

MARCH 2024 AG REPORT

Cornell Cooperative Extension Sullivan County

TECHNICAL ASSISTANCE:

Farm Visits: 5 Technical Assistance/Inquiries: 138 Soil Tests: 8

Business Planning, Tax Forms, Ag Assessments, Beginner Farmer, NRCS programs, Markets, FSA Farm ID numbers, Establishing a business in NYS, Sullivan County Revolving Loan Fund, Ag Districts, Farm Tax Info

Catskills Kitchen: 4 renters using the commercial kitchen. Technical assistance was provided to 13 inquiries on licensing, permitting, testing, labeling, packaging and food business start up for businesses start ups such as value added production for mushrooms, shiso tea, apple cider vinegar, honey flavors, spiced cider along with prepared foods, baked goods and herbal soaps.

Horticulture: Technical Assistance was provided to 40 contacts on seed starting, composting and invasive species, soil testing and native plants.



PAST WORKSHOPS

Marketing Your Farm Series: Tips & Tricks of Marketing Tools (3/13/24) – Lindsey Wilcox from Centermost Marketing presented on different marketing tools & techniques farmers could use to market their farm business.

Agricultural Funding Webinar Series: Local Funding (3/14/24) – The Agricultural Funding Webinar Series, Melinda Meddaugh, Jennifer Flad, Duane Stanton presented on local and private funding opportunities. The webinar was recorded and will be added to our You Tube channel.

Starting at Square One Veteran Farmers Cohort – January - April 2024 – Each session Taylor from CCE, along with Cornell Small Farms educators, present on a variety of starting your farm topics and have 30–45-minute discussions with the cohort. 33 registered, 10 attendees

Farm Beginnings: How to Start Your Own Farm (3/21/24) – Melinda Meddaugh & Michelle Proscia presented some of the key steps when starting your own farm business and explained some important items to consider & know when building a farm business. Erika Malmgreen, owner and operator of Winterton Farms, shared her experience starting her own farm and shared information about her farm business. 30 registered, 30 attendees.

Marketing Your Farm Series: Where to Start (3/27/24) – Erik Hassert from Hudson Valley Agribusiness Development Center presented on the bigger picture items to consider when creating a marketing plan for your farm business.

Farmer Mixer at Seminary Hill (3/28/24) – 24 people attended the farmer network event for aspiring, beginner, and seasoned farmers.

Seed sowing and Planning a Successful Garden (3/7/24) in person workshop with Livingston Manor Library on gardening in Sullivan County. CCE educators discussed tips on gardening and garden troubleshooting, seed starting, planting timelines, and natives. 20 attendees

UPCOMING WORKSHOPS for April/May

- **Marketing Your Farm Series**, Class #3 Get the Scoop on Marketing with Kendra from The Herbal Scoop (04/10/24)
- **Farmer Mixer** at Somewhere In Time Farm (4/30/24)
- **Business Planning Series**, Class #1: Create Your Business Plan (04/08/24) and Class #2: Create Your Financial Workbook
- **Caring for Trees & Orchard:** A Series, Class #1 Farm Tour of Majestic Farm rescheduled to April 18th, Class #2 Farm Tour at Wild Russet Farm April 11th, Class #3 Bench Grafting Workshop April 25th
- **Land Leasing Legal Considerations** (5/1/24)
- **Farm Insurance 101** (5/2/24)

LAND ACCESS, AG ZONING, FARMLAND PRESERVATION PROJECTS

- **Land Access:** Staff are working to develop land access workshops for 2024. These workshops include a Realtor Workshops where they will receive CLE credits, which we anticipate hosting in June, a land leasing series for farmers and landowners and succession/estate planning workshops in the fall.
- **Municipal Training:** CCE, Planning and the County Ag Board are working to develop workshops on agriculture for municipal officials. Workshops will focus on conservation easements, agri-tourism and a farm tour for municipal officials. We anticipate the Ag Focused training for municipal officials to launch this fall.
- **SC Ag Board:** The Sullivan County Ag Board met on March 20th to discuss upcoming workshops on topics related to land access, ag districts and municipal trainings. For May, the Ag Board will be reviewing Ag District applications.
- **Ag Zoning:** Staff provide technical assistance to municipalities on ag zoning and other land use topics. Staff provided technical assistance to 4 people on this topic.
- **Agricultural Districts:** The 30 Day window for enrollment into Ag District #1 and Ag District #4 is from April 1-April 30th. The application period has been promoted on social media, website and press release. A detailed web page has been created on the CCE Sullivan website to provide resources to both landowners and municipalities. The board will present their recommendations after they meet in May to the County Legislature in June, with a proposed public hearing in July and a vote to include the additional parcels in August. For more information on the County Ag District program visit: www.sullivancce.org/agriculture/farmland-protection-ag-districts-vs-assessments. Staff provided technical assistance to 6 people on ag districts.

SULLIVAN FRESH PROGRAM:

- Staff continue to support almost 600 people per week through the Sullivan Fresh Community Cupboard. As part of the program, we have secured funding to purchase fresh products for the program from local farms. We have also started to partner with the Callicoon Farmers Market to secure end of market donations from farms, that in turn get delivered to people through our program. Heller's Farm donates produce each week, while Sprouting Dreams Farm helps to deliver it to our facility each week.
- Staff are also in the process of organize the Mobile Market program and Monticello Farmers Market, working to recruit additional farmers to the market.



AGRICULTURE & FOOD SYSTEMS

SPRING 2024



OUR TEAM & PROGRAMS

Our Ag & Food Systems team has grown, enabling us to provide more programs, events, and support for our community! To learn more about our programs visit our website!



<https://sullivancce.org>



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Cornell Cooperative Extension Sullivan County provides equal program and employment opportunities. The public can contact the office to request accommodations.



Agricultural Production



Field Crops



Vegetables



Livestock



Fruit



Pest Management



Disease Management



Soil Tests for Farms



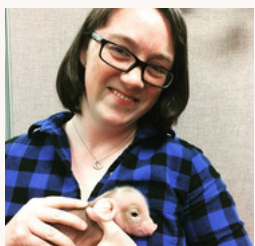
Farm Visits

OUR TEAM



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PROGRAM HIGHLIGHTS

Beginner Farmer Program

Assisting beginner farmers through workshops, farm visits, farmer to farmer mentoring, and more!

Regional Navigator and Farmland Protection

- Farmland Protection
- Land Access
- Ag Districts & Ag Zoning
- Climate Resiliency

Horticulture Program

- Invasive Species
- Native Plants
- Soil Tests for Home Gardens
- Garden Trouble Shooting
- Tree Care Resources



Local Food Systems

- Sullivan Fresh
- Farmers Markets
- Farm to School
- Direct to Consumer
- Trainings and Connections for Farmers

Catskills Farm Food Safety Training



Protect your farm & your customers!
Learn how to become compliant with the new FDA Produce Safety Rules.

Farm & Food Business Program

- Catskills Kitchen - Food Business Incubator Program
- Business & Marketing
- Wholesale Market Readiness
- Technical Assistance & Workshops