



Winter Newsletter

January 2010

Happy New Year!

What a fall it was! And the pace continues into the New Year as we market our “Taste the Region” specialty gift boxes featuring products from the Adirondacks, Long Island, Hudson Valley and Finger Lakes regions. We hope to have more of these delightful gift boxes from other regions in 2010. Thanks to Bob Lewis and PRIDE of NY, we have been given the opportunity to sell our boxes at the holiday market at Columbus Circle in NYC on four December Wednesdays.

We started the marketing spree on November 12, with an opening reception at the famous NY Wine and Culinary Center in Canandaigua, an amazing facility where courses about food are taught year around Chefs lecture to classes with desks equipped with computers; a kitchen with a dozen exclusive stoves with TV monitors to watch the chef who sometimes uses cooking for corporate team building; an education room with videos about wine making and the growing of NYS food; an elegant wine and micro-brewery tasting room and a unique gift shop that now carries our gift boxes. Each of our four regions had a side of the

upstairs dining area to do tastings, serve regional wines and sell boxes. It was a delightful event. I remain grateful for your support as your President this past year.

I am excited with the growth of NYSSFFPA this year and look forward to continuing to promote our first “product”, Taste the Region, but extending that marketing opportunity to other regions as a marketing tool for our members as well as promotion of regional identification.

In tandem with the Taste the Region gift boxes, we plan to work in individual regions, beginning with the Adirondacks, offering day-long workshops on many subjects which will focus on aspects of adding value for farmers and other processors. My major vision for the coming year is to build “sustainable regions” by strengthening food businesses in communities. We have applied to the NE Sustainable Agriculture, Research and Education (NESARE) to fund a project in the Adirondack Region as a model for other regions. Reaching out to the many, diverse resources in this large geographic area will be a major element in organizing. We will start with our Taste the Region partner, Adirondack Harvest, with whom we have had a wonderful relationship this past year.

Last, but not least, our special thanks to Junko Kanamura who has edited and produced our newsletter for the past four years and is due a sabbatical! We are looking for a newsletter person for this seasonal, voluntary position, to edit articles sent and put them in our newsletter framework. Contact Alison Clarke (accompost@gmail.com) or

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Miriam Haas (mhaas@communitymarkets.biz) with your interest and questions.

Hope to see you at the NOFA conference and at our Annual Meeting late Saturday afternoon, January 23rd, in Saratoga Springs. We encourage carpooling and other ways of “greening” this conference. If you have not received a booklet describing keynoters, workshop schedules and registration, please let me or Miriam know.

I remain grateful for your support as your President this past year.

Alison Clarke
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Observations about the debut boxes “Taste the Region”

I participated in the debut of our gift boxes at Harvest Fest in Syracuse in November. There were thousands of people visiting over the weekend and the boxes generated much interest among consumers at the Fest. People asked questions and commented on boxes with regard to items they liked and we were able to talk about SSFPA and our function as well as introduce regional producers and products that people weren't familiar with. We were also able to talk about 'heirloom' products (tomato jam, strawberry-rhubarb jam) as well as about creative products (different fruit juice combinations).

We encountered some minor problems such as people wanting to be able to taste all items in a box or to be able to have specific items in boxes, but overall had a promising start.

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January NOFA Conference in Saratoga Springs

The 28th Annual Northeast Organic Farming Association of New York (NOFA-NY) conference is being held in Saratoga Springs, January 22-24th (visit their web site at www.nofany.org for a full conference program and to register).

This is the second year that SSFPA has collaborated with NOFA-NY by helping to put together a vibrant conference. Last year we took a space at the trade show to showcase our regional boxes as we will again this year. The conference will provide you with many interesting workshops and contacts. The food served each day is delicious and mainly provided by local farms.

I represented the SSFPA in the planning stages and gave some suggestions for speakers and topics that might interest our members. Since NOFA makes the final decisions some of our ideas were not incorporated. The organizers try to balance all of the different sections and do not bring back the same speakers each year. There are different tracks offered and many outside the Value-Added Processing track will also interest our members. The keynote speakers are well worth checking out. For instance, Shannon Hayes is speaking at 11am Saturday morning on pasture raised meats.

An overview of some offerings that I thought might interest our members includes “Growing for Winter Markets” by Michael Kilpatrick offered in the Vegetable section of the program. He is involved in the winter indoor market in Saratoga Springs and since that market is open during the conference, it would be very informative and eye opening to see a good indoor market in session. Seeing the variety of vegetables grown in the winter under high tunnels without heated greenhouses is very educational as well as the many kinds of stored vegetables.

In our Value-Added Processing section, NOFA took some suggestions we offered on topics such as: “Winter Sun Farms Frozen Local Produce and the Winter Share” with Jim Hyland, “Making Lacto-Fermented Vegetables and Sourcing From Regional
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Farms” with Dan Rosenberg, founder of Real Pickles, “Shared Use Kitchens-A Gateway to Value-Added Processing” with Paula Schafer and “Selling New Products from your Farm: How to Use a Co-Packer to Expand Your Offerings” with Luc Roels and Jim Hyland.

Also on Saturday, January 23rd at 5:45 pm, we will have our annual meeting at the conference. The staff person from NOFA who will be organizing the conference in 2011 will sit in on our annual meeting. She wants to get to know our group so as to better understand our needs and to solidify the lines of communication going into the future. Please consider coming to the conference. It’s a time to relax, meet new people from across the state, make connections and learn about the farming community and gain new ideas for your business.

Miriam Haas

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Marketing Boxes at Columbus Circle, NYC

The holidays are over and as this newsletter goes to press, we just completed marketing our Taste the Region specialty boxes at the Holiday Market in NYC Wednesdays in December thanks to the enthusiastic support of Bob Lewis and the NYS Agriculture and Markets. The following are quotes from the press release sent across the state telling all about the initiation of "Taste the Region" gift boxes:

Farmers’ Markets Open for The Holidays In New York State

“Taste The Regions” Farm Stand At Columbus Circle Offers Regional Gift Boxes

"New York State Agriculture Commissioner Patrick Hooker today encouraged consumers to shop at farmers’ markets during the holiday season..... At the Columbus Circle Holiday Market in New York City, a

special “Taste the Regions of New York” Farm Stand is offering four different gift boxes with regionally produced specialty foods for the holidays.

“The holidays are a great time to support New York’s farmers and food producers by shopping locally and buying locally grown and produced goods,” the Commissioner said. “Many farmers’ markets across the State have extended their stay and are decorated for the holidays, offering a wide variety of locally made or produced products that can make appealing gifts or additions to your holiday feasts. And now, for the first time, you can also purchase a New York regionally themed specialty food gift box online or at the Columbus Circle Holiday Market. It doesn’t get anymore New York than that!”

The Pride of New York “Taste the Regions of New York” Farm Stand will operate at the Columbus Circle Holiday Market at 59th Street and Central Park in New York City on December 9th, 16th, and 23rd from 10:00 a.m. to 8:00 p.m. This special urban farm stand will offer NYC residents and tourists alike a unique opportunity to purchase gift boxes with a delectable selection of local specialty food items produced by small-scale producers in four regions of the State – the Hudson Valley, Long Island, the Adirondacks, and the Finger Lakes.

The “Taste the Regions of New York” Farm Stand is a cooperative effort of the Department’s Pride of New York Program; the New York State Small Scale Food Processors Association - whose members produce the value-added specialty foods and the regional gift boxes; and Urban Space Management, Inc., operator of the popular Columbus Circle Holiday Market. For more information about the “Taste the Regions” gift boxes – and to purchase them online - visit www.nyssfpa.com/html/tastetheregions/. "

We are still selling boxes, so check our web site listing all the products by region, and give this unique gift that supports farmers and small businesses across NYS.

Root Cellaring

Some "Old Country Mouse Wisdom" to contemplate!

Root cellaring is a topic local food consumers are exploring. I will explore it in this article since this old country mouse lived in a farmhouse that used a root cellar for vegetables and canned foods when she was young. But before I start, I would like to recommend a booklet written by Tracy Frisch in 1986 for NOFA-NY, "How to Keep Fresh Fruits and Vegetables Longer with Less Spoilage", at the low cost of about \$2.50. She based the pamphlet on USDA information and books written in the 70's. It is available from NOFA-NY (office@nofany.org or www.nofany.org).

I received the booklet in the mail the day after a root-cellaring workshop held at Camphill Village in Columbia County put on by the Regional Farm and Food Project. The workshop was a very informative start to understanding root cellaring as a technique for today. Frisch's booklet provides information about ethylene's effects on stored vegetables. For example, according to this pamphlet, apples and pears are ethylene producers and should not share the same storage space with ethylene sensitive root vegetables. It also provides specific information about how to heat-treat potatoes for longer storage, post harvest handle other foods and so much more for over fifty fruits and vegetables. This is important knowledge for anyone who preserves and stores local food.

How would a person separate root cellar storage? Set up two separate spaces? Build a separate box in the same space that has its own ventilation? I don't have an answer for that.

Energy usage to keep fresh food from rotting seems to be a good use of electricity since folks spend a whole season growing the food. Who needs to run electricity for a TV in every bedroom, kitchen and living room? If we construct an insulated, modern root cellar, the electrical cost should be reasonable for a thermostatically and humidity controlled cooler, especially if you use solar, wind or water energy. It is obvious that vegetable and fruit farmers feel the energy expenditure is worthwhile in order to maintain the quality of their food.

Of course, we realize that canning or freezing the stored foods within storage time limits is also a good idea if we want the most nutritional value. Minimal

processing will extend the season well into the summer fresh food season. Pickled beets would be okay for months more--well into the summer. Frozen and vacuum packaged asparagus is great for six months after the May harvest. Butternut squash puree is good for a year. Let's take 10% of past that makes sense, spend 5% of the present using the best that technology offers and we just may guarantee an 85% healthier future. Drying, canning low acid and acidified foods in glass plus freezing and vacuum packaging are the safest and easiest minimal processing preservation techniques for whole foods available today.

A root cellar space built like a cement bunker under the ground would make an energy efficient space for a walk in freezer as it is insulated by the earth, especially with a covered entry way. New freezers today are the most energy efficient that they can be, compared to the 70's when this country mouse experienced her first farm chest freezer. The wild strawberries that we placed in plastic freezer boxes always had crystals on top by May. That does not happen with today's vacuum packaging technology especially the commercial models. Not everyone can afford a commercial model vacuum packager, but harvest kitchens in community spaces could be created as a place where a bunch of folks could have fun working together after "Pick Your Own" trips for Preservation Workshops.

The whole idea of "olden day root cellaring" in the future may not work if our northeast climate stays warmer longer. Root crops will obviously ripen earlier than we want, since ripening is determined by growing degree days.

Many homes and barns in the past were very cold. Few had indoor plumbing to freeze. Stoves were only in the kitchen. There was no insulation to speak of--no wonder root cellaring was one way to keep root vegetables longer in the olden days. I experienced such a farmhouse growing up, but why should we do everything like the "Good old days"?

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<Member Profile >

Singer Farm Naturals

Building Naturally on the Roots at Singer Farms

Located on the southern shores of Lake Ontario, for many years Jim Bittner of Singer Farms, as an active farmer in many parts of the food system in NYS, has been one of NYSSFPA regional contacts. Now an exciting story is emerging as Vivianne Singer Szulist and her husband Tom Szulist are establishing a major retail expansion of what has been mainly a wholesale fruit farm.

Vivianne is one of five children of the late Tom Singer and represents the fifth generation of the Singer family farm. Having been born and lived in England for over 30 years, Vivianne moved to Western NY to return to her family roots at Singer Farms in 2005 and married Tom Szulist who had a business background in the region.

Their new venture, **Singer Farm Naturals**, will build on a century of good standing and high quality tree fruit that Singer Farms has come to represent. In addition, this new 21st century farm retail outlet will aim to develop and promote the wholesome benefits of well produced foods and products. It will offer to the public locally and naturally grown produce and goods.

Sustainable living and green technology is a major part of the Szulist's belief system. They will be using solar, wind and other emerging technologies in every part of their business and home farm that they are building.

Exciting things have already happened, a good business plan is emerging, and the visions are happening. For example, Singer Farm Naturals has approached non-profits in the area offering them apple sales as a method of fund raising. Supplied with beautiful local apples, from Singer and other local sources, plus all the bags and marketing extras, the non-profits were delighted to raise money for their own needs, while building on and supporting the "buy local" market.

Another retail growth for the new business builds on Singer Farms having had Atwater Co. (now owned by Shoreline) dry some of their fruit over the years. Now with some nice new packaging design, there will be a large expansion of the dried fruit market.

Then there is the 1800's barn on the family property. The plan is to renovate it to be a complete retail and rural community site using modern ecologically sustainable methods. A vital part of that plan is a "shared use commercial kitchen" to preserve the farm's first class fruit. Through the Field & Fork initiative, Tom has already forged a bond with a local chef/restauranteur who loves Tom's organically grown garlic. They plan to collaborate on several value added food projects.

Along with these projects, the U-pick cherry business and other 'green' agri-tourism offerings, we hope that Singer Farm Naturals will contribute to the much needed availability of local wholesome foods and products.

We'll report in future newsletters as our journey unfolds!

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Incubators: Successfully Using Them

<Part Three and Four >

You have now found a kitchen that you can rent on a part-time basis. This kitchen will have most of the equipment you need to successfully produce. You have scaled up your recipe and converted it to weight. You have priced your product with reasonable certainty that you will make a profit selling and that your customer (the consumer) feels that the price equals the value... What is the next step?

For the initial production run you should come in to the kitchen with a small order, something that will help to defray the rental fee but will probably not make you a profit.

The first time you come into the kitchen you will have a large learning curve. Working in your home kitchen where you knew the location of every pot and pan meant that you could basically work faster. Now you have the space and the larger equipment to speed production but you won't know where to find various small utensils you might need. Give yourself enough time to become familiar with the space.

Your first goal is to organize yourself. This will be done at home so that you come to the kitchen with a game plan. Organize your production and your scheduled process; what will you do first, second, third? What will you do while something is baking or cooking? Write it down, chart it out.

Unload and set up your *mise en place*. Organize your space so that you can work efficiently; remember that in a shared use kitchen your boxes are in the way, your job for the first hour is to set up your production area.

Set things up so that you have lots of tabletop space. To save steps. I always prefer to try to set up the tables in a U-shape so that I can work in the middle of the U, giving me the ability to pivot from one side to another. This works equally well if you have assistance. Your staff would be working on the outside of the U and you will be working on the inside. You can stop to

assist them if needed and then quickly switch back to your task.

One other thing to remember...if you have a definite time when you must vacate, you need to stop production at least 1 hour before so that you can clean up and pack up.

A cautionary word about purchasing and storage: If you overbuy your raw ingredients, thinking you are getting a better price you have forgotten to factor in what it will cost you for storage and the loss of money. It is smarter to buy a 5 lb bag of flour at 75¢ per pound versus a 50 lb bag of flour at 50¢ per pound if you are only going to use 5 lbs. In the beginning since your production runs will probably be infrequent, you need to conserve the cash in your pocket. Saving money on raw ingredients which you can NOT use right away is really wasting money. If you have been a bartender think of the 'par system' all bartenders use to keep their bar stocked. *A Par System is evaluating how much you use of your staple items in a cycle (i.e. individual production day or month) and buying/storing just enough to cover that amount. Excess inventory ties up money in stock.*

The next time we will speak more about kitchen operations and how to use the equipment to speed your production...remember *time is money*.

In the past articles we have discussed the basics. Now you are an experienced entrepreneur, your efforts in marketing have paid off and you are contemplating exhibiting at trade shows and fulfilling big orders. Congratulations! But how do you achieve your goal of becoming the next Famous Amos?

You need to hire staff and you need to investigate equipment which will speed your production without losing the quality of your product.

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Many times entrepreneurs in my kitchens think that they have to rent an additional shift in order to produce more per week or to fill that big order. I often recommend that they hire someone on a part-time basis before they rent more time in the kitchen. Do the math: if the kitchen will cost you \$200 per 8-hour shift and instead you hire someone at \$10 per hour you are saving \$120. You will find that your production increases three-fold with just one in staff. This person might be a student at a local culinary institute or someone graduating from a culinary job training program. But you need to think ahead. Hiring someone to help you fill a big order without teaching them first what your production needs are, is a recipe for chaos. Training yourself how to delegate the production is also essential.

In hiring, please remember to stay legal. That means you must hire someone with legal ability to work in the U.S. You need to keep a photocopy of their Social Security card and a picture ID (be it green card or driver's license). Call your insurance broker and get worker's compensation for your employee. If your broker can't get it for you, you might be able to go directly to the State Insurance Fund. Worker's comp insurance is not expensive, and it is a requirement by law.

You must pay all your employees "on the books". If you are using infrequent labor you may pay them as consultants, having them fill out a W-9 and issuing a 1099 at the end of the year. Your employees will be required to pay their own taxes. You may pay them by check or even cash. But you are still recording the payment... which by the way is a deduction on your taxes. Test to see if your employees fit the IRS description of an independent consultant.

<http://www.mdc.edu/hr/Operations/AFS/IRSFactorTest.pdf>

Investigate equipment...are you rolling out your pie crust by hand? Check out tabletop sheeters which can do the job for you in half the time. What about filling a jar with sauce? There are fill machines that might help maintain that consistent size or you might have to build your own. Something as

simple as getting the right-size scoop for your cookies so that all the cookies are the same size. For all you biscotti makers investigate a table-top model bread slicer. Think of the savings in time if you can cut a loaf of biscotti all at once.

Where to research equipment? The internet, reading trade/baking magazines, trade associations and even at the local hardware store. Sometimes what will work for you might come from another industry. (Investigate the cosmetics industry for some interesting fill equipment). The cost of the equipment is amortized over the years on your tax return and the savings in labor costs can be substantial. Sometimes what you want can be leased with an option to buy.

Your object is to manufacture your product quickly, efficiently WITHOUT sacrificing quality.

In an incubator situation where you are sharing a kitchen you need to ask what equipment you can bring in and if you can store it there. You will be required to pay for any special electrical connection that is required. Can you store the equipment safely where no one else will use it? Is it something so durable that you will buy it and in return for not being charged storage fees, you allow your fellow tenants to use it? That is something you have to discuss with the incubator operator.

As you grow your business you need to create demand (marketing), but you also need to fill the demand you have created (operations). Don't be caught promising more that you can produce.

Kathrine Gregory

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Mi Kitchen Es Su Kitchen® is a nationally known consulting firm creating incubators; In addition, they run 3 kitchen incubators in the New York City area.

For further information, visit

www.MiKitchenEsSuKitchen.com

NYSSFPA November '09 Workshop Reports

Janet's Quality Baked Goods Discusses Artisanal Baking

How does artisan baking differ from commercial baking? According to Janet Picarelli, owner and baker of Janet's Quality Baked Goods, the difference is in the process and attention to detail rather than in the scale of the operation. Quality ingredients is the first step to creating artisanal bread. Long slow mixing, folding of bread for strength, long slow fermentation and hand shaping are the signature processes. To illustrate the difference between artisanal products and mass market products, Janet showed the group a baguette she made and one from a supermarket. The difference between the two was considerable. Hers had an open, silky crumb, crisp crust and slashes that indicate good oven spring. The commercial bread had a dense, cake like crumb, and dull crust which evidenced little oven spring.

Janet discussed her business at the SSFPA meeting in Millbrook on November 17. Long hours and lots of physical work are the routine. A small scale baker can't avoid it. Bread has to be sold fresh, so baking must be done during the night before it is sold. Janet retails her bread at farmers markets in Orange County and Bergen County, NJ. Being both baker and sales clerk means baking overnight and selling during the day. She gets help from her husband, which enables her to attend two markets in a day. Still, eighteen hour days is the norm when markets are on.

One does not learn baking overnight. Nor is it easy to teach yourself baking on a professional scale. Once her children left home, Janet decided that baking was something she wanted to pursue. Despite the fact that her uncle owns a bakery in the Arthur Avenue section of the Bronx – a traditional Italian bakery, she enrolled in the French Culinary Institute in NYC. The bread from her uncle's place is good, but it's not artisanal bread by Janet's definition. It's a different process. FCI was only the beginning of her education. She sought out bakers around the country and spent time with them and continued taking workshops, at the Culinary Institute of America and

The Baking Center at King Arthur Flour among them. Working one-on-one with a master baker is where you pick up the secrets. It's an ongoing process and eight years later Janet claims still to be learning.

So what does Janet bake each night – well try an array of breads, cookies, biscotti, cannoli, sfogliatelle and more. If you are a kid coming to her markets, likely you will walk away with a free cookie. Is that an unfair marketing practice? Well maybe, if it's marketing sugar laden junk food and you're a mega company advertising on TV, but hardly so for hand made quality foods. Besides it is an old bakery tradition to give kids a free cookie, and maintaining old traditions is important if you are a small scale processor selling directly to the public.

Jon Zeltsman

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Pricing Your Product Workshop

On November 17, NYSSFPA sponsored a workshop on "Pricing your Product" with presenter, David Rudofsky of Rudofsky Associates. David put together a power point presentation geared toward many of our businesses.

Much of what David said fit my Taste of the North Fork business and I look forward to receiving the copy of the power point. David validated the fact that small scale producers offer a value beyond just another food product. We are enabled to charge more for our products because we offer 'hands-on production', which has a special value. We don't have to change our ingredients or quantities to fit a 'mechanized production', give up our recipe or cut our price.

We look forward to working more in the future with David as each of us gets to know each other better. One just has to follow the making of a jar of jam, from picking the berries to that special gift you receive, to fully appreciate the value added!

Jeri Woodhouse

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Workshops and Events

Are you a farmer who has extra product left each year in the field or hanging on tree each growing season and want to maximize your businesses income by processing the product in to a value added product? Do you have a special recipe everyone tells you should bottle and sell? Food manufacturers, small-scale processors of specialty foods, and farmers interested in value added processing or any one interested in starting a small-scale food manufacturing business should attend these upcoming workshops.

Recipe to Market

Friday, May 21, 9:30 am to 3:30 pm.
Proudfit Hall on Route 22 in Salem, Washington County.

The workshop will provide future food entrepreneurs with knowledge of critical issues needing consideration before launching a food manufacturing business. Participants will obtain a good grounding in food business basics, and a road map pointing to where you need to go before launching that business.

Good Manufacturing Practices for the Production of Acidified (Pickled) Foods

Saturday, May 22, 8:30 am to 4:00 pm.
Battenkill Kitchen, Inc. on 58 East Broadway in Salem, Washington County.

The workshop will provide hands-on practical training designed to provide current and future small processors with the basic elements needed to understand the main processing steps, critical control points and record keeping to safely manufacture specialty food products for the marketplace. Both technical information and practical training will be demonstrated by the production of BBQ-type sauce and pickled vegetables at the workshop. This is a hands-on workshop with lab exercises.

The workshops are presented by the NYS Food Venture Center, Department of Food Science & Technology at Cornell University. The workshops are hosted by the Battenkill Kitchen, Inc and Cornell Cooperative Extension Saratoga & Washington County. Registration for each class is

\$50 and includes materials. Participants should bring their own lunch. Snacks and refreshments will be provided. Workshops are limited in size and the deadline to register is **May 14**. For more information about the workshops and the Battenkill Kitchen, Inc., visit www.battenkillkitchen.org or contact me.

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Chautauqua-Lake Erie Wine Trail: Events for 2010 (Event Hours 10am – 5pm)

Two new events have been added in 2010 and include a Wine and Art Weekend in March, during which local artists from both New York and Pennsylvania will be displaying their work at various wineries. In addition, a Winemakers' Dinners, now scheduled for Saturday, April 17th, will provide an opportunity for customers to meet their favorite winemaker and to try new vintages accompanied by gourmet food.

January 16th, 17th, & 18th - Bare the Barrels – "A White Sale" (Free Event)

We are clearing the wine tanks and barrels to prepare for 2010 releases. Find the bargains and stock up on your favorite wines. No tickets or reservations necessary.

February 6th & 7th - Wine & Chocolate Weekend Celebrate Valentine's Day! Each winery will pair a unique chocolate creation with a special wine.

March 20th & 21st - Wine & Art Weekend
Art and Wine is a natural pairing. Enjoy wine tastings while viewing works of art created by local artists who will be on hand to answer questions.

April 17th - Winemaker's Dinners

Please check our website for details on price and venues (<http://www.chautauqua-wine-trail.com/>).

May 1st & 2nd - Wine & Cheese Weekend

Visit wineries and sample selections of cheeses and special fare using herbs paired with a complementary wine. Cheeses provided by our new Event sponsor, Yancy's Fancy. Come celebrate Mother's Day in a special way!

Small Scale Food Processors Association of NY

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TO:



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Deadline for the Spring issue of the newsletter:

March 15, 2010

Submit articles to: Alison Clarke
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If your NYSSFPA membership fee is due,
a renewal form is enclosed.

Individual membership fee for 2010 is \$30. Your
membership expiration date is listed
on your address label.

Consider becoming a board member.
We need your ideas and energy.

**Our by laws require a minimum of
15 members. Each Region
should be represented!**