

NOVEMBER 2024 AG REPORT

Cornell Cooperative Extension
Sullivan County

TECHNICAL ASSISTANCE:

Farm Visits: 2 Technical Assistance/Inquiries: 109 Soil/Hay Tests: 11

Technical Assistance was provided on Pond weed, seed saving, pest ID, invasive species management, soil testing, fruit tree troubleshooting, ag districts, ag zoning, farmland preservation, farm funding, farm food safety, livestock processing, orchard management, starting a farm, ag taxes, livestock production, vegetable production, access to wholesale markets, business planning, land access.



CATSKILLS KITCHEN FOOD BUSINESS INCUBATOR PROGRAM

The Catskills Kitchen program continues to receive inquiries and interest. For November, we onboarded two new producers: One is a caterer starting a new businesses that will incorporate local farm products into the menu, and a farmer that is part of our Mentorship Program, who will use the kitchen to produce value added products from produce from his farm.

We are also in the process of developing monthly cooking classes in the Teaching Kitchen and are planning to offer a training for new producers on how to start a value added business.



SULLIVAN FRESH PROGRAM

The Sullivan Fresh program, which includes the Sullivan Fresh Markets and Sullivan Fresh Community Cupboard had a successful year of getting farm products out into the community, through a variety of NYS programs. Here are the numbers for 2024:

TOTAL FARMS PURCHASED FROM: 16

TOTAL VALUE OF FARM PRODUCTS PURCHASED: \$34,399.00

TOTAL FARMERS MARKET NUTRITION COUPONS REDEEMED: \$7,375.00

TOTAL SNAP INCENTIVE PROGRAM COUPONS REDEEMED: \$4,520.10

PAST WORKSHOPS

Farm Succession Planning 11/5: 48 registered, 16 attended- Led by David Chamberlain from NY Farm Net, this webinar covered strategies for smooth and successful succession and transfers focusing on financial, emotional and legal challenges for farm families.

Community Preservation and Farmland Protection 11/13: 27 registered, 17 attended-Micheal Sweeton from Orange County Land Trust, Kaylan Hubbard from Delaware Highlands and David Behm from NYS Ag and Markets presented on conservation easements and their role in protecting farmland, community preservation plans and state funding opportunities. Participants earned 3 training credits for attending.

Farm Business Training Series (10/16 - 11/06): 25 attended. We offered a specialized farm business training series, partnering with Hudson Valley Agribusiness Development Corporation (HVADC). Participants worked with consultants, business owners, and Extension Educators to develop and write a Business Plan. Workshops were held in person and virtually through live sessions via Zoom and parallel participation through Teachable. Upon completion, participants who attended all 4 live sessions and completed all series activities, were offered a \$500 stipend to assist with participation and beginning steps for establishing your business.

Farmer Mixer at ALL Family Farm co-hosted with the Hudson Valley Young Farmers Coalition (11/06): 33 people attended. Veteran Farmers Misty and Nate Allnach hosted the November Farmer Mixer at ALL Family Farm in Middletown, NY.



UPCOMING WORKSHOPS for November

Growing Microgreens with Painter's Hill Farm (12/4), 5:30-

6:30pm: Taught by Manon Frappier, participants will set up and take home their own large tray of microgreens learn about growing techniques, seed varieties and benefits of microgreens.

Wholesale Market Readiness at Willow Wisp Organic Farm, co-hosted with Farm Arts Collective (12/9), 6:00 - 7:30pm: Participants will learn about grading, labeling, packaging, and food safety processes to sell products wholesale. The owner and operator of Willow Wisp Organic Farm, Greg Swartz & CCE Ag Production Program Manager, Michelle Proscia will explain how to prepare your farm and products to sell wholesale with an emphasis on food safety standards with time for questions. This workshop will also include a wash & pack barn tour. Following the tour & presentation, stay for networking time with food & drinks provided by Willow Wisp Organic Farm.

Beginner Farmer Mentorship Cohort Meet Up (12/11): This cohort meet up will be a virtual event for mentees in our Beginner Farmer Mentorship Program. As the 2024 program is coming to an end, this virtual event will be an opportunity for mentees to reflect on the mentorship, and how to best plan for their farm business in the future.

Farmer Mixer at The Dale Pizza (12/16), 5:00 - 7:00pm: The December Farmer Mixer will be hosted at The Dale Pizza in Mountaintdale, NY. The Dale Pizza often uses products from local farms in Sullivan County for their pizzas. This Farmer Mixer will be the last of 2024, and will be an end of season opportunity for season aspiring, beginner, and seasoned farmers to connect.