

Carey Institute for Global Good
Helderberg Brewshed
Farm to Glass Workshop: Small Grains – April 2, 2015

Brewer & Distiller Supported Agriculture Session
B/DSA, Risk Management & Market Development Strategies

- Private insurance policy
- share seed costs or other up front costs
- buy off the field (regardless of quality)
- Start off with “alternative” grains, i.e. grains that are already successfully grown in NYS (buckwheat, oats, rye, wheat)
- Growers: find you buyer before planting—primary and secondary markets
- Royalty pricing: buy *more* grain at lower price; sell *more* final product for slightly higher price; pay grower a royalty from profits (or, something like that...)
- Identify excess grain storage capacity among feed grain suppliers
- Incorporate on-site storage at malt house or brewery
- Producers' Association

Other ideas:

- Farmer-end user interface: catalog; NY MarketMaker
- Equipment cooperative?
- Grain hub?

Questions of Scale & Direct Marketing:

- Pros & Cons of micro-malting vs. large / regional malt house?
- Is the bottleneck real or perceived?
- Is middleman necessary or a hindrance?