRY

ARTISAN BREAD

CRAFTS & HAND MADE GIFTS

10:00 - 1:00

The Westport Heritage House

6459 Main Street

Westport NY 12993

To become a vendor: medara.sherman@yahoo.com



Harvest News Briefs

Jeezum Crow Smokehouse Update

Jeezum Crow Smokehouse and Slaughter facility has been working hard trying to serve the ongoing demand of community members raising their own animals. Since opening our new facility we have processed over 400 animals from goats to pigs to beef to venison. On top of that, we processed three times the amount of meat into hotdogs, snack sticks, kielbasa, and more. The new facility has been great! We have met so many new farmers and “foodies” that love raising their own food for their family. We welcome everyone to stop and see us and try some of our products. We pride ourselves on our customer service and quality products.

Jeezum Crow Smokehouse offers on the farm slaughters in a humane fashion. Do you process your own pigs and want hams and bacon smoked? We can do that too. We offer such a huge variety of services and products we urge you to stop in. We also offer many other local products in our store, D & D Meats, including our very own Tappin N Sappin Sugarworks maple syrup, candy, and cream as well as over 140 of our in house made products including almost 20 types of sausage.

There is a reason we have been around almost 40 years; we evolve with our customers. If you would like to schedule an animal to be processed please give us a call at 518-493-2300 or check us out at jcjerky.com.



Craigardan Farm & Food Internship

Resident Internship positions are available to early-career individuals who have a strong interest in the ceramic arts, culinary arts and/or farming. Craigardan seeks individuals who are actively engaged and productive people who are curious and wish to discover more about the intersections of food, farming, and the arts. Interns are integral members of Craigardan’s community. This is an excellent opportunity for emerging artists and aspiring agriculturalists to gain a wide range of skills in a supportive experiential learning environment, and it can add significantly to a professional resume and portfolio.

Resident Internships are work exchange positions focused on the growth and education of the individual. Each participant receives housing and utilities, a farm share, a monthly materials and class budget, and either studio space, kitchen time, or a land section for their own cultivation in exchange for approximately 30 hours per week of work in the respective area of internship interest and responsibility. Participants are expected to spend an additional 15 hours per week on individual projects and attend all lectures and special programs. The internship program is rigorous, but participants will receive support, encouragement, knowledge, an enriching residency experience and professional development opportunities in return.

Interns receive a private bedroom in one of the shared houses. Each intern is provided a weekly farm-share, harvested fresh from Craigardan’s lands and our partner farms, and are invited to all community meals at Craigardan. Interns are responsible for purchasing additional groceries and preparing the remainder of their own meals in the family-style kitchen. They are encouraged to take time to explore outdoor activities and cultural opportunities in the Adirondacks and in the Champlain Valley: regions known for hiking, rock-climbing, biking, fishing, canoeing and swimming, along with food gatherings, music festivals, and multi-cultural events. Interns are responsible for their personal needs, additional expenses and transportation.

(Continued on page 11)

Harvest News Briefs

(Continued from page 10)

FARM AND FOOD Internship

The Farm + Food Intern will work directly with the Farm and Kitchen Managers in all aspects of our small-scale, working farm from seedling to plated meal. This position allows aspiring farmers to gain valuable insight into the day-to-day operations of a diversified farm. Interns will gain technical skills, academic knowledge, and hands-on experience through hard, rewarding work. They will study sustainable food production, seasonal food preparation and preservation, and land stewardship as they become ambassadors for a more sustainable food culture. Please visit www.craigardan.org/rip to learn more and apply. Deadline for applications is Sunday, April 1st 2018

Reber Rock Custom Butchering

Reber Rock Farm Butcher Shop is up and running! We'd love to work with local farmers to help them process their beef, pork or lamb. We will do on farm slaughter for minimum animal stress and convenience for the owner! We use all organic spice ingredients and many are grown here on the farm. Call or email Nathan with any questions:

www.reberrockfarm.com
info@reberrockfarm.com
 c. 518-573-8713

Thinking of Starting A Winery?

CCE Harvest New York has put together a report and interactive Excel spreadsheets on Starting a Winery in Northern New York: Winery Establishment Considerations and Costs.

The report provides a general overview of starting a winery in Northern New York. You will find information on current wine sales, markets, winery establishment costs, licensing resources, growing grapes vs purchasing grapes or juice, winery building, and potential financial help resources.

Additionally, we have created Excel spreadsheets to help you determine some start-up costs and considerations. Within the Cost Calculating Spreadsheet, you will find worksheets (tabs along the bottom) for Yield per Vine, Yield per Acre, a Tank Size Calculator (embedded in the Yield worksheets) and Production

Establishment Cost. Instructions are provided on the top of each worksheet.

NOTE: The spreadsheets can be used for the entire New York wine industry. They are provided as a general idea of the costs associated with establishing or expanding a winery and are not intended as a must-have list or an all-inclusive list. Visit https://harvestny.cce.cornell.edu/submission.php?id=47&crumb=farm-based_beverages4 for more information.

Farmers Market Legal Toolkit

The **Farmers Market Legal Toolkit** is an online resource designed to support farmers' markets throughout the U.S. by providing market managers with open-source legal tools. This Toolkit will help farmers market leaders build and grow resilient and accessible farmers' markets in their communities, while planning proactively to minimize their market's legal risk. To explore the Toolkit, visit www.farmersmarketlegaltoolkit.org. The Farmers Market Legal Toolkit is a four-year collaboration among the Center for Agriculture and Food Systems at Vermont Law School (CAFS), the Northeast Organic Farming Association of Vermont (NOFA-VT), and the Farmers Market Coalition (FMC). Funding is generously provided by the National Institute of Food and Agriculture at the U.S. Department of Agriculture. The Toolkit was created in response to recurring questions from market managers. It is built around the three most common legal issue areas that markets encounter: understanding business structures, accepting SNAP benefits, and managing risks. This online Toolkit provides legal resources, best practice recommendations, and case studies on enhancing market governance structures, accepting SNAP benefits, and managing common risks. Market leaders can use these legal tools to clarify responsibilities and expectations of markets, their vendors, and host sites, among others.

**Webinar: Thursday, February 1,
12:00-12:30 PM**

To learn about the legal toolkit, please attend this webinar. Register here: <https://attendeegotowebinar.com/register/7748182962671476994>

Upcoming Events, Classes, Workshops

Horse-Drawn Sickle Bar Mower Repair Workshop

**Saturday & Sunday, February 3 & 4
9:00am to 4:00pm**

RRF, 1699 Jersey St., Essex

Fix up your mowing machine to get ready for hay making next summer or just come to learn about mower repair and maintenance. The work will be collaborative as we learn from each other and each mower we work on. Come join the folks at Reber Rock Farm and other fun horse farmers for the week-end.

Registration will include a lunch each day. Click here to register (<https://www.draftanimalpower.org/2018-horse-drawn-mower-rendezvous/>) Price: \$60 to bring a mower (does not include parts). \$30 to audit (definitely expect to get your hands dirty). Any questions, please contact Donn Hewes [607-849-4442](tel:607-849-4442) or tripletree@frontiernet.net

Growing Alliums for Storage & Long Term Sales

Thursday, February 8, 9:30am to 3:30pm

CCE Saratoga, 50 West High St., Ballston Spa, NY

This will be an interactive meeting facilitated by CCE's ENYCHP vegetable specialists plus a grower panel. Key topics: Growing practices that lead to good storage, tips and tricks for harvest, drying and storage, and ample time for audience questions about garlic, leeks, onions, and shallots. \$30 registrations for enrolled ENYCHP members or \$35 for non-enrolled. Includes lunch and informational materials. To register online go to <https://enych.cce.cornell.edu/event.php?id=880>

Finance Office Hours

**Thursdays, February 8, March 1, & April 5
10:00am to 2:00pm**

Hub on the Hill, 545 Middle Road, Essex

Stop by any time to get some one-on-one or small group guidance on your farm's records and finances! These office hours are open to any type and size of farming operation, are question and answer format and are FREE! So bring your computer and your questions and stop by to get the resources you need to start the year off right with your books nice and clean! Lead by Kelsey O'Shea, Farm Business Management Specialist with the CCE North Country Regional Ag Team. Info on: accounting methods/software, setting up chart of accounts, basic accounting and tax questions, how to complete monthly and annual budgets, enterprise analysis, and more!

4th Annual Hudson Valley Value-Added

Grain School

Friday, February 9, 8:30am to 3:30pm

Pegasus Restaurant, 10885 Rte 9W, Cossackie, NY

Theme: Supplying Local Grains to Local Artisan Bakers. Our three main speakers have been part of the local grain economies in Quebec, Vermont, and New York and have years of experience in producing, milling, and baking with local grains, as well as with small-scale grain machinery. They will address these topics as well as what it takes to build a local grain economy. Topics: Developing a Local Grain Economy, Baking Breads with Locally Produced Flour, Crop Insurance, Growing Organic Grains for the Local Market, How Grain Quality is Affected by Soils, Soil Fertility, and the Environment, The Ancient Grains – A New Taste and Small-Scale Equipment. For all event details and registration: tinyurl.com/2018-Grain-School

Principles of Biological Systems

Sunday & Monday, February 11 & 12

Whallonsburg Grange Hall, 1610 NY-22, Essex

Explore how a renewed focus on qualities industrial agriculture forgot – flavor & nutrition – can transform our food system to better serve people and the planet. To register, visit <http://bionutrient.org/site/workshops>. Thanks to a generous donor, partial and full scholarships are available from the Essex Farm Institute for farmers wishing to register for the workshop. Scholarships are available on a first come first served basis. Farmers from the Adirondack Region and Western Vermont with 10 years or less experience will be prioritized. To apply send the following information to essexfarminstitute@gmail.com Name, Farm Name, location and contact (email, website, Facebook page, etc), Your role on the farm, Number of years of farming experience.

Log-Grown Shiitake: Economics and Management for a Profitable Crop

Saturday, February 17, 9:00am to 4:00pm

Whallonsburg Grange Hall

1610 NY-22, Essex

Anyone who is a resident of New York State or who farms in New York and is growing commercially, starting a new enterprise, or considering commercial production is welcome. The workshop will cover aspects of production important to selling mushrooms in NY, including safety, sanitation, marketing, and regulations. Those who attend one of the workshops or the online livestream are eligible to participate in an advanced training group and receive one-on-one

Upcoming Events, Classes, Workshops

support for the 2018 growing season, details at the workshop. **To Register:** visit www.cornellmushrooms.org/viability Cost: \$30/ person includes lunch and handouts. (online livestream 3/2 is \$20) (no person turned away for lack of funds - contact sfg53@cornell.edu for info.)

NOFA-VT Winter Conference

Sun-Tues., Feb. 18-20

University of Vermont, Davis Center
590 Main St., Burlington, VT
Beyond Borders: Our Role in the Global Food Movement. The NOFA Vermont Winter Conference is a highlight of the winter for farmers, gardeners, homesteaders and enthusiastic eaters. Please join us—and 1,200 of your fellow organic food enthusiasts—for three days of learning, inspiration, good food, great conversation, and community building. Flip through the program below, or click on the links to the left for full details about the conference. Questions? Call us at (802) 434-4122 or email winterconference@nofavt.org.

Small Scale Commercial Value-Added Dairy Production

Tuesday, February 20, 10:00am to 2:00pm

CCE, Clinton County, 6064 NY-22, Plattsburgh
This presentation will introduce you to the ins and outs of small-scale cheese, yogurt and other value-added dairy production. We'll be covering: How to get started, Funding opportunities, Examples of value-added businesses. \$15/person (\$20 for two members of the same family). Light lunch included. Register by calling Sara Bull at 518-561-7450 or register online at https://reg.cce.cornell.edu/SmallScaleValueAdded_209 Pre-registration is required!

2018 Eastern NY Fruit & Vegetable Conference

Tuesday & Wednesday, February 20 & 21

Desmond Conference Ctr., 660 Albany Shaker Road Albany. This two-day conference combines all of ENYCHP's traditional fruit and vegetable meetings into one large event in the Capital Region. Sessions will include two full days of tree fruit programing, one day of vegetable programing, a half day berry session and a half day business management session. Register before February 13th for a reduced rate! Hot Lunch and admission to the trade show are included with the registration fee. DEC Credits will be

available in the Tree Fruit, Vegetable, and Small Fruit Sessions. Register at <https://enych.cce.cornell.edu/event.php?id=881>

Feed Back: Growing and Sharing the Abundance

Thursday, March 1, 8:00am to 6:00pm

The Wild Center, 45 Museum Drive, Tupper Lake
FIRST NORTH COUNTRY FOOD JUSTICE SUMMIT On March 1st, 2018, farmers, business owners, farm workers, nonprofit leaders, government agencies, schools and institutions, and community members will come together at the Wild Center in Tupper Lake, NY. Together we'll address our region's issues of accessibility, inclusivity, nutrition, and justice from field to fork. Visit <http://www.essexfarminstitute.org/event/feed-back-growing-sharing-abundance/> for more info.

Food From the Farm: Eating Local in the North Country

Saturday, March 3, 2:00pm to 5:00pm

Plattsburgh City Gym, 52 US Oval, Plattsburgh
Meet the farmers and sample tasty dishes. Three local restaurant chefs will be preparing samples. Admission \$5/adult, ages 5 & under free, \$20 max per family. Includes plenty of food samples, door prizes, meet your farmers, access to farm products for sale, info on gardening and nutrition, family friendly fun with a kids' table, recipes, live music with The Library Jam Band. Contact CCE Clinton County for more info 561-7450. Or email Amy Ivy at adi2@cornell.edu or Sara Bull at slk95@cornell.edu.

Adirondack Harvest Annual Meeting

Tuesday, March 20, 7:00pm regional, earlier at chapter sites (see front page for all details)

Adirondack Harvest Festival

Saturday, September 15

Essex County Fairgrounds, Westport
Save the date! Details still to come, but plans include a hike hosted by Champlain Area Trail, an awesome farmers' market, agricultural demonstrations by farmers and local organizations, exhibits, live music, breweries, food trucks, pig roast., afternoon roundtable discussion, and more! For more info visit www.adkharvestfest.com or email Nancy Page at nancy@adkharvestfest.com.

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.



Cornell Cooperative Extension of Essex County
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