**Proposed Topics: NE SARE / Barley & Small Grains** **Program**

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* Best Practices for Malting Grain Production in NYS: What we know so far
	+ Grain & Seed Varieties
	+ Equipment: planting, harvest, storage
	+ Planting: soils, rotation, dates, depth, seeding rate, till-no till, fertilization
	+ Disease, Pest & Weed management
	+ Organic production
	+ Harvest: date, moisture level, equipment settings
	+ Post-harvest handling: cleaning, drying, storage, lab analysis
	+ Informants: Gary Bergstrom-Cornell; Bill Verbetan-CCE; Mark Sorrels; Tom Kilcer; Ken Wise; Robert Perry;
* Market Potential
	+ Malt House—quality control
	+ Brewers Market
	+ Distillers Market
	+ Informants: Matt & Carrie-Good Nature Brewing; Christopher Briar Williams-Coppersea 9175263288; Jason Garrett-Black Button Distilling jasonb@blackbuttondistilling.com; Ken Wortz-KyMar Farms; FarmHouse Malt; Valley Malt
* Risk Management
	+ USDA NAP coverage vs. crop insurance
	+ Grower contracts
	+ Brewer Supported Agriculture models
	+ Secondary markets
	+ Informants: USDA rep? Ag & Markets? Animal/Dairy farmers; Valley Malt
* Crop / Industry Development Needs:
	+ Data:
		- Baseline production levels
		- Market demand for small grains: quality, quantity, variety
		- Research: variety, agronomy, disease…
	+ Technical Assistance
		- Supporting farmers from seed to harvest using agronomists, pathologists, …
	+ Facilitation of direct marketing linkages
	+ Informants: ??
* Malt House Operation
	+ Business Planning, Starting Up, Scaling Up
	+ Equipment & Capital Needs
	+ Raw material needs: developing a sustainable supply chain of grains
	+ Serving as a hub in NYS’s farm-to-glass supply chain
	+ Informants: Farmhouse Malt, Valley Malt, Bruno Vachon-Malteire Frontenac 4183389563, Rachel Fives-East Coast Malt, Ted Hawley-NY Craft Malt
* Farm Brewery / Farm Distillery Law Overview
	+ Describing and deciphering the NYS Liquor Authority "Farm” Licenses
	+ Updates to the licenses
	+ Is it right for you? Issues/Opportunities of Farm Licensed operations
	+ Informants: Sam Filler-ESD; brewer; distiller