

Hudson Valley Agribusiness Development Corporation
Annual Report 2017

HVADC

507 Warren Street, 2nd Floor
Hudson, NY 12534
P: 518.432.5360
F: 888.317.5556

**BOARD OF
DIRECTORS**

President

Mark Doyle

Vice President

Walter Garigliano

Treasurer/Secretary

Ann Finnegan

David Church

Dennis Doyle

March Gallagher

Eric Ooms

Executive Director

Todd Erling

The Hudson Valley Agribusiness Development Corporation (HVADC) is the only economic development agency in the Hudson Valley with a specific focus on the viability of the agricultural economy in the region. HVADC's charge is to enhance the agricultural sector in the Hudson Valley by assisting both new and existing agri-businesses, and supporting policies and regulations that recognize and support New York State's agricultural economy. Our services are carefully designed to promote the Hudson Valley as an attractive, viable region for agriculture and to foster growth and development of the agricultural sector through a creative program of marketing, promotion and the provision and coordination of financial and other resources.

Scope of Services

HVADC offers the following services to farms and farm-related/farm dependent businesses:

1. Technical assistance to businesses applying for funding or implementing awards from various public and private sources to include but not limited to: USDA Value Added Grant, USDA Rural Business Enterprise Grants, SBA, EDA, NYS Consolidated Funding Applications, etc.
2. Business planning services to businesses seeking to diversify production.
3. Business expansion counseling to businesses seeking to add process capacity and expand operations to make room for next generation.
4. New business referrals for site search selection opportunities to locate in the county.
5. Representation and technical support to ensure these business interests are included in NYS Regional Economic Development Councils' plans and implementation.
6. Local farm product sourcing for regional co-packers, value added processors and other regional commercial and institutional buyers.
7. Development and promotion of farm and local business sourcing to support agri/culinary-tourism and educate the community members and markets of the role local sourcing plays in economic development through the Hudson Valley Bounty Program and regional branding.

Operations and Accomplishments

In 2017, HVADC improved and expanded its primary programs: Incubator without Walls (IWW), a program designed to meet a variety of needs of current and potential agri-businesses and Hudson Valley Bounty (HVB), a project that pushes the farm-to-table agenda by encouraging the community to eat and shop local while fostering relationships between restaurants and farms.

Incubator without Walls

Qualified businesses that are admitted into our IWW program can tap into a wide range of services to accelerate their growth and increase their chances of long-term success. These services can include: business and financial planning, value-added infrastructure services, financing and networking. For the 2017, HVADC estimated that we could assist approximately 30-35 businesses; we were able to successfully achieve our goal. Through IWW, HVADC has been able to assist 34 businesses in 2017. The various types of services we have provided are list below:

- 12 businesses with general business planning
- 8 businesses with strategic planning for growth/development
- 8 businesses with project planning
- 3 businesses with legal assistance
- 3 businesses with grant writing

Hudson Valley Bounty

HVB is the region's most comprehensive local farm and food portal. The HVB website showcases a large number of food enterprises, provides refined search capabilities and in-depth details of its participants. The site is searchable by county, with interactive maps pin-pointing each farm or food business included throughout Orange, Sullivan, Ulster, Dutchess, Columbia, Rensselaer and Washington counties. Searches may also be conducted by business categories, with participants grouped according to products such as farms, wineries/vineyards, distilleries, breweries, cideries, specialty producers, farmers markets, food and beverage trails, restaurants, caterers, retail and grocery stores, or distributors/wholesalers.

Participation in HVB is free for farms and food businesses. As the region's go-to-resource for local food and farm offerings, HVB provides participants with exposure on its high-traffic website used by local consumers, tourists, chefs, farmers, wholesalers, and institutional buyers; the opportunity to be featured on HVB social media, email newsletters, and blog; as well as access to HVB curated newsletters containing information on grant and financing opportunities, training workshops, events, and opportunities to promote their business or sell their product.

HVADC Special Projects

The **Food & Farm Business Accelerator (FFBA)** began its inaugural year in October 2016 and concluded the program with a pitch session in May of 2017. The FFBA supports the creation and growth of robust regional supply chains by providing entrepreneurs with the tools they need to be successful. This program is designed to help famers and food entrepreneurs develop the necessary skills and materials to scale their business, build sales, and access financing sources. The FFBA is an intensive mentoring and training program for Hudson Valley farmers and food entrepreneurs seeking to scale their business, gain access to capital, and build sales. The curriculum includes online training activities, expert instruction, one-on-one mentoring sessions, group interaction and industry networking events.

The following businesses successfully completed 2016-2017 class of the FFBA:

- **Argyle Cheese Factory LLC, Argyle, NY** (Washington County): Marjorie and David Randles, Partners. Argyle is a farm producing cheese, yogurt and buttermilk as well using these products as a base for smoothies, salad dressings and cheesecakes.
- **Balet Flowers & Design, Malta, NY** (Saratoga County): Suzanne Balet Haight, Owner. Balet sells annuals perennials, vegetable plants and herbs at its farm's garden market, and at farmers markets.
- **Fishkill Farms, Hopewell Junction, NY**, (Dutchess County): Josh Morgenthau, Managing Member. Fishkill Farms operates an on-farm cidery, tasting room, and event space.

- **The Green Onion, LLC, Chester, NY** (Orange County): Hillary and Claire Lindsay, Owners. The Green Onion is an agri-cultural center with a market, events and education.
- **Lavenlair Farm, LLC, Whitehall, NY** (Washington County): David J. Allen, Owner. Lavenlair Farms is a 4000 plant lavender farm selling 18 varieties of lavender and produces a wide variety of lavender bath and body products, and lavender honey.
- **Les Collines, Craryville, NY** (Columbia County): Brigid Dorsey, Owner. Les Collines produces locally sourced, savory and sweet artisanal jellies and preserves.
- **Raspberry Fields Farm, LLC, Marlboro, NY**, (Ulster County): Sara Higgins, Principal. Raspberry Fields Farms is a small batch, artisan purveyors of granola, cookies and gift boxes.
- **Minkus Family Farms, Inc., New Hampton, NY** (Orange County): Dylan Dembeck, Manager and Rick Minkus, Owner. Minkus Farms grows, pack and distributes onions.
- **Soukup Farms, Dover Plains, NY** (Dutchess County): Jennifer Soukup, Owner. Soukup is a family farm producing handmade maple products, and selling pumpkins and hay.

National Farm Viability Conference – May 2017, Albany, NY

Hosted by a committee coordinated by HVADC, the National Farm Viability Conference focused on strengthening farm sustainability, building stronger and more resilient local food systems and supporting the long term profitability of farming and agri-entrepreneurs from start-ups to generational businesses.

The conference gathered national leaders who are providing services to farm and food businesses, including business and financial planning, financing, farmland conservation, market development, acculturation, and food hub management. With more than 300 attendees from 28 states at this year's conference, participants gained expertise and networked with people in various sectors of the industry to support development of farm viability and food system resiliency.

Compensation Schedule:

There was one employee that made over \$100,000 in 2017.