



Winter Newsletter

January 2009

Get Ready for January 23-25!

By now you should have received the packet full booklet for the NOFA-NY Annual conference, "Meals Without Wheels: Revitalizing the Local, Organic Foodshed" and annual meeting of NYSSFFPA midst many fine workshops for processors and "wannabees". Page two of this newsletter lists the latter workshops. Two Friday half day intensive workshops are presented by Dr. Olga Padilla Zakour, Director of the Food Venture Center, and by Leslie Schaller of Appalachia Center for Economic Network. There are assorted workshops on Saturday and Sunday on jams & chutneys, culinary herbs, lactic fermented vegetables, honey, meat and poultry.

Our NYSSFFPA Annual Meeting, Saturday at 2:45pm, will not only introduce our new Board members and Officers, but will also be an important time to share your needs and

marketing ideas with others in your region and across the state. Also, look for our special lunch time discussion table. Details of our events, our Trade Show display table, and a place to leave messages for other members will be at our NYSSFFPA Membership Table near Registration.

The NYSSFFPA Trade Show booth is a wonderful place to show your product and brochure. We also expect to showcase some of our new Regional Specialty Boxes, a project we have been working on with NY Farms! to market member products and build regional identification. If you are attending the conference, bring brochures and two samples of your product, and email or call Alison Clarke to save a space (accompost@gmail.com, (585) 244-2711). If you are unable to come, send two samples to Alison Clarke at 19 Jaques Street, Rochester, NY 14620.

Volunteers are needed for two hour shifts both at the Trade Show and at our Membership tables from Friday afternoon through Sunday morning. Please email or call Cheryl Leach to volunteer your time (cal35@cornell.edu, (315) 787-2273).

We would also like to save hotel expenses for out-of-town members who need a place to stay. Some beds, couches and mattresses are available at first come, first serve basis. Please contact Alison Clarke or Cheryl Leach.

We look forward to seeing you all!

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SSFPA Workshop Schedule at NOFA Conference

Saturday, January 24, 8:00 - 9:15am
FROM JAM TO CHUTNEYS: Processing
the Fruit Harvest
Beth Linsky and Liz Beals, Beth's Farm
Kitchen, and Jeri Woodhouse, Edible Petals

Saturday, January 24, 9:30 - 10:45am
PROCESSING 201: The 1,000 Bird Limit
and Beyond
Peter McDonald, Pasture Pride Farm, and
Maureen and Paul Knapp, Cobblestone
Valley Farm

Saturday, January 24, 2:30 - 3:45pm
NYSSFPA Annual Meeting

Saturday, January 24, 4:15 - 5:30pm
PROCESSING LACTIC FERMENTED
VEGETABLES AT THE SMALL
COMMERCIAL SCALE
Seth Travins, Hawthorne Valley Farm

Sunday, January 25, 8:00 - 9:15am
PRESERVING THE CULINARY HERB
HARVEST FOR MARKET
Jeri Woodhouse, A Taste of the North Fork

Sunday, January 25, 8:00 - 9:15am
SIMPLE, HOME-BASED PROCESSING
OF HONEY AND OTHER PRODUCTS
FROM THE BEEHIVE
Niechelle Wade and Joe Babcock, Sunny
Hill Farm

Sunday, January 25, 9:45 - 11:00am
CHARCUTERIE: Full Circle Small Meat
Processing for Profit
Heather Sanford and Brad Marshall, The
Piggery

Proposed By Law Changes

These are the proposed changes to NYSSFPA By Laws, which will be presented at our annual meeting on January 24. A complete copy of the By Laws will be distributed at the meeting.

ARTICLE III - CHAPTERS

Recommendation: Add "REGIONAL" before CHAPTERS for more clarity.

ARTICLE IV - MEMBERSHIP AND DUES

Section 2. Associate Members may participate in the activities of the Association and shall have access to services as determined by its Board of Directors, but shall have no voting rights.

Recommendation: Change to "and shall have voting rights."

ARTICLE V - BOARD OF DIRECTORS

Section 1. The Board of Directors shall consist of one elected voting member in good standing from each Chapter of the Association.

Recommendation: Change to "Region".

Section 2. Elections shall be conducted by the Association using a mailed, secret ballot.

Recommendation: Change to "a mailed or emailed".

Section 4. Terms of Office. Directors representing Chapters shall be limited to two consecutive terms.

Recommendation: Eliminate this sentence.

Section 10. Place and Time of Meetings. The Board shall hold quarterly meetings at the office of the Corporation or at such other place,

Recommendation: Change to "a minimum of four meetings a year at the office of the Corporation or at such other place, or on conference calls".
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ARTICLE VI - OFFICERS AND DUTIES

Section 2. "Terms of office: All officers shall have two year terms renewable for two consecutive terms."

Recommendation: Replace with "The president/vice-president shall be a two year term, the first year as a vice president and the second as president."

Section 7. Secretary. "4. Maintain an accurate membership roster of the Association."

Recommendation: Eliminate this sentence and move it to the job description of "Membership Coordinator".

Section 8. Treasurer. "1. Manage the funds of the Association."

Recommendation: Add "and receive membership fees and make deposits. Send names to Membership Coordinator".

Section 9. Membership Coordinator. "This part-time, paid position will fill the role of both Membership and Office Manager"

Recommendation: Eliminate the sentence and replace the job description with:

1. Receive new and renewed membership information from Treasurer and update data base.
2. Send members' acknowledgements.
3. Communicate any new information on membership to web master.
4. Support outreach and newsletter efforts.

Newsletter Articles Wanted!

Got news in your region? Would you like to be featured in the "Member Profile" section? Please send your article to:

Junko Kanamura
1116 East Delavan Avenue
Buffalo, New York 14215
Fax (716) 896-6791
E-mail: junkokanamura@yahoo.com.

The deadline for the spring issue is
March 15, 2009

Ballot Results! New Board Member Bios

As the result of the email ballot, the following new and renewing board members were approved. Bios for the new members follow.

New Board Members

Sherry Lantz, Chautauqua Region

Paul Yox, Allegheny Region

Jim Pinsonneault, Northeast

Jim Milano, Hudson Valley Region

Keane Chasten, NYC Region

Nirmala Gupta, NYC Region

Judi Adamson, L.I. Region

Renewing Board Members

Anna Dawson, Capital Region

Jeri Woodhouse, L.I. Region

Beth Linskey, Hudson Valley Region

Officers

Alison Clarke, President, Finger Lakes Region

Miriam Haas, Vice President, Hudson Valley Region

Sherry Lantz, Secretary, Chautauqua Region

Beth Linskey, Treasurer, Hudson Valley Region

Sherry Lantz (Chautauqua-Allegheny Region): Sherry's career has focused on working with non-profit organizations. With her M.A. degree in Industrial Organizational Psychology, Sherry has designed and implemented a variety of human services programs focusing on individual and community empowerment. Her training includes community organizing, grant writing, program development, educational workshops and counseling.

Previous employment includes Director of Food and Nutrition Programs for the Chautauqua County Rural Ministry responsible for operations of the County Food Bank, Friendly Kitchen, Gleaning Project, Food Recovery and more. As Director of SUNY Fredonia's Community Outreach Partnership Center, she is strengthening the Dunkirk Community

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through resource mobilization, organizational capacity building, leadership training and neighborhood revitalization. Currently she is helping to do ground work for a shared use community kitchen to process local farm produce.

Contact: (814) 881-6901,
sherry.lantz@fredonia.edu.

Paul Yox (Chautauqua-Allegheny Region): Paul worked for M & T Bank for 11 years in management. He started the business, Unicorn Publications, with wife, Bonnie Lee. It housed seven newspapers and an in-house advertising agency for 17 years. During "retirement" they were involved in many businesses such as travel agency and fly-in hunting and fishing tourist camp.

In 2000, Paul and his wife purchased 200 acres in the Southern Tier with many maple trees. Now they are in the maple syrup business and other value-added products marketed at craft and other festivals. Their goal is to expand the sugarhouse and commercial kitchen and do co-packing as well as marketing in supermarkets. (Please read his profile on Page 7 of this newsletter.)

Contact: (595) 437-5019,
pay@balwinhillfarms.com.

Jim Milano (Hudson Valley Region): Jim is co-director of Hudson Valley Foodworks, Co-owner of Hudson Valley Co-packing, and Co-owner of Nilda's Desserts. The Hudson Valley Foodworks is a non-profit food incubator located halfway between NYC and Albany. Its mission is to help anyone get started in the food production business and offers free pH testing, guidance in business start-up and nutritional analysis. He hosted last year's NYSSFPA conference and annual meeting.

Contact: (845) 453-303,
jimmilano@aol.com.

Judi Adamson (Long Island Region): After 35 years in the field of medicine, Judi entered the food processing business. She processes pecans and walnuts, coating them with spices and baking them. "Sinful Pecan" is delicious, and "Jazzy Walnut" is sweet and savory. Judi has learned from others and welcomes opportunities to share. Her business, "Let's Go Nuts" is located at the end of eastern Long Island.

Contact: (631) 765-6759,
homeservies@optonline.net,
www.sinfulnuts.com.

Nirmala Gupta (New York City Region): Nirmala processes her own Indian chutneys, Royal Mint, Royal Plum, Royal Cranberry, Tomato and Pomegranate. She began her business in 2004. She markets at local farmers markets and on the internet. She is a retired Business System Analyst from Blue Cross Blue Shield. She has an MBA in Finance and a B.S. in computer science and math.

Contact: (800) 394-0983,
bombayemerald@yahoo.com,
www.bombayemeraldchutneyco.com.

Keane Chasten (New York City Region): Immigrating from Guyana, South America, Keane met her husband while working at the Sloan Kettering Hospital. Together Kenya and Keane make a special pepper sauce that won the third place in the Fiery Foods Competition and other world competitions. They have produced their product in the Brooklyn shared-use "Kitchen for Hire". They presently market five products, the Original Sweet-HOT Pepper Sauce, Tange' BBQ/ Marinating Sauce, Citrus Chili Dry Rub, Cool-Hot HabanCranberry Jelly, and Poulourie Mix. They are carried in specialty shops under Guyank Brand, LLC.

Contact: (718) 846-946,
kachasten@yahoo.com, www.guyankbrand.com.

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<President's Corner>

Decision Making Made Easier

Making decisions is often difficult. How can a person weigh all the possibilities?

Not so long ago, I attended a Creative Problem Solving week in Buffalo, where I was taught a simple decision making technique that I would apply to food processing decisions. The technique involves a list of judgment criteria across the top and a list of products on the side. Smiley faces fill in the intersecting spaces. An upturned smile means a positive evaluation; a straight line represents a middle of the road judgment; and a frowning face depicts a negative assessment.

Let's suppose you have three recipes for a frozen apple dessert. One is applesauce made from pureed whole apples with skins that is cooked on the stove. No sugar is added. The color is an interesting pink. The taste is better than store bought applesauce. The applesauce is frozen and vacuum packaged like all of your other products in a mini bread pan. Another product is apple pie. The other is an apple quick bread made with applesauce that is baked in the same aluminum mini bread pan used for freezing applesauce. Your customers are on a 1000 calorie diet. Which is the best product to make for your customers?

PRODUCT	EVALUATION CATEGORIES					
	Few Ingredients	Amount of Labor	Nutrition	Preparation Ease	Consumer Suitability	Ability to be Vac. Packed
Frozen Apple Sauce	☺	☺	☺	☺	☺	☺
Apple Pie	☹	☹	☹	☹	☹	☹
Apple Bread	☹	☹	—	☺	—	☹

As you can see, the applesauce turned out to be the best choice. You can also think of other categories such as price of ingredients, price of packaging, or freezing time. I hope this technique proves helpful.

Now that my two years as President of the NYSSSFPA is up, you will have to make choices about who to take over. We have drawn up a slate of candidates who bring much to the table, not just their products, but a wealth of talent.

Thank you for the opportunity of being your president. I look forward to continuing as an at-large board member. You can be sure that I will continue to write articles for the newsletter as a member. My best wishes for all of our futures.

Anna Dawson
annadawson@berk.com

<Member Profile >

Baldwin Hill Farms

After school I went to work for a local bank. Eleven years of being shifted from branch to branch and watching other people become successful was just too much for me to bear, so I decided to start a business with my new wife.

In 1971, Bonnie and I started a newspaper business. All of the newspaper people laughed at us because the experts said that it would never work. I guess we were too naive to know any different, so we forged ahead. After a few years, they weren't laughing any more. It was a new concept and a great success.

The main paper we published was The Swap Sheet. We had editions in Buffalo, Rochester and Syracuse. We also published The Picture Page, Motoring Times and Speedway Spotlight which also were distributed in Buffalo, Rochester and Syracuse. The Swap Sheet is still being published and is 38 years old. But after seventeen years, we had built a monster that was consuming us. So, at age 47, we sold the business and did what all retired people do -- we moved to Florida!

We tinkered with a few businesses during our years in the South. There was a tour bus that we rented to the music industry, a travel agency, a construction company and a marketing company that kept us busy. We bought an island in Northern Ontario and spent our summers there for about 8 years. During that time, I was part owner of a tourist camp that flew hunters and fishermen into the bush. It was every man's dream.

Of course we couldn't take "home" out of our heart, so in 2001 we moved back to our beloved New York State. We both spent our summers growing up at Rushford Lake and when we first got married, we bought a home on the lake and raised our family there. It seemed like the perfect place to go back to. But I wanted some land around us, so instead we purchased a beautiful piece of land on a hill overlooking the town. We felt like we were home at last.

Our newly acquired 200 acres of land was mostly

woods. A friend told us that there were a lot of maple trees on the property. The rest is history! Within a year, a small sugarcane house was built, a small wood fired evaporator was purchased and the sap lines were up. After the first year, a bigger sugarcane house was built, a bigger evaporator purchased and we were off and running. We were so proud of our production. But there was a problem. What were we to do with all of this syrup? Our neighbors had been purchasing from the same families for generations. There was no local market for our liquid gold.

Bonnie and I put our heads together and started developing value added products. We now have a market for our salad dressings, BBQ items, maple pies, maple dip and maple vinegar along with our maple syrup. Life is good.

Bonnie attends several fairs, craft shows, food and wine events throughout the year displaying and selling our products. She has become known as "The Maple Lady". She also does cooking demonstrations using our products and is currently working on "The Maple Lady Cookbook". We have a website (www.baldwinhillfarms.com) where we offer our products for sale. Our processing facility is New York State licensed and we are expanding into the co-packing field.

We have made so many good friends in our new venture. Everyone is so willing to share information that success in this business is much easier than in our newspaper business. When there was an obstacle with publishing, we had to make the decision ourselves. There were no "lifelines". Our lifelines are endless with our maple business. As an unexpected bonus, our son, Brandon, will be joining the business within a few years and the next generation of sugar makers will be taking over. He has already been developing new recipes and learning to manage the sugar bush. It is exciting to see him love the business as much as Bonnie and I do. It looks as though our legacy will live on.

Paul Yox
Baldwin Hill Farms
blyox@baldwinhillfarms.com

Schoharie Co-op Cannery

An Emerging Venture

A new food venture is forming in Schoharie County which aims to be an important element in supporting agricultural sustainability, family-scale farms, local food security, job creation, youth retention, self-esteem, and better nutrition.

Schoharie Co-op Cannery is the brainchild of Peter Pehrson, a 56-year-old resident and self-described “autodidact, collaborator-entrepreneur dirt-farmer guy” who sees food preserved in tin cans and glass jars as a tool critical in a rapidly changing economy. “Food is one of the world’s currencies and priorities,” Pehrson states, “and we’re in an exciting place because we can grow so much here.”

The Cannery notion has met with enthusiastic interest from state and local development officials, a regional commercial farmers’ bank, food producers, and food policy activists.

The Cannery has a long way to go before becoming a reality. A working group is completing the second draft of a business plan for reviewers, and Pehrson spends much of his free hours networking, writing, fundraising, and listening, after a full-time day job in Albany.

Among other plans, how the Cannery will actu-

ally work as a food facility is being considered. Talks are underway with West Coast manufacturer which designs and fabricates a “cannery-in-a-box” system that arrives in 53-foot inter-modal shipping containers. Such legal considerations as New York State co-op incorporation laws are being investigated, and Pehrson hopes to encounter a pro bono legal “angel” for the short term. But finding raw materials is not an issue. There are abundant orchards and farms within 100 miles. Local home gardeners and business owners, when recently polled on the Cannery idea, responded with support and suggestions. Orchards with roadside stands, for example, can use the Cannery to extend their selling season beyond the growing season with private-label goods on their shelves.

When questioned about the inherent altruism and idealism of the Cannery and the pragmatism required to make it a reality, Pehrson replied, “Everything that ever existed started as a dream in someone’s mind and heart . It is possible to change the world by the way you eat. That’s what we’re doing here.”

Contact: Peter Pehrson
119 Main Street, Schoharie, NY 12157
(518) 702-4061
peter.pehrson@comcast.net



Small scale food processing businesses help build sustainable communities and their growth trickles up. This newly designed bumper sticker is available for \$2.00 (includes postage) from Alison Clarke, 19 Jaques St. Rochester, NY 14620. It can also be purchased at the January conference.

Sustainable Vienna

The town of Vienna sits on the north east corner of Oneida Lake. It has lakefront property and runs up into the foothills of the Tughill Plateau. The Villages of Sylvan Beach and McConnellsville are within its borders. One is famous for its lakefront attractions and the other for Harden furniture. Otherwise, it is a pretty rural area.

To just give a few statistics of our county:

- 11.1% of families live below the poverty level.
- Soup kitchens in our area serve 18,000 meals a month .
- Of the population utilizing the soup kitchens, 36% are children and 39% of the families have at least one adult member who is employed.

After a new town board was voted in recently, a plan began to take shape to make the town as sustainable as possible. A law was drawn up to address the protection of our water and food supply, to keep our rural character with agriculture and open spaces, to develop new renewable energy sources, and to foster community pride. The hope is for us to become sustainable and independent and become a model for other small towns nationwide.

A tall order by any measure, but people began coming forward to offer assistance with whatever resources and expertise they possessed. A building has been donated that could possibly house a food pantry and community kitchen.

In November, I joined a group of residents who met to form an ad hoc committee with the plan to create several community gardens, a food pantry and community kitchen. We have started with a plot of land across from the elementary school and have come up with the basic plan. We would eventually like to expand to more school locations and other centrally located plots of land that could help feed area residents—both those participating in the gardening and those utilizing the food bank.

It is a very exciting time to be living in the Town of Vienna!

Amanda Hewitt
ahewitt@twcny.rr.com

Journaling on the Shared Use Kitchen Process (1)

We at Chautauqua County Rural Ministry, Inc. (CCRM) have been working on a shared use kitchen concept since 1999. Alison Clarke once suggested that our organization and facility would be an ideal spot to create a shared use kitchen. After countless discussions, internet research, visits to similar project sites, and generating interest in potential collaborators, Rural Ministry is ready to make the dream a reality. The purpose of this series of articles is to share some of the highs and lows associated with the developmental process.

First, a bit about CCRM. Rural Ministry is an organization created for the sole purpose of advocating for the needs of the disadvantaged and disenfranchised. CCRM has a rich history of operating a community kitchen and a low cost clothing store, and of providing such services as rent subsidized and emergency housing, crisis services, anti-discrimination and sustainable food programs, literacy, financial management, tax assistance, health and mental health services, and clothing and food distribution programs since the 1950's.

For nearly two decades, Rural Ministry operated the Chautauqua County Food Bank located on site that served all not for profit organizations county-wide. In addition, the agency began a gleaning project in 1999 gathering good useable produce left in farmers' fields. To date, over one half million pounds of fruit and vegetables have been distributed to over 60 helping agencies in Chautauqua County since 2000. The increasing number of partnerships reveals that even greater resources are available through food production and social entrepreneurship, enhancing CCRM's circle of influence to include farmers, caterers, home-based food producers, the growing agri-economic and agri-tourism wave current at the heart of a countywide initiative. With the growing culture comes an apparent need – a place for food entrepreneurs to nurture and expand their businesses.

Our goal is to journal quarterly on the process (and progress) of our newest initiative. We're open to suggestions, feedback, information and comments.

Sherry Lantz
Sherry.Lantz@fredonia.edu

Winter Markets

- the latest marketing opportunity

As the local food movement intensifies and the summer farmers markets come to a close, customers still want to buy the wonderful farm foods they are accustomed to. Many communities have located indoor sites to accommodate this burgeoning movement. While it is simpler for value added processors to continue selling, the farmers growing vegetables have more considerations and challenges to undertake to make it work for them.

With farmers rushing to make their entire year's income in six months, many burn out and are glad when the winter comes. Other farmers take a different view and pace themselves so they have energy to market year round. They also appreciate the extra income. The farmers who are doing winter markets don't spend the energy competing with the majority of farmers who are selling corn and tomatoes at the height of the season. Instead, they are planting the winter crops for sale later.

As a market developer in the lower Hudson Valley, Community Markets has visited indoor markets in Saratoga, New York, and in Dorset, Vermont, to see the type of products that are sold. Farmers who have been on the forefront of winter growing are Paul and Sandy Arnold of Pleasant Valley Farm, Argyle, NY, and Mike Killpatrick of Killpatrick Family Farm, Granville, NY. Mike learned a lot from Paul and Sandy and is now replicating it on his own farm.

When one visits a winter market, the crops found are more varied than expected. One can find many varieties of beets, turnips, potatoes, onions, winter squash, celery, kale, collard, celery root, kohlrabi, spinach, cabbage, parsnips, plus micro greens. And there are many recipe books that have come out in recent years to help shoppers cook with the winter crops. Shoppers love to see any item that is green and braising greens fit the bill. A bag of single leaves of mixed kale, bok choy and collards are wonderful for simple stir fry meals and they pack a lot of vitamins, too. Don't forget at winter markets, orchards still

have wonderful stored fruit.

The produce growers need to know that there is a viable market all year long and to educate themselves as to what can be grown. Varieties of crops need to be chosen that can withstand the harsher environment as the light and heat diminish. Crops can be grown in the soil or in flats on raised tables under plastic-covered high tunnels. Heat can be added through water pumped into pipes in the ground, or minimal heat can be blown in to heat the tunnel. The farmer can provide extra protection from overnight cold with blankets made of agricultural fabric.

The winter markets also offer a great opportunity for the value added producers. At a typical winter market, one would expect to see jams, breads, pastry, chutneys, quiche, salad dressings, pickles, cheese, wine, maple syrup, honey, hot sauces, tomato sauces, frozen vegetables, flours, grains and granolas. The list is extensive and highlights the opportunities for value added vendors. Although shoppers may be mainly coming for produce and fruit, your products will stand out more since the produce will not be in great abundance. You may have a greater chance to capture the shopper's attention with less emphasis on the produce.

Community Markets organizes and manages seventeen markets in the metro NY region, and is currently developing two different indoor markets that will run mid January through the end of May, when the markets return to the outdoors. If you have been involved in a summer market, you may already be planning to join this type of market, or you may already have some experience. Let our organization know what your experiences have been so we can create programs and educational opportunities to help improve your marketing experiences.

Miriam Haas, Director
Community Markets
mhaas@communitymarkets.biz

New York Food Trader

A New Online Communication Tool for NY Producers, Consumers, and Traders

The Environmental Finance Center (EFC) at Syracuse University has launched New York Food Trader (nyfoodtrader.org), a virtual farmers market that will connect New York producers, consumers and traders about local food fresh from the field. New York Food Trader provides farmers with a no-cost, easy and unique venue for announcing and displaying their products all year long. At nyfoodtrader.org, farmers can create an instantaneous listing to describe products listed, as well as quantity, price, and location of their items. Consumers - including charities, grocers, and restaurants - can post wanted items. Farmers can post items for sale, barter or donation.

Rural communities in New York face challenges to sustain their local agriculture. Supporting local food infrastructure is a first step toward decreasing energy use and supporting our local economy. New York Food Trader is aimed at improving information for potential customers about what is available for purchase that is grown here in New York, while also improving information for producers about what is in demand. This website is part of a surge of interest in developing new resources for local farmers and other producers to connect directly to consumers.

Consumers can easily search listings within specific categories or by location to buy the food directly from the farmer. The website is dynamic and allows traders to quickly register and post at any time without filling out forms. The site also serves as a resource to farmers looking for new farmers markets to sell their goods and network with other farmers, consumers and traders who are inter-

ested in similar products.

The Environmental Finance Center is working to add on another tool, New York Ag Trader (nyagtrader.org), for farms to exchange agricultural goods such as hay, manure, and farm equipment. It will be sister site to nyfoodtrader.org and will operate as a networking tool for New York farmers with the ultimate goal of reducing waste. Farmers are encouraged to trade excess manure, wood chips, feed, used gear, or anything that might be useful. NYAgTrader turns into an asset what was once waste, difficult to deal with and cumbersome to dispose of. NY Food Trader and NY Ag Trader are dedicated solely to New York agriculture. Producers are encouraged to give feedback about how the sites could be improved to meet their respective needs.

This free and easy-to-use website will be monitored and maintained by the EFC staff and will be adapted to fit the needs of those who become members.

Melissa Young
New York Food Trader
Environmental Finance Center
(315) 443-8488
myoung@syracusecoe.org

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Jim Pinsonneault (Northeast): Jim has been an account Manager for Creative Labels of Vermont for 19 years printing labels, mostly in the specialty food and beverage industry. He has worked with many companies in the New York Small-Scale Food Processors Assn. Jim has been involved with many specialty food organizations, incubators and associations throughout the northeast.

Contact: (802) 375-2625, Cell: 802-578-4002, jp@sales.clov.com, www.clov.com.

Events Calendar

Winter Green-up Grass-fed Beef Conference

January 31, 2009 from 8:00 am – 4:30 pm at The Century House in Latham NY.

This conference will bring in three nationally known experts in the area of grass-fed beef production who will be speaking on topics such as; genetic selection, least cost management systems, reproductive efficiency, marketing, how to manage a forage only production model year round and the meat science of grass-fed beef.

For further information, contact Tom Gallagher at (518) 765-3500 or tjg3@cornell.edu, or Morgan Hartman, Black Queen Angus via

Do you have something you want to sell or buy? Or, are you looking for a ride to our conference/annual meeting in Rochester? Let us know and we'll spread the word, either on this newsletter or via email. Send the information to:

junkokanamura@yahoo.com.

The Regional Farm and Food Project Announcements

The Regional Farm and Food Project's, 2009 Farm and Food Calendar is available for purchase at www.farmandfood.org.

The Annual Dinner and Meeting of the Regional Farm & Food Project will be held on Tuesday, January 13, 2009 at 6:30pm at Terra Cafe at Rensselaer Polytechnic Institute in Troy, NY

For more details or information see www.farmandfood.org or contact us at lizlukowski@farmandfood.org or call (518) 271-0744.



Happy New Year!

May 2009 be a

Prosperous year to all

NYSSFPA Members!

Small Scale Food Processors Association of NY

P.O. Box 113

Stuyvesant Falls, NY 12173

www.nyssfpa.com

TO:



SSFPA Board Members

Officers

Alison Clarke, President

Miriam Haas, Vice-President

Beth Linskey, Treasurer

Sherry Lantz, Secretary

Board Members

Judi Adamson, L.I. Region

Keane Chasten, NYC Region

Anna Dawson, Capital Region

Nirmala Gupta, NYC Region

Junko Kanamura, Newsletter,
Niagara Region

Cheryl Leach, Finger Lake Region

Jim Milano, Hudson Valley Region

Lorene Nans, Central Leatherstock-
ing Region

Jim Pinsonneault, Northeast

Joan Reid, NYC Region

Jeri Woodhouse, L.I. Region

Paul Yox, Allegheny Region

Deadline for the spring issue of the newsletter:

March 15, 2009

Submit articles to: Junko Kanamura
1116 East Delavan Avenue
Buffalo, NY 14215

Or E-Mail to: junkokanamura@yahoo.com

If your NYSSFPA membership fee is due,
a renewal form is enclosed.

Individual membership fee for 2009 is \$30. Your
membership expiration date is listed
on your address label.

Consider becoming a board member.
**Our by-laws require a minimum of
15 members. Each chapter
should be represented!**

We need your ideas and energy.