

# *From Farm to School*

A Guide and Directory for Schools,  
Institutions, Organizations and Farmers for  
Buying and Selling Local Meat and Produce  
In the Hudson Mohawk Region



Produced by the Hudson Mohawk Resource Conservation and Development Council  
with funding support from the New York Farm Viability Institute with New York  
State Department of Agriculture and Markets.

Revised January 2010. Updated versions available at [www.hudsonmohawkrcd.org](http://www.hudsonmohawkrcd.org).

# Table of Contents

Introduction.....	p. 3
Contributors to the Farm to School Project .....	p. 3
About the Hudson Mohawk RC&D Council and the New York Farm Viability Institute .....	p. 4
Farm to School: Why Make the Effort?.....	p. 5
Some Important Information for Food Service Directors .....	p. 6
Meeting State Purchasing Guidelines	p. 6
Samples of "Intent to Purchase Local Food"	p. 7
From NYS Department of Health	p. 8
Beyond the Cafeteria: Other Ways to Use Local Products in Schools .....	p. 9
Local Success Stories:	
Examples of How Farm to School Works .....	p. 10
When is it Fresh? .....	p. 12
Working with Farmers: Keys to Building a Successful Relationship .....	p. 13
Working with Food Service Directors: Tips on Selling to Public Schools .....	p. 13
Purchasing Locally: Distributors, Farmers Markets, Direct Purchasing .....	p. 14
Incorporating Agriculture into the Classroom .....	p. 15
Additional Farm to School Resources.....	p. 16
Directory of Farms Interested in Selling to Schools and Institutions .....	p. 17
Directory of Food Service Directors Interested in Purchasing from Local Farms .....	p. 29

## Introduction

The importance of local food is growing and many schools, parents, and students want to know how they can incorporate local food into their school meal plans. This guide and directory was developed as part of a farm-to-school project undertaken by the volunteers of the Hudson Mohawk Resource Conservation and Development Council's Farm to School Committee in partnership with USDA Natural Resources Conservation Service. The project was generously supported by the New York Farm Viability Institute.

Growers have asked for assistance from the HMRC&D for help finding new markets since some of their product either goes unpicked or languishes in cold storage. Although it does require extra effort, many schools want to purchase locally for the added benefits such as fresher products, keeping dollars within the community, supporting local agriculture, and local agricultural awareness and education. Purchasing from local farms can also help schools comply with nutrition requirements.

### What is Farm to School?

Farm to School is a movement going on throughout the country to link farms and schools by increasing the amount of locally grown food served to students at school. Ideally, students learn about the local food system and foods in addition to consuming them.

### What are the benefits?

- ❖ **Kids' Health:** Providing students with fresh, nutritious and tasty food, and increasing consumption of fruits and vegetables. Fresh in-season food retains more nutrients. It also tastes better!
- ❖ **Food Security:** Supporting local farmers and helping to preserve family farms and a decentralized, more secure food system. A reliable local food supply is important especially in times of scarcity and when we face threats of terrorism and global food contamination issues.
- ❖ **Our Environment:** Farms produce food and fiber, protect open space, plants, animal habitats, and beautiful natural landscapes. Sourcing locally also cuts down on fuel consumption for transportation and storage/refrigeration.
- ❖ **Education:** Developing an appreciation for the economic, social, historic, and scientific importance of agriculture in our society and an accurate picture of today's agriculture. The farm-to-school movement is connecting students with the source of their food and teaching them that food choices matter to their health, the environment, and their community.
- ❖ **Local Economy:** Farms help keep taxes lower as they require fewer government services (cows and corn don't go to school). Each dollar earned on the farm multiplies in the local economy: support services for farms come mainly from the local economy, and farmers put money back into the community by shopping and getting services locally.

We hope this guide is helpful in providing information and resources to help schools "chew the right thing" by supporting area farmers and offering locally grown food in schools.

## Contributors to the Project

The Hudson Mohawk RC&D Council wishes to thank the following members of the Farm to School Committee for their contributions to the project: Steve Hadcock, Chair, HMRC&D Council member and Cornell Cooperative Extension of Columbia County; Jill Eisenstein, Farm to School Coordinator for the Hudson Mohawk RC&D; Donna Murray, HMRC&D Council member and Rensselaer County Planning and Economic Development Office; Susan Lewis, HMRC&D Council member and Albany County Soil & Water Conservation District; Elizabeth Marks, Hudson Mohawk RC&D Coordinator, USDA Natural Resources Conservation Service; Theresa Cohen, Cornell Cooperative Extension of Schenectady County; Debbie Mahan, Food Service Director for Niskayuna School District; Regina Tillman, Cornell Cooperative Extension of Schoharie County; Laurie Ten Eyck, Indian Ladder Farms; Marcie Gardner, Community Agriculture of Columbia County; Paul Ventura, Food Service Director for Greenville Central School; Leslie Herd, Roots and Wisdom; Jennifer Wilkins, Cornell Farm to School Program; Ann McMahon, NYS Department of Agriculture and Markets; and Cheryl Nechamen, Regional Farm and Food Project.

## About the Hudson Mohawk RC&D Council

The Hudson Mohawk Resource Conservation and Development Council is a 501 (c) 3 non-profit organization supported in part by the USDA Natural Resources Conservation Service that promotes regional, economic and natural resource conservation development in Albany, Columbia, Greene, Montgomery, Rensselaer and Schenectady counties in Eastern NY. The Council is currently involved in a livestock processing initiative helping small farmers overcome the challenges of getting their livestock processed, a venison donation program, a farm to school program, the education of livestock and horse owners on grazing land conservation and exploring alternative energy and biofuel resources. Past projects have included the installation of dry hydrants to increase rural fire protection, promoting pastured poultry, and a tourism project highlighting Hudson River Lighthouses.



Started in 1996, the Council consists of two voting members from each county, one voting member represents the county legislative body and the other represents the local Soil and Water Conservation District (SWCD). This county representation supports local input into regional issues.

Technical and financial support for projects comes from a variety of public and private sources. Partial funding for the RC&D program is derived from the United States Department of Agriculture and administered by the Natural Resources Conservation Service. This funding supports one staff person, part time clerical support and office expenses. The Hudson Mohawk RC&D is one of 375 RC&D areas across the country that was created by a provision of the Food and Agriculture Act of 1962 under Public Law 87-703.

The HMRC&D works on projects relating to economic development and environmental conservation, including those that help keep local agriculture sustainable. Because it receives funding for a staff person and office supplies, the HMRC&D is able to efficiently leverage dollars to support on-the-ground projects.

## About the New York Farm Viability Institute

The New York Farm Viability Institute works on implementing solutions to help New York farmers increase profits. We believe strong farm businesses are indispensable to a viable and renewable New York agriculture characterized by farms of diverse sizes, production practices, sectors, commodities and geographic regions. Telling the story of New York agriculture is essential to our mission. Each year, the Institute encourages elected officials at the state and federal levels to appropriate funds for the program and to continue making an investment in the future of New York agriculture.



### Non-discrimination statement and accessibility:

The USDA Natural Resources Conservation Service and the Hudson Mohawk RC&D Council prohibits discrimination in all its programs and activities on the basis of race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation and marital or familial status.

# Farm to School: Why Make the Effort?

## Choose Local Foods and Change the World

Contributed by Laurie Ten Eyck, Indian Ladder Farms, Altamont, NY

I have a bad tendency to tune out problems I think are too big for me to solve personally. Environmental damage caused by huge corporations, our society's out-of-control consumption of nonrenewable resources, and global warming overwhelm me. I am 44 years old. I am married and have one child. My family lives and works on Indian Ladder Farms. I worry about things like: did my son go to school wearing the t-shirt he slept in?; is the Pick Your Own picked out?; is my husband, who left on a restaurant delivery three hours ago, getting in on an impromptu beer and local cheese tasting?; and what the heck are we going to have for dinner?

But lately I've begun to realize that my solutions to little problems can actually help solve some of the bigger problems, provided I am not alone. I can hang my laundry on the clothesline and consume less electricity. I can bring my own bags to the store to avoid using those horrible plastic ones. I can buy books as gifts for children instead of toys made in China. Small choices can add up to big changes as long as enough people are making them. One of the most important choices we can make is what to eat. Not only does the food we eat affect our own personal health as well as the health of our families—it also affects the health of local economies and ultimately the health of the entire planet.

Locally grown food is fresher than food flown in from South America or trucked in from California. Fresh food is higher in nutrients. When you purchase food grown locally you choose not to support a long-distance system of food transportation that burns a tremendous amount of fuel. Not only does this conserve a non-renewable resource, it protects the atmosphere from harmful emissions that contribute to global warming.

Purchasing locally-produced food keeps local farms in business. This preserves farmland. Preserving farmland helps our community retain its unique character. Our community must remain capable of producing as much of its own food as possible. As one farm after another turns into a housing development we lose a critical resource that we may need to fall back on in hard times. In addition, preserving farmland preserves open space which provides cover for wildlife, protects watersheds and maintains air quality.

Local farms are local businesses. They buy things from other local businesses and hire local people who do the same. By purchasing locally grown food we can support our local economy instead of keeping big box stores owned by mega corporations in business.

Local farms are small. Small farms follow nature's rules instead of making their own rules and destroying the environment in the process. Local farmers know their farm animals by name. Their farm animals go outside and eat grass instead of being confined to feed lots in the mid-west where they are fed gross volumes of genetically modified corn produced with pesticides and chemical fertilizers. A steak from a cow raised on a pasture in one of our hilltowns may cost more than that steak on the Styrofoam tray in the grocery store. But you are paying for the cost of the meat up front instead of letting it come back to haunt your children in the form of irrevocable environmental damage.

Big ideas aside, corn on the cob from the farm down the road tastes better than corn on the cob trucked in from Florida and it's more fun to go to a farm than to the grocery store. Let's enjoy the summer and eat well from the bountiful harvest of our local farms.

## Some Important Information for Food Service Directors

### Purchasing Locally on a Tight Budget

Contributed by Debbie Mahan, Food Service Director for Niskayuna Public Schools

Although locally grown products can be (but are not always) more costly, we've come up with ways to incorporate local food into our school lunch menu while sticking to a budget. Here are some things that have worked for us:

- Purchase fruits and vegetables in season. Work with farmers to find out when things are available and plan menus around that. We also request local varieties—Empire and Macintosh—apples, available almost all year round.
- Many local products can be purchased directly from the farmer for around the same price as what our distributor charges. These include apples, pears, carrots, potatoes, tomatoes, peppers, broccoli, and winter squash. In most cases local meat, dairy, lettuce, maple syrup, honey and berries are not price competitive but might still be able to be used for special meals or menus.
- Value-added products made locally can be sold a-la-carte providing a profit for both the school and the farmer. At Greenville Central School, Food Service Director Paul Ventura sells cider in half pints and apple cider doughnuts from Schnare's Sunset Orchard. Other farm-made baked goods, yogurt, and chocolate milk can be sold individually.
- When you first introduce new vegetables, sometimes it takes a while for kids to get into it. When we first introduced the broccoli, we sold only a few portions; now we go through two pans!

### Meeting State Purchasing Guidelines

From a memo to School Food Service Directors/Managers dated July 21, 2008.

From: The State Education Department

Re: Applying Geographic Preferences in Procurements for the Child Nutrition Programs

This memorandum provides information on a provision of the recently enacted Food, Conservation, and Energy Act of 2008 (P.L. 110-246) that applies to procurements in the Child Nutrition Programs. Section 4302 of P.L. 110-246 amended section 9(j) of the Richard B. Russell National School Lunch Act (NSLA) to require the Secretary of Agriculture to encourage institutions operating the Child Nutrition Programs to purchase unprocessed locally grown and locally raised agricultural products.

As amended, effective October 1, 2008, the NSLA allows institutions receiving funds through the Child Nutrition Programs to apply a geographic preference when procuring unprocessed locally grown or locally raised agricultural products. This applies to operators of all of the Child Nutrition Programs, including the National School Lunch Program, School Breakfast Program, Fresh Fruit and Vegetable Program, Special Milk Program, Child and Adult Care Food Program, and Summer Food Service Program, as well as to purchases of fresh produce for these programs by the Department of Defense.

The law also applies to State Agencies which are making purchases for any of the aforementioned Child Nutrition Programs. While the statute permits institutions to apply a geographic preference to the maximum extent practicable and appropriate, it does not require institutions to purchase locally grown and locally raised agricultural products, or to apply a geographic preference in their procurements of these products. Moreover, States cannot mandate through law or policy that institutions apply a geographic preference when conducting these procurements, because the NSLA grants this authority directly to the institutions. The institution responsible for the procurement has the discretion to determine whether and how a geographic preference meets its needs. Additionally, the procuring institution may define the area for any geographic preference (e.g. State, county, region, etc.). Geographic preference may only be applied to the procurement of unprocessed agricultural products

which are locally grown and locally raised, and that have not been cooked, seasoned, frozen, canned, or combined with any other products. As specified in the Joint Explanatory Statement of the Committee of Conference, the Managers of the legislation used the term "unprocessed" to "preclude the use of geographic preference for agricultural products that have significant value added components. The Managers do not intend to preclude de minimis handling and preparation such as might be necessary to present an agricultural product to a school food authority in a useable form, such as washing vegetables, bagging greens, butchering livestock and poultry, pasteurizing milk, and putting eggs in a carton." (Joint Explanatory Statement, p. 107). Additionally, using a minimal amount of preservatives on locally grown produce may be needed for the purpose of preventing spoilage and would be acceptable. It is also important to note that all milk served in the Child Nutrition Programs must be pasteurized and meet State and local standards. Pasteurized milk is the only dairy product for which geographic preference may be applied. While a geographic preference may be used to encourage the purchase of locally grown and locally raised products by enabling an institution to grant an advantage to local growers, this provision does not eliminate the requirement for procurements to be conducted in a manner that allows for free and open competition, consistent with the purchasing institution's responsibility to be responsible stewards of federal funds. Please do not hesitate to contact me [Fran O'Donnell] at 518-473-8781 if you have questions on these issues.

### **Intent to Purchase**

Many schools comply with free and open competition regulations by publishing a Notice of Intent to Purchase. The Intent to Purchase should be published in a way that all farmers residing in the school district have an opportunity to respond.

Below are two sample notices of intent.

#### **Sample 1**

### **Notice of Intent to Purchase Fresh Fruits and Vegetables Locally**

The [Name of School] Board of Education is seeking to purchase the following items directly from farmers/producers/growers for the 2009-10 school year. These amounts are per month for 10 months (September 09 to June 10). The district will receive quotes on the following items on [day of week] by [time] prior to the week of [date].

#### Full Year Cost Items - example

Apples (Empire)	4 cases
Cider	8 gallons
Potatoes	

#### Seasonal Items - example

Use subject to availability of product and menu requirements. Delivery would be to the school at the above address between \_\_\_\_ (time) and \_\_\_\_ (time).

- Red Leaf Lettuce (washed)
- Green Leaf Lettuce (washed)
- Spinach (washed)
- Summer squash
- Pears

#### **Sample 2**

### **Notice of Intent to Purchase Locally**

SCHOOL DISTRICT  
ADDRESS

The \_\_\_\_\_ School District Board of Education is seeking to purchase the following items directly from farmers/ producers/growers for the 2008-09 school year. These amounts are per month as specified. The district will receive quotes on the following items weekly on Thursdays by 12 noon.

Apples-US Fancy 120/case - 50 cases Sept-March  
Pears-US Fancy 120/case - 25 cases-Sept and Oct.  
Summer Squash US # 1 25lb - 10 cases-Sept.  
Zucchini US #1 25lb - 10 cases-Sept  
Winter Squash US #1 25lb. - 10 cases-Sept.-Nov.  
Tomatoes US #1 25lb - 20 cases-Sept  
Cucumbers US #1 80/case - 10 cases-Sept

Green Peppers US # 1-Medium/40 per case - 10 cases-Sept  
Carrots US # 1 25lb - 10 cases  
Potatoes US #1 size B, 50lb - 20 bags- Sept.-April.  
Red Onions US # 1 25lb - 3 bags- Sept.-April  
Spanish Onions US # 1 25lb - 5 bags- Sept.-April  
Broccoli US # 1 15 hd/cs. - 10 cases-Sept.-Oct  
Cauliflower US # 1 12 hd/cs. - 10 cases-Sept-Oct

**Use subject to availability of product and menu requirements. The district is required to obtain the products from the farmer that submits the lowest price.** Delivery would be to District schools between 7:00 a.m. and 12:00 noon. For further information, contact [name, title], at [phone number].

## **Staying Healthy, Staying Safe**

Contributed by Richard F. Daines, M.D., Commissioner, State of New York Department of Health

Fruits and vegetables are an important part of a healthy diet. Your local farmers grow an amazing variety of fresh fruits and vegetables that are both nutritious and delicious. The New York State Sanitary Code does not specify an approved source for produce. The use of fruits, vegetables and pasteurized juices obtained from local farms and suppliers is allowed in food service establishments such as schools. When serving fresh local produce and pasteurized juices in your schools, it's important to handle these foods safely in order to reduce the risks of food borne illness.

### **Protecting Produce**

Sometimes, harmful bacteria that may be in the soil or water where produce grows may come in contact with the fruits and vegetables and contaminate them. However, it's easy to help protect your customers from potential illness by following these safe-handling tips!

### **Buying and Storage Tips for Fresh Local Produce**

- Make sure the produce meets purchase specifications for the school lunch program.
- Produce obtained locally may have more visible soil than other commercially available produce. Soil can be removed from the produce by careful washing.
- Do not accept produce that is bruised or damaged.
- Juice products must be pasteurized to ensure safety.
- Certain perishable fresh fruits and vegetables (like strawberries, lettuce and herbs) are best maintained by storing at a temperature of 40° F or below.
- Rotate produce using the "First In, First Out" method.
- Save receipts or invoices indicating produce type, quantity, date of delivery/purchase, and name of farm or supplier.

### **Preparation Tips for Fresh Produce**

- Begin with clean hands. Wash your hands for 20 seconds with warm water and soap before and after preparing fresh produce.
- All produce, regardless of source, should be thoroughly washed. Wash fruits and vegetables under running water just before eating, cutting or cooking.
- Scrub firm produce, such as melons and cucumbers, with a clean produce brush.
- The use of commercially available produce sanitizers is not required.
- Cut away any damaged or bruised areas on fresh fruits and vegetables before preparing and/or eating. Produce that looks rotten should be discarded.
- Keep fruits and vegetables that will be eaten raw separate from other foods such as raw meat, poultry or seafood - and from kitchen utensils used for those products.



## Beyond the Cafeteria: Other Ways to Use Local Products

### Fundraisers

Selling local products is an excellent way to bring in needed funds while supporting local farms and agriculture. Examples of fundraisers using local products could be selling blocks of gourmet cheese made from milk produced at local dairy farms, locally-grown flowers or potted herbs, pies or other baked goods, gift baskets, preserves, pickles, salsa, chutneys, honey, maple syrup, potpourris, or wreaths.

For example, Cornell Cooperative Extension of Columbia County purchased potatoes from Staron Farm in Valatie. The potatoes were baked and sold for \$2.00 each at the Columbia County Fair with garnishes of butter, cheese, or sour cream. CCE of Columbia County was able to raise thousands of dollars for its education programs while supporting a local farm.

The Upstate New York Growers & Packers are making and offering "Golden Butternut Cookies", a healthy, nutritional snack that can be baked on premises and sold. Contact: (315) 736-3394 to order.

The following farms offer items that can be used for fundraising. See the farm section for a full description of the farms and their contact information.

Altamont Orchards -	apple gift packs, fruit and berry pies, homemade fudge, gift boxes of jams, jellies, fruit butters, salsa, holiday gift boxes of prime rib, turkey, and ham
Indian Ladder Farms -	gift baskets
Golden Harvest -	pies
LoveApple Farm -	preserves, apple butter, pies, fresh and cut flowers
Schnare's Sunset Orchard -	gift baskets
Conbeer's Farm -	pickled and canned goods, jams
Palatine Cheese -	gift boxes of flavored cheddar cheeses
The Farm at Kristy's Barn -	jams, preserves, salsa, pickled vegetables, honey, syrup, cheese, flowers

### Special Events

When planning your next event, whether a school fair or sports game or a special dinner to honor someone at the school, consider purchasing food items directly from a local farmer.

Altamont Orchards -	apples, cider, cider doughnuts
Indian Ladder Farms -	apples, cider, cider doughnuts
Golden Harvest -	apples, cider, cider doughnuts
Little Seed Gardens -	cut and washed greens, lettuces, herbs
Love Apple Farm -	fruit, berries, apples, cider, cider doughnuts, pies
Schnare's Sunset Orchard -	fruit, cider, cider doughnuts
Sand Flats Orchard -	apples, cider doughnuts
Northeast Livestock Processing Service, Inc. -	beef, lamb, pork, chicken, duck, rabbit, venison, buffalo, elk

### Group Purchases

Perhaps there are ways for teachers, staff or students to make group purchases, such as cream and milk for a teachers' lounge or for staff development days, or even for teachers to take home, could be purchased from a local dairy that delivers (such as Battenkill Creamery or Gumaer Farm).

### Individual Purchases

Individuals can support local agriculture by shopping at farm stands, farmers markets, and buying shares in a Community Supported Agriculture (CSA) cooperative. Schools can help by sending home flyers about events at local farms, and dates and locations of nearby farmers' markets.

## Local Success Stories: Examples of How Farm to School Works

### Rosendale Elementary: Making Food an Interactive Experience

Food Service Director Debbie Mahan at Rosendale Elementary School in Schenectady County purchased potatoes grown locally by Roots and Wisdom, a Schenectady-based youth farming program. The school hosted a "Make Your Own Baked Potato Day" school lunch. The kids dressed their potatoes with meat sauce, cheese sauce or broccoli. It was a huge success. Kids were made aware that they were local potatoes and information about the locally grown potatoes was put on the school's website. The kids commented that they were really good potatoes. Awareness was raised about local agriculture and high quality potatoes were purchased for the same price as a distributor would have charged.



*A student from Rosendale Elementary School eats locally grown potatoes.*

### Greenville CSD: Developing Sustainable Relationships



*Greenville Central Schools' Food Service Director Paul Ventura.*

The Hudson Mohawk RC&D worked with Greenville Central School in Greene County to procure a variety of local produce including fruits, vegetables and meat. After four years, the main sustainable local food connection is with a fruit producer, Schnare's Sunset Orchard. The relationship works well since the school gets fresh, local product at a competitive price, it is delivered to the school once a week, and the school likes supporting local agriculture. The orchard loves selling to the school because it is an extra market for its excess fruit and squash, it can sell value-added products such as cider in half pint containers and cider doughnuts to the school (sold a-la-carte at a profit to the school), and the increased exposure of Schnare's through the students and staff at the school helps generate more sales at the farm stand.

## **Averill Park CSD: Integrating Agriculture into the Cafeteria and Classroom**

Food Service Director Karen Blessin and Health Teacher Olga Ashline from Averill Park Central Schools teamed up with Ken Johnson, owner of the Farm at Kristy's Barn to bring fruit and vegetables from the farm into the cafeteria. The fresh food is only one aspect of the Averill Park project. Elementary students took field trips to the Farm at Kristy's Barn. For many, it was the first time they had visited a farm where the food they ate was grown. Ashline also leads a high school garden project which grew butternut squash, basil, and potatoes for the school cafeteria. This spring the school will be adding a greenhouse so they can grow more produce year round. While some may worry that local food is more expensive, Blessin has found prices to be comparable to those of their distributor. While the farm produce does take more time to prepare than canned, the Averill Park cafeteria staff feels it is important to provide whole foods to the children and doesn't mind taking a few extra steps. Blessin's advice to others who would like to start a farm to school program is to begin small with one or two products from one farm. Involving school administration and educating them about farm to school is also important.



*From the left: Karen Blessin, Ken Johnson, and Olga Ashline. Johnson delivers 10 varieties of apples to the school on a weekly basis throughout the fall.*

## **Palatine Cheese: Using Local Food to Raise Money**

Palatine Cheese has been doing fundraisers with local community groups for about three years. It uses fundraisers with the Canajoharie schools, Fulton and Montgomery County 4-H groups, and local Girl Scout troops as a way to benefit the community while expanding its clientele base. Although Palatine does not make very much money on the sale of the product, it does manage to get people who wouldn't normally buy their cheese to try it for the first time. Hopefully after they try it, they will be hooked and buy it again. The owners of Palatine Cheese like these fundraisers because it raises awareness about local foods and keeps more money in the local economy as well.

# When is it Fresh?

From Pride of New York <http://www.prideofny.com>

These dates are approximate. Harvest periods may begin a week to ten days earlier during a warmer than usual year. A cool spring will delay crop maturity. Call farms for exact dates of harvest.

## September

Lima beans  
Snap beans  
Beets  
Broccoli  
Brussel sprouts  
Cabbage  
Carrots  
Cauliflower  
Celery  
Collard greens  
Corn  
Cucumbers  
Eggplant  
Garlic  
Kale  
Leeks  
Onions  
Parsnip  
Peas  
Potatoes  
Winter squash  
Lettuce  
Mustard greens  
Onions  
Peas  
Peppers  
Potatoes  
Radishes  
Spinach  
Summer squash  
Winter squash  
Swiss chard  
Tomatoes  
Turnips  
Zucchini

## November

Beets  
Broccoli  
Brussels  
sprouts  
Cabbage  
Carrots  
Cauliflower  
Collard greens  
Kale  
Leeks  
Mustard  
Greens  
Onions  
Parsnips  
Potatoes  
Winter squash  
Turnips  
Apples  
Pears

## October

Beets  
Broccoli  
Brussels  
sprouts

## December

Beets  
Cabbage

Carrots  
Collard greens  
Leeks  
Onions  
Parsnips  
Potatoes  
Winter squash  
Turnips  
Apples  
Pears

## January

Beets  
Cabbage  
Carrots  
Onions  
Parsnips  
Potatoes  
Winter squash  
Turnips  
Apples  
Pears

## February

Beets  
Cabbage  
Carrots  
Onions  
Parsnips  
Potatoes  
Winter squash  
Turnips  
Apples  
Pears

## March

Cabbage  
Carrots  
Onions  
Parsnips  
Potatoes  
Turnips  
Apples

## April

Onions  
Parsnips  
Potatoes  
Apples

## May

Asparagus  
Beet greens  
Lettuce  
Onions  
Parsnips  
Potatoes  
Radishes  
Rhubarb  
Spinach  
Turnip greens  
Apples

## June

Asparagus  
Beets  
Broccoli

## August

Cabbage  
Garlic  
Lettuce  
Mustard  
Greens  
Onions  
Peas  
Potatoes  
Radishes  
Rhubarb  
Spinach  
Summer squash  
Swiss chard  
Zucchini  
Apples  
Strawberries

## July

Beans  
Beets  
Broccoli  
Cabbage

Carrots  
Collard greens  
Lettuce  
Mustard greens  
Peas  
Peppers  
Potatoes  
Radishes  
Rhubarb  
Spinach  
Summer squash  
Swiss Chard  
Tomatoes  
Zucchini  
Apples  
Blueberries  
Sweet Cherries  
Tart Cherries  
Peaches  
Plums  
Raspberries  
Strawberries

Turnips  
Zucchini  
Apples  
Blackberries  
Cantaloupes  
Currants  
Peaches  
Pears  
Plums  
Prunes

## August

Beans  
Beets  
Broccoli  
Cabbage  
Carrots  
Cauliflower  
Celery  
Collard greens  
Corn  
Cucumbers  
Eggplant  
Leeks  
Lettuce  
Mustard greens  
Peppers  
Potatoes  
Radishes  
Spinach  
Summer squash  
Swiss chard  
Tomatoes

## **Working with Farmers: Tips for Food Service Directors on Building a Successful Relationship**

Farmers are very busy people often working long hours. Here are some tips to ensure a successful relationship.

- Be a reliable customer. Commit to a realistic volume, delivery price and schedule.
- Communicate how you like products packed and what size they should be.
- Minimize deliveries. The more you order at one time, the more willing farmers are to deliver.
- Pay within one week if possible.
- Find out what the farms are going to have in abundance this year and incorporate it into your menus.
- Communicate with your farmer. Plan with him/her in winter. Some of the farmers listed in this directory are willing to plant for your demands.
- Let farmers know if and when you will publish an "Intent to Purchase" so you can get a response and issue an order for the products you want.
- Remember the farmer can't always control crop fluctuations; maybe put "local fresh seasonal vegetable" on the menu instead of a specific vegetable, which will allow for substitutions.
- Start small! Consider combining commodity products with fresh local products.

## **Working with Food Service Directors: Tips on Selling to Public Schools**

The best way to sell to local public schools is to:

- Find out what they need or are looking for and when. Often, the best way to do this is to contact the Food Service Director of the nearby school in May or June and ask. Let him/her know what you have available. A list of interested Food Service Directors is included as the Directory part of this Guide. But if there is a school near you that is not listed here, do not hesitate to introduce yourself!
- Consider developing a weekly availability sheet.
- When you have an abundance of product, contact the schools in your area. They may be able to use it.
- Find out if/when the school's "Intent to Purchase" will be published within the district. Respond to it in writing.
- When you get the contract, remember reliable, on-time delivery is crucial.
- Most schools will require that farmers deliver. Delivery is an extra service that may be included in the cost of your items or charged separately; just make sure they know the charge.
- Remember that payments from a school district are usually made on a 30-day cycle. That means payment for your product will not usually be immediate (unless you delivered near the end of the billing cycle).

## Purchasing Locally

There are several ways to purchase local produce: from a distributor, at a farmers' market, or directly from a farmer.

### DISTRIBUTORS

Some distributors will sell local produce. You may request that your distributor do so. The following are local distributors carrying products grown in the region:

#### **Angello's Distributing, Inc.**

Joe Angello - (518) 537-7900 fax (518) 537-7901

info@angellosdistributing.com

Angello's picks up fresh produce from local farms and delivers it to schools. The weekly "produce feed" lists the products by farm, allowing the schools to select fresh food from the nearest farm and enabling the school to establish a relationship with the local farm. A \$500 minimum order is required for delivery.

#### **Carioto Produce**

Anthony Carioto - (518) 273-2700 fax (518) 273-2738

Anthony@cariotoproduce.com

Carioto supplies many of the food service company accounts that work in school dining halls in the area. Although they buy from local farms when possible (Wertman Farms, Bowman Farms), the company has made a commitment to buy and distribute even more local food. Farms that can deliver produce to the Carioto warehouse in Menands should contact Anthony; he will make sure it gets distributed to the schools.

#### **D. Brickman Inc.**

Larry Aronowitz - (518) 472-1234

From October through April, roughly half of the produce going to local schools is purchased from the following local farms: Hand Melon Farm, Story Farms, Yonder Farms, Hillard's Farm, Engle Farms, Schoharie Valley Farm, Thomas Poultry, Wertman Farms, Davenport Farms.

#### **Ginsberg's**

Charlie Winters - (800) 999-6006

www.ginsbergs.com info@ginsbergs.com

Ginsberg's sends a "produce feed" (sheet of what produce they have available) to schools each week. When produce is available locally, the distributor carries it. Mushrooms, potatoes, herbs, edible flowers, and cut vegetables from local farms are sold year round based on availability.

#### **H. Childress and Sons**

##### **Real Food from Real Farms**

Kirk Childress - (518) 817-2460 fax (518) 306-6935

www.hchildressandsons.com

Local produce distribution specializing in delivering produce from hundreds of small, local and organic farms at competitive pricing. The business works with the area's small farms to distribute local produce to large wholesale organizations year round. Currently the company is distributing to the area's top colleges and always looking for more great wholesale relationships.

#### **Upstate NY Growers & Packers (Oneida County)**

Marty Broccoli - (315) 736-3394 x121

The Upstate NY Growers & Packers Association is a cooperative of about 18 growers from Albany County west in New York State; the cooperative is funded by a grant from the New York Farm Viability Institute.

Upstate Growers & Packers will sell to the distributors in our area. One hundred percent of what they sell is grown in New York State. The cooperative is also making and selling cases of frozen "Golden Butternut Cookies", a healthy, nutritional snack that can be baked on premises and sold as part of meal, a la carte, or as a fundraiser.

## FARMERS MARKETS

Purchasing produce from a farmers' market or a roadside stand is an excellent option for smaller buyers such as daycare facilities. Farmers' markets offer a wide variety of products, but do require that you pick them up. To find a farmers' market near you, check the local newspaper or the web.

In addition to several local retail farmers markets, there is a wholesale farmers market in Menands, called the Capital District Farmers Market. It consists of around 100 farmers from a nine county area selling their products both wholesale and retail. You can buy wholesale from local producers every Monday, Wednesday and Friday and they also host a farmers market on Saturday beginning at 5:30 a.m. Their website is [www.capitaldistrictfarmersmarket.org](http://www.capitaldistrictfarmersmarket.org).

Locations of New York farmers markets by county be found on the website: [www.nyfarmersmarket.com](http://www.nyfarmersmarket.com). The site has a listing of links to individual sites as well as ideas for educators.

Some of the farms listed in this directory also have roadside stands.

## DIRECT PURCHASING FROM THE FARMER

Purchases made directly from the farmers are the most beneficial since the money goes directly to them (distributors often charge about 30% more over what they pay to the farmer to cover insurance and delivery costs). The other benefit to buying direct is the relationship that can develop between the farm and the school. This is a new business relationship, so you don't have to try to change everything all at once. Some directors serve local lunches once a month, or have "Try It"s, where students can try a recipe made with local produce after they've already purchased their usual selection. Some directors are mixing less expensive commodity products with local products, such as chili made with commodity beef and local vegetables. Local apples, tomatoes, potatoes and carrots may be easy to incorporate into your lunch menus.

**A note on delivery:** Delivery is up to the discretion of the farmer who may not be able to deliver in all situations; it might depend on distance from the farm or quantities ordered. Extra delivery fees may be charged. Please speak to the farms directly about delivery.

## Incorporating Agriculture into the Classroom

Agricultural literacy is the basic knowledge about agriculture that all citizens need to make informed decisions impacting careers, health, and public policy. Over 20% of our nation's workforce is in some way involved in food processing, marketing, distribution, and sales - and all of us eat. NY Ag in the Classroom, a program of Cornell University, envisions a day when all students have the opportunity to understand the economic, social, historical, and scientific significance of agriculture to our society; explore food system career opportunities; and recognizes the connection between agricultural production and the daily need for food and fiber products.

### Ag Literacy Day

New York Agriculture in the Classroom's annual New York Ag Literacy Day promotes the understanding and appreciation of agriculture and the food and fiber system. Volunteers throughout the state read a book with an agricultural theme to elementary school students. The students benefit from hands-on lessons and receive follow up activities. The book is given to the school library with a bookplate recognizing the donor and NY Ag Literacy Day. More than 1,200 books were donated last year while thousands of students participated in fun and educational activities.

For a list of children's books, visit: <http://www.nyfbfoundation.org/resources.htm>

## **Books and Curricula for Agricultural Literacy**

The following web sites have resources and books for agricultural literacy. Some of the websites have links to other sites and links to book lists.

<http://www.kidsgardeningstore.com/11-2155.html>

<http://www.nyaged.org/aitc>

<http://www.harvestofhistory.org>

<http://www.nyapplecountry.com>

<http://www.agmkt.state.ny.us/agfacts>

<http://www.acornnaturalists.com>

<http://www.cerp.cornell.edu/aitc>

<http://www.nutritionexplorations.org>

## **Farm to You Fest (formerly New York Harvest for New York Kids)**

For ideas for celebrating this important week in the fall, visit:

[www.prideofny.com/farm\\_to\\_school.html](http://www.prideofny.com/farm_to_school.html)

## **Things to do to connect "Farm to School" to the curriculum:**

- Hold local food days such as Apple Day, Pumpkin Day, Corn Day, and Dairy Day. Incorporate geography, science (plant science, weather, etc.), recipes, hands-on activities, cooking, art, music, literature.
- Ask students to prepare meal menus. Discuss nutrition.
- Post signs and pictures of in-season fruits and vegetables in the cafeteria to educate students about seasonality, produce origins, and preparation.
- Do maps of farm-to-table using the school lunch menu. How far did today's lunch travel?
- Design cultural studies through foods.
- Participate in the Be Aware of New York Agriculture Contest.

## **Other Educational Opportunities**

- Farm food tasting events
- Farm days - go work on a farm for a day!
- Farm tours - go visit a farm
- Farmers in the classroom
- Local harvest days
- "Locally grown snack" Days
- A school garden!

## **Additional Farm to School Resources**

Farm to School in the Northeast: Making the Connection for Healthy Kids and Healthy Farms. A Toolkit for Extension Educators and other Community Leaders. *Cornell Farm to School Program, NY Farms!, and the NY School Nutrition Association*. The toolkit can be downloaded at <http://farmtoschool.cce.cornell.edu/>.

The Commonwealth of Massachusetts has a statewide Farm to School program with some excellent resources including a Farm to School cook book for school food service directors. The website is:

[http://www.mass.gov/agr/markets/Farm\\_to\\_school](http://www.mass.gov/agr/markets/Farm_to_school).

Vermont Food Education Every Day (VT FEED) is a community based approach to school food system change in a rural state through collaboration of Food Works, Northeast Organic Farming Association of Vermont and Shelburne Farms. Its website is <http://www.vtfeed.org>. It has success stories and ideas galore.



**The Hudson Mohawk RC&D Council** solicited food service directors, farmers, and distributors in the Hudson Mohawk region of Albany, Columbia, Greene, Schenectady, Montgomery, Rensselaer and surrounding counties who were interested in buying and selling local produce. The following schools, farms, and distributors responded as interested in being listed in the directory. The Hudson Mohawk RC&D neither endorses nor recommends these businesses. Any school (private or public) buying local produce or any farm or distributor selling local produce can be listed in the directory. To be listed, please contact the Hudson Mohawk RC&D Coordinator Elizabeth Marks at (518) 828-4385 x105 or email [elizabeth.marks@ny.usda.org](mailto:elizabeth.marks@ny.usda.org).

## Farms Selling Produce to Schools

The farms marked with an asterisk (\*) below are participating in school delivery through Angello's Distributing. The school can order from the particular farm through Angello's weekly produce feed, and the food will be delivered to the school by Angello's. Call Angello's (see p.12) to start receiving the weekly feed.

### Albany County

#### **Altamont Orchards**

6654 Dunnsville Road

Altamont, NY 12009

**Phone:** (518) 861-6515

**Contact Person:** Jim Abbruzzese

**Web:** [www.altamontorchards.com](http://www.altamontorchards.com)

**Items Available:** Apples, cider, cider doughnuts, pies.

**Fundraising Items:** Apple gift packs, fruit and berry pies, homemade fudge, gift boxes of jams, jellies, fruit butters, and salsa, holiday gift boxes of prime rib, turkey, and ham.

**Delivery Available:** \*Yes. Deliveries within a 25 mile radius are free.

**Availability:** September through Christmas

**Currently Delivering To:** Albany State, Price Chopper Supermarkets, Altamont Elementary (Mother's Day PTA Flower Sale)

**Farm Store:** Open 7 days a week Labor Day through Christmas. Greenhouse opens May 1 - Mid July for plants.

Altamont Orchards celebrated its 40<sup>th</sup> anniversary in 2007. The Farm Market over the years has grown from a 20' x 20' garage to a complex of over 30,000 sq ft. featuring the store, bakery, gift shop, packing house, cold storage, and cider processing facility. In the late 90's the farm added entertainment with the addition of Orchard Creek Golf Club, which has been nationally recognized and rated one of 13 courses in NYS with Golf Digest's 4 ½ star rating. The Complex now also features a full service restaurant, The Cider House, which is open from late April through mid October for lunch and dinner. The Orchard also raises strawberries, vegetables, winter squash, and pumpkins in addition to apples and pears, and sells apples and cider to other smaller retail outlets.

#### **Hand in Hand Community Farm**

51 Rifle Range Road

Colonie, NY

**Business address:** 4D Spyglass Hill, Clifton Park, NY 12065

**Phone:** (518) 250-8141

**Contact Person:** Brian Bender

**Email:** bbender@nycap.rr.com

**Items Available:** Organically grown vegetables, eggs

**Delivery Available:** \*Yes, within 25 mile radius

Farmer Brian Bender is deeply committed to sustainable farming and sensitive animal husbandry. The chickens live in sunshine and fresh air, in a cage-free, chemical-free pasture. Brian also grows chemical-free heirloom vegetables and sells free-range eggs. He pledges a commitment to sustainable farming practices.

## **Indian Ladder Farms**

342 Altamont Rd.

Altamont, NY 12009

**Phone:** (518) 765-2956

**Contact Person:** Laurie Ferrar or Cecelia Soloviev

**Email:** info@indianladderfarms.com

**Web:** www.indianladderfarms.com

**Items Available:** Apples, cider, cider doughnuts, soups, strawberries, blueberries, raspberries, heirloom tomatoes, summer vegetables, herbs, over 30 varieties of apples, pears, pumpkins, winter squash, fall ornamentals.

**Fundraising Items:** gift baskets

**Delivery Available:** \*Yes

**Availability:** June through January

**Currently Delivering To:** Coeymans Central School, Ravena High School, Selkirk Elementary School, Bethlehem CSD, Voorheesville CSD, Guilderland CSD

**Educational Opportunities:** Farm is open for school tours in the spring, summer and fall with many different programs available. Cost is \$5 per child. Staff available to do in-classroom demonstrations.

**Farm Store:** Open 7 days a week April 1 through October, 9-6.

Indian Ladder Farms has been in the Ten Eyck family for four generations. The family presses its own cider on the premises and sells the farm's own produce as well as local products for over 60 different local farms and producers including meats, milk, goat's milk, cream, yogurt, butter, a wide variety of cheeses, eggs, ice cream, fresh fruits and vegetables, honey, maple syrup, preserves, and more. The Yellow Rock Café features soups, salads and sandwiches made with fresh locally grown ingredients and the farm market's bakery is well known for its cider doughnuts and homemade apple pies. Picnic area, nature trail, farm animals (petting zoo), herb garden, hayrides, birthday parties, pumpkin festival, baby animal days.



## Columbia County

### **The Farm at Millers Crossing\***

81 Roxbury Road

Hudson, NY 12534

**Phone:** (518) 851-2331

**Contact Person:** Chris and Kate Cashen

**Email:** kasorganic@hotmail.com

**Web:** farmatmillerscrossing.com

**Items Available:** Seasonal greens, tomatoes, potatoes

**Delivery Available:** \*Yes, through Angello's Distributing

**Educational Opportunities:** Open to school visits

The Farm at Miller's Crossing is a 200-acre family owned and operated farm. It grows certified organic vegetables, plants and flowers as well as a small beef herd. The farm also has a greenhouse that provides bedding plants for sale. On the first Saturday of November, the farm conducts a bulk sale of storage crops -carrots, potatoes, onions, rutabaga, etc. - at which time these crops are sold at wholesale prices and the farm offers to store them for pickup through the winter months.

### **Fix Bros. Farm\***

215 White Birch Road

Hudson, NY 12534

**Phone:** (518) 828-4401

**Contact Person:** Bob or Linda Fix

**Email:** fixfarm@aol.com

**Web:** www.fixbrosfruitfarm.com

**Items Available:** cherries, peaches, apples, pears, pumpkins

**Delivery Available:** \*Yes, through Angello's Distributing



The Fix Farm was established in 1899 when John Henry Fix emigrated from Germany and settled with his family in the Hudson Valley. In 1953, Bill and Bob Fix became the third generation of fruit farmers; they re-named the farm Fix Bros. At that time, they added pears, peaches, and more varieties of apples to the cherries and apples already being grown. The farm is currently being run by the fourth generation of Fix brothers enjoying a tremendous response from people desiring tree-ripened fruit.

### **Golden Harvest Farms**

3074 US Route 9

Valatie, NY 12184

**Phone:** (518) 758-7683

**Contact Person:** Derek Grout

**Email:** derekgrout@gmail.com

**Web:** www.goldenharvestfarms.com

**Items Available:** Apples, strawberries, cherries, peaches, pumpkins, squash, cider, cider doughnuts, and pies

**Delivery Available:** \*Yes, depending on size of order and distance from farm

**Availability:** Year round

**Educational Opportunities:** Farm is open for school tours in September and October. Cost is \$5 per child which includes a tractor ride, a cider doughnut and a fresh cup of cider.

**Farm Store:** Open 7 days a week year round, 9-5.

Apple farm since the 1940s, Golden Harvest Farms now has over 200 acres in production and boasts a modern packing line that exports apples as far away as Costa Rica and Panama. The farm will deliver apples to local schools year round. It has an on-site cider press and bakery producing fresh baked goods every day.

### **Gumaer Farm**

PO Box 74

Stuyvesant Falls, NY 12174

**Phone:** (518) 799-2571

**Contact Person:** Bill Gumaer

**Items Available:** Milk (whole, 2%, skim, chocolate), cream, half & half, eggs, maple syrup, honey, pies, chocolate chip cookies, cottage cheese, sour cream, butter, buttermilk, and orange juice.

**Delivery Available:** \*Yes

**Availability:** Year round

**Farm Store:** No farm store; deliveries only.

Gumaer Farms has been farming in Columbia County since 1971. They milk mainly red and white, black and white Holsteins with a few Jerseys. The animals are home-bred and all the milk is from the farm. Vat pasteurizing is used to preserve more of the natural taste. The milk is BSt and antibiotic free. The farm raises its own crops with the least amount of herbicides, no insecticides, and no *GMO* seeds used. Home and business delivery is provided throughout Columbia County and the surrounding area on a once-a-week basis in returnable glass bottles. Gumaer Farms products are available for special events or small, weekly deliveries such as cream for offices.

### **Holmquest Farms**

516 Spook Rock Rd.

Hudson, NY 12534

**Phone:** (518) 851-9629

**Contact Person:** Tom & Terri Holmes

**Delivery:** No delivery available; must pick up

**Items Available:** Beans, curbits, eggplant, herbs, lettuce and greens, onions, melons, okra, corn, peas, berries, peppers, squash, tomatoes, pumpkins, gourds.

**Availability:** June - October

Holmquest Farms has been a family business for three generations. Greenhouses open in May for flowers and potted plants. The farm has a farm stand in Claverack and another roadside stand in Hudson.

### **Hudson Valley Fresh**

47 South Hamilton

Poughkeepsie, NY 12601

**Phone:** (518) 489-5087

**Contact Person:** Sam Simon

**Web:** [www.hudsonvalleyfresh.com](http://www.hudsonvalleyfresh.com)

**Delivery:** Yes, direct delivery in Poughkeepsie area; through distributors in other areas

**Items Available:** milk - whole, low-fat, skim, chocolate (5-gallon,  $\frac{1}{2}$  gallon, quart, 14 oz.); half & half (quarts, pints,  $\frac{1}{2}$  pints); heavy cream (pints and  $\frac{1}{2}$  pints); sour cream (pints)

**Availability:** year round

Hudson Valley Fresh represents 8 family farms, all within 20 miles of each other and the processing plant. All produce a premium product using no rBst and are actively supporting sustainable agriculture by opting to graze their cows, reduce greenhouse gas emissions (the plant is within 20 miles), and sell the milk for fair market value, enabling the farmers to support the local economy.

### **Katchkie Farm**

34 Fischer Road Extension

Kinderhook, NY 12106

**Phone:** (518) 758-2170

**Contact person:** Karyn Novakowski

**Email:** [Karyn.novakowski@sylviacenter.org](mailto:Karyn.novakowski@sylviacenter.org)

**Web:** [www.katchkiefarm.com](http://www.katchkiefarm.com)

**Delivery:** Yes, through Angello's Distributing

**Items Available:** summer squash, cucumbers, lettuce, tomatoes, peppers, eggplant, winter squash.

**Availability:** June - October

Katchkie Farm is a 60-acre organic vegetable farm in Kinderhook owned by Great Performances which is based in New York City. It is home to the Sylvia Center, a non-profit organization dedicated to the health and nutrition of children. Staff from Katchkie Farm are available for in-school agriculture education programs.

### **Little Seed Gardens**

Chatham, NY 12037

**Phone:** (518) 392-0063

**Contact person:** Claudia Kenny

**Email:** lseed2002@yahoo.com

**Web:** littleseedgardens.com

**Items Available:** Certified organic cut and washed salad greens and herbs, broccoli, beans, cabbage, carrots, kale, kohlrabi, turnips, squash, parsnips, potatoes, cauliflower, onions, scallions, celery, leeks, radishes, garlic, eggplant, pumpkin.

**Delivery Available:** \*Yes

**Availability:** Seasonal; winter greens in winter.

Little Seed Gardens is a 97-acre family run farm situated on rich bottomlands at the confluence of two creeks. Farmers Claudia Kenny and Willy Denner and their two children tend vegetables, cover crops and pasture. The food is grown without synthetic insecticides, fungicides, herbicides or fertilizers. The farm is committed to agricultural practices that protect land and human resources, build biological diversity and produce quality food for the local communities. It is certified organic by NOFA NY. Little Seed Gardens would be happy to serve your special occasion food service needs, but doesn't grow enough for every day school lunch meals.

### **Love Apple Farm\***

1421 Route 9H

Ghent, NY 12075

**Phone:** (518) 828-5048

**Contact Person:** Chris or Rande Loken

**Email:** loveapplefarm@taconic.net

**Web:** www.loveapplefarm.com

**Items Available:** Cherries, apricots, peaches, nectarines, plums, pears, fresh and frozen berries (raspberries, strawberries, blackberries) apples, cider, cider doughnuts, pies (from scratch), squash, melons, pumpkins, gourds and tomatoes.

**Fundraising Items:** preserves, apple butter, fresh and cut flowers

**Delivery Available:** Yes, through Angello's Distributing

**Availability:** Mid June through end of November

**Currently Delivering To:** The Rotary Club sells apples as fundraisers, selling to Columbia County Schools through Community Agriculture of Columbia County.

**Educational Opportunities:** Farm open for school tours petting zoo, playground, cider doughnut, pick your own apples, \$6 per child.

**Farm Store:** Open Mid June through December 1<sup>st</sup> 7 days a week, pyo 8 - 6.

LoveApple Farm has more than 15,000 fruit trees and has been bringing tree-ripe fruits to the public for over 30 years. The farm practices an integrated pest management program and a natural nitrogen program, and does not use Alar or artificial ripening chemicals. The Chris and his wife Randae and family have expanded the farm to national proportions, trucking fruit throughout the east and south, opening a farm market which includes fresh and cut flowers, a bakery, an ice cream parlor and more. It is now one of the largest growers of free-ripe fruit in the state. Says farmer Chris, "I think the tree-ripened concept is the most important aspect of the roadside business. That's what separates the roadside stand from the supermarkets. People have forgotten what a real peach tastes like."

### **Philip Orchards**

PO Box 370

Claverack, NY 12513

**Phone:** (518) 851-6351

**Contact person:** Julia Philip

**Items Available:** Apples, raspberries, plums, pears

**Delivery Available:** \*Yes, with minimum order

### **Ronnybrook Farm**

310 Prospect Hill Road

Ancramdale, NY 12503

**Phone:** (518) 398-6455 (MILK)

**Contact Person:** Ronny Osofsky

**Email:** info@ronnybrook.com

**Web:** www.ronnybrook.com

**Items available:** Non-homogenized milk (low fat, skim, chocolate, coffee, and other flavors), half & half, heavy cream, yogurt, yogurt drinks, butter, ice cream, and cremefraiche.

**Delivery available:** \*Yes

**Availability:** Year round

**Educational opportunities:** Farm tours are available on request.

**Farm Store:** Yes

The Ronnybrook Farm Dairy has its own herd and is also supplied by one local family farm. The company runs both a dairy farm and a creamery. The cows are fed natural grass in summer and corn and hay silage in winter. "We add nothing to our milk - no hormones, no antibiotics, no additives of any kind - nor do we take anything away. All we do is pasteurizes it and bottle it, then truck it directly from our farm to you." Items are available in bulk and single serve (a la carte).

### **Staron Farm\***

162 Merwin Road

Valatie, NY 12184

**Phone:** (518) 392-3488 or 2920

**Contact Person:** Stanley or Donna Staron

**Email:** starons21@aol.com

**Items Available:** Potatoes, squash, cucumbers, melons, beans, beets, lettuce, peppers, sweet corn and tomatoes.

**Delivery Available:** \*Yes, through Angello's Distributing

**Availability:** July 15 - April 1

**Farm Store:** roadside stand

Stanley and Donna Staron started their farm about 30 years ago and the main crop is potatoes (about 30 acres of them!) Staron Farm's farm stand opens in June with strawberries and closes in October after the pumpkin harvest is done. The farm starts selling potatoes in July, first at its roadside stand, then wholesale. Besides potatoes, the farm is well known for its sweet corn and tomatoes.



## Greene County

### **Otter Hook Farms**

PO Box 255, River Road

New Baltimore, NY 12124

**Phone:** (518) 756-7141

**Contact person:** Chris & Samantha Kemnah

**Email:** otterhookfarms@yahoo.com

**Web:** www.otterhookfarms.com

**Items Available:** Potatoes, root veggies. Willing to grow for demand.

**Delivery available:** \*Yes, 25 mile radius.

**Availability:** September - early winter

Otter Hook Farms, started in 2007 by Christopher and Samantha Kemnah, is currently growing vegetables for market and CSA. Within the next several years, the Kemnahs hope to add asparagus, strawberries, blueberries, raspberries and apple trees as well as a flock of chickens, turkeys, and other farm animals. They use alternative (solar and wind) power on the farm and do much of the work by hand. They do not ship any of their products. They want the food grown on the farm to be consumed by the community.

### **Rexcroft Farm LLC**

389 Leeds-Athens Road

Athens, NY 12015

**Phone:** (518) 821-8709

**Contact Person:** Dan King

**Email:** dan@rexcroftfarm.com

**Web:** www.rexcroftfarm.com

**Items Available:** Hydroponic lettuce and other greens (year round), hydroponic tomatoes (May - December), fruits (watermelon, cantaloupe, muskmelon), vegetables (every kind listed on pages 8, 9), meat. All produce is washed, graded, packed because the farm brings much of it to market in New York, Kingston, and Menands. Willing to grow for schools on demand...tell him this spring what you would like him to order and plant for next fall.

**Delivery Available:** \*Yes, depending on volume of order

**Availability:** Lettuce (year round), other produce May-December

**Currently Delivering To:** Greenville Central School, Coxsackie-Athens Central School, Ravena-Coeymans-Selkirk.

### **Schnare's Sunset Orchard**

1008 State Route 81

Climax, NY 12042

**Phone:** (518) 731-2255

**Contact Person:** Gene Schnare

**Items Available:** apples, peaches, cherries, pears, winter squash, corn, pumpkins, cider (half pints and gallons), cider doughnuts

**Fundraising Items:** gift baskets

**Delivery Available:** \*Yes

**Availability:** Year round

**Currently Delivering To:** Greenville Central School, Coxsackie-Athens, Catskill CSD, Ravena-Coeymans-Selkirk

**Educational Opportunities:** Farm is open for school tours, staff available to do classroom demonstrations.

**Farm Store:** Walk into the farm store on a crisp October day and you'll be greeted with the smell of 14 different varieties of apples and cider doughnuts warm from the bakery.

Gene, along with his wife Grace, brother Bill, sister-in-law Debby and nephew Gregory grow apples, peaches, cherries, pumpkins, squash, and corn on their 140-acre farm. Most of the farm's income is derived from the farm store on Route 81 and selling produce wholesale to schools and local grocery stores such as Slater's Great American. All apples from Schnare's Sunset Orchard are free of added waxes and the Schnares use low spray farming practices.



## Montgomery County

### **Conbeer's Farm**

1807 Hickory Hill Road

Fonda, NY 12068

**Phone:** (518) 853-1454

**Contact Person:** Cathy Conbeer

**Items Available:** wide variety of vegetables, including processed veggies

**Fundraising Items:** pickles and canned goods, jams

**Delivery Available:** \*Yes

**Availability:** late June - end September

**Educational Opportunities:** Farm tours for schools available

**Farm Store:** Open 8 a.m. to 8 p.m. six days a week starting with strawberries in June.

### **Northeast Livestock Processing Service Co.**

923 State Highway 162

Sprakers, NY 12166

**Phone:** (518) 673-5193

**Contact Person:** Kathleen Harris

**Email:** nelpsc@frontiernet.net

**Web:** www.nelpsc.com

**Items Available:** All meat products including ground beef, other cuts of beef, marrow bones, lamb, pork, chicken, duck, rabbit, venison, buffalo, and elk.

**Delivery Available:** \*Yes

**Availability:** Year round

**Currently Delivering To:** SUNY Albany, SUNY Cobleskill, SUNY Plattsburgh, and a group of private secondary schools in New York City.

**Educational Opportunities:** Kathleen is available on an hourly basis for adult educational programs about livestock processing and marketing issues.

**Farm Store:** Contact Kathleen Harris to schedule pick up of smaller quantities of ground beef and marrow bones.

Compass Approved Vendor. The Northeast Livestock Processing Service Company is dedicated to assisting the family farmer with processing and marketing. NELPSC can procure carcasses or cuts of meat in quantities large and small. Products include: beef (including ground beef patties), pork, lamb, chicken, and venison.



### **Palatine Cheese**

68 East Main Street

Nelliston, NY 13410

**Phone:** (518) 993-3194

**Contact Person:** Earl or Carol Spencer, Tours - Brenda

**Email:** cheesymomma@palatinecheese.com

**Web:** www.palatinecheese.com

**Items Available:** Cheddar Cheese: Mild Cheddar, Medium Cheddar, Sharp Cheddar and Extra Sharp Cheddar. Horseradish, Bacon Horseradish, XXX Hot Horseradish, Black Olive & Roasted Red Pepper, Green Olive & Roasted Red Pepper, Green Olive & Garlic, Pepperoni, Sweet Pimento, Garlic & Chive, Garlic & Dill, Tomato Basil, Tomato





Onion, Tomato Garlic, Peppercorn, Caraway, Dill, Tomato Bacon, Jalapeno, Low Salt, Bacon Onion, Bacon Peppercorn, Sour Cream and Onion, Tomato Basil and Garlic, Bacon, Garlic Peppercorn, Wild Onion, Sage And Prohibition (low salt). Custom flavors are available.

**Fundraising Items:** gift boxes

**Delivery Available:** \*Yes

**Availability:** Year round

**Currently Delivering To:** Retail stores, some restaurants, food-coops. Fundraising gift boxes to Canajoharie, Fort Plain.

**Educational Opportunities:** Cheese factory is open for school tours year round.

**Business Hours:** Monday through Saturday 9:00 - 5:00PM.

Palatine Cheese, a family-owned and family-run operation, buys milk from local dairies within 5 miles of the plant. It makes only cheddar, but 25-40 different flavors of cheddar! The cheeses are vat flavored so the flavor can draw through the entire block during the aging process. The company invites its customers to email them with any ingredient they might like to try in new, special cheddar. If Palatine (always looking for different flavors) tries it and likes it, they will send the customer a pound of the finished product. Bulk and wholesale orders can be easily accommodated. They invite the public to call or email them with cheese-related questions (a possible classroom activity).

## **Sand Flats Orchard**

371 Martin Road

Fonda, NY 12068

**Phone:** 518-853-4999

**Contact Person:** Jim Hoffman

**Email:** Jim@SandFlatsOrchard.com

**Web:** <http://www.sandflatsorchard.com>

**Items available:** Apples, cider doughnuts, pumpkins, squash, tomatoes, gourds, corn. No processing.

**Delivery:** \*Yes, within a 40 mile radius, \$400 minimum

**Educational opportunities:** Group tours by appointment Monday - Friday in September and October. The basic visit includes a hay ride tour of the farm, a hunt through the 6-acre corn maze and a walk through the orchard where guests pick 2 or 3 apples. \$5.00 per person. For an additional \$2.00 guests can add: pick a small pumpkin from the patch, have a glass of apple cider, and an apple cider doughnut when the baker is in.

**Farm Store:** Yes

Sand Flats Orchard is family-owned and operated by the Hoffmans-- Jim, Meg, Sara and Mitch, who moved to Fonda from Colorado Springs, CO, in October 1987. They purchased land adjoining the original farm a few years later, and the orchard is now 100 acres. The farm house dates back to 1752; the barn was erected in 1884 and is now in the heart of a 100-family Amish settlement called Stone Arabia.

## Rensselaer County

### **Goold Orchards**

1297 Brookview Station Road

Castleton-on-Hudson, NY 12033

**Phone:** (518) 732-7317

**Contact Person:** Karen Gardy

**Email:** [Karen@goold.com](mailto:Karen@goold.com)

**Website:** [www.goold.com](http://www.goold.com)

**Items Available:** Apples, pumpkins and strawberries.

**Delivery:** \*Yes



**Currently Delivering to:** Albany City Schools, Columbia High School, East Greenbush

**Educational opportunities:** School tours available

**Farm Store:** Yes

Goold Orchards is a family farm, consisting of the orchard, Brookview Station Farm Winery, and a cider mill, as well as a store and bakery open year round. The farm hosts special events including the annual Apple Festival & Craft Show held Columbus Day Weekend, 5K Cross Country Run/Walk, Halloween Pet Parade, Kids Country Play Day, holiday-themed farmhouse breakfasts, birthday parties, and a school tour program.

### **The Farm at Kristy's Barn**

2418 Phillips Road

Castleton, NY 12033

**Phone:** (518) 477-6250 or (518) 813-9315

**Contact Person:** Ken Johnson

**Email:** KMJapple@nycap.rr.com

**Web:** www.kristysbarn.com

**Items available:** Apples, pears, strawberries, raspberries, tomatoes, peppers, cucumbers, etc. (call for list and availability). Will wash, grade, pack. Willing to grow on demand for schools.

**Fundraising Items:** baked goods, jams, preserves, salsas, pickled vegetables, honey, syrup and cheese

**Delivery available:** \*Yes, within 10 mile radius

**Availability:** June- November

**Educational opportunities:** Farm tours available geared towards age and study interests.

**Farm Store:** Yes

The Farm at Kristy's Barn is a friendly farm market established in 1912, just 10 minutes from Albany. The farm's goal is to provide a wide variety of fresh locally-grown products. They produce nine types of fruit, twenty different vegetables and numerous varieties of flowers in their own orchards, fields and greenhouses located on 300+ acres in Castleton. If they don't grow it, or are between crops, they purchase as many local products as possible to carry in the store. In addition to fruits, vegetables and flowers, they have a full assortment of baked goods, jams, preserves, salsas, pickled vegetables, honey, syrup and cheese.

## Schenectady County

### **Buhrmaster Farms\***

180 Saratoga Road

Scotia, NY 12302

**Phone:** 518-399-5931

**Contact Person:** Keith & Lisa Buhrmaster

**Items Available:** Any type of fruits and vegetables

**Delivery Available:** Yes, through Angello's Distributing, listed under "Black Horse Farm"

**Availability:** May - December, 9-6pm, 7 days per week

**Farm Store:** Road side market on Rt. 50

The farm also offers pick-your-own apples and strawberries.

### **Double Dutch Farms**

1001 Schoonmaker Road

Esperance, NY 12066

**Phone:** 518-875-6820

**Contact Person:** Steve Klopman

**Items Available:** Apples

**Delivery Available:** \*Yes

**Availability:** Mid September - early November

**Currently Delivering to:** Duanesburg Central Schools (for fall festival), and Maple Ridge Ski Area

**Educational opportunities:** Hay rides and tours

**Farm Store:** Retail farm stand/store in barn

## **F. Capiello Dairy Products**

115 Van Guysling Ave.

Schenectady, NY

**Phone:** 518-869-5653

**Contact Person:** Tim Capiello

**Website:** [www.capiello.com](http://www.capiello.com)

**Items Available:** Mozzarella and ricotta cheese

**Delivery Available:** \*Yes

**Availability:** year round

Capiello is a family business that has been producing fine Italian specialty cheeses locally since 1921. They offer fresh mozzarella, specialty mozzarella, and ricotta cheese made with New York State milk. Their products are available in many local stores and grocery chains, at wholesale distributors, and through internet sales. They are members of the "Pride of New York" program which promotes and supports the sale of agricultural and food products grown and processed within New York State.

## Schoharie County

### **Fox Creek Farm**

1039 State Route 443

Schoharie, NY 12157

**Phone:** (518) 872-2375

**Contact Person:** Raymond Luhrman

**Email:** foxcreekfarmcsa@earthlink.net

**Items Available:** Onions, garlic

**Delivery Available:** Depends on order

**Product Availability:** September through December

**Educational Opportunities:** Available as speaker in classrooms on local agriculture in off-season only. We welcome inquiries regarding farm tours.

Fox Creek Farm is owned and operated by Sara and Raymond Luhrman. The farm, established in 2001, is currently located in the most eastern part of Schoharie County on 12 acres of Lansing soils that are part of a larger historic 100-acre deed.

The goal of Fox Creek Farm is to operate an environmentally and economically sustainable farm which provides the farmers and farm workers with reasonable compensation for their work and adopts farming practices that maintain or increase soil health and productivity. Using organic farming practices, the farm provides locally grown, fresh, wholesome vegetables directly to consumers through its Community Supported Agriculture (CSA) program.

Inquiries about the Community Supported Agriculture Program are welcome (contact information above).

### **Parsons Farm**

Route 20

Sharon Springs, NY 13459

**Phone:** (518) 284-2330

**Contact Person:** Kenyon R. Parsons

**Items Available:** corn, other vegetables (call for list)

## **Schoharie Valley Farms "The Carrot Barn"\***

Route 30

Schoharie, NY 12157

**Phone:** (518) 295-7139

**Contact Person:** Richard Ball

**Email:** [wholesale@schoharievalleyfarms.com](mailto:wholesale@schoharievalleyfarms.com)

**Web:** [www.schoharievalleyfarms.com](http://www.schoharievalleyfarms.com)

**Items Available:** Carrots, potatoes, onions, and parsnips

**Delivery Available:** \*Yes, through Angello's Distributing

**Currently Delivering to:** NYC schools, SUNY Albany

**Farm Store:** Open daily 9 - 6, March 1 through December 24<sup>th</sup>

Something is always available! The produce at Schoharie Valley Farms is picked fresh daily starting with spring asparagus and continuing through the summer with ripe tomatoes, tender sweet corn, peppers and other summer farm bounty. In autumn the farm harvests pumpkins, squash, carrots, potatoes, parsnips and other fall vegetables. Summer fruits and vegetables are available through December. March through July, the farm offers greenhouse vegetables. "We're dedicated to growing only top quality produce, to preserving this historic resource, and to continuing our agricultural heritage for generations to come."

## Washington County

### **Battenkill Valley Creamery & Black Creek Valley Farms**

691 County Rte. 30

Salem, NY 12865

**Phone:** (518) 859-2923 (cell)

**Email:** [seth@battenkillcreamery.com](mailto:seth@battenkillcreamery.com)

**Contact Person:** Seth McEachron

**Availability:** Year round

**Items Available:** milk, cream, half & half, butter

**Delivery Available:** \*Yes

Battenkill Valley Creamery, recently founded by 4<sup>th</sup> and 5<sup>th</sup> generation farmers Donald and Seth McEachron, began processing and bottling milk right on the farm beginning in February, 2008. The family has been dairy farming in the Battenkill Valley for more than a century. They pledge to their customers that they do not and will not use artificial growth hormones. The mixed breed herd lives at the farm and consists of Holsteins, Jerseys, and Holstein/Jersey crossbreeds, and their milk goes from them into bottles at the farm in less than eight hours. The dairy products are thus guaranteed to be fresh, local (produced and bottled at the farm) and all natural.

## **Food Service Directors Interested in Purchasing from Local Farms**

Food service companies (such as Chartwell's and Sodexo) run the food services at the schools marked with an asterisk (\*) below; they must purchase through a distributor, but are interested in local. Farmers wishing to sell directly to schools are encouraged to contact the following people:

### Albany County

**Doug Porter**

**Ravena-Coeymans-Selkirk CSD**

P.O. Box 97  
Selkirk, NY 12158  
dporter@rcscsd.org  
(518) 756-5263

**Paul Franchini**

**Bethlehem Central School District**

332 Kenwood Avenue  
Delmar, NY 12054  
pfranchini@bcasd.neric.org  
(518) 439-8885

**Albany City Schools**

315 Northern Blvd., Room 125  
Albany, NY 12210  
(518) 462-7322

**Gary Kleppel\***

**SUNY Albany**

Professor and Director  
Biodiversity, Conservation & Policy Program  
Department of Biological Sciences  
University at Albany, SUNY  
1400 Washington Avenue  
Albany, NY 12222  
gkleppel@albany.edu  
(518) 442-4338

**Melodie Marco**

**Shaker Jr. High**

475 Watervliet-Shaker Road  
Latham, NY 12110  
mmarco@ncolonie.org  
(518) 786-8856  
(518) 857-8433 (cell)

**Linda Mossop**

**Guilderland CSD**

6076 State Farm Road  
Guilderland, NY 12084  
mossopl@guilderlandschools.org  
(518) 456-6200 x3110

**Tim Mulligan**

**Voorheesville CSD**

432 New Salem Road  
Voorheesville, NY 12186  
TJMugg@aol.com  
(518) 765-3314 x120

**Deborah Rosko**

**Berne Knox Westerlo CSD**

1738 Helderberg Trail  
Berne, NY 12023  
drosko@bkwcscd.k12.ny.us  
(518) 872-5131

### Columbia County

**Barbara Murray**

**Chatham School District**

50 Woodbridge Avenue  
Chatham, NY 12037  
murrayb@chatham.k12.ny.us  
(518) 392-1536

**Todd Digrigoli**

**Ichabod Crane CSD**

2910 Route 9  
Valatie, NY 12184  
tdigrigo@ichabodcrane.org  
(518) 758-7575 x6005

**Catherine Drumm**

**Hudson City SD**

215 Harry Howard Avenue  
Hudson, NY 12534

drummc@hudsoncityschooldistrict.com  
(518) 828-4360 x2104

**Pam Strompf**

**Taconic Hills CSD**

73 County Route 11A  
Craryville, NY 12521  
pstrompf@taconichills.k12.ny.us  
(518) 325-0367

**Greene County**

**Paul Ventura**

**Greenville CSD**

P.O. Box 125  
Greenville, NY 12083  
venturapsr@greenville.k12.ny.us  
(518) 966-5190

**William Muirhead**

**Catskill CSD**

343 W. Main Street  
Catskill, NY 12414  
bmuirhea@catskillcsd.org  
(518) 943-2300 x2124

**Christopher Bateman**

**Coxsackie-Athens CSD**

24 Sunset Blvd.  
Coxsackie, NY 12051  
batemanc@coxsackie-athens.org  
(518) 731-1821

**Diana Potter\***

**Windham Ashland Jewett CS**

5411 Main Street  
Windham, NY 12496  
(518) 734-3400 x1187

**Scott Handy\***

**Cairo-Durham Central School**

Box 780  
Cairo, NY 12413  
Scott.handy@compass-usa.com  
(518) 622-8534

**Montgomery County**

**Brenda Allen\***

**HFM BOCES**

2755 State Highway 67  
Johnstown, NY 12095  
vballen@hfmboces.org  
(518) 736-4681 x4619

## Rensselaer County

**Karen Blessin**  
**Averill Park CSD**  
146 Gettle Road  
Averill Park, NY 12040  
blessink@averillpark.k12.ny.us  
(518) 674-7004

**Jackie Baldwin\***  
**Executive Chef**  
**Rensselaer Polytechnic Institute**  
baldwj@rpi.edu  
(518) 365-4667

**Doug Wolfe\***  
**Enlarged City Schools of Troy**  
1950 Berdette Ave  
Troy, NY 12180  
wolfed@troy.k12.ny.us  
(518) 328-5490

**Kevin Bayer\***  
**Emma Willard School**  
kevinwbayer@hotmail.com  
(518) 833-1338

## Schenectady County

**Mary Jewell**  
**Duanesburg Central School**  
133 School Drive  
Delanson, NY 12053  
(518) 895-5350 x228

**Marcy VonMaucher**  
**Schalmont Central School District**  
100 Princetown Road  
Schenectady, NY 12306  
mvonmauc@sabrenet.net  
(518) 355-1342 x5069

**Debbie Mahan**  
**Rosendale Elementary School**  
2445 Rosendale Road  
Niskayuna, NY 12309  
dmahan@niskyschools.org  
(518) 377-3141 x14705

**Dan Detora\***  
**Director of Dining Services**  
**Union College**  
detorad@union.edu  
(518) 388-6179

## Saratoga County

**Margaret Lamb**  
**Saratoga Springs City School District**  
3 Blue Streak Blvd.  
Saratoga Springs, NY 12866  
m\_lamb@saratogaschools.org  
(518) 583-4704

## Schoharie County

School food service managers work in collaboration with each other as a subcommittee of the Schoharie County Farm to School Initiative. The schools include Cobleskill-Richmondville, Gilboa-Conesville, Jefferson, Middleburgh, Sharon Springs and Schoharie Central School as well as the nearby schools of Duanesburg and Berne-Knox-Westerlo. Farmers are asked to contact any one of the designated contacts listed below for the purpose of determining what produce is desired by these schools.

**Josie Ennist**  
**Food Service Manager**  
**Schoharie CSD**

136 Academy Drive  
Schoharie, NY 12157  
jennist@schoharie.k12.ny.us  
(518) 295-6618

**Regina Tillman**  
**Nutrition Resource Educator**  
**Cornell Cooperative Extension**

173 South Grand Street  
Cobleskill, NY 12043  
rmt37@cornell.edu  
(518) 234-4303

**Missy Simpson**  
**Food Service Manager**  
**Sharon Springs CSD**

PO Box 218  
Sharon Springs, NY 13459  
msimpson@sharonsprings.org  
(518) 284-2266 x123

## Washington County

**Jane Pepin**  
**Hudson Falls CSD**  
PO Box 710  
Hudson Falls, NY 12839  
jpepin@hfcasd.org  
(518) 681-4119