IS YOUR COMMUNITY READY FOR AGRICULTURE?
Marissa Peck, Food Assessment Coordinator
Capital Roots
### Agriculture in the Greater Capital Region

#### Top Crop Production in the Greater Capital Region

<table>
<thead>
<tr>
<th>Product</th>
<th>Acres</th>
<th>% Total Cropland Acreage</th>
<th>Top County by Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forage Land used for all hay &amp; haylage, grass silage &amp; greenchop</td>
<td>277,699</td>
<td>58%</td>
<td>Washington</td>
</tr>
<tr>
<td>Corn (Grain)</td>
<td>53,136</td>
<td>11%</td>
<td>Rensselaer</td>
</tr>
<tr>
<td>Corn (Silage)</td>
<td>46,077</td>
<td>10%</td>
<td>Washington</td>
</tr>
<tr>
<td>Soybeans for beans</td>
<td>8,411</td>
<td>2%</td>
<td>Columbia</td>
</tr>
<tr>
<td>Vegetables harvested, all</td>
<td>4,086</td>
<td>0.80%</td>
<td>Rensselaer</td>
</tr>
<tr>
<td>Apples</td>
<td>2,179</td>
<td>0.50%</td>
<td>Columbia</td>
</tr>
<tr>
<td>Oats for grain</td>
<td>1,537</td>
<td>0.30%</td>
<td>Montgomery</td>
</tr>
<tr>
<td>Sweet Corn</td>
<td>730</td>
<td>0.10%</td>
<td>Greene</td>
</tr>
<tr>
<td>Cut Christmas Trees</td>
<td>559</td>
<td>0.10%</td>
<td>Fulton</td>
</tr>
</tbody>
</table>

Source: USDA Census of Agriculture, 2012
### Top Livestock Production in the Greater Capital Region

<table>
<thead>
<tr>
<th>Product</th>
<th>Amount (#)</th>
<th>Top Producer by County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Layers</td>
<td>471,591</td>
<td>Saratoga</td>
</tr>
<tr>
<td>Pullets for Laying Flock Replacement</td>
<td>155,106</td>
<td>Saratoga</td>
</tr>
<tr>
<td>Cattle/Calves</td>
<td>153,801</td>
<td>Washington</td>
</tr>
<tr>
<td>Horses/Ponies</td>
<td>14,056</td>
<td>Saratoga</td>
</tr>
<tr>
<td>Sheep/Lambs</td>
<td>13,980</td>
<td>Rensselaer</td>
</tr>
<tr>
<td>Goats, All</td>
<td>2,593</td>
<td>Montgomery</td>
</tr>
<tr>
<td>Hogs/Pigs</td>
<td>971</td>
<td>Schoharie</td>
</tr>
<tr>
<td>Colonies of Bees</td>
<td>590</td>
<td>Greene</td>
</tr>
</tbody>
</table>

Source: USDA Census of Agriculture, 2012
Albany County
New York

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2007</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Farms</td>
<td>494</td>
<td>498</td>
<td>-1</td>
</tr>
<tr>
<td>Land in Farms</td>
<td>63,394 acres</td>
<td>61,030 acres</td>
<td>+4</td>
</tr>
<tr>
<td>Average Size of Farm</td>
<td>128 acres</td>
<td>123 acres</td>
<td>+4</td>
</tr>
<tr>
<td>Market Value of Products Sold</td>
<td>$45,957,000</td>
<td>$22,415,000</td>
<td>+105</td>
</tr>
<tr>
<td>Crop Sales</td>
<td>$31,072,000 (68 percent)</td>
<td>$14,884,000 (32 percent)</td>
<td></td>
</tr>
<tr>
<td>Livestock Sales</td>
<td>$14,884,000 (32 percent)</td>
<td>$31,072,000 (68 percent)</td>
<td></td>
</tr>
<tr>
<td>Average Per Farm</td>
<td>$93,029</td>
<td>$45,010</td>
<td>+107</td>
</tr>
<tr>
<td>Government Payments</td>
<td>$384,000</td>
<td>$270,000</td>
<td>+42</td>
</tr>
<tr>
<td>Average Per Farm Receiving Payments</td>
<td>$4,622</td>
<td>$2,572</td>
<td>+80</td>
</tr>
<tr>
<td>Item</td>
<td>Quantity</td>
<td>State Rank</td>
<td>Universe</td>
</tr>
<tr>
<td>-------------------------------------------</td>
<td>----------</td>
<td>------------</td>
<td>----------</td>
</tr>
<tr>
<td>MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD ($1,000)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Value of crops sold</td>
<td>49,667</td>
<td>41</td>
<td>62</td>
</tr>
<tr>
<td>Value of livestock, poultry, and their products</td>
<td>21,672</td>
<td>35</td>
<td>70</td>
</tr>
<tr>
<td>VALUE OF SALES BY COMMODITY GROUP ($1,000)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grains, oilseeds, dry beans, and dry peas</td>
<td>1,983</td>
<td>42</td>
<td>54</td>
</tr>
<tr>
<td>Tobacco</td>
<td>638</td>
<td>43</td>
<td>54</td>
</tr>
<tr>
<td>Cotton and cottonseed</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vegetables, melons, potatoes, and sweet potatoes</td>
<td>2,600</td>
<td>30</td>
<td>39</td>
</tr>
<tr>
<td>Fruits, tree nuts, andberries</td>
<td>742</td>
<td>23</td>
<td>56</td>
</tr>
<tr>
<td>Nursery, greenhouse, floriculture, and sod</td>
<td>21,800</td>
<td>4</td>
<td>50</td>
</tr>
<tr>
<td>Cut Christmas trees and short rotation nursery crops</td>
<td>229</td>
<td>9</td>
<td>53</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>3,633</td>
<td>34</td>
<td>35</td>
</tr>
<tr>
<td>Poultry and eggs</td>
<td>153</td>
<td>32</td>
<td>37</td>
</tr>
<tr>
<td>Coffee and calves</td>
<td>7,273</td>
<td>23</td>
<td>54</td>
</tr>
<tr>
<td>Milk from cows</td>
<td>9,206</td>
<td>44</td>
<td>74</td>
</tr>
<tr>
<td>Hogs and pigs</td>
<td>(0)</td>
<td>(0)</td>
<td>(0)</td>
</tr>
<tr>
<td>Sheep, goats, wool, mohair, and mohair</td>
<td>198</td>
<td>34</td>
<td>54</td>
</tr>
<tr>
<td>Horses, ponies, mules, burros, and donkeys</td>
<td>1,864</td>
<td>6</td>
<td>59</td>
</tr>
<tr>
<td>Aquaculture</td>
<td>(2)</td>
<td>(2)</td>
<td>(0)</td>
</tr>
<tr>
<td>Other animals and other animal products</td>
<td>75</td>
<td>43</td>
<td>55</td>
</tr>
<tr>
<td>TOP CROP ITEMS (scores)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Forage land used for all hay and haylage, grass silage, and greenchops</td>
<td>24,723</td>
<td>33</td>
<td>55</td>
</tr>
<tr>
<td>Corn for grain</td>
<td>3,205</td>
<td>41</td>
<td>54</td>
</tr>
<tr>
<td>Corn for silage</td>
<td>1,701</td>
<td>42</td>
<td>54</td>
</tr>
<tr>
<td>Vegetables harvested, all</td>
<td>746</td>
<td>31</td>
<td>54</td>
</tr>
<tr>
<td>Oats for grain</td>
<td>349</td>
<td>32</td>
<td>54</td>
</tr>
<tr>
<td>TOP LIVESTOCK INVENTORY ITEMS (number)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cattle and calves</td>
<td>9,725</td>
<td>36</td>
<td>55</td>
</tr>
<tr>
<td>Livestock</td>
<td>3,184</td>
<td>36</td>
<td>55</td>
</tr>
<tr>
<td>Horses and ponies</td>
<td>1,433</td>
<td>37</td>
<td>55</td>
</tr>
<tr>
<td>Beets and lace</td>
<td>1,186</td>
<td>24</td>
<td>56</td>
</tr>
<tr>
<td>Other livestock and other meat type chicks</td>
<td>601</td>
<td>37</td>
<td>54</td>
</tr>
</tbody>
</table>

Other County Highlights, 2012

<table>
<thead>
<tr>
<th>Economic Characteristics</th>
<th>Quantity</th>
<th>Operator Characteristics</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farms by value of sales:</td>
<td></td>
<td>Principal operations by primary occupation:</td>
<td>230</td>
</tr>
<tr>
<td>Less than $1,000</td>
<td>148</td>
<td>Farming</td>
<td>230</td>
</tr>
<tr>
<td>$1,000 to $2,499</td>
<td>34</td>
<td>Other</td>
<td>204</td>
</tr>
<tr>
<td>$2,500 to $4,999</td>
<td>54</td>
<td>Principal operations by sex:</td>
<td></td>
</tr>
<tr>
<td>$5,000 to $9,999</td>
<td>69</td>
<td>Male</td>
<td>315</td>
</tr>
<tr>
<td>$10,000 to $19,999</td>
<td>94</td>
<td>Female</td>
<td>144</td>
</tr>
<tr>
<td>$20,000 to $24,999</td>
<td>30</td>
<td>Average age of principal operator (years):</td>
<td>30.2</td>
</tr>
<tr>
<td>$25,000 to $39,999</td>
<td>33</td>
<td>All operations by race:</td>
<td></td>
</tr>
<tr>
<td>$40,000 to $49,999</td>
<td>11</td>
<td>American Indian or Alaska Native</td>
<td></td>
</tr>
<tr>
<td>$50,000 to $99,999</td>
<td>22</td>
<td>Asian</td>
<td></td>
</tr>
<tr>
<td>$100,000 to $249,999</td>
<td>12</td>
<td>Black or African American</td>
<td></td>
</tr>
<tr>
<td>$250,000 to $499,999</td>
<td>12</td>
<td>Native Hawaiian or Other Pacific Islander</td>
<td></td>
</tr>
<tr>
<td>$500,000 or more</td>
<td>2</td>
<td>White</td>
<td></td>
</tr>
<tr>
<td>More than one race</td>
<td>5</td>
<td>More than one race</td>
<td></td>
</tr>
<tr>
<td>Not cash farm income of operation ($1,000)</td>
<td>9,065</td>
<td>All operations of Spanish, Hispanic, or Latino Origin</td>
<td>4</td>
</tr>
<tr>
<td>Average ($/head)</td>
<td>12,275</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

See "Census of Agriculture, Volume 1, Geographic Area Series" for complete footnotes, explanations, definitions, and methodology.

- Based on sample data. (2) Withholds to prevent disclosure. (3) Value of operators' personal use.
Regional Market Channels

- Farmers
  - Local Collectors
    - Local food market
  - District and provincial wholesale markets
    - Central Wholesale Markets
      - Food Market
      - Supermarket
    - Specialist Assemblers (often working with farmers under contract)
      - Factory
      - Exporter
- Middlemen, Collectors

Consumers
Regional Market Channels

- Producer
- Organic product bazaar
- Retailer trader
- Wholesaler
- Broker (Consumer) / wholesale market
- Broker (Producer) / wholesale market
- Trader
- Local Bazaar
- Producer organizations / Cooperatives
- Exporter organizations / Exporter
- Warehouse / jobber
- Leased production
Regional Market Channels

**Direct to Consumer Markets** ➔ farmers markets (NYC and local), farm stand, on-farm sales, Community Supported Agriculture (CSA)

**Direct to Buyer** ➔ restaurants, retail stores, processor, and institutions

**Regional Wholesale Markets** ➔ Capital District Regional Produce Market in Menands

**Distributors** ➔ local or national companies, many require GAP audit

**Regional Food Hubs** ➔ for-profit or non-profit, local or downstate markets
Some Activities Supporting Local Food Production

**Food Processing/Manufacturing** → large corporations, commercial kitchens

**Craft Beverage** → specialty grain and hops production, farm breweries

**Agritourism** → agri-tourism corridors

**Farm to School**
Amy Klein, CEO

Capital Roots

from Community Gardens to the Urban Grow Center
Mission: to nourish healthy communities by providing access to fresh food and green spaces for all

**Veggie Mobile®**
Produce Aisle On Wheels

**Veggie Mobile® Sprout**
Farm Stand On Wheels

**Virtual Veggie Mobile®**
Online Farmer’s Market

**Healthy Stores**
Fresh Food Fast

**Squash Hunger**
Fresh Food For All

**Farm To School**
Local Food for Local Kids

**Community Gardens**
Growing Healthy Communities

**Taste Good Series**
Nurturing Healthy Lifestyles

**Produce Project**
Youth-Powered Urban Farm

**Smart Vending**
Healthy Snacks To Go

**Urban Greening**
Planting Green Communities

**Veggie Rx**
Prescribing Healthy Foods

**Healthy Streets**
Safe Routes to Walk & Bike
Programs that Distribute Food

- Veggie Mobile®
  Produce Aisle On Wheels

- Veggie Mobile® Sprout
  Farm Stand On Wheels

- Virtual Veggie Mobile®
  Online Farmer’s Market

- Healthy Stores
  Fresh Food Fast

- Squash Hunger
  Fresh Food For All

- Farm To School
  Local Food for Local Kids

Programs that use food to help build community
<table>
<thead>
<tr>
<th>Programs that Distribute Food</th>
<th>Programs that use food to help build community</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COMMUNITY GARDENS</strong></td>
<td><strong>PRODUCE PROJECT</strong></td>
</tr>
<tr>
<td>Growing Healthy Communities</td>
<td>Youth-Powered Urban Farm</td>
</tr>
<tr>
<td><strong>TASTE GOOD SERIES</strong></td>
<td><strong>SMART VENDING</strong></td>
</tr>
<tr>
<td>Nurturing Healthy Lifestyles</td>
<td>Healthy Snacks To Go</td>
</tr>
<tr>
<td><strong>URBAN GREENING</strong></td>
<td></td>
</tr>
<tr>
<td>Planting Green Communities</td>
<td><strong>HEALTHY STREETS</strong></td>
</tr>
<tr>
<td></td>
<td>Safe Routes to Walk &amp; Bike</td>
</tr>
<tr>
<td><strong>VEGGIE RX</strong></td>
<td></td>
</tr>
<tr>
<td>Prescribing Healthy Foods</td>
<td></td>
</tr>
</tbody>
</table>
Community Gardens
Growing Healthy Communities

55 community gardens in four counties
Community Garden Locations

[Map showing community garden locations]
55 Community Gardens
4 Counties in the Capital District

28 Gardens in Albany County | 685 Plots
9.0 Acres Managed (1.64 Owned)

19 Gardens in Rensselaer | 220 Plots
3.0 Acres (2.48 Owned)

6 Gardens in Schenectady | 75 Plots
1.1 Acres (0.52 Owned)

2 Gardens in Saratoga | 20 Plots
0.2 Acres
Year-round youth job readiness program based on our urban farm in Troy.

Students grow and sell produce at two markets building resumes and life skills. They receive a stipend, school credit and food share for their work.
Urban Grow Center
Fresh Food At Work
Two **HYDROPONIC GREENHOUSES** using controlled-environment agriculture to support year-round food production and an adult job-readiness program based on Capital Roots’ successful Produce Project youth training model, helping the region’s long-term unemployed not only gain, but retain jobs. AND one **TRADITIONAL GREENHOUSE** to be used for community education, growing plants for programs and sales, while supporting community agriculture.
A 24/7 INCUBATOR KITCHEN to develop, launch and support local food-based business, using our network of farmers and partners to provide entrepreneurs with the supplies, training and markets for lasting success.

IN PARTNERSHIP WITH
An **EXPANDED FOOD HUB** with the highest level of food safety necessary to serve institutional customers, especially schools, with products from local farms.
A street-level **PRODUCE MARKET** to better meet the needs of the community. This stand-alone market, with a broader range of offerings, longer hours and higher visibility, lets all community members know the market is for them.
The nearly two-acre campus includes the eastern side of River Street’s 500-block which provides a unique opportunity to create a **MODEL CITY BLOCK**. Working with partners such as CDTA, National Grid and the City of Troy, we can employ traffic calming methods to ease mass transit, provide space for green infrastructure, retain parking and encourage biking and walkability.
Indian Ladder Farms
Altamont, New York

Made possible by many generations, many families and individuals over many years, in fact 100 years...
Indian Ladder Farms was founded in 1916 by Peter G. Ten Eyck
Named for a local landmark, the Indian Ladder
A Working Dairy Farm & Orchard
Dairy Barn Burned 1949
The Next Generation: Peter G. D. Ten Eyck

*Beef, Wholesale Apples, Pears, Even a Gas Station*
Indian Ladder Farms Opens to the Public

He talked about Johnny Appleseed. ~ Ana
“Personally, I wouldn’t stand in line if they were waving $100 bills,” Ten Eyck said as visitors packed the majestic orchards and waited 90 minutes to buy hot cider doughnuts that filled the air with a sugary smell.”  —Peter Ten Eyck II
Another round of change......
Indian Ladder Farms is Permanently Protected with a Conservation Easement in 2003
One thing leads to another:
How a countertop donut robot became a full kitchen
Indian Ladder Farms Retail Market
Farm Animals: Good, The Bad & The Ugly
From March Bunny Madness to Baby Animal Days & Mother’s Day—
The Evolution of a Springtime Special Event
We also do children’s birthday parties but apparently have never take a photo of one so you can look at this picture of chickens eating birthday cake while I describe what we do.
The Barn School: In the beginning....
Weddings
And now for something completely different.....
Apple Harvest is Our Busy Season—Apparently We Don’t Have Time to Take Many Pictures
Indian Ladder Farms Does Christmas
Always trying something new....
The End
Is Your Town Planning for Agriculture?

Establishing and Implementing Local Public Policy to Support and Protect Agriculture
“Agriculture: If you ignore it, it will go away.”

Rockland County Agriculture
1950 - 1997

406 Farms
17,360 acres
in Farms

21 Farms
569 acres
in Farms

< 10 Farms
~ 273 acres
18 parcels

Today
Tax parcels classified as Agricultural by local assessors for 2013.
2017 USDA Ag. Census

https://www.nass.usda.gov/Publications/AgCensus/2017/

• On-farm Direct Sales for 2017:
  5,697 NY Farms sold $223M

• Institutions Food Hubs & Retail Markets:
  1,587 NY Farms sold $316M

• value-added sales:
  1,977 farms sold $182M

• NY net decrease of 657 farms (6.7%)
  acres of farmland decreased by 112,250 (6.2%)
Agricultural Districts

How do Ag Districts help local planners make good land use decisions to protect agriculture?

• Identifies concentrations of agricultural resources

• Help Town Boards craft local zoning to accommodate agricultural practices and activities

• Shows where to limit sewer/water
County Agricultural Districts
Is Your Town Planning For Agriculture?

Does your Town…

...have a vision for Agriculture?

...identify areas where it wants to protect agriculture?

...have a strategy for protecting its best farmland? (*Tools in the Toolbox*)
Prioritized Farmland

ASA Farmland Conservation Plan
Priority Areas and Special Areas

Legend
- Priority Area
- Special Area
- ASA Conserved Land

Priority Areas:
1. Hudson River Corridor (along Route 9)
   [Extends into Saratoga County]
2. Kittatinny Ridge
   [Extends into Warren County]
3. Appalachian Trail
   [Extends into Ulster County]
4. Battenkill
   [Extends into Warren County]
5. Hoosic River Watershed
   [Extends into Warren County]

Special Areas:
A. Kingsbury/Porter Ames Flats
B. Champlain Canal Corridor
C. Bayley-Holmes Corridor
D. Black Creek Valley (along Routes 30 and 31)
E. Hoosic Route 82 Corridor
F. Greenbush-Cambridge Corridor (along Route 372)

Independent Project Sites:
A project not falling into any of the Priority Areas or Special Areas may still be undertaken as a independent Project Site at the discretion of ASA's Board.

Ranking Criteria Total
1. 1 (Lowest Priority)
2. 2
3. 3
4. 4
5. 5
6. 6
7. 7
8. 8
9. 9
10. 10 (Highest Priority)

Ranking Criteria:
- Percent in current agricultural production (9 points)
- Prime soils (4 points)
- Statewide Important or Unique soils (3 points)
- Within 1/4 mile of conserved land (3 points)
- Within 1/10 mile of current agricultural parcels (3 points)
- Within 500 feet of water resource (1 point)
Is Your Town Planning For Agriculture?

Does your Town have concerns about…

• Agri-Tourism
  *(Tourism initiatives that promote agriculture)*

• Industrial Scale Solar Arrays
  *(NYS Solar Guidebook: NYSERDA.ny.gov)*

• Farm Brewery/Distillery/Winery
  *(State Liquor Authority: ABC Laws)*
Cost of Community Services

- Working & Open Land: $0.29
- Commercial & Industrial: $0.35
- Residential: $1.16

Tax Revenue Collected:
- $0.29
- $0.35
- $1.16

Cost to Town Provide Services:
- $1.16
Agricultural Business Models

- Super Commodity/Agribusiness
- Traditional Commodity
- Vertically Integrated
- Contract Agriculture
- Lifestylers
- Value Added
- Agri-Entertainer

Traditional Family Farm
Ag & Farmland Protection Plan

All Towns Eligible!

• Up to **$25K** per Town

  $1,700 Cash Match
  $6,700 In-Kind contributions from...
  AFPB, SWCD, CCE, NRCS, Your County, Land Trusts, Farm Bureau, Ag Schools…

Capitol District Ag. Plans:
Ballston, Bethlehem, Charlton, Chatham, Granville, Hartford, Hoosick, Malta, Milton, Moreau,
Why Agricultural Protection Plans?

- Poor or minimal planning has led to a significant loss of active farmland.
- Traditional zoning tools do not protect agriculture.
- Multiple mechanisms are needed to protect Ag.
- Sewer/water extensions into productive farmland are a major threat to farm viability.
- Ag protection is most effective locally... How?
Simple Local Actions

- Update Agriculture Related Definitions
- Adopt a Right to Farm Law (*local conflict mediation*)
- Agricultural Zoning (*limit growth inducing land uses*)
- Ag Vision Statement
- Include Ag in Comp Plan
- Lateral Restrictions
- Ag Data/Ag Disclosure
- Draft an Ag Plan!
Ag Protection Planning Tools

- Ag Protection Overlay District (*Warwick, NY: below*)
- Purchase/ Transfer/ Lease of Development Rights
- Cluster Development/ Conservation Design *for Agriculture*
- Infill Development / Smart Growth / Form Based Code?
Emerging Topics in Ag Protection

- New, Young and Beginning Farmers
- Farmland Access/ Affordability
- Farm Friendly Local Laws
- Climate Resilient Farming
- Urban Agriculture
- Farm to Schools/ Institutions (www.finys.com)
- Access to Markets (Buffalo, Niagara Falls, Rochester)
- Watershed Planning (AEM Program via SWCD’s)
- Local “Ag Resource Guides” …..
Planning for Agriculture in New York:
A TOOLKIT FOR TOWNS AND COUNTIES

American Farmland Trust
Thank You!

Any Questions?

Jeff Kehoe  (518) 457-4626
Ag Protection Planner | Ag Districts Manager
jeffrey.kehoe@agriculture.ny.gov