**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](mailto: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