



"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."

Seeking New AH Forestry Members

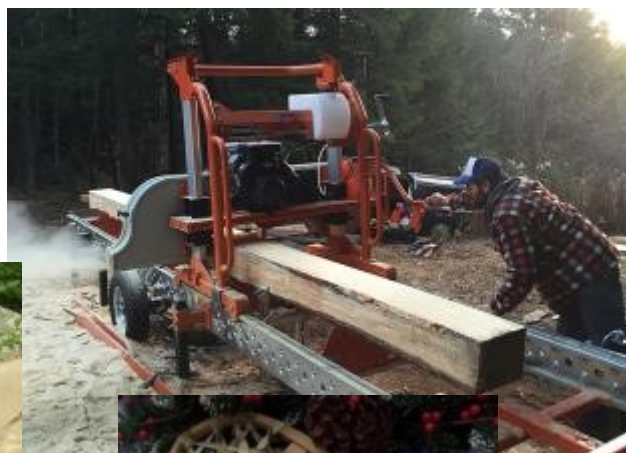
Do you know anyone who works with Adirondack wood? In conjunction with our NYS DEC Smart Growth grant, we are able to offer two free years of membership to any business working with wood harvested within the Adirondacks. This can apply to loggers, artisans and crafting woodworkers, sawmills (portable or permanent), firewood, tree services, custom lumber, mushrooms grown on local logs, cabinetry and furniture making and more!



The business should be within the delineation of the Adirondack Park blue line, but if it's outside the line and using wood harvested in the park that's fine.

We have already signed up 32 members in our forestry product category and would like to find as many as possible before our grant ends next year. At that point, we will no longer be able to offer the free membership.

Our board is currently working on possible marketing opportunities for our new forestry product members as this is a new direction for us. We are open to suggestions for any way that we can support forestry businesses within the Adirondack Park or any of our members!



Adirondack Destination Day

Adirondack Harvest, led by its Board President Theresa Whalen, went down to Saratoga Springs this summer for the Adirondack Destination Day at the Saratoga Racetrack. We brought goods from around 10 farms and producers, and were able to share the amazing bounty of the Adirondacks with the hundreds of people who were visiting the track that day. It was incredible to talk to visitors about the viability of farms in our region, and show off the producers we represent. People were especially intrigued with the notion of “real maple syrup” and its complex flavor when compared to the imitation varieties in grocery stores. We would like to extend a special thank you to the members who donated product including Oscar's Smokehouse, J. Gallup farm, Grá den Talún Farm, Rock Hill Bakehouse Cafe, North Country Creamery and Black Rooster Maple. Also, many thanks to The Hub on the Hill, Cornell Cooperative Extension of Warren County and Warrensburgh Beautification with help prepping the food and manning the tables. Thanks to Saratoga Apple for joining us at our table, and Lake George Area (Warren County Tourism) for inviting additional farms to participate including Nettle Meadow and Hidden Hollow Maple Farm with their own products to sample and sell. Do you want to be included in our next adventure?! Contact us and let us know!



Adirondack Harvest Chapter News

Essex County Chapter:

Our major event this fall was the third annual Adirondack Harvest Festival. New this year was a long table dinner the night before the festival. Sumptuous food provided by Farmstead Catering was served to over 80 participants in an elegant barn-like setting. Attendance at the main festival swelled to over 2,500 visitors and featured live music, local breweries and distilleries, local food trucks, lots of local farms and live demonstrations. The afternoon ended in a lively discussion of local food in the community featuring a round table moderated by North County Public Radio's David Sommerstein. This festival is supported, in part, by Adirondack Harvest, but is in fact run by a small committee in Westport, NY. Our 4-H kids even opened their dairy bar and served lots of ice cream during the hot day. All local farmers are welcome to vend at this annual event so if you are interested for next year please let us know. Photos: Wendy Meguid



Essex County Chapter

Contact Dan Rivera at 518-524-1931 or adkfarmerdan@gmail.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)
Contact Jeff Van Arsdale at 315-376-3621 or cedarhedgefarm@frontier.com to participate in the Western chapter.

Unless otherwise noted, all articles in the Harvest News are written by Anna Isserow, AH Coordinator or Laurie Davis, Admin. Contact them at 962-4810 x404 for submissions to upcoming quarterly newsletters.

AH Member Spotlight: Parker Family Maple Farm

By Anna Isserow

Amy Ivy and I went on an amazing set of member farm visits last month. We really appreciated everyone taking time out of their busy farm and family schedules to show us around. One of the stops we enjoyed was visiting Parker Family Maple Farm in West Chazy. Parker Family Maple Farm takes both the Family, and the Maple parts of their name very seriously and it was truly inspiring to spend some time there. The Parker family has owned the farm since 1889 and are now 5 generations into maple sugaring. They went from 1 acre to over 1,000 and plan to have around 100,000 taps ready for this year, including some brought from other land owners. My favorite part of the tour was an old dairy barn which has been renovated to house the bulk maple they store. The barn was built in the 1960's by a family member, Grandpa Earl, who is now 84. It provides a nice contrast to the newly renovated sugarhouse which is across the street. The blending of old and new is a great visual description of a family who takes their history as importantly as their future. The update to their sugaring facility includes a larger production area, and is geared toward increasing opportunities for agritourism. They

have safe viewing areas, and more options for people to come and see the operation. They also have a beautiful cabin inspired café which will be open for pancakes during maple season, and can be rented out for private events. Maple weekends are March 23-24 and March 30-31, 2019 this year, so mark your calendar and go out for a visit!



Students Visit Cross Island Farm



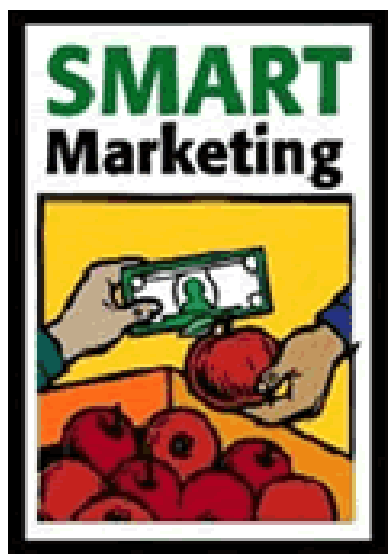
Recently a group of St. Lawrence University ecology students majoring in environmental studies and their professor, Katherine Cleary, visited Cross Island Farms for a permaculture workshop in the farm's Edible Forest Garden led by farm owner and garden creator, Dani Baker.

AH Member Spotlight: Farmhouse Pantry

Located on Rte 3 in Saranac, Farmhouse Pantry is an incredible hidden gem in our area. With a commitment to a warm welcome, fresh coffee, and incredible farm to table food, it is a must visit restaurant next time you drive by. The menu changes based on the season, and includes hot and cold beverages, soups, sandwiches, breakfasts, and a large selection of entrees. Their house-made desserts and macaroons are irresistible as well. Local farmer Taylor DeFayette, of Oregano Flats, (winter greens shares still available check out oreganoflatsfarm.com for more info) works at the restaurant. When asked what we should know about the establishment she said, "We want you to know that everything is local and organic; there is a tremendous amount of care put into the sourcing of ingredients." There is also a grocery section where you can support local farmers like Taylor when you go for a meal. What's your favorite thing on the menu we asked? "The fresh in house baked bread!" Taylor said. We use it for all of our sandwiches and you can buy loaves. Check their Facebook for hours and an updated menu. Farmhouse Pantry 3223 State Rte 3, Saranac, NY, (518) 293-5174, thekitchen@farmhouse-pantry.com



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Case Studies Show Value of Foods Produced in the Northeast

*Kristen Park, Extension Associate
Dyson School of Applied Economics and Management,
Cornell University*

This article summarizes some of the results of a large, multi-state project, “Enhancing Food Security in the Northeast through Regional Food Systems (EFSNE)” The full bulletin can be found at: “Case Studies of Supermarkets and Food Supply Chains in Low-Income Areas of the Northeast: A Cross Case Comparison of 11 Case Studies.” By Kristen S. Park, Miguel Gómez, and Kate Clancy, Extension Bulletin 2018-02, published by Charles H. Dyson School and Applied Economics and Management, Cornell University and the Northeast Regional Center for Rural Development at Penn State. (<https://dyson.cornell.edu/outreach/extension-bulletins/documents/>

[Cornell-Dyson-eb1802.pdf](#))

Introduction

The goal of the “Enhancing Food Security in the Northeast through Regional Food Systems (EFSNE)” Project, which you can access [here](#), was to better understand how regional food systems might address food security challenges in the region. As part of this USDA-funded project, researchers conducted 11 case studies to identify and measure a sample of regional versus non-regional food supply chains. The supply chains served participating supermarkets in low-income neighborhoods in five urban and four rural locations in the Northeast.

Researchers collected price margins (defined as the sale price minus the purchase price) for the following 7 food items: fresh apples, fresh potatoes, fresh cabbage, milk, ground beef, canned peaches, and frozen broccoli. They then calculated the economic activity generated by the companies in the supply chains in the form of aggregation and transportation. Each food item was studied in at least two different stores.

The researchers assessed how regional supply chains for these products are configured, how they operate, and how they compare to non-regional supply chains on transportation efficiency, share of retail price, and addition to economic activity. A regional supply chain was defined as one where the product is produced or grown in the region.

Findings

The Northeast region is an important producer of many of the food items, notably apples, cabbage, and fluid milk. It also produces potatoes for fresh consumption and for processing as chips and some cattle for beef processing. The region does not manufacture commercial volumes of canned peaches or frozen broccoli. A most notable, new finding is that a significant proportion of many of the food items that were purchased by the stores were produced within the Northeast (Table 1).

The milk supply chains were entirely regional; no non-regional chains existed. Even though many of the stores’ apples, potatoes, and cabbages were grown in the region, their supply chains were not any shorter than their non-regional counterparts. In other words, whether the supply chain was regional or non-regional did not affect the number of actors in the supply chain.

Past researchers have examined the food miles traveled by some specific products into a given market area. In the EFSNE study, regional supply chains had substantially fewer food miles and transportation costs than non-regional supply chains. And in each of the metrics used to evaluate transportation, distance, efficiency and cost as a percent of retail price, regional supply chains were shorter geographically, more efficient, and less costly than their non-regional counterparts (Table 2).

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Table 1. Percent of Stores' Selected Food Items Produced in the Northeast

Food Item	% of stores' purchases produced regionally	Regional production as a % of U.S. production
Apples	77%	16%
Cabbage, fresh	40%	20%
Potatoes	39%	5% ¹
Ground beef	n/a	n/a
Milk	100%	15% ²
Peaches, processed	0%	0%
Broccoli, fresh and processed	0%	0%

¹ Fresh and processing potatoes

² Includes all dairy products

Table 2. Regional versus Non-Regional Supply Chain Transportation Metrics

Product	Gallons		Gallons per cwt		Truck miles		Transportation cost-% of retail price	
	regional	non-regional	regional	non-regional	regional	non-regional	regional	non-regional
Apples	43	339	0.11	0.85	259	2,035	2.2	9.1
Cabbage	42	210	0.23	0.59	321	1,319	5.1	8.5
Potatoes	120	322	0.31	0.82	730	1,951	6.4	21.2
Ground beef	116	183	0.36	0.46	693	1,096	2.9	3.3
Milk	22	na	0.29	0.00	186	na	0.5	na
Canned peaches	na	na	0.00	0.55	na	3,261	na	6.1
Frozen broccoli	na	102	0.00	0.26	na	2,435	na	10

Despite the frequent availability of regionally produced products, many of these products were often not well labeled with information about where the product was grown. Transparency did not emerge as a major theme in supply chain interviews. Most stores did not know the origin of each of their products. In general, stores have more difficulty in knowing where products originate when their supply chains have multiple layers of intermediaries.

Conclusions

These case studies illuminate the extent to which regionally produced and non-regionally produced items are reaching independent supermarkets in low-income areas. The full study profiles the food items and explores the particular dynamics of each product in relation to its path to the study supermarkets.

The food supply chains in the U.S. are highly efficient in many ways. Yet emerging issues in food transparency, food waste, transportation costs and inefficiencies, and environmental impacts, along with growing interest in self-reliance may exert pressure on supply chains to change.

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How 'Bout Them Apples?

*By Todd M. Schmit (Associate Professor), Roberta M. Severson (Extension Associate), Jesse Strzok (former Production Economist, Eastern New York Commercial Horticulture Program), and Jose Barros (Undergraduate Research Assistant)
Dyson School of Applied Economics and Management,
Cornell University*

The apple industry is an important sector in the New York state (NYS) farm and food economy. In 2016, over 1,300 farms operated 46,860 acres to harvest 1.2 billion pounds of apples valued at \$317 million. The crop is split approximately 50-50 between fresh market and processed uses; however, an increasing portion of the crop has migrated to higher-value fresh markets in recent years (i.e. 56% in 2016). In 2016, 80% of apple receipts were from fresh market sales.

The apple industry represents production inputs at the farm level, storage, transportation, processing and sales to wholesalers, retailers or directly to consumers.

The 2014-15 *New York Apple Shipper, Wholesale Cider, & Fresh Fruit Directories* list 28 farms, distributors, and cold storage facilities with the ability to ship apples for export or gift cartons. The 2015 *New York State Processing Apple Buyer Directory* lists 6 businesses that purchase processing apples. Processors provide a variety of services, including freezing or drying, slices, branded or private label apple sauce, juice and cider, shelf stable juice, apple cider blends, apple fiber, pulp, and pomace. Four businesses are listed as apple processors and dealers. These businesses purchase apples for both in-state processors, such as Mott's, as well as processing apples for companies located out-of-state, including Pennsylvania and Michigan.

Hard cider and distilled spirits are receiving increased attention in the press. The directory lists 16 businesses that provide fresh or hard cider, flavored ciders, organic, or certified kosher cider. The NYS Liquor Authority listed 24 licensed farm cideries in 2014. Some orchardists with on-farm cideries are investigating and planting new and heirloom apple varieties to improve product quality. Other cidery operators are interested in purchasing unique apple varieties from apple farmers. The New York Cider Map and Directory lists 76 cideries within the state (West 2017).

The economic impact of production agriculture and the food processing sector can be difficult to quantify and may even appear small relative to other sectors as investment in mechanization may reduce the number of jobs and payroll. The NYS Apple Association asked the question, "What does the apple industry contribute to the NYS economy?" Todd Schmit, Associate Professor, Cornell University with a team of researchers worked together to answer the question.

The researchers used IMPLAN software, which uses Input-Output analyses, to conduct the analysis. The Input-Output (I-O) method focuses on and measures the activities needed to produce a good and is an analytical technique for explaining the interconnectedness of an economic system.

The following metrics are used to describe an industry's contributions to the economy. This article presents only output and employment results; however, the results for labor income and value added are included in the full report.

- Output
 - * The value of industry production in producer prices; for manufacturers = sales + changes in inventory, for service sectors = sales
- Employment
 - * The average annual number of jobs, both full and part time. Not full-time equivalents.

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- Labor Income
 - * All employment income; employee compensation (total payroll cost) + proprietor income (self-employed+ unincorporated business owners).
 - Value Added
 - * Gross regional product derived from income paid to owners of the factors of production. Output - cost of intermediate inputs. Includes labor income, other property type income, and taxes.
- Source: IMPLAN (2016)*

Table 1. Economic Contribution of the Apple Industry in New York State, by Sector, 2016 dollars

Contribution Metric by Industry Sector	Direct Effect ¹	Indirect Effect ²	Induced Effect ³	Total Effect ⁴	Contribution Multiplier ⁵
Output (\$ million)					
Agricultural support services	11.9	1.6	5.7	19.2	1.62
Fruit and nursery stock	7.1	0.6	2.9	10.6	1.49
Farm production	317.0	116.0	141.0	574.0	1.81
Processing (frozen, canned, dehydrated)	838.8	318.5	149.8	1,307.1	1.56
Hard cider and apple wine	129.8	52.9	36.2	218.9	1.69
New York Apple Association	3.1	0.8	1.2	5.2	1.65
Public R&D - Apples (Cornell, CCE)	2.2	1.1	0.3	3.6	1.65
Total	1,309.9	441.3	314.3	2,065.5	1.58
Employment (average annual number of jobs)					
Agricultural support services	265	7	36	308	1.16
Fruit and nursery stock	81	5	18	104	1.28
Farm production	5,605	525	886	7,016	1.25
Processing (frozen, canned, dehydrated)	1,635	1,441	940	4,016	2.46
Hard cider and apple wine	425	252	228	905	2.13
New York Apple Association	6	5	8	19	3.19
Public R&D - Apples (Cornell, CCE)	16	6	2	24	1.49
Total	8,033	1,849	1,989	11,872	1.48

Source: IMPLAN (2016), author calculations

¹Direct effects represent total activity (sales, employment, labor income, value added) by respective industry

²Indirect effects represent all activity by the backward-linked supply chain industries.

³Induced effects represent additional industry activity due to consumption out of labor income.

⁴For each industry, the sum of the direct, indirect, and induced effects equal the total effect. Summing the direct effects across industries will equal the total shown; however, summing the indirect and induced effects across industries will not as we account for existing inter-industry linkages within the apple supply chain.

⁵The implicit multiplier is calculated as the total effect divided by the direct effect.

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To estimate the economic contribution of the apple industry to the NYS economy, researchers combine the “direct” economic effects from apple production and processing with the ripple effects they have across the economy. The direct effect is measured using apple and apple product sales and adds purchasing patterns of all the products and supplies used directly in the apple supply chain. The direct effect for processed apple products, however does not include the farm value of its apple ingredients, because it is measured under apple sales at the farm level. Thus, the value of the apples is only counted once across the entire analysis.

If we use the analogy that direct effects are the “splash” of the apple industry activity and that indirect effects are the subsequent ripples of purchases by the suppliers in reaction to providing goods or services to the apple industry, induced effects are the ripples of wages and proprietor income being spent in the NYS economy.

The results show \$1.3 billion in direct contributions (total gross output) from the apple supply chain (Table 1). The apple supply chain also created an additional \$441.3 million and \$314.3 million in indirect and induced effects, respectively. When the direct, indirect, and induced contributions are combined, we see that the apple supply chain contributed \$2.1 billion to the industrial sales in NYS in 2016.

Contributions from specific apple supply chain sectors (i.e., for farm production, services, processing, marketing and public research and extension) are also shown in Table 1. Note that the direct contributions from each industry sector can be added together to get a total direct value, but neither the indirect nor the induced impacts can be summed across sectors. For example, when looking at the processing (frozen, canned, and dehydrated) sector in isolation, a portion of the \$318.5 million in indirect output includes backward-linkages to apple farm production sector already accounted for in processor purchases of local apples from apple farms.

The output contribution multiplier for the aggregate apple supply chain in NYS (i.e., the sum of the direct, indirect, and induced effects divided by the direct effect) is 1.58, meaning that for every dollar generated in the apple industry (broadly speaking), an additional \$0.58 is generated from inputs into the apple supply chain (Table 1).

Table 1 also displays the contribution employment metrics. The economic contributions from employment in the apple industry supply chain in NYS are estimated at 11,872 jobs, 8,033 jobs through direct employment and an additional 3,839 through non-apple, indirect and induced industry effects. (Note that jobs are not full time equivalents) In total, for every job generated by the apple industry, another 0.48 jobs are supported in backward-linked non-apple industry sectors.

As with industry output, most of the indirect and induced jobs are generated by agricultural manufacturing activity. Indeed, the apple processing industries each have employment multipliers that exceed two, well above the apple farming multiplier of 1.25. The result illustrates the strong linkages processors have to the farm sector as part of the indirect effects for processing include on-farm employment.

The general objectives of this research were to better understand the apple supply chain’s total economic contributions to the NYS economy and to demonstrate the strong ripple (multiplier) effects the industry has. Readers are directed to the *Economic Contributions of the Apple Industry Supply Chain in New York State, Cornell University, Charles H. Dyson School of Applied Economics and Management, Extension Bulletin (EB 18-03)* for further understanding of the analysis and, importantly, to learn more about the distribution of the indirect and induced effects, by industry, generated by all apple industry supply chain activities.

This work is supported by a grant from the New York Apple Association (NYAA). Appreciation is extended to the NYAA for assistance in data collection, Matt Wells (Lake Ontario Fruit Program), Lindsey Pashow (Harvest NY), Cornell Cooperative Extension; Jenn Smith (NY cider Association); and Frederick Tamarkin (Hunter Rawlings III Presidential Research Scholar, Cornell University).

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Photo credit:
CCE Harvest NY

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An opportunity may exist for supply chain members to work collaboratively to identify regionally sourced perishable products (e.g., apples, cabbage, milk, potatoes). Prominent labels and signage may increase the sale of these and other regionally produced products. Stores may still need to rely on their wholesalers to coordinate regionally grown products. In this case, labeling products at the farm-level would be extremely important in order to maintain the identity of the product through the supply chain.

This study both shows the need and opens the door for more research on many other foods. The research makes a substantial contribution to understanding the system which can lead to beneficial policy and marketplace changes in the Northeast food system.

About the EFSNE project

EFSNE is supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, under award number (#2011-68004-30057) and is led by the Northeast Regional Center for Rural Development. Any opinions, findings, conclusions, or recommendations expressed in this publication do not necessarily reflect the view of the U.S. Department of Agriculture.

Essex County Cheese Tour

On October 7th, North Country Creamery, Asgaard Farm, and Sugar House Creamery hosted their fifth annual Cheese Tour. Even though it was a chilly day, turnout was good and the cheese selection was fabulous. Each farm showed off their operations and had a full variety of cheeses that ranged from a complex camembert to a dill farmers cheese. With something for everyone, including goat sightings and cheese cave visits, the Cheese Tour is definitely an event to look forward to each year. Thank you to our incredible farmers for opening up their farms to the public, we know it's a difficult task, but connecting people to their food system is so important.



Conference and Travel Benefit for AH members

Don't forget, if you are an Adirondack Harvest member you are eligible for up to \$100 in meeting/conference, travel, meals and accommodation fee reimbursement. To qualify, you must submit a request form (available by emailing us) along with receipts. In addition, you must write up a very brief summary of something you learned your travels that would benefit our other members. The AH board will review your application and if approved, you'll be issued a reimbursement check for up to \$100. This fund is available every year, but can be limited depending upon usage.

International Cuisine Tour

In mid-October, several Adirondack Harvest members were able to participate in a two-day tour involving the newly formed northern NY cuisine trails and the well established Quebec and Ontario cuisine trails which form the Circuit du Paysan. David Gillespie, a Canadian farmer, Keene resident and one of the founders of the Canamex (Canada/America Exchange) group, arranged for this fascinating and delicious tour of our neighbors to the north. Twenty representatives from the North Country were joined by another 20 from Vermont as part of an effort to possibly combine NY, VT and Canadian cuisine trails into a thousand mile international cuisine trail. If realized, it would be the longest cuisine trail in the world. All factions were eager to cooperate and move ahead with plans for collaboration. The Canadian hosts could not have been more gracious! We started at Chazy Orchards, a new Adirondack Harvest member, before crossing the border to Quebec. An interesting and tasty two days!



PRICING RENTAL FARMLAND IN NEW YORK

It can be difficult to find the “right price” for your rented farmland: rents can vary depending on dozens of factors related to the agricultural potential of the land, the expectations of the owner, and the needs of potential renters. However, there are a few simple approaches and resources that can help in setting a fair rental rate.



Market rate: The market rate is set by supply and demand: how much land is available, how many farmers are competing for farmland, and the potential profitability of the land. As a landowner, it is useful to know rents charged for nearby parcels of farmland.

To determine the market rental rate in your area, ask a neighbor, check rental listings online or in agricultural newspapers, or contact your local cooperative extension office. The USDA also tracks average county cropland and pasture rental rates (<http://bit.ly/coCashRents>).

Rule of thumb: Many farmland owners charge 2-3% of the land's value each year. Not sure of your land value? Check the appraisal from your original purchase, arrange an independent appraisal, review records of your and comparable land at your county clerk's office (many counties provide this information online as well), or look up county-level farmland sales prices and other statistics at: <http://www.farmland.dyson.cornell.edu>. USDA estimates of average county farm real estate values, published every 5 years, may be useful as well: <http://bit.ly/nyAgLand>.



Covering ownership costs: Many farmland owners' primary interest is that rental payments cover all costs (or a substantial portion) of land ownership. Landownership costs include:

- **Property taxes** on land and some buildings. Note that an agricultural assessment (<http://bit.ly/agassess>) can also lower your property taxes.
- **Insurance expenses**
- **Mortgage interest**



Harvest News Briefs

Farmland Finder

Farmland for a New Generation New York helps farmers seeking land and landowners wanting to keep their land in farming. On this website, you can register to post farmer and property profiles, search for farmers or search for farmland, learn about upcoming events, and browse resources and organizations throughout New York State. Check it out at nyfarmlandfinder.org. The program offers a statewide Resource Center with expert advisors and a website featuring training materials and listings of farmers in search of land as well as land available for farming. *Farmland for a New Generation New York* also supports a network of Regional Navigators, or partner organizations with dedicated staff, that provides training and on-the-ground customized support for farmers and landowners in regions across New York.

Northern NY Farm Internship Program

This is a service program for farms so that they may post internships on their farm operations in the Northern New York six county region (Clinton, Essex, Franklin, Jefferson, Lewis, St Lawrence) with the stated purpose of increasing the number of college students participating in internships on farming operations in Northern New York in addition to formalizing the application and selections process to ensure the best placement of students on operations to encourage positive results. Internships will be offered during the summer months in addition to during the winter recess from the university. The internships must be a minimum of 2 weeks long, with the preferred length of 6-12 weeks. The NNY Regional Ag team with CCE will connect your job or internship posting to university students and graduates at several universities in our region. The jobs are also posted here: https://ncrat.cce.cornell.edu/job_opportunities.php Email Kelsey O'Shea, kio3@cornell.edu with job Descriptions.

New Farmers Grant Fund

Empire State Development (ESD) and the New York State Department of Agriculture and Markets announced \$1 million in funding is available to assist early-stage farmers through the New York State New Farmers Grant Fund. The program, now in its fifth year, promotes growth and development in the state's agriculture industry. To date, \$3.27 million has been awarded to nearly 90 farms throughout New York State to expand their operations and improve their profitability. Applications and guidelines are available at <https://esd.ny.gov/new-farmers-grant-fund-program>

NY Dairy Farmer Survey

NYS Commissioner of Agriculture and Markets is interested in hearing from NY dairy farmers regarding the status of the dairy industry and their ideas as to improvements that could be made to various programs and institutions that impact the financial environment of dairy markets. Please kindly share this survey through any and all communication means you have available to you so that we can get an accurate representation of the current thinking of our dairy farmers. The survey will remain open until December 3, 2018. The results of the survey will be collected and summarized by staff of the NYSDAM. The survey does not take long to complete. You can take the survey here <https://www.surveymonkey.com/r/GWC9YH3>

SARE Farmer Grants

Northeast SARE Farmer Grants are intended for farm business owners and managers who would like to explore new sustainable production and marketing practices, often through an experiment, trial or on-farm demonstration. Reviewers look for innovation, potential for improved sustainability and results that will be useful to other farmers. Call for Proposals by November 27, 2018 11:59 p.m. EST. Funded projects will be announced in late February 2019, and projects may begin in the spring. Application materials, including detailed instructions and supporting documents, are posted on the Northeast SARE website at www.northeastsare.org/FarmerGrant.

Upcoming Events, Classes, Workshops

Charcuterie Intensive Workshop

November 3 & 4, Reber Rock Farm, 1699

Jersey St., Essex, NY

In this 2-day intensive, learn to confidently cure meats via salting, dehydration, smoking, and fermentation. We will begin with a half hog, and spend two days turning every scrap of it into charcuterie, from fresh sausages to smoked hams, pates and hard salamis. In addition to learning salumi craft, you'll engage with me and your classmates about topics of sustainable farming, mindful slaughter, artisan butchery, and inspired cookery. You'll get to taste your creations at a culminating class feast, and you'll get to take projects home to finish on your own. Best of all, you'll join a growing cohort of ethical meat practitioners in touch via social media, direct email, and community gatherings. Cost: \$350/person includes copies of The Ethical Meat Handbook and Pure Charcuterie. Register at <http://www.mereleighfood.com/books/newyork>

Introduction to Maple Syrup Production

November 6 to December 11

Webinars on Tuesday evenings from 6:30 p.m. - 8:00 p.m. EST. Online courses are led by expert farmers and extension educators, who guide students through the latest research-based information to help improve efficiency and increase profit on small farms. Registration and full details here: <http://smallfarms.cornell.edu/online-courses/course-descriptions/introduction-to-maple-syrup-production-bf-152/>

2018 Cornell Agribusiness Strategic Marketing Conference

November 7 & 8, Crowne Plaza, 101 Olympic Drive, Lake Placid, NY

- Brand development for a competitive market
- Collaborative approaches to marketing
- Multi-channel selling strategies
- Technology adaption with your brand

All members of the agricultural community are encourage to attend! Registration fee: \$75. Farmer scholarships available. For registration, agenda, and conference information click on dyson.cornell.edu/outreach/strategic-marketing-conference

Fitting Cover Crops in Vegetable Production Systems

November 8, 7 to 8pm, webinar.

Speakers: Mike Davis, Willsboro Farm Manager, Chuck Bornt and Amy Ivy, Regional Vegetable Specialists. Register here: <https://enych.cce.cornell.edu/event.php?id=1008> We'll share our research results with you and welcome your questions. You will need a computer or smart phone with high speed internet access. Free. For more information contact Amy Ivy at adi2@cornell.edu or 518-570-5991.

Recent Research Results with High Tunnel Vegetable Crops

November 29, 7 to 8pm, webinar

Focusing on winter spinach fertility, earliest warm season crops, red bell pepper varieties, pruning and training peppers and cherry tomatoes. Speakers: Mike Davis, Willsboro Farm Manager, Judson Reid and Amy Ivy, Regional Vegetable Specialists. Register here: <https://enych.cce.cornell.edu/event.php?id=1013> We'll share our research results with you and welcome your questions. You will need a computer or smart phone with high speed internet access. Free. For more information contact Amy Ivy at adi2@cornell.edu or 518-570-5991.

Expand Your Tunnel Vision II

December 3 & 4, Manchester Downtown Hotel, 700 Elm Street, Manchester, NH

2018 high tunnel production conference. Want to fine-tune your high tunnel crop production? This conference is for high tunnel vegetable growers and agricultural service providers of all experience levels. There will be plenty of opportunities to share expertise and learn from one another. Register by November 26, 2018 To Register: <http://bit.ly/TunnelVision2> Questions? Contact Teresa Locke at 603-787-6944 or teresa.locke@unh.edu. \$75 for first participant, \$40 for additional participants from same farm, or for students. The fee covers both days & includes lunch on Day 2. There is no discount for only attending one day.

Upcoming Events, Classes, Workshops

Beef Producer Discussion Group

December 4 (Essex County) & 5 (Clinton County) 5:00pm (Site TBD)

This discussion group will be held by Cornell's Mike Baker. Preliminary topics include: Nutrition, finishing, Marketing, Factors affecting meat quality, Sire selection, Stocker cattle, Handling facilities, Vaccination/health protocols, and Record keeping and analysis. He also wants you to ask the question: what is preventing me from being profitable or what barriers do I need to overcome to expand my operation? In addition he will also visit your farm. For more information or to schedule a farm visit call Carly Summers at 518-962-4810 x409.

FSMA Preventative Controls Qualified Individual for Human Food

January 7-9, CCE Jefferson County, 203 N. Hamilton St., Watertown, NY

This 2.5 day course will fulfill FDA Requirements for FSMA Qualified Individual Training through the Food Safety Preventive Controls Alliance and AFDO. The course will include opportunities for participants to review the final rule and participate in classroom exercises to better understand the regulation. This class will enable the attendees to become PCQI certified to help them meet FSMA requirements of having a qualified individual develop and apply their food safety plan. At the conclusion of the course, participants will receive their PCQI certificate issued by the Association of Food and Drug Officials (AFDO). Cost is \$700 per person. CCE Dairy Processing Specialist Barb Williams has made arrangements with Greg Hart from WDI to help offset the costs of the course. Participants who register with WDI by the beginning of December can be reimbursed \$450 upon successful completion of the course. Please have anyone who is interested in this contact Barb at bw495@cornell.edu to get the process started.

NOFA 2019 Winter Conference: Climate of Change

January 18-20. Saratoga Hilton & City Center, Saratoga Springs, NY

This year's theme—Climate of Change—recognizes the ever-changing world in which we live. It is not only climate change, but also changing markets, changing policies, and a changing understanding of how we relate to the earth and each other. This theme explores how we can remain resilient as an organic community. Our parallel Seed Conference will teach us how to exist as a truly self-sustaining, full circle. Keynote speaker is Leah Penniman of Soul Fire Farm. Farmers of the Year are Fred and Karen Lee of Sang Lee Farms. Additional speakers will provide well-rounded information on how to farm, garden, and eat in our ever-changing environment and our 13 workshop tracks will provide introductory-level to advanced-level information on everything from beekeeping to marketing to the Farm Bill to organic certification. As always, our conference strives to inspire, inform, and provide an opportunity for networking, reciprocal teaching, and learning. Register at <https://nofany-winterconference.squarespace.com/>

Artisan Dairy Food Safety Coaching

February 26 & 27, 194 U.S. Oval, Room 200, Plattsburgh, NY

Open to All Artisan & Farmstead Dairy Producers in the New York, Massachusetts, Connecticut, Vermont, and New Hampshire Region. Learn about the FDA's Preventive Controls for Human Foods – food safety plan concepts, components and requirements. Participate in coaching sessions to create a new plan or review your current food safety plan to help protect your consumers and your business. Hear about practices to maintain, monitor, and control cheesemaking operations to manage food safety concerns. Deadline for registration is Feb. 12. Course is offered at a reduced price of \$49 (\$600 value). Register at <https://dairyextension.foodscience.cornell.edu/content/0226-2719-artisan-dairy-food-safety-plan-coaching-workshop/>

ADIRONDACK HARVEST MEMBERSHIP FORM

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

Name _____
Address _____
Phone _____
Email _____

Please circle type of membership:

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

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



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