

Action/Research Team Worksheet for Sector Food and Agriculture

1. **Assets** (continue on 2nd page if necessary...)

<p><u>Land/Environment</u> Acreage – low-cost Adequate soil Sufficient precipitation Ground water Climate (pest control) Existing/abandoned farmland Grasslands for livestock Dairy Farms</p>	<p><u>Labor</u> Underemployed/unemployed workforce - trainable Existing openings/opportunities for work Farming familiarity Students</p>
<p><u>Capital</u> Ag suppliers, stores University resources o Grant writing o Research public education o facilities Extension Learning Farm Small scale processing facilities (not utilized) Existing grant opportunities (NY Ag & Markets, SARE...)</p>	<p><u>Social</u> Agricultural Services Farming/Rural orientation Demand for small scale processing sites exists Community & home gardens Supportive consumer base for local production Proximity to national/international markets Existing local markets – Potsdam Food Co-op, FMs Alternative agriculture community Demand for distribution system Small communities, ‘word-of-mouth’ marketing</p>
<p><u>Political</u> County Legislature – Ag Development Plan County Planning Office New York State support Low-income food assistance programs o Food Stamp Program o WIC/Farmers Market Nutrition Program o Food Bank of Central NY o GardenShare o Cornell Cooperative Extension</p>	<p><u>Intellectual</u> Multiple agricultural organizations – well integrated o Farm Bureau o Ag Development Plan o FFA o Soil & Water Conservation District o Dairy Council o CCE/4H Seedcorn Resource Center Gardening knowledge/activity Cornell University o Small Farms Program o Community, Food and Agriculture Program (CFAP) Food Venture Center SLU, Clarkson, SUNY resources Master Gardeners and Foresters</p>

2. **Indicators, including revisions to the original list** (continue on 2nd page if necessary...)

Ag Census Data 2000		Merwin Rural Services Institute profile
Number of farms	1085	Community Food Security Coalition, Community Food Assessment 'What's Cooking in Your Food System?' indicators (SUNY Potsdam, Sociology class)
Total Acreage	311,800 acres	
Cropland	200,300 acres	<ul style="list-style-type: none"> ○ # of farm auctions/real estate sales ○ Soil health ○ #s/types of disease - Animal/Plant ○ Prime farmland not used for ag (% of acres not in production) ○ % of local production consumed within county/% of local production consumed outside of county ○ food outlets selling local products/% of sales ○ # of agriculture awareness activities ○ # of continuing education opportunities for producers ○ # of gardens ○ # of compost sites ○ Redemption of WIC FMNP coupons ○ Media - PSAs on local products ○ # of youth in 4H, FFA, ag classes in schools ○ # of vendors, # and types of products sold at FMs ○ # of certified organic farms ○ Hunger measurements, #s participating in food assistance programs ○ # of small/medium sized farms ○ # of food processing facilities ○ # of different products, produced in SLC ○ Index of diversity
Pastureland	30,100 acres	
Woodland	46,700 acres	
Other	34,700 acres	
Total hay acres	106,200 acres	
Corn Silage	83,400 acres	
Cows dairy	39,500	
Cows beef	4,000	
Hogs	900	
Sheep	2000	
Cash Receipts:		
Crops	\$6,646,000	
Livestock	\$73,852,000	
Dairy	\$198,983,000	
Vegetable	\$697,000	
Fruit	\$87,000	
Greenhouse/nursery	\$1,175,000	
Forestry	1,017,700 acres	
Timber sales 1996	\$7,627,750	
Food Processing Sales 1997	\$13,973,000	
Total milk production	650,000,000#	

3. **Leakages** (continue on 2nd page if necessary...)

<ul style="list-style-type: none"> ○ Next generation of farmers ○ Timber ○ Advertising/marketing/local labeling ○ Food waste/compostables ○ Conventional & Organic Ag support system <ul style="list-style-type: none"> • Services • Fencing • Machinery • Grains/feed (high protein – Massena soy meal) • Seed • Compost/fertilizer • Unrecovered energy/heat loss ○ Institutions/consumer purchasing ○ Federal/State agricultural program 	<ul style="list-style-type: none"> ○ Food products <ul style="list-style-type: none"> • Vegetables • Poultry • Beef (dairy beef) • Dairy products • Pork • Prepared foods – processing activity/adding value • Beer & fruit wine • Tree & small fruit ○ Aquaculture (Canton HS, Potsdam...) ○ Seed oils <ul style="list-style-type: none"> • Hemp/industrial, flax, soybean, canola ○ Fleece ○ Finance/capital ○ Expertise
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<ul style="list-style-type: none"> participation ○ Farmland preservation/loss ○ Herbals/Medicinals 	<ul style="list-style-type: none"> ○ Distribution ○ Lawn/home garden products ○ Xmas trees
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4. Ideas for Initiative and Businesses in this sector – prioritized, especially for 2003-2004

Expand Farm-to-School/Farm-to-Institution initiative, food-based education 7	Other: <ul style="list-style-type: none"> ○ Expand oil seed production ○ Storage/Warehouse facility ○ Lumber processing facility/small quantity ○ Link carvers with bass wood supply ○ SLC awards – Farm Friendly business ○ Farmland preservation
Canton Market initiative 5	
Business association of producers/operators (Natural resources) 5	
Distribution of local products 4	
Locally grown labels ... 4	
Mobile poultry processing 3	
Food processing facility 3	
Cooperative composting 2	
Greenhouses/nurseries/landscaping 2	
Expand grassfed beef initiative – market health benefits 1	
Herbal/medicinal/spa products 1	
Lumber inspection facility, e.g., NH 1	
Local media promote local food outlets – Farm Fresh guide for SLC 1	
Fuel oil recovery 1	
Student farm labor 1	

5. Convener(s) for 2003-2004

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