

SHUFFLE OFF TO BUFFALO!



Board members, volunteers and members of the NYS Ag Society toured agricultural landmarks and successful businesses in the greater Buffalo area this July.

“Get Out of Dodge” or more specifically “Shuffle Off to Buffalo” was exactly what the board of directors for the NYS Agricultural Society did this past July. Every summer the board selects a different destination on the map to deliberate issues and explore our state’s diverse agricultural industry.

REINTRODUCING SILO CITY

For over 150 years, Buffalo had the world by the coattails given its deep-water ports, access to the Erie Canal and East Coast markets, and wild entrepreneurial spirit. In 1905, the first continuously poured cement grain elevator was constructed in the city, and together with its peers, continues to stand today to be ogled by tourists, artists, historians and architects alike. The Seneca Indians – the Keepers of the Iroquois’ Western Gate - were the first to own the land that would eventually house the grain grown from the productive Mid-West. The Erie Canal cut freight costs and shipping



Performance and visual artisans have made Silo City their own.

times, but no technology improvements could contend with new locks constructed on the St. Lawrence River. Before its eventual decline, Silo City was also the site where JP Morgan’s dream of malting barley to corner the beer market came to a dismal end thanks to Teddy Roosevelt and the advent of Prohibition. Although you won’t find a grain of barley or wheat on the site today, area performance and visual artisans have made the complex their own by hosting concerts, art installations, and other activities. The acoustics are to die for!

URBAN FARMING AT ITS BEST

As Buffalo undergoes its wonderful revitalization, new projects like the Massachusetts Avenue Project (MAP) are helping neighborhood residents to learn more about food, agriculture production, and the benefits from locally grown foods. Started on the city’s West Side in 1992 when the last local grocery store closed, MAP now has a mobile farm stand, 50 staff members including volunteers and teens, and a professional chef to educate the community on nutrition and food preparation/handling. Creating more jobs and leadership opportunities for teens have been unique successes for the MAP program, and as a result, more local students are completing high school and 94% have enrolled in college. In 2018, MAP will dedicate a new 11,000 square foot learning facility that will house its Growing Green Program, a community teaching kitchen, a resource and training space and library, expanded cold storage for its urban farm and Mobile Market, and office space.

continued on page 3



**Stay Tuned for 2018
Forum January 4th**
**Theme: “Harnessing the
Power of Agricultural
Technology”**

BYLAWS UPDATED

Keeping our organization relevant for 186 years and generations to come requires vigilance, commitment and fresh ideas! Thank you to our Bylaws Committee of Peter Pamkowski, Hans Kunze, Brian Henehan, and Barb Hanselman for reviewing our rules of order and suggesting necessary revisions. At our Annual Meeting & Forum, members will be asked to formally approve the amended document. A complete revised version with edits tracked can be found on the NYS Ag Society website at www.nysagsociety.org.

Major changes include:

1. Membership expanded to include farm and business members which subsequently impacts voting privileges
2. The addition of a student member or Ambassador as a voting member to the board of directors
3. Removing the requirement of board representation by Century Farm districts
4. Clarification of appointments to the Cornell University Board of Trustees
5. Indemnification of directors under section 722 of the laws of NYS. Directors will still need to act according to NYS law, but will be offered some protection against frivolous lawsuits.
6. Clarification of Executive Committee members, their selection and responsibilities
7. Clarification of Treasurer responsibilities

**TO VIEW COMPLETE,
REVISED BYLAWS
GO TO
WWW.NYSAGSOCIETY.ORG**

PRESIDENT'S REPORT — Beth Claypoole

We had a busy summer with Ag Society – planning for the 2018 Forum, our summer meeting, and continuing our membership drive.

Throughout this newsletter you will see various projects that our volunteer committees and board members have been working. New this summer was an open invitation to Ag Society members to attend an industry tour of the greater Buffalo area in conjunction with our Board meeting. Thank you to Jeannette Kreher, Hans Kunze, and Ehle Shachter who coordinated five stops to “Silo City”, James Desiderio, Inc., Growing Green Urban Farm, Eden Valley Growers and Lockwood’s Garden Center. I was stunned to learn that there was a tornado that came through the Erie County Fairgrounds a couple of days later, right next to the nursery that we visited!



*NYS Ag Society President
Beth Claypoole*

Next year, consider joining us in NYC and the new Brooklyn Office of NYS Dept. of Ag and Markets and Cornell Cooperative Extension. This will be an ideal opportunity to see urban agriculture in action. Stay tuned!

We welcome your participation on our program and award committees, and your interest in being a potential board member. It's humbling to consider the Society's 185-year legacy in NYS, and to be a link in the chain of producers, business and government leaders, and others who have led this organization. Each of our 700 members has unique experience and expertise that the Society can benefit from and I would encourage your participation. Be a member of the Forum planning committee to investigate future topics, speakers, and panelists. Consider one of our eight award committees that recognize groups, media, advocates, long time farms and new producers for good work in the field. And working behind the scenes, your input on membership and meeting logistics would be well appreciated. Won't you think about joining us in these endeavors? For more information, please contact me at eac9@cornell.edu or through Ann Noble Shephard at ann@nysagsociety.org or 315-727-5449.

Look for your official invitation coming later this fall with information on registration for our 186th Annual Meeting & Forum – I hope to see you on January 4th in Syracuse!

WE WANT YOUR NY PRODUCTS!

Would you like the opportunity to feature your food or beverage product that is produced/processed in New York to be featured at the 186th Annual Forum? Would you like to recommend or boost awareness for something special made in NYS? Our Forum goal is to feature NY's finest during morning refreshments, meals, and evening reception. For more information contact Peter Pamkowski, Forum Site and Menu Coordinator at ppamkowski@gmail.com or call at (518) 221-5161.



Shuffle Off to Buffalo (continued)

FRESH PRODUCE DISTRIBUTION

At 75 years old, James Desiderio, Inc. distributes nearly 450 products to retailers in Buffalo Bill's country that are sourced from as far away as South America and as close as the Eden Valley. Twenty percent of their product is local. Their state-of-the-art facility features four different temperature zones, which help stabilize ripening and extend shelf-life. One hundred-ten employees help repackage fresh product into clamshells, trays, mesh bags and the like. If you've ever purchased peppers, packed three to a tray in a distinctive yellow, red and green pattern, you're sampling the fruits of Desiderio marketing genius! Created purely by chance, a temporary employee was tasked with stretching inventory for traditional green peppers on his production line. Retailers and customers still can't get enough!



One hundred-ten employees help repackage fresh product into clamshells, trays, mesh bags and the like at James Desiderio, Inc. In total, they distribute over 450 fresh products regionally.

FROM THE GARDEN OF EDEN

Located 20 minutes south of Buffalo, Eden Valley Growers is a vegetable cooperative featuring 10 multi-generational farms. Members use the co-op for marketing and distributing over 45 specialty vegetable varieties including: peas, leafy greens, beans, cauliflower, cucumber, eggplant, green peppers, cabbage, corn, tomatoes, summer squash, kale and winter squash. Sixty percent of inventory stays local while the remainder is shipped to destinations across the US. Product is cooled down directly from the field utilizing four different technologies ranging from slush ice coolers to forced air. Eden Valley Growers has become a Western NY food hub, opening its doors to non-member producers who are GAP certified and offer unique products in high demand like organics. This helps diversify and broaden the cooperative's product mix. Technical assistance is available through the Harvest NY program.



Given the variety of products produced and supplied by Eden Valley Growers, different cooling methods are required. This product receives an ice bath directly into the shipping box.

100 YEARS STRONG

Lockwood's Greenhouses & Nursery of Hamburg, NY is now in the hands of the fourth and fifth generations of the Lockwood family within sight of the historic Eric County Fairgrounds. As production and consumer trends have changed, so too has this business, which started as a wholesaler and since has transitioned into their own retail store. The business includes a 26,000-square foot garden center with 28-40 employees during the growing season. They sell houseplants, annuals and perennials, vines, shrubs and Christmas trees. When they have 'free time' in the Spring and Fall (through Christmas), Lockwood's has become a destination for horticulture education classes including gardening 101, hands-on planting workshops and special guest speakers. New plant varieties and one-on-one customer service are a draw for gardeners who sometimes arrive by the busload!

NYS GROWN & CERTIFIED EXPANDS TO DAIRY INDUSTRY

The New York State Department of Agriculture and Markets launched the next phase of its New York State Grown & Certified program, recently expanding to include the New York dairy industry. Working in coordination with seven dairy processors representing more than 1,200 farms across the State, New York State Grown & Certified will help promote New York's dairy products and highlight New York farms and processors who meet a higher standard by adhering to the New York State Grown & Certified food safety and environmental management plan requirements.



Consumers will be able to find the Certified label on select milk, yogurt and cheese products from Stewart's Shops, Byrne Dairy, Upstate Niagara Cooperative, Agri-Mark, King Brothers Dairy, Hudson Valley Fresh Dairy, and Beecher's Handmade Cheese starting in July. These dairy processors source their milk from farms across Upstate New York, providing significant support to New York's largest agricultural sector.

State Agriculture Commissioner Richard A. Ball said, "The addition of these incredible dairy processors to the Grown & Certified program not only supports hundreds of family-owned farms in nearly every region of the State, it also gives consumers an opportunity to easily identify New York's world-class agricultural products that are made to a higher standard. Shoppers can feel good knowing the milk, cheese, yogurt and other dairy products made by these companies comes from farms and processing facilities that are committed to food safety and environmental sustainability."

To learn more about the New York State Grown & Certified program, please visit <https://certified.ny.gov>.

THANKS TO DONORS, FOUNDATION HITTING ITS STRIDE!

1. Sponsoring speakers at the Annual Meeting & Forum
2. Providing a Forum – professional development experience to college students and new industry employees
3. Funding grant programs across the state designed to maximize exposure by youth to agriculture and industry careers



2017 Ambassador Scholar Class

These are the program pillars that donors to the NYS Agricultural Society Foundation support. Our Legacy, Pioneer and Founder contributors put this organization on the map, and under careful management by the CNY Community Foundation, we have adequate funds to continue our first two priorities. But what dreams we have for the Ambassador program! Plans for future Ambassador classes are rapidly evolving to maximize participant experience. On the front burner for 2018 are:

- Preparatory conference calls and/or webinar to inform Ambassadors on topics ranging from professional networking techniques to how to check into a hotel
- More time with mentors to exchange information, ideas and review resumes
- More interface with LEAD NY participants to broaden exposure to careers and future professional development opportunities
- Scheduled opportunities to meet with Forum Keynote Speakers and Panelists
- Additional meeting opportunities outside of the Forum to network/learn from Society members
- Tools such as business cards, binders, etc. that would facilitate professional networking

Our young people – our future leaders and decisionmakers - are hungry for experiences that will build their professional development skills, personal network of mentors and potential employers, and knowledge of the agriculture and food industry. The Ambassador program can deliver on this need like LEAD NY has done for a slightly older audience. To help fuel the Ambassador initiative, our board – led by Elwyn Voss – is asking industry peers to support a \$100,000 fundraising effort. A gift of \$300 will support one Ambassador in 2018. Other gift opportunities include:

- \$5,000 will support 1 Class of 15 Ambassadors annually
- \$25,000 supports 5 years of programming for 15 Ambassadors annually
- \$50,000 supports 10 years of programming
- \$100,000 ensures endowment status and naming rights of the Ambassador program for the donor

Please consider supporting this initiative. Gift information can be found on our website at www.nysagsociety.org/foundation or contact Elwyn Voss Voss (evoss@thevossgroup.net), Hans Kunze (hans.kunze@steubentrust.com), or Mark Modzeleski (mmodzeleski@thevossgroup.net) with any questions regarding charitable, deductible contributions to the NYS Ag Society Foundation.

AMBASSADOR OBJECTIVES:

- ▶ Exposure to academic and career paths/connection to employers and mentors
- ▶ A “resume builder” for participants
- ▶ A “pre-LEAD” or feeder program for LEAD NY

THANK YOU AMBASSADOR VOLUNTEERS!

Katie Carpenter
Melissa Osgood
Veronique Krohn
Jeannette Kreher



2017 DONOR ROSTER

GIFTS OF \$5,000 OR MORE IN 2017
 Northeast Agriculture Education Foundation, Inc.

GIFTS OF \$2,500-\$4,999 IN 2017

GIFTS OF \$500 – \$2,499 IN 2017
 Kathryn J. Boor
 Erie & Niagara Insurance Association
 Roger LaMont Farm, LLC
 Scolaro, Fetter, Grizanti, McGough & King, P.C.

GIFTS UP TO \$499 IN 2017
 Linwood Commodities, LLC

AMBASSADOR SUPPORTERS
 \$100,000 goal in 2017!
 To Date: \$49,000
 "Planting Seeds for the future"

CHAMPION
 A one-time gift or 5-year pledge of \$100,000 or more to name the Ambassador program.

CHARTER SPONSOR
 A one-time gift of \$50,000 to \$99,999 or 5-year pledge

GOLDEN CIRCLE
 A one-time gift of \$25,000 to \$49,999 or 5-year pledge

Elwyn and Jennifer Voss

CLASS SPONSOR
 A one-time gift of \$5,000 or 5-year pledge

Kenneth A. Mattingly
 Noblehurst Farms & John and Marcy Noble
 Northeast Agricultural Education Foundation, Inc.
 Martin Wiedmann and Kathryn Boor

AMBASSADOR SUPPORT FOR 5 YEARS
 A 5-year pledge of \$1,500 to support an individual Ambassador
 IvyPartners

2018 AMBASSADOR SUPPORTER
 A one-time gift of \$300 or greater to support one or more Ambassadors in 2018 (asterisk indicates # of Ambassadors)

D.S. Brown ***+
 Church Family Revocable Trust
 Sharon Detzer
 John C. Mitchell
 Mark Modzeleski
 Peter G. Ten Eyck

LEGACY PARTNER
 A gift of \$100,000 or more to support agricultural education, leadership development, and recognition programs - the mission of the NYS Agricultural Society.

American Agriculturist Foundation, Inc.

FOUNDATION PIONEER
 A 5-year pledge (made in 2012 and 2013) of \$1,000 annually for a total gift of \$5,000 or more.
 Number of contributors: 14

J. Roger and Grace Barber Family
 Robert W. Bitz
 Sheldon Brown
 Mr. and Mrs. Robert V. Call
 CY Farms, LLC
 Susan and Peter Henry
 IvyPartners
 Alicia B. Lipinski In Memory of
 Cathy Wickswat
 Paul and Maureen Marshall
 Northeast Ag & Feed Alliance
 Timothy J. Veazey
 James Vincent
 Elwyn and Jennifer Voss
 Larry and Nadine Walker

FOUNDATION FOUNDER
 A gift of \$1,000-\$4,999 through 5/13
 Number of contributors: 26

James and Cynthia Barber
 Kathryn Boor
 Craig and Carol Buckhout
 Richard C. and Maria R. Call
 Richard and Joyce Church Family
 Erie & Niagara Insurance Association
 Russell Hodnett
 Kreher's Poultry Farms
 Hans and Leslie Kunze
 Ingrid M. LaMont
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 Kenneth and Beulah Pollard
 James Preston
 Peter G. Ten Eyck
 Whittaker Farms

All contributions are appreciated and will help grow a positive industry message. Gifts of cash, appreciated securities, bequests, etc. make giving easy. Credit cards can also be accepted. Call or email Ann Shephard for more information at 315-727-5449 or ann@nysagsociety.org. For more information or to make a gift, go to: www.nysagsociety.org



A gift of \$300 will support one Ambassador at the 2018 Forum!

NYS AG SOCIETY MEMBERSHIP IS IMPORTANT

By Mark Modzeleski

In 2017, the NYS Agricultural Society is 700 members strong and 185 years old! On our own, we produce-prepare-promote and protect NYS farm products for the enjoyment of neighbors, as well as local, regional and global customers. The fruits of our efforts are significant, and collectively, we all have a vested interest in a vibrant industry. Why not work together? Why not be a member of such a historic institution with a proven track record? As Membership Chair, I'm sure that Ezra Cornell and other Society notables used this same approach to drive NYS Ag Society membership through the decades.

Funds generated through membership support communication efforts, volunteer coordination, special event programming like the Annual Forum, and targeted industry projects and partnerships. To ensure that we have the financial resources to do more good work in 2018 and beyond, I challenge you to the following:

1. If you can't attend the Forum, be sure to renew your membership to continue receiving your Cultivator newsletter and special invites to the 2018 summer tour and other industry events
2. Consider a personal lifetime membership to avoid the annual crunch, or purchase one in memory of a loved one or in tribute to a mentor. Beginning in 2018, lifetime members will be permanently acknowledged at the Witter Museum at the Great NYS Fair.
3. Purchase a farm or business membership to communicate your commitment to the agricultural and food industry in NYS to neighbors, customers, and community leaders.

To renew, upgrade or to purchase a membership for another, visit our website at www.nysagsociety.org. For more information contact Ann Noble Shephard at 315-727-5449, ann@ivypartners.com.

TECHNOLOGY IS 2018 FORUM THEME

For our 186th Forum, two keynote speakers will be featured, including Gregg Halverson and Dr. Nick Dokoozlian. Craig Yunker of CY Farms and Christine Smart, Professor and Director, School of Integrative Plant Science at Cornell University will serve as morning and afternoon coordinators.



Gregg Halverson is President and Chairman of the Board of Black Gold Farms, headquartered in Grand Forks ND. This fourth-generation family business is renown as a leader in potato production, handling and service. While growing over 25,000 acres of potatoes with locations in 12 states, Halverson and the Black Gold team is currently the largest producer and handler of fresh potatoes for the potato chip supply chain in the world. Additionally, Black Gold Farms currently processes and packs both Irish and sweet potato tablestock potatoes in three, year-around potato packing facilities along with two seasonal potato packing plants.



Dr. Nick Dokoozlian is Vice President, Viticulture, Chemistry and Enology at E&J Gallo Winery in Modesto, CA, Research Chair for the National Grape and Wine Initiative, an Associate Editor of the American Journal of Viticulture and Enology. Dokoozlian has been working with IBM to develop a new irrigation system to grow grapes using less water. Utilizing IBM's Watson Super Computer, the project's goal is to deliver data that farmers across the globe can utilize. Prior to joining E&J Gallo, Dokoozlian was a member of the Department of Viticulture and Enology at the University of California, Davis, where his research focused on the effects of cultural practices and environmental factors on grape and wine composition.

Sharing the stage with our keynoters to distill down their message and provide a local perspective on technology challenges and advances are:

- ▶ **Dale Hemminger, Hemdale Farms & Greenhouses**
- ▶ **Rich Wildman, agrinetix.com**
- ▶ **Jim Livengood, radiclefarm.com**

THANK YOU TO OUR PROGRAM VOLUNTEERS

Planning

Peter Pamkowski, Chair
Patti Dugan
Jeannette Kreher
Pat Peck
Ehle Shachter
Barb Hanselman

Program

Judi Whittaker, Chair
Ehle Shachter
Sandie Prokop
Beth Claypoole
Chris Noble
Larry VanDeValk
Dick Peterson
Craig Yunker
Tim Veazey
Peter Pamkowski
Barb Hanselman

CALLING ALL LEADNY ALUMNI: JOIN US IN COSTA RICA JANUARY 2018!



LEAD Alumni and guests on the inaugural alumni study tour to Ireland in July 2017, enjoying a fantastic tour at the Guinness Storehouse.

LEADNY hosted its first-ever alumni study trip to Ireland and Scotland in July 2017. It was a very successful trip, with participants unanimously endorsing the quality and value of the experience. All said that they would participate in another LEAD alumni study tour and/or recommend such a trip to others. Similar to a LEAD New York class study tour, alumni tours incorporate a good amount of food and agricultural content, giving access to farms, farmers, and agribusiness enterprises that one would not likely have access to on your own. There is also value in travelling with a group of people that share similar interests in food, agriculture and related issues. There is certainly enough substance to the itinerary to warrant calling it a "study tour". But unlike LEAD class trips, the pace of the itinerary is a little more relaxing, allowing more "down time" to do your own thing. It is a perfect way to travel with your spouse or partner.

Based on the success of our recent trip, and also due to the significant interest expressed by our alumni in last year's survey, we have decided to offer our second alumni study tour on the heels of this first adventure. Our next Alumni Study Tour will travel to Costa Rica from January 20 – 28, 2018! This trip will offer participants the opportunity to learn more about coffee, chocolate (need I say more?), dairy, swine, fish, beef, bananas, vegetables and sugar cane, as well as on-farm composting, energy production, organic practices, and urban agriculture. In addition to these food and agriculture related stops, there will be activities based around Costa Rica's well-developed eco-tourism industry, including hiking, kayaking, horseback riding and swimming.

This trip is not for the faint of heart, nor are we able to accommodate children – it is limited to LEAD New York Alumni and their spouse/partner. Space on the trip is very limited, so reserve your spot today! Find out more by visiting our website at www.leadny.org.

Be a member of the NYS Agricultural Society and help the Society deliver on its mission of improving agricultural education, leadership development and recognition of industry stakeholders.

Go to www.nysagsociety.org to complete your membership online.

MISSING FUNDS FOR A GREAT PROJECT?

Since 2014, donors to the NYS Ag Society Foundation have contributed \$30,000 to community and industry organizations committed to improving teen knowledge of agriculture and agricultural careers. Projects have taken place across the state, and have ranged from the NYS Fair birthing center to school events, FFA activities, and urban garden programs. For 2018 funds, organizations may apply online at www.nysagsociety.org by December 1. See below for past grant recipients:

- ▶ NY Animal Agriculture Coalition
- ▶ CCE Wyoming County
- ▶ CCE Oneida County
- ▶ Pioneer FFA
- ▶ Stockbridge Valley CSD
- ▶ NYS Ag Experiment Station
- ▶ Finger Lakes Workforce Investment Board
- ▶ Agricultural Stewardship Association
- ▶ SUNY Cobleskill
- ▶ CCE of Schuyler County
- ▶ Pavilion Central School
- ▶ Concrete Safaris
- ▶ Kingston YMCA

AMBASSADOR SCHOLAR GREAT OPPORTUNITY

Our 2018 Ambassador Scholar program for the upcoming NYS Ag Society Forum is bigger and better, providing participating young adults (18-25 years old) more opportunities for professional development and outreach with peers, mentors and potential employers. Interested applicants should apply online at www.nysagsociety.org/forum/forum-scholarships by November 15, 2017. For any questions, please contact at Ann Shephard at 315-727-5449, ann@nysagsociety.org. Ambassadors from previous years are welcome to apply for a second-year experience.

**NEW YORK AGRICULTURAL
SOCIETY FOUNDATION, INC.**

Attn: Ann Shephard
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Linwood, NY 14486

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**MARK YOUR
CALENDAR FOR
JANUARY 4TH
FOR 2018 FORUM**

2017 FORUM CO-SPONSORS AND SUPPORTERS

Co-Sponsors

\$5,000 or more

College of Agriculture & Life Sciences,
Cornell University
NYS Department of Agriculture and
Markets
Northeast Agricultural Education
Foundation

Gold Supporter

\$1,000 or more

American Agriculturist Foundation
Cargill
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Farm Credit Northeast Ag Enhancement
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SUNY Cobleskill
The Voss Group

Silver Supporter

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Alpha Zeta, Cornell University

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CY Farms, LLC
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LEAD New York
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NYS Agricultural Mediation Program -
NYSAMP
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New York State Grange
Plainville Farms

Bronze Supporter

\$250 or more

Alfred State College
American Farmland Trust
Cabot Creamery Cooperative/Agri-Mark
Capital Tractor
Coyne Farms

Crist Bros. Orchards, Inc.
The Farmer's Wife/Del-Rose Farm
Indian Ladder Farmstead Cidery &
Brewery
Knapp Farm
Kreher's Farm Fresh Eggs, LLC
McCollum Farms
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Knapp Farm
NY Center for Ag Medicine and Health
NY Wine Industry Association
NYS FFA Foundation
NYS Horticultural Society
NYS Vegetable Growers Association
Noblehurst Farms
Northeast Chapter American Society of
Farm Managers and Rural Appraisers
- ASFMRA
Queen Bee Creamery

Interested in supporting 2018 Forum?

**Contact Ann Shephard at
315-727-5449, ann@nysagsociety.org**