



FIVE YEAR PROGRAM UPDATE



Hudson Valley AgriBusiness
Development Corporation



Hudson Valley AgriBusiness
Development Corporation

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Funding Sources

The Hudson Valley AgriBusiness Development Corporation is able to provide unique and valuable services to agribusinesses throughout the Hudson Valley thanks to the generous support of a number of public and private sector partners. The following agencies have committed multi-year financial resources:

- Agricultural Stewardship Association
- Columbia County Planning Department
- Dutchess County Industrial Development Agency
- Orange County Industrial Development Agency
- Rensselaer County Industrial Development Agency
- Sullivan County Funding Corporation
- Ulster County Industrial Development Agency
- Washington County Planning Department
- Local Economics Project of the New World Foundation

In addition, the following public and private grant-making entities have provided generous financial support to HVADC:

- USDA Rural Development
- US Small Business Administration
- US Department of Commerce E.D.A.
- NYS Department of Ag & Markets
- Empire State Development Corporation

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This project is funded by a grant from the U.S. Small Business Administration (SBA). SBA's funding should not be construed as an endorsement of any products, opinions, or services. All SBA-funded projects are extended to the public on a nondiscriminatory basis.



PHOTO CREDIT: COACH FARM



PHOTO CREDIT: HUDSON VALLEY BOUNTY

Letter from the Executive Director and President of the Board

WINTER 2015

In recent years, the Hudson Valley has been recognized as a leading force of sustainable agriculture, a hotbed of culinary entrepreneurship, and an increasingly popular agritourism destination. The unique characteristics of the region reflect a major shift towards supporting local food and farms, and towards addressing our modern food system's most pressing problems.

The increasing demand for local food by residents of the Hudson Valley and neighboring NYC populations has propagated the need for comprehensive agricultural development throughout the region.

HVADC was established in 2006 to provide both individual and regional solutions to farms and the agribusiness industry. Since its inception, HVADC has assisted over 100 businesses with a wide range of individualized services such as business development, financial planning, and market readiness preparation, and has expanded its network of farms, restaurants, and producers to over 600 businesses and counting.

HVADC is a regional leader of agricultural development and economic growth and continues to seek out opportunities for enhancing the vital connection between land and food throughout the Hudson Valley.

Todd M. Erling

David Church

ABOUT hvadc



PHOTO CREDIT: FARM TO TABLE CO-PACKERS

The Hudson Valley Agribusiness Development Corporation (HVADC) is the only economic development agency in the Hudson Valley with a specific focus on the viability of the agricultural economy in the region.

HVADC's charge is to enhance the agricultural sector in the Hudson Valley by assisting both new and existing agribusinesses, and supporting policies and regulations that recognize and strengthen New York State's agricultural economy. Our services are carefully designed to promote the Hudson Valley as an attractive, viable region for agriculture and to foster growth and development of the agricultural sector through a creative program of marketing, promotion and the coordination of financial and other resources.

The current trend in modern agriculture reflects an unprecedented demand for regional products. NYS alone boasts an estimated \$7 billion unmet demand for locally produced food and beverage, while the Hudson Valley alone has an unmet demand of \$335 million. These numbers are enlightening and demonstrate the ever-growing importance for increased support and assistance to our local farms as well as refined infrastructure development for our local food system.

There exists ample opportunity for Hudson Valley farms to bridge this gap by expanding production operations, partnering with distribution hubs to improve access to the market, and by diversifying products through value-added assistance programs and local co-packing services.

TABLE 1:

				
NYS UNMET DEMAND	DAIRY	MEAT	POULTRY/EGGS	FRUITS/VEGGIES
*Local Quotient	166%	10%	12%	33%
Local Food Demand	\$2,751,748,691	\$3,105,283,188	\$1,323,957,948	\$4,761,125,238
Local Food Supply	\$4,557,414,505	\$322,885,644	\$158,805,476	\$1,556,509,299
Unmet Demand	**See below	\$2,782,397,544	\$1,165,152,473	\$3,204,615,939

SOURCE: NEW VENTURE ADVISORS LLC, [HTTP://NEWVENTUREADVISORS.NET](http://newventureadvisors.net)

TABLE 2:

				
HUDSON VALLEY UNMET DEMAND	DAIRY	MEAT	POULTRY/EGGS	FRUITS/VEGGIES
*Local Quotient	166%	10%	12%	33%
Local Food Demand	\$169,152,099	\$190,884,132	\$81,384,709	\$292,670,013
Local Food Supply	\$280,147,757	\$124,185,372	\$9,761,894	\$95,679,818
Unmet Demand	**See below	\$66,698,760	\$71,622,815	\$196,990,195

SOURCE: NEW VENTURE ADVISORS LLC, [HTTP://NEWVENTUREADVISORS.NET](http://newventureadvisors.net)

* Local Quotient is defined as the percentage of category food sales produced within the area. A result greater than 100% indicates that local demand could be met entirely with local production.
 ** Demand could be fully met with local supply if it were directed to these markets through a robust local food system.

HVADC commits tireless energy and resources to encourage and assist agricultural producers in becoming active participants in the growing market. We offer a unique range of services tailored to meet the needs of each individual farm and business. Examples of our services include:

- Technical assistance to farmers and farm-related/farm-dependent businesses applying for funding or implementing awards from various public and private sources to include but not limited to: USDA Value Added Grant, USDA Rural Business Enterprise Grants, SBA, EDA, NYS Consolidated Funding Applications, etc.
- Business planning services to local farmers and farm-related/farm-dependent businesses seeking to diversify production.
- Business expansion counseling to a local farmers and farm-related/farm-dependent businesses seeking to add process capacity and expand operations to make room for next generation.
- New farm and farm-related/farm-dependent businesses referrals for site search selection opportunities to locate in the county.
- Representation and technical support to ensure farms and farm-related/farm-dependent business interests are included in NYS Regional Economic Development Councils' plans and implementation.
- Local farm product sourcing for Farm-to-Table Co-packing and other regional commercial and institutional buyers.
- Development and promotion of farm and local business sourcing to support agri/culinary-tourism and educate the community members and markets of the role local sourcing plays in economic development through the Hudson Valley Bounty Program and regional branding.



CHATHAM BREWING®

Chatham Brewing is a popular brewery that needed a major expansion in order to survive. The owners are long-time members of the Hudson Valley community and wished to partner with local farmers to create a line of Hudson Valley sourced beer as well as re-locate to a larger facility to increase brewing capacity. Chatham Brewing applied to IWW seeking assistance with financial planning and organization, drafting a detailed business plan, and locating the proper equipment for production and manufacturing.

HVADC provided consulting services and managed the brewery's relationship with a brand development company who assisted them with a comprehensive strategic plan. Chatham Brewing successfully completed their expansion and went on to receive the Columbia County Chamber of Commerce Crystal Apple Award in 2014 for their contribution to economic progress and community development.



BACK TO THE FUTURE FARMS

The owner of Back to the Future Farms, a relatively new dairy farm business, was interested in establishing a milk processing plant so the farm could pasteurize its milk and sell it to customers at NYC Greenmarkets and local stores. Construction of a new building to house the bottling line was completed by the owners who then contacted HVADC seeking assistance in developing a grant application for funds to complete the project. HVADC worked with the owners to write a USDA Value-Added Producer Grant that would provide the necessary funding and working capital for their expansion project. Although the farm did not receive the grant, HVADC has been in contact with representatives from the USDA and is working to further develop the project plan to make the application more competitive in future rounds of funding.



BATTENKILL FIBERS

Battenkill Fibers is a carding and spinning mill that manufactures artisan quality premium knitting yarns using transitional semi-worsted milling machinery. They provide value-added, custom carding and spinning for fiber farms and manufacture yarn and fiber products for wholesale and retail markets. The mill receives wool and fiber for processing from over 350 farms, but has limited production capacity due to equipment and space constraints which prevent the mill from meeting the needs of their customers.

Battenkill needed to expand in order to be competitive at both local and national markets. The project would expand the operations of Battenkill Fibers through the addition of specialized equipment and provide working capital to allow them to purchase locally-sourced wool, alpaca, and mohair fleece. In order to fund the project, Battenkill needed to apply for a RBEG grant. As a functioning non-profit, HVADC was able to apply for the grant on Battenkill's behalf and assume responsibility for providing oversight and technical assistance to ensure the successful execution of the expansion.

The additions will allow Battenkill Fibers to utilize more local fiber in manufacturing yarn for national customers and be more competitive in bidding on these jobs. The company will also be able to provide higher quality value-added products for its farm-based customers and local farms will have a better market for their lower quality fleeces.



CROWN MAPLE

Madava Farms (home to Crown Maple Syrup) is situated in Dutchess County on 800 acres of century-old sugar and red maples. The fertile soil conditions and seasonal weather make it a perfect location to produce superior sap for maple sugaring. The farm is home to one of the most advanced maple syrup production facilities in the country and boasts a state-of-the-art 'sugarhouse' operation where the sap collected from the sustainably managed maple groves meets green, organic production techniques.

HVADC has worked with this growing business on their efforts to incorporate a commercial kitchen into their operation. As a tourist destination, it was critical for Crown Maple to be able to provide visitors with on-site options for purchasing meals. HVADC also provided assistance with state and local related permitting challenges. In addition to their maple syrup production, Madava Farms now operates an on-site café with a fresh weekly menu.



PHOTO CREDIT: DEVLIN KENNEDY

OPERATIONS AND ACCOMPLISHMENTS

Governor's Regional Economic Development Council

In 2011, Governor Andrew Cuomo announced the establishment of the NYS Regional Economic Development Councils to promote strategic planning, community development, job creation, and economic growth in New York State. The Regional Councils are a community based, bottom-up approach to economic development made up of local experts and stakeholders from business, academia, local government, and NGOs. Since 2011, the Regional Councils have awarded over \$1.5 billion in funding to a wide variety of innovative projects that promote growth and reflect the distinct characteristics of each region through the Consolidated Funding Application (CFA) process.

Executive Director Todd Erling has maintained a seat on the Council of the Capital Region since its establishment and is a member of its Executive Leadership Committee, allowing HVADC to play an important collaborative leadership role in the economic development of the Hudson Valley.

Geographic Expansion

HVADC has extended its reach over the past several years to incorporate three new counties including Washington, Sullivan and Rensselaer. This geographic expansion has positioned HVADC as a leading force in agricultural development and has enabled us to increase our responsiveness and provide our unique set of services to a much wider audience. In this way, HVADC is able to assist more farms and businesses to achieve long-term success and contribute to the agricultural vitality of the region.



PHOTO CREDIT: MADAVA FARMS

LTL Food Distribution Hub Network

HVADC was awarded a \$425,000 CFA to develop a network of “hyper local distribution nodes” to supplement the well-established regional food transportation and distribution infrastructure in the area. Ginsberg’s Foods will serve as the northern node in Columbia County and several options are being considered to represent the southern node in Sullivan County. This network is being established to meet the need for LTL (less than trailer load) freight service to enable transactions between farmers and wholesalers within their local areas, while also opening up farmers and food processors to larger New York City, Hudson Valley, and Northeastern markets. The LTL Local Distribution Hub network will serve farmers, processors, and aggregators in the Capital and Mid-Hudson Regions, New York City, and beyond.

Building Regional Food Hub Capacity

What is a food hub?

Food hubs are organizational structures designed to address the challenges of our modern day food system such as the loss of farms and farmland; the aggregation, storage,

processing, distribution, and marketing of local food products; financial pressures on small and mid-sized farms; and access to fresh, healthy food for consumers. Food hubs can facilitate relationships and activities along the value chain to bring added value to farmers and local communities as well as providing broader access to institutional and retail markets for small and mid-sized producers. Food hubs are an important component of our growing food industry as they respond to the rapid increase in consumer demand for higher value, local products and are integral to the future of local and regional growers.

HVADC has become a leading proponent of food hub development in the Hudson Valley and continues to partner with other groups and organizations to develop and integrate food hub practices and philosophy into our local food value chain. Listed on the following pages are several projects that HVADC has collaborated on; intended to expand food hub capacity in the Hudson Valley.



DUTCH'S SPIRITS

Dutch's Spirits was first “organized” in 1932 at Harvest Homestead Farm in Pine Plains as an extensive bootlegging operation financed by the iconic mobster, Dutch Schultz. 80 years later, the distillery foundations and 400-acre working farm are being revitalized as an agritourism destination and sustainable source of ingredients for premium hand-crafted spirits and cocktail bitters. The growing product line includes Dutch's Spirits Sugar Wash Moonshine, Dutch's Spirits Peach Brandy, three varieties of American Era Cocktail Bitters and Do-It-Yourself Bitters and Tonic making kits available exclusively through Williams Sonoma. Spirits and bitters production will consolidate in late 2014 in a new three-story, 10,000 square foot Dutch gambrel style barn distillery. The contemporary complex will incorporate the distillery, a farm kitchen serving hearty comfort food and drink headed up by a James Beard-nominated chef, special events space, tasting room and farm shop. The farm is also home to a series of interconnected tunnels and bunkers left over from its bootlegging days during Prohibition and those areas have been incorporated for adaptive re-use as a museum and barrel aging cavern. HVADC has provided market access for Dutch's Spirits and has assisted with regional product launches and awareness through our Hudson Valley Bounty program for several showcase events in the Hudson Valley and New York City. Additionally, HVADC provided assistance with the local planning process and site development for the new facility.



HILLROCK ESTATE DISTILLERY

Hillrock is a farm distillery producing premium whiskey and other spirits made with the highest quality ingredients grown on the premises or on other local Hudson Valley farms. Hillrock uses a variety of unique and age old methods of distilling including floor malting, to produce one-of-a-kind artisanal products. HVADC was able to assist Hillrock with market research, business planning and intellectual property licensing. Hillrock has received widespread praise and notoriety and their products which are featured throughout the Hudson Valley, Westchester and in NYC bars, restaurants and liquor stores.

HVADC and the Local Economies Project Partnership

HVADC and the Local Economies Project of the New World Foundation initiated a new partnership to bring technical assistance to new and existing agribusiness ventures through the Local Economies Farm Hub Initiative.

The Farm Hub initiative is designed to provide training in and support for sustainable farming and marketing for new and established farmers while providing opportunities for demonstration and research that will increase the resiliency of our regional food system and help produce healthy food for the region. HVADC's role is to support the participants with business coaching and other professional business services including access to capital and technical assistance, which will allow them to establish and grow their business. Applicants are evaluated and assistance is provided on a first-come-first-serve basis, according to the availability of funds.

As a direct result of the partnership between HVADC and the Local Economies Project, Hudson Valley growers and producers have access to this dedicated funding and suite of services.



HUDSON VALLEY SEED LIBRARY

Hudson Valley Seed Library began in 2004 as a small community project to provide home gardeners with access to heirloom and open-pollinated seeds and a seed-saving community. The business has grown into an independent seed company with an online seed catalog and region-wide cooperative seed library program. The company has undergone rapid expansion due to the success of the business. HVADC assisted the founder in developing cash flow projections to better manage working capital to support the growing sales volumes and assisted the business in securing an appropriate line of credit.



Farm to Table Co-Packers and Hudson Valley Harvest

HVADC, in partnership with Farm to Table Co-Packers and Hudson Valley Harvest, was awarded a CFA of \$775,000 to expand the infrastructure of these two successful food processing and distribution firms that serve New York State farms. The grant identified a need for additional processing equipment, cold/freezer

storage, trucks, and distribution depots. With the additional equipment, these two businesses will have expanded capacity to meet the growing demand for local food from customers in NYC and throughout the Northeast. The result has already expanded sales and profits to these businesses, as well as increased income opportunities for farms and food producers in the Hudson Valley and throughout New York State. In 2013, over 2 million lbs of New York grown product passed Farm to Table's Kingston, NY facility.

HVADC has provided on-going assistance to Farm to Table Co-Packers which has included the development of a Strategic Facility Utilization Plan, refinement of financial processes, process line engineering evaluation, marketing plan, and monitoring a loan package from a private mission-driven investment group. HVADC continues to provide assistance with financial projections and the implementation of the Strategic Plan.



MONKSHOOD NURSERY

Monkshood Nursery is a small diversified vegetable farm in Columbia County that specializes in medicinal and culinary herbs and specialty salad greens. The farm experienced very severe effects from Hurricane Irene and required major rebuilding of their operation. HVADC was able to provide business planning and financial services as well as organizational and logistical assistance. Several consultants worked extensively with the farm in order to expand sales channels and increase profitability.

Over the course of several months, the farm was able to rebuild their CSA program and expand retail sales within the Hudson Valley. The farm now operates as a multi-faceted business with sales throughout the Hudson Valley, NYC and Capital Region.

Food Hub Initiative

In early 2013, The Local Economies Project (LEP) released the Hudson Valley Food Hubs Initiative; the findings and recommendations of research conducted by Hudson Valley Pattern for Progress and the Urban Design Lab at the Earth Institute of Columbia University. HVADC served as a primary member of the advisory team and assisted with many phases of the research. We played a central role in facilitating listening sessions that were held throughout the valley, identifying farms and businesses for stakeholder interviews, and influencing the geographic footprint of the project. Through our continued partnership with LEP, HVADC continues to identify ways to implement the recommendations of the report.

PROGRAMS AND PROJECT HIGHLIGHTS

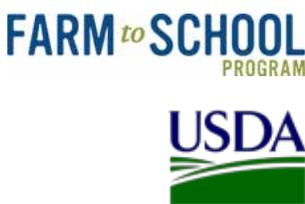
HVADC allocates significant time, effort, and funds towards the development and implementation of many local agricultural projects each year. Several highlights from these specialized projects include:



Farm to Institution New York State

American Farmland Trust's Farm to Institution New York State (FINYS) program is a statewide partnership of agricultural, public health, and economic development partners who work together to maximize the total volume of locally produced food that is served in

institutions such as schools, hospitals, senior centers, universities and more. HVADC is an active member of the FINYS leadership team where we have assisted in the development of several FINYS funding requests for the purpose of strengthening and supporting the farm and food economy of New York State. These have included support for a Market Readiness Training Program for farmers with a focus on food safety, scaling up food production, packaging, and requirements of the region's institutional food service markets. HVADC has played an integral role in the implementation of several FINYS projects, such as Farm to School and Farm to SUNY.



Farm to School

HVADC partnered with the Poughkeepsie City School District, Hudson Valley Pattern for Progress and the Poughkeepsie Farm Project to develop and secure an USDA Farm to School grant for 2012-2014. HVADC provided overall project management and grant administration duties and assisted in the identification and procurement of local sources of produce.

Poughkeepsie City School District responded exceptionally well to the program by developing a series of new menu items to highlight local produce. Students were educated in the preparation, uses, and nutritional benefits of different vegetables such as dark leafy greens and winter squash and the project team facilitated farm visits for hundreds of students; promoting community education and participation in the practice of eating locally produced food.



NOBLE PIES

Noble Pies is a pie bakery and café business founded in Orange County. The pies, both traditional and savory, are handmade using fresh, local ingredients. Noble Pies has experienced significant growth since the business opened its doors in 2009. However, the business is currently split between two locations; a bakery in one building, and a small coffee shop in a separate location. HVADC has assisted the owners with the evaluation of a new location where they would be able to house both their bakery and coffee shop. After reviewing several options, the owners are undecided how to proceed and are giving thought to how best grow their business. HVADC will likely be working with them to complete a business plan that can provide a strategy for moving forward.



PENNING'S FARM

Pennings Farm is a multi-faceted family farm business and orchard. The business consists of a fruit and vegetable farm, orchard, farm market, hops yard, pub and grill, ice cream stand, garden center and beer garden, all located in Orange County. The current owners approached HVADC to seek assistance in evaluating the different options for expanding their cider operation and for incorporating their children into the operation as it continues to grow. Several alternatives under consideration included purchasing the land to expand at the current location, expanding on other land that the family already owns, and purchasing neighboring property. HVADC worked with the family to examine and evaluate their different alternatives. This included a financial analysis and the development of a business plan with financial projections to be used to secure project financing. HVADC also assisted the owners in developing a plan for their children to take control of the cider operation. This will be a separate business from their existing operation so that there is no conflict with the existing liquor license held by the farm market. The business plan for the new venture is currently in process.



S&S BREWERY

S&S Brewery/Sanford Farm is a licensed Farm Brewery operating on a 6th generation family farm in Rensselaer County. The brewery produces high quality beer using ethical and sustainable agricultural methods and locally grown ingredients. The owners are seeking to expand their production capacity to fulfill a growing interest in their local market. HVADC identified a service provider to work with the owners and assisted in the legal aspects of farm transition and business operations.



PHOTO CREDIT: S&S BREWERY



PHOTO CREDIT: RED TOMATO

TRUNCALI FARMS INC.

Truncali Farms Inc, is a 100-acre, three generation fruit farm in Ulster County that produces a wide variety of fruit including apples, pears, strawberries, cherries, plums, peaches, nectarines and grapes. Their products are sold in farm markets and retail stores in the area. With new regulations governing food safety, the owners were interested in developing a food safety program to pursue certification under GlobalGAP for the upcoming growing season and update their facility accordingly. HVADC matched the business with a Computing Systems company that developed, installed and provided training for an effective food safety program that is now in place.

Farm to SUNY

The FINYS-SUNY Farm to College project will facilitate increased purchases of locally and regionally grown food by colleges and universities within the State University of NY (SUNY) network that will also provide a sustainable profit margin to NYS farmers. The program was awarded a Specialty Crop Block Grant from the USDA to increase the use of fresh, frozen, and processed vegetables produced by NYS farmers on four SUNY campuses including the University of Albany, SUNY New Paltz, SUNY Oswego and SUNY Oneonta. The funding assists American Farmland Trust, HVADC, and their partners in expanding the market for NYS agricultural products such as potatoes, greens, tomatoes, squash, and beans.

Mid-Hudson Regional Sustainability Plan (MHRSP)

HVADC served as Co-Chair of the Ag & Foodshed working group for the MHRSP effort alongside the Rondout Valley Growers Association. The MHRSP was developed from the combined knowledge of stakeholders throughout the region to help guide the area towards a more sustainable future. HVADC assisted by bringing in producers and agribusinesses to provide a regional perspective on sustainable agricultural issues. These broad reaching issues ranged from energy and economics, to sustainable farming practices. Throughout the planning process, HVADC worked with leaders from several counties to ensure regional interests were represented.



HUDSON VALLEY BOUNTY

Hudson Valley Bounty (HVB)

HVADC has maintained the growing success of HVB, a project designed to promote and support networking connections between local agricultural producers and culinary businesses, while educating the community about the preservation of local farms and the use of local and regional sustainable food products. HVB operates a searchable online database in order to create networking connections between agricultural producers, culinary businesses, and individuals. Since 2010, HVB has expanded its project capacity to include eight counties (Columbia, Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester) with plans to expand into both Washington and Rensselaer. The database includes roughly 275 farms, 300 restaurants and 30 markets.

HVB organizes several widely attended events to educate consumers about the preservation of local farms and to support Hudson Valley producers as well as local culinary artisans. These events include the 'Taste of Hudson Valley Bounty Dinner,' a festive evening celebrating delicious collaborations between farmers and chefs as well as the annual 'Chili Contest' where chili lovers and local chefs join together in Hudson, NY to compete for the best chili recipe in the Hudson Valley. HVB has also facilitated many 'Art of Local' events throughout the region and is a supporting member of 'Hudson Valley Restaurant Week.'

Incubator without Walls (IWW)

IWW is a key feature of HVADC where new and existing agriculture-related businesses apply to receive individualized assistance. Qualified businesses that are admitted into our IWW program can tap into a wide range of services to accelerate their growth and increase their chances of long-term success. These services can include: business and financial planning, value-added infrastructure services, financing, and networking. Through IWW, HVADC has been able to assist over 100 farms and businesses since 2007. The various types of services HVADC has provided through IWW include general business planning; strategic planning for growth and development; financial analysis; marketing and promotion through print, media, Facebook and Twitter; project planning; matchmaking services such as referrals for consumer/chefs to appropriate farm businesses; food safety certification and/or planning and permitting.

CLOSING

Testimonials

“When the stability of my farm was threatened by several severe storms, HVADC offered their professional guidance, evaluated my finances and helped me to identify new market opportunities in order to rebuild my business.”

– *David Rowley, Monkshead Nursery*

“Thanks HVADC—your help writing a business plan has made the business side of farming approachable and allowed me to make a plan I can stick to. You’ve effectively lightened the load on the planning end which gives me more time for my favorite part: Farming.” – *Ashley Loehr Sparrowbush Farm*

“HVADC assisted us with formulating a business plan to incorporate our younger generation of family members into our expanding farm operations. This is an important aspect to the sustainability of our business and helps to keep our family connected to the farm.” – *Jill and Steve Pennings, Pennings Farm*

“We reached out to HVADC to help our farm prepare for changes in food safety requirements for wholesale market channels. HVADC provided us access to a high level food safety professional who is developing a food safety plan. Being able to meet these standards will open up additional market opportunities for our farm and allow us to be a more competitive business in the long run.” – *Joel Truncali, Truncali Farms*

“HVADC matched us with a food science consultant who worked with us to scale up our production methods to meet the increasing demand of our kale pesto in the greater NYC area and capital region. HVADC’s expert assistance and guidance has put our business in a position to expand our capacity and reach wholesale markets including major food markets and grocery stores.” – *Sarah Culmer and Annette Chambers, Oliva Provisions*

“I came to HVADC in need of financial assistance for the startup of our cream line dairy operation. HVADC’s proficient staff provided us access to a qualified consultant that guided us through the grant process allowing us to submit a highly competitive grant. I couldn’t ask for nicer folks at HVADC and would recommend them to anyone needing assistance.” – *Rose Hubbert, Back to the Future Farm*

Plans for the Future

In the coming years, HVADC plans to continue to refine our successful approach to assisting farms and businesses and strengthening our local food system.

Some of our plans include growing LTL distribution network access for mid-scale farms, sourcing product from NYS and the Northeast for the proposed Amy’s Kitchen site and developing additional sources of funding as well as dedicated sources of capital for agricultural projects in the Hudson Valley. We will evolve the Hudson Valley Bounty program to be a more holistic resource for farmers, businesses and the community by focusing efforts on consumer awareness and agritourism and by developing infrastructure components such as food asset mapping and a more robust database. We also plan to assist in the coordination of individual county protection plan updates and reconcile county interests with regional council ideas to secure CFA funding and be a leading force for food hub development in our region.



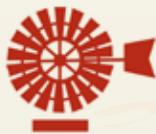
WHISTLE DOWN FARM

Whistle Down Farm is a small vegetable farm using 100% organic growing practices that sells to local farmers markets, retail stores, restaurants, NYC food pantries and operates a CSA. The farm was previously situated on only 3 acres of usable cropland which was not suitable to support the production volumes anticipated in future growing seasons. Whistle Down sought to purchase a 60 acre parcel

in Claverack, however the purchase of new land and relocation required a number of investments in new infrastructure and equipment.

HVADC assessed the needs of the farm and connected them to a management consulting firm where the farm received assistance in business plan development to be used for securing business growth financing. Within one year, Whistle Down Farm had obtained the necessary financing and successfully purchased the new land. The farm was able to transition their crops to the new location and successfully expand their production to meet the growing demand for organic local produce.





Hudson Valley AgriBusiness
Development Corporation

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