

# [www.ReapTheBenefits.com](http://www.ReapTheBenefits.com)

Lynn R.W. Bass  
Otsego County Economic  
Development  
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Oneonta, NY 13820  
(607) 432-8871 / (607) 432-5117  
[bassl@co.otsego.ny.us](mailto:bassl@co.otsego.ny.us)

## OTSEGO COUNTY AT-A-GLANCE

**WHERE WE ARE:** Otsego County is located in the south/central part of New York State - in the foothills of the northern and western fringe of the Catskill Mountains. Otsego County offers excellent access to the following transportation systems:

### MAJOR HIGHWAYS

#### Local

Interstate 88 (eastern portion of the County)  
US Route 20 (northern portion of the County)

#### Adjacent

New York State Thruway (I-90/I-87)  
US Route 17 (future I-86)

### DISTANCES TO:

|               |     |                |     |
|---------------|-----|----------------|-----|
| Albany:       | 70  | Philadelphia:  | 240 |
| New York City | 230 | Montreal:      | 300 |
| Buffalo:      | 274 | Toronto:       | 330 |
| Boston:       | 246 | Washington DC: | 363 |

### AIR

Albany International Airport (approx. 70 miles)

[www.albanyairport.com](http://www.albanyairport.com)

(518) 869-3021

Provides 11 major airlines with service to all major US cities; 6 commuter airlines; 3 Air Cargo

Syracuse Hancock International Airport (approx. 80 miles)

[www.syrairport.org](http://www.syrairport.org)

(315) 454-4330

Syracuse Hancock International Airport has nearly 200 aircraft departures per day (8 major airlines; 2 commuter airlines, 6 Air Cargo). Commercial airline flights can take you to virtually any destination you wish.

Binghamton Regional Airport (approx. 60 miles)

[www.binghamtonairport.com](http://www.binghamtonairport.com)

Binghamton, NY (607) 763-4471

Provides 4 major airline service to 5 major hub airports

Oneonta Municipal Airport

Oneonta, NY (607) 431-1076

Provides corporate jet service

Oneida Regional Airport (approx. 30 miles)  
[www.co.oneida.ny.us/oneidacty/gov/dept/airport/airindex.htm](http://www.co.oneida.ny.us/oneidacty/gov/dept/airport/airindex.htm)  
 Oriskany, NY (315) 736-9404  
 Corporate Jet/charter/helicopter service

**RAIL**

Freight service through CP Rail/Delaware & Hudson  
 Montreal-Philadelphia mainline  
 (607) 432-3094

AMTRAK passenger service  
 From Albany to Montreal, New York City, Buffalo, and Boston  
 (800) 872-7245

**FARMLAND STATISTICS**

|   |                      |
|---|----------------------|
| Number of Farms in Otsego County                            | 865                  |
| Total Acres of Land in Farms                                | 206,985 acres        |
| Percentage of land committed to Farming<br>(Otsego County)  | 32%                  |
| Average Value of Land/Buildings per farm                    | \$231,588            |
| Average Value of Land/Buildings per acre                    | \$923                |
| Market Value of Agricultural Products Sold<br>(County-wide) | \$51.6 million       |
| Market Value of Agricultural Products Sold per farm         | \$59,667             |
| Total Farm Production Expenses<br>(County-wide)             | \$39.3 million       |
| Total Farm Production Expenses per farm                     | \$45,447             |
| Leading Products  |                      |
| Dairy   | \$40.6 million (79%) |
| Cattle & Calves   | \$5.6 million (11%)  |
| Hay & Silage  | \$2.0 million (4%)   |
| Nursery & Greenhouse  | \$1.6 million (3%)   |
| Horses & Ponies   | \$556,000 (1%)       |
| Other   | \$1.4 million (2%)   |
| * all statistics as of 1997 US Census                       |                      |

For a complete guide to New York State's Farmland Statistics, visit [www.nass.usda.gov/ny](http://www.nass.usda.gov/ny)

**SOILS / TERRAIN:** Included in the landforms of Otsego County are hills or small mountains, most of which are less than 1,000 feet in height. The altitude of Otsego County is 1,192 feet above sea level in Oneonta, and 1,264 feet in Cooperstown. There are three main lakes in the County, including Otsego Lake, Canadarago Lake, and Goodyear Lake.

There are eleven general types of soil in Otsego County. The most productive soils are concentrated in the very southern and northernmost portions of the County. Good soils are found along the stream and river corridors.

**Test the soil:** Contact your local Extension office for information about soil testing or to receive a soil pH kit or a soil test bag. Basic soil tests can tell you whether or not you will need to apply lime or sulfur to adjust the acidity of your soil, and let you know whether your soil is high or low in the essential nutrients plants need most. Additional Soil Basics information can be found through Cornell University's Department of Horticulture.

### **Soil Types in Otsego County:**

**Valois-Chenango-Howard (12%):** Well suited for agriculture. Dominantly nearly level to moderately steep; very deep; somewhat excessively drained to well drained; moderately coarse textured and medium textured soils that formed in glacial outwash, in-wash deposits, alluvial fans and ablation till; in terraces, outwash plains, kames, eskers, moraines, and along valley walls.

**Lansing-Conesus-Manheim (7%):** Well suited for agriculture. Dominantly nearly level to very steep; very deep; well drained to somewhat poorly drained; medium textured soils that formed in calcareous till; in glaciated uplands in the northern part of the county; frost action.

**Scio-Chenango-Otego (6%):** Well suited for agriculture. Dominantly nearly level to gently sloping; very deep; somewhat excessively drained to moderately well drained; moderately coarse textured and medium textured soils that formed in alluvium, glacial outwash, and water-deposited silts.

**Honeoye-Farmington-Wassaic (4%):** Well suited for agriculture. Dominantly nearly level to very steep; shallow to very deep; somewhat excessively drained to moderately well drained; medium textured soils that formed in calcareous till; in glaciated uplands in the northern part of the county which are sometimes bedrock controlled.

**Danely-Darien-Nuda (1%):** Well suited for agriculture. Dominantly nearly level to moderately steep; very deep; moderately well drained to somewhat poorly drained; medium textured and moderately fine textured soils that formed in calcareous till; in glaciated uplands in the northwestern part of the county; frost action.

**Atherton-Riverhead-Scio (1%):** Well suited for agriculture. Dominantly nearly level to gently sloping; very deep; well drained to very poorly drained; moderately coarse textured and medium textured soils that formed in glacial outwash, old glacial lake deltas and water sorted deposits; in terraces and outwash plains.

**Mardin-Lordstown-Bath (38%):** Dominantly nearly level to very steep; moderately deep and very deep; well drained and moderately well drained; medium texture; in glaciated uplands which are often bedrock controlled, low ph.

**Mongaup-Willdin-Lewbath (18%):** Dominantly nearly level to very steep; moderately deep and very deep; well drained and moderately well drained; medium texture; in glaciated uplands which are often bedrock controlled at elevations over 1,750 feet, cooler soil temperatures, low ph.

**Wellsboro-Oquaga-Lackawanna (10%):** Dominantly nearly level to very steep; moderately deep and very deep; somewhat excessively drained to moderately well drained; medium textured soils that formed in reddish colored till; in glaciated uplands which are often bedrock controlled; found in the southern part of the county.

**Canandaigua-Wayland-Raynham (2%):** Dominantly nearly level; very deep; somewhat poorly drained to very poorly drained; medium textured soils that formed in alluvium or and water-deposited silts.

**Vly-Willowemoc-Lewbeach (1%):** Dominantly nearly level to very steep; moderately deep and very deep; somewhat excessively drained to moderately well drained; medium textured soils that formed in reddish colored till; in glaciated uplands which are often bedrock controlled at elevations over 1,750 feet; cooler soil temperatures, low ph; found in the southern part of the county.

For more information regarding Otsego County's soil types, contact the **Otsego County Planning Department** at (607) 547-4225.

## WEATHER

|                                 |                   |
|---------------------------------|-------------------|
| Average Precipitation           | 39.6 inches       |
| Average Snowfall                | 78 inches         |
| Average July High Temperature   | 79 degrees        |
| Average January Low Temperature | 15 degrees        |
| Average days below zero degrees | 12                |
| First Fall Frost                | September 20-30th |
| Last Spring Frost               | May 20-30th       |

**USDA Hardiness Zones:** Hardiness Zone information helps you determine which herbaceous perennials and woody trees, shrubs and vines will survive winters where you garden. The USDA hardiness zone map is based on average winter low temperatures. Cold temperatures is only one factor that affect plant hardiness. After several years of mild winters, regions may exhibit "zone creep", where plants seem to be fine that are not truly suited to even "normal" winters.

For Otsego County, the Hardiness Zones are 4b (minimum temperature range -25F to -20F) and 5a. (minimum temperature range -20F to -15F).

**Growing Degree-Days:** Growing degree-days (GDDs) are primarily used as time control measures for pests of woody plants. You can also use them to track and predict other events that are synchronized with the accumulation of warmth during the growing season, such as the blooming of some plants.

Growing degree-days are accumulated anytime the average temperature for the day is more than 50F. Growing degree-day measurements start March 1, and the GDDs for each day are added to the previous total. When the average temperature for the day is below 50F, it is ignored; it is not subtracted from the total.

# FINANCIAL RESOURCES

**OTSEGO COUNTY ECONOMIC DEVELOPMENT:** The Otsego County Economic Development Department works with companies throughout Otsego County, by offering technical and financial assistance and identifying opportunities to grow their business. There are a number of other ways in which the Economic Development Department can work with agribusinesses throughout Otsego County:

In partnership with other local agencies, including the Industrial Development Agency (IDA) and the Otsego County Development Corporation (OCDC), the Economic Development Department works with the agricultural community to:

- Obtain grants or other funding to promote economic development of the agricultural industry
- Research federal and state assistance programs targeted for rural economic development
- Network with governmental, agricultural and nonprofit organizations to expand resources for agriculture
- Link agribusinesses to financial resources to secure capital for startup, expansion and retention
- Maintain a directory of agribusiness resources
- Market these services to agricultural enterprises in the county

**Otsego County Economic Development**

Lynn R.W. Bass, Economic Developer

242 Main Street

Oneonta, NY 13820

(607) 432-8871 / (607) 432-5117 (fax)

[bassl@co.otsego.ny.us](mailto:bassl@co.otsego.ny.us)

[www.otsegoeconomicdevelopment.com](http://www.otsegoeconomicdevelopment.com)

**OTSEGO COUNTY LOAN PROGRAMS:** The Otsego County Economic Development Department, the COIDA and OCDC are committed to helping businesses in Otsego County grow. In addition to technical assistance, these organizations are able to offer agricultural, manufacturing, and industrial businesses many loan and tax assistance programs.

| <b>OTSEGO COUNTY DEVELOPMENT CORPORATION</b> |   |
|--|---|
| <b>Use:</b>                                  | Agricultural and Hi-Tech Businesses   |
| <b>Loan Amount:</b>                          | Range from \$12,000-\$75,000  |
| <b>Interest Rate:</b>                        | 4% fixed interest   |
| <b>Term:</b>                                 | 3-5 years Working Capital<br>5-7 years Machinery and Equipment<br>10-15 years Real Estate Financing |
| <b>Project minimum:</b>                      | \$30,000, with the County funding no more than 40% of the total project.                            |
| <b>Job Creation:</b>                         | One job should be created for every \$10,000 borrowed.  |

| <b>OTSEGO COUNTY REVOLVING LOAN FUND</b> |   |
|--|---|
| <b>Use:</b>                              | Commercial and Manufacturing Businesses   |
| <b>Loan Amount:</b>                      | Range from \$25,000-\$150,000   |
| <b>Interest Rate:</b>                    | 4% fixed interest   |
| <b>Term:</b>                             | 3-5 years Working Capital<br>5-7 years Machinery and Equipment<br>10-15 years Real Estate Financing |
| <b>Project minimum:</b>                  | \$62,500, with the County funding no more than 40% of the total project.                            |
| <b>Job Creation:</b>                     | One job should be created for every \$20,000 borrowed.  |

**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY**

|                         |   |
|-------------------------|---|
| <b>Use:</b>             | Commercial and Manufacturing Businesses   |
| <b>Loan Amount:</b>     | Range from \$50,000-\$150,000   |
| <b>Interest Rate:</b>   | 4% fixed interest   |
| <b>Term:</b>            | 3-5 years Working Capital<br>5-7 years Machinery and Equipment<br>10-15 years Real Estate Financing |
| <b>Project minimum:</b> | \$125,000, with the County funding no more than 40% of the total project.                           |
| <b>Job Creation:</b>    | One job should be created for every \$20,000 borrowed.  |

**Sale/Leaseback Agreements:** By taking a nominal interest in manufacturers real property the Industrial Development Agency can provide the following benefits:

**Payment in-Lieu-of Taxes (PILOT):** Property taxes are frozen at their current level for five years. In addition, the following abatement schedule applies for improvements (e.g. a building) to the property:

| <b>Manufacturing Property</b>  |     |
|--------------------------------|-----|
| <b>Years</b>                   |     |
| <b>Percentage of Abatement</b> |     |
| 1 - 5                          | 75% |
| 6 - 10                         | 50% |
| 11 - 15                        | 25% |

**Sales Tax on Construction Materials and Equipment:** None during the project phase (usually 6-12 months).

**Mortgage Recording Tax:** None

**Industrial Revenue Bonds:** For larger projects in excess of \$1-\$1.5 million. The issuance of tax-exempt industrial revenue bonds can save a company a substantial amount of money - interest savings of approximately 2% begin to significantly offset bond closing costs.

**Civic Facility Revenue Bonds:** For Not-for-Profit organizations that need funding for new facilities, expansion of existing facilities, or development projects.

**The County of Otsego Industrial Development Agency**

242 Main Street

Oneonta, NY 13820

(607) 432-8871 / (607) 432-5117 (fax)

[www.otsegoeconomicdevelopment.com](http://www.otsegoeconomicdevelopment.com)

**OTSEGO COUNTY EMPIRE ZONE:** Agribusinesses and farms may be eligible for benefits through the Empire Zone Program, which was developed by New York State to foster the creation of jobs, enhance the property tax base and encourage investment into Zone businesses and properties. State and local benefits include investment and wage tax credits, sales tax exemptions and refunds, property tax credits and other incentives.

**Otsego County Empire Zone**  
**Amanda Friedl, Zone Coordinator**  
242 Main Street  
Oneonta, NY 13820  
607-432-8871 / (607) 432-5117 (fax)

## **AREA FARM LENDERS**

**First Pioneer Farm Credit:** Full financial service for agricultural businesses including loans, equipment leases, tax planning, business planning and multi-peril insurance. Offers reduced fees and charges for new farmers.

### **Branch offices include:**

|  |  |
|--|--|
| <b>Cobleskill</b><br>2668 State Route 7, Suite 21<br>Cobleskill, NY 12043<br>Tel: 518.296.8188<br>Toll free: 800.327.6588<br>Fax: 518.296.8187<br><a href="mailto:Cobleskill.ny@firstpioneer.com">Cobleskill.ny@firstpioneer.com</a> | <b>Sangerfield</b><br>995 State Route 12<br>Sangerfield, NY 13455<br>Tel: 315-841-3398<br>Toll Free: 800-762-3276<br>Fax: 841-3397<br><a href="mailto:Sangerfield.ny@firstpioneer.com">Sangerfield.ny@firstpioneer.com</a> |
|--|--|

[www.firstpioneer.com](http://www.firstpioneer.com)

**NBT Bank:** Offers a wide range of agricultural products and services, including loans for: Cattle, Personal Credit, Real Estate, Crop Expenses, equipment and modernization

Offices in  
Broome, Chenango, Clinton, Delaware, Essex, Franklin, Oneida, Otsego,  
St. Lawrence and Tioga Counties.

**NBT**  
52 S. Broad Street  
Norwich, NY 13815  
1-800-628-2265  
[www.nbtbank.com](http://www.nbtbank.com)

**MOHAWK VALLEY ECONOMIC DEVELOPMENT DISTRICT:** MVEDD is a private, not-for-profit corporation. Operation of the District comes from a federal government planning grant (EDA), local government contributions and loan interest and fees charged to business clients. A cross section of goals include developing flexible financing methods and mechanisms to stimulate job creation and/or retention, encourage the development of new and expanded market opportunities for the private sector, develop modern, serviced infrastructure and promote agriculture and related businesses.

**Mohawk Valley Economic Development District**  
26 West Main Street  
Mohawk, NY 13407  
(315) 866-4671

**NEW YORK STATE DEPARTMENT OF AG & MARKETS:** The mission of NYS Department of Ag & Markets is to foster a competitive food and agriculture industry that benefits producers and consumers alike. They work to promote a viable agricultural industry, foster agricultural environmental stewardship, and safeguard our food supply.

**New York State Department of Agriculture and Markets**

1 Winners Circle  
Albany, NY 12235

1-800-554-4501

[info@agmkt.state.ny.us](mailto:info@agmkt.state.ny.us)

[www.agmkt.state.ny.us](http://www.agmkt.state.ny.us)

## **GROW NEW YORK**

Grow New York is a multi-faceted program that assists the economic development efforts of New York's agricultural production, processing and marketing industries. Grow New York offers the food and agricultural industry a variety of opportunities that promote agriculture development, expand employment and generate increased economic activity across the state.

### **Market Enhancement**

The Department of Agriculture and Markets administers numerous programs, organizes activities and provides services, which assist the industry in expanding existing markets and developing new ones on various marketing levels. Domestic and International Marketing efforts assist producers in obtaining representation for their products at state and national trade shows as well as provide buyers with information about sourcing products in New York State.

The Department also assists food companies in securing federal Market Access Program funds through Food Export USA - Northeast for their individual branded product market development and promotion activities.

### **Business Development**

Provides assistance to help agricultural producers and food processors locate public and private funding for business development or expansions. Business development, expansion and diversification assistance is also available.

### **Agricultural Workforce Training**

Assists New York farmers with the recruitment, training and placement of agricultural employees. Provides training for individuals with no farm work experience as well as skills upgrades for those already employed on a farm.

## **FUNDING OPPORTUNITIES**

### **Agricultural Research and Development Grants**

To keep pace with global marketplace competition, this grant offers funding for projects which promise positive economic results, such as new product development; alternative production, processing, distribution, and marketing technologies; the introduction of new technologies; and organizational approaches that further develop the industry. The grant program is open to public and private agencies, organizations, businesses and industry, educational institutions, local governments and individual researchers.

### **Farmland Viability Grants**

Designed to help maintain farmland as a working landscape, this program funds the development of farm viability plans and the implementation of projects that contribute to farm profitability and sound environmental management. Grant funds may be used by a county to implement a portion of its agricultural and farmland protection plan or may be used by an individual farm to develop or implement a business management plan.

### **Farmers' Market Development Grants**

To encourage the creation of new farmers' markets or the improvement of existing ones, this grant may be used to assist in the construction, reconstruction, expansion, rehabilitation or physical improvement of a market, including assistance for engineering or architectural designs.

### **Enterprise Program**

Provides gap-financing funds for agricultural business development/expansion or for construction of publicly owned facilities/infrastructure, which are necessary to accommodate production agriculture or agribusiness development.

### **THE PRIDE OF NEW YORK**

The Pride of New York Program assists food producers and retailers by promoting the sale of New York produced food and food products. The program does so by providing marketing materials and assistance, and by conducting promotional activities, which highlight New York State's many exceptional products. Farmers and food processors wishing to become members of the Pride of New York Program can call the New York State Department of Agriculture and Markets at 1-800-554-4501.

### **New York State Department of Agriculture and Markets**

1 Winners Circle  
Albany, NY 12235  
1-800-554-4501  
[www.prideofny.com](http://www.prideofny.com)

### **NEW YORK STATE TAX SAVINGS and PROTECTION**

New York State Law includes several right-to-farm protections that are intended to help farmers remain economically viable and encourage them to keep their land in agricultural production. Similarly, the law also provides tax savings for farmers, which are intended to lower the cost of doing business in New York State.

#### **Income Tax Incentives**

- Farm Property School Tax Credit (Form IT-217 for individuals, estates & trusts, Form CT-47 for corporations) - a credit against personal income tax or corporate franchise tax equal to school property taxes paid on certain farm property.
- Investment Credit (Form IT-212) - a tax credit for qualified structures, equipment, livestock and other tangible property and personal property.

#### **Real Property Tax Benefits**

- Agricultural Assessment (Form RP-305) - a property tax reduction program that assesses agricultural property based on its value for farming versus development.
- Benefit Assessment Limitation - a limitation on the imposition of benefit assessments for certain improvements on farms.
- Commercial, Business or Industrial Real Property (Form RP-485-b) - a 10-year exemption for farm processing and marketing buildings.
- New Farm Buildings (Form RP-483) - a 10-year exemption for newly constructed or reconstructed agricultural buildings.
- Orchards and Vineyards (Form RP-305-e) - an exemption for agricultural land used solely for replanting or crop expansion in an orchard or vineyard.
- Historic Barns (Form RP-483-b and IT-212-ATT) - an exemption and a credit for reconstruction or rehabilitation of barns that were constructed prior to 1936.
- Storage Facilities (Form RP-483-a) - an exemption for silos, commodity, milk, and manure storage facilities.
- Temporary Greenhouses (Form RP-483-c)
- Woodlots Over 50 Acres (Form RP-480-a)

For more information, please go to the Department of Tax & Finance's website: [www.tax.state.ny.us](http://www.tax.state.ny.us) or the Office of Real Property Services - website: [www.orps.state.ny.us](http://www.orps.state.ny.us).

## **NEW YORK STATE ENERGY and RESEARCH DEVELOPMENT AUTHORITY:**

NYSERDA's principal goal is to help all New York State utility customers solve their energy and environmental problems while developing new, innovative products and services that can be manufactured or commercialized by New York State firms. There are various opportunities available to agricultural related projects.

- **Agricultural Innovations:** An Overview Brochure
- **Biomass and Agriculture:** Emphasizes the use of low-cost waste biomass such as agricultural and forestry waste streams to products including fuels and chemicals.
- **Smart Equipment Choices:** Incentive awards available under this PON defray a portion of the incremental capital cost to purchase and install energy-efficient equipment.
- **New York Energy Smart Loan Fund:** Provides interest rate reductions on loans for energy-efficient projects and renewable technologies
- **New York Energy Smart Photovoltaic (PV) or Solar-Electric System Incentive Program:** How to make solar energy work.
- **Technical Assistance:** Flex Tech; Energy Audit

### **NYSERDA**

17 Columbia Circle  
Albany, NY 12203  
1-866-697-3732  
[www.nyserdera.com](http://www.nyserdera.com)

## **EMPIRE STATE DEVELOPMENT**

**New York State's Rural Economic Revitalization Program:** The Rural Economic Revitalization Program focuses on developing indigenous small businesses, utilizing existing resources, and providing financing for certain types of agribusiness endeavors. The program authorizes financial and technical assistance targeted to community economic development activities in New York's rural communities.

Administered by Empire State Development, components of the new Rural Economic Revitalization Program will include:

- Rural Revitalization Assistance Grants. The Rural Revitalization Grants provide matching funds of up to \$100,000 not-for-profit corporations, public benefit corporations, agricultural cooperative corporations and educational institutions serving rural areas for grassroots assistance for value-added agribusinesses and small business development and growth in rural areas.
- Rural Enterprise Extension Services. Extension services would offer up to \$50,000 to existing providers of technical assistance services (on a matching basis), enabling them to hire circuit riders to reach small businesses in sparsely populated rural areas.
- Agricultural job training assistance for farm workers
- Grants to establish or expand farmers' markets
- Grants to establish incubator facilities for rural entrepreneurship
- Agricultural Industry Competitive Assistance loans, loan guarantees and interest subsidy grants

**Empire State Development**  
Southern Tier Regional Office  
State Office Building  
44 Hawley Street, 15th Floor  
Binghamton, NY 13901  
(607) 721-8605  
[www.empire.state.ny.us](http://www.empire.state.ny.us)

**NYBDC's AGRIBUSINESS LENDING PROGRAM:** The New York Business Development Corporation's Agribusiness Program was designed to facilitate the sustenance and growth of agriculture related businesses in New York State.

**New York Business Development Corporation, Agribusiness Division**

50 Beaver Street  
Albany, NY 12207  
800-923-2504

[www.nybdc.com/agricultural.htm](http://www.nybdc.com/agricultural.htm)

**NORTHEAST REGION SUSTAINABLE AGRICULTURE RESEARCH & EDUCATION**

**(SARE)** : The Northeast Region Sustainable Agriculture Research and Education Program encourages farmers in the Northeast who want to explore innovative sustainable practices on their farms to apply for grants. The Farmer/Grower Grant Program allows farmers and growers to conduct experiments, try new approaches, and test emerging ideas about agricultural sustainability.

University of Vermont  
Hills Building  
105 Carrigan Drive  
Burlington, VT 05405  
(802) 656-0471

[www.uvm.edu/~nesare](http://www.uvm.edu/~nesare)

**USDA**

**Rural Development Programs:** The mission of the Rural Business-Cooperative Service (RBS) of USDA Rural Development is to enhance the quality of life for rural Americans by building competitive businesses and cooperatives that can prosper in the global marketplace.

**Commercial Lending-- Business and Industry Loan Guarantee:** The Business and Industry Guarantee Loan Program helps create jobs and stimulates rural economies by providing financial backing for rural businesses. Most businesses located in rural areas are eligible, including tourism, recreation (except golf courses and race tracks), amusement, and hotels. Charitable, educational or religious organizations are not eligible, and farming is not eligible unless it is part of a larger business that is also processing agricultural products. Farmers can apply for loan guarantees to purchase stock in a new cooperative that will be processing their crop.

**Rural Business Opportunity Grants:** Rural Business Opportunity Grants (RBOG) are available to promote sustainable economic development in rural communities with exceptional need. Grants will be used to provide technical assistance for business development and economic development planning.

**Rural Business Enterprise Grants:** Rural communities can receive assistance in promoting the development of small businesses through the Rural Business Enterprise Grant (RBEG) program. Grants are made to public bodies or not-for-profit organizations. Grantees use the funds to promote the development of small private businesses, which are defined as having 50 or fewer new employees and less than \$1 million in projected annual gross revenue.

**Cooperative Development:** The overall goal of Cooperative Services is to provide a realistic view of what it will take to make a new cooperative succeed. Cooperative Services' professional staff provides technical assistance, research, statistics, education, and information to agricultural cooperatives and to groups planning to form a cooperative type of organization. Cooperative Services also provides technical assistance to existing cooperatives facing problems or challenges. Technical assistance could include helping a cooperative develop a strategic marketing plan, making a crucial decision about merging or forming a joint venture with other cooperatives, or improving its business structure and operating efficiency.

### **Rural Development Service Center Office**

Johnstown Service Center  
113 Hales Mills Road  
Johnstown, NY 12095-9742  
(518) 762-0077  
[www.rurdev.usda.gov](http://www.rurdev.usda.gov)

**Agricultural Marketing Services:** The U.S. Department of Agriculture's Agricultural Marketing Service administers programs that facilitate the efficient, fair marketing of U.S. agricultural Products, including food, fiber, and specialty crops. AMS programs promote a strategic marketing perspective that adapts product and marketing practices and technologies to the issues of today and the challenges of tomorrow.

### **THE SMALL BUSINESS ASSOCIATION:**

**Business Opportunities:** Certain agribusiness activities may be eligible for assistance through the SBA's primary business loan program. There are a number of small business loan programs that address specific needs. Services available through the SBA include:

- Free counseling, advice and information on starting a business through the Service Corps of Retired Executives (SCORE).
- Financial assistance for new or existing businesses through guaranteed loans made by area bank and non-bank lenders.
- Free consulting services through the network of Small Business Development Centers. SBDCs also conduct training events throughout the district - some require a nominal registration fee.
- Assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the Minority Enterprise Development Program.
- Women's Business Ownership Representatives are available to advise women business owners.
- Special loan programs are available for businesses involved in international trade.
- If you're a credit-worthy veteran, you can get a guaranteed loan. A Veterans Affairs Officer is available to assist you.

**Disaster Recovery Program:** If you are a declared disaster area and are the victim of a disaster, you may be eligible for financial assistance from the U.S. Small Business Administration - even if you don't own a business. As a homeowner, renter and/or personal-property owner, you may apply to the SBA for a loan to help you recover from a disaster.

**Personal Property Loan:** This loan can provide a homeowner or renter with up to \$40,000 to help repair or replace personal property, such as clothing, furniture, automobiles, etc., lost in the disaster. As a rule of thumb, personal property is anything that is not considered real estate or a part of the actual structure. This loan may not be used to replace extraordinarily expensive or irreplaceable items, such as antiques, collections, pleasure boats, recreational vehicles, fur coats, etc.

**Real Property Loan:** A homeowner may apply for a loan of up to \$200,000 to repair or restore their primary home to its pre-disaster condition. The loan may not be used to upgrade the home or make additions to it. If, however, city or county building codes require structural improvements, the loan may be used to meet these requirements. Loans may be increased by as much as 20 percent to protect the damaged real property from possible future disasters of the same kind.

**The Small Business Association**  
Syracuse District Office  
401 S. Salina Street, 5th Floor  
Syracuse, NY 13202  
(607) 734-8130 or (315) 471-9393  
[www.sba.gov/ny/syracuse](http://www.sba.gov/ny/syracuse)

# TECHNICAL RESOURCES

## OTSEGO COUNTY USDA SERVICE CENTER

**Otsego County Soil and Water Conservation District:** The Otsego County Soil and Water Conservation District (SWCD) has a mission to develop a responsible Soil & Water Conservation program for the county that will be implemented through the SWCD. The SWCD assists in organizing, developing and implementing programs, on matters relating to natural resource conservation. The SWCD partners with State and Federal agencies, including the NRCS to reduce and eliminate the pollution of the county's water resources.

The SWCD offers many programs to the residents of Otsego County. Some of these programs include: Tree & Shrub Program, Agriculture Assessment, Soil Information, Water Quality Management, Conservation Education, Topographic Map Sales, Mine Land Reclamation Plans.

### **Otsego County Soil and Water Conservation District**

Jason Mulford  
967 County Highway 33  
Cooperstown, NY 13326  
(607) 547-8337 / (607) 547-8814 (fax)

**Farm Service Agency:** The FSA administers the federal farm programs of Price Stabilization and Agricultural Conservation. Price stabilization and conservation work together to save the soil, preserve clean water, protect farm income, and assure food supplies.

### **Farm Service Agency**

Bill Gibson  
967 County Highway 33  
Cooperstown, NY 13326  
(607) 547-8337 / (607) 547-8814 (fax)  
[www.fsa.usda.gov](http://www.fsa.usda.gov)

**Natural Resources Conservation Service:** The Natural Resources Conservation Service (NRCS) is a Federal agency under the Department of Agriculture. NRCS's mission is to provide leadership in a partnership effort to help people conserve, improve, and sustain our natural resources and the environment. The NRCS works hand-in-hand with Otsego County landowners to conserve natural resources on their property.

The NRCS has a "toolbox" of programs available to assist individuals or groups with their conservation needs that are derived from the provisions of the 2002 Farm Bill. The programs are primarily financially driven and are strictly voluntary.

### **Natural Resources Conservation Service**

Jim Palano  
967 County Highway 33  
Cooperstown, NY 13326  
(607) 547-8337 / (607) 547-8814 (fax)  
[www.nrcs.usda.gov](http://www.nrcs.usda.gov)

## **CORNELL COOPERATIVE EXTENSION OF OTSEGO COUNTY**

The Cornell Cooperative Extension educational system enables people to improve their lives and communities through partnerships that put experience and research knowledge to work. The CCE of Otsego County offers numerous programs designed to assist the agricultural community. Some of these programs include:

**Agriculture Vitality:** The Agriculture Vitality Program focuses on assisting farming and related businesses through economic development activities to maintain the viability of the industry in the area. It provides up-to-date technical information to assist producers to enhance their productivity, reduce the cost of production and increase their profit margin.

**Central New York Dairy, Livestock and Field Crops Program:** Cornell Cooperative Extension Associations of Chenango, Fulton, Herkimer, Montgomery and Otsego counties sponsor this regional program. They publish fact sheets, newsletters and press releases as well as providing one-on-one assistance to producers. The Team's objectives are listed below and are achieved through classes, seminars and workshops.

### Objectives:

- Increase the competitiveness and profitability of the dairy, livestock and field crops industries in participating counties
- Encourage producers to adopt progressive, productive, and profitable management practices
- Instruct and encourage adoption of conserving crop practices consistent with profitability
- Increase producers' awareness and understanding of marketing and management opportunities
- Encourage producers to adopt environmentally sound practices

### **Cornell Cooperative Extension**

Cooperstown Office  
123 Lake Street  
Cooperstown, NY 13326  
(607) 547-2536 / (607) 547-5180 (fax)

Oneonta Office  
31 Maple Street  
Oneonta, NY 13820  
(607) 433-2521 / (607) 436-9682 (fax)

[www.cceotsego.org](http://www.cceotsego.org)

## **SPECIALIZED AG EDUCATION**

**Cornell University College of Agricultural Life Science:** With more than three thousand students, the College of Agriculture and Life Sciences (CAL S) is the second largest undergraduate college at Cornell and the third largest college of its kind in the United States. In national surveys, CAL S ranks as the best college of agriculture and related sciences in the country. Through teaching, research, and extension—CAL S strives to improve the nation's food supply and maintain its safety, to enhance the environment, and to help people improve their lives.

### **The Community Food and Agriculture Program**

The Agriculture, Food and Community Partnership integrates and coordinates Cornell University's College of Agriculture and Life Sciences' teaching, research and extension activities in the areas of small farms, community food systems, community agriculture development, and agriforestry. At this site you can learn about these activities and easily access information about projects and organizations within New York State, regionally, and nationally that are working to promote communities with sustainable food and agriculture systems.

### **NYS College of Agriculture and Life Sciences**

260 Roberts Hall, Cornell University  
Ithaca, NY 14853  
(607) 255-2241

[www.cals.cornell.edu](http://www.cals.cornell.edu)

**SUNY Morrisville College of Agriculture and Technology:** SUNY Morrisville is a residential college of agriculture and technology offering bachelor and associate degrees in more than 70 academic programs and options. The School of Agriculture and Natural Resources include: Ag engineering, Ag Science, Environmental Sciences, Equine Science, and Horticulture.

**The Agri-Business Center** cultivates new agricultural business, as well as, enhances existing business statewide. The facility is located on the campus of SUNY Morrisville. Its location makes it ideal for agricultural communities, as well as, its partnership with Cornell University. For more information on using the facility, fees involved, specifications and regulations, please contact Jim McFadden, Facility Manager at 315-684-6324 or e:mail [mcfaddjj@morrisville.edu](mailto:mcfaddjj@morrisville.edu).

**SUNY Morrisville**  
PO Box 901  
Morrisville, NY 13408  
1-800-258-0111  
[www.morrisville.edu](http://www.morrisville.edu)

**SUNY Cobleskill College of Agriculture and Technology:** SUNY Cobleskill offers one of the largest and most diverse agricultural programs in the eastern United States including studies in Agricultural Business & Science, Agricultural Engineering Technology, and Plant Science. It is the only SUNY college in New York with an agricultural complex right on the main campus, a 650-acre complex with an operating farm, dairy processing facility, a 40,000 gallon fish hatchery, meat lab, horse stables, greenhouses and floral shop, and a diesel technology shop.

**SUNY Cobleskill**  
Cobleskill, NY 12043  
1-800-295-8988  
[www.cobleskill.edu/academic/ag](http://www.cobleskill.edu/academic/ag)

### **CENTER FOR AGRICULTURAL DEVELOPMENT AND ENTREPRENEURSHIP**

CADE's vision is to build a vibrant local food system where small farms and locally owned agricultural businesses thrive, and where consumers have access to healthy, sustainable produced food.

CADE's projects & programs include:

- **Agriventure Program** - Promoting successful farm and agricultural businesses in central New York.
- **Grass-Based Meats Project** - An association of family farmers in Central New York, raising their animals naturally, on pasture, without the use of hormones or antibiotics.
- On-Farm Poultry Processing Study
- Innovative Approaches to Collaboration and Organization for Agricultural Marketing Cooperatives Project
- Agricultural Products Distribution Initiative
- The Upstate/Downstate Agriculture and Marketing Education Partnership

Kevin Hodne, Director  
**CADE**  
250 Main Street  
Oneonta, NY 13820  
(607) 431-6034  
[www.cadefarms.org](http://www.cadefarms.org)

## **NYS SMALL BUSINESS DEVELOPMENT CENTER**

The Small Business Development Center provides entrepreneurs and small business owners with management and technical assistance. The SBDC conducts various business seminars for small businesses. Counselors also specialize in several areas, including Feasibility Assessments, Marketing, Bookkeeping & Accounting Issues, Business Plan Development, Growth and Expansion, Sources of Capital, and Exporting. There are no fees for direct confidential counseling.

**Binghamton University**  
PO Box 6000  
Binghamton, NY 13902  
(607) 777-4024  
[www.binghamton.edu/sbdc](http://www.binghamton.edu/sbdc)

## **NEW YORK FARM BUREAU**

Farm Bureau is a non-governmental, volunteer organization financed and controlled by families for the purpose of solving economic and public policy issues challenging the agriculture industry. Farm Bureau's "grass roots" policy development process continues to ensure that the organization represents the majority position of its membership.

New York Farm Bureau programs and services are available only to Farm Bureau members within New York.

**New York Farm Bureau, Inc.**  
Route 9W, P.O. Box 992  
Glenmont, NY 12077-0992  
(518) 436-8495  
[www.nyfb.org](http://www.nyfb.org)

## **NEW YORK FARM NET**

FarmNet provides farm families with a network of contacts and support services to help them develop skills for dealing with life challenges and transitions - through personalized education, confidential consulting, and referral. NYFARM.net is a great source for the latest news about federal and state new agri-business and farm assistance, as well as information about new grant rounds.

**NY FarmNet**  
415 Warren Hall  
Ithaca, NY 14853-7801  
1-800-547-FARM (3276)  
[www.nyfarmnet.org](http://www.nyfarmnet.org)

## MILK COMPANIES SERVING OTSEGO COUNTY

Agri-Mark, Inc.  
PO Box 5800  
Lawrence, MA 01842  
(978) 689-4442  
[www.agri-mark.net](http://www.agri-mark.net)

Allied Federated Coops, Inc.  
49 Jameson Rd.  
Canton, NY 13617  
(315) 386-8116  
[www.alliedcoops.com](http://www.alliedcoops.com)

Dairy Farmers of America, Inc.  
10220 N. Ambassador Dr.  
Kansas City, MO 64153  
(888) 332-6455  
[www.dfamilk.com](http://www.dfamilk.com)

Dairylea Cooperative, Inc.  
PO Box 4844  
Syracuse, NY 13221-4844  
(800) 654-8838  
[www.dairylea.com](http://www.dairylea.com)

Garelick Farms  
PO Box 4810  
Syracuse, NY 13221-4810

Parmlat Northeast Business Unit  
Farmland Dairies  
520 Main Ave  
Wallington, NJ 07057  
[www.parmalatusa.com](http://www.parmalatusa.com)

Queensboro Farm Products, Inc.  
4 Rasbach Ave.  
Canastota, NY 13032  
(315) 687-6133

South New Berlin, Milk  
Cooperative  
PO Box 232  
South New Berlin, NY 13843

Worcester Creameries  
PO Box 249  
2 Railroad Ave.  
Worcester, NY 12197  
(607) 397-8791

## USDA FULL SERVICE PROCESSING PLANTS

Country Packing  
RD #3  
Oneonta, NY 13820  
(607) 433-0495

Steiner Packing Company  
18 Church Street  
Otego, NY 13825  
(607) 988-7723

Meat Processing Lab  
SUNY Cobleskill  
Cobleskill, NY 12043

Schaller's Slaughterhouse  
Route 8  
Bridgewater, NY 13313  
(315) 822-3924

**Custom Cutting & Smoking**  
Hobart Meat Market  
Box C  
Hobart, NY 13788  
(607) 538-9721

## RELATED INTERNET LINKS

AgExport Links - [www.agexportlinks.org](http://www.agexportlinks.org)  
Agricultural Marketing – [www.agmarketing.extension.psu.edu](http://www.agmarketing.extension.psu.edu)  
Agricultural Marketing Service – [www.ams.usda.gov](http://www.ams.usda.gov)  
Agricultural Network Information Center - [www.agnic.org](http://www.agnic.org)  
Agriscap – [www.agriscap.com](http://www.agriscap.com)  
Appropriate Technology Transfer for Rural Areas – [www.attra.ncat.org](http://www.attra.ncat.org)  
Centers for Disease Control and Prevention – [www.cdc.gov](http://www.cdc.gov)  
Community Alliance with Family Farmers - [www.caff.org/sustain/resource\\_groups.html](http://www.caff.org/sustain/resource_groups.html)  
Economic Research Service – [www.ers.usda.gov](http://www.ers.usda.gov)  
Food Export USA - [www.foodexportusa.org](http://www.foodexportusa.org)  
Growers' Connection - [www.nwpub.net](http://www.nwpub.net)  
Growing New Farmers – [www.northeastnewfarmer.org](http://www.northeastnewfarmer.org)  
Local Harvest - [www.localharvest.org](http://www.localharvest.org)  
Meadow Raised Meats Association - [www.meadowraisedmeats.com](http://www.meadowraisedmeats.com)  
New England Small Farm Institute - [www.smallfarm.org](http://www.smallfarm.org)  
New York AgriDevelopment Corporation – [www.mda-cny.com](http://www.mda-cny.com)  
New York Center for Agricultural Medicine and Health - [www.nycamh.com](http://www.nycamh.com)  
New York State Agricultural Experiment Station in Geneva - [www.nysaes.cornell.edu](http://www.nysaes.cornell.edu)  
NYS Farmers Direct Marketing Association - [www.nysfdma.com](http://www.nysfdma.com)  
Northeast Dairy Compact Commission - [www.dairycompact.org](http://www.dairycompact.org)  
National Agricultural Library – [www.nal.usda.gov](http://www.nal.usda.gov)  
Northeast Organic Farming Association - [www.nofany.org](http://www.nofany.org)  
South Central New York Resource Conservation and Development – [www.norwich.net/socnyrcd](http://www.norwich.net/socnyrcd)  
Today's Market Prices - [www.todaymarket.com](http://www.todaymarket.com)  
US Senate Committee on Agriculture, Nutrition and Forestry – [www.senate.gov/~agriculture](http://www.senate.gov/~agriculture)

## PUBLICATIONS

[Adding Value to Farm Products: An Overview \(PDF\)](#)

August 2001; 11 pages

Appropriate Technology Transfer for Rural Areas

[Agribusiness Planning: Providing Direction for Agricultural Firms \(PDF\)](#)

2002; 12 pages

Penn State College of Agricultural Sciences;

Agricultural Research and Cooperative Extension

[Agritourism in New York: Management & Operations \(PDF\)](#)

1999; 8 pages

NY Sea Grant/Cornell University

[Agritouriam in New York: A Market Analysis \(PDF\)](#)

1999; 8 pages

NY Sea Grant/Cornell University

[Considerations For Agritourism Development \(PDF\)](#)

1998; 28 pages

NY Sea Grant/Cornell University/NOAA, Department of Commerce

[Custom Agricultural Business: A Guide To Get You Started \(PDF\)](#)

2003; 36 pages

Penn State College of Agricultural Sciences;

Agricultural Research and Cooperative Extension

[Doing Your Own Market Research: Tips on Evaluating the Market for New Farm-Based Enterprises \(PDF\)](#)  
1988; 6 pages  
Cornell University

["Green" Markets for Farm Products \(PDF\)](#)  
January 2001; 4 pages  
Appropriate Technology Transfer for Rural Areas

[How To Direct-Market Products On The Internet \(PDF\)](#)  
December 2000; 50 pages  
USDA/AMS/TMP/MSB; Washington DC

[So You Want To Be A Farmer? \(PDF\)](#)  
1999; 60 pages  
Canadian Farm Business Management Council

# FARMLAND CONSERVATION

## OTSEGO COUNTY FARMLAND PROTECTION PLAN

In 1999 the Otsego County's Planning Department and the Otsego County Farmland Protection Board developed Otsego County's Farmland Protection Plan. Otsego County maintains a comprehensive strategy to help those wishing to remain in farming. The cornerstone of the plan is the development of local initiatives to maintain the economic viability of the agricultural industry, protect its land base and preserve the values associated with agriculture. A variety of tools and activities are recommended to meet the established goals. These goals are:

1. Improve awareness and recognition of the importance of the economic and environmental roles of agriculture in Otsego County
2. Improve profitability and the economic viability of farms in Otsego County and encourage new farming and agriculturally related enterprises.
3. Ensure that farming can continue as an industry and strengthen the role of agriculture in Otsego County's economic development
4. Implement long term, cost effective farmland protection measures
5. Protect lands for agricultural uses so that a critical mass of farmland is available and ensure and improve sustainability of the agricultural infrastructure that supports farming in Otsego County
6. Enhance and improve farm-transfer programs so that needs of retiring and new farm operators are met and farms and farmland are protected
7. Sustain the rural landscape and the natural resources that support both farm and non-farm uses and seek to acknowledge the environmental benefits of farmland.

For a complete copy of the Otsego County Farmland Protection Plan, please contact

**The Otsego County Planning Department**

Dianne Carlton

34 Chestnut Street

Cooperstown, NY 13326

(607) 547-4225

[www.otsegocounty.com/planning](http://www.otsegocounty.com/planning)

**AGRICULTURAL DISTRICTS:** Agricultural districts provide the framework to limit unreasonable local regulation on farm practices, to modify public agencies' ability to acquire farmland through eminent domain, and to modify the right to advance public funds to construct facilities that encourage development. The law also requires state agencies to modify their administrative regulations and procedures to encourage the continuation of farm businesses. Right to Farm provisions provide protection from private nuisance suits for land in agricultural districts and parcels receiving agricultural assessments outside districts.

Otsego County has 12 Agricultural Districts created under Article 25AA that encompasses 186,436 total acres. The first district was formed in 1973 and includes the towns of Laurens, Morris, Otego, and Oneonta. The most recent district was formed in 1994 in the towns of Burlington, Exeter and Edmeston. The largest district is 31,692 acres in the towns of Springfield, Cherry Valley and Middlefield.

Benefit assessments, special ad valorem levies, or other rates and fees for the finance of improvements such as water, sewer or nonfarm drainage may not be imposed upon land used in agricultural production and within an agricultural district unless such charges were imposed prior to the formation of the agricultural district.

The Agricultural Districts Law also provides for reduced property tax bills for land in agricultural production by limiting the assessment of such land to its prescribed agricultural assessment value. Owners whose land satisfies the eligibility requirements may apply for an agricultural assessment.

## How Agricultural Assessment Values are Determined

There are two factors necessary in determining agricultural assessments. First, a land classification system is needed to establish the different levels of land quality for which values must be determined. Second, a base agricultural assessment value must be calculated and an agricultural assessment per acre assigned for each level of land quality designated.

For additional information on the agricultural assessment program contact any of the following:

- [The Otsego County Planning Department](#) (607) 547-4225
  - [The local assessor \(see list for each municipality\)](#)
- [New York State Office of Real Property Services](#) (518) 486-5446
- [New York State Department of Agriculture and Markets](#) (518) 457-2713

**PURCHASE OF DEVELOPMENT RIGHTS:** In 1996, New York State provided counties that have approved farmland protection plans with implementation grants to purchase development rights (PDR) on farmlands.

Purchase of development rights (PDR) is a voluntary farmland protection technique that pays farmland owners for permanently protecting land for agriculture. Since 1996, New York State has committed more than \$40 million to its Farmland Protection Program for the purchase of development rights on thousands of acres around the state, helping keep viable farms in production. Funding for New York State's Farmland Protection Program comes through the New York State Environmental Protection Fund and from the Governor's Clean Water/Clean Air Bond Act.

The intent of the New York State Farmland Protection Program, while it reinforces open space protection, is to keep farms as part of the working landscape. The real goal of New York's Farmland Protection PDR program is to keep farms viable and functioning, and to help assure their continuation into the next generation. This is a different intent than open space protection programs which are administered and funded by national, state and regional organizations such as [The Open Space Institute](#) or the [New York State Department of Environmental Conservation](#) which is charged with New York State's open space conservation program.

The Otsego County Agricultural and Farmland Protection Board and the Otsego County Planning Department work to implement a Purchase of Development Rights (PDR) Program in Otsego County.

The Otsego County Agricultural and Farmland Protection Board, representing farms that are interested in having their properties considered for the PDR program, can submit applications to the grant program annually.

In the 2000-2001 funding cycle, New York State received more than \$63 million in PDR requests, and made \$12 million in PDR commitments to 16 farms across New York State.

For complete details on the Purchase of Development rights, visit  
[www.agmkt.state.ny.us/AP/agservices/farmprotect.html](http://www.agmkt.state.ny.us/AP/agservices/farmprotect.html)

## **HISTORIC BARN PROGRAMS**

### **New York State Barns Restoration and Preservation Grant Program**

The New York State Office of Parks, Recreation and Historic Preservation administers a historic barns grant program that funds up to 80% of the cost of repairs, with the recipient contributing the remaining amount through cash or in-kind service, to repair roofs, foundations, sills and framing systems for barns that will continue in active agricultural use and qualify for historic registry status.

The program goes beyond the existing tax credit program and provides an additional incentive for the restoration and preservation of agricultural landscapes that are a vital part of heritage tourism in New York State.

#### **New York State Office of Parks, Recreation and Historic Preservation**

(518) 474-0463

<http://www.nysparks.state.ny.us>

### **New York State Historic Barn Rehabilitation Tax Credit**

An income tax credit equal to 25% of the cost of rehabilitating historic barns is available to those projects that qualify. The following rules apply: it must be a barn; it must meet the tax definition of income-producing; it must have been built or placed in agricultural service before 1936; the rehabilitation cannot "materially alter the historic appearance" of the barn; and only costs incurred after January 1, 1997 are eligible.

### **BARN AGAIN! Program**

BARN AGAIN! is a national program that provides information to help owners of historic barns rehabilitate them and put them back to productive use on farms and ranches. They provide technical assistance through a BARN AGAIN! Hotline (303) 623-1504, publish rehabilitation guides, sponsor workshops, exhibits and other events, and present annual awards for the best examples of historic barns rehabilitated for continued farming use. BARN AGAIN! is sponsored by [the National Trust for Historic Preservation](#) and [Successful Farming](#) magazine.

[www.barnagain.org](http://www.barnagain.org)

**AMERICAN FARMLAND TRUST:** American Farmland Trust is the only nationwide nonprofit organization dedicated to protecting agricultural resources. Founded by a group of concerned farmers in 1980, AFT's mission is to stop the loss of productive farmland and to promote farming practices that lead to a healthy environment.

#### **American Farmland Trust**

1200 18<sup>th</sup> Street, NW, Suite 800

Washington, DC 20036

(202) 331-7300

[www.farmland.org](http://www.farmland.org)

**OTSEGO LAND TRUST:** The Otsego Land Trust is a not-for-profit public organization, which is committed to the protection of fragile ecosystems, farmlands, forests, and lands of scenic value in Otsego County. The Otsego Land Trust provides people who love their land with the opportunity to permanently preserve it while maintaining privacy and ownership. Preserving land is a personal choice that provides you and your community with a lasting legacy and various benefits. Financial advantages may include income tax deductions and lower estate taxes.

**The Otsego Land Trust...**

- Works cooperatively with landowners to achieve land conservation goals for their property.
- Assists property owners with drafting conservation easements.
- Provides referrals to attorneys, appraisers, accountants, and land planners familiar with conservation strategies.
- Accepts and monitors conservation easements.

**In community outreach, the Otsego Land Trust ...**

- Provides educational forums on land conservation opportunities.
- Collaborates with public and private organizations interested in protecting open space and working landscapes in Otsego County.
- Assists community leaders in exploring ways to conserve land in their area.
- Supports and aids in the implementation of the *Otsego County Agricultural and Farmland Protection Plan*.

**In addition, the Otsego Land Trust...**

- Explores ways to access funds for purchase of development rights (PDRs), conservation easements, or land.
- Maintains memberships and works in partnership with other land conservation organizations including the Land Trust Alliance of New York and the American Farmland Trust.

**Otsego Land Trust**  
P.O. Box 173  
101 Main Street, Pioneer Alley  
Cooperstown, New York 13326  
607-547-2366  
[info@otsegoandtrust.org](mailto:info@otsegoandtrust.org)  
[www.otsegoandtrust.org](http://www.otsegoandtrust.org)

# PRODUCTS and EVENTS

## FARMERS' MARKETS LOCATIONS

### **The Cooperstown Farmers' Market**

Pioneer Alley, off Main Street  
Cooperstown, NY  
(607) 547-6195  
Saturdays, May – October:  
9am – 2pm

### **Oneonta Farmers' Market**

Main Street Plaza  
Oneonta, NY  
(607) 431-6034  
Tuesdays, August – September:  
2-6pm  
Saturdays, June – October:  
9am – 2pm

### **Rich Spa Farmers' Market**

54 Lake Street  
Richfield Springs, NY  
Thursdays, June – October:  
3:30 – 7:30pm

**COMMUNITY SUPPORTED AGRICULTURE:** CSA reflects an innovative and resourceful strategy to connect local farmers with local consumers; develop a regional food supply and strong local economy; maintain a sense of community; encourage land stewardship; and honor the knowledge and experience of growers and producers working with small to medium farms. CSA is a partnership of mutual commitment between a farm and a community of supporters that provides a direct link between the production and consumption of food. Supporters cover a farm's yearly operating budget by purchasing a share of the season's harvest. CSA members make a commitment to support the farm throughout the season, and assume the costs, risks and bounty of growing food along with the farmer or grower. Members help pay for seeds, fertilizer, water, equipment maintenance, labor, etc. In return, the farm provides, to the best of its ability, a healthy supply of seasonal fresh produce throughout the growing season, often at below retail prices. Becoming a member creates a responsible relationship between the people and the food they eat, the land on which it is grown and those who grow it.

Community members sign up and purchase their shares, either in one lump sum before the seeds are sown in early spring, or in several installments throughout the growing season. Production expenses are thereby guaranteed and the farmer or grower starts receiving income as soon as work begins.

In return for their investment, CSA members receive a bag of fresh, locally-grown, typically organic produce once a week from late spring through early fall, and occasionally throughout the winter in northern climates and year-round in milder zones.

Contact these farmers to see how you can become involved!

### **Annutto's Farm Stand**

Debra & Anthony Annutto  
5396 St Hwy 7, East End  
Oneonta, NY 13820  
(607) 432-7905

### **Earth's Harvest Farm**

Paul & Julie Koch  
2835 St Hwy 51  
Morris, NY 13808  
(607) 263-5536

### **Mountain Harvest Organic Farm**

George & Renata Joseph  
572 Co. Hwy 36A  
Schenevus, NY 12155  
(607) 638-8090

[mtnharvest2003@yahoo.com](mailto:mtnharvest2003@yahoo.com)

### **Pollack Mountain Farm**

Michael & Deborah Black  
448 Pollack Mountain Road  
Cherry Valley, NY 13320  
[goodie@dmcom.net](mailto:goodie@dmcom.net)

### **Susquehanna Community Supported Agriculture Project**

687 Co Hwy 59  
Cooperstown, NY 13326  
Eric Forester (607) 547-1353  
Amy Williams (607) 547-4060  
Late Spring/Summer/Fall, Tuesdays, 4-8pm  
Weekly delivery and distribution at the Brookwood School

For further information on any of these programs or services, please contact: