Guide to Farming in Otsego County, New York

Resource Guide for Agricultural Producers and Agribusinesses

A companion to Guide to Farming in New York State, published by Cornell Small Farms Program

Cornell Cooperative Extension | Schoharie and Otsego Counties
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Introduction

We are excited to release the *Guide to Farming in Otsego County, New York*, which provides farmers, food producers and processors, and agribusinesses with contact information and brief descriptions of services provided by local, regional, and national organizations and agencies. In designing the Guide, we created it in two sections for the convenience of the user. In **Section I**, we list organizations and describe the services they offer, while in **Section II**, the Quick Reference Table, we pair frequently requested resources and services with page references in the guide to organizations providing them. The organizations’ websites are also included in the table for ease of access.

Section I of the Guide provides short descriptions of agencies and organizations, drawn largely from the organizations’ own websites. We organized the Guide into subsections with local resources in the beginning; regional and national non-governmental agencies and organizations in the mid-section; then with New York State governmental agencies and programs; and lastly, with federal agencies and national programs. Some subsections are further divided for ease of use. For instance, the subsection Regional and National Agencies & Organizations is further divided into Financial & Business Assistance, Small & Beginning Farms, Organic Farming, Production Support, Processing & Craft Beverage, Marketing, Farmers’ Markets, Food Hubs, & Online Marketing, Veterans Support, Advocacy & Networking, Land Access & Protection, and Environmental Support. Organizations are arranged according to their primary mission.

Most agencies and organizations provide a range of services, so in Part Two, the Quick Reference Table provides users the means to search for a particular service of interest and the agencies which provide them. The Quick Reference Table lists the services and identifies the organizations providing the services, along with page number references of the organizations in the Guide. The table is organized alphabetically to make it easier to find specific organizations.

This Guide is a resource companion to the Cornell Small Farms Program’s *Guide to Farming in New York*, which can be viewed or downloaded from https://smallfarms.cornell.edu/resources/guides/guide-to-farming-in-ny. The *Guide to Farming in New York* contains information that every farmer—new and seasoned—will find useful, including sample leases, labor law basics, and information on farm tax, sales tax, farm insurance, and much more. In both the *Guide to Farming in New York* and *Guide to Farming in Otsego County, New York*, the digital versions have embedded hyperlinks for additional information and resources which the reader needs only click on for easy direct access. The *Guide to Farming in Otsego County, New York* can be found at www.cceschoharie-otsego.org/Agriculture/FarmSourceThriveOtsego, where a link to the *Guide to Farming in New York* is also provided.

A third comprehensive resource guide, offered from New York State Department of Agriculture and Markets, is **Resources for New Farmers**. The document provides web-based resources for farmers looking to start or diversify a farm. It can be found at www.agriculture.ny.gov/AP/BegFarmersResources.html.

If you have questions or wish to offer suggestions for future editions of the *Guide to Farming in Otsego County*, please contact Jim Barber, Agriculture Implementation Specialist, at jrb248@cornell.edu or by phone at 607-547-2536 ext. 227. His office is at Cornell Cooperative Extension Schoharie and Otsego Counties, 123 Lake St., Cooperstown, NY 13326. A third comprehensive resource guide, offered from New York State Department of Agriculture and Markets, is **Resources for New Farmers**. The document provides web-based resources for farmers looking to start or diversify a farm. It is found at www.agriculture.ny.gov/AP/BegFarmersResources.html.

If you have questions or wish to offer suggestions for future editions of the *Guide to Farming in Otsego County*, please contact Jim Barber, Agriculture Implementation Specialist, at jrb248@cornell.edu or by phone at 607-547-2536 ext. 227. His office is at Cornell Cooperative Extension Schoharie and Otsego Counties, 123 Lake St., Cooperstown, NY 13326. We hope this information is helpful to you.
Otsego County Agencies & Organizations

Cornell Cooperative Extension (CCE) of Schoharie and Otsego Counties
http://cceschoharie-otsego.org
Phone: (607) 547-2536
Email: otsego@cornell.edu

Cornell Cooperative Extension puts knowledge to work in pursuit of economic vitality, ecological sustainability, and social well-being. We bring local experience and research-based solutions together, helping New York State families and communities thrive in our rapidly changing world. We offer agricultural education, resource-based information, and farm business management assistance to farmers and strategic initiatives in agricultural sustainability and economic development.

- Agriculture
- Central NY Dairy, Livestock & Field Crops Team
- Energy and Environment
- Family and Parenting
- Gardening
- Home and Money
- Invasive Species
- Nutrition and Health
- 4-H
- 4-H Afterschool

Cornell Cooperative Extension and COVID-19 Resources
With the COVID-19 pandemic rooted throughout the US, these resources are highlighted for their relevant and timely guidance for agricultural producers, marketers, and processors. The topics are many and varied, and the links provide a portal to complete libraries of resources. Of special note, the link to Cornell’s Institute for Food Safety provides useful and concise information on maintaining a safe and secure food system.

- General Questions & Links: https://eden.cce.cornell.edu/
- Food Production, Processing & Safety Questions: https://instituteforfoodsafety.cornell.edu/coronavirus-covid-19/
- Employment & Agricultural Workforce Questions: http://agworkforce.cals.cornell.edu/
- Cornell Small Farms Resiliency Resources: https://smallfarms.cornell.edu/resources/farm-resilience/
- Financial & Mental Health Resources for Farmers: https://www.nyfarmnet.org/
- 2 Minute Spanish Language Educational Video on COVID-19: https://www.trabajadores.cornell.edu/

CCE Central New York, Dairy, Livestock, and Field Crops Team
https://cnydfc.cce.cornell.edu/about_program.php

The Team Mission: The Central New York Dairy, Livestock, and Field Crops Team was established to work with this important industry. The mission of this extension team is to provide high-quality technical and educational programs that address the needs of dairy, livestock, and field crop producers in Chenango, Fulton, Herkimer, Madison, Montgomery, Otsego, Saratoga, and Schoharie Counties. The team is staffed with four specialists: dairy, livestock, field crop, and farm business management educators who support the needs of the region.

- Dairy Modernization
- Forage Quality
- Precision Feeding
- Pests
- Soil
CCE Otsego County Agriculture Plan Implementation Specialist
http://cceschoharie-otsego.org/agriculture/farm-source-thrive-otsego
Phone: (607) 547-2536 x227
Email: jrb248@cornell.edu

In September 2017, the Otsego County Board of Representatives adopted a new Agriculture and Farmland Protection Plan called the Otsego County Farmland Protection Plan. Along with the plan, an Ag and Farmland Protection Plan Implementation Committee (AFPPIC) was formed and an Implementation Specialist was hired to oversee the progress of the plan. In the summer of 2018, Farm, Source, Thrive, Otsego was born as a brand to represent the plan and all of its various projects and programs.

Cooperstown Beverage Trail
https://www.cooperstownbeveragetrail.com

Cooperstown Beverage Trail is New York State’s first official cuisine trail. This tourism and marketing association draws over 20,000 visitors to association member establishments along its 37-mile trail in Otsego County.

Otsego 2000
http://www.otsego2000.org
Phone: (607) 547-8881

Otsego 2000 is a not-for-profit organization founded in 1981 to protect the environmental, agricultural, scenic, cultural and historic resources of the Otsego Lake region and northern Otsego County. They advance their mission through informed advocacy, public education, innovative projects, economic alternatives, and strategic campaigns.

- Historic Preservation
- Environmental Stewardship
- Cooperstown Farmers Market
- Glimmerglass Film Days

Otsego County Conservation Association OCCA
https://occainfo.org
Phone: (607) 547-4488
Email: director@occainfo.org

OCCA is the only countywide environmental organization working on a broad spectrum of programs to protect local natural resources and educate the general public about important environmental issues and concerns. Over the past 50 years, OCCA has been involved in virtually every major environmental issue facing the county and has accumulated a long list of accomplishments in environmental restoration, protection, and education.

- Education and Outreach
- Research and Management
- http://occainfo.org/policy-and-planning/

Otsego County Department of Weights and Measures
Phone: (607) 287-5891

Otsego County Department of Weights and Measures inspects, tests, and certifies the accuracy of all commercial weighing and measuring devices, including gasoline and other fuel pumps or meters. This department is also responsible for enforcing all applicable laws, rules, and regulations prescribed by the New York State Department of Agriculture and Markets Law Article 16.

Otsego County Planning Department
Phone: (607) 547-4225

The Planning Department helps to maintain and enhance the County’s quality of life. The Department is responsible for countywide planning, coordination of economic development activities, planning assistance to local governments, and comprehensive mapping and geographic information systems (GIS) data.
The Planning Department administers the Agriculture District program for the County and oversees implementation of the Otsego County Farmland Protection Plan.

- Otsego County Agricultural District Map
- Agriculture District Enrollment
- Otsego County Farmland Protection Plan

Otsego County Real Property Tax Service
https://www.otsegocounty.com/departments/real_property_tax_services/index.php
Phone: (607) 547-4235

The Otsego County Real Property Tax Service was created as a service agency to assist assessors, as well as the general public. Otsego County encompasses an area of approximately, 1,013 square miles, consisting of nearly 37,600 parcels within 24 townships, 9 villages, and one city.

Otsego County Soil and Water Conservation District
https://www.otsegosoilandwater.com
Phone: (607) 547-8337

The staff at Otsego Soil and Water Conservation District works with landowners, land managers, local government agencies, and other local entities in addressing a broad spectrum of resource concerns: erosion control, flood prevention, water conservation and use, wetlands, groundwater, water quality and quantity, non-point source pollution, forest land protection, wildlife, recreation, wastewater management, and community development.

They provide technical and financial assistance for the design and installation of soil and water conservation practices, including barnyard runoff control, stream protection, cropland erosion control, and nutrient management.

Otsego County Chamber of Commerce
http://otsegocc.com
Phone: (607) 432-4500
Email: info@otsegocc.com

The Chamber supports member businesses, offers business advocacy, and actively puts businesses out in front of the public through networking opportunities, special events, and on their website, and presents educational opportunities to help businesses strengthen their business capability and sustainability.

Otsego County Farm Bureau
https://www.nyfb.org/about/county-farm-bureau/otsego-county
Phone: (518) 431-9338
Email: theyn@nyfb.org

Otsego County Farm Bureau gives farmers and non-farmers alike the opportunity to be part of an organization dedicated to supporting and enriching agriculture. It provides an opportunity for individuals interested in the food system, land issues, and rural living to join together and make their voices heard. They are active within the political system on a broad range of issues that concern every New Yorker, from taxation and conservation to local food availability. The Bureau believes that a strong, viable agricultural industry is beneficial not only to our economy but also to our local communities and our consumers.

Otsego Land Trust
http://www.otsegolandtrust.org
Phone: (607) 547-2366
Email: info@otsegolandtrust.org

Otsego Land Trust (OLT) was founded in 1988 to protect the healthy lands, clean waters, and rural character of the Upper Susquehanna River Watershed within Otsego, Schoharie, Delaware, Chenango, Madison, Oneida, and Herkimer Counties.

OLT has protected more than 11,000 acres of the region’s forests, farmland, wetlands, lake frontage, streambanks, and grasslands. This has been accomplished through the use of conservation easements (voluntary agreements on private lands), the establishment of conservation areas that are open to public for recreation, and educational programs for the public. OLT currently owns more than 600 acres of publicly accessible land and holds more than 100 conservation easements.

OLT is a nonprofit organization supported primarily by grants from foundations and public agencies and by contributions from private donors.
USDA Farm Service Agency (FSA), State Office
https://www.fsa.usda.gov/state-offices/New-York/index

FSA Otsego County—Farm Programs
https://offices.sc.egov.usda.gov/locator/app?service=action/1/ServiceCenterSummary/4/agencyToOfficeLink
Phone: (607) 547-8131
Email: sandra.scott@ny.usda.gov
The Farm Service Agency county office provides farmers the information they need to participate in federally funded agricultural programs and services.

https://www.fsa.usda.gov/programs-and-services/index
Farm Programs include, but are not limited to:
• Disaster Assistance and Safetynet programs
• Conservation
• Dairy Margin Protection
• Marketing Assistance

FSA Otsego County—Farm Loans
Phone: (315) 736-3316
Email: linda.whiteman@ny.usda.gov
FSA Farm Loan Programs provides access to credit for family-sized farmers and ranchers, both rural and urban.

Farm Loans include, but are not limited to:
• Farm Ownership Loans
• Farm Operating Loans
• Guaranteed Farm Loans
• Microloans
• Emergency Farm Loans
• Youth Loans

USDA Natural Resources Conservation Service, Otsego County
https://www.nrcs.usda.gov/wps/portal/nrcs/site/ny/home/
Phone: (607) 547-8337
Email: anthony.capraro@ny.usda.gov
NRCS offers technical and financial assistance to help farmers, ranchers, and forest managers. For 80 years, NRCS and its predecessor agencies have worked in close partnerships with farmers and ranchers, local and state governments, and other federal agencies to maintain healthy and productive working landscapes. https://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs

Agricultural Management Assistance: helps agricultural producers use conservation to manage risk and solve natural resource issues through natural resources conservation.

Conservation Stewardship Program: helps agricultural producers maintain and improve their existing conservation systems and adopt additional conservation activities to address priority resources concerns.

Environmental Quality Incentives Program (EQUIP): provides financial and technical assistance to agricultural producers to address natural-resource concerns and deliver environmental benefits, such as improved water and air quality, conserved ground and surface water, reduced soil erosion and sedimentation, or improved or created wildlife habitat.

Agricultural Conservation Easement Program: provides financial and technical assistance to help conserve agricultural lands and wetlands and their related benefits.
Regional and National Agencies & Organizations

FINANCIAL & BUSINESS ASSISTANCE

Agricultural Mediation Program
www.nysamp.com
Phone: (866) 669-7267
Email: claudia@nysdra.org

The New York State Agricultural Mediation Program (NYSAMP) provides the agricultural community with the opportunity to communicate clearly and negotiate effectively in order to find fair and workable solutions to challenges they face. Decisions are made by the people directly involved and not by mediators or outside authorities. Mediation through NYSAMP is completely confidential. Consultations to discuss mediation and whether it might be useful in a specific situation are also confidential. NYSAMP partners with affiliated mediation centers to provide services to agricultural producers in every county of New York State.

Annie’s Project—Empowering Women in Agriculture
https://www.anniesproject.org (National Website)
http://cceoneida.com/agriculture/annies-project (NY Webpage)
Phone: (573) 719-7303 (National Office); (607) 234-4303 or (315) 736-3394 (NY Annie’s Project)
Email: administrator@anniesproject.org (National Office); schoharie@cornell.edu (NY Annie’s Project) or oneida@cornell.edu (NY Annie’s Project)

Annie’s Project is a 501(c)(3) nonprofit organization dedicated to providing educational programs designed to strengthen women’s roles in the modern farm enterprise. Women who participate in Annie’s Project are empowered to become better business owners and partners by managing agricultural risks and bringing greater financial security and well-being to their families. Farms, ranches, and communities are sustained through more vibrant rural economies, improved natural resource conservation, and enhanced food security. Best educational practices consist of four core values: Safe Harbor, Connection, Shared Experience, and Discovery. The curriculum addresses all five areas of agricultural risk: Financial, Human Resources, Legal, Marketing, and Production, and has been taught to nearly 300 women in agriculture around New York State.

Center for Agricultural Development & Entrepreneurship (CADE)
http://www.cadefarms.org
Phone: (607) 433-2545

CADE works to increase the “Triple Bottom Line” of agricultural development by:

- Increasing profit margins of farm businesses through efficient production systems, effective marketing and distribution programs and sound business principles;
- Promoting sound environmental production practices, such as low input, organic, grass-based livestock production, watershed runoff protection, and improved distribution of the lower “food-miles,” thus reducing energy consumption; and
- Engendering positive social outcomes, such as job creation, generational farm transition, positive connections between farmers and consumers, health benefits of local foods, and locally circulating dollars.

CADE connects farm and food producers to resources by providing professional, individualized, and confidential business and marketing consulting to agricultural entrepreneurs.

Dirt Capital Partners
www.dirtpartners.com

Dirt Capital Partners invests in farmland in partnership with farmers throughout the Northeast United States, promoting sustainable farmers’ land access and security.

FARMER PARTNERS work with sustainable farmers who have successful, existing operations, established markets and the opportunity to grow and expand their business through long-term, secure land access.

Most land investment partnerships begin with a farmer contacting Dirt Capital with one of the following scenarios:

- Relocate an existing farm to a larger property or to a farm with more secure land tenure
- Expand a successful operation by acquiring nearby land
• Transfer a farm to family or non-family successors
• Conserve when land trusts look to partner with a like-minded organization or keep already conserved land in active agricultural production
• Transform a farm with infrastructure updates for the next generation’s efficiency
• Reorganize or refinance a farm in the event of a change in the partnership or business

Equity Trust
www.equitytrust.org
Phone: (413) 256-6161
Email: administration@equitytrust.org

Farm Aid
http://ideas.farmaid.org
Farm Aid works year-round to build a system of agriculture that values family farmers, good food, soil and water, and strong communities. Its annual concert celebrates farmers, eaters, and music coming together for change.

Farm Credit East
https://www.farmcrediteast.com/
Phone: (607) 282-3002

The Farm Credit East branch office located at 7397 State Highway 80, Cooperstown, NY, is part of the Farm Credit System. Their nationwide agricultural network provides credit and affiliated services to those in agriculture and related industries across the United States.

Farm Credit East is dedicated to serving the agricultural credit and financial needs of those in the business of agriculture, including farmers, nursery and greenhouse operators, forest products producers, fishermen, lobstermen, part-time growers, agribusiness owners, and country homeowners. Farm Credit East offers:
• Loans
• Leases
• New Farmer Program Services
• Financial Benchmarking
• Payroll
• Tax Planning and Preparation
• Business Consulting
• Grant Writing
• Crop Insurance

Local Farms Fund
https://www.localfarmsfund.com

Local Farms Fund is a community impact farmland investment fund which supports early stage organic farmers with land access using a transparent and democratic governance structure. Local Farms Fund will work closely with qualified applicants to make the initial purchase of the farm. Local Farms Fund then leases the farm to the farmer with the goal of selling the property to the farmer once they have become established.

New York Farm Viability Institute (FVI)
http://www.nyfvi.org
Phone: (315) 453-3823
Email: info@nyfvi.org

The New York Farm Viability Institute is a grant-making organization led by volunteer farmers, funded primarily by New York state. The mission is to help New York’s farmers become more profitable and to improve the long-term economic viability and sustainability of our state’s farms, the food system, and the communities which they serve.
The Farm Viability Institute also runs two programs focused on dairy education. Topic Specific Teams program allows educators to pick a subject they know is of interest to producers in their region. They develop a curriculum and help producers fully learn and adopt new practices.

The Dairy Profit Team Program allows a farmer to build a “profit team” for his operation and determine the team’s focus. The grant reimburses the costs associated with bringing the team together.

- **FVI Grant Eligibility and Project Requirements**

NYFVI administers a competitive grant program on behalf of the NY Corn & Soybean Growers Association.

- **NYC&SGA Research Program Grants**

**New York FarmNet**

[https://www.nyfarmnet.org](https://www.nyfarmnet.org)

Phone: (800) 547-FARM (3276)

Email: NYFarmNet@cornell.edu

The mission of New York FarmNet is to provide New York farm families with free, confidential consulting services to develop skills to improve financial and production efficiency and overcome business and family challenges. New York FarmNet offers personalized education, business and personal planning, and referrals.

Services offered:

- Business Planning - Retirement and Estate Planning
- Financial Analysis - Stress Management
- Personal Wellbeing - Farming with the Family
- Business Transfers - Conflict Management

**New York Small Business Development Center**

[http://www.nyssbdc.org](http://www.nyssbdc.org)

Phone: (800) 732-SBDC

The New York Small Business Development Center (NY SBDC) is a network of 22 campus-based centers and outreach offices across New York State. The centers provide free business advising and free and low-cost training to startups, entrepreneurs, and small business owners with goals to grow and stay competitive in New York. The NY SBDC is part of America’s SBDC, the association that represents America’s nationwide network of Small Business Development Centers (SBDCs). NY SBDC is administered by the State University of New York and funded by the U.S. Small Business Administration, the state of New York, and host campuses.

**Pursuit**

[https://pursuitlending.com/about-us/](https://pursuitlending.com/about-us/)

Phone: (800) 923-2504

Email: info@pursuitlending.com

Pursuit was founded in 1955 as New York Business Development Corporation. Our work has grown to include Pursuit CDC (formerly known as The 504 Company), a Certified Development Company and Pursuit Community Finance (formerly known as Excelsior Growth Fund), a U.S. Treasury Certified Community Development Financial Institution. As a family of organizations working together under the Pursuit brand, we’ve made it easier than ever for businesses to find the right financing.

**SCORE**

[https://www.score.org](https://www.score.org)

SCORE is the nation’s largest network of volunteer, expert, business mentors dedicated to helping small businesses get off the ground, grow, and achieve their goals. Since 1964, SCORE has provided education and mentorship to more than 11 million entrepreneurs. SCORE is a 501(c)(3) nonprofit organization and a resource partner of the U.S. Small Business Administration (SBA). The contributions of more than 10,000 dedicated volunteers enables SCORE to deliver most offerings at no cost.
SMALL & BEGINNING FARMS

Cornell Small Farms Program
http://smallfarms.cornell.edu
Phone: (607) 255-9227
Email: smallfarmsprogram@cornell.edu

This program helps farmers get expert assistance to facilitate all phases of small farm business development, from initial growth to optimization to maturity. Among the many useful resources on their website are:

- **Guide to Farming in New York State**
- **Plan Your Farm**: this portal provides tutorials, videos, and links to people who can help develop farm plans.
- **Online Courses**: interactive 5–7-week courses connect the participant to the information and people needed to start a successful farm business or diversify a farm.
- **Farm Ops**: to enhance the resources and training available to military veterans interested in farming, the organization will team with established veterans groups.
- **Trainers Toolbox**: a compilation of tools for educators from the Northeast Beginning Farmer Learning Network (BFLN) meetings.
- **Profit Teams**: The Beginning Farmer Profit Team program seeks to improve the long-term success of these farms by providing customized, one-on-one guidance from farm professionals (financial, production, legal, marketing, etc.) over an 18-month to 2-year period.

The Small Farms Program and Beginning Farmer Project aren’t able to provide one-on-one consultations about crop selection, markets, or other aspects of farm start-up. The county and regional Cornell Cooperative Extension (CCE) partners provide this, and there is a Small Farm/Beginning Farmer liaison in every CCE office. If you are located in NY, please visit the list of county contacts to find yours.

National Young Farmers Coalition
https://www.youngfarmers.org
Phone: (518) 643-3564
Email: info@youngfarmers.org

The National Young Farmers Coalition represents, mobilizes, and engages young farmers to ensure their success. They envision a country where young people who are willing to work, get trained, and take a little risk can support themselves and their families in farming. They also support practices and policies that will sustain young, independent, and prosperous farmers now and in the future.

Leatherstocking Young Farmers Coalition
https://www.youngfarmers.org/chapter/ny-leatherstocking-region-young-farmers-coalition
Email: leatherstocking.nyfc@gmail.com

The Leatherstocking Young Farmers Coalition is made up of young and beginning farmers in the Leatherstocking Region of New York (within a 50-mile radius of Cooperstown). As a farmer-driven collective, the chapter creates a platform for networking, skills and resource sharing, and advocacy to create a more viable climate for small-scale, sustainable agriculture.

New England Small Farm Institute
http://www.smallfarm.org
Phone: (413) 323-4531
Email: info@smallfarm.org

The New England Small Farm Institute (NESFI) is a land-based, non-profit organization founded to encourage more sustainable regional agriculture. The mission is to promote small-farm development by providing information and training for aspiring, beginning, and transitioning farmers.
ORGANIC FARMING

Northeast Organic Farming Association (NOFA)
https://nofa.org

The Northeast Organic Farming Association (NOFA) is a coalition of seven NOFA state chapters. The purpose is to advocate for and educate on organic and sustainable agriculture, family-scale farming and homesteading in rural, suburban and urban areas, agricultural justice and other related policy issues.

NOFA New York
https://www.nofany.org
Phone: (585) 271-1979
Email: info@nofany.org

Education and Technical Assistance
- NOFA-NY offers educational programs and technical assistance throughout the year. Topics include: vegetable and fruit production, dairy and livestock management, transitioning to organic methods, farm business and marketing techniques, and related areas such as value-added processing. Educational programs include conferences, on-farm field days, educational videos, and other online tools and resources. Technical assistance for farmers is available at 1-855-2NOFA-NY or farmerhelp@nofany.org.

Certification
- The certification branch, NOFA-NY Certified Organic, LLC, has been accredited by the USDA National Organic Program to provide third-party verification. They operate the largest organic certification agency in New York state and certify in the Northeast and Mid-Atlantic region, providing customer service and maintaining the highest level of organic integrity. In 2015, a 100% grass-fed certification also became available to certified organic operations. Learn more about their certification services here.

Advocacy
- NOFA-NY advocates for a sustainable, local, organic food and farm system within New York State and beyond. Focusing on issues impacting the health and wellbeing of our farmers, our communities, our animals, and our environment.

Awareness
- NOFA-NY offers print publications and online resources to keep consumers and farmers up to date on the latest news in organic and sustainable food and farming.

Marketing
- NOFA-NY cross-promotes its members’ products and services through publications, social media platforms, conferences, and trade shows.

Northeast Sustainable Agriculture Research and Education
https://www.northeastsare.org
Phone: (802) 651-8335

Northeast SARE is a regional program of the nationwide SARE effort. SARE is part of the USDA National Institute of Food and Agriculture (NIFA). The SARE program serves all states and Island Protectorates and offers grants for funding relevant agricultural research projects.

Rodale Institute
http://www.rodaleinstitute.org
Phone: (610) 683-1400
Email: info@rodaleinstitute.org

Rodale Institute’s website offers how-to articles, news, and research on producing and marketing crops and livestock in sustainable ways. Its Organic Transition Course, built around 30 years of on-farm research, is supported by farmer case studies, land-grant research, and resources from across the U.S. The Institute is a solution-oriented leader in regenerative organic agriculture and its potential to address the areas of food-production strategies.

World Wide Opportunities on Organic Farms (WWOOF)
https://wwoof.net

WWOOF is a worldwide movement linking volunteers with organic farmers and growers to promote cultural and educational experiences based on trust and non-monetary exchange, thereby helping to build a sustainable, global community.
PRODUCTION SUPPORT

Integrated Pest Management Program (IPM)
www.nysipm.cornell.edu
Phone: (315) 787-2353
Email: nysipm@cornell.edu

Supported by the New York State Department of Agriculture and Markets, the Department of Environmental Conservation, Cornell University, and USDA-NIFA. The IPM program works with Cornell University scientists, Cornell Cooperative Extension, growers, school staff and teachers, pest management professionals, businesses, nonprofits, and state, local, and tribal governments to develop sustainable ways to manage pests and minimize environmental, health, and economic risks.

Cornell University Maple Program
www.cornellmaple.com
Phone: (518) 354-3170
Email: jno37@cornell.edu

Cornell University’s maple program

Minnesota Institute for Sustainable Agriculture (MISA)
https://www.misa.umn.edu
Phone: 612-625-8235
Email: misamail@umn.edu

The purpose of MISA is to bring together the diverse interests of the agricultural community with interests from across the University community in a cooperative effort to develop and promote sustainable agriculture in Minnesota and beyond.

The website provides access to a large number of resources and publications for production, marketing, business, and small-scale processing.

National Good Agricultural Practices Program (GAPS)
https://gaps.cornell.edu

The GAPS program is funded by CSREES-USDA and USFDA and is based at Cornell University. It has collaborators in 34 states throughout the nation and has created many educational materials to help implement good agricultural practices on the farm. Their website creates a user-friendly universal portal bringing GAPS-related information together for growers, packers, farmworkers, extension educators, scientists, state and federal government personnel, and other interested stakeholders.

National Center for Appropriate Technology (NCAT)
ATTRA Sustainable Agriculture Program—National Sustainable Agriculture Information Service
https://attra.ncat.org
Phone: 800-346-9140
Email: askanag@ncat.org

NCAT provides technical assistance through their website, publications, and other media. Publications address current topics in sustainable agriculture. A typical publication will be a 5- to 20-page summary of a topic, usually accompanied by references and a resource list of additional contacts, key literature, and sources of products. Many publications are available for free, and others may be purchased. NCAT strives to make information available to everyone who needs it. If you are a limited-access or low-income farmer and find that one of the publications is just not in your budget, please call 800-346-9140.

ATTRA is a program developed and managed by NCAT, committed to providing high-value information and technical assistance to farmers, ranchers, Extension agents, educators, and others involved in sustainable agriculture in the United States.

- Sustainable Farming Internships
Northeast Sustainable Agriculture Working Group (NESAWG)
https://nesawg.org
Phone: (845) 501-0191
Email: info@nesawg.org
NESAWG is a network of more than 500 participating organizations and thousands of individuals carrying out farm and food-systems endeavors in 12 states and Washington D.C. The purpose is to harness the power that exists within the multi-sector regional network to catalyze meaningful change toward a sustainable and just food system. The region includes Connecticut, Delaware, Massachusetts, Maine, Maryland, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia, and Washington, D.C.

PROCESSING & CRAFT BEVERAGE

Cornell Craft Beverage Institute (CCBI)
https://cals.cornell.edu/cornell-agritech/our-expertise/craft-beverage-production
New York state is home to a flourishing and diverse craft beverage industry that encompasses more than 400 wineries, 300 breweries, 120 distilleries, and 50 hard cideries. CCBI has played a central role in the industry’s development by providing resources, education, and services. CCBI specializes in analyzing industry samples, processing samples for research, and educating and training craft beverage professionals to excel at every level of their business.

Hartwick College Center for Craft Food & Beverage
www.hartwick.edu/craftfoodandbeverage
Phone: (607) 431-4232
Email: malceoda@hartwick.edu
The Hartwick College Center for Craft Food and Beverage was launched in 2015 to support growth and innovation in the craft food and beverage industry through research, technical support, and knowledge transfer, the first such facility in New York State. The Center provides quality testing for beer and brewing raw materials such as grains, malts, and hops and works with small and mid-sized breweries, malthouses, farms, and other craft food and beverage producers to improve process and product quality.

Nelson Farms
https://nelsonfarms.org
Phone: (315) 655-3301
Nelson Farms does product manufacturing on a pilot scale for consumer testing to create shelf-stable and marketable products for the commercial marketplace. They work with farmers, growers, and producers to identify and develop new value-added products that are developed and designed to maximize the use of farm products, increase profit, and extend the farm-market season.

New York Small Scale Food Processors Association (NYSSFPA)
http://www.nyssfpa.com
Email: info@nyssfpa.com, smallscaleny@gmail.com
NYSSFPA supports and informs small-scale food processors through education, mentoring, marketing, and connections to the industry and provides the resources to manage the challenges faced by processors in establishing and growing their food business.
The NYSSFPA provides:
• access to new regulatory information
• Mentors for startups
• Member information
• Technical information and assistance

Northeast Center for Food Entrepreneurship (NECFE)
https://cfvc.foodscience.cals.cornell.edu
Phone: (315) 787-2273
Email: snp47@cornell.edu
NECFE started as a joint effort to expand the activities of the New York State Food Venture Center at Cornell University and the Center for Food Science at the University of Vermont and was funded in part by Fund for Rural America/CSREES/USDA from January 2000 to January 2005. They strive to provide comprehensive assistance to beginning and established food entrepreneurs, thus promoting sustainable economic development of rural communities.
MARKETING

Cornell Farm-to-School Program
http://farmtoschool.cce.cornell.edu
Farm-to-School programs link schools with local farms. While programs vary, they often include: school meals featuring local food, food and agriculture education in the classroom, school gardens, field trips to farms, and celebrations. Students learn about their local agriculture system and have better access to delicious local foods; farmers expand markets for their products; and local economies grow stronger.

GrowNYC
www.grownyc.org/greenmarket
Phone: (212) 788-7913
Email: mhurst@grownyc.org
The GrowNYC Greenmarket program promotes regional agriculture by providing small family farms the opportunity to sell their locally grown products directly to consumers and to ensure New Yorkers have the most nutritious food the region has to offer. Programming includes Greenmarket Co., Youth Market, Fresh Food Box, and the Wholesale Greenmarket.

National Farm-to-School Network (NFSN)
http://www.farmtoschool.org
NFSN is an information, advocacy, and networking hub for communities working to bring local food sourcing and food and agriculture education into school systems and early care and education settings.

U.S. Farm Stay Association
https://farmstayus.com/about
Phone: (541) 487-4966
Email: info@farmstayus.com
Farm Stay USA is the website of USFSA, a non-profit 501(c)(6) trade association created to connect guests with the best authentic farm- and ranch-stay vacations throughout the United States. To fit association criteria, farm or ranch partners must be working agricultural operations. Each listing has an accreditation badge, providing transparency to our association standards. USFSA accreditation promises the user of the Farm Stay USA website a real farm or ranch immersion.

FARMERS’ MARKETS, FOOD HUBS, & ONLINE MARKETING

Cooperstown Farmers’ Market
Phone: (607) 547-6195
Email: market@otsego2000.org
Thirty growers, producers, and artisans, all located within 50 miles, provide: fresh seasonal produce, pasture-raised meats, handmade breads, artisan cheeses, grass-fed milk, free-range eggs, honey, flowers, wine, maple syrup, sweet treats, artisan crafts, and more. SNAP and FMNP are accepted.

Central New York Farmers’ Guide to Distribution (CADE)
Phone: (607) 433-2545
CADE developed their guidebook identifying five distribution options in Central New York, their requirements, and their recommendations on how to get a farm wholesale-ready to work with distributors.

Down to Earth Farmers’ Markets
https://downtoeartmarkets.com
Phone: (914) 923-4837
Email: decotah@downtoeartmarkets.com
Down to Earth Farmers’ Markets manages farmers’ markets in New York City, Westchester County, and Rockland County.
**Farmer’s Market and Mobile Market Locator (NYSDAM)**
https://www.agriculture.ny.gov/AP/farmers_markets.html

NYSDAM is an interactive website for finding farmers’ markets across New York State.

**Farmers’ Market Federation of NY**
http://www.nyfarmersmarket.com
Phone: (315) 400-1447

The mission of the Federation is to support and promote the viability of farmers markets through innovative services, programs, and partnerships that maximize the benefits of markets to sellers, buyers, and communities.

- To provide educational support for farmers market managers, organizers, and vendors.
- To facilitate information sharing among market managers, organizers, and vendors.
- To provide services for member markets, vendors, and direct marketing farmers.
- To provide promotional assistance to build awareness of local food, agriculture and farmers’ markets, strengthening the customer base, building profits for farmers, and providing a vital venue for communities.
- To provide a unified voice for farmers’ markets to communicate the importance of markets to farmers, consumers, civic leaders, and communities at large.
- Guide to Becoming a Farmers’ Market Vendor

**Farmers Web**
https://www.farmersweb.com
Email: info@farmersweb.com

This website is an online marketplace connecting buyers with local farms and producers.

**Local Line**
https://site.localline.ca
Phone: (226) 646 7301
Email: info@localline.ca

A full-service web-based marketing platform connecting producers to retail and wholesale customers through an online market. Used by all types of local food suppliers, Local Line helps the user accept online orders, communicate with customers, and organize fulfillment.

**New York Market Maker**
https://ny.foodmarketmaker.com
Phone: (212) 340-2918

An interactive platform that seeks to foster business relationships between producers and consumers of food-industry products and services.

**Oneonta Farmers’ Market**
https://www.facebook.com/pg/OneontaFarmersMarket/about/?ref=page_internal

This is a year-round farmers’ market located on Main Street in Oneonta, New York.

**Richfield Springs Area Farmers’ Market**
http://nfmd.org/ny/richfield-springs/1007336

Thursdays and Saturdays, June-October

**Source WhatsGood**
https://sourcewhatsgood.com

Source What’s Good provides a web-based marketing platform that enables customers to learn more about participants’ businesses, browse seasonal products, place orders and pay for products online. Products are already sold when participants bring them to the farmers’ market or deliver them to other drop sites they have chosen to serve. To sign up as a vendor, go to: https://app.sourcewhatsgood.com/sign-up This is the portal through which the vendor will manage its profile, product offering, and customer orders.
VETERANS SUPPORT

Armed to Farm: Sustainable Agriculture Training for Military Veterans
National Center for Appropriate Technology (NCAT)
https://www.ncat.org/armedtofarm
Phone: (800) 346-9140
Email: askanag@ncat.org

Farmers and ranchers are looking for reliable information on sustainable and organic agriculture, on how to get started in farming, on how to qualify for government programs that reward land stewardship and resource conservation, and on how to pursue such profitable niche markets as organic meats and grains or agriculture tourism. The answers to these and many other similar questions are available free from an NCAT program called ATTRA—Sustainable Agriculture.

Farmer Veteran Coalition
https://farmvetco.org
Phone: (530) 756-1395

Farmer Veteran Coalition cultivates a new generation of farmers and food leaders and develops viable employment and meaningful careers through the collaboration of the farming and military communities.

Heroic Food Farm
https://www.heroicfood.org
Phone: (917) 806-5055
Email: jasmin@heroicfood.org

A non-profit organization that prepares and trains military veterans for careers in sustainable farming, agricultural trades, and food entrepreneurship in a veteran-supportive environment.

ADVOCACY & NETWORKING

Directory of New York State Agricultural Organizations

This directory offers a comprehensive listing of government agency and agriculture industry organizations in New York, maintained by the NYS Department of Agriculture and Markets.

New York Ag Connection
http://www.newyorkagconnection.com
Phone: (715) 384-7767

New York Ag Connection is a subsidiary of USAgNet.com, a network of websites that serve the needs of the agricultural industry with local, state, and national information on a daily basis. Users can view products, listings, news updates, and other information on one site without scouring through search engines to find what they are looking for.

- Agribusiness Directory
- Equipment Locator Service
- Listing of farm auctions

New York Center for Agricultural Medicine & Health (NYCAMH)
https://nycamh.org
Phone: (800) 343-7527
Email: info@nycamh.org

The mission of NYCAMH is “enhancing agricultural and rural health by preventing and treating occupational injury and illness”

- Farm Safety Training
- Farmworker Clinician’s Manual
- Chainsaw Safety
New York Farm Bureau
https://www.nyfb.org
Phone: (518) 436-8495
Email: info@nyfb.org

The mission of New York Farm Bureau is “To Serve and Strengthen Agriculture.” Farm Bureau is a non-governmental, volunteer organization financed and controlled by member families for the purpose of solving economic and public-policy issues challenging the agricultural industry.

- Listing of County Farm Bureaus

New York State Agricultural Society
https://www.nysagsociety.org
Phone: (315) 727-5449

The New York State Agricultural Society was organized in 1832 to Foster, Promote and Improve the New York State Food & Agriculture Industry through Education, Leadership Development & Recognition Programs. The New York State Agricultural Society:

- Sponsors an annual Agricultural Forum in conjunction with the Department of Agriculture and Markets to explore issues critical to the future of New York Agriculture.
- Supports the Empire State Food & Agricultural Leadership Institute (LEAD NY) and other leadership development efforts.

New York State Grange
http://nysgrange.org
Phone: (607) 756-7553

The Grange advocates for responsible government at all levels. The Grange is a family organization emphasizing strong family ties as a basis for a healthy society. As a fraternal organization, the Grange feels that a strong community is based on developing a friendly, positive relationship among its citizens. Helpful cooperation between members of a community makes it self-sufficient and prosperous. A community where citizens know each other and communicate on a regular basis will run smoothly and work for the total benefit of the community as a whole.

LAND ACCESS & PROTECTION

American Farmland Trust—New York Office
https://farmland.org/about/how-we-work/new-york-regional-office
Phone: (518) 581-0078
Email: tbiello@farmland.org

The mission is to protect farmland, promote sound farming practices, and keep farmers on the land.

- Farm to Institution New York State
- Cultivating Clean Water in New York
- Protecting Farms in New York
- Cultivate New York
- Planning for Agriculture in New York: A toolkit for Towns and Counties (2011): This publication is a toolkit for those New York communities that recognize the importance of local farms and want to take action to support them. The Guide analyzes ways that towns have supported agriculture using tools such as right-to-farm laws, zoning codes, comprehensive plans, subdivision ordinances, property tax reduction programs, and purchase and transfer of development rights.
- New York Agricultural Landowner Guide: A Guide to Public Farmland Conservation Programs (2010): This Guide aims to help farmers and other farmland owners navigate the sometimes-confusing array of public programs available to reduce taxes, as well as steward and protect their land. This updated version identifies energy and environmental opportunities in a green economy and programs focused on enhancing farm viability.
- At a Crossroads: Agricultural Economic Development in the Hudson Valley (2004): This resource examines how local governments, organizations, farmers, and citizens can best act to strengthen the region’s agricultural industry. The report makes 13 recommendations related to strengthening the economic vitality of valley farms.
Open Space Institute (OSI)
https://www.openspaceinstitute.org
Phone: (212) 290-8200
Email: webmaster@osiny.org

All of OSI’s work is directed by a consistent strategy emphasizing permanent protection on a landscape-level scale. OSI protects diverse landscapes including parks, preserves, working farms, and forests, and utilizes climate science to identify critical landscapes for protection.

- NYS Land Conservation
- Conservation Capital
- Conservation Research

The Nature Conservancy NY
https://www.nature.org/en-us/about-us/where-we-work/united-states/new-york
Phone: (518) 690-7850

The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends.

ENVIRONMENTAL SUPPORT

Cornell Institute for Climate Smart Solutions (CICSS)
http://climatechange.cornell.edu
Phone: (607) 254-4942
Email: cicss@cornell.edu

The Cornell Institute for Climate Smart Solutions (CICSS) builds stakeholder capacity and works toward a future where agricultural, environmental, and social systems are resilient in the face of a rapidly changing climate and have reduced their impacts on the climate system. CICSS is focused on supporting farmers of New York and beyond with decision tools for strategic adaptation to climate change, so that they are better able to cope with potential negative effects of climate change and are better able to take advantage of any opportunities that it might bring.

Climate Smart Farming
http://climatesmartfarming.org
Phone: (607) 254-4942
Email: cicss@cornell.edu

The Climate Smart Farming program is a voluntary initiative that helps farmers in New York and the northeastern U.S. to:
- Increase agricultural productivity and farming incomes sustainably
- Reduce greenhouse-gas emissions from agricultural production through the adoption of best management practices, and increased energy efficiency and use of renewable energy
- Increase farm resiliency to extreme weather and climate variability through the adoption of best management practices for climate change adaptation

Northeast Regional Climate Center
http://www.nrcc.cornell.edu
Phone: (607) 255-1751

The mission of the Northeast Regional Climate Center is to facilitate and enhance the collection, dissemination, and use of climate data and information, as well as to monitor and assess climatic conditions and impacts in the twelve-state, northeastern region of the United States. Its activities are intended to further the economic efficiency and general welfare of public and private institutions and individuals in the region.
New York State Government Agencies & Programs

Empire State Development
https://esd.ny.gov
Phone: (518) 292-5100
The mission of Empire State Development is to promote a vigorous and growing state economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York state through the efficient use of loans, grants, tax credits, real estate development, marketing, and other forms of assistance.

- New York State Wine, Beer, Spirit and Cider
- ESD Small Business Division
- Consolidated Funding Application

Mohawk Valley Region / Empire State Development
https://esd.ny.gov/regions/mohawk-valley
Phone: (315) 793-2366
The Mohawk Valley regional office works hand in hand with new and existing businesses to help identify program funding to support business growth and expansion.

- Agribusiness
- Craft Beverage
- Distribution

Mohawk Valley Regional Economic Development Council (MVREDC)
https://regionalcouncils.ny.gov/mohawk-valley
Phone: (315) 793-2366
Email: nys-mohawkval@esd.ny.gov
MVREDC is the strategic economic advisory board for the greater Mohawk Valley Region.

New York State Department of Agriculture and Markets (NYSDAM)
https://www.agriculture.ny.gov
Phone: (800) 554-4501
The Department, through its various divisions and programs, promotes New York agriculture and its high-quality and diverse products, fosters agricultural environmental stewardship, and safeguards the state’s food supply, land, and livestock to ensure the viability and growth of New York’s agriculture industries.

- New York State Grown and Certified Program is the first statewide, multi-faceted food certification program designed to strengthen consumer confidence in New York products, address food product labeling, and assist New York farmers so they can take advantage of the growing market demand for foods locally grown and produced to a higher standard.

- Food Establishment Licenses

There are a variety of funding opportunities https://www.agriculture.ny.gov/RFPS.html, accessible through the Department, including:

- New Farmers Grant Fund
- NY Specialty Crop Block Grant Program: Funding to enhance the competitiveness of specialty crops, defined as “fruits, vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture).”
- Organic Certification Fee Reimbursement Program

New York Agriculture in the Classroom (NYAITC)
https://www.agclassroom.org/ny
Phone: (518) 480-1978
Email: NYAITC@cornell.edu
The mission is to foster awareness, understanding, and appreciation of how we produce food and fiber, what we eat, and how we live by helping educators, students, and their communities learn about and engage with agriculture and food systems. Established in 1985, NYAITC is a partnership of Cornell University, the NYS Department of Agriculture and Markets, the NYS Education Department, Cornell Cooperative Extension, and the New York Farm Bureau. NYAITC works with pre-K through middle-school teachers, Cornell Cooperative Extension and other community educators, farmers and producers, volunteers, parents, and community partners to increase agricultural literacy in New York state.
The mission: “To conserve, improve and protect New York’s natural resources and environment and to prevent, abate, and control water, land, and air pollution in order to enhance the health, safety, and welfare of the people of the state and their overall economic and social well-being.”

DEC’s goal is to achieve this mission through the simultaneous pursuit of environmental quality, public health, economic prosperity, and social well-being, including environmental justice and the empowerment of individuals to participate in environmental decisions that affect their lives.

- Pesticide Applicator Certification and Permits
- Concentrate Animal Feed Operations Permits
- Pesticide Regulations
- Chemical and Pollution Control
- Water Management
- Water Quality Regulation

New York State Energy Research and Development Authority (NYSERDA)
https://www.nyserda.ny.gov
Phone: (518) 862-1090
Email: info@nyserda.ny.gov

NYSERDA offers objective information and analysis, innovative programs, technical expertise, and funding to help New Yorkers increase energy efficiency, save money, use renewable energy, and reduce reliance on fossil fuels.

- Programs and funding opportunities for the agricultural sector

New York State Liquor Authority
https://sla.ny.gov
Email: licensing dept.: licensing.information@sla.ny.gov, craft beverage questions: craftbev@sla.ny.gov

Licensing and regulation of wineries, breweries, distilleries, meaderies, and cideries.
Federal Government Agencies & National Programs

UNITED STATES DEPARTMENT OF AGRICULTURE (USDA)

USDA Agricultural Marketing Service (AMS)
https://www.ams.usda.gov

Administers programs that facilitate the efficient, fair marketing of U.S. agricultural products, including food, fiber, and specialty crops; provides the agricultural sector with tools and services that help create marketing opportunities.

- **Market News**: For 100 years, AMS has provided free, unbiased price and sales information to assist in the marketing and distribution of farm commodities. The reports give farmers, producers, and other agricultural businesses the information they need to evaluate market conditions, identify trends, make purchasing decisions, monitor price patterns, evaluate transportation equipment needs, and accurately assess movement.
- **Rules and Regulations**: The Agricultural Marketing Service (AMS) administers programs that facilitate the efficient, fair marketing of U.S. agricultural products, including food, fiber, and specialty crops. Many of these programs are regulatory in nature and establish standards and requirements via the Federal rulemaking process.
- **Grades and Standards**: The USDA grade shields, official seals, and labels are reputable symbols of the quality and integrity of American agricultural products. Large-volume buyers such as grocery stores, military institutions, restaurants, and even foreign governments use the quality grades as a common “language,” making business transactions easier.
- **Services**: AMS quality standards, grading, certification, auditing, and inspection are voluntary tools and services that industry can use to help promote and communicate quality and wholesomeness to consumers. These services assist businesses in differentiating themselves from their competition.
- **Resources**: AMS offers a wealth of information, data, reports, and publications.
- **Specialty Crop Block Program (SCBGP)**: The purpose of SCBGP is to enhance the competitiveness of specialty crops. Specialty crops are defined as “fruits, vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture).”

USDA Farm Service Agency (FSA)
https://www.fsa.usda.gov/index

The Farm Service Agency provides federally funded agricultural programs and services to farmers. These programs help maintain a safe, abundant food supply by providing support and assistance to farmers. FSA programs: https://www.fsa.usda.gov/programs-and-services/index. These include, but are not limited to:

- Disaster Assistance and Safetynet programs
- Conservation
- Dairy Margin Protection
- Marketing Assistance
- Farm Loans

USDA Natural Resources Conservation Service (NRCS)
https://www.nrcs.usda.gov/wps/portal/nrcs/site/national/home

NRCS offers technical and financial assistance to help farmers, ranchers, and forest managers. For 80 years, NRCS and its predecessor agencies have worked in close partnerships with farmers and ranchers, local and state governments, and other federal agencies to maintain healthy and productive working landscapes.

NRCS Programs: https://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs, including:

- Agricultural Management Assistance: helps agricultural producers use conservation to manage risk and solve natural-resource issues through natural-resource conservation.
- Conservation Stewardship Program: helps agricultural producers maintain and improve their existing conservation systems and adopt additional conservation activities to address priority resource concerns.
- Environmental Quality Incentives Program (EQIP): provides financial and technical assistance to agricultural producers to address natural-resource concerns and deliver environmental benefits, such as improved water and air quality, conserved ground and surface water, reduced soil erosion and sedimentation, and improved or created wildlife habitat.
- Agricultural Conservation Easement Program provides financial and technical assistance to help conserve agricultural lands and wetlands and their related benefits.
USDA New Farmers Website
https://newfarmers.usda.gov
- New Farmers: access the support and resources needed to begin farming or use their easy Discovery Tool.
- Women in Agriculture: opportunities for women to grow, learn from one another, and lead within their industries.
- Youth and Young Farmers: discover new innovation at work in agriculture, support ag in school, and get connected.
- Veterans: are you a veteran looking to start farming? Find support and resources that were made just for you.

USDA Rural Development
https://www.rd.usda.gov
USDA Rural Development promotes economic development by supporting loans to businesses through banks, credit unions, and community-managed lending pools. Rural Development offers technical assistance and information to help agricultural producers and cooperatives get started and improve the effectiveness of their operations.
- Value-Added Producer Grants: provide agricultural producers with matching funds for value-added ventures that will increase the return on their agricultural commodities; can be used for planning (e.g., feasibility studies, business plans) and/or working capital.
- Rural Energy for America (REAP): grants and guaranteed loans to help agricultural producers purchase and install renewable energy systems and make energy efficiency improvements.
- Farm Labor Housing Program: direct loans and grants for new construction or substantial rehabilitation of safe, affordable, rental housing for farmworkers.

OTHER FEDERAL AGENCIES

Agricultural Marketing Resource Center
https://www.agmrc.org
Addresses marketing and business planning for U.S. agricultural producers.

Alcohol and Tobacco Tax and Trade Bureau (TTB)
https://www.ttb.gov
TTB protects the public by enforcing the provisions of the Federal Alcohol Administration Act (FAA Act) to ensure that only qualified persons engage in the alcohol beverage industry. The Bureau is responsible for enforcing the laws regulating alcohol production, importation, and wholesale businesses; tobacco manufacturing and importing businesses; and alcohol labeling and advertising. Those engaged in or planning to become engaged in the production of craft alcoholic beverages will need a license from TTB and become familiar with the regulations for the class of product being produced.

Northeast Extension Risk Management Education Center
http://www.nerme.org
Phone: (302) 831-0857
The Northeast Extension Risk Management Education Center was established in 2001 and is located at the University of Delaware. It is funded through the USDA National Institute of Food and Agriculture (NIFA) and is one of four regional Extension Risk Management Education Centers located throughout the country. The mission of the Northeast Center and the national program is to educate America’s farmers and ranchers to manage the unique risks of producing food for the world’s table.

Small Business Administration (SBA)
https://www.sba.gov
Created in 1953, the SBA continues to help small-business owners and entrepreneurs pursue the American dream. The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation’s only go-to resource and voice for small businesses.
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<tr>
<th>Agency / Organization</th>
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<tr>
<td>Agricultural Marketing Resource Center</td>
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<td>American Farmland Trust, New York Office</td>
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<td>CCE Central New York, Dairy, Livestock &amp; Field Crops Team</td>
<td><a href="https://cnydfc.cce.cornell.edu/about_program.php">https://cnydfc.cce.cornell.edu/about_program.php</a></td>
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<td>CCE Otsego County Agriculture Plan Implementation Specialist</td>
<td><a href="http://cescholarie-otsego.org/agriculture/farm-source-thrive-otsego">http://cescholarie-otsego.org/agriculture/farm-source-thrive-otsego</a></td>
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<td>Cornell Cooperative Extension of Schoharie and Otsego County</td>
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