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Hudson Valley Agribusiness Development Corporation
Annual Report 2016

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 or 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 2016, 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.

HVADC is an equal opportunity provider, and employer. To file a complaint of discrimination, write: USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C. 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6392 (TTD).

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 2016, HVADC estimated that we could assist approximately 25-30 businesses; we were able to successfully achieve our goal. Through IWW, HVADC has been able to assist 41 businesses in 2016. The various types of services we have provided are list below:

- 18 businesses with general business planning
- 12 businesses with strategic planning for growth/development
- 4 businesses with project planning
- 3 businesses with legal assistance
- 3 businesses with grant writing
- 1 business with food safety compliance/strategic planning

Hudson Valley Bounty

Hudson Valley Bounty has re-launched its website, now the region's most comprehensive local farm and food portal. With a fresh look and functionality, the new Hudson Valley Bounty website showcases a larger number of food enterprises, more refined search capabilities, new food categories, and more in-depth details of its participants. Hudson Valley Bounty's site is now 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. Additional filters may be applied to each category to further refine a search. For instance, the 230 farms included may be sorted by county, product type (i.e. dairy, flowers, meat, vegetables, etc.), then by production method (i.e. certified organic, grass-fed, biodynamic, etc.) and by their distribution markets as well. Participation in Hudson Valley Bounty is free, and farms and food businesses may submit their information at hudsonvalleybounty.com. As the region's go-to-resource for local food and farm offerings, Hudson Valley Bounty 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 Hudson Valley Bounty social media, email newsletters, and blog; as well as access to Hudson Valley Bounty's 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

Food & Farm Business Accelerator: 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

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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 2016-2017 class of the FFBA includes:

- **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.

Compensation Schedule:

There was one employee that made over \$100,000 in 2016.