

Cornell Cooperative Extension  
Sullivan County

the ultimate **GUIDE BOOK**  
*for FARMERS* in the  
**CATSKILLS REGION**

**UPDATED 2024 VERSION**



# A GUIDE JUST FOR FARMERS...

You don't sit in a cubicle all day – you're out in the field. You don't wear a pinstripe suit – you're in coveralls and boots. You don't report to a corporate executive – you answer to the land and weather.

But as a farmer, you mean business.

That's why Cornell Cooperative Extension Sullivan County created this guide. You'll find every local, regional, and national resource you need to run your farm like a successful business. Consider us your personal networker, connecting you with need-to-know organizations: from funding sources to food hubs – and everything in between.

Whether you're a 3rd generation farmer or new to the field, this guide book was made just for you.

Here's to managing your farm...like a boss.

## LOOK FOR THESE SYMBOLS



In addition to the Financial Resources section, organizations with this currency symbol offer grant funding and can be found throughout the Guide.



This compass symbol denotes a "guide" or resource document that can help you navigate your farm or food business!

## Cornell Cooperative Extension Sullivan County

8:30 am to 4:30 pm  
Monday-Friday  
Phone: 845-292-6180

**Website:** [www.sullivancee.org](http://www.sullivancee.org)  
**E-mail:** [sullivan@cornell.edu](mailto:sullivan@cornell.edu)

Cornell Cooperative Extension Sullivan County is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

NOTICE: Official endorsement of organizations listed in this guide and their products is not intended by their inclusion in this resource.

This guide is for informational purposes only. Please seek your own professional and legal consultation where appropriate.

*Guide Book For Farmers Originally Published February 2018*

*Updated April 2024*



[Facebook.com/ccesullivanagfood](https://www.facebook.com/ccesullivanagfood)



[Instagram.com/cce\\_sullivan\\_county](https://www.instagram.com/cce_sullivan_county)



[YouTube: bit.ly/ccesullivan](https://www.youtube.com/bit.ly/ccesullivan)

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## INVESTING IN AMERICA

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This project is supported by the USDA National Institute of Food and Agriculture award #2022-06508, through the American Rescue Plan Technical Assistance Investment Program.

# START HERE: CORNELL RESOURCES FOR FARMERS

Your first action in improving or starting your farm business should be reaching out to Cornell Cooperative Extension Sullivan County (CCE Sullivan). CCE Sullivan can tell you which resources are right for your needs. CCE Sullivan is a link to Cornell and land grant university agriculture and food systems sciences and information, with professional staff who serve as a source of farm-specific business and production information and support. Most programs are free or available for a nominal fee, and partial scholarships are typically available for Sullivan County residents when needed.

## CORNELL COOPERATIVE EXTENSION SULLIVAN COUNTY

Cornell Cooperative Extension  
Sullivan County

**Website:** <https://sullivancce.org/>

**Email:** [sullivan@cornell.edu](mailto:sullivan@cornell.edu)

**Phone:** 845-292-6180

Part of a statewide network, CCE Sullivan County offers programs in agriculture, natural resources, horticulture, community and economic vitality, financial education, food safety, caregiving, and youth development. Extension efforts in agriculture and natural resource management focus on providing outreach, education, and research-supported technical assistance to farmers and landowners. Specifically, CCE Sullivan provides technical assistance and information on:

- Food Businesses
- Livestock, Fruit, Vegetable, Dairy & Maple Production
- Field Crops
- Wholesale Market Readiness
- Sales Channels & Accessing Markets
- Ag Zoning & Training for Municipal Officials
- Ag Jobs
- Farm Food Safety
- Soil Testing
- Navigating Regulations
- Farm Start Ups
- Agriculture Districts and Assessments
- Ag Business and Funding Resources
- Marketing and Technology



CCE Sullivan is home to the Catskills Kitchen Food Business Incubator program. The program provides the technical assistance you need to start a food business, expand an existing business, or develop new value-added products. You can produce food products in this licensed kitchen facility which serves farmers, restauranteurs, bakers, caterers, and specialty food entrepreneurs. The Kitchen offers educational programs and resources for beginner and expert food-based entrepreneurs, including:

- Business Planning
- Marketing and Multi-Media
- Financing Resources
- Food Processing Rules and Regulations
- Training in Value-Added Production
- Food Labeling Requirements
- Packaging and Distribution
- Certifications
- Food Safety Classes
- Assistance Navigating the Licensing and Permitting Process
- Assistance Accessing Markets and Purchasing from Local Farms



**START HERE: GET DIRECTION FROM CORNELL**

Call them. Meet them. Use them. Cornell Cooperative Extension Sullivan County is here to help you navigate through all aspects of starting or improving a farm business.

**CCE SULLIVAN AG JOBS**

Cornell Cooperative Extension  
Sullivan County

**Website:** [www.sullivancee.org/agriculture/agriculture-jobs](http://www.sullivancee.org/agriculture/agriculture-jobs)

Looking for a job in the local ag industry? CCE Sullivan connects farms and agribusinesses to the hard-working people seeking employment opportunities in and around the Sullivan Catskills. We work with farmers and agri-businesses to post ag jobs on our website.

**CCE SULLIVAN YOU TUBE CHANNEL**

Cornell Cooperative Extension  
Sullivan County

**Website:** [www.youtube.com/@cornellcooperativeextensio3861](https://www.youtube.com/@cornellcooperativeextensio3861)

CCE Sullivan hosts a You Tube Channel that contains educational webinars on marketing, farm food safety, introduction to farming, ag training for municipal officials and local farm tours.

**CORNELL SMALL FARMS PROGRAM**



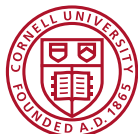
**Website:** <https://smallfarms.cornell.edu/>

**Email:** [smallfarmsprogram@cornell.edu](mailto:smallfarmsprogram@cornell.edu)

**Phone:** 607-255-9227

Cornell Small Farms provides a number of educational online courses ranging from soil health, and poultry production to business planning and farm start up.

**CORNELL FOOD VENTURE CENTER**



**Website:** <https://cals.cornell.edu/cornell-agritech/partners-institutes/cornell-food-venture-center>

**Email:** [CFVC@cornell.edu](mailto:CFVC@cornell.edu)      **Phone:** 315-787-2273

**HARVEST NEW YORK (THROUGH CORNELL)**

Cornell Cooperative Extension  
Harvest New York

**Website:** <https://harvestny.cce.cornell.edu/>

Harvest New York connects consumers and producers in the following project areas: local and food supply chain management, urban agriculture, community gardens, emerging crops, ag climate resiliency, and farm to school. They have specialists for projects and regions.

**LIVESTOCK PROGRAM WORK TEAM (THROUGH CORNELL COOPERATIVE EXTENSION)**



**Website:** <https://www.ccelivestock.com/>

Organized by CCE educators, the Livestock Program has species-specific experts answering questions and providing resources to livestock farms in NYS. Their website also has an NYS slaughterhouse map.

**EASTERN NEW YORK COMMERCIAL HORTICULTURE (THROUGH CCE)**

Cornell Cooperative Extension  
Eastern NY Commercial Horticulture Program

**Website:** <https://enych.cce.cornell.edu/>

This program provides educational programs and information to growers and agri-business professionals in the vegetable, tree fruit, small fruit and grape industries.

## SULLIVAN FRESH

**Website:** <https://sullivanccce.org/agriculture/sullivan-fresh>



CCE's Sullivan Fresh initiative makes affordable fresh fruits and vegetables easily available to communities within Sullivan County, while creating a sustainable sales market for local farmers. June to October, we operate mobile farmers' market stops in the County and a farmers market in Monticello. In partnership with SALT, we also operate a mobile food pantry, focusing on getting local farm products to neighbors through the Community Cupboard program.

## FARM & FOOD BUSINESS AND MARKETING PROGRAM

**Website:** <https://sullivanccce.org/agriculture/marketing>



CCE Sullivan's program offers a step-by-step, hands-on approach to developing business and marketing plans for your farm or food business, along with providing technical assistance on licensing, permitting, value-added productions, and more. The series also offers pathways to funding and other support services to help new businesses get off the ground, and existing businesses to improve and expand operations. We also offer workshops on business planning, marketing, permitting, licensing and value added production. New or existing farm and food businesses that participate in our business and marketing workshops also receive access to one-on-one assistance from professional consultants.

## FARM FOOD SAFETY PROGRAM

**Website:** <https://sullivanccce.org/agriculture/farm-food-safety>

FARM  
FOOD  
SAFETY



The Sullivan County Food Safety Outreach Program expands existing Food Safety educational and outreach efforts by working one-on-one with producers to increase technical assistance to producers exempt from the Produce Safety Rule, increase food safety training opportunities available to small and medium-sized farms, provide additional resources to producers covered by the Produce Safety Rule, and provide training and consulting opportunities for producers seeking a third-party Good Agricultural Practice (GAP) audit.



### WHO DO I CONNECT WITH AT CCE SULLIVAN?

Just visit the CCE Sullivan website to learn more about our staff and how to contact them.



# START UP & BUSINESS EXPANSION RESOURCES

There are extensive local resources and training programs for beginning farmers. If you're looking to expand your farm, the following organizations, research institutes, and agencies can help as well. The key is to think like an entrepreneur and strategically start or grow your farm. In addition to CCE Sullivan, regional and local organizations can assist with business development. Some resources are agriculture-specific while others provide general business support. It's important to view your farm as a business and to take advantage of resources available to help you make it a success.

## CCE SULLIVAN BEGINNER FARMER PROGRAM

**Website:** <https://sullivancce.org/agriculture/beginner-farming>



The Beginner Farmer Program assists beginner farmers in the Catskills-Hudson Valley Region through group training, one-on-one conversations, farm visits, farmer to farmer mentoring, farmer networks, and an intensive learning cohort. Our team members are also available to meet one-on-one with prospective farmers, reviewing business plans, "vetting" ideas for soundness, and directing you to more in-depth resources as needed. Receive technical assistance and join workshops on direct marketing, wholesale marketing, business planning, farm financial management, farmland access, agricultural production, food safety, urban farming, compliance with laws and regulations, soil health, composting, rotational grazing, agritourism, high tunnel seasonal extension, farm food safety plans, and much more!

## HUDSON VALLEY AGRI-BUSINESS DEVELOPMENT CORPORATION (HVADC)

**Website:** [www.hvadc.org](http://www.hvadc.org)

**Phone:** 518-432-5360



HVADC is not-for-profit organization who assist both new and existing agri-businesses, they provide a wide range of services and programs to enhance the agricultural sector in the Hudson Valley Region. Services offered include:

- Business Technical Assistance
- Farm and Food Funding Accelerator program
- HVADC Agriculture Loan Fund
- Administration of grant opportunities
- Food Rescue and Donation with FeedHV
- Marketing and Tourism, supported by Hudson Valley Bounty (HVB) project

HVADC's Incubator Without Walls program allows qualified agricultural businesses to tap into a wide array of services to accelerate their growth and increase their chance of long-term success. The services include, and are not limited to:

- Comprehensive Business Planning
- Strategic Planning for Growth and Development
- Analysis and Promotion
- Project Planning
- Matchmaking Services
- Food Safety Certification/ Planning/Permitting
- Value-Added Infrastructure
- Grant Writing
- Farm Transfer
- Land Access
- Production Diversification
- Local Product Sourcing
- Farm Transfer
- Land Access
- Production Diversification
- Local Product Sourcing



## NY FARMNET

**Website:** [www.nyfarmnet.org](http://www.nyfarmnet.org)

**Email:** [nyfarmnet@cornell.edu](mailto:nyfarmnet@cornell.edu)

**Phone:** 1-800-547-FARM

The mission of NY FarmNet is to provide New York farm families with free, confidential consulting services to develop skills that improve financial and production efficiency, and overcome business and family challenges. NY FarmNet accomplishes this via personalized education, business and personal planning, and referrals. Services offered include:

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

## FARM COMMONS



**Website:** [www.farmcommons.org](http://www.farmcommons.org)

Legal workshops, resources, and a community for farmers, ranchers, and their service providers.

## MID-HUDSON SMALL BUSINESS DEVELOPMENT CENTER



**Website:** [www.mid-hudson.nyssbdc.org](http://www.mid-hudson.nyssbdc.org)

**Email:** [sbdc@sunyulster.edu](mailto:sbdc@sunyulster.edu)

**Phone:** 845-339-0025

If you or your business resides in New York, the SBDC can maneuver you around the obstacles to success. Among other things, the SBDC helps their clients:

- Develop a Business Plan
- Discover Sources of Funding
- Prepare for e-Commerce
- Develop Marketing Plans
- Assess an Invention's Viability
- Comply with Licensing and Regulations
- Identify Avenues for Exporting

## SCORE ORANGE



**Website:** <https://www.score.org/orange>

**Email:** [ch.admin0465@scorevolunteer.org](mailto:ch.admin0465@scorevolunteer.org)

**Phone:** 845-237-2476

SCORE is a non-profit dedicated to helping small businesses get off the ground, grow, and achieve their goals through education and mentorship. One-on-one assistance is available to help you complete a business plan. SCORE Orange serves Orange County and the greater Sullivan County area.

## NCAT ATTRA SUSTAINABLE AGRICULTURE



**Website:** <https://attra.ncat.org/>

A source of sustainable ag information with a knowledge base of practical multimedia resources for farmers, ranchers, and educators. NCAT's ag specialists work with farmers, ranchers, land managers, and others to provide individualized technical assistance, offer practical learning opportunities, and facilitate meaningful connections among producers, experts, researchers, and industry professionals.



## NORTHEAST ORGANIC FARMING ASSOCIATION-NY (NOFA-NY)



**Website:** <https://nofa.org/>

NOFA-NY is an organization of farmers, gardeners, and consumers working together to create a sustainable regional food system that's ecologically sound and economically viable. Through demonstration and education, we promote land stewardship, organic food production, and local marketing. We bring consumer and farmer together to make high-quality food available to all people.

## THE CENTER FOR AGRICULTURAL DEVELOPMENT AND ENTREPRENEURSHIP



**Website:** [www.cadefarms.org](http://www.cadefarms.org)

**Phone:** 607-433-2545

The Center for Agricultural Development and Entrepreneurship (CADE) is a non-profit organization with a mission to increase the number and diversity of successful farm enterprises and related businesses in New York.

## GLYNWOOD CENTER – HUDSON VALLEY FARM BUSINESS INCUBATOR



**Website:** <https://www.glynwood.org/what-we-do/farm-training/farm-business-incubator.html>

**Phone:** 845-265-3338

Provides tools and resources for aspiring agricultural entrepreneurs to develop and manage viable farm enterprises. It offers access to land, housing, shared equipment and infrastructure, farm and business mentoring, technical classes, peer learning opportunities, and working capital.

## MID-HUDSON CRAFT (COLLABORATIVE REGIONAL ALLIANCE FOR FARMER TRAINING)

**Website:** <https://www.glynwood.org/what-we-do/farm-training/mid-hudson-craft.html>

**Phone:** 845-265-3338

Mid-Hudson CRAFT, through the Glynwood Center, is run by a collective of farmer organizers in the Mid-Hudson region. The program provides opportunities for beginning farmers to connect to and learn from existing farmers through farmer-to-farmer learning.

## HUDSON VALLEY FARM HUB



**Website:** <https://hvfarmhub.org/>

**Phone:** 845-331-1187

A project in Hurley, Ulster County, the Hudson Valley Farm Hub serves as a regional center for farmer training, agricultural research, and the demonstration of innovative farm technologies.

## NATIONAL YOUNG FARMERS COALITION



**Website:** <https://www.youngfarmers.org/>

**Email:** [info@youngfarmers.org](mailto:info@youngfarmers.org)

**Phone:** 518-643-3564

The Coalition represents, mobilizes, and engages young farmers to ensure their success.

## SULLIVAN COUNTY FARM BUREAU



**Website:** [www.nyfb.org](http://www.nyfb.org)

**Phone:** 518-436-8495

The Sullivan County Farm Bureau is the local affiliate of the New York Farm Bureau, a membership-supported organization that serves as an advocate for the agricultural industry.



## WHAT TO KNOW BEFORE STARTING A BUSINESS

There are a number of different options for setting up your business structure in NYS, which include:

- Business Corporation
- Not-for-Profit Corporation
- Limited Liability Company
- General Partnership
- Limited Partnership
- Sole Proprietorship

## BUSINESS CERTIFICATE IN SULLIVAN COUNTY

**Website:** <https://sullivanny.us/Departments/Clerk>

**Phone:** 845-807-0411



If you plan on conducting for-profit business through a sole proprietorship or general partnership under any name other than your own, you are required by law to file a Business Certificate (also called a Certificate of Assumed Name) in the office of the Sullivan County Clerk. Corporations, limited partnerships, and limited liability companies must also file a Certificate of Assumed Name if they are operating under any name other than the name they were incorporated or formed under. These organized businesses must file the form with the NYS Department of State. To obtain a business certificate in Sullivan County, visit Sullivan County Clerk's office: 100 North Street, Monticello, NY 12701

## FOOD AND FARM BUSINESS LAW CLINIC (PACE UNIVERSITY)

**Website:** <https://law.pace.edu/clinics/food-and-farm-business-law-clinic>



The Food and Farm Business Law Clinic provides free transactional legal services to small farm businesses, artisan food manufacturers, craft beverage entrepreneurs, and related nonprofit organizations. Legal services are provided by law student interns, authorized under New York law to advise, and represent clients under the close supervision of experienced, faculty, attorneys.

## NEW YORK STATE

**Website:** [www.businessexpress.ny.gov](http://www.businessexpress.ny.gov)

**Email:** [nylovessmbiz@esd.ny.gov](mailto:nylovessmbiz@esd.ny.gov)

**Phone:** 1-800-782-8369



Access resources for starting a business in New York State (NYS), including a how-to guide for setting up your business in NYS, support, programs, and custom business checklists.



## GUIDE TO FARMING IN NEW YORK STATE

**Website:** <https://sullivancee.org/agriculture>

Are you looking to start a farm? Then check out the **Guide to Farming in NYS**.

# BUSINESS PLAN OUTLINE

Business plans are important road maps to help you to lay out your goals and decide if you have a viable business. Follow this sample business plan outline to get started!

## EXECUTIVE SUMMARY

Elevator pitch or abstract that distills the business idea down to a short paragraph. Provide the name and contact information for the business. What is the focus of your farm operation?

## MISSION & GOALS

Mission statement that expresses the values of the operation in a few sentences. List your business goals, which are short, intermediate, and long term SMART goals. Also, provide strategies for accomplishing these goals.

## BACKGROUND

Provide a description of the operation, location, history, and how the business fits in today's market structure.

## ORGANIZATION

What type of organizational structure will the business be? An LLC, Partnership, Sole Proprietor? Who are the key personnel involved and what is their background and responsibilities?

## OPERATIONAL PLAN

Provide a few details about how the product is made, the quality upheld, and how the process is sustainable.

## MARKETING PLAN

Provide a description of exactly what products or services you are providing. Also, provide detailed market research results, market strategy, marketing budget, information about your competition, and what is unique about your business. Also provide a SWOT Analysis (Strengths, Weaknesses, Opportunities, Threats). For the marketing plan, you want to answer the following questions:

- The product/service will be sold in the following geographical areas...
- The targets of our marketing efforts are (describe potential customers) ...
- Competitors for this product/service include...
- The business, goods/services will be promoted through (describe marketing methods)...

## FINANCIAL STATEMENTS

This is the portion of the business plan where you provide your income statement, balance sheet, and cash flow projections. You should put together a minimum of 3 years' worth of projections that show growth in the business. When developing your financial plan, you should answer the following questions:

- What is the amount of capital needed to carry out this business plan?
- In what ways will the funds be used?
- How much personal equity and cash are you able to contribute?
- When will I make a profit?

## OTHER

Include anything else that supports your plan: estimates, quotes, resumes, site plans, agreements and leases, menus and list of services, etc. You should also include an exit plan in case the business dissolves.

## SUMMARY

Provide a synopsis of your ideas in a concise summary.

# FINANCIAL RESOURCES

There are many grants for new and existing farmers; however, grants are highly competitive. With careful planning, loans with low interest rates can be your friend! The resources listed below offer agriculture-specific loans with a forgivable aspect. Don't limit yourself to just one funder. Mix and match funding sources to customize a financial plan. Need guidance? CCE Sullivan can help. **Grant resources are constantly changing.** For regularly updated listings and specific funding resources, visit our website.



## SULLIVAN COUNTY INDUSTRIAL DEVELOPMENT AGENCY (SCIDA)

**Website:** [www.sullivanida.com](http://www.sullivanida.com)

**Phone:** 845-295-2603

Sullivan County Industrial Development Agency (SCIDA) administers revolving loan funds for agriculture businesses and assists farmers and food businesses with access to funding.



## SULLIVAN COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT

**Website:** [www.scpartnership.com](http://www.scpartnership.com)

**Phone:** 845-794-1110

This private, not-for-profit economic development agency is a one-stop resource for business development and expansion in the county by providing technical and financial assistance.



FARM CREDIT EAST

## FARM CREDIT EAST

**Website:** [www.farmcrediteast.com](http://www.farmcrediteast.com)

Farm Credit East is part of the Farm Credit System, a nationwide agricultural network providing credit and affiliated services to those in agriculture and related industries across the United States.



## NORTHEAST SUSTAINABLE AGRICULTURE RESEARCH AND EDUCATION (SARE)

**Website:** [www.nesare.org](http://www.nesare.org)

**Phone:** 802-651-8335

Northeast SARE offers competitive grants to projects that explore and address key issues affecting ag's sustainability and future economic viability. SARE has a searchable database of past research projects.



## KIVA LABS

**Website:** <https://www.kiva.global/kiva-capital/>

Kiva offers 0% interest free loans for up to \$10,000.



## NORTHEAST DAIRY BUSINESS INNOVATION CENTER FUNDING OPPORTUNITIES

**Website:** <https://nedairyinnovation.com/>

Offers grants, events, workshops, and education to dairy farmers, processors, and service providers.



### GOT A BRIGHT IDEA FOR A GRANT? ASK THESE QUESTIONS, FIRST:

- Do you have a clearly stated work plan?
- Did you tell your story?
- Did you read through all of the grant requirements?
- What is the need for the grant?



### THE VALUE OF AN AGRICULTURAL VALUE ASSESSMENT!

The NYS agricultural assessment program allows eligible farmland located both within and outside agricultural districts to be taxed at its agricultural assessment, rather than at its fair market value. Visit [sullivance.org](http://sullivance.org) to learn more.

## FARM AID



**Website:** [www.farmaid.org](http://www.farmaid.org)

**Phone:** 617-354-2922

Farm Aid is a nonprofit organization whose mission is to keep family farmers on the land. Farm Aid's online [Farmer Resource Network](#) connects farmers to an extensive network of organizations across the country that help farmers find the resources they need to access new markets, transition to more sustainable and profitable farming practices, and survive natural disasters.

## SKY HIGH FARM GRANTS PROGRAM



**Website:** [www.skyhighfarm.org/sky-high-farm-grants](http://www.skyhighfarm.org/sky-high-farm-grants)

**Email:** [grants@skyhighfarm.org](mailto:grants@skyhighfarm.org)

This nonprofit in the Hudson Valley is a bridge between regenerative farming and food access initiatives. Their grants program is for individuals working in agriculture, food justice, and land sovereignty. Applications are prioritized among those with a socially disadvantaged identity and those working in communities historically exploited and harmed by the existing industrial ag system.

## BRIGHTER FUTURE FUND



**Website:** [www.farmland.org/brighter-future/](http://www.farmland.org/brighter-future/)

Through the American Farmland Trust, the Brighter Future Fund was launched in 2020 to help farmers successfully launch, grow, and sustain farms in the face of forces impacting food and ag systems.

## THE FRUIT GUYS COMMUNITY FUND



**Website:** [www.fruitguyscommunityfund.org/](http://www.fruitguyscommunityfund.org/)

Providing annual grant awards to small farms and agricultural nonprofits that support sustainable agriculture projects with large positive impacts on the environment, local food webs, and farm diversity.

## NYSERDA



**Website:** <https://www.nyserda.ny.gov/>

NYSERDA offers financial assistance to identify electric and natural gas energy efficiency measures for eligible farms and on-farm producers, including but not limited to: dairies, orchards, greenhouses, vegetables, vineyards, grain dryers, and poultry/egg. Farms must be customers of an NYS investor-owned utility and contribute to the System Benefits Charge (SBC). Check your farm's utility bills.

## EQUITY TRUST

**Website:** [www.equitytrust.org](http://www.equitytrust.org)

**Phone:** 413-256-6161

Equity Trust works with farms to promote alternative ownership structures for farms who need affordable farmland. The Equity Trust Fund is a revolving loan fund enabling socially conscious lenders and donors to support projects which create new ways of owning, using, and stewarding property.

# VETERAN RESOURCES



## HOME GROWN BY HEROES PROGRAM

**Website:** <https://farmvetco.org/hbh/>

The Homegrown By Heroes label (HBH) is the official farmer veteran branding program of America, administered nationally by the Farmer Veteran Coalition. Here is who is eligible:

- Veterans of any branch of the U.S. Military from all service eras—including those currently serving
- Those who received a characterization of service of ‘Honorable’ or ‘General (Under Honorable Conditions)’ upon discharge
- Agribusinesses and farming operations that maintain a minimum of 50% veteran ownership and a minimum of 50% veteran management control
- Value-added products that contain a minimum of 50% non-water ingredients produced by an HBH-certified producer



## FARMER VETERAN COALITION

**Website:** [www.farmvetco.org](http://www.farmvetco.org)

**NYS Chapter:** <https://www.facebook.com/FVCNY/>

**Phone:** 530-756-1395

This fund provides direct assistance to veterans in their beginning years of farming or ranching.

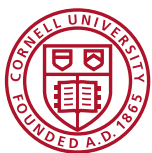


## HEROIC FOOD FARM

**Website:** [www.heroicfood.org](http://www.heroicfood.org)

**Phone:** 917-806-5055

Hands-on training program to prepare military veterans for careers in sustainable farming, agricultural trades, and food entrepreneurship in a veteran-supportive environment.



## FARM OPS | CORNELL SMALL FARMS

**Website:** [www.smallfarms.cornell.edu/projects/farm-ops/](http://www.smallfarms.cornell.edu/projects/farm-ops/)

Farm Ops provides the means for veterans, active duty service members, reservists, and members of the national guard to explore agricultural and horticulture avenues.



## SBA VETERAN BUSINESS OUTREACH CENTER

**Website:** [www.sba.gov/local-assistance/resource-partners/veterans-business-outreach-center-vboc-program](http://www.sba.gov/local-assistance/resource-partners/veterans-business-outreach-center-vboc-program)

This program offers resources to veterans who are interested in starting or growing a small business.



## USDA RESOURCES FOR VETERANS

**Website:** [www.usda.gov/our-agency/initiatives/veterans/veterans-and-entrepreneurship](http://www.usda.gov/our-agency/initiatives/veterans/veterans-and-entrepreneurship)

A listing of different resources available for veterans through the USDA.



## AGRABILITY

**Website:** [www.agrability.org/resources/veterans/](http://www.agrability.org/resources/veterans/)

The National AgrAbility Project helps military veterans who choose agriculture as their “Next

# BLACK, INDIGENOUS, AND PEOPLE OF COLOR (BIPOC) RESOURCES



## NEW YORK STATE BIPOC RESOURCES

**Website:** <https://agriculture.ny.gov/farming/supporting-diversity-agriculture>

New York State supports diversity in agriculture, and provides many services and supports.



## BLACK FARMERS UNITED NYS

**Website:** <https://www.blackfarmersunited.org/>

Black Farmers United NYS is a group of over 100 Black farmers, educators, and food justice advocates from across the state. They advocate for, unify, amplify, and create pathways to ownership for NYS Black farmers through education, policy development, networking, and mutual aid.



## BIPOC FARMING NETWORK

**Website:** <https://www.agricenter.org/bipoc-farming-network>

A regional and national network through which Black and brown farmers, herbalists and other practitioners can connect, share resources and explore cooperatives or other economic models.



## SOUL FIRE FARM

**Website:** <https://www.soulfirefarm.org/>



Soul Fire Farm Institute Inc is a 501c3 nonprofit educational organization and is an Afro-Indigenous centered community farm committed to uprooting racism and seeding sovereignty in the food system. Soul Fire Farm offers workshops, training programs, and a paid fellowship program.



## NORTHEAST FARMERS OF COLOR LAND TRUST

**Website:** <https://nefoclandtrust.org/>

The Northeast Farmers of Color Land Trust works to advance permanent and secure land tenure for farmers and land stewards of color.



## BLACK FARMER FUND

**Website:** <https://blackfarmerfund.org/>



The mission of Black Farmer Fund is to nurture black community wealth and health by investing in Black agricultural systems in the Northeast.



## RODALE INSTITUTE: BIPOC FARMER MICRO-GRANTS

**Website:** <https://rodaleinstitute.org/education/bipoc-farmer-micro-grants/>




Rodale Institute offers a micro-grant program specifically targeted to support projects and consulting for small-scale BIPOC farmers.

# SULLIVAN COUNTY RESOURCES



Sullivan County supports agriculture! There are many resources available to you through different departments within Sullivan County. Here is an overview of these departments:



**SULLIVAN COUNTY IS FOCUSED ON AGRICULTURE!**

Did you know the Sullivan County Planning Department works with the IDA to offer special funding just for agricultural projects? Once your business plan is ready, contact them ASAP to start exploring your options today!



## SULLIVAN COUNTY SOIL AND WATER CONSERVATION DISTRICT

**Website:** [www.sullivanswcd.org](http://www.sullivanswcd.org)

**Phone:** 845-292-6552



The Soil and Water Conservation District (SWCD) is a natural resource management agency that coordinates and implements programs at the local level in cooperation with federal and state agencies. SWCD also coordinates funding, regulatory permits, and site supervision for local environmental projects. SWCD is an active participant in NYS Agricultural Environmental Management. SWCD assists farms with the NYS Grown & Certified program, the Agriculture Assessment Application, and Environmental Quality Incentives Program. SWCD also rents a no-till seeder to farmers, and creates soil survey maps for ag assessment.

## SULLIVAN COUNTY DIVISION OF PLANNING AND COMMUNITY DEVELOPMENT

**Website:** <https://sullivanny.us/Departments/PlanningEnvironmental>

**Phone:** 845-807-0527


Sullivan County Planning supports local ag through the implementation of the County's Agricultural and Farmland Protection Plan helping them diversify and expand.

## SULLIVAN COUNTY DEPARTMENT OF WEIGHTS AND MEASURES

**Website:** [www.sullivanny.us/Departments/PublicWorks](http://www.sullivanny.us/Departments/PublicWorks)

**Phone:** 845-807-0184

The Sullivan County Department of Weights and Measures will certify your scale: for example, for vegetable farmers using a scale who sell their produce by weight at a farmers market.



**AGRICULTURE ASSESSMENTS...TAKE THE FIRST STEP**

Did you know the first step is to visit the Sullivan County Soil & Water Conservation District Office? They will help you to get a Soil Survey Map, which is a requirement to receive agriculture assessment. From there, you will then reach out to your local assessor to discuss being included in the program.



# NEW YORK STATE GOVERNMENTAL RESOURCES



When it comes to supporting farmers, New York State is truly open for business. From providing guidelines and best practices for complying with agriculture-related regulations, to offering funding opportunities. If you're unsure of where to start, contact CCE Sullivan for assistance!



## NYS DEPARTMENT OF AGRICULTURE AND MARKETS

**Website:** [www.agriculture.ny.gov](http://www.agriculture.ny.gov) **Phone:** 1-800-554-4501



NYSDAM promotes New York State agriculture and its high quality and diverse products, fosters ag environmental stewardship, and safeguards the state's food supply, land, and livestock to ensure the viability and growth of New York's ag industries. Some of the programs NYSDAM works on are:

- Farm to School
- Taste NY
- NYS Grown & Certified
- Farmland Preservation
- Farm Food Safety
- Agricultural Districts
- Farmers Markets
- Licensing & Permitting

## NYS ENERGY RESEARCH AND DEVELOPMENT AUTHORITY

**Website:** <https://www.nyserda.ny.gov/> **Phone:** 518-862-1090



NYS Energy Research and Development Authority (NYSERDA) offers energy-related programs and funding opportunities for the agricultural sector.

## NYS DEPARTMENT OF LABOR

**Website:** [www.labor.ny.gov](http://www.labor.ny.gov) **Phone:** (888) 4-NYS-DOL (888-469-7365)

Contact for info on farm labor, minimum wage, unemployment insurance, and workers' standards.

## NYS DEPARTMENT OF TAXATION AND FINANCE

**Website:** [www.tax.ny.gov](http://www.tax.ny.gov)

**Phone:** 518-457-5735

The Office of Real Property Tax Services handles taxation matters concerning farming. See NY State's property tax forms for Ag Assessment: [www.tax.ny.gov/forms/orpts/agri\\_assessment.htm](http://www.tax.ny.gov/forms/orpts/agri_assessment.htm)

## NYS DEPARTMENT OF ENVIRONMENTAL CONSERVATION (NYSDEC)

**Website:** [www.dec.ny.gov](http://www.dec.ny.gov)

*NYS DEC Lower Hudson Valley (Region3) Headquarters 21 So. Putt Corners, New Paltz, NY 12561*

NYSDEC is a state agency that has information to assist the agricultural community in complying with environmental requirements in a variety of areas such as:

- Animal Feeding Operations
- Forestry Management
- Composting and Land Application
- Air Quality
- Water Management
- Mineral Resources
- Pesticide Use and Chemical Storage
- Maps and Geographic Information



## NYS CLIMATE RESILIENT FARMING

**Website:** [www.agriculture.ny.gov/soil-and-water/climate-resilient-farming](http://www.agriculture.ny.gov/soil-and-water/climate-resilient-farming)

Program grant funds are available for projects that mitigate the impact of ag on climate change for greenhouse gas emissions reduction and carbon sequestration, in addition to enhancing on-farm adaptation and resiliency to projected climate conditions due to heavy storms, rainfall, and drought.

# FEDERAL RESOURCES



The United States Department of Agriculture (USDA), is a rich source of up-to-date information for farmers. From marketing and funding resources to crop management, the USDA offers high-quality tools and data to both beginning and experienced farmers.



## USDA AGRICULTURAL MARKETING SERVICE

**Website:** [www.ams.usda.gov](http://www.ams.usda.gov)

**Phone:** 202-720-8998

The program provides the ag sector with tools and services to help create marketing opportunities including: information on grading, inspection, local food research, market research and analysis, pesticide data, market and facility design, import/export, audit and accreditation programs, and grants.

## USDA AGRICULTURAL MARKETING RESOURCE CENTER

**Website:** [www.agmrc.org](http://www.agmrc.org)

**Phone:** 866-277-5567

The center provides marketing and business planning for US agricultural producers including information on different products and commodities, markets and industries, business development, renewable energy, and information on value-added agriculture.

## USDA BEGINNING FARMERS AND RANCHERS WEBSITE

**Website:** <https://www.farmers.gov/your-business/beginning-farmers>

**Phone:** 202-720-2791

The website has information on starting a farm including: business planning, marketing, access to land and capital, and other resources to help get you started.



## USDA FARM SERVICE AGENCY

**Website:** [www.fsa.usda.gov/FSA](http://www.fsa.usda.gov/FSA)

USDA Farm Service Agency offers a variety of farm loans, energy, disaster assistance, farm bill, dairy margin protection, and organic certification cost share programs. The following FSA offices serve Sullivan County:

### NYS FARM SERVICE AGENCY OFFICE

*441 South Salina Street, Suite 536, Syracuse, NY 13202-2450*

**Phone:** 315-477-6300

### DELAWARE COUNTY FSA (SERVES SULLIVAN COUNTY)

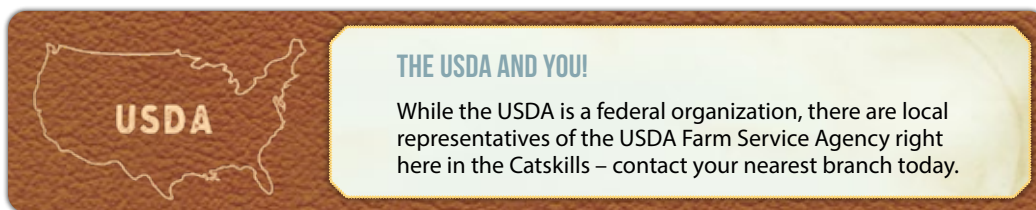
*44 West Street, Suite 2, Walton, NY 13856-1041*

**Phone:** 607-865-4005

### ORANGE COUNTY FSA (SERVES ROCKLAND, ORANGE, & SULLIVAN COUNTIES)

*225 Dolson Avenue, Suite 101, Middletown, NY 10940-6539*

**Phone:** 845-343-1872



## USDA RURAL DEVELOPMENT, NEW YORK OFFICE

**Website:** [www.rurdev.usda.gov](http://www.rurdev.usda.gov)

**Phone:** 845-343-1872

*225 Dolson Ave, Suite 104, Middletown, NY 10940-6569*

The USDA Rural Development Office offers a variety of programs for farmers. These include the Value-Added Producer Grant program and the Rural Energy for America Program (REAP).



## USDA NATURAL RESOURCES CONSERVATION SERVICE

**Website:** [www.nrcs.usda.gov](http://www.nrcs.usda.gov)

**Phone:** 888-526-3227

*Walton Field Office, 44 West Street, Suite 1, Walton, NY 13856*

The USDA Natural Resources Conservation Service (NRCS) assists farmers with a variety of programs including the Agricultural Management Program (AMP), the Conservation Stewardship Program (CSP), and the Environmental Quality Incentives Program (EQIP).

### AGRICULTURAL MANAGEMENT ASSISTANCE PROGRAM

The Agricultural Management Program (AMP) provides financial and technical assistance to agricultural producers to address issues such as water management, water quality, and erosion control by incorporating conservation into their farming operations.

### CONSERVATION STEWARDSHIP PROGRAM

The Conservation Stewardship Program (CSP) helps farmers build on their existing conservation efforts while strengthening their operation, including improving grazing conditions, increasing crop yields, or developing wildlife habitat.

### ENVIRONMENTAL QUALITY INCENTIVES PROGRAM

The Environmental Quality Incentives Program (EQIP) is a voluntary program that provides financial and technical assistance to agricultural producers to plan and implement conservation practices that improve soil, water, plant, animal, air, and related natural resources on agricultural land and non-industrial private forest land. EQIP may also help producers meet federal, state, tribal, and local environmental regulations.

# ACCESSING & PRESERVING FARMLAND

Own farmland, but not using it all? Should you rent it? How can you ensure your farmland stays farmland? Want to buy farmland...have sticker shock? Make an informed decision with these resources!



## TO RENT OR OWN, THAT IS THE QUESTION

Many farmers choose to rent land to farm, instead of buying it. If you own a farm, and are thinking of renting it, CCE Sullivan can provide you with current lease rates, lease templates, and more. Also, check out the USDA farm ownership loan programs!

## DELAWARE HIGHLANDS CONSERVANCY

**Website:** [www.delawarehighlands.org](http://www.delawarehighlands.org)

**Phone:** 845-583-1010



The Conservancy is a land trust that works with private landowners in Sullivan County and the Upper Delaware River Region to protect their lands using conservation easements and other tools.

## OPEN SPACE INSTITUTE

**Website:** [www.openspaceinstitute.org](http://www.openspaceinstitute.org)

OSI protects land for clean drinking water, public recreation, healthy communities, wildlife habitat, and climate protection, along with farmland.



## WATERSHED AGRICULTURAL COUNCIL

**Website:** [www.nycwatershed.org](http://www.nycwatershed.org)

**Phone:** 607-865-7790



The Council works with farm and forest landowners in the New York City Watershed region to protect water quality through land conservation while supporting the economic viability of ag and forestry.

## FOOD AND FARM BUSINESS LAW CLINIC (PACE UNIVERSITY)

**Website:** <https://law.pace.edu/clinics/food-and-farm-business-law-clinic>

The Food and Farm Business Law Clinic provides free transactional legal services to small farm businesses, artisan food manufacturers, craft beverage entrepreneurs, and related nonprofit organizations. Legal services are provided by law student interns, authorized under New York law to advise, and represent clients under the close supervision of experienced, faculty, attorneys.



## FARM COMMONS

**Website:** <https://farmcommons.org/>

**Phone:** 218-302-4030



Provides legal workshops, resources, and a community for farmers, ranchers, and others. Assists with launching, growing, or transitioning an agricultural business or supporting those who do.



## FARMLAND ACCESS LEGAL TOOLKIT (VERMONT LAW SCHOOL AG & FOOD SYSTEMS PROGRAM)

**Website:** <https://farmlandaccess.org/>

If you need land to farm, or are transitioning your land to another farmer, this toolkit is for you! This website also has additional resources for your farm business.



## DIRT CAPITAL PARTNERS

**Website:** [www.dirtpartners.com](http://www.dirtpartners.com)

Dirt Capital Partners helps farmers secure long term leases, facilitate farmland transitions, and helps provide pathways to ownership.



## NORTHEAST FARMERS OF COLOR LAND TRUST

**Website:** <https://nefoclandtrust.org/>

The Northeast Farmers of Color Land Trust works to advance permanent and secure land tenure for farmers and land stewards of color.



## AMERICAN FARMLAND TRUST

**Website:** <https://farmland.org/land-access-resources/>

Investing in farmland through partnerships with sustainable farmers, promoting land access and security for farmers while keeping farmland in productive use. They help farmers secure long term leases, facilitate farmland transitions, and help provide pathways to ownership.



## REGIONAL AG NAVIGATOR & FARMLAND

**Website:** [www.nyfarmlandfinder.org](http://www.nyfarmlandfinder.org)

CCE Sullivan is a designated Ag Navigator under the NY Farmland Finder program. Our staff will help connect landowners and farmers with land. The website includes a directory of available farm properties across the state and profiles of farmers seeking land, listings of on-farm jobs, upcoming events, and a searchable library of resources to educate and support farmers and landowners.



## RESOURCES FOR AGRICULTURAL DISTRICTS

**CCE Sullivan:** [www.sullivancce.org/agriculture/farmland-protection-ag-districts-vs-assessments](http://www.sullivancce.org/agriculture/farmland-protection-ag-districts-vs-assessments)

**NYS DAM:** [www.agriculture.ny.gov/land-and-water/agricultural-districts](http://www.agriculture.ny.gov/land-and-water/agricultural-districts)

Agricultural Districts protect and promote the availability of land for farming purposes. The Agricultural District program is managed at the County level, through CCE Sullivan and the Sullivan County Planning Department. For more information on the program visit the NYS Division of Agriculture and Markets (NYS DAM) website and the Cornell Cooperative Extension Sullivan County websites listed above.



## CATSKILLS AGRARIAN ALLIANCE

**CCE Sullivan:** <https://www.catskillsagrarianalliance.org/>

They operate land access programs, the 607 CSA and the Star Route Farm and work on mutual aid food distribution programs, connect people to markets in NYC, and wholesale and Farm to Institution programs.



### MAP OUT THE DIFFERENCES!

To learn more about the differences between agricultural districts, ag zoning and agricultural value assessments, visit the CCE Sullivan website at [www.sullivancce.org](http://www.sullivancce.org).

For more information on Ag Districts Guidelines visit the NYS Dept. of Agriculture website at: <https://agriculture.ny.gov/land-and-water/agricultural-districts>

# AG ENERGY & AG CLIMATE RESILIENCY RESOURCES

Empowered by the following resources, agricultural operations have the ability to minimize how their farm impacts the environment. At the same time, these resources may also help boost efficiency and even profitability at your farm.

## AG ENERGY NY

**Website:** [www.agenergyny.org](http://www.agenergyny.org)

Cornell Cooperative Extension has launched the Best Energy Practices program to assist New York farmers in identifying specific measures to cut energy costs and enhance overall farm productivity and efficiency. The program's website provides free resources on the latest energy-saving technologies. It also facilitates farmer-educator connections, allowing farmers to seek advice and guidance on reducing their farm's energy consumption.

Given the substantial energy consumption in farming, particularly in livestock and crop production, farmers are vulnerable to fluctuations within the energy market. Upgrading on-farm technology, including lighting, refrigeration, ventilation, motors, pumps, controls, and thermal technologies, can shield farmers from price surges and boost their bottom line. Implementing preventative equipment maintenance, enhancing building efficiency, and adopting new high-efficiency motors or lighting are examples of steps farmers can take to reduce energy use.

The Ag Energy NY website is structured by farm sectors such as field crops, vegetables, livestock, poultry, grains, maple, orchards, berries, and vineyards. Tailored resources for each sector, developed by agriculture and energy professionals, are accessible on the website.

Farmers are encouraged to connect with the team for questions on energy-saving strategies and guidance on available resources and incentives.



## NYSERDA AG ENERGY AUDIT PROGRAM

**Website:** [www.nyserdera.ny.gov/All-Programs/agriculture-energy-audit](http://www.nyserdera.ny.gov/All-Programs/agriculture-energy-audit)

The Agriculture Energy Audit Program offers technical assistance to identify energy efficiency measures for eligible farms and on-farm producers, including but not limited to: dairies, orchards, greenhouses, vegetables, vineyards, grain dryers, and poultry/egg.



## AGRI SOLAR CLEARING HOUSE — FARM ENERGY EFFICIENCY

**Website:** [www.agrisolarclearinghouse.org/solar-powered-farm-buildings](http://www.agrisolarclearinghouse.org/solar-powered-farm-buildings)

This series of lessons is designed for farmers who would like to increase the energy efficiency of their farm and processes.



## CORNELL HARVEST NY- AG CLIMATE RESILIENCY

**Website:** <https://harvestny.cce.cornell.edu/topic.php?id=9>

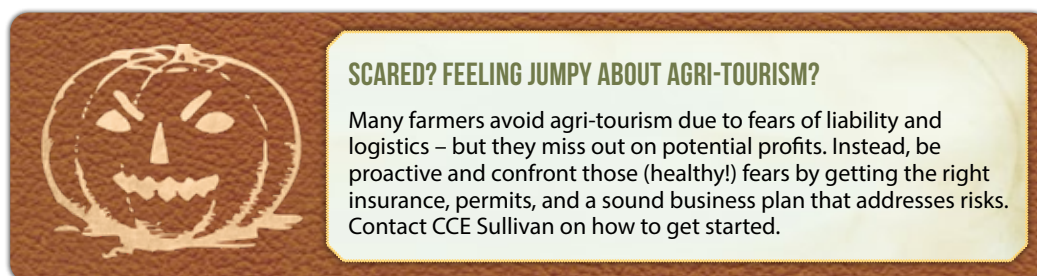
This program aims to mitigate the impact of climate change on New York's farms through education, adaptation of production practices, and preparation for extreme weather events. Additionally, the team emphasizes the important role farms play in reducing greenhouse gas emissions and carbon sequestration. Key practices include use of cover crops, agroforestry, rotational grazing, water management, manure management, and nitrogen-use efficiency.



## AGRI-TOURISM RESOURCES

There are many farms that participate in agri-tourism activities as a source of additional income. However, before you jump into agri-tourism, you must decide if it's right for your farm. Cornell Cooperative Extension has put together a guide to help you assess the feasibility and walk you through the steps to starting your own agri-tourism operation.

The guide **"Getting Started in Agri-Tourism"** can be accessed at [www.sullivancce.org](http://www.sullivancce.org) or through this link: [www.ccetompkins.org/resources/getting-started-in-agritourism](http://www.ccetompkins.org/resources/getting-started-in-agritourism)



### SULLIVAN COUNTY FARM NETWORK

**Website:** [www.facebook.com/SullivanCountyFarmNetwork](https://www.facebook.com/SullivanCountyFarmNetwork)

Founded in 2010, its mission is to increase farming activities in Sullivan County and to strengthen communication between those who grow food and those who consume it.

### SULLIVAN COUNTY VISITORS ASSOCIATION

**Website:** [www.sullivancatskills.com](http://www.sullivancatskills.com)

**Phone:** 845-747-4449

The Sullivan County Visitors Association (SCVA), actively promotes agriculture as part of its overall marketing program. Available online and in print, the travel guide lists working farms, farmers' markets, breweries, distilleries, farm tours, and other agriculture-related attractions. The SCVA also publishes a "Made in the Sullivan County Catskills" brochure featuring products that are locally-grown or produced, with an associated website.



### CORNELL COOPERATIVE EXTENSION AGRITOURISM WORK TEAM

**Website:** [www.cals.cornell.edu/cornell-cooperative-extension/work-teams/agritourism](http://www.cals.cornell.edu/cornell-cooperative-extension/work-teams/agritourism)

The Agritourism PWT consists of around 50 CCE educators/specialists who help support agritourism across NY. This group works together to update each other on agritourism activities happening in NY, and create programming and educational materials for agritourism operations.



### CORNELL AGRITOURISM RESOURCE GUIDE

**Website:** <https://senecacountycce.org/resources/getting-started-in-agritourism>

This helpful guide provides information on how to get started in agritourism.

# FOOD HUBS, DISTRIBUTION & MARKETING RESOURCES

Let's say you grow the juiciest, tastiest heirloom tomatoes in the Catskills. But you only sell them at your farm stand. You may be missing out on more profitable, less time-consuming sales channels. Make sure your product gains the visibility it deserves by being in the right place – with the right product marketing. The resources below can help!

It's an exciting time to be an agricultural producer. There are more avenues open for selling your product than ever before: from farmers' markets to local retailers, wholesale buyers to restaurants, and food hubs to food distributors. The key is to create a distribution plan for your product that meets your personal and financial needs.



## SULLIVAN CATSKILLS FARMERS' MARKETS

**Website:** <https://www.sullivancatskillsfarmersmarkets.com>

This is a marketing collective of the Sullivan Catskills Farmers' Markets. Farmers' Markets are a great opportunity to sell direct to consumers. Visit the website for a list of farmers' markets in Sullivan County.

## HUDSON VALLEY BOUNTY

**Website:** [www.hudsonvalleybounty.com](http://www.hudsonvalleybounty.com)

**Phone:** 518 432-5360



Hudson Valley Bounty (HVB) is a regional initiative designed to promote local foods and support connections between local agricultural producers and culinary businesses; farmers can join through the website for \$50 per year. Benefits include a listing in the HVB directory, a listing on their website and in marketing materials, discounted training sessions, discounted price of participation in events, newsletter, and HVB logo use.

## PURE CATSKILLS

**Website:** [www.purecatskills.com](http://www.purecatskills.com)

**Phone:** 607-865-7090



A "buy local" branding campaign for the Catskills region, Pure Catskills offers a membership kit which outlines membership requirements, use of logo, and detailed member benefits. Benefits include being part of a known regional identity, a listing in the Guide to Catskills Regional Products, a dedicated webpage for your business, and affiliation with the Pure Catskills webpage, marketing efforts on your behalf, print ads in various magazines, special promotions, and educational opportunities. **The Pure Catskills Marketplace** provides Pure Catskills farm, food and forest business members an e-commerce portal through which members can market products to millions of online shoppers.



## FARM TO SCHOOL PROGRAM AT CCE SULLIVAN

**Website:** [www.harvestny.cce.cornell.edu/](http://www.harvestny.cce.cornell.edu/)

CCE Sullivan works with the Harvest NY Team and local partners to connect farmers, food distributors and school districts to increase access to local farm products in schools. Interested in participating? Reach out to the CCE Sullivan Ag team.



## CATSKILLS FOOD HUB

### CATSKILLS FOOD HUB

**Website:** <https://www.asinglebite.org/>

Operated by the non-profit A Single Bite, the Hub works to make local foods more accessible in the community through their Farm to School program, their meal delivery and educational programs.



### LOCAL HARVEST

**Website:** [www.localharvest.org](http://www.localharvest.org)

An online market and website connecting "people looking for good food with the farmers who produce it," Local Harvest lists over 30,000 family farms and farmers' markets along with stores and restaurants that feature local food. It includes a map and zip code search to find farms by location.



### NYS GROWN & CERTIFIED FOOD PROGRAM

**Website:** [www.certified.ny.gov](http://www.certified.ny.gov)



NYS Grown & Certified Food 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.

### TASTE NY

**Website:** [www.taste.ny.gov](http://www.taste.ny.gov)

**Phone:** 518-457-4383



A NYS Department of Agriculture and Markets initiative to boost the sales and heighten profiles of NY-based produced foods and beverages.

### FARMERS' MARKET FEDERATION OF NEW YORK

**Website:** [www.nyfarmersmarket.com](http://www.nyfarmersmarket.com)

**Phone:** 315-400-1447



For information on selling at a farmers' market and a listing of all NYS farmers' markets, information on vendor insurance, and other resources for farmers selling at farmers' markets.

### FARMER VETERAN COALITION

**Website:** [www.farmvetco.org](http://www.farmvetco.org)

**Phone:** 530-756-1395



Homegrown By Heroes (HBH) is the official farmer veteran branding program of America. The HBH logo serves to inform consumers that products donning the logo were produced by military veterans. The program is available to farmers, ranchers, fishermen, and value-added producers of all branches and eras of military service.



### HUDSON VALLEY CSA COALITION

**Website:** [www.hudsonvalleycsa.org](http://www.hudsonvalleycsa.org)

This Coalition is a network of more than 120 farms in the Hudson Valley region who use the Community Supported Agriculture (CSA) economic model. Through a series of strategic initiatives, their mission is to recruit first-time CSA members; to expand the local CSA member base of participating farms; and to make CSA a familiar and accessible option for all in the Hudson Valley.

# LABOR RESOURCES

You may be outstanding in your field – but don't stand alone! Like any business owner, farmers are at risk for burnout. That's where farm labor comes in. CCE Sullivan and the Sullivan County Center for Workforce Development provide resources on hiring the best workers – from farm managers to field hands – and hire them in compliance with labor laws.

## CENTER FOR WORKFORCE DEVELOPMENT – SULLIVAN WORKS ONE-STOP CENTER

**Website:** <https://sullivanny.us/Departments/Workforcedevelopment>

**Phone:** 845-794-3000



The Sullivan County Center for Workforce Development (SCCWD) is part of the Sullivan Works One Stop System. The Sullivan Works One Stop System is comprised of a variety of community partners, whose primary mission is to support the growth of the local economy by meeting the employment needs of job seekers, current workers, and employers. The SCCWD also provides On the Job Training programs.

## CORNELL AGRICULTURAL WORKFORCE DEVELOPMENT

**Website:** <https://agworkforce.cals.cornell.edu/>

**Phone:** 607-255-7890



The Cornell Agricultural Workforce Development helps farmers and agribusiness professionals develop committed and effective teams. They provide resources and trainings in compliance, employment law, H2A, human resource management, immigration, leadership, safety and health, supervisory leadership, workforce development, and much more.



## NYS AGRICULTURE LABOR PROGRAM

**Website:** [www.labor.ny.gov/immigrants/agriculture-labor-program.shtm](http://www.labor.ny.gov/immigrants/agriculture-labor-program.shtm)

## NYS DEPARTMENT OF LABOR

**Website:** [www.labor.ny.gov](http://www.labor.ny.gov)

**Phone:** 888-4-NYSDOL, 888-469-7365

The New York State Department of Labor offers many free services to businesses, including assisting employers with the recruitment of qualified workers on a temporary, seasonal, or year-round basis. The mechanism for doing this is posting a free job order in its job matching system. NYS has Agriculture Labor Specialists who can provide job seekers and business customers access to the services available at New York State Career Centers and other services of the Department of Labor. The Agriculture Labor Specialist can connect a business with workers and help that business gain access to all other Department of Labor services. In addition, the Agriculture Labor Specialist can educate business owners about New York State's labor laws and regulations.

## NYS DEPT. OF LABOR CONTACTS FOR COLUMBIA, DELAWARE, GREENE, SULLIVAN & ULSTER COUNTY

**Agriculture Labor Specialist:** Contact the office to find out who your agriculture labor specialist is.

**Sullivan County Location:** 50 North Street, Monticello NY 12701

**Phone:** 845-794-3340

## NYS OFFICE OF THE ADVOCATE FOR BUSINESS

**Phone:** 1-800-628-3331

The Advocate for Business:

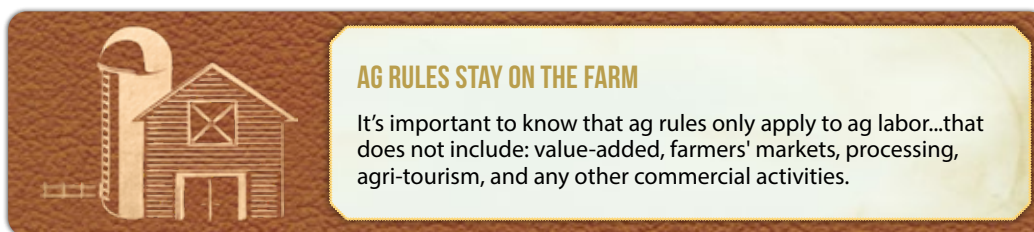
- 1) Assists individual businesses with coverage questions and compliance with the workers' compensation law;
- 2) Educates business owners and government personnel on how the workers' compensation system works and the role that each participant plays in the system; and
- 3) Hears the concerns of business associations and employer groups regarding workers' compensation, reports those concerns to the chair of the Workers' Compensation Board, and offers possible solutions to address the issues.

## THE HIRING PROCESS

### AGRICULTURAL EMPLOYER'S CHECKLIST

<http://blogs.cornell.edu/smallfarms/files/2014/08/2014-Employer-Checklist-2dazazm.pdf>

Publication by Anita Deming which goes through the employee hiring process step by step.



### WORKERS' COMPENSATION INSURANCE

Employers are required to have workers' compensation insurance on their workers if cash wages exceeded \$1,200 in the preceding year. Coverage must be obtained effective April 1st of the year immediately following the year where the farm had \$1,200 of payroll. **Unpaid interns and apprentices on your farm must be covered by workers' comp (the training and/or room and board you provide them is valued in lieu of wages).** The only exception to this is if your farm is a 501(c)3 non-profit organization.

Insurance can be purchased from the New York State Insurance Fund (<https://ww3.nysif.com/>), private insurers, or an employer can form/join a self-insurance group if they meet requirements and post bond.

### DISABILITY BENEFITS

State law requires that employees be covered by a disability benefit if they are disabled off the job. Most workers' compensation insurance will also include this. Family members (spouse or child) and farm laborers are exempt from this requirement. Farm corporate officers and office workers need disability benefits coverage. If the farm is held as a corporation or LLC then the family member exemption does not apply because no one is related to a business entity.

## MINIMUM WAGE

### MINIMUM WAGE STANDARDS FOR FARM WORKERS

The Minimum Wage Order for Farm Workers applies only to farm workers employed on farms where the total cash remuneration paid to all persons employed on the farm exceeded \$3,000 in the previous calendar year.

The Minimum Wage Order for Farm Workers provides that all workers, with certain exceptions, must be paid at least \$15.00 as of December 31st, 2023 in New York State . Please check the most recent labor laws for the most **up to date amount as it often changes annually**. This does not include members of the employer's immediate family.

For more information and forms, visit: <https://labor.ny.gov/formsdocs/wp/CR142.pdf>

The wage order permits employers to deduct specified allowances from the minimum wage for meals and lodging (except for seasonal migrant workers). Payments-in-kind must cost no more than the fair market value. Employers must post a summary of the wage order and a copy of the general work agreement in a visible place in their establishment.



#### THERE IS NO SUCH THING AS "FREE" LABOR

Federal law treats farm interns, trainees, and apprentices as employees. Therefore, the employer is required to pay minimum wage. Please refer to NYS wage requirements for interns at for-profit and not-for-profit businesses for specific information.

## INSURANCE

If you are currently in business or deciding to begin an agricultural business, insurance should be part of your risk management strategy. Risk management can include many different forms, including insurance, production diversification, and business structure. Insurance can enable the risk to be shifted from the business to the insurance carrier.

There are a number of national and local insurance providers. For an up-to-date listing of insurance providers, visit the Sullivan County Chamber of Commerce website or the NYS Farm Bureau website. Please Note: CCE Sullivan does not officially endorse businesses. This list is for reference only.

### CALLICOON COOPERATIVE INSURANCE

**Website:** [www.callicooncoop.com](http://www.callicooncoop.com)

**Phone:** 845-887-4210

### STATE FARM

**Website:** [www.statefarm.com](http://www.statefarm.com)

### AMERICAN NATIONAL: FARM & RANCH INSURANCE

**Website:** <https://www.americannational.com/wps/portal/>

### SULLIVAN COUNTY CHAMBER OF COMMERCE

**Website:** [www.sullivancountychamber.com](http://www.sullivancountychamber.com)

A listing of different businesses located in Sullivan County

### NATIONWIDE INSURANCE

**Website:** [www.nationwide.com](http://www.nationwide.com)

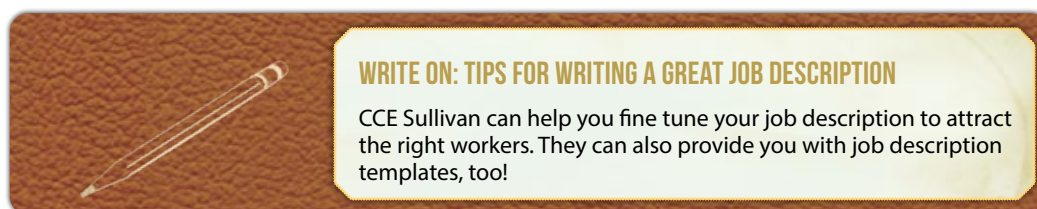
# WHERE TO FIND FARM WORKERS

You've written your perfect job description, and you're ready to hire! The next step is figuring out where to place your job opening. From local colleges to newspaper "help wanted" sections, and agricultural publications to specialized resources, below you'll find ideal places to post your job!

## CORNELL AGRICULTURAL WORKFORCE DEVELOPMENT

**Website:** <https://agworkforce.cals.cornell.edu/human-resource-management/job-descriptions/>

Need tips for writing a great job description? Start here, first!



## COLLEGE JOB POSTING OPPORTUNITIES

**SUNY COBLESKILL** Knapp Hall 223, 106 Suffolk Circle, Cobleskill, NY 12043

**Website:** <https://www.collegecentral.com/cobleskill/>

**Phone:** 518-255-5624 **Email:** studentsuccess@cobleskill.edu

**RUTGERS UNIVERSITY** 46 College Ave., New Brunswick, NJ 08901

**Website:** <https://careers.rutgers.edu/employers-mentors#opportunity>

**Phone:** 848-932-0144

**PENN STATE** Nittany Lion Careers, 235 Bank of American Career Services Center, University Park, PA 16802

**Website:** [www.studentaffairs.psu.edu/career](http://www.studentaffairs.psu.edu/career)

**Phone:** 814-863-0225 **Email:** interviewing@psu.edu

**CORNELL UNIVERSITY** 103 Barnes Hall, Ithaca, NY 14853

**Website:** [www.career.cornell.edu](http://www.career.cornell.edu)

**Phone:** 607-255-5221 **Email:** career@cornell.edu

**MORRISVILLE STATE COLLEGE** Crawford Hall, Room 318, Morrisville, NY 13408

**Website:** <https://www.morrisville.edu/contact/offices/career-services>

**Phone:** 315-684-6615 **Email:** careerservices@morrisville.edu

**UNIVERSITY OF VERMONT** Living and Learning, Building E 140, 633 Main St. Burlington, VT 05405-0390

**Website:** [www.uvm.edu/~career/?Page=about.html](http://www.uvm.edu/~career/?Page=about.html)

**Phone:** 802-656-3450 **Email:** career.services@uvm.edu

**UNIVERSITY OF CONNECTICUT** Willbur Cross Building, Room 202, 233 Glenbrook Rd Storrs, CT 06269

**Website:** [www.career.uconn.edu](http://www.career.uconn.edu)

**Phone:** 860-486-3013

**DELAWARE VALLEY UNIVERSITY** 700 East Butler Ave., Doylestown, PA 18901

**Website:** <https://delval.edu/cspd/submit-job>

**Phone:** 800-233-5825 **Email:** Careers@DelVal.edu

## JOB POSTING RESOURCES

### CCE SULLIVAN

Looking for a job in the local ag industry? CCE Sullivan connects farms to hard-working people seeking employment in the Sullivan Catskills.

**Website:** [www.sullivancce.org/agriculture/agriculture-jobs](http://www.sullivancce.org/agriculture/agriculture-jobs)

### COUNTRY FOLKS

**Website:** <https://www.countryfolks.com>

**Phone:** 800-836-2888

**Email:** [classified@leepub.com](mailto:classified@leepub.com)

### LANCASTER FARMING

**Website:** <https://www.lancasterfarming.com>

**Phone:** 317-286-2518

**E-mail:** [farming@lancasterfarming.com](mailto:farming@lancasterfarming.com)

### NORTHEAST ORGANIC FARMING ASSOCIATION

**Website:**

<https://www.nofany.org/resources/classifieds>

**Phone:** 315-988-4000 **E-mail:** [info@nofany.org](mailto:info@nofany.org)

### NATIONAL YOUNG FARMERS COALITION

**Website:** [www.youngfarmers.org/land-and-jobs](http://www.youngfarmers.org/land-and-jobs)

### PASA SUSTAINABLE AGRICULTURE

**Website:** <https://pasafarming.org/classified/>

**E-mail:** [jen@pasafarming.org](mailto:jen@pasafarming.org)

### GOOD FOOD JOBS

**Website:** <https://www.goodfoodjobs.com>

## TIPS FOR WRITING A GOOD JOB DESCRIPTION

*\*Excerpt from Iowa State University. For additional articles and resources, visit:*

<https://www.extension.iastate.edu/agdm/wdhumanresources.html>

### 1. JOB TITLE

Make sure the job title accurately describes the job being performed. Remember, a typical agricultural production operation has different needs from what you might have seen 30 years ago.

### 2. JOB SUMMARY

Immediately after the title, give a concise definition or description of the major job responsibilities. This is the type of short description that may be used for recruitment purposes.

### 3. JOB QUALIFICATIONS

List the knowledge, education, experience, or training necessary to perform the job. Include realistic physical requirements essential to perform the job such as an ability to stand for long hours at a time or lift and carry a certain weight. Don't make discriminatory statements on grounds of race, gender, age, or national origin.

### 4. JOB DUTIES OR TASKS

List all job activities the worker performs in the position. Start with the most frequently performed duties and proceed to the least frequent duties. The degree to which the position is specialized will impact the number of job tasks on the list. It may be helpful to include an approximate percentage of the time that duty is performed. At the list's end, it's common to include "other duties as assigned by supervisor" to allow flexibility.

### 5. WORK RELATIONSHIPS

In this section, describe who supervises the position and whether the position includes any supervisory duties. Describe how this position relates to other positions in the organization.

### 6. TIME OF WORK DESCRIPTION

This section is not intended to be a specific work schedule, but rather a description of the range of hours worked each week and whether the position includes night and weekend work.

*Details such as compensation, benefits, and housing are usually in a separate document, not a job description.*

# FOOD SAFETY GUIDELINES

No matter how small your farm is, food safety is a big deal! Basic regulations are outlined below. It's not just about prevention – it's also about *opportunity*. For example, some institutions, like colleges and hospitals, seek out producers certified in food safety and Good Agricultural Practices (GAP).



## GOOD AGRICULTURAL PRACTICES (GAP)

**Website:** [www.gaps.cornell.edu](http://www.gaps.cornell.edu)

GAP reduces the risk of microbial contamination of produce in the field and during harvest, packing, and transport. Growers are charged with recognizing common risks and implementing practices to mitigate them. The cornerstone of GAP is a farm's food safety plan tailored to the operation as third-party audits may be required by purchasers.

## FOOD SAFETY MODERNIZATION ACT (FSMA): PRODUCE SAFETY RULE

**Website:** <https://cals.cornell.edu/produce-safety-alliance>

FSMA is a federal food safety legislation for fruit and vegetable farms. This rule sets federal regulatory standards for the production, harvest and handling of fruits and vegetables in an effort to prevent microbial contamination and reduce foodborne illnesses. Standards are established in these major areas:

- Worker training and health and hygiene
- Agricultural water
- Domesticated and wild animals
- Equipment, tools, and buildings
- Biological soil amendments of animal origin (manure)

## FOOD SAFETY MODERNIZATION ACT: PREVENTATIVE CONTROLS FOR HUMAN FOOD RULE

**Website:** <https://agriculture.ny.gov/food-safety/food-safety-modernization-act>

The PCHF Rule sets forth requirements for facilities that manufacture, process, pack, or hold human food. Facilities that are subject to the full requirements of PCHF must establish and implement a food safety system which includes a written food safety plan with these elements:

- Hazard analysis
- Preventive controls for processes, food allergens, sanitation, supplier chain
- Oversight/ management of preventive controls: monitoring, corrective actions, verification, recordkeeping, and a recall plan

## AGRICULTURE ENVIRONMENTAL MANagements (AEM)

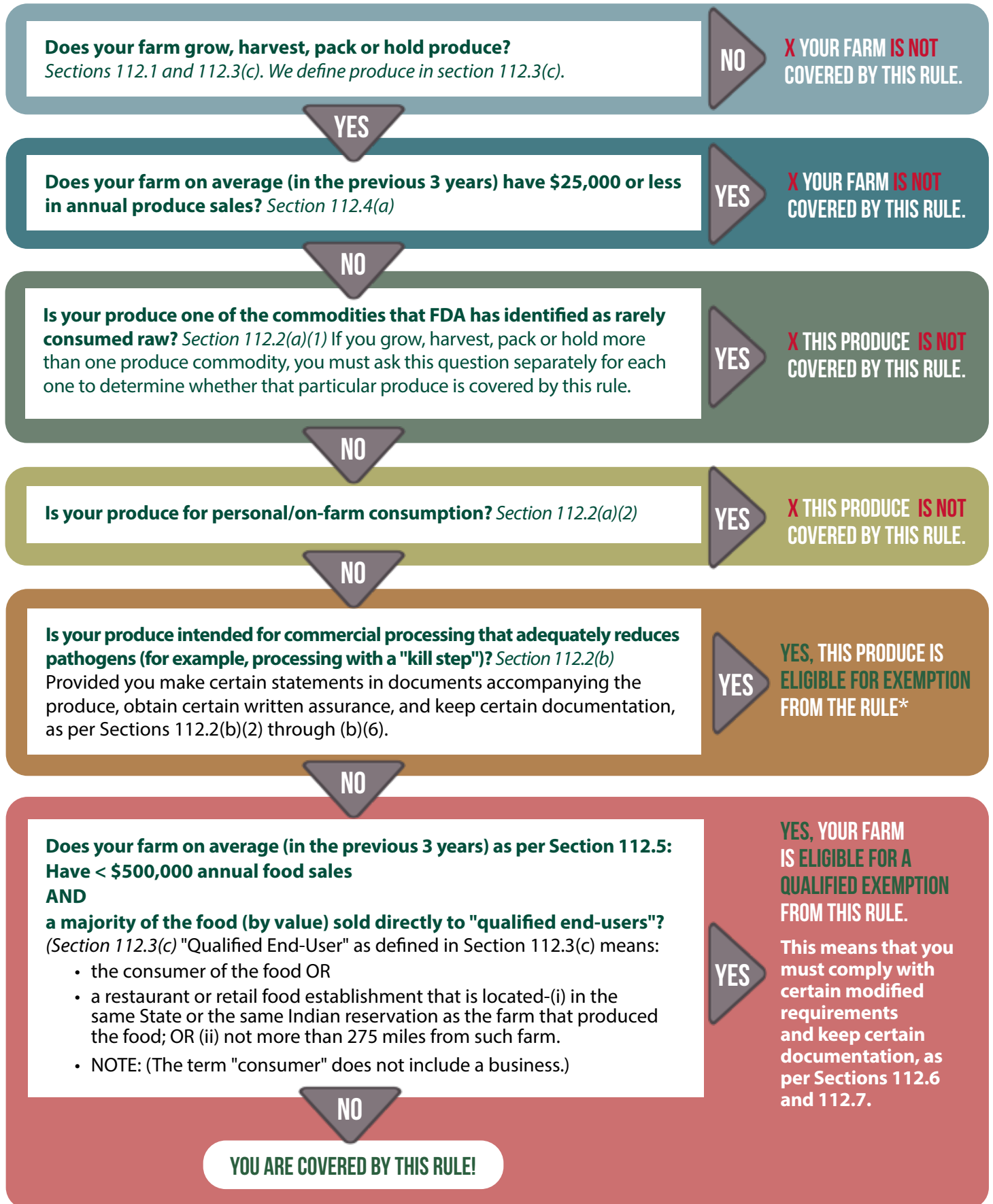
**Website:** [www.nys-soilandwater.org/aem/](http://www.nys-soilandwater.org/aem/)

This is a voluntary, incentive-based program helping farmers make common-sense, cost-effective, and science-based decisions to meet business objectives while protecting and conserving the state's natural resources. Farmers work with local AEM resource professionals (the Sullivan County Soil and Water Conservation District can also assist) to develop comprehensive farm plans using a tiered process:

- **Tier 1** – Inventory current activities, future plans, and potential environmental concerns
- **Tier 2** – Document current land stewardship; assess and prioritize areas of concern
- **Tier 3** – Develop conservation plans to address concerns/opportunities tailored to farm goals
- **Tier 4** – Implement plans utilizing available financial, educational, and technical assistance
- **Tier 5** – Evaluate to ensure the protection of the environment and farm viability

## USDA STANDARDS FOR PRODUCE SAFETY *Coverage & Exemptions/Exclusions for 21 Part 112*

The Preventive Controls for Human Food rule clarified the definition of a farm to cover two types of farm operations, primary production farms, and secondary activities farms. The same definition is used in the Produce Safety Rule (section 112.3(c)). **Below are basic criteria that determine whether an operation that meets the definition of "farm" is subject to the produce rule. This chart is derived from the chart found at the USDA website.**





# LICENSING & PROCESSING REQUIREMENTS



CCE Sullivan is host to the Catskills Kitchen, a food business incubator program. As part of the program, you can access technical assistance and educational programming for food businesses, ranging from navigating regulations and business planning to marketing and food safety. You can also utilize the certified commercial kitchen at CCE Sullivan. The Catskills Kitchen coordinator can provide additional information on the two types of licensing below:

1. **Article 20-C License**
2. **Home Processors License**

Producers of home processed foods who sell or offer for sale such foods may be exempted from the licensing requirements of Article 20-C, provided certain conditions are met.

For more information visit: [www.agriculture.ny.gov/FS/consumer/FSI-898D\\_Home\\_Processor.pdf](http://www.agriculture.ny.gov/FS/consumer/FSI-898D_Home_Processor.pdf)

## NYS DEPARTMENT OF HEALTH



**Website:** [www.health.ny.gov/environmental/indoors/food\\_safety/regs.htm](http://www.health.ny.gov/environmental/indoors/food_safety/regs.htm)

The NYS DOH is responsible for issuing permits and regulating food service establishments with the exception of NYS 20-C licensing.

## SMALL SCALE FOOD PROCESSORS ASSOCIATION OF NEW YORK



**Website:** [www.nyssfpa.com](http://www.nyssfpa.com)

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

## CORNELL AGRITECH (NEW YORK STATE AGRICULTURAL EXPERIMENT STATION)



**Website:** <https://cals.cornell.edu/cornell-agritech>


Provides educational materials, workshops, and referrals to organizations, in product process development, product safety evaluation, and guidance in local, state, and federal regulatory compliance.

## NYS DEPARTMENT OF AGRICULTURE AND MARKETS (NYS DAM)



**Website:** [www.agriculture.ny.gov](http://www.agriculture.ny.gov)

NYS DAM oversees the 20C Food Processor Licensing process.

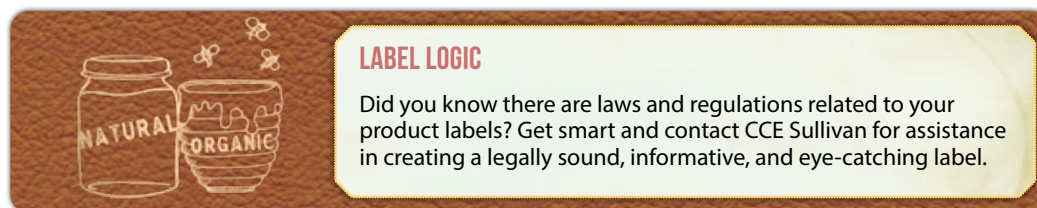


**COOK UP SUCCESS IN THE RIGHT SPACE**

Let's say you grow cucumbers, garlic, and dill. Your next move might be your farm's very own line of pickles! Start smart by contacting the CCE Sullivan Catskills Kitchen, a food business incubator program. Don't get in a pickle by processing food in your home without proper licensing. In fact, it may be better to rent space at the Catskills Kitchen!

## PRODUCT CLAIMS

Every claim you make, every promise you take – a legal entity is watching you! A claim such as “chemical free” is policed by the USDA, and you could land in hot water for using it. Plus, you may confuse and mislead customers. On the other hand, many other claims are legal but you’ve got to prove that you have the right to use it. In the next section, you’ll find organizations that offer third-party certifications to bolster your claims!



### LABEL LOGIC

Did you know there are laws and regulations related to your product labels? Get smart and contact CCE Sullivan for assistance in creating a legally sound, informative, and eye-catching label.

**ANTIBIOTIC FREE** is not an approvable USDA claim. “No antibiotics administered” or “raised without antibiotics” is permitted. This claim implies the animal has not had any antibiotics administered within the course of its lifetime. There is currently no verification system in place. No meat sold in the U.S. is allowed to have antibiotic residues, therefore it is all “antibiotic-free”. Because the USDA regulates language only on food labels, many companies get away with using unapproved terms in advertising and on their websites. Sufficient documentation must be provided by the producer to the USDA demonstrating the animals were raised without antibiotics.

**CHEMICAL-FREE** is expressly prohibited by the USDA as a label on any meat product including poultry. **“No Chemicals Added”** is not an official marketing claim, as it lacks a standardized definition and a certifying agency. This term creates confusion in the marketplace, as antibiotics are not considered chemicals.

**FREE RANGE, FREE RANGING, OR FREE ROAMING** implies the animal lived its life out of doors, in the open air, and was free to roam about, grazing, foraging and running about. There is no standard definition as it applies to amenable meat such as beef or pork. For poultry the term “free ranging” is regulated and requires the bird have access to the outdoors, but for an undetermined period each day. That means the door to the coop or stall could be open for five minutes a day and if the animal(s) did not see the open door or chose not to exit it could still qualify as “free range”. Eggs, like beef and pork, are not regulated. Producers must demonstrate to the USDA that the poultry has been allowed access to the outside.

**GRASS FED** is not an official marketing claim. The USDA Agricultural Marketing Service (AMS) has attempted for several years to come up with a standard for this marketing claim. Raising livestock on a forage diet with little or no grain supplementation may increase the amount of beneficial fatty acids (Omega 3 and CLAs) in their meat. Originally, AMS suggested that livestock whose primary energy source throughout their lifecycle consisted of at least 80% grass; green or range pasture, or forage could be labeled grass fed. Some producer associations have argued that this level should be as high as 99%.

**ORGANIC** Organic product labels must be reviewed and approved by a USDA-accredited certifying agent before being used in the marketplace.

**HORMONE-FREE** is not an official marketing claim. The USDA has defined the use of the term and can hold manufacturers accountable for using “hormone-free” on all meat products. Do not use this term. Pork and poultry producers cannot use hormones when raising these animals. “No hormones administered” would be the proper way to make this claim, and then only on beef products. While there is no certifying agency for this claim, a producer can be held accountable to the USDA for improper use.

**MEAT THAT IS CERTIFIED AS “HUMANELY RAISED AND HANDLED”** is from farms that have enrolled in a private certification program such as that of the Humane Farm Animal Care ([www.certifiedhumane.com](http://www.certifiedhumane.com)), a consumer certification and labeling program based on standards established by a scientific animal welfare committee. Private certification programs often require that a livestock producer signs an affidavit indicating their livestock was raised under the agency’s standards. “Free Farmed” is the certification program of the American Humane Association.

**NATURAL** is a food label that does not refer to how the animal was raised, but rather to how it was processed. Natural products can contain no artificial ingredients, coloring agents, or chemical preservatives and must be minimally processed. Meat can be ground, smoked, roasted, dried, or frozen as long as these procedures do not fundamentally change the raw product. The USDA has defined the use of the term and can hold manufacturers accountable to the proper use of the claim, but does not have a verification system in place. The label must explain the use of the term natural (such as no added colorings or artificial ingredients; minimally processed.)

**NO ADDITIVES** has no government definition behind this term, nor is there any certifying agency. “No additives” is a general claim that may imply a product has not been enhanced with the addition of natural or artificial ingredients. There is no guidance for the use of the claim “no additives” from the US FDA or the USDA. However, additives are defined and regulated by these agencies.

**NO ANIMAL BY-PRODUCTS** implies that no animal parts from slaughtering or rendering were used to raise or manufacture the product. There is no clear, standard definition of the term and no certifying agency. Its use should be carefully considered, as one could be liable if a complaint were acted upon by the Federal Trade Commission under truth in labeling as many products are made with animal by-products. Traceability is essential if making this claim.

**PASTURE RAISED, SUSTAINABLY RAISED, AND LOCALLY GROWN** are very loose claim terms. For example, farmers’ markets handling only “local” product may require that the product be raised within 30 miles while supermarkets may consider products to be local if it can be transported to the store within a set number of hours.



#### ORGANIC CERTIFICATION

Did you know there are resources available to become organically certified? Learn about the USDA Organic Certification Cost Share Program: [www.fsa.usda.gov/programs-and-services/occsp/index](http://www.fsa.usda.gov/programs-and-services/occsp/index)

# RESOURCES FOR CERTIFICATIONS

Certifications can help your farm products stand out with third party approvals for the claims you make. Plus, many certification programs also provide valuable marketing exposure by listing – and even featuring – your products! Looking for additional certification resources for livestock? Contact CCE Sullivan today.

## NYS GROWN AND CERTIFIED FOOD PROGRAM

**Website:** <https://certified.ny.gov/>



New York State Grown and Certified 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.

## BECOMING ORGANIC CERTIFIED



Organic production offers many advantages for small farmers including ecologically friendly production methods, strong consumer demand for organic products, and higher prices. Regardless of whether you use organic practices, if you have farm sales of more than \$5,000/year you cannot legally sell your products as *organic* unless your farm has been officially certified. If you sell less than \$5,000/year of product and would like to use the word “organic” in your marketing, you must adhere to organic practices even though there is no certification process required.

The term “certified” implies that the USDA’s National Organic Program (NOP) and the Agriculture Marketing Service have officially evaluated a product for class, grade, or other quality characteristics (e.g., “Certified Angus Beef”). When used under other circumstances, the term must be closely associated with the name of the organization responsible for the “certification” process (e.g., “XYZ Company’s Certified”). The two located in New York are:

### NOFA - NEW YORK, LLC

840 Upper Front Street Binghamton, NY 13905

**Website:** [www.nofany.org](http://www.nofany.org)

**Email:** [certifiedorganic@nofany.org](mailto:certifiedorganic@nofany.org)

**Phone:** 607-724-9851

**Scope:** crop, livestock, handling

### NATURAL FOOD CERTIFIERS

119 S Main Street, Spring Valley, NY 10977

**Website:** [www.nfccertification.com](http://www.nfccertification.com)

**Email:** [nfccertification@gmail.com](mailto:nfccertification@gmail.com)

**Phone:** 888-422-4632

**Scope:** crop, livestock, wild crop, handling

## USDA ORGANIC PROGRAM

**Website:** <http://www.ams.usda.gov/AMSv1.0/nop>

At this website, you'll find the list of all certifying agencies by going to the USDA's National Organic Program website. Click “List of Certifying Agents”; you can use any agency listed.




## SMALL SCALE ORGANICS

**Website:** [www.kerrcenter.com/publications/small-scale-organics.pdf](http://www.kerrcenter.com/publications/small-scale-organics.pdf)

A guidebook for the non-certified organic grower. The guidebook includes guidelines and an organic system plan for your use.

# MEAT & POULTRY LICENSING REQUIREMENTS

The New York Farmers' Market Federation and Cornell Small Farms have put together resources to help you understand and implement rules pertaining to red meat and poultry. Below you'll find a summary of that information, but don't stop there. Do your homework and hit the books before you begin processing – the safety of your customers, and your livelihood, depends on it!



**MEAT MATTERS: PAY ATTENTION!**

Cornell compiled a guide packed with specific information, exemptions, and laws for selling red meat and poultry. It's a must-read if you're selling meat! <http://smallfarms.cornell.edu/resource-guide-to-direct-marketing-livestock-and-poultry/>

## MEATS — LICENSE IS REQUIRED IF GRINDING OR PROCESSING. SEE EXEMPTIONS BELOW:

### RED MEAT (BEEF, LAMB, GOAT & PIG) EXEMPTIONS

- USDA slaughtered and/or processed must have an approved USDA stamp.
- Custom Processing- sold to end user only, not for resale.
- Must be maintained at 0°F or below if sold frozen. If sold fresh, at 40°F.

### POULTRY EXEMPTIONS\*

- On-farm exemptions allows the slaughter of up to 250 turkeys or 1000 birds of other species, on grower's premises, in a calendar year.
- No certification required if USDA/ 5A State Certified slaughtered.
- If slaughtering over 250 turkeys or 1000 birds of other species in a calendar year, these birds must be slaughtered at a USDA or 5A State Certified facility.

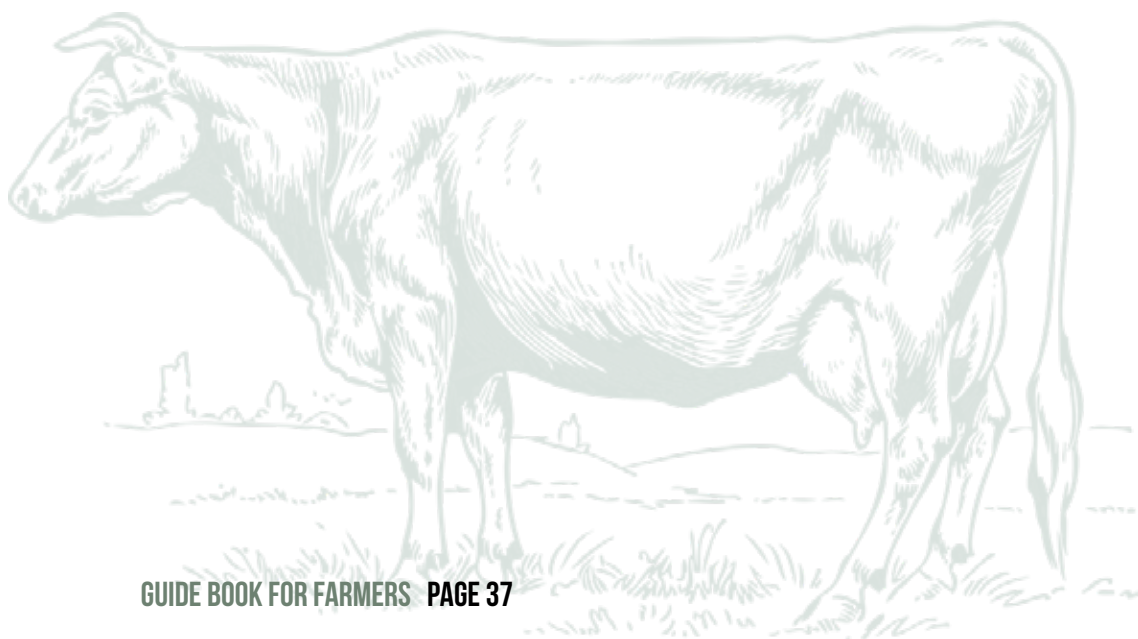
**\*PLEASE CONTACT CCE SULLIVAN FOR THE MOST UP-TO-DATE RULES AND REGULATIONS ON POULTRY EXEMPTIONS.**



## LOOKING FOR A SLAUGHTER FACILITY? CCE SULLIVAN CAN HELP

**Website:** [www.ccelivestock.com/livestock-processors-in-ny-state](http://www.ccelivestock.com/livestock-processors-in-ny-state)

Visit the CCE Livestock Workteam website noted above.

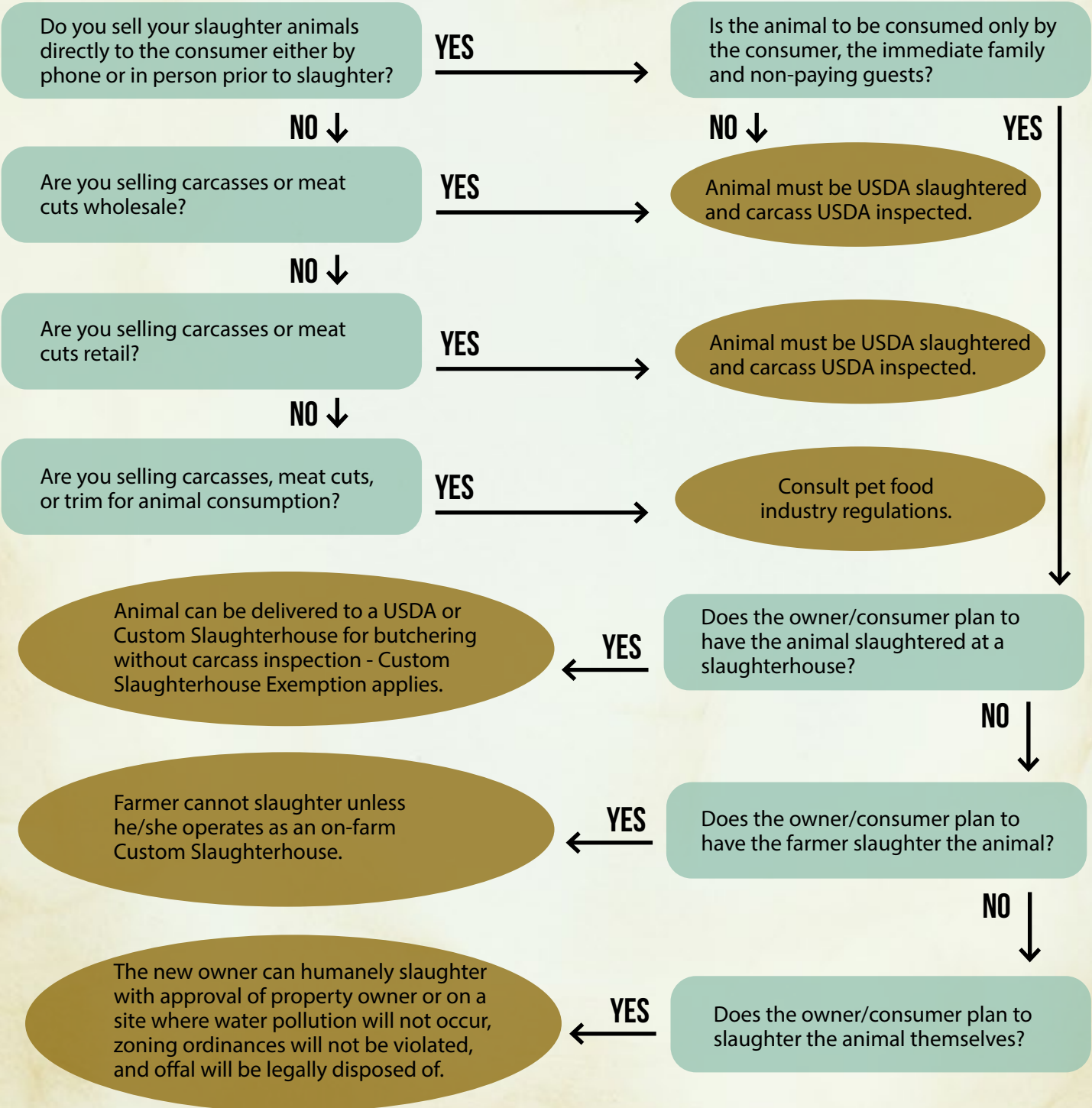


# DECISION FLOW CHART FOR AMENABLE LIVESTOCK SLAUGHTER

Ask yourself the question in each box and follow the YES or NO response arrows to determine where your amenable livestock can be slaughtered and processed.

**Amenable livestock include cattle, sheep, goats, and swine.**

## START HERE ↓

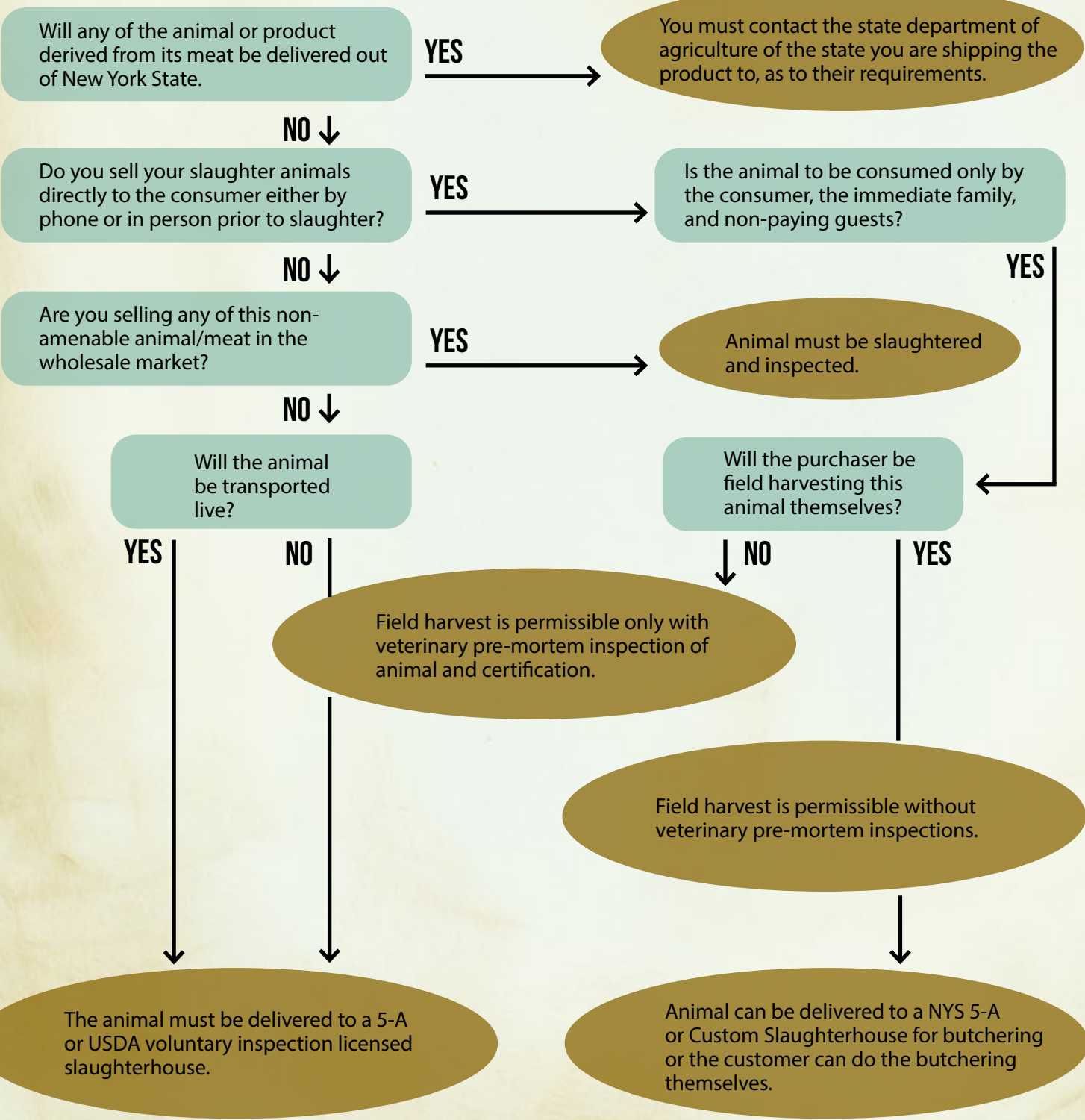


# DECISION FLOW CHART FOR NON-AMENABLE LIVESTOCK SLAUGHTER

Ask yourself the question in each box and follow the YES or NO response arrows to determine where your non-amenable livestock can be slaughtered and processed.

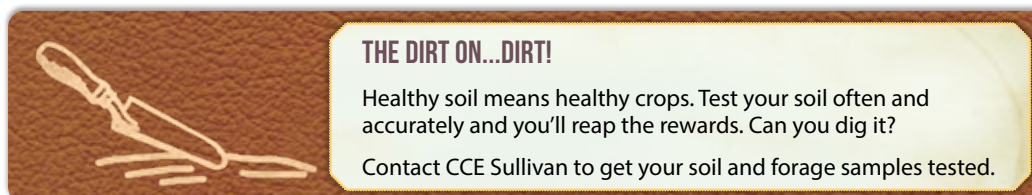
**Non-amenable livestock include deer, bison, rabbit, pheasant, and quail.**

**START HERE** ↓



## DIAGNOSTIC & ANALYTICAL TESTING

Did you know different crops require different nutrient contents in the soil? Performance and growth of your corn, lawn, lettuce, alfalfa, apples, or even pumpkins rely on the soil. Over or under application of essential plant nutrients is very costly in terms of lost yield or quality. The environmental impact from over application or misapplication of plant nutrients can have significant and costly consequences as well. Soil testing should be the start of any crop management plan to make sure costly mistakes are avoided. Contact CCE Sullivan to get your soil and forage samples tested!



### CCE SULLIVAN

**Website:** [www.sullivancce.org](http://www.sullivancce.org)

**Phone:** 845-292-6180

**Address:** 64 Ferndale Loomis Rd, Liberty, NY 12754

Contact CCE Sullivan to get your soil and forage samples tested. CCE Sullivan can walk you through the process and explain the results and recommendations to you.

### CORNELL UNIVERSITY PLANT DISEASE DIAGNOSTIC CLINIC

**Website:** [www.plantclinic.cornell.edu](http://www.plantclinic.cornell.edu)

**Phone:** 607-255-7850

**Address:** 334 Plant Science Building Ithaca, NY 14853

The clinic provides fast and accurate plant disease diagnosis and up-to-date pest control recommendations for anyone from home owners to commercial growers. Services include analysis of plant material and soil for bacterial, fungal, viral, and nematode pathogens.

### NEW YORK STATE SEED TESTING LABORATORY

**Website:** [www.agriculture.ny.gov/PI/PISeedTestingLab.html](http://www.agriculture.ny.gov/PI/PISeedTestingLab.html)

**Phone:** 315-787-2242

**Address:** NY State Seed Testing Laboratory: 6 Harriman Campus Rd. Albany, NY 12206

The NYS Seed Testing Laboratory (NYSSTL) is the official seed testing facility for New York State. Seed testing services are offered to residents, growers, food processors, seed companies, and government agencies on a fee basis. Some tests performed on certified grains are purity, germination, and pre-chill.

### DAIRY ONE/AGRO ONE

**Website:** [www.dairyone.com](http://www.dairyone.com)

**Phone:** 800-496-3344

**Address:** 730 Warren Road, Ithaca, NY 14850

This website has sources for soil testing, forage testing, manure testing, feeding, and water analysis. A routine analysis is essential to determine that nutrients are supplied and diets are being properly formulated to meet daily nutrient requirements. Their mission is to create and deliver data and information that can be used to make profit enhancing decisions for members of the agricultural community.



# STEPS FOR TAKING A SOIL SAMPLE TO BRING TO CCE SULLIVAN

## HOW TO TAKE A SAMPLE

1. The best time to take a sample is during the spring, summer, and fall.
2. The area you are testing should be no larger than 15 acres. In a zig-zag pattern take 15 to 20 random samples throughout the field and place in a clean bucket. These samples should only be a handful. In the end you will mix together all of the soil and obtain a sample to go into a container that is no larger than a sandwich bag.
3. Avoid old fence rows, dead furrows, and other spots that are not representative of the whole field.
4. Take separate samples from problem areas if they can be treated separately.
5. In cultivated fields, sample to plow depth.
6. Take two samples from no-till fields: one to a 6-inch depth for lime and fertilizer recommendations, and one to a 2-inch depth to monitor surface acidity.
7. Sample permanent pastures to a 3- to 4-inch depth.
8. Collect the samples in a clean container.
9. Mix the samplings, allow to air-dry, and remove roots and stones.
10. Drop off your samples to CCE Sullivan for shipment to lab.
11. Complete the information sheet, giving all of the information requested. Be sure to include the soil name, what kind of crop has been planted in the past 3 years, and what kind of crop you are looking at planting in the next 3 years. Remember, the recommendations can be only as good as the information supplied.

## FINDING YOUR SOIL NAME/TYPE

12. Visit: <http://websoilsurvey.nrcs.usda.gov/app>
13. Hit the Green button labeled START WSS.
14. Under the Quick Navigation bar on the right hand side select ADDRESS.
15. Type in the address of the property you are testing. Be absolutely correct with spelling, spaces, and do not abbreviate (use Drive not Dr.).
16. Hit VIEW. Use the magnify class to zoom in and out of your property.
17. Above the map there is a legend. Click on the box with a red square labeled AOI or Area of Interest.
18. Draw a box around property you are looking at testing and wait for blue lines to appear and the map to change scale. This may take a moment.
19. Use the tabs at the top and click on the tab labeled Soil Map. The Map Unit Legend provides the soil name (in blue) with the abbreviation.



### HEY...DON'T FORGET ABOUT HAY!

Hay quality needs to be tested just like soil; don't overlook it!

## SERVICES & SUPPLIES

The Catskills region is home to high-quality agricultural services and supplies. This list is just a start as new resources are constantly popping up! You can also ask for service and supply recommendations from existing farmers or call CCE Sullivan for additional referrals. Please note: CCE Sullivan does not officially endorse businesses. This list is for reference only.

### SUPPLIES

#### TRACTOR SUPPLY COMPANY

1939 NY-52 #1, Liberty, NY 12754  
[www.tractorsupply.com](http://www.tractorsupply.com)  
 845-292-0712

#### LIBERTY AGWAY

11 Bon Jovi Ln. Liberty, NY 12754  
[www.libertyagway.com](http://www.libertyagway.com)  
 845-292-7220

#### DELAWARE VALLEY FARM & GARDEN

30 Viaduct Rd. Callicoon, NY 12723  
 845-887-5100

#### MONTICELLO FARM, HOME & GARDEN

420 Rt. 1713 Monticello, NY 12701  
 845-794-6457



#### KEEP IT LOCAL

You're a local farm business. Why not support other local businesses in the Sullivan County area? Contact CCE Sullivan if there is another business that should be included in this listing.

### EQUIPMENT

#### MULLALLY TRACTOR SALES

4510 NY-52, Jeffersonville, NY 12748  
[www.mullallytractor.com](http://www.mullallytractor.com)  
 845-482-5222

#### FOSTERDALE EQUIPMENT CORPORATION

3137 NY-17B, Cochection, NY 12726  
[www.fosterdaleequipment.com](http://www.fosterdaleequipment.com)  
 845-932-8611

#### RENTAL CENTER OF MONTICELLO

150 Bridgeville Road, Monticello, NY 12701  
[www.rentalcentermonticello.com](http://www.rentalcentermonticello.com)  
 845-794-0100

#### SCHMIDT'S RENTALS

146 Jefferson Street, Monticello, NY 12701  
[www.schmidtsrentals.com](http://www.schmidtsrentals.com)  
 845-794-7368

### FEED/SEED

#### COCHECTON MILLS INC.

[www.cochectonmills.com](http://www.cochectonmills.com)

#### NARROWSBURG FEED AND GRAIN

845-252-3936

#### HARRIS SEEDS

[www.harrisseed.com](http://www.harrisseed.com)

#### HERITAGE FEED & SUPPLY

[www.heritagefeedsupply.com](http://www.heritagefeedsupply.com)

#### JOHNNY'S SELECTED SEEDS

[www.johnnyseeds.com](http://www.johnnyseeds.com)

#### LAKEVIEW ORGANIC GRAIN LLC

<https://lakeviewworganicgrain.com>

#### SISTAH SEEDS

<https://sistahseeds.com/>

#### STOKES SEED

[www.stokeseeds.com/home.aspx](http://www.stokeseeds.com/home.aspx)

#### TRUE LOVE SEEDS

<https://trueloveseeds.com/>

**FERTILIZERS/CHEMICALS****FERTRELL COMPANY**

**Website:** [www.fertrell.com](http://www.fertrell.com)

**COCHECTON MILLS INC.**

30 Depot Road, Cochection, NY 12726

[www.cochectionmills.com](http://www.cochectionmills.com)

**Phone:** 845-932-8282

**NARROWSBURG FEED AND GRAIN**

845-252-3936

**CROP PRODUCTION SERVICES**

900 Pulaski Highway Goshen, NY 10924

[www.cpsagu.com/Regions/East](http://www.cpsagu.com/Regions/East)

845-651-5303

**COMPOSTING/RECYCLING/MANURE****BREYS EGG FARM**

Screened/Aged Manure and Topsoil

845-482-5464

**CRYSTAL FALLS FARM**

Topsoil, Vegetable Mix, Lawn Mix

845-985-7866

**CROSWELL INDUSTRIES**

Organic (NOFA) Compost, Topsoil, Dynagrow

845-331-4232

**GARY MYERS**

Topsoil (mixed w/compost), Mulch

845-292-8309

**FARMER NETWORKS****CULTIVEMOS**

[www.youngfarmers.org/cultivemos](http://www.youngfarmers.org/cultivemos)

**GREATER CATSKILLS YOUNG FARMERS COALITION**

[www.youngfarmers.org/chapter/nyfc-catskills](http://www.youngfarmers.org/chapter/nyfc-catskills)

**HUDSON VALLEY YOUNG FARMERS COALITION**

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

**NORTHEAST FARMERS OF COLOR LAND TRUST**

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

**NORTHEAST FOREST FARMERS COALITION**

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

**NOFA-NY**

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

**QUEER FARMER NETWORK**

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

**PENNSYLVANIA SUSTAINABLE AG (PASA)**

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

**MIX AND MINGLE WITH OTHER FARMERS & AG FOLKS**

Did you know that CCE Sullivan hosts farmer mixers at different locations throughout Sullivan County? Visit our website for the latest schedule. We try to host farmer mixers almost every month.

