

# IS YOUR COMMUNITY READY FOR AGRICULTURE?



GROW • EDUCATE • PROVIDE



**NEW YORK**  
STATE OF  
OPPORTUNITY™

**Agriculture  
and Markets**



# GREATER CAPITAL REGION

## Food System Assessment

Marissa Peck, Food Assessment Coordinator  
Capital Roots

# Agriculture in the Greater Capital Region



## Top Crop Production in the Greater Capital Region

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

Source: USDA Census of Agriculture, 2012

# Agriculture in the Greater Capital Region



## Top Livestock Production in the Greater Capital Region

Product	Amount (#)	Top Producer by County
Layers	471,591	Saratoga
Pullets for Laying Flock Replacement	155,106	Saratoga
Cattle/Calves	153,801	Washington
Horses/Ponies	14,056	Saratoga
Sheep/Lambs	13,980	Rensselaer
Goats, All	2,593	Montgomery
Hogs/Pigs	971	Schoharie
Colonies of Bees	590	Greene
Source: USDA Census of Agriculture, 2012		

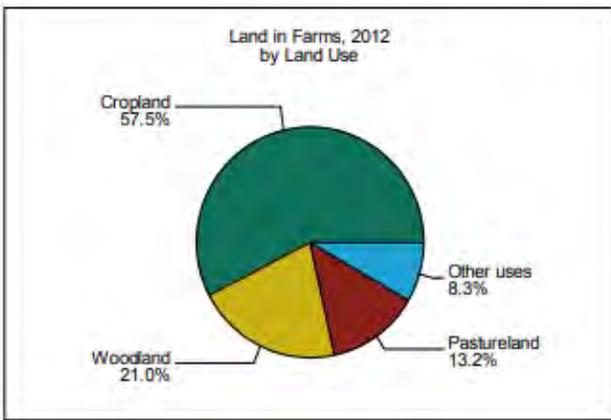
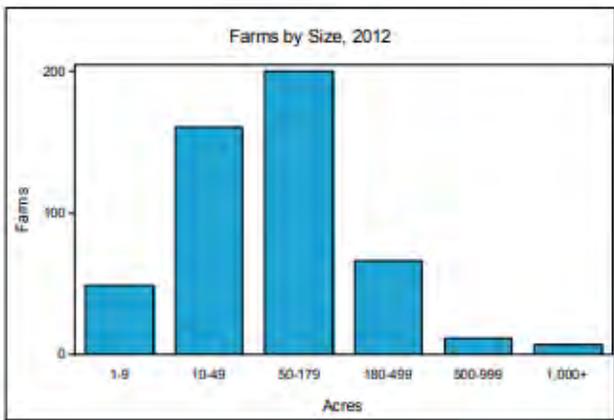
# 2012 CENSUS OF AGRICULTURE

## COUNTY PROFILE



### Albany County New York

	2012	2007	% change
<b>Number of Farms</b>	494	498	- 1
<b>Land in Farms</b>	63,394 acres	61,030 acres	+ 4
<b>Average Size of Farm</b>	128 acres	123 acres	+ 4
<b>Market Value of Products Sold</b>	\$45,957,000	\$22,415,000	+ 105
Crop Sales \$31,072,000 (68 percent)			
Livestock Sales \$14,884,000 (32 percent)			
<b>Average Per Farm</b>	\$93,029	\$45,010	+ 107
<b>Government Payments</b>	\$384,000	\$270,000	+ 42
<b>Average Per Farm Receiving Payments</b>	\$4,622	\$2,572	+ 80



# Albany County – New York

## Ranked items among the 62 state counties and 3,079 U.S. counties, 2012

Item	Quantity	State Rank	Universe <sup>1</sup>	U.S. Rank	Universe <sup>1</sup>
<b>MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (\$1,000)</b>					
Total value of agricultural products sold	45,957	41	62	1,833	3,077
Value of crops including nursery and greenhouse	31,072	25	60	1,459	3,072
Value of livestock, poultry, and their products	14,884	43	61	1,854	3,076
<b>VALUE OF SALES BY COMMODITY GROUP (\$1,000)</b>					
Grains, oilseeds, dry beans, and dry peas	1,983	42	54	2,059	2,926
Tobacco	-	-	-	-	436
Cotton and cottonseed	-	-	-	-	635
Vegetables, melons, potatoes, and sweet potatoes	2,655	30	59	530	2,802
Fruits, tree nuts, and berries	742	30	58	566	2,724
Nursery, greenhouse, floriculture, and sod	21,856	4	60	136	2,678
Cut Christmas trees and short rotation woody crops	204	9	53	154	1,530
Other crops and hay	3,633	34	55	816	3,049
Poultry and eggs	103	33	57	1,389	3,013
Cattle and calves	7,273	23	55	1,541	3,056
Milk from cows	5,239	44	52	701	2,038
Hogs and pigs	(D)	(D)	54	(D)	2,827
Sheep, goats, wool, mohair, and milk	145	34	56	1,050	2,988
Horses, ponies, mules, burros, and donkeys	1,994	8	59	93	3,011
Aquaculture	(D)	26	33	(D)	1,368
Other animals and other animal products	78	43	59	1,230	2,924
<b>TOP CROP ITEMS (acres)</b>					
Forage-land used for all hay and haylage, grass silage, and greenchop	24,788	33	55	771	3,057
Corn for grain	3,205	41	54	1,564	2,638
Corn for silage	1,761	43	52	851	2,237
Vegetables harvested, all	748	31	59	568	2,801
Oats for grain	349	33	50	669	1,825
<b>TOP LIVESTOCK INVENTORY ITEMS (number)</b>					
Cattle and calves	9,765	38	56	1,946	3,063
Layers	3,198	36	59	1,007	3,040
Horses and ponies	1,433	27	60	773	3,072
Sheep and lambs	1,138	29	56	789	2,897
Broilers and other meat-type chickens	901	37	54	994	2,723

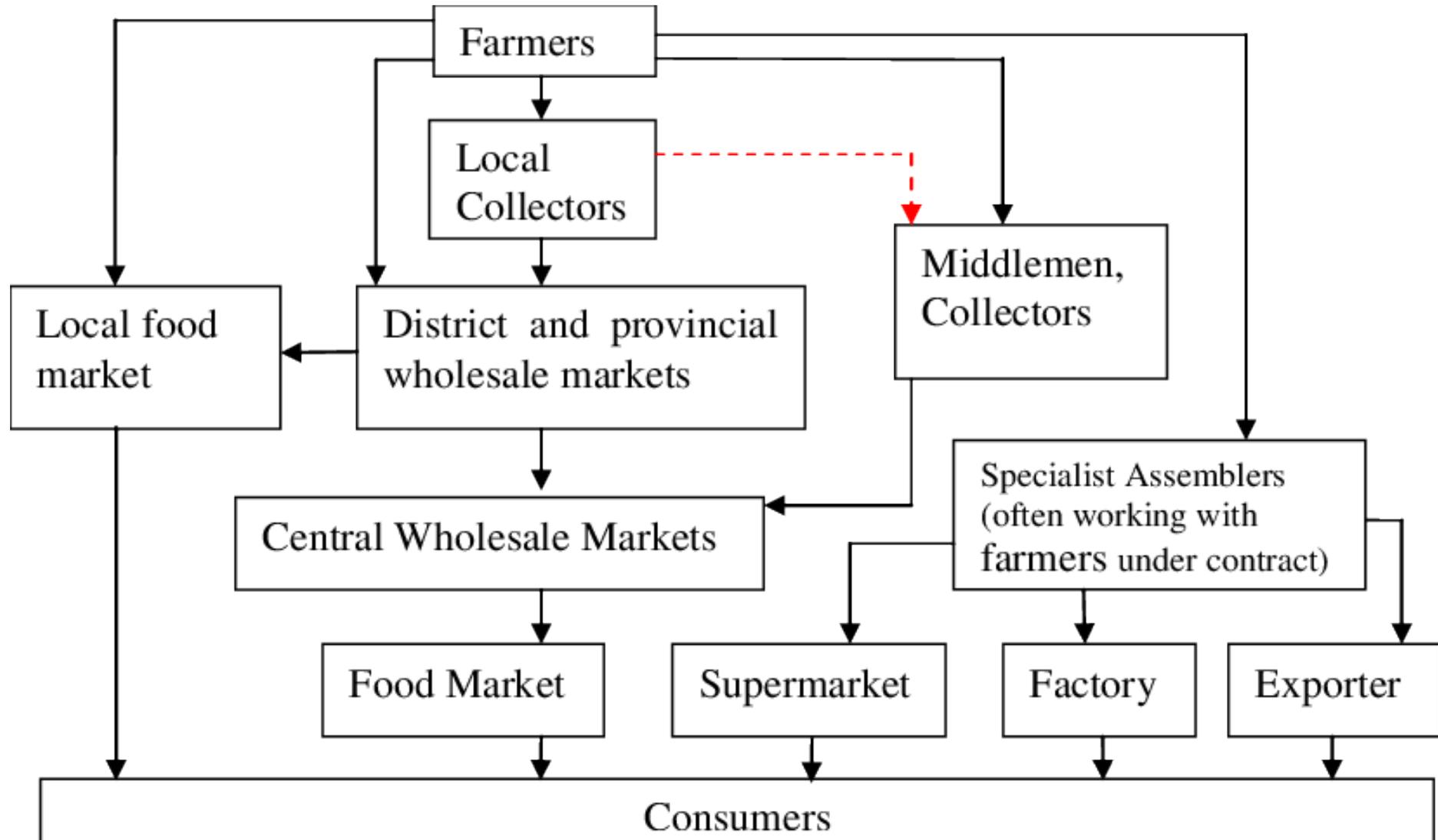
## Other County Highlights, 2012

Economic Characteristics	Quantity	Operator Characteristics	Quantity
Farms by value of sales:		Principal operators by primary occupation:	
Less than \$1,000	148	Farming	230
\$1,000 to \$2,499	34	Other	264
\$2,500 to \$4,999	54	Principal operators by sex:	
\$5,000 to \$9,999	69	Male	350
\$10,000 to \$19,999	64	Female	144
\$20,000 to \$24,999	20	Average age of principal operator (years)	60.2
\$25,000 to \$39,999	33	All operators by race <sup>2</sup> :	
\$40,000 to \$49,999	11	American Indian or Alaska Native	-
\$50,000 to \$99,999	20	Asian	2
\$100,000 to \$249,999	12	Black or African American	-
\$250,000 to \$499,999	12	Native Hawaiian or Other Pacific Islander	-
\$500,000 or more	17	White	746
Total farm production expenses (\$1,000)	43,227	More than one race	9
Average per farm (\$)	87,504	All operators of Spanish, Hispanic, or Latino Origin <sup>2</sup>	4
Net cash farm income of operation (\$1,000)	6,055		
Average per farm (\$)	12,258		

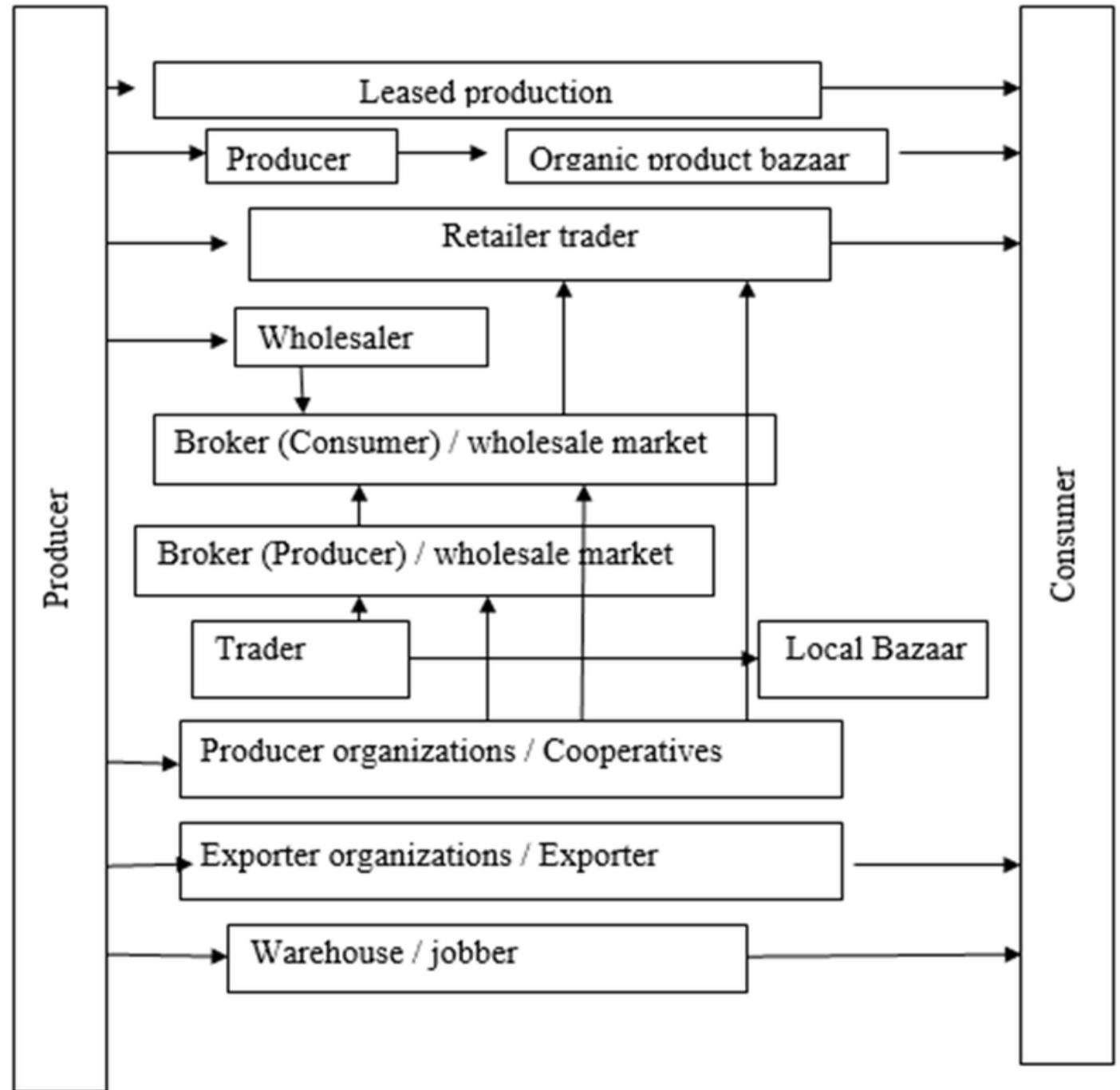
See "Census of Agriculture, Volume 1, Geographic Area Series" for complete footnotes, explanations, definitions, and methodology.

- Represents zero. (D) Withheld to avoid disclosing data for individual operations.

# Regional Market Channels



# Regional Market Channels



# 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

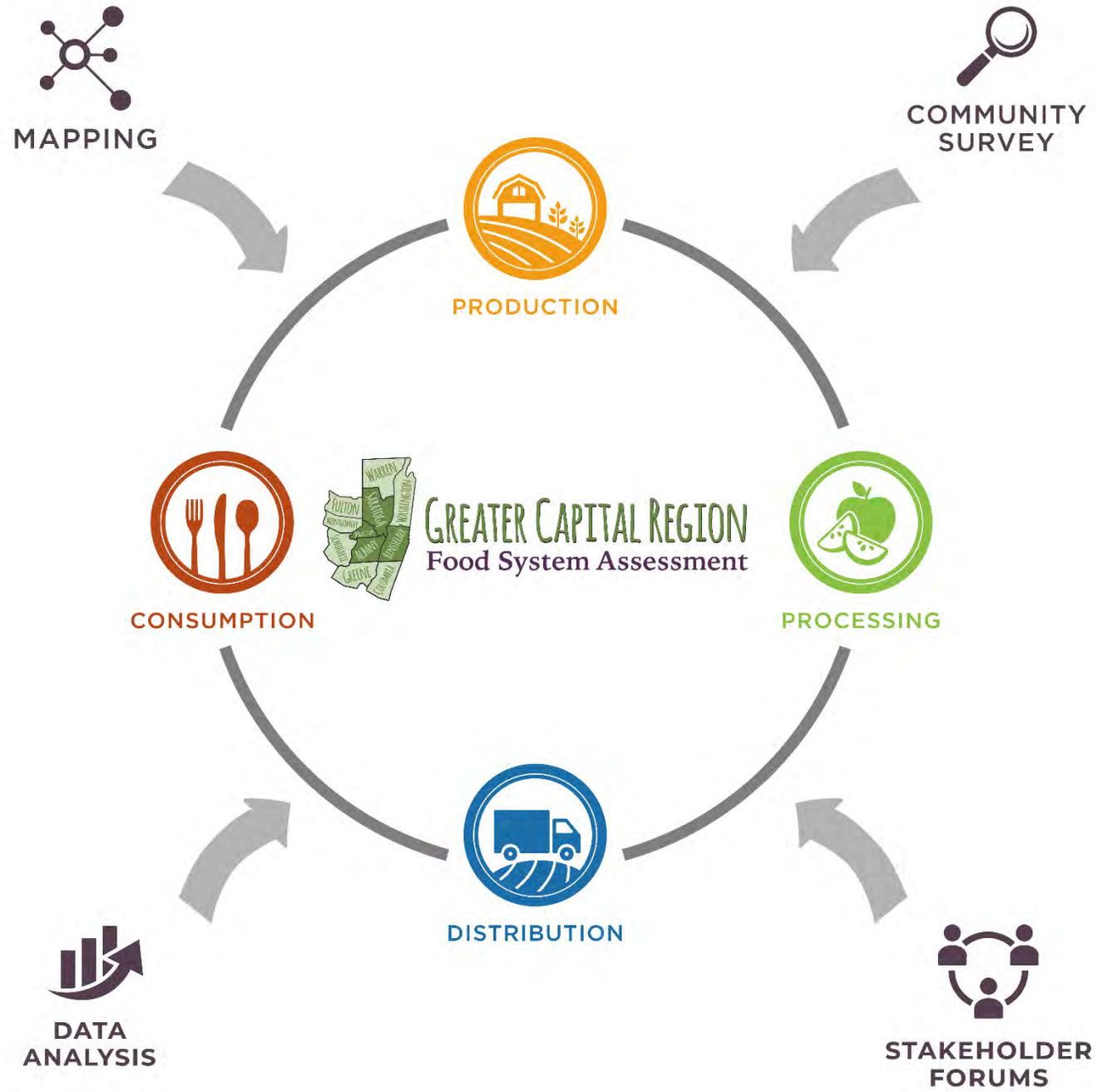
# Some Activities Supporting Local Food Production

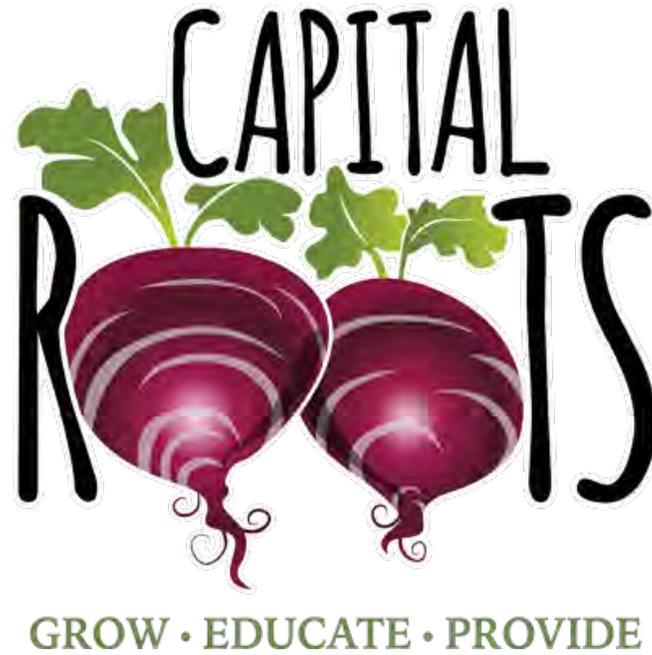
**Food Processing/Manufacturing** → large corporations, commercial kitchens

**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

**URBAN GREENING**  
Planting Green Communities

**VEGGIE R<sub>x</sub>**  
Prescribing Healthy Foods

**PRODUCE PROJECT**  
Youth-Powered Urban Farm

**SMART VENDING**  
Healthy Snacks To Go

**HEALTHY STREETS**  
Safe Routes to Walk & Bike

# *Programs that Distribute Food*

**VEGGIE MOBILE<sup>®</sup>**  
Produce Aisle On Wheels

**VEGGIE MOBILE<sup>®</sup> SPROUT**  
Farm Stand On Wheels

**VIRTUAL VEGGIE MOBILE<sup>®</sup>**  
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*

# Programs that Distribute Food

*Programs that use food  
to help build community*

## COMMUNITY GARDENS

Growing Healthy Communities

## PRODUCE PROJECT

Youth-Powered Urban Farm

## TASTE GOOD SERIES

Nurturing Healthy Lifestyles

## SMART VENDING

Healthy Snacks To Go

## URBAN GREENING

Planting Green Communities

## HEALTHY STREETS

Safe Routes to Walk & Bike

## VEGGIE Rx

Prescribing Healthy Foods

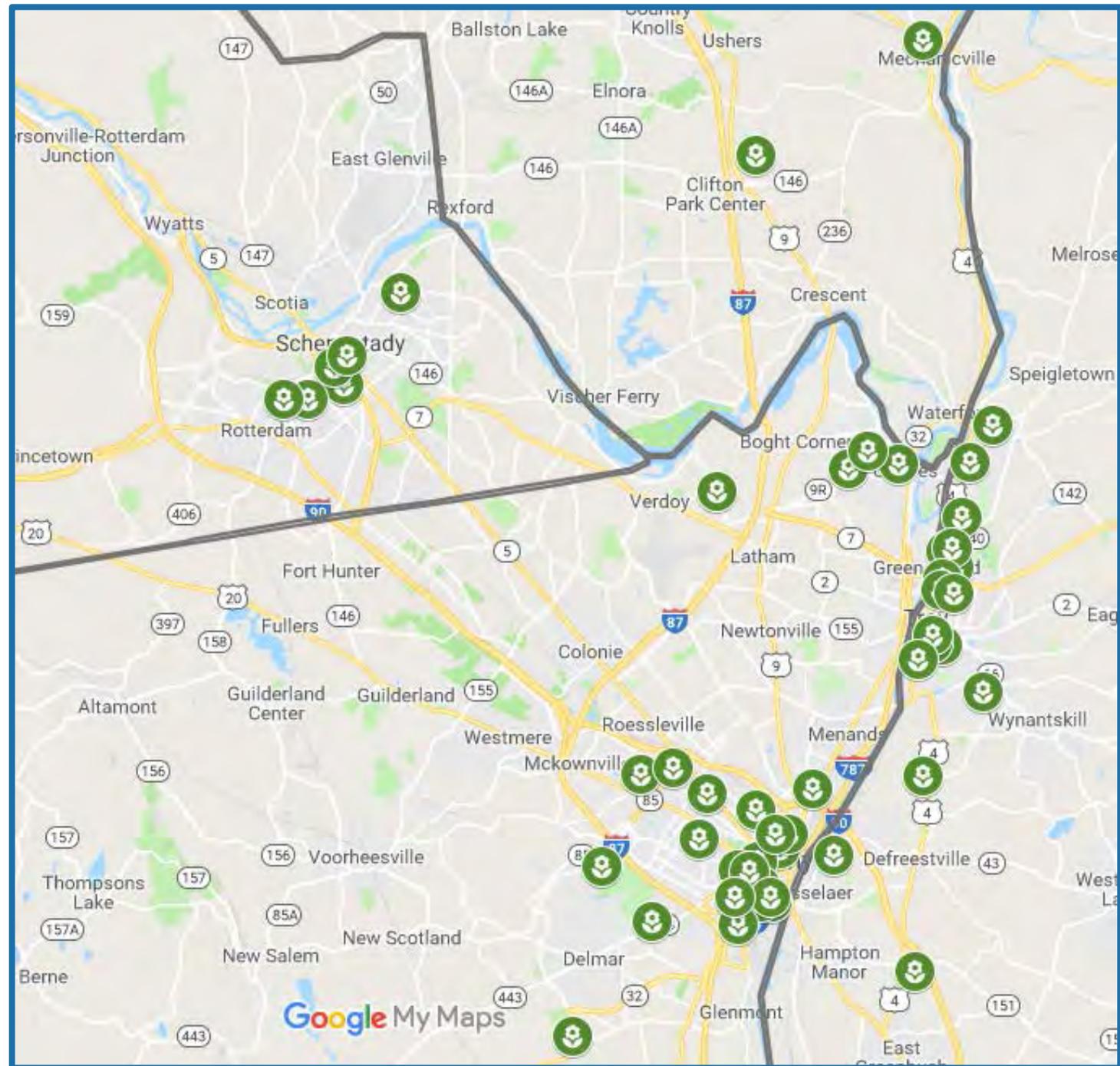
# COMMUNITY GARDENS

Growing Healthy Communities



**55 community gardens in four counties**

# Community Garden Locations



# URBAN LAND TRUST







**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













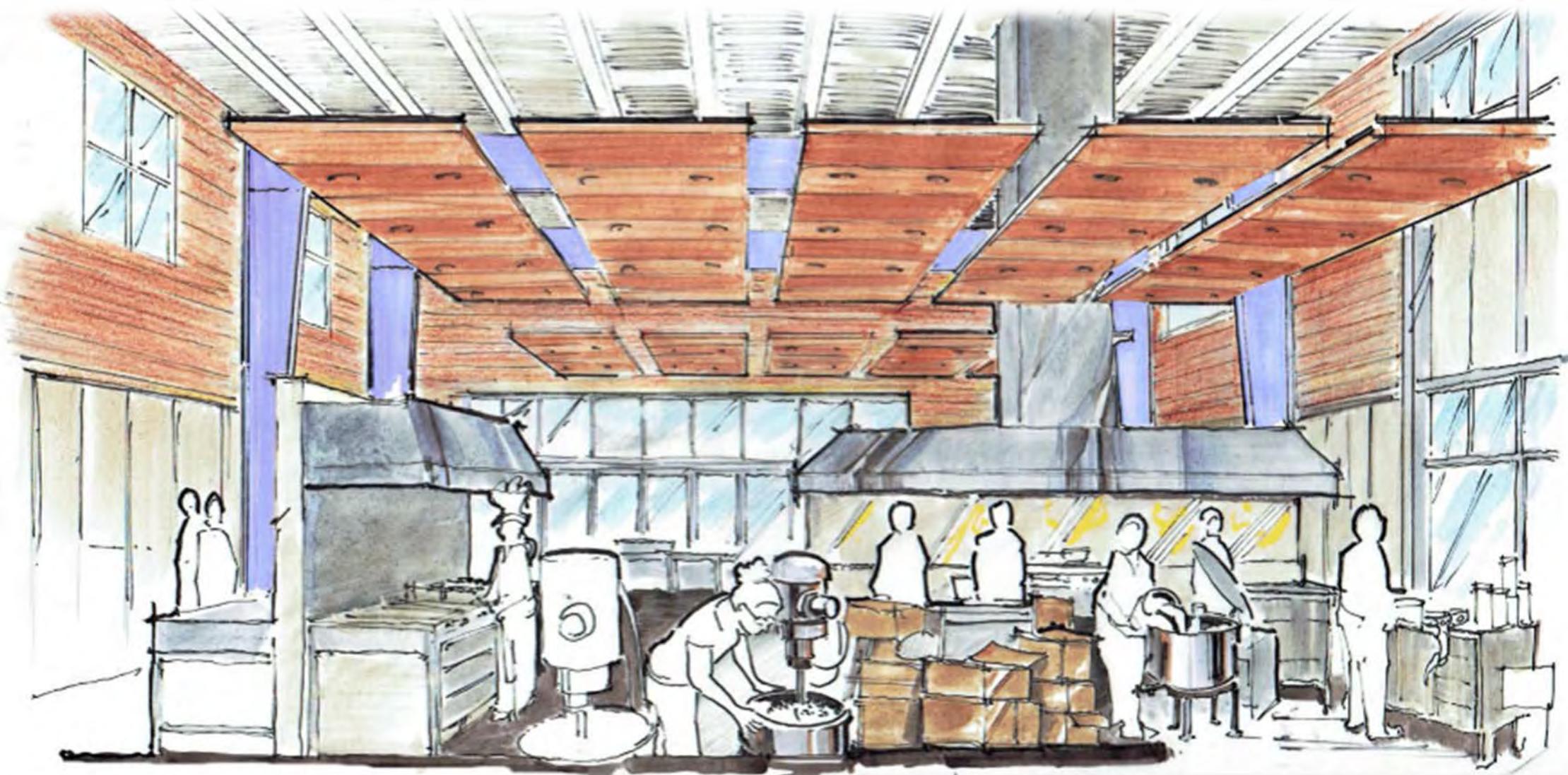
Two **HYDROPONIC GREENHOUSES** using controlled-environment agriculture to support year-round food production and an adult job-readiness program based on Capital Roots' successful Produce Project youth training model, helping the region's long-term unemployed not only gain, but retain jobs. AND one **TRADITIONAL 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

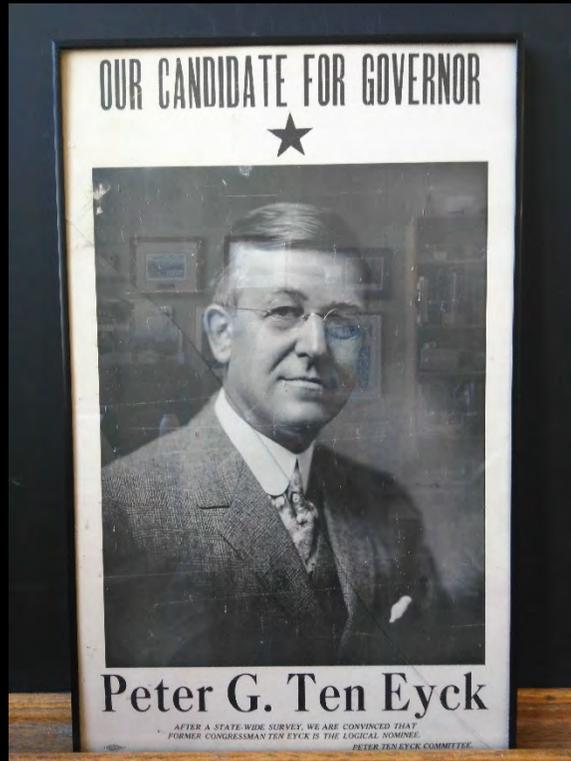
Altamont, New York



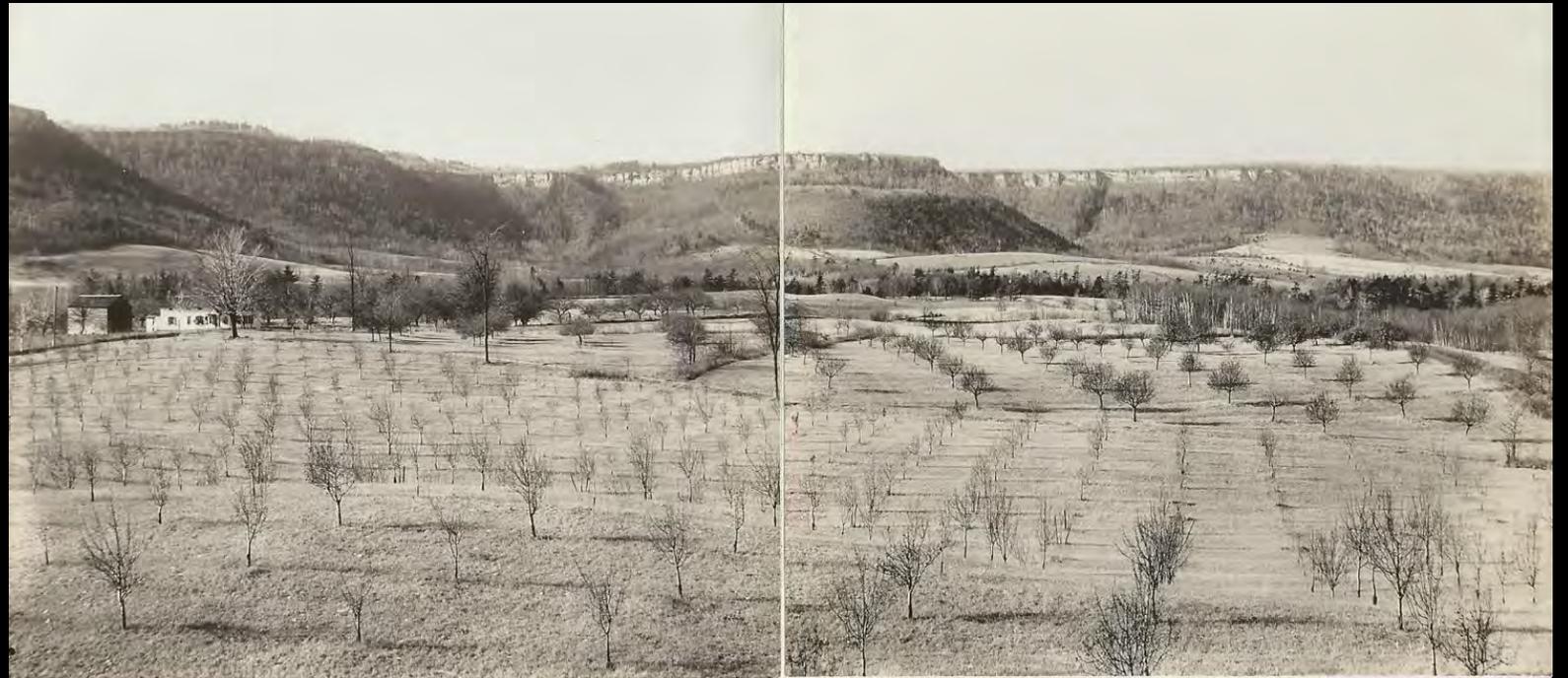
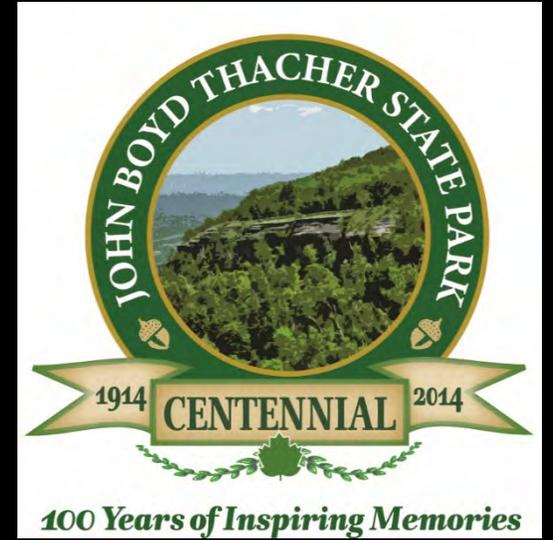
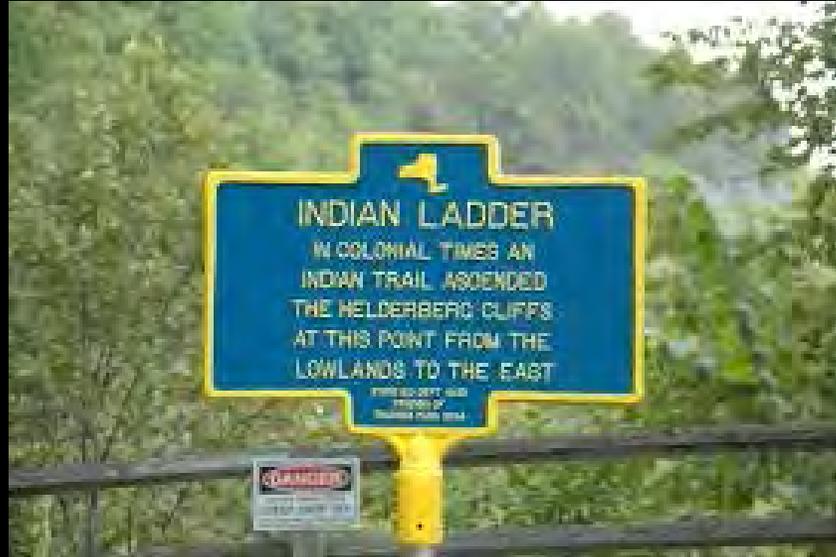
Made possible by many generations, many families and individuals over many years, in fact 100 years...

**Indian Ladder Farms was founded in 1916 by Peter G. Ten Eyck**

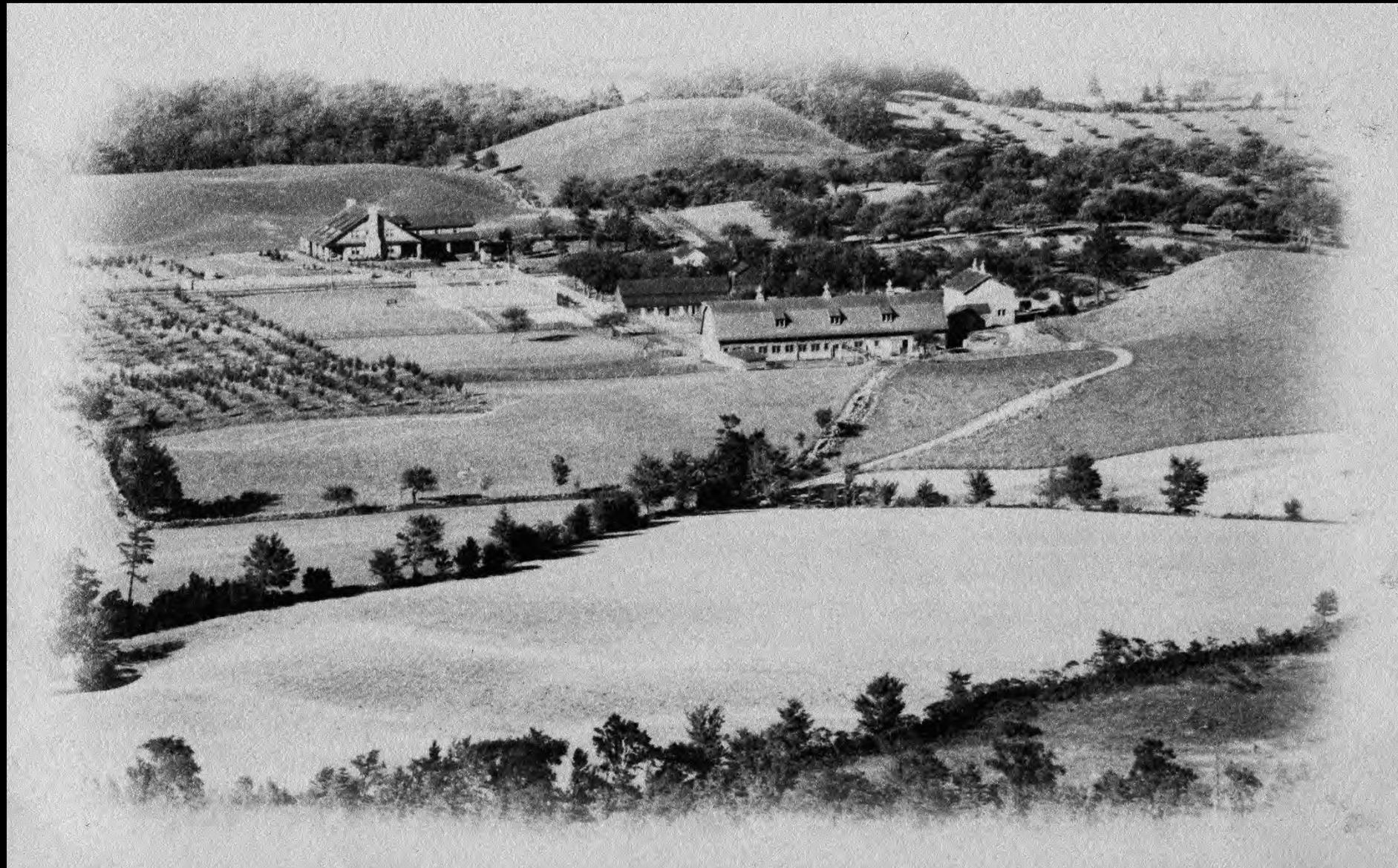
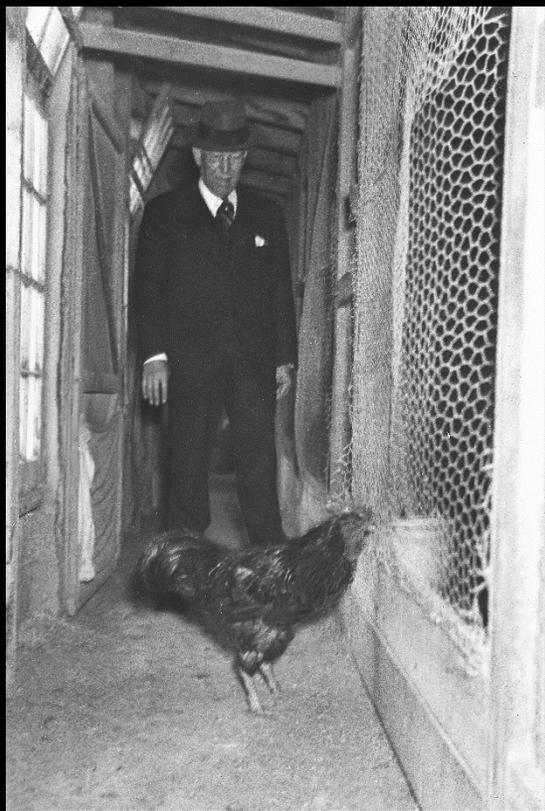




# Named for a local landmark, the Indian Ladder



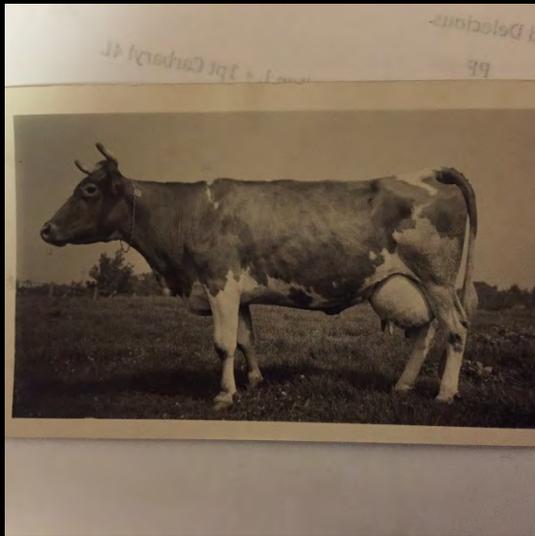
# A Working Dairy Farm & Orchard





**INDIAN LADDER FARMS**  
GOLDEN GUERNSEY MILK  
P.G. TEN EYCK PROP.

**MILK**  
FROM THIS HERD  
DISTRIBUTED  
IN ALBANY BY  
**UNCLE SAM'S DAIRY CO.**  
INC.

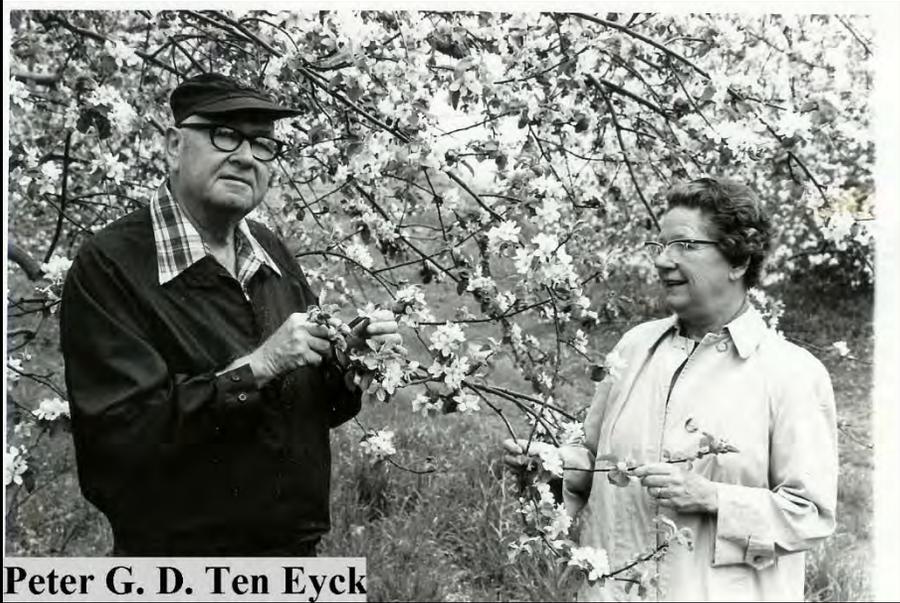


Home of  
**INDIAN LADDER FARMS**  
Pure Bred **GUERNSEYS**

## Dairy Barn Burned 1949



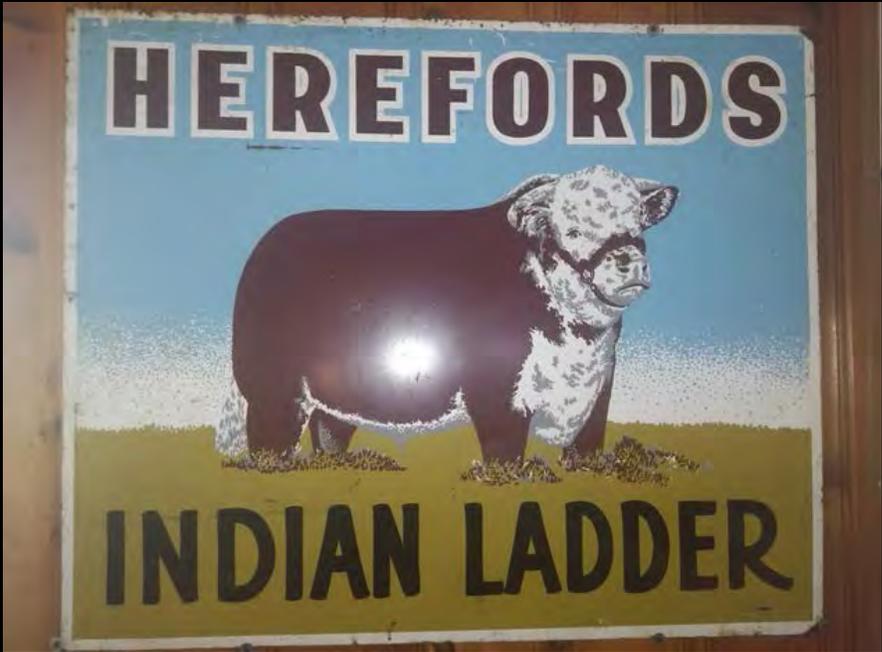
Ten Eyck Fire (Circa 1950)



Peter G. D. Ten Eyck

# The Next Generation: Peter G. D. Ten Eyck

*Beef, Wholesale Apples, Pears, Even a Gas Station*



Generation #3



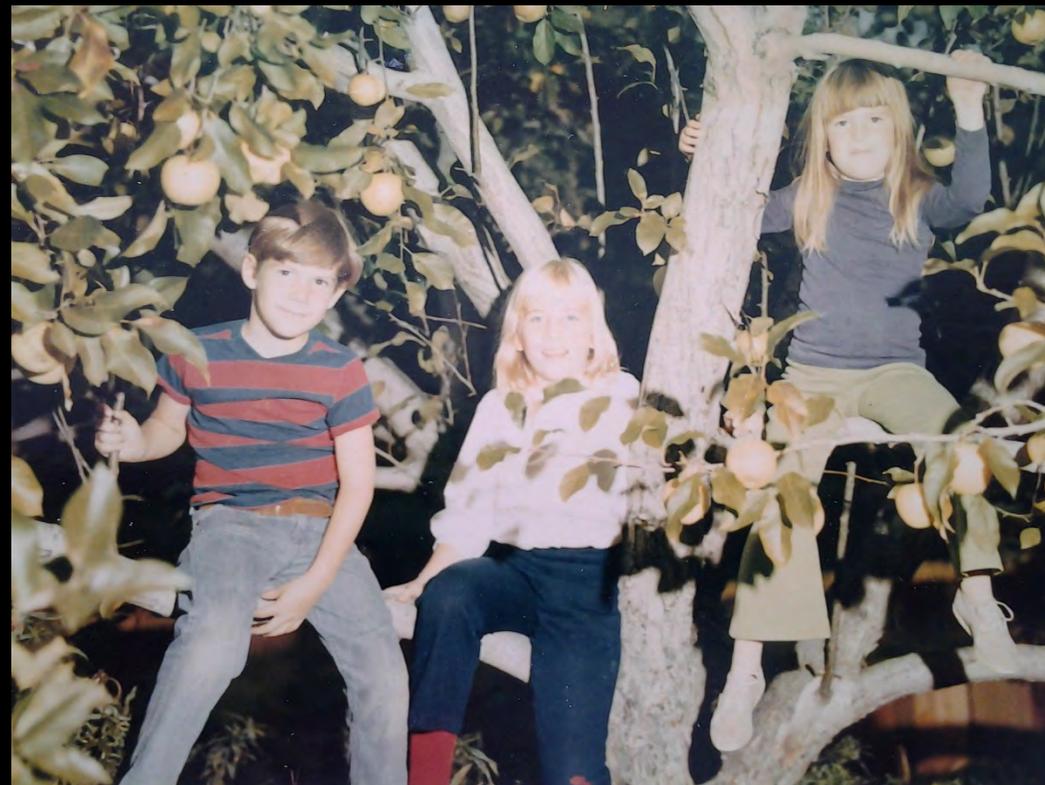
Peter G. Ten Eyck II



# Indian Ladder Farms Opens to the Public



The  
Fourth  
Generation

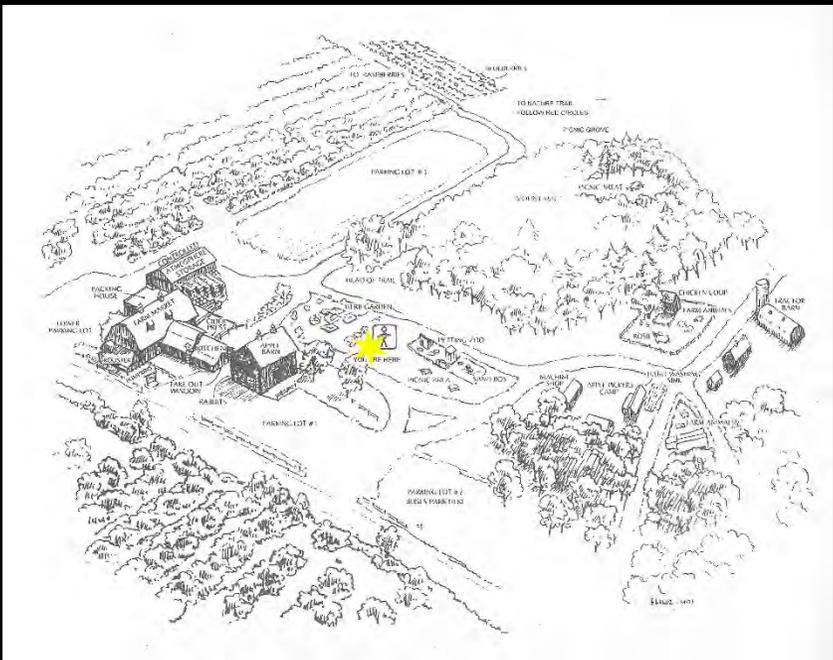


# The New York Times

**“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*



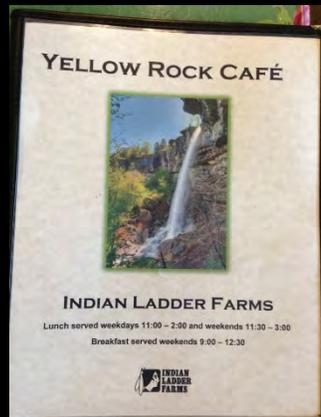
# Another round of change.....



**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.....



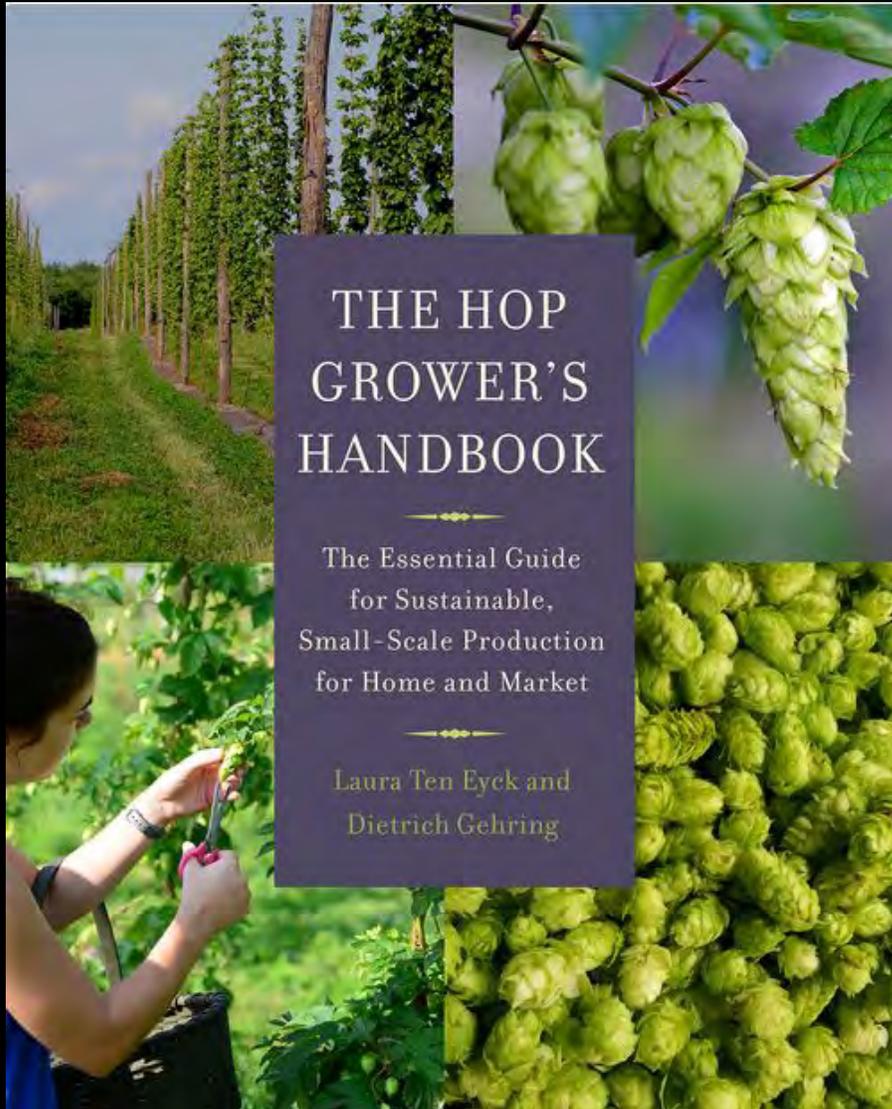
# Apple Harvest is Our Busy Season— Apparently We Don't Have Time to Take Many Pictures



# Indian Ladder Farms Does Christmas



Always trying something new....





# Hemp



## Indian Ladder Farms—The Fifth Generation



The End



# Is Your Town Planning for Agriculture?

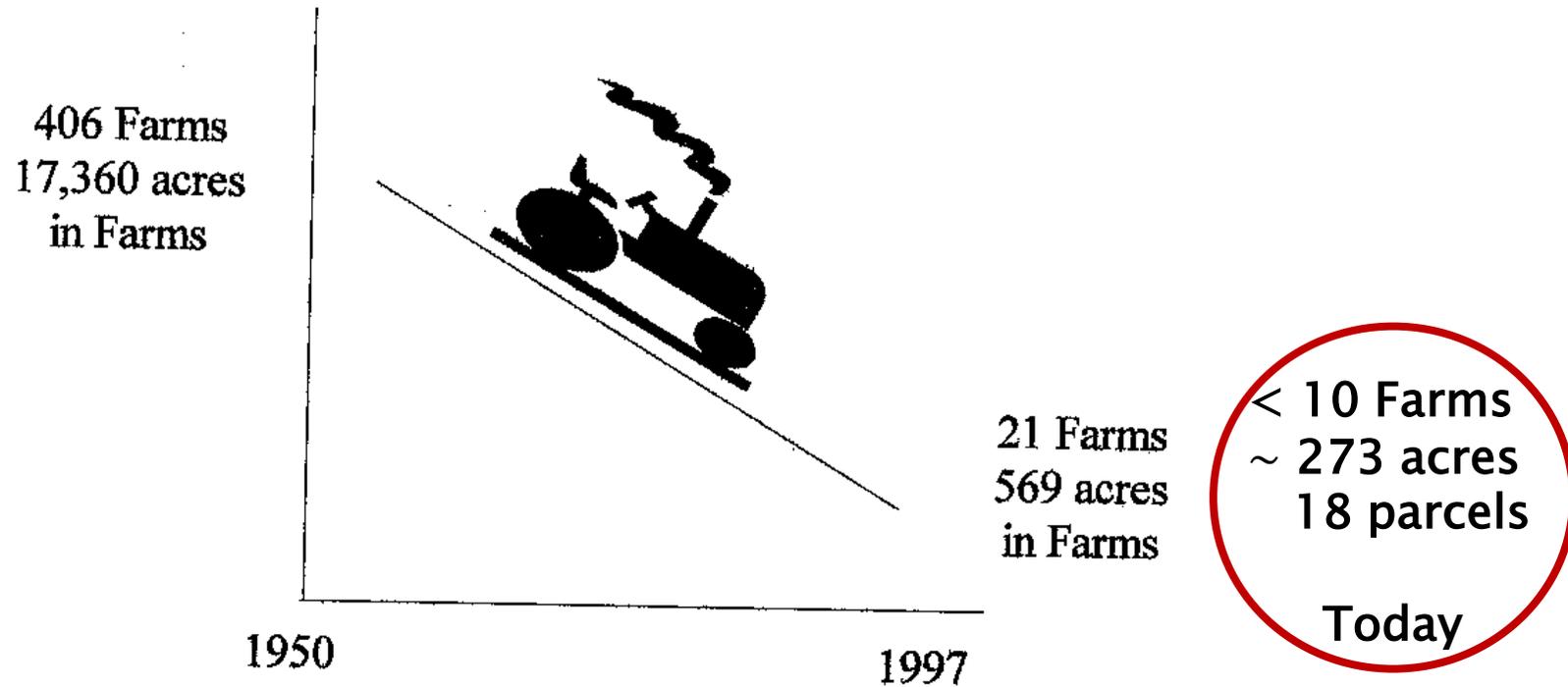
*Establishing and Implementing Local Public  
Policy to Support and Protect Agriculture*

Jeff Kehoe 518-457-4626  
Division of Land and Water Resources:  
Agriculture Protection Unit



Department of  
Agriculture and Markets

*“Agriculture: If you ignore it, it will go away.”*

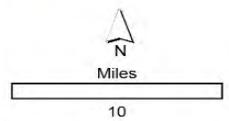


Rockland County Agriculture  
1950 - 1997

# Capital District AGRICULTURAL LAND



Tax parcels classified as Agricultural by local assessors for 2013.



# 2017 USDA Ag. Census

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

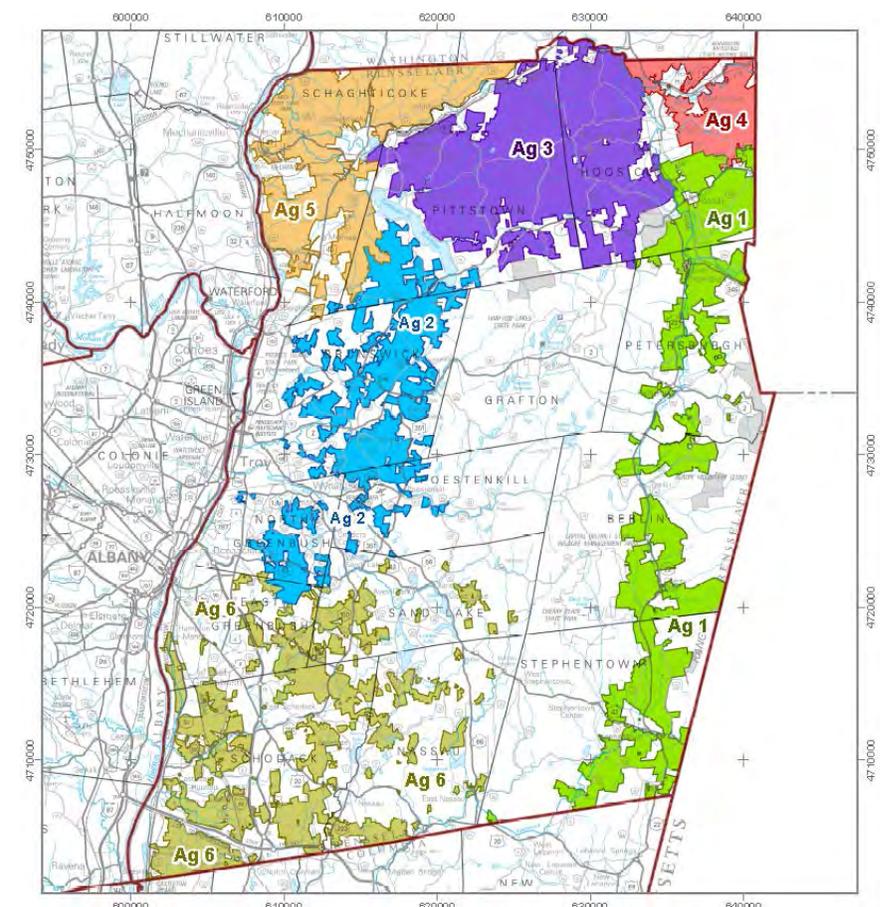
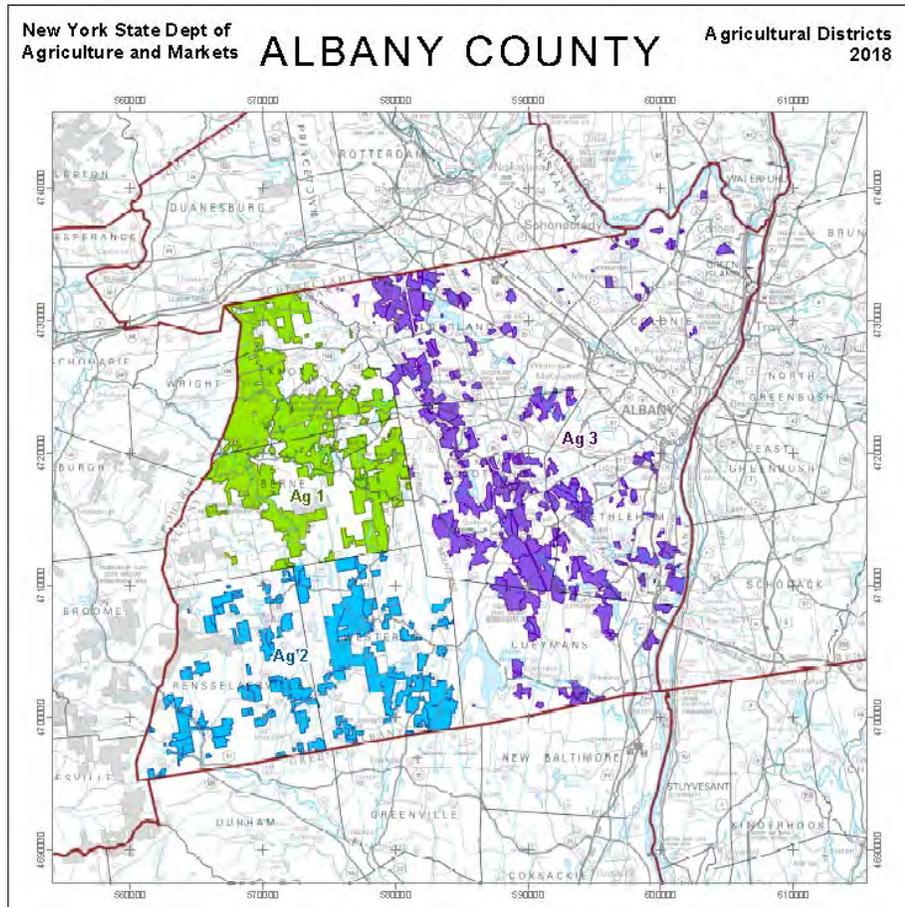
- On-farm Direct Sales for 2017:  
5,697 NY Farms sold **\$223M**
- Institutions Food Hubs & Retail Markets:  
1,587 NY Farms sold **\$316M**
- value-added sales:  
1,977 farms sold **\$182M**
- NY net decrease of 657 farms (6.7%)  
acres of farmland decreased by 112,250 (6.2%)

# 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

Appendix

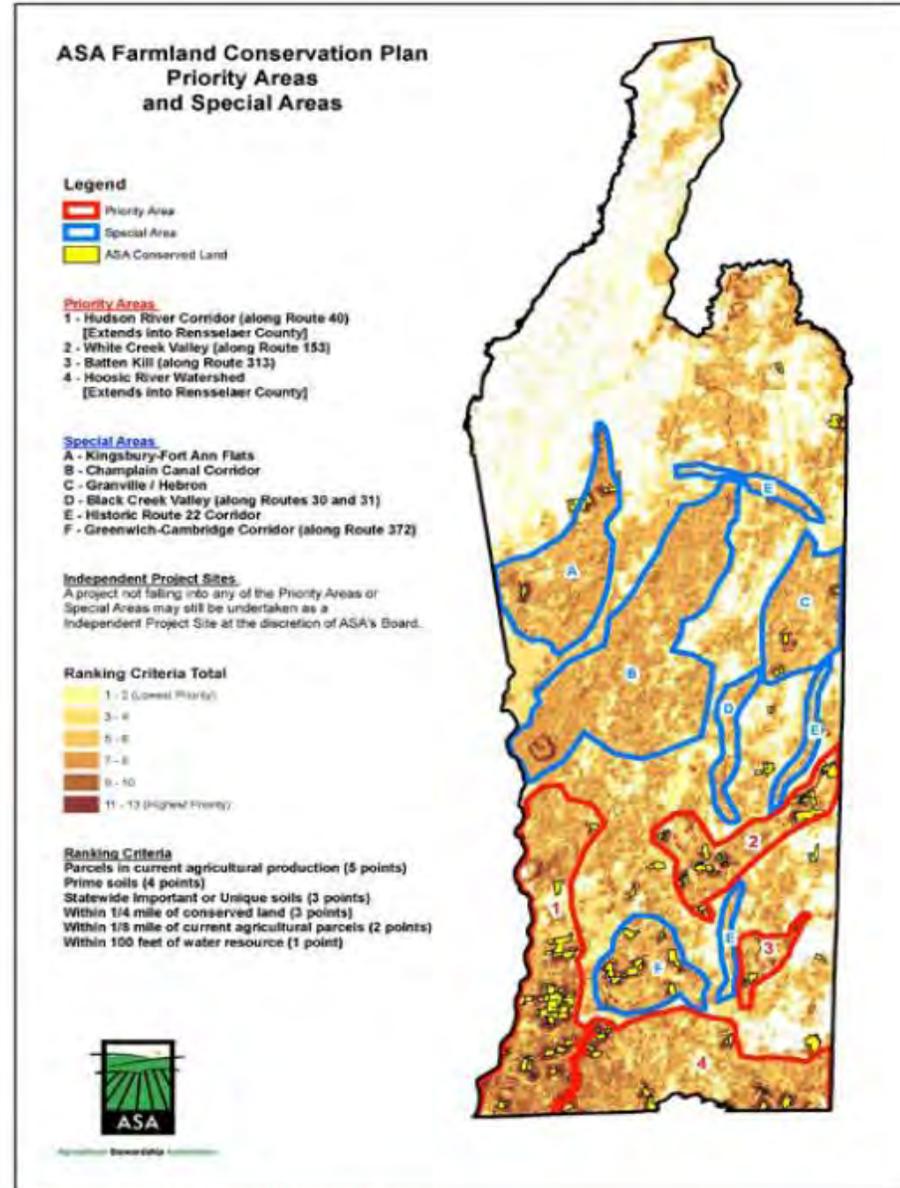


Figure 23 Map of Farmland Ranking Criteria

# Is Your Town Planning For Agriculture?

*Does your Town have concerns about...*

- **Agri-Tourism**

*(Tourism initiatives that promote agriculture)*

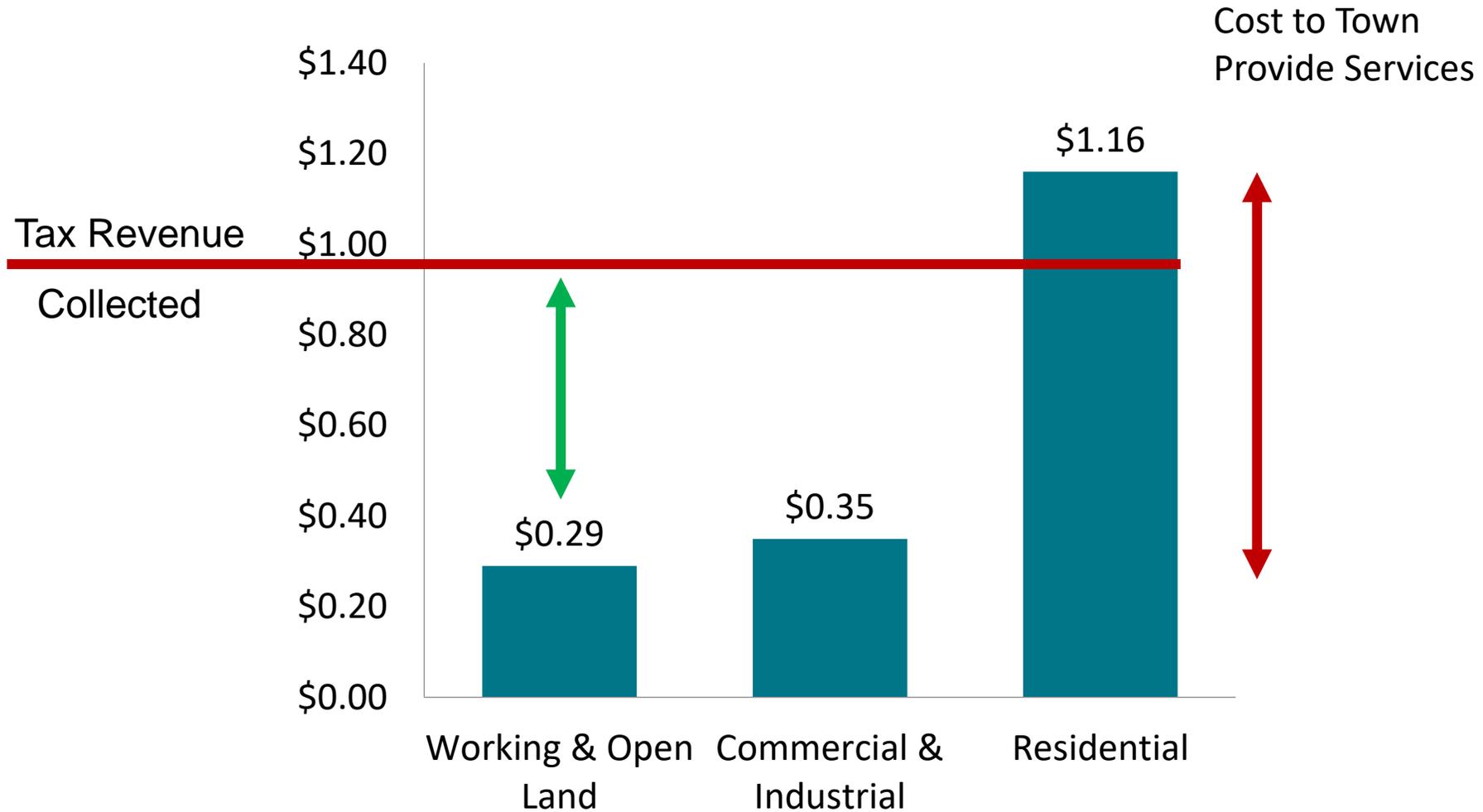
- **Industrial Scale Solar Arrays**

*(NYS Solar Guidebook: [NYSERDA.ny.gov](http://NYSERDA.ny.gov))*

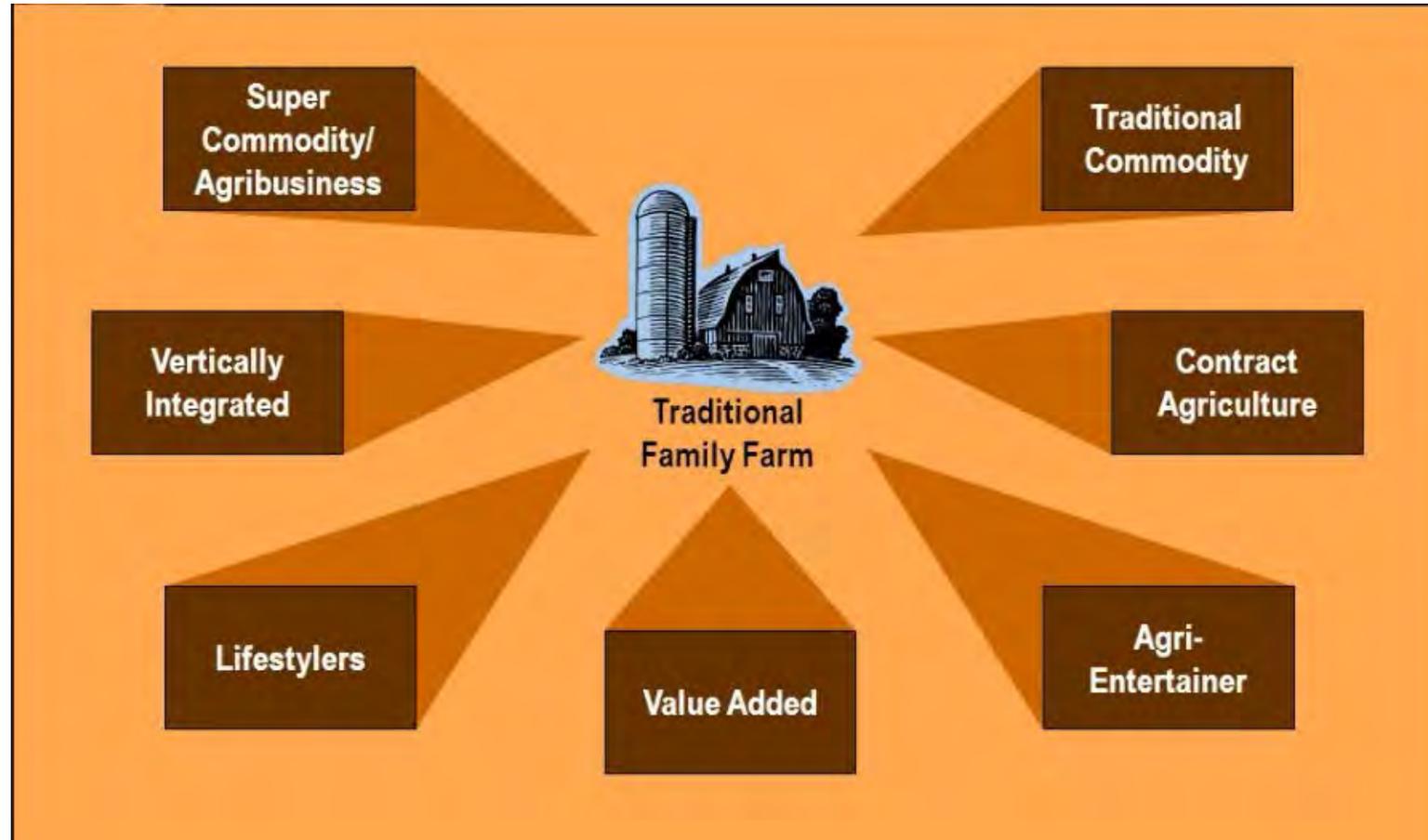
- **Farm Brewery/Distillery/Winery**

*(State Liquor Authority: ABC Laws)*

# Cost of Community Services



# Agricultural Business Models



# Ag & Farmland Protection Plan

## All Towns Eligible!

- **Up to \$25K per Town**

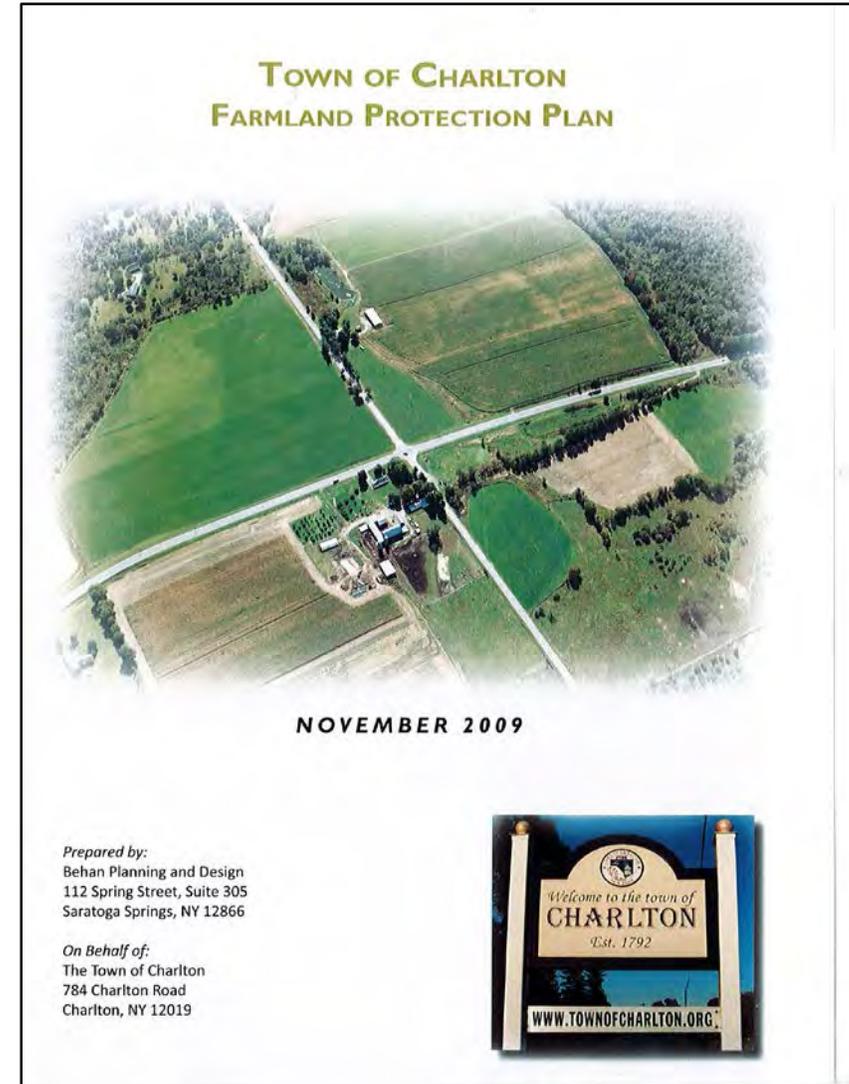
*\$1,700 Cash Match*

*\$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

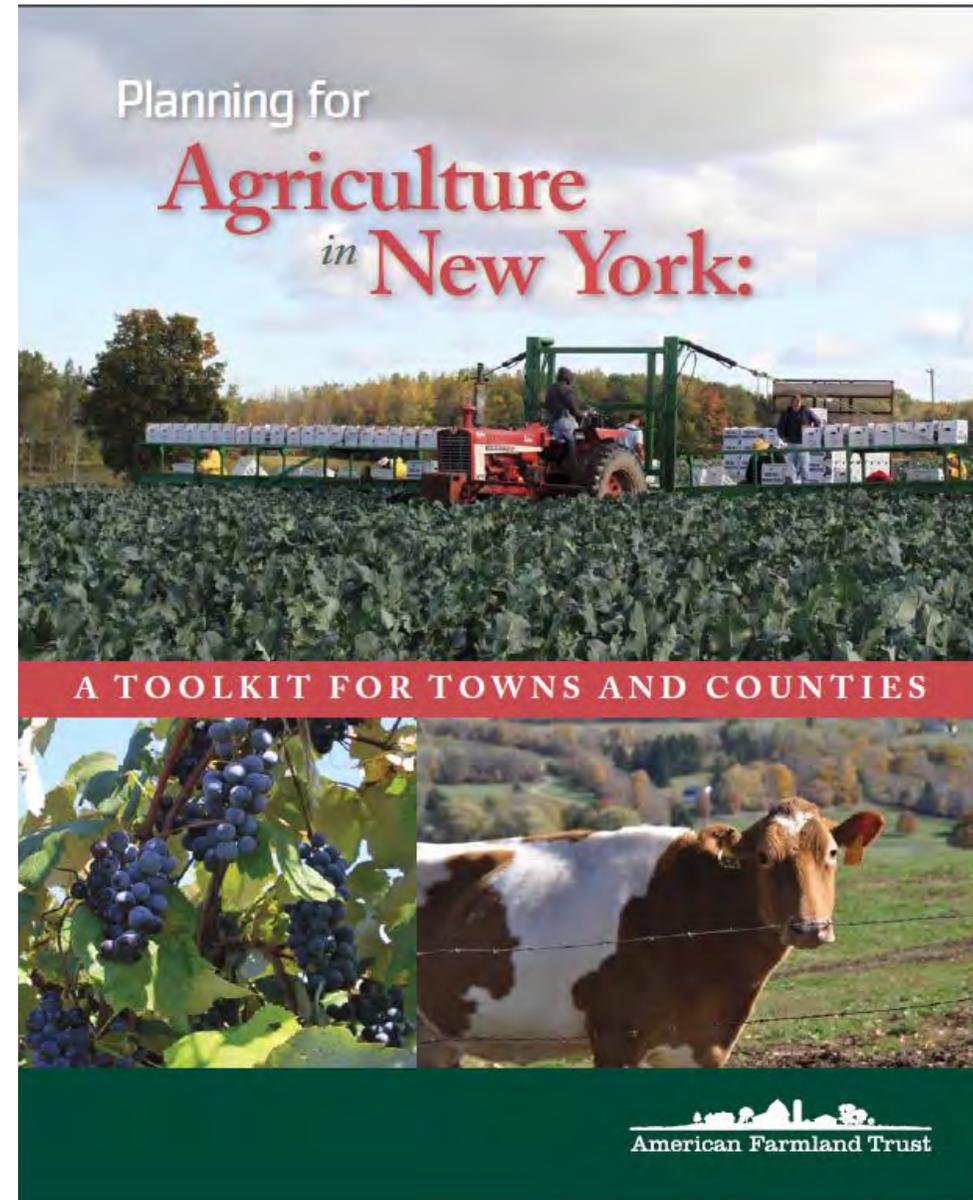
- Ag Protection Overlay District (*Warwick, NY: below*)
- Purchase/ Transfer/ Lease of Development Rights
- Cluster Development/ Conservation Design *for Agriculture*
- Infill Development / Smart Growth / Form Based Code?



# 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” .....

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





# Thank You!

# Any Questions?

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

