

# Agricultural Advisors and Resources Contact List

*Columbia County and  
Dutchess County, New York*



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## **FARMER VOLUNTEERS**

*Farmer volunteers are available to help landowners assess the agricultural potential of their property, and also to serve as mentors/advisors to new/young farmers interested in leasing farmland. Contact Marissa Codey at 518-392-5252 x211 or [marissa@clctrust.org](mailto:marissa@clctrust.org) to arrange a meeting.*

### **Gale Bury**

Gale Bury is a past Trustee of the Columbia Land Conservancy, and serves on the Conservancy's Agricultural Committee. He is a retired dairy and grain farmer, currently working part-time for Gibson Farms, in Schodack Landing. Gale has worked at the Gibson Farm, a grain operation, for approximately 10 years. Before that, he ran a family dairy operation for 20+ years. He received an AAS in Agricultural Science from Delhi Ag and Tech and served in the US Army. He is available to help you assess the agricultural viability of your land and to discuss various options for growing crops or livestock.

### **Chris Cashen, The Farm at Miller's Crossing**

Chris Cashen, along with his wife Katie and four children, owns and operates The Farm at Miller's Crossing located in Claverack. The farm is a certified organic vegetable, beef, nursery and maple syrup operation in business since 1995. The farm raises fresh market vegetables for about 1,000 CSA customers in Columbia County and New York City, as well various stores, coops, and brokers. Born and raised in Claverack, Chris graduated from Taconic Hills in 1993 and Saint Michael's college in 1996. Chris currently serves as a trustee for Columbia Land Conservancy, as well coaching various kid's sports.

### **Barry Chase, Chaseholm Farm**

Barry and Rosemary Chase are dairy farmers who own 350 acres. Their farm is located in Ancram and Pine Plains, NY and 140 acres was protected with a conservation easement held by the Columbia Land Conservancy in 2008. Barry has farmed for his entire life with breaks for College and the Peace Corps purchasing 2/3rds of the farm from his two sisters after his father's death in 1972. The farm grows hay, corn and oats to feed the registered Holstein herd. They only need to purchase soybeans to balance the protein in the grain. He and Rosey have recently turned over the farm to their daughter Sarah, who is committed to selling raw milk, beef, veal and vegetables at the farm, as well as in farmer's markets in the area. Their son, Rory has also returned to the farm and for the last 8 years has been making cheese from the milk at the farm under the name Chaseholm Creamery. He makes aged cheeses such as, Camembert, Chaource, Tomme and Gruyere as well as farmer's cheeses.

### **Jean-Paul Courtens, Roxbury Farm**

Jean-Paul a past trustee of the Columbia Land Conservancy and served on the Conservancy's Agricultural Committee. Jean-Paul lives in Kinderhook with his wife Jody Bolluyt and his three children. Jean-Paul and Jody own and operate Roxbury Farm which was founded in 1990. Roxbury Farm is a 310 acre, diversified operation producing vegetables, hay, beef, lamb and pork. The farm is a CSA with 1200 member families in NYC, Westchester County, Columbia County and the Capital District. Roxbury Farm, in collaboration with Equity Trust, implemented a model lease to ensure long term land and housing affordability. Jean-Paul completed four years of training at Warmonderhof in the Netherlands in biodynamic agriculture. He currently serves as a board president of the Biodynamic Association and works in partnership with the Open Space Institute, NEON, the Cornell Soil Health Team, and the Cornell Cooperative Extension. Jean-Paul and Jody were the 2004 recipients of the Patrick Madden award for outstanding sustainable practices and education.

### **Ben Dobson**

With over a decade of agricultural experience in a variety of positions and domains, Ben has gained an extensive background in organic farming and farm business. From an early age, growing up on a small organic farm in Hillsdale, New York, Dobson began to learn the principles of business and farming. Since then he has started, managed, and overseen the sale of two agricultural businesses: Atlantic Organics, founded in 2007, and Locally Known LLC, founded in 2008. Dobson also has a wealth of international experience, working with organic farming company Horizontes Organicos in the Dominican Republic from 2010-2011, and then with the Haitian Ministry of Agriculture through the former Special Envoy to the Haitian President. In January of 2013 Ben was hired by the Peggy McGrath Rockefeller Foundation (PMR), where he now works as a planner and organizer focused on transitioning to organic farming and building a viable agricultural economy and community. He has ten years of experience producing fresh vegetables including, beets, broccoli, carrots, greens, herbs, lettuce, peppers, spinach, and tomatoes.

### **Claudia Kenny, Little Seed Gardens**

Claudia Kenny has been farming since 1995 when she and her husband started Little Seed Gardens. Little Seed Gardens is a 97 acre family run farm in the town of Chatham in Columbia County, situated on rich bottomlands at the confluence of two creeks. Little Seed grows 20 acres of certified organic vegetables through CSA, farmers markets, restaurants and wholesale and raises Randall cattle for breeding stock. Claudia has worked on many projects in the region as a sustainable food systems activist and is currently completing her Master Degree in Conflict Analysis and Engagement.

### **Benjamin Shute, Hearty Roots Farm**

Ben Shute operates Hearty Roots Community Farm, where he produces vegetables and eggs, using organic practices, for 550 CSA members locally and in New York City. The farm currently operates on land that the farm owns in Clermont, and land that the farm rents in Red Hook, for a total of about 20 acres of vegetables and 50 acres of fallow fields and pasture. Hearty Roots operated exclusively on rented land from 2004 - 2011, leasing from two different property owners in Red Hook. Ben, his wife Lindsey, and their daughter Piper live on the farm in Clermont; this year is first time they have ever lived on the same land that they farm. Ben and Lindsey are co-founders of the National Young Farmers' Coalition.

### **Martin Stosiek, Markristo Farm**

Markristo Farm is a family business located in Hillsdale, NY, one mile from the Massachusetts border. It is Certified Organic by NOFA NY. Martin and his wife Christa believe strongly in a local food system and have built their farm around the needs of many wonderful restaurants and resorts in our area as well as the Great Barrington Farmers' Market and a number of fine stores and plant nurseries. Together with our their children and two to three interns annually, they raise 20 acres of diversified crops. They focus largely on salad mixes and other greens, but not excluding many root and fruit crops, like baby beets and heirloom tomatoes, as well as a beautiful selection of cutting flowers. Now in their 22nd year, they thrive on the creative challenges of mind, body and spirit intrinsic in a sustainable lifestyle and greatly enjoy the knowledge that caring people are being nourished by their fresh organic produce.

### **Jesse Tolz**

Jesse began leasing land in Ghent in 2015 on property that he found through CLC and DLC's Farmer Landowner Match Program. He produces "vegetables, herbs, flowers, seeds, and geeky experiments". The farm he is leasing is named "Made in Ghent", and the landowners currently have their own farm operation as well. He was not raised on a farm, but nature has been an integral part of his life. Even when he was little, he would help his mom and grandma with the garden. In the recent past he has explored a variety of different systems by working at places like The Pfeiffer Center, Turtle Tree Seed

Initiative, and Stone Barns Center. His aim is to build healthy soils and grow nourishing plants in the context of this ecosystem. He is currently pursuing a blend of natural farming (Masanobu Fukuoka) and biodynamic agriculture (Rudolf Steiner), both of which are robust forms of holistic management, as well as experimenting with innovative production methods.

**Hugh Williams, Threshold Farm**

Hugh Williams was born in Australia in 1946, where his family farmed an orchard in the Blue Mountains. He turned to farming full-time in 1973 and, with his wife Hanna, developed and now operates Threshold Farm in the Hudson Valley. The family derives its entire income from this mixed biodynamic farm with orchards, vegetables and cattle. It is protected with a conservation agreement granted to CLC by the property owners. Hugh and Hanna also lease other CLC protected properties for haymaking and grazing.

**Will Yandik, Green Acres Farm**

Will Yandik is the fourth generation to farm Green Acres Farm in Livingston, a diversified fruit and vegetable farm that uses a variety of conventional and organic practices. Will studied environmental science at Princeton and Brown, and returned to his family's land, where he works full time. Will also teaches biology part time at Columbia-Greene Community College, serves as a councilman for the Town of Livingston, is Vice President of the Columbia County Farm Bureau, and sits on the county's farmland protection board. In graduate school, Will's lab studied how various agricultural land uses affect soil fertility, nutrient cycling and biodiversity. He is available to evaluate the full suite of agricultural and ecological possibilities for land in the county from the perspective of soils, hydrology, vegetation, topography, and economics.

## **LANDOWNER VOLUNTEERS**

*Landowner volunteers with land leasing experience are available to help other landowners interested in leasing their land. Contact Marissa Codey at 518-392-5252 x211 or [marissa@clctrust.org](mailto:marissa@clctrust.org) to arrange a meeting.*

### **Peter Reiss, leasing land to Threshold Farm**

Peter Reiss has had a long career in flight operations and aviation security and safety, as well as a continued interest in and devotion to agriculture. He is currently Chairman of the Town of Claverack's Agricultural Advisory Committee. Peter owns a portion of a family farm in Philmont that has been in the family since his grandfather bought it in 1938. For the first 40+ years it was farmed by the previous owner until his death. In 1993 the property was divided into two parcels: one was to be owned by Peter and the other by his late father, and now step-mother. In approximately 1993 Renate and Peter's father signed a lease with Hugh Williams of Threshold Farms to establish a biodynamic diversified farm operation on their 23-acre parcel. Two years later, after observing how well the arrangement was working out, Peter signed an 8-year lease agreement with Hugh on his 23 acres as well. The agreements between Threshold Farms and the Reiss family have been continuously in effect since that time. Recognizing the importance of long-term access to the property in order to justify the considerable investment necessary to build up a farm and orchards, there is presently a 45-year lease between Hugh, his wife Hanna, and Peter. The arrangement between Peter and Threshold Farm is a wonderful example of how land leasing relationships can be developed, and how well transitions and changes in ownerships and personal circumstances can be accomplished. According to Peter "This long term relationship has worked exceedingly well. I would describe it as being similar to a marriage in that it must be based upon trust, friendship, ongoing cooperation, mutual goals, mutual respect, and an honest caring for the interests of the other person(s) involved. I could not ask for a better situation than what we have."

### **Larry Steel, leasing land to Great Song Farm**

Larry and his wife Betti began leasing their 88-acre Milan property (40 acres of which are cleared) to Great Song Farm CSA in the fall of 2010. The land also contains 40 active beehives, which are managed by a local beekeeper. Larry, a non-farmer, has long been a sales representative for geothermal companies and recently started a seasonal rainwater harvesting business, Hudson Valley Rain Barrels ([www.hudsonvalleyrainbarrels.com](http://www.hudsonvalleyrainbarrels.com)), and is currently marketing geothermal utilities to Hudson Valley municipalities.

## **LAND ASSESSMENT AND FARM CONSULTATION ORGANIZATIONS**

### **Appleseed Permaculture ([www.appleseedpermaculture.com](http://www.appleseedpermaculture.com))**

Ethan Roland is a native of Rensselaer and Columbia Counties, and works with landowners throughout the Hudson Valley and around the world to create economically and ecologically sustainable homes, farms, and communities. Ethan will work with you to integrate your goals and the needs of the land. Elements could include: Organic bee hives, ecological orchards, rotational animal grazing, sustainable forestry management, bio-intensive vegetable gardens, fruit-nut-fuel hedgerows, earth ponds for aquaculture, nut tree groves, community-supported agriculture, and more. Ethan understands that in order to create environmental sustainability, landowners must also create economic sustainability. He specializes in creating 10-50 year financial plans for organic farming and ecological land-use practices to ensure solid returns on ecosystem investments. Cost: After an initial site consultation (\$150-\$300 depending on property size), he will work with clients to develop a clear scope of work for his design services. Fees are agreed upon up-front and billed after work has been completed.

*Contact: Ethan Roland. 518.610.1375 [ethan@appleseedpermaculture.com](mailto:ethan@appleseedpermaculture.com)*

### **Cornell Cooperative Extension**

Cornell Cooperative Extension of Columbia County is available to help individuals interested in farming in a variety of ways. Cooperative Extension provides assistance to landowners and farmers in learning what soil resources are on the farm and how to use them wisely, testing the soil for nutrient values and information on a wide variety of different agricultural crops. Extension Educators are available to provide educational assistance for those wishing more information about: small fruits, tree fruits, vegetables, dairy cattle, equine, livestock and poultry. Extension Educators also provide assistance in developing business plans, farm leases and other business related functions in starting or operating a farm business. Cost: Much of the assistance that Cooperative Extension provides is free of charge. However, soil tests submitted to the Cornell Nutrient Analysis Laboratory cost \$18 per sample.

*Contact: Steve Hadcock. 518.828.3346 [seh11@cornell.edu](mailto:seh11@cornell.edu).*

### **Hawthorne Valley Farmscape Ecology Program (<http://farmscapeecology.org>)**

The Farmscape Ecology Program is a research and outreach branch of the Hawthorne Valley Association. Its general focus is agriculture and land use change in Columbia County, with a broad goal of helping farmers and the general public interact with the nature of their landscape in a more informed way. It is coordinated by Conrad Vispo and Claudia Knab-Vispo, with the help of many others. Conrad and Claudia are available to help you learn about how specific habitats on your land affect native diversity, and what the interaction between that value and agricultural or other types of land use may be. Their basic protocol is to talk with the landowner and first understand what they want to know, and then they will summarize what they have to offer and develop a plan. Cost: Basic rate is \$50/hr so exact price depends upon what the landowner wants and the extent of the land.

*Contact: Conrad or Claudia Vispo, 518.672.7994, [fep@fairpoint.net](mailto:fep@fairpoint.net)*

### **Northern Dutchess Agricultural Contracting, Inc.**

James B. Yantz served in the US Airforce and is a fifth-generation farmer from Dutchess and Columbia Counties. His farm business provides all phases of land and soil preparation (including organic) for landowners that would like to establish an agricultural use for their land or simply enhance it's natural beauty. He can convert woodlands and overgrown pastures into a landscape that is more productive, interesting, and beautiful by putting in hayfields, orchards, organic vegetable gardens, food plots for attracting game and nongame, rolling pasture for small herds of cattle, straight rows of corn, and great

scenic views. His company will clear woodlands and brush, prepare land for cultivation, do site preparation and excavation for farm buildings, roads, drainage, fencing, ponds, and earth work. Consultations are free and include walking your property, mapping soil composition, recommendations as to the land's potential, outlining the procedures for establishing an agricultural assessment, and any project estimates. Prices are dependent on the job.

*Contact: James B. Yantz 845.594.3521 ndagriculturalcontracting@gmail.com.*

### **Jerry Peele, Herondale Farm**

Jerry Peele manages Herondale Farm - a mixed livestock farm practicing holistic rotational grazing for beef, sheep, pigs and chickens. Herondale Farm is protected with a conservation agreement held by the Columbia Land Conservancy. He can advise on how to set up an operation from scratch or on ways to improve an existing operation in pasture management, fencing both permanent or portable, water systems and most importantly selecting and maintaining healthy animals! Available for consultation by the day or on retainer for a season.

*Contact: Jerry Peele 518.329.3769 Info@herondalefarm.com*

### **Renee Vaughn**

Cows don't honor date nights. Weeds don't worry about finances. The weather doesn't bother to check your schedule before it destroys your crops. Your equipment doesn't care that you're tired. Most farmers breakdown before they quit. Renee Vaughn is a life coach with 20 years experience dealing with the stress of farming and the strains it places on your life, your family, your dreams and your finances. She can help you manage your time, money, energy and resources so you can farm smarter. Relationship issues; recovering from injuries; loss or death; family or employee conflict management make it difficult to make your farm goals happen. But they don't have to. We love what we do even though sometimes we hate what it does to our lives. Let me help you keep your joy in the land, the crops, the animals, your family. Renee Vaughn is a Certified Coach Practitioner, livestock farmer, horse trainer, and entrepreneur in Ancram, NY. She is available, on a sliding scale, for you and your family. Free initial phone consultation. I can talk with you via phone, email or come to your farm.

*Contact: Renee Vaughn, 518 329 4014, coref2f@gmail.com*

### **Wesarg Custom Farming**

Wesarg Custom Farming provides the full range of field services including tilling, harrowing and seeding, baling hay and harvesting corn, bush hogging, clearing land, installing drainage, making ponds, building and repairing roads and driveways, and plowing snow. If you need any of these services, or have fallow land you'd just like to make more productive, we would be very happy to discuss the options with you. Located at 1359 Willow Brook Road, Milan, NY (on Route 199 just west of the Taconic State Parkway). Cost: \$2.75 per small square bale, and \$37.50 for large round bales, which includes mowing, tedding, raking, and baling. Standard brush hogging is \$125 per hour for 15 foot brush hog, tractor and operator included. Other prices are quoted depending on the job and the equipment required.

*Contact: Bob Roche 845.750.4968*

## **ATTORNEYS FAMILIAR WITH FARMLAND TRANSACTIONS**

### **Jerry Cosgrove**

Jerry Cosgrove combines a farming background, legal experience and a long history of nonprofit work and public service. He consults on a range of agricultural, conservation, farm transfer and rural development issues. Most recently, Jerry served as the Associate Director of the Local Economies Project of the New World Foundation, launching LEP's Hudson Valley Farm Hub initiative, a 1,200 acre teaching, research and demonstration farm as well as overseeing its Food Hubs initiative focused on value chain development and developing its farm access programming to address the widening farm affordability gap. He was a Deputy Commissioner for the New York State Department of Agriculture and Markets from 2007 to 2010, with program responsibility for food policy, food safety, dairy and agricultural protection and development. He worked for almost 15 years at American Farmland Trust as its Northeast Director. He served on a number of state and regional advisory committees including the NYS Advisory Council on Agriculture, the CoBank Northeast Regional Council, the Cornell Agriculture and Life Sciences Advisory Committee and Senator Hillary Clinton's Agricultural Advisory Council. Cosgrove has written a number of publications including, *Your Land is Your Legacy, An Estate Planning Guide for Farmers and Ranchers; Agricultural Economic Development for the Hudson Valley; and Drafting Conservation Easements for Agriculture*. He grew up on his family's dairy farm in Clinton in central New York. He is part of a fourth generation farm family (his brother Mike owns and operates the family farm). Jerry graduated from Cornell's College of Agriculture and Life Sciences with a degree in agriculture. He also graduated from Cornell Law School and is licensed to practice law in New York. *Jerry Cosgrove, P.O. Box 617, Kinderhook, NY 12106. (518) 281-5074, jcosgrov@nycap.rr.com*

### **Fiona Farrell**

Fiona is involved in advising farm clients on a number of transactions ranging from issues generated by succession planning to everyday purchase and sale agreements of livestock and other farm assets. Her expertise is in advising equine oriented farms which often include hay or other crops and certainly involve universal farm issues such as ag assessment, ag exemptions, and succession planning. Ms. Farrell advises and prepares documents for risk management and liability management for everyday operations, including specific documents and agreements such as liability releases for on-farm or farm-related activities such as riding, recreational use on farm land, and logging. She also works on equine related matters such as broodmare, stallion, performance horse, and racehorse methods for joint ownership, shared ownership and leasing; boarding contracts; purchase and sales contracts; etc. Ms. Farrell has done residential leases for tenants living in buildings on farms as well as leases between an LLC and a landowner. She also has experience setting up various entities as business and risk management methods of better managing a farm and family. Fiona was special counsel to the NYS Senate Agriculture Committee from 2002 – 2003 as well as an extension agent focused on equine economic development in Saratoga County from 2006-2008. Ms. Farrell is a graduate of Vermont Law School.

*Fiona Farrell, Attorney at Law, Full Circle Farm, 184 Lohnes Road, Stillwater, NY 12170, (518) 583-7272, ffarrell@nycap.rr.com*

### **Jeff Fetter**

Jeffrey M. Fetter is a Shareholder of Sclaro, Fetter, Grizanti, McGough & King, P.C. in Syracuse, New York and is Chairman of the Business Practice Group. His practice focuses on business, estate, tax, succession and transactional planning for closely held and family owned businesses and their owners as well as professional practices. Jeff is licensed to practice in the State of New York, the State of Washington and the Commonwealth of Pennsylvania. Clients Jeff

represents are involved in farm and agriculture related businesses, professional service, e-commerce, manufacturing, automobile, banking, communications and retail businesses.

*Jeff Fetter, Scolaro, Fetter, Grizanti, McGough & King, P.C., Franklin Square, 507 Plum Street, Suite 300, Syracuse NY Suite 13204, (315) 471-8111, [jfetter@scolaro.com](mailto:jfetter@scolaro.com)*

### **Jason Foscolo**

Jason Foscolo has been a practicing attorney in the State of New York since 2002. He is now a partner at Foscolo & Handel PLLC, where he provides legal counsel to a rapidly growing client list of farmers and food entrepreneurs. Jason served five years as a Judge Advocate in the United States Marine Corps. His time abroad gave him new insight and appreciation for the many different ways food can be produced, prepared, and enjoyed. After separating honorably from active duty in 2010, Jason pursued his passion for all-things edible by attending the University of Arkansas School of Law LL.M. Program in Agricultural and Food Law, the only program of its kind in the United States. Jason is inspired by the innovators with whom he works, and is committed to helping them do business better. He currently resides in Southampton, New York with his wife Lisa, and their omnivorous kiddos, Henry and Penelope.

*Jason Foscolo, The Food Law Firm, P.O. Box 378, Red Hook, NY 12571, 800-559-4628, [info@foodlawfirm.com](mailto:info@foodlawfirm.com)*

### **Paul Freeman**

Paul Freeman has handled over a thousand real estate transactions on behalf of residential and commercial lenders, purchasers and sellers over the past twenty-five years. Mr. Freeman is a founding partner and a managing attorney for Freeman Howard, PC. He has handled a vast array of different legal issues from complex commercial real estate transactions to complex business litigation. He has been involved in corporate buy-outs and restructuring, the creation of Sub-S corporations, Limited Liability Companies, farm partnerships, estate planning for business interests, and contractual and complex commercial transactions. Mr. Freeman has experience with Conservation Easements, estate litigation, contract and commercial litigation, purchase with lease-back contracts, option agreements, agricultural zoning and site plan issues and business succession planning for farm families.

*Paul Freeman, Freeman Howard PC, 441 E. Allen St. Hudson, NY 12534, (518) 828-2021, [freeman@freemanhoward.com](mailto:freeman@freemanhoward.com)*

### **John Lavelle**

John Lavelle is an attorney and CPA, and a founding partner of the law firm of Lavelle & Finn, LLP. He concentrates on family business formations and tax advantaged sales, estate planning and tax reduction, drafting of wills, trusts and related documents, income tax matters and charitable planned giving. His practice also includes estate administration and probate, family entity operations and consulting, wealth protection and preservation and taxpayer representation for income tax, estate tax and other tax matters. An author of numerous tax articles in national and local publications, Mr. Lavelle is a frequent speaker and seminar leader on the topics of estate planning and family business counseling. Mr. Lavelle is a graduate of Bentley College in Waltham, Massachusetts, and holds Bachelor of Science Degrees in Accounting and Public Administration. He has a Juris Doctor from the University of Georgia School of Law and a Master of Laws (LL.M.) in Taxation from New York University School of Law.

*John Lavelle, Lavelle and Finn, CPA, LL.M., 29 British American Boulevard, Latham, NY 12110 (518) 869-6227, [john@lavelleandfinn.com](mailto:john@lavelleandfinn.com)*

### **Maryanne McGovern Kenyon**

Maryanne McGovern Kenyon, Esq. has been an attorney since 1992, when she was admitted to the Washington State Bar. For eleven years, Maryanne served as an Assistant Attorney General in the

Washington State Attorney General's Office where she represented the Department of Fish and Wildlife, the Department of Natural Resources and the Parks and Recreation Commission. In 2004, Maryanne was admitted to the New York bar and joined Scenic Hudson, Inc., a Poughkeepsie-based land trust and environmental advocacy organization, where she worked on a wide range of land conservation and legal issues. Maryanne completed her tenure at Scenic Hudson in 2011 as the organization's Assistant Director of Land Conservation to co-found Schwartzberg & Kenyon, as well as Black Mountain Associates (along with Paul Schwartzberg and others), a conservation-oriented consulting company. At Schwartzberg & Kenyon Maryanne provides legal services to land trusts in New York, as well as individuals and entities involved in various aspects of land conservation. Clients include Orange County Land Trust, where Maryanne developed a strategic land conservation plan and advised the organization on its successful application for land trust accreditation. Maryanne has lectured on conservation easements, farm leasing, real property law and related issues for Yale University, Pace University, the New York State Bar Association, Land Trust Alliance and American Farmland Trust.

*Maryanne McGovern Kenyon, Schwartzberg & Kenyon, PLLC, 108 Main Street, New Paltz, NY 12561, (845) 323-3787, maryanne@schwartzbergkenyon.com*

## **FARM BUSINESS PLANNING**

### **Business Opportunities Management Consulting**

Business Opportunities Management Consulting can provide the experienced help that agricultural and food-based businesses often need to handle critical issues, including developing and implementing business plans, developing new products and markets, and securing financing.

*Contact: Brian Zweig. (518) 283-1120, [bzweig@businessop.com](mailto:bzweig@businessop.com)*

### **Cornell Cooperative Extension**

Educators at Cornell Cooperative Extension of Columbia County are able to assist entrepreneurs interested in preparing a business plan for agricultural enterprises. The educators offer one on one consultation with individuals interested in business plan development. There is no cost for this to the individual. To get started, contact Steve Hadcock. Steve can assist you in starting the process of developing a business plan.

*Contact: Steve Hadcock. 518-828-3346, [seh11@cornell.edu](mailto:seh11@cornell.edu)*

### **Farm Credit East**

General Business Plans: Farm Credit East's consulting group can take you through any kind of business plan need. Their consultants will help you address virtually any ag business challenge, tackle key business problems and answer tough questions on your road to achieving important objectives. First they work with you to analyze your business. Then they will help you set appropriate business goals and outline steps on how to achieve them. Your focus can be on any area of the business, such as overcoming "roadblocks" that may be holding back your bottom line; planning generational or ownership changes; determining if an expansion or new enterprise is attainable and then setting a strategy to pursue it. Our consultants work one on one, with families or other enterprises. This is a fee based service, contact for more information. Discounts available.

*Contact: [FarmCreditEast.com](http://FarmCreditEast.com) for your local contact.*

Generation NeXt: Generation NeXt is a "management boot camp" for the next generation in a succession plan. The three-session class set in a small group setting that allows participants to build on their network of ag entrepreneurs. Over the three days, sessions cover various topics, including: Leadership, Management Styles, Situational Management, Understanding Your Financials, Source Documents, Cash and Accrual Accounting, 5 Keys to Profitability, Budgeting, Benchmarking, Marketing, Risk Management, Succession Planning, and Capital Investment Planning. The program is run at various branch locations throughout Farm Credit East's territory. \$750 for course and materials, discounts available.

*Contact: Bill Martin. 1-800-362-4404, [Bill.Martin@FarmCreditEast.com](mailto:Bill.Martin@FarmCreditEast.com), [www.FarmCreditEast.com](http://www.FarmCreditEast.com)*

### **FarmNet**

NY FarmNet Business Planning assistance can provide cost free resources for producers to assist them in developing a written business plan for their operation. They can assist in identifying resources available to the producer, provide some assistance in market planning and development, and aid in compiling projected financial statements.

FarmNet will not write the plan itself, but act as a facilitator to compile resources and options available for each producer to consider as they move forward in the planning process. FarmNet does not have monetary assistance available. Grant resources may be available locally, but the state and federal levels have become much more challenging to secure grants from. NY FarmNet would be very interested in working with producers as they work towards developing a business plan as a step in goal setting for the operation.

*Contact information: 1.800.547.FARM (3276), email rap29@cornell.edu, www.nyfarmnet.org*

**Hudson Valley Agribusiness Development Corporation**

HVADC offers a unique program called the “Incubator Without Walls Program” to bring traditional economic development services to the agribusiness industry. The program offers comprehensive business assistance including: evaluation of needs; access to a collection of experts including accountants, marketing specialists, industry specialists, financiers and others as needed; client networking; coaching and mentoring; and grant writing and referrals. Applications are available at [www.hvadc.org/what-we-do/out-incubator-without-walls](http://www.hvadc.org/what-we-do/out-incubator-without-walls) or by contacting staff directly. Services provided by HVADC typically range from \$2,500 to \$3,000. Applicants are responsible for 25% of the cost, with HVADC covering the remaining.

Contact information: 518-828-4718, [www.hvadc.org](http://www.hvadc.org)

## **OTHER FARMLAND ADVISORS**

### **Accounting**

Farm Credit East  
190 State Route 9H  
Hudson, NY 12534  
(518) 851-3313

### **Insurance**

Kirk Kneller  
Brad Peck, Inc., Lofgren Agency, other  
(518) 329-3131  
(518) 392-9311

Jan Monks  
Farm Family Casualty  
Kinderhook, NY 12106  
(518) 758-3276  
[www.gofarmfamily.com](http://www.gofarmfamily.com)

Scott Wood  
Metz Wood Harder Insurance  
Box 8/ 11 Central Sq.  
Chatham, NY 12037  
(518) 392-5161  
[scott@metzwood.com](mailto:scott@metzwood.com)

Marcy Rutchik  
Charles Quick Agency  
Nationwide Insurance  
45 Front Street  
Millbrook, NY 12545  
(845) 497 1119  
[rutchm1@nationwide.com](mailto:rutchm1@nationwide.com)

### **Mediation**

Peter Glassman, Statewide Director  
NY State Agricultural Mediation Assoc.  
4 Pine West Plaza, Suite 411  
(518) 687-2240  
[peter@nysdra.org](mailto:peter@nysdra.org)

NYS FarmNet  
1-800-547-FARM (3276)  
[www.nyfarmnet.org](http://www.nyfarmnet.org)  
[rap29@cornell.edu](mailto:rap29@cornell.edu)

### **Land Link Programs**

Tim Biello  
The Hudson Valley Farmlink Network  
Hudson Valley Farmland Finder  
(518)-581-0078  
[www.hudsonvalleyfarmlandfinder.org](http://www.hudsonvalleyfarmlandfinder.org)  
[tbiello@farmland.org](mailto:tbiello@farmland.org)

Marissa Codey  
Columbia Land Conservancy and Dutchess Land  
Conservancy Farmer Landowner Match  
Program  
[www.clctrust.org/working-farms/farmer-landowner-match-program/](http://www.clctrust.org/working-farms/farmer-landowner-match-program/)  
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**FARM FUNDING, GRANTS AND LOANS\*\***

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\*\* See <http://clctrust.org/working-farms/ag-resources/> for more funding resources and opportunities