



*NY farm viability*  
INSTITUTE



*Investing in the future of  
New York agriculture*



*NY farm viability*  
INSTITUTE



**What is the New York Farm Viability Institute?**

**Giving a new farmer a leg up with enterprise planning, product development, and store placement!**



**What is the New York Farm Viability Institute?**

**“Fast Tracking” new varieties of apples and production techniques, getting them out in the field earlier!**



**What is the New York Farm Viability Institute?**

**Increasing incomes 10-30%!**





**What is the New York Farm Viability Institute?**

**Answering the question, “Can Bioenergy be a viable enterprise for me?”**

# Why NYFVI Was Established

- Spur innovation and entrepreneurship
  - “Farmers have to stop thinking like farmers”
- Farmers felt disenfranchised from setting research priorities
  - Balance between basic and applied research
  - Shorter term results
- Accountability on results and outcome

# Measurable, Farm-level Results

- The Institute adheres to an outcome-based funding model
- Tangible, measurable and specific results



# Since 2004, \$14.5 million Ag Investment

- 107 active Institute projects
- 2,000 farms
- 55 counties



# 2007 Farmer Participation: 169

- Needs identification
- Proposal development
- Outreach/information sharing
- Project evaluation
- Project advisory committee
- Proposal review panels
- Institute program advisory



# Return On Investment

- 2005- \$3.38 million, not all projects complete:
  - Capital Investment: **\$12.4 million**
  - Increased Sales (gross): **\$13.3 million**
  - Savings (gross): **\$9.3 million**
  - New jobs:
    - Fulltime: 56
    - Part-time: 19

# How We Approach Our Task

- Barrier Identification
  - Producer and Non-Producer focus groups
- Requests for Proposals
- Producer Review Panels
- Board of Directors Decision
- Accountability
  - Reporting
  - Finances
  - Results
  - Outreach

# ENERGY MANAGEMENT & BIOENERGY

# NYFVI: What Does the Farmer Need to Know?

- 2006 Focus Grants
  - \$314,674
- 2007 NE Sun Grant- Leveraged funding
  - \$20K
- 2007 Ag Research Partnership
  - \$299,977
- 2008- Energy Management and Bioenergy RFP
  - \$3,600,000 in proposals

# Bioenergy Barrier Identification



## The Exercise

- Challenges, Obstacles, Limitations
- Opportunities
- Production Research & Education
- Business Research & Education
- 63 participants, 6 locations
  - Farmer & non-farmer sessions
- 7 person Producer Review Panel

# Consolidated Results

- Develop best management practices
- Greater understanding of crop production costs
  - Establishment costs in particular
- Business structures/models
  - Returning profit to farmers
  - Development of specialized support businesses
- Enterprise transition
  - Income supplement
  - Primary income source
- On-farm energy conservation
- Price and market risk
  - Growing supply and demand in a coordinated fashion

# Consolidated Results

- Information clearinghouse, coordinate resources
- Closed loop, scale appropriate, on-farm energy systems
- Small scale community or Institution-based systems that incorporate farm waste/biomass
- Oilseed production for NY growing conditions
- Meeting marketing opportunities for coal burning plants converting to a % of biomass
- Integrating forestry biomass, especially for diversified income for agricultural operations

# Consolidated Results

- Connect farmers with end-users and markets for biomass
- Solar-thermal energy for farm application
- No-till and zone till production to reduce farm energy costs
- Applied research and/or business to address high start-up cost
- Economic feasibility of chippers, pellet mills, etc.
- Bio-energy by-products to enhance soil health
  - Ash
  - Bio-char
- ***Utilization of marginal, underutilized land coming back into production***

# Shrub Willow on Marginal Soils



# Linking Algae to Dairy Production

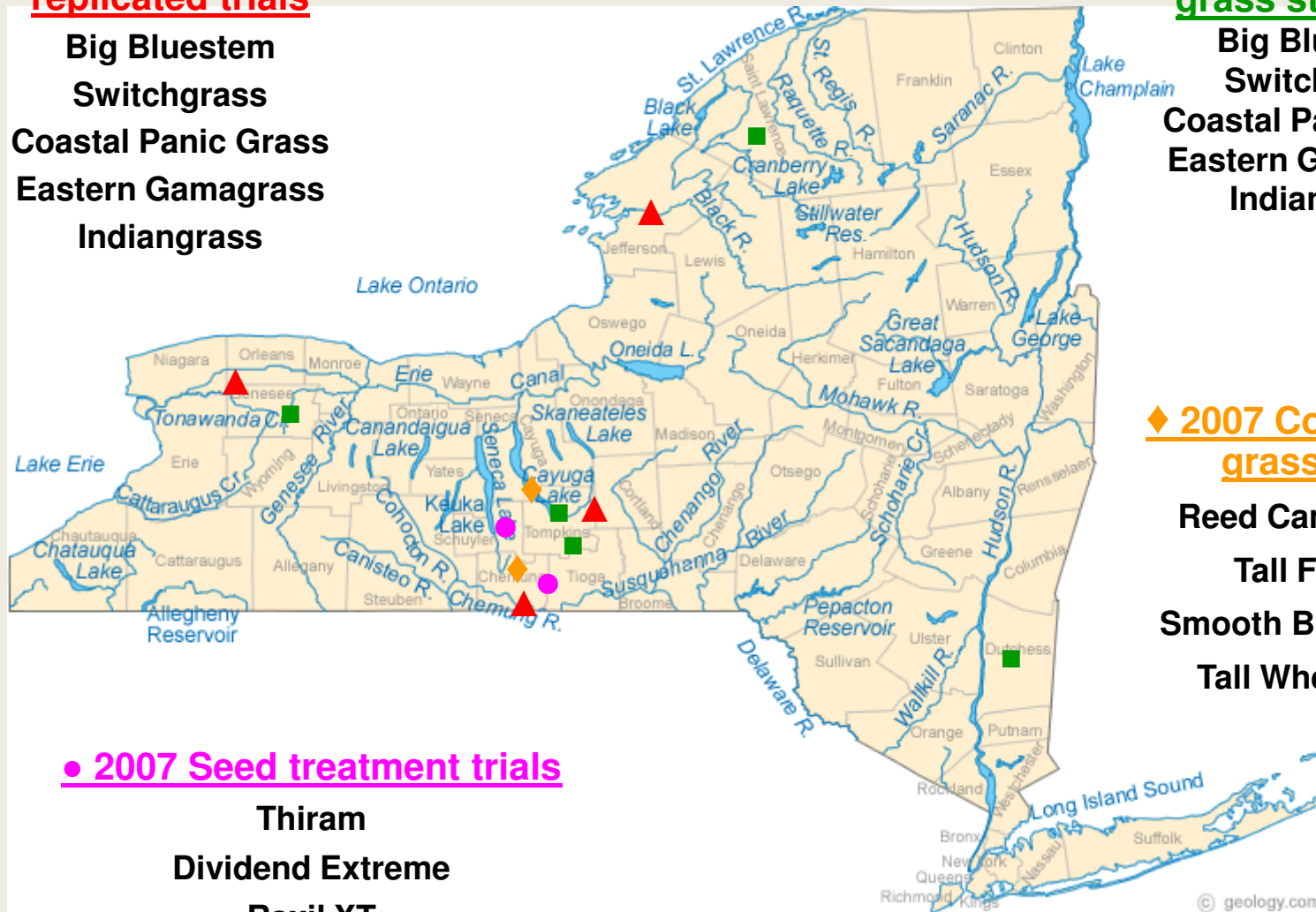


# Syngas



**▲ 2007 Warm season grass replicated trials**

**Big Bluestem  
Switchgrass  
Coastal Panic Grass  
Eastern Gamagrass  
Indiangrass**



**● 2007 Seed treatment trials**

**Thiram  
Dividend Extreme  
Raxil XT  
T-22  
TrigoCor 1448**

**■ 2007 Warm season grass strip trials**

**Big Bluestem  
Switchgrass  
Coastal Panic Grass  
Eastern Gamagrass  
Indiangrass**

**◆ 2007 Cool season grass trials**

**Reed Canarygrass  
Tall Fescue  
Smooth Brome  
Tall Wheatgrass**

# 2008 (*\*Tentative\**)

- Evaluation of Perennial Grass Feedstocks
  - Viands/Cornell
- Pennycress
  - Innovation Fuels
- Hudson Valley Grass Energy Mobile Pelletizing Service Company
  - Lower Hudson- Long Island RC&D Council
- Socio-Economic Survey of farmers and landowners
- Coordination of biomass/bioenergy interests

# In the End. . .

- NYFVI
  - We'll focus on the farmer
  - We'll get you the feedstock
  - Together we will work on the supply chain and logistics

