

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.



AGRICULTURAL DIVERSIFICATION

Agriculture remains one of the leading economic sectors within the County, historically remaining close or equal to the tourism sector. Sullivan County's agricultural industry includes poultry, dairy, livestock, horticulture and aquaculture producers, the value of product sales descending in that order. The combined output value of agricultural production in the County exceeded \$60,000,000 in 2004. There is, in addition, over 500,000 acres of forested lands growing some of the best hardwoods in the world, of which 93% is privately owned. This translates into a forestry industry that represents several million dollars of additional sales.

There are currently 380 active farms in the County that occupy approximately 63,500 acres. Most of the County is in forest use. The best farm land is located in the Western Sullivan County in areas such as the Beechwoods and along the Delaware River. Much of the milk is shipped to plants in New Jersey or Massachusetts for processing while the majority of the eggs and specialty poultry are shipped into New York City markets. Foie Gras duck farms supply a highly recognized product on a long list of signature livestock and produce items found on the menus of New York City's finest restaurants.

New York City metro area consumers have traditionally been the market for Sullivan County eggs, milk and meats, as well as other products. Milk that once went into the City by rail car now goes by truck. These changing methods of processing and distribution, the advent of refrigeration and various global market influences resulted in the County losing over 150 laying hen operations and 700 small family dairy farms over the past 50 years. Nevertheless, many other farms have prospered by growing larger. Others have ventured into new territory with different products and still others have been created anew in reaction to niche opportunities. History is repeating itself this decade as new specialty farm products are again being supplied to the metro area, leading to a revival of the agricultural sector.

The County's recent successes are, to a large extent, attributable to the Sullivan County Legislature's commitment to growing the agricultural sector. It's agricultural initiatives have included:

- Creating the Sullivan County Agriculture and Farmland Protection Board, and adopting one of New York State's first Agriculture and Farmland Protection Plans;
- Providing ongoing support for numerous Cornell Cooperative Extension Programs, including the development of several successful Sullivan County Area Farmers Markets;

- Allocating resources within the Division of Planning to establish an Agricultural Economic Development Program; and
- Providing financial, political and technical support for agricultural development projects including the establishment of several new ventures and the expansion of others.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.16

Provide marketing and product development assistance to farmers and agri-businesses.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Use the County's Agricultural Economic Development and Cornell Cooperative Extension programs to provide assistance to farmers and agri-businesses.	C/P	A
Assist farmers by identifying market opportunities for their products, and assure quality control to gain market entry.	C/P	A
Solicit customers for existing and new products grown or raised in it, while maintaining the current reputation for culinary excellence.	C/M	A
Assist in the creation of a multi-commodity, hybrid wholesale-retail marketplace for farmers to aggregate commodities for combined sales to urban customers.	C/M	A
Develop an agreement by which local agricultural products are given preferences in the procurement policies of casinos and affiliated hospitality industries.	C/P	P



Leadership Role: C – County M – Municipality P – Partners
Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Smart Marketing: A Compilation of *Smart Marketing* Articles.** College of Agriculture and Life Sciences. Cornell University.
- ◆ **Alternative Enterprises and Agritourism: Farming Profit and Sustainability Resource Manual.** United States Department of Agriculture—Natural Resource Conservation Service.
- ◆ **Taking the First Step: Farm and Ranch Alternative Enterprise and Agritourism Resource Evaluation Guide.** USDA NRCS. January 2004.
- ◆ **Grow NY Program Information Guide.** New York State Department of Agriculture and Markets.

Organizations and Programs

- ◆ **Sullivan County Agricultural Economic Development Program**
Contact: Rick Bishop 845-794-3000 x5028
- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
Contact: Joe Walsh 845-292-6180
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.
- ◆ **Grow NY Enterprise Program** - www.agmkt.state.ny.us/GROWNY/GNYHome.html
Grown NY assists economic development efforts of New York's agricultural production, processing, and marketing industries.
- ◆ **Cornell Program on Agricultural & Small Business Finance** agfinance.aem.cornell.edu
Provides objective tax and financially related research and information.
- ◆ **Horticulture Business Management & Marketing Program** - hortmgt.aem.cornell.edu
Promotes economic development by increasing profitability of producers and marketers of fruit, vegetable, and horticultural products and services.
- ◆ **NYS Department of Agriculture & Markets** - www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.

Funding Sources

- ◆ **Cooperative State Research, Education, and Extension Service** - www.csrees.usda.gov
CSREES is an agency within USDA that serves public and private organizations with funding opportunities and research concerning agriculture and related issues.
- ◆ **Northeast Sustainable Agriculture Research and Education (SARE)** - www.sare.org
A competitive grants program providing funding to researchers, ag educators, farmers and ranchers.

Other

- ◆ **Agricultural Marketing Resource Center** - www.agmrc.org
On-line resource for producers interested in value-added agriculture.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.17

Promote direct marketing and agri-tourism.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Continue to promote the retention and expansion of Sullivan County Area Farmers' Markets to broaden the customer base and sell more local farm products.	C/M/P	A
Identify prospective farm participants and promote opportunities for agricultural tourism within the County as part of the Sullivan County tourism promotion campaign.	C/P	A



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Fact Sheet 1: What Are Alternative Enterprises & Agri-Tourism?**
- ◆ **Alternative Enterprises and Agritourism: Farming Profit and Sustainability Resource Manual.** United States Department of Agriculture—Natural Resource Conservation Service.
- ◆ **Smart Marketing: A Compilation of *Smart Marketing* Articles.** College of Agriculture and Life Sciences. Cornell University.

Organizations and Programs

- ◆ **Sullivan County Area Farmers Market** - www.scafm.org
Contact: Penni Buchal, Cornell Cooperative Extension; 845-292-6180
- ◆ **Bethel Fall & Summer Harvest Festival** - www.bethelwoods.us
Contact: Jane Axemanty; 845-295-2448
- ◆ **Farmers' Market Federation of New York** - www.nyfarmersmarket.com
Offers services and programs to support and promote New York's farmers' markets, their managers and their vendors.
- ◆ **Farmers Market Promotion Program** - www.nemw.org/farmersmarkets/farmers.html
USDA program to improve and expand farmers markets, csa's and other direct producer-to-consumer market opportunities.
- ◆ **Sullivan County Visitors Association** - www.scva.net
- ◆ **Agricultural Marketing Resource Center** - www.agmrc.org
On-line resource for producers interested in value-added agriculture.
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.

Funding Sources

- ◆ **Grow NY Enterprise Program** - www.agmkt.state.ny.us/GROWNY/GNYHome.html
Grown NY assists economic development efforts of New York's agricultural production, processing, and marketing industries.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.18

Create processing capacity and infrastructure for value-added enterprises.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Provide technical and financial support for development of "general use" facilities that can process dairy, meats and poultry from farmers in the region.	C/M/P	A
Focus the resources of the Sullivan County Economic Development program on the regulatory challenges threatening existing small scale agricultural processors.	C/P	A
Explore the technology and identify funding for adding value to farm and agri-business wastes, thereby reducing the costs of disposal and improving farm economics.	C/P	A



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Alternative Enterprises and Agritourism: Farming Profit and Sustainability Resource Manual.** United States Department of Agriculture—Natural Resource Conservation Service.
- ◆ **Fact Sheet 2: Alternative Enterprises—For Higher Profits & Healthier Land.**
- ◆ **Fact Sheet 4: Resources for Farmers.**
- ◆ **On-Farm Composting Handbook.** Natural Resource, Agriculture, and Engineering Service (NRAES). compost.css.cornell.edu/OnFarmHandbook/onfarm_TOC.html

Organizations and Programs

- ◆ **Animal and Natural Resources Institute (ANRI)** - www.lpsi.barc.usda.gov
The research mission of ANRI is to conduct research and to develop technology transfer programs that ensure high quality and safe food while protecting the natural resource base and the environment.
- ◆ **Cornell Waste Management Institute** - cwmi.css.cornell.edu
Link to technical solutions to waste management problems.
- ◆ **Agricultural Marketing Resource Center** - www.agmrc.org
On-line resource for producers interested in value-added agriculture.
- ◆ **National Sustainable Agriculture Information Service** - attra.ncat.org
Information and resources related to sustainable agriculture, production practices, alternative crop and livestock, marketing, etc.
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.
- ◆ **Farm Service Agency** www.fsa.usda.gov/ny/
Contact: Sullivan County FSA Office: 845-292-6552

Funding Sources

- ◆ **Economic Development Administration** - www.eda.gov
U.S. Department of Commerce. Funding sources such as the Economic Adjustment Assistance Program and the Local Technical Assistance Program are available.
- ◆ **USDA Rural Development** - www.rurdeve.usda.gov
Source for financial support programs, technical assistance and information, and community empowerment programs.
- ◆ **NYS Governor's Office for Small Cities** - www.nysmallcities.com
GOSC administers the Community Development Block Grant Program for NYS.
- ◆ **Business and Industry Guaranteed Loans** - www.rurdev.usda.gov/rbs/busp/b&i_gar.htm
Source of financial backing for rural businesses.

Policy Area V Economic Development

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Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.19

Encourage diverse and alternative forms of agriculture to ensure survival and sustainability of the sector as a whole.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Conduct educational programs and provide technical assistance to farmers who are diversifying or establishing new operations.	C/M	A
Promote niche agricultural enterprises as tourism attractions.	C/M	P
Include both small and large farms in State Agricultural Districts and other programs designed to preserve and protect farmland.	C/M	A
Encourage towns to provide for a wide range of farm and agri-business activities as permitted uses in their zoning regulations.	M/C	P



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 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Alternative Enterprises and Agritourism: Farming Profit and Sustainability Resource Manual.** United States Department of Agriculture—Natural Resource Conservation Service.
- ◆ **Alternative Enterprise For Higher Profits and Healthier Land Brochure.** USDA NRCS.
- ◆ **Taking the First Step: Farm and Ranch Alternative Enterprise and Agritourism Resource Evaluation Guide.** USDA NRCS. January 2004.
- ◆ **Evaluating A Rural Enterprise: Marketing & Business Guide.** ATTRA, May 2002.
- ◆ **Alternative Enterprises: Value-Added Agriculture.** USDA NRCS Information Sheet.
- ◆ **Guide to Local Planning for Agriculture in New York.** American Farmland Trust.

Organizations and Programs

- ◆ **NYS Department of Agriculture & Markets** - www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.
- ◆ **National Sustainable Agriculture Information Service** - attra.ncat.org
Information and resources related to sustainable agriculture, production practices, alternative crop and livestock, marketing, etc.
- ◆ **Agricultural Marketing Resource Center** - www.agmrc.org
On-line resource for producers interested in value-added agriculture.
- ◆ **American Farmland Trust** - www.farmland.org
National organization aimed at protecting American farmland.
- ◆ **Farmland Information Center** - www.famlandinfo.org
Clearinghouse for information about farmland protection and stewardship.
- ◆ **Minnesota Institute for Sustainable Agriculture** - www.misa.umn.edu
Resource to develop and promote sustainable agriculture in Minnesota and beyond.

Funding Sources

- ◆ **USDA Rural Development** - www.rurdeve.usda.gov
Source for financial support programs, technical assistance and information, and community empowerment programs.
- ◆ **NYS Governor's Office for Small Cities** - www.nysmallcities.com
GOSC administers the Community Development Block Grant Program for NYS.

Policy Area V Economic Development

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STRATEGY 5.20

Maintain agricultural awareness by providing leadership on the importance of agricultural economic incentives and programs.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Promote agriculture as an industry using costs of services and other economic impact data to document the value of incentives given to the industry.	C/M	A
Continue the use of "Down on the Farm Day" and similar programs that offer opportunities to expose the general public to the importance of agriculture as an industry.	C/P	A



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Resources

Documents

- ◆ **Creating Viable Farms and Ranches: An Economic Development Strategy in Rural and Urban-Edge Communities.** American Farmland Trust. July 2005.

Organizations and Programs

- ◆ **Sullivan County Agricultural Economic Development Program**
Contact: Rick Bishop 845-794-3000 x5028
- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
www.cce.cornell.edu
Contact: Joe Walsh 845-292-6180
- ◆ **Farmland Information Center** - www.famlandinfo.org
Clearinghouse for information about farmland protection and stewardship.
- ◆ **New York Farm Bureau** - www.nyfb.org
Farm Bureau is a grass roots based organization that aims to solve economic and public policy issues challenging the agriculture industry.
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.

Funding Sources

- ◆ **Grow NY Enterprise Program** www.agmkt.state.ny.us/GROWNY/GNYHome.html
Grown NY assists economic development efforts of New York's agricultural production, processing, and marketing industries.

Policy Area V Economic Development

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STRATEGY 5.21

Stimulate sufficient commerce to ensure a base of agri-business and suppliers and maintain a minimum of 30,000 acres in active agricultural use.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Identify agri-business needs and create incentives that encourage the development of those enterprises.	C/M	A
Conduct a regional input-output analysis of the agriculture and forestry industry to pinpoint critical industries and development opportunities.	C	P
Maintain or create the necessary incentives in the form of tax incentives and revolving loan financing that will serve to stimulate agri-business development.	C/P	A
Create the organizational infrastructure required to implement agricultural economic development programs.	C/P	A



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Resources

Documents

- ◆ **Creating Viable Farms and Ranches: An Economic Development Strategy in Rural and Urban-Edge Communities.** American Farmland Trust. July 2005.
- ◆ **Case Study in Agricultural & Community Development: Washington County, NY.** Cornell University.

Organizations and Programs

- ◆ **Sullivan County Agricultural Economic Development Program**
Contact: Rick Bishop 845-794-3000 x5028
- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
Contact: Joe Walsh 845-292-6180 www.cce.cornell.edu
- ◆ **NYS Department of Agriculture & Markets -** www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.

Funding Sources

- ◆ **Sullivan County Agri-Business Revolving Load Fund**
Contact: Sullivan County Division of Planning; 845-794-3000 x5028
Loans to eligible agri-businesses wishing to establish or expand business in Sullivan Cty.
- ◆ **USDA Rural Development -** www.rurdeve.usda.gov
Source for financial support programs, technical assistance and information, and community empowerment programs.
- ◆ **NYS Governor's Office for Small Cities -** www.nysmallcities.com
GOSC administers the Community Development Block Grant Program for NYS.
- ◆ **Economic Development Administration -** www.eda.gov
U.S. Department of Commerce. Funding sources such as the Economic Adjustment Assistance Program and the Local Technical Assistance Program are available.
- ◆ **Cooperative State Research, Education, and Extension Service**
www.csrees.usda.gov
CSREES is an agency within USDA that serves public and private organizations with funding opportunities and research concerning agriculture and related issues.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.22

Provide farm workforce training, community support systems and housing for the agricultural industry.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Ensure that the Board of Cooperative Educational Services (BOCES) and workforce training programs address agricultural and forestry industry needs.	C/P	P
Bring family services to farm labor populations by working directly with farmers.	C/P	P
Provide regulatory and financial incentives for the development and maintenance of quality farm labor housing.	C/P	P
Provide information exchange services regarding agricultural workforce regulations.	C/M/P	A



Leadership Role: C – County M – Municipality P – Partners
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Resources

Documents

- ◆ **Worker Protection Standards: What Farmers Need to Do to Protect their Employees.**
New York Farm Bureau.

Organizations and Programs

- ◆ **New York Farm Bureau** - www.nyfb.org
Farm Bureau is a grass roots based organization that aims to solve economic and public policy issues challenging the agriculture industry. Find extensive information for farmers.
- ◆ **Division of Community Services, NYS Department of State** - www.dos.state.ny.us/dcs/
DCS works in partnership with the community service network across localities to effectively carry out the community services block grant program.
- ◆ **New York Center of Agricultural Medicine and Health** - www.nycamh.com
Tap resources to provide educational and health assistance programs for farmers and farm families, agricultural students, vocational services, health professionals, farm organizations and others.
- ◆ **NYS Department of Labor, Farm Worker Standards** - www.labor.state.ny.us
The Division of Labor Standards enforces minimum wage standards for farm workers and issues certificates of registration to migrant farm labor contractors, growers and food processors who use migrant farm labor in NYS.
- ◆ **NYS Department of Health** - www.health.state.ny.us
- ◆ **Sullivan County BOCES** - www.scboces.org
County-wide education facility whose mission is to increase student performance in districts and communities of Sullivan County.
- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
Contact: Joe Walsh 845-292-6180 www.cce.cornell.edu
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.

Funding Sources

- ◆ **New York State Farmworker Housing Program** - www.dhcr.state.ny.us
Contact: NYS DHCR, 1-800-432-4210
A program of the NYS Division of Housing and Community Renewal (DHCR). DHCR enters into agreements with lending institutions (i.e., Farm Credit) to service loans of up to \$100,000/year to agricultural producers.
- ◆ **USDA Farm Labor Housing Loan Program** - www.rurdev.usda.gov
Contact: NYS Rural Development, Syracuse: (315) 477-6400
Program provides capital financing for the development of housing for domestic farm laborers.

Other

- ◆ **Farm*A*Syst** - www.uwex.edu/farmandhome/
Farm*A*Syst can help farmers determine risks on the farm that could threaten family health and financial security.

**Policy Area V
Economic Development**

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.23

Create regional technical, professional and regulatory support network.

Timeframe

SHORT TERM
INTERMEDIATE
LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Provide technical assistance to farmers with waste management challenges	C/M	A
Secure funding from NYSERDA and similar sources to continually research new and better methods of farm waste disposal that improve both the economics and environmental quality of farm operations.	C	A
Target Cornell Cooperative Extension technical assistance toward meeting waste management challenges.	C	A
Fund an initiative to identify the nutrient "carrying capacity" for the soils available to agriculture for land application of wastes and financially assist farmers in meeting waste disposal needs.	C	P



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Resources

Documents

- ◆ **Alternative Enterprises and Agritourism: Farming Profit and Sustainability Resource Manual.** United States Department of Agriculture—Natural Resource Conservation Service.

Organizations and Programs

- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
Contact: Joe Walsh 845-292-6180 www.cce.cornell.edu
- ◆ **New York Farm Bureau** - www.nyfb.org
Farm Bureau is a grass roots based organization that aims to solve economic and public policy issues challenging the agriculture industry. Find extensive information for farmers.
- ◆ **Natural Resource, Agriculture, and Engineering Service** - www.nraes.org
Link to publication resources on variety of topics including agricultural waste management, large scale composting, farm safety, etc.
- ◆ **NYS Department of Agriculture & Markets** - www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.

Funding Sources

- ◆ **New York State Energy Research and Development Authority** - www.nyserda.org
Offers grants for the research, development and installation of alternative energy sources across the state. Grants are available for residential, agricultural, educational and commercial settings.

Other

- ◆ **Cornell Waste Management Institute** - cwmi.css.cornell.edu
Link to technical solutions to waste management problems.
- ◆ **Water Quality Information & Fact Sheets** - hosts.cce.cornell.edu/wq-fact-sheets/
Website from Cornell Cooperative Extension that aims to inform consumers about their drinking water.
- ◆ **Farm*A*Syst** - www.uwex.edu/farmandhome/
Farm*A*Syst can help farmers determine risks on the farm that could threaten family health and financial security.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.24

Establish continuing communication among agencies, municipalities and the agricultural community to avoid unnecessary restrictions on farms and agri-businesses.

Timeframe

SHORT TERM
INTERMEDIATE
LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Work with local planning boards and town officials to arbitrate complicated farm-related issues.	C/M	A
Encourage the placement of agricultural representatives on local planning boards.	C/M	A
Maintain an informational campaign for municipal and agency leadership that explains the importance of balancing residential development with industry and agriculture.	C	A



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Resources

Documents

- ◆ **Guide to Local Planning for Agriculture in New York.** American Farmland Trust.
- ◆ **Local Laws and Agricultural Districts: How Do They Relate?** James A. Coon Local Government Technical Series, NYS Department of State.
- ◆ **Farms, Communities, and Collaboration: A Guide to Resolving Farm-Neighbor Conflict.** Community Dispute Resolution Center, Cornell University; 2003.

Organizations and Programs

- ◆ **NYS Department of Agriculture & Markets** - www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.
- ◆ **New York Farm Bureau** - www.nyfb.org
Farm Bureau is a grass roots based organization that aims to solve economic and public policy issues challenging the agriculture industry. Find extensive information for farmers.
- ◆ **Sullivan County Cornell Cooperative Extension Agriculture Program**
Contact: Joe Walsh 845-292-6180 www.cce.cornell.edu
- ◆ **Sullivan County Agricultural Economic Development Program**
Contact: Rick Bishop 845-794-3000 x5028
- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.

Other

- ◆ **Agricultural Districts: Farm Benefits & Protections**
NYS Dept. of Agriculture & Markets - www.agmkt.state.ny.us/AP/agsservices/agdistricts.html

Policy Area V Economic Development

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STRATEGY 5.25

Promote agricultural innovation and entrepreneurship by developing or identifying financial capital for the needs of new and expanding agriculture.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Assist farmers with grant applications to research and develop new agricultural ventures.	C/P	A
Maintain a source of secondary-position capital for new ventures that will create added value or support the development of new agricultural products for export to other areas.	C/P	A
Create new alternative financing vehicles to support agriculture innovation, including credit enhancements, loan guarantees, linked deposits, revolving loan funds, private and public fund-raising and angel capital.	C/P	A



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Financing Small-scale and Part-time Farms.** Agricultural Alternatives, Pennsylvania State University.
- ◆ **Primer for Selecting New Enterprises for Your Farm.** University of Kentucky, Cooperative Extension Service.

Organizations and Programs

- ◆ **Community, Food, and Agriculture Program** - www.cfap.org
A program of Cornell University, the mission of CFAP is to support Agriculture and Food-Systems based Community Development in New York.
- ◆ **Small Farms Program** - www.smallfarms.cornell.edu
Source of information and resources concerning small farms in New York state.
- ◆ **Cooperative State Research, Education, and Extension Service** - www.csrees.usda.gov
CSREES is an agency within USDA that serves public and private organizations with funding opportunities and research concerning agriculture and related issues.
- ◆ **Farm Service Agency** - www.fsa.usda.gov/ny/
Contact: Sullivan County FSA Office: 845-292-6552

Funding Sources

- ◆ **Sullivan County Agri-Business Revolving Load Fund**
Contact: Sullivan County Division of Planning; 845-794-3000 x5028
Loans to eligible agri-businesses wishing to establish or expand business in Sullivan Cty.
- ◆ **Direct Farm Ownership and Operating Loans** - www.fsa.usda.gov/dafl/directloans.htm
Source of financing and assistance to family farmers to establish farms.
- ◆ **Downpayment Farm Ownership Loan Program** - www.fsa.usda.gov
Loan program to help beginning farmers purchase a farm and next-generation farm transfer.
- ◆ **Grow NY Enterprise Program** - www.agmkt.state.ny.us/GROWNY/GNYHome.html
Grown NY assists economic development efforts of New York's agricultural production, processing, and marketing industries.

Other

- ◆ **List of Alternative Crops & Enterprises for Small Farm Diversification.**
USDA, National Agricultural Library. www.nal.usda.gov/afsic/AFSIC_pubs/atlist.htm

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.26

Assist farmers, youth and agri-businesses with business planning to expand existing operations, capitalize on economies of scale and secure traditional financing.

Timeframe

SHORT TERM
INTERMEDIATE
LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Develop and continually update guides to sources of capital for agricultural businesses, including both agriculturally targeted and traditional economic development programs.	C	P
Maintain existing tax abatement and revolving programs targeted at agriculture.	C/M	A
Conduct seminars for the agricultural community on financial resources available.	C/M	A



Leadership Role: C – County M – Municipality P – Partners
Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Building A Sustainable Business: A Guide to Developing A Business Plan for Farms and Rural Businesses.** Minnesota Institute for Sustainable Agriculture.

Organizations and Programs

- ◆ **NY Farm Link** - www.nyfarmlink.org
Provides networking, consulting, and educational support for beginning and retiring farmers to help in the business transition process.
- ◆ **Entrepreneurship Education and Outreach Program** - www.eeo.aem.cornell.edu
Support program for extension educators to assist with business planning, market research, analysis, and strategies.
- ◆ **Cornell Program on Agricultural & Small Business Finance** - agfinance.aem.cornell.edu
Access to educational programs and tools to assist with financial planning.
- ◆ **Small Farms Program** - www.smallfarms.cornell.edu
Source of information and resources concerning small farms in New York state.
- ◆ **Farm Service Agency** - www.fsa.usda.gov/ny/
Contact: Sullivan County FSA Office: 845-292-6552
- ◆ **NYS Department of Agriculture & Markets** - www.agmkt.state.ny.us
Fosters competitive food and agriculture industry that benefit producers and consumers alike.
- ◆ **New York Farm Bureau** - www.nyfb.org
Farm Bureau is a grass roots based organization that aims to solve economic and public policy issues challenging the agriculture industry. Find extensive information for farmers.

Funding Sources

- ◆ **USDA Rural Development** - www.rurdeve.usda.gov
Source for financial support programs, technical assistance and information, and community empowerment programs.
- ◆ **NYS Governor's Office for Small Cities** - www.nysmallcities.com
GOSC administers the Community Development Block Grant Program for NYS.
- ◆ **Grow NY Enterprise Program** - www.agmkt.state.ny.us/GROWNY/GNYHome.html
Grown NY assists economic development efforts of New York's agricultural production, processing, and marketing industries.

Other

- ◆ **Starting A Value-Added Farm-Food Business.**
www.uwex.edu/ces/agmarkets/starting.html

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.27

Identify issues and define goals related to forest management in the different regions of Sullivan County.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Host regional workshops within Sullivan County in conjunction with the Towns.	P/C	P
Identify specific issues and priorities for communities.	M/P/C	P
Summarize the issues and define goals.	P/C	P



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **What Is Sustainable Forestry?** Forest Stewardship Manual, Cornell Extension Forestry.
- ◆ **Making Money from a Well-Managed Woodlot.** Woodlot Enterprises Article, ATTRA.
- ◆ **Nonpoint Source Pollution: A Handbook for Local Governments.** PAS Report #476.

Organizations and Programs

- ◆ **NYS DEC Division of Lands and Forests** - www.dec.state.ny.us/website/dlf/
Link to information concerning timber harvesting and land management and how to access technical resources.
- ◆ **Catskill Forest Association** - www.catskillforest.org
CFA is a non-profit organization dedicated to enhancing all aspects of the forest in the Catskill region and provides services and educational opportunities to private landowners.
- ◆ **New York Forest Owners Association** - www.nyfoa.org
NYFOA is a non-profit organization dedicated to promoting stewardship of private forests.
- ◆ **Cornell Forestry Extension Program** - www.dnr.cornell.edu/ext/forestrypage.htm
This program provides statewide leadership for educational, research-based programs that address the stewardship and sustainable production needs association with the management of forests in private hands.
- ◆ **Catskill Center for Conservation and Development** - www.catskillcenter.org
Non-profit organization that works to protect the cultural, historic, and natural resources of the Catskill Mountains.
- ◆ **Watershed Agricultural Council** - www.nycwatershed.org
WAC has a forest management program in place that delivers education and technical assistance in the Catskill region.

Funding Sources

- ◆ **NYS Department of Environmental Conservation** - www.dec.state.ny.us
Yearly grant opportunities for municipalities, community organizations, not-for-profit organizations and individuals, for environmental protection and improvement.

Other

- ◆ **Forest Land Best Management Practices** - www.dnr.cornell.edu/ext/bmp/index.html
An on-line tool to learn the basics of sustainable forest management.

Policy Area V Economic Development

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.28

Develop realistic and balanced solutions with the Towns to encourage sustainable forestry as a viable economic development option.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Work with forestry professional from agencies such as the Cornell Cooperative Extension, the Catskill Forest Association, and the Watershed Forestry Program to develop potential solutions.	P/M	A
Keep the community educated and informed.	P	A
Involve the community by organizing regional workshops for their input in developing solutions.	C/M/P	P



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Tree Conservation Ordinances**. PAS Report #446.

Organizations and Programs

- ◆ **NYS DEC Division of Lands and Forests** - www.dec.state.ny.us/website/df/
Link to information concerning timber harvesting and land management and how to access technical resources.
- ◆ **Catskill Forest Association** - www.catskillforest.org
CFA is a non-profit organization dedicated to enhancing all aspects of the forest in the Catskill region and provides services and educational opportunities to private landowners.
- ◆ **New York Forest Owners Association** - www.nyfoa.org
NYFOA is a non-profit organization dedicated to promoting stewardship of private forests.
- ◆ **Cornell Forestry Extension Program** - www.dnr.cornell.edu/ext/forestrypage.htm
This program provides statewide leadership for educational, research-based programs that address the stewardship and sustainable production needs association with the management of forests in private hands.
- ◆ **Catskill Center for Conservation and Development** - www.catskillcenter.org
Non-profit organization that works to protect the cultural, historic, and natural resources of the Catskill Mountains.
- ◆ **Watershed Agricultural Council** - www.nycwatershed.org
WAC has a forest management program in place that delivers education and technical assistance in the Catskill region.

Funding Sources

- ◆ **USDA Urban and Community Forestry Program** - www.na.fs.fed.us
Helps create community awareness of the importance of trees, forests, and other greenspace in sustaining healthy, viable cities, communities and neighborhoods; improve the social, natural, and economic environment of urban and community areas; and enable the development of self-sufficient local urban and community forestry programs. Technical and financial assistance is provided to State Foresters for program delivery.
Contact: Urban Forestry Coordinator, 503/808-2351

Other

- ◆ **Model Forest Virtual Tour** - www.nycwatershed.org
Developed by the Watershed Agricultural Council, discover on-line the Frost Valley model forest.
- ◆ **Tree Ordinance Guidelines** - www.isa-arbor.com/publications/ordinance.aspx
Website provides guidance to communities on developing an ordinance for tree protection during development.

Goal:

Develop mechanisms that will promote and support agricultural diversification, and preserve the critical mass of farms and agricultural support service in Sullivan County.

STRATEGY 5.29

Implement appropriate solutions, policies and regulations at the local level to balance public benefits against the burdens imposed on landowners and the forest industry.

Timeframe

SHORT TERM

INTERMEDIATE

LONG TERM

Steps	Leadership Role (C/M/P)	Status (A/P/C)
Develop policies and regulations in coordination with local municipalities.	C/M/P	P
Continue to provide technical assistance on an as needed basis with forestry professionals.	P/C	P



Leadership Role: C – County M – Municipality P – Partners
 Status: A – Active P – Pending C – Complete

Resources

Documents

- ◆ **Tree Conservation Ordinances.** PAS Report #446
- ◆ **What Is Sustainable Forestry?** Forest Stewardship Manual, Cornell Extension Forestry.
- ◆ **Making Money from a Well-Managed Woodlot.** Woodlot Enterprises Article, ATTRA.
- ◆ **Nonpoint Source Pollution: A Handbook for Local Governments.** PAS Report #476.

Organizations and Programs

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- ◆ **Catskill Forest Association** - www.catskillforest.org
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Non-profit organization that works to protect the cultural, historic, and natural resources of the Catskill Mountains.
- ◆ **Watershed Agricultural Council** - www.nycwatershed.org
WAC has a forest management program in place that delivers education and technical assistance in the Catskill region.

Funding Sources

- ◆ **NYS Department of Environmental Conservation** - www.dec.state.ny.us
Yearly grant opportunities for municipalities, community organizations, not-for-profit organizations and individuals, for environmental protection and improvement.

Other

- ◆ **Model Forest Virtual Tour** - www.nycwatershed.org
Developed by the Watershed Agricultural Council, discover on-line the Frost Valley model forest.