



Improving New York Agriculture through Education, Leadership Development and Recognition Programs since 1832

Growing into the Future: Successful Farm Business Transitions

January 5, 2012 • Syracuse, NY

Annual Forum Co-Sponsored by
NYS Dept. of Agriculture & Markets

Transitioning a farm from one owner to another, or from one generation to another, is always a business challenge. But understanding the process, potential pitfalls, and that the transition involves more than just the mechanics of a business transfer, can alleviate some of the stress of that transition. Negotiating differences in communication styles, work ethic, reward systems, and business goals are the hallmark of a successful farm transition. At this year's forum, we will hear from an expert in family business continuity as well as first-hand from farmers who have navigated these transitions; our panel will represent a diverse cross-section of today's current and next-generation farmers.

-Please see **TRANSITIONS**, page 3

The Worst of Mother Nature Brings Out the Best of Human Nature



THANK YOU for coming to the aid of fellow farmers in the many areas devastated by Hurricane Irene & Tropical Storm Lee!

There are countless stories of individuals and businesses in our agricultural community offering a helping hand with cleanup efforts, providing tools, gloves, boots, housing displaced animals (&

people!), donating feed, labor, rebuilding tractors and barns, lending equipment, supplying produce to farm stands and markets, raising funds, and the list goes on. Progress continues and farmers are "making lemonade" thanks in part to the efforts and contributions of volunteers – family, friends, neighbors, and MANY farmers helping farmers.

President's Message

From Dave Teter



In my travels around the State this year and talking with several farmers, the common topic was the weather. It has been a difficult year, and I hope this newsletter finds you in better times.

Your NYS Ag Society Board of Directors and Committees have been very busy. Our Board's summer meeting was held in Watertown in mid-July; we had a great meeting and some excellent tours thanks to board members Fred Perrin, past president Mike Haycook and their committee. We also enjoyed a delicious dinner at the home of board member Elwyn Voss & family in Alex Bay and were joined by NYS Ag Commissioner Darrel Aubertine from the North Country. A big thank you to Elwyn & Jennifer Voss and family for their hospitality and donation of proceeds from the dinner to our new Foundation, which is now formed and receiving contributions.

-Please see **PRESIDENT**, page 6

What's Inside

Membership 2012.....	2
In The News.....	3
In The Field.....	6
LEAD New York.....	7

2011 Business Members

Please Renew for 2012!

Gold (\$1,000)

Cargill, Inc.
 Farm Credit East, ACA
 Farm Credit Northeast
 AgEnhancement
 Freed Maxick & Battaglia, CPAs
 NYS Dept. of Agriculture & Markets
 Scolaro, Shulman, Cohen, Fetter & Burstein, P.C.
 The Voss Group

Silver (\$500)

Alfred State College
 Alpha Gamma Rho, Cornell University
 American Dairy Association & Dairy Council, Inc.
 Battenkill Valley Creamery
 Blue Seal Richer Dairy Nutrition
 CoBank
 Cornell University College of Ag & Life Sciences
 Erie & Niagara Insurance Association
 Foster's Farm Sagaponack, LLC
 Mercer's Dairy
 New York Farm Bureau Member Services
 New York Wine & Grape Foundation
 New York Wine Industry Association
 Red Jacket Orchards
 SUNY Cobleskill
 USDA Natural Resources Conservation Service

Membership...Renew and Recruit for 2012!

Whether you're an individual or business, membership in today's New York State Agricultural Society represents an unparalleled opportunity to involve yourself in a large cross section of New York agriculture. The Society explores the issues important to New York's agricultural industry every January at our Annual Forum and participation provides Society members with the best agricultural networking opportunities available anywhere. Membership in the Society is a bargain. **Renew yours today and refer a friend. You won't regret it.**

Business Member Benefits for 2012

We appreciate the generous support from our business/organization members and want to reward your loyalty with greater visibility in our publications and at our Forum. Please act by December 1st to take full advantage of these NEW benefits!

Bronze	\$250	Listing in Forum Program Book Exhibit Space at Forum <i>(To reserve your space, send payment by December 1)</i> Listing in Spring & Fall Cultivators Listing on Society's web site 1 Individual Membership for 2012	(\$500 Value!)
Silver	\$500	ALL of the Bronze Level Benefits PLUS: Half Page Ad in Forum Program Book <i>(Camera ready ad must be submitted by December 1)</i> 1 Forum Registration, Lunch & Dinner	(\$750 Value!)
Gold	\$1000	ALL of the Silver Level Benefits PLUS: Full Page Ad in Forum Program Book <i>(Camera ready ad must be submitted by December 1)</i> 4 Forum Registrations, Lunches, Dinners, Memberships Your Logo on screen during "down time" at Forum	(\$1500 Value)

2012 MEMBERSHIP NYS AGRICULTURAL SOCIETY

Copy this form - Use one for your own membership and introduce a friend or business associate to join the Society!

Sign me up for 2012

___ Individual Membership <i>(one person)</i>	\$20
___ Lifetime Membership <i>(one person)</i>	\$200
___ Business Membership <i>(circle one)</i>	\$250 \$500 \$1000

Business Members: Act by December 1st to take advantage of new opportunities for visibility!

Name: _____

Business/Organization: _____

Address: _____

Phone: _____ E-mail: _____

Please make check payable to: **NYS Agricultural Society**
 Mail to: 493 Charlton Road, Ballston Spa, NY 12020



Keynote speaker Dave Specht is coordinator of Family Business Programs and a lecturer in Family Business Management at the University of Nebraska-Lincoln. He also owns a family business consulting firm called Advising Generations, LLC. Dave is a writer and speaker on the topics surrounding the unique complexities of Family-Owned Businesses. His work was recently featured in *Farm Journal*, *Nebraska Farmer Magazine*, *Bloomberg Businessweek*, *Family Business Magazine* and *The New York Times*. Specht has gained national attention for his creation of *The Family Business Continuity Audit*®.

This year, the Society honors Bicentennial Farms and will also recognize Businesses of the Year, Outstanding Journalists, Agricultural Promotion efforts and Farm Safety winners at its annual Pride of New York awards luncheon.

All are encouraged to stay for a reception celebrating our 180th anniversary and evening activities to include the New York Bounty Banquet dinner, awarding of the FFA Chapter of the Year, the Society's Distinguished Service Citation and the State of the State's Agriculture Address by NYS Dept. of Agriculture & Markets Commissioner, Darrel Aubertine.

The Annual Forum is a great opportunity to take a break from routine, explore a topic applicable to us all, and to network with agricultural exhibitors and colleagues.

We look forward to seeing you in January!
Diane Held, Vice President & Program Committee Chair

In The News

Two NYS Agricultural Society Directors earn National Distinction:

- Congratulations to Dave Tetor, honored by the National Association of County Agricultural Agents at their annual conference in Overland Park, KS. Dave is the 2011 Hall of Fame recipient for the Northeast Region – the highest honor presented by the National Association, and is the first Agent from New York State to receive this award.
- Congratulations to Bill Peck, named 2011 National Dairy Shrine Distinguished Cattle Breeder! Bill was honored at the World Dairy Expo in Madison, WI.



Tallest Corn in World's History, photo submitted by Jason Karl, jrk36@cornell.edu, shows a 34-foot stalk of corn grown in New York State.

2011 Business Members - Continued -

Bronze (\$250)

AgCore, Inc.
American Agriculturist
American Farmland Trust
CaroVail Fertilizer
Cornell Cheese Club
CY Farms/Batavia Turf
Davidson Fink, LLP
Harvest Fresh Farms
Knapp Farm
LEAD New York
Linwood Commodities, LLC
McCadam Cheese Co., Inc.
Morrisville State College
New York Apple Association, Inc.
New York Corn & Soybean Growers' Association
New York Farm Viability Institute
New York State Grange
NYCAMH - NY Center for Ag Medicine & Health
NYS Horticultural Society
NYS Maple Producers Assn.
NYS Vegetable Growers Assn., Inc.
Plainville Farms
Ramona's Dressings
Sirius Change, LLC
Upstate NY Growers & Packers
Watershed Agricultural Council

Please renew your
2012 Membership

Feast from the Field



Thank You to the Feast From the Field

1st Annual!



On a perfect summer Saturday afternoon, August 13th, 150 farmers, neighbors, sponsors, family and friends gathered in an alfalfa field atop the Genesee Valley. We wined and dined on a vast array of local foods and beverages, all carefully selected and prepared by The Rabbit Room of Honeoye Falls.

As we enjoyed the view across the valley and appreciated visiting with one another, we were able to generously donate to the newly formed New York State Agricultural Society Foundation. Founded within this past year, the Foundation's mission is dedicated to support of the society's mission of education, leadership development and recognition. "Planting the seeds for the future" is the foundation's tag line, according to Elwyn Voss who has been a key player in the development of this 501c3 organization. Ann Shephard adds, "we're not willing to wait and see what's left to harvest from NY Agriculture. We want to help select those seeds, work with the implementation and development, and celebrate the success of our farm efforts across the state."

Farm Donors:

Potatoes from Abe Datthyn Farms - Sodus
 Tomatoes and peppers from Amos Zittel & Sons, Inc. - Eden
 Blueberries from Brown's Berry Patch - Waterport
 Assorted cheeses from Cuba Cheese - Cuba
 Goat cheeses from First Light Farm & Creamery - East Bethany
 Sweet corn from Gary Swede Farms - Pavilion
 Selected varieties of beers from Genesee Brewing Company
 Wines from Hazlitt 1852 Vineyards - Hector
 Eggs from Kreher's Poultry Farms - Clarence
 Lamb from Kyle Farms - Avon
 Wines from Leonard Oakes Estate Winery - Lyndonville
 Beets from My-T-Acres - Batavia
 Scenery from an alfalfa field on Noblehurst Farms - Linwood
 Flowers and cherry tomatoes from Promised Land CSA (Oles Family) - Corfu
 Beef from Seven Bridges Farm - Lima
 Mozzarella cheese from Sorrento Lactalis - Buffalo
 Milk from Upstate Niagara Cooperative - Batavia



Donations make a difference!

With a special thanks to the following sponsors for the additional funds which helped offset necessary rental expenses!

The Bank of Castile
Dairylea
DFA
Erie Niagara Insurance Association
Farm Credit East
Freed Maxick & Battaglia
Linwood Commodities
M&T Trucking
The Rabbit Room of Honeoye Falls
Townsend Energy

With an additional contribution from each dinner guest, the Feast from the Field raised over \$6000 for the NYS Agricultural Society Foundation.



NYS Ag Society Foundation **Board of Directors**

Craig Buckhout
Mike Haycook
Susan Henry
Hans Kunze
John Mitchell
Sandra Prokop
Nathan Rudgers
Ann Noble Shephard
Dave Tetor
Maureen Torrey
Elwyn Voss
and Penny Heritage,
Executive Secretary

PRESIDENT continued from front page

In mid-August the first major fund raiser for our new Foundation, “Feast from the Field”, was held at Noblehurst Farm in Pavilion, NY where approximately 150 people attended. A gourmet meal of local foods was served along with a spectacular view of the Genesee Valley. Thanks to Sarah Noble Moag and her committee for organizing this event – a huge success. Next year we plan to hold a similar event in Eastern NY.

Thanks also to Ann Noble Shephard, chair of the Foundation Board, and her committee for their efforts to move the Foundation forward in its mission.

Our Program Committee has been busy planning the Forum for our January meeting. Vice President Diane Held and her committee have an exciting and highly qualified panel lined up; farmers from around the state will share their experiences with successful farm business transitions and an excellent keynote speaker will round out the Forum.

At the end of August most of Eastern New York State saw first-hand what dramatic changes a Hurricane can make in one day. And if Irene wasn’t enough, Lee left considerable damage to farms in the Binghamton area and others in the Southern Tier. As we start to get back on our feet, the total damages will amount to millions and millions of dollars, not only to our farms but also to our bridges and our roads. The spirit of cooperation and folks willing to assist will go a long way to help our recovery process.

We look forward to a nice fall and to coming together in January in Syracuse.

In the Field...

Society members “took to the field” this summer promoting an awareness of our organization, its contemporary contributions to New York agriculture, and interacting with the agricultural community.

Summer Board Meeting in Northern New York

Mike Haycook and Fred Perrin, summer meeting co-chairs, hosted the Society Board in Watertown for our summer meeting in July. After business was completed a delicious meal was served at Elwyn & Jennifer Voss’ river house on Alexandria Bay where we were joined by NYS Agriculture Commissioner Darrel Aubertine.

The following day we toured Morris Hatchery, Yellow Barn Winery and Porterdale Farms.

- Morris Hatchery, located in Watertown, is a \$5 million, 28,000-square-foot, state-of-the-art facility producing 300,000 hatchlings per week for export to Canada.
- Yellow Barn is the only winery in Watertown, New York, and has one of the most challenging climates to grow wine grapes in the United States; in 2002 they began experimenting with cold hardy grapes which have survived and produced following temperatures of 40 below!
- Porterdale Farms is the largest dairy farm in Jefferson County with 1,600 cows, operating on approximately 5,000 acres. The business produces 30 million pounds of milk a year and, during peak season, employs 30 people.

Thank you to Mike, Fred and all of our tour hosts for an enjoyable summer session!

Empire Farm Days

Ag Society Members spent three days interacting with hundreds of folks connected with New York agriculture - a great opportunity to promote awareness of the organization, our new Foundation, and the upcoming annual forum.

Thanks to CALS for including us in the Empire Building, and to Todd Lighthall, Dick Church, Susan Noble, Beth Claypoole, Joe Peck, AJ Wormuth, Carol Doolittle and Dick Peterson for manning the Ag Society booth.



LEAD New York

By Larry Van De Valk, Executive Director

CLASS 14 BEGINS FALL SCHEDULE

We have another very diverse and promising class to work with over the next two years. With an abundant applicant pool, our selection committee had some very difficult decisions to make. Please extend your congratulations and encouragement to these successful candidates who have just begun our Fall Session.

Since the program's inception 26 years ago, LEAD has had a goal of filling 50% of each class with individuals from the production agriculture (farming) sectors. However, for the past 20 years or so, the typical class consisted of roughly 1/3 producers, 1/3 for-profit agribusiness sector, and 1/3 from the not-for-profit, educational and government agency sector. We hadn't been able to hit the 50% producer target because not enough producers applied. All of that changed this year, and for the first time in two decades, LEAD Class 14 will have more than half the class representing production agriculture! Women continue to be well represented in LEADNY, comprising exactly half of the new class.

Our average age is 38 - about the same as most of our recent classes - and members range in age from 25 to 53, offering varying levels of energy and experience. Most of the major industry sectors are represented, including dairy, grape, vegetable, fruit, organics, food processing, equipment, crop supply, equine, insurance, farmland preservation, consumer, communication, banking and government interests. We have geographic diversity as well with class members as far west as the shores of Lake Erie, north to Addison County, Vermont, east to Enfield, CT and Riverhead Long Island, and south to Brooklyn.

Kevin Bittner Singer Farms <i>Fruit</i> Niagara	Jefferson	Yates	Carmen Gutierrez QMPS - Cornell Tompkins
Kristine Brock UncBrock <i>Small Dairy</i> Rensselaer	Evan Schiedel Schiedel Farms <i>Grapes</i> Chautauqua	Sue Isham DMS Addison, VT	Melissa Haile Hol-Life Industries <i>Food Consultant</i> Kings
Beth Chittenden Dutch Hollow Farm <i>Dairy</i> Columbia	Jennifer Small AFT/Flying Pigs Farm Washington	Scott Keyes Atticus Communications Washington	Brian Hall Cazenovia Restoration <i>Property Mgt., Crop - Beef</i> Onondaga
Brian Chittenden Dutch Hollow Farm <i>Dairy</i> Columbia	Tom Sutter Monroe Tractor & Implement Ontario	Pat McCormick Robbiehill Family Dairy Wyoming	Angela Hanson USDA - FSA Herkimer
Jennifer Crist Crist Bros. Orchard <i>Fruit</i> Orange	Elizabeth VanBuren Morningstar Foods <i>Dairy Processing</i> Delaware	Jenny Montalbano Farm Credit East Suffolk	Edward Harbes Harbes Family Farm <i>Grapes, Veggies, Retail</i> Suffolk
Greg Comeau Dow AgroSciences Rensselaer	Mike Virts Cahoon Farms <i>Fruit Farming & Processing</i> Wayne	Michelle Mulcahy Triple Crown Nutrition Saratoga	Jill Hamilton Slack Hollow Farm <i>Farm Labor, Organic Veg.</i> Washington
Tom Cosgrove Farm Credit East MA	James Walker Erie & Niagara Insurance Erie	Adam Peters Peters Lake Aire Orchards <i>Fruit</i> Wayne	Susan Hayes Miles Wine Cellars <i>Grapes</i>
Stacey Deeb Steuben Trust Co. Steuben	Andrew Wright Hansen Farms <i>Veg. & Cash Crop</i> Ontario	Stewart Ritchie Native Offerings Farm <i>Organic Veg.</i> Cattaraugus	
		Julia Robbins Legislative Assistant	

**New York State
Agricultural Society**
Attn: Penny Heritage
493 Charlton Road
Ballston Spa, NY 12020

518-384-1715

www.nysagsociety.org



"Like" New York State
Agricultural Society on Facebook!

Presorted
Standard
U.S. Postage
PAID
Albany, NY
Permit #1016

*Please check your membership
status on the mailing label
and renew for 2012*

NYS Agricultural Society Officers

Dave Tetor, *President*

Diane Held, *Vice President*

Elizabeth A. Claypoole, *Secretary*

Hans Kunze, *Treasurer*

Penny Heritage, *Executive Secretary & Publicity Coordinator*

Peter Pamkowski, *NYS Dept. of Ag & Markets Liaison*

Jessica Ziehm, *LEAD NY Liaison*

Directors

John Noble, *Cornell Trustee*

Craig Yunker, *Cornell Trustee*

Committee Members

Liz Brock
Jim Carrabba
Tara Collins
Carol Doolittle
Paul Eaton
Trina Hall
Barb Hanselman
Marilyn Howard
Brymer Humphreys
Eleanor Jacobs
Jim Joy
Lucy Joyce
Mark Kellogg
Chris Peterson
Todd Lighthall
Beth Meyer
Susan Noble
Joe Peck
Pat Peck
Audrey Reith
Kristine Rogers-Ganz
Ann Noble Shephard
Dean Smith
Richard Smith
Don Tracy
Larry Van De Valk
Tonya Van Slyke
Tracy Wiles
AJ Wormuth

2012

Robert Colby William Peck
Richard Jerome Sandra Prokop
Suzanne Mayer Jack Van De Wetering

2013

Richard Church Michael Haycook
Elizabeth Claypoole Elwyn Voss
Eric Hallman Jessica Ziehm

2014

Diane Held Richard Peterson
Hans Kunze Dave Tetor
Fred Perrin Judi Whittaker

Online Forum registration available mid-November