

Rebecca Platel

From: Rebecca Platel
Sent: Friday, April 17, 2015 11:59 AM
To: Rebecca Platel
Subject: small grains follow up 2 of 2
Attachments: Grain Marketing Case Example Handout.pdf; Setting Prices for Grain Marketing.pdf; nys esd craft bev ppt.pdf; April 2 Small Grain Contacts.doc

Hi Everyone;

Here is the second follow up email from the April 2 Small Grains Workshop. I could add more resources, but this is a good start and long enough to process as it is.

1. Find attached:

- Powerpoint presentations from workshop speakers
- Handout on marketing grain from Steve's presentation
- The list of ideas for brewery / distiller supported agriculture
- Contact Info for all speakers and malt houses who attended

3. Some links to more information / articles on:

Brewer Supported Agriculture
Valley Malt <http://valleymalt.com/bsa/>

Local Grain Economy / Infrastructure "Hub" models

From Washington:

Skagit Valley Malting <http://www.skagitvalleymalting.com/>

<http://www.seattlemag.com/article/local-farmers-going-against-grain>

Port of Skagit: <http://washingtonports.org/state-program-boosts-skagit-valley-ag/>

From Maine:

<http://www.maine-seed.com/grains/>

<http://mainetoday.com/blog/local-grain-economy-the-farmers/>

Producers' Association--A voluntary co-operative association of farmers (51% min) and value added producers, if desired, for purposes of producing, handling and marketing farm products. Eligible for grant funding opportunities. (read more here: http://en.wikipedia.org/wiki/Capper%E2%80%93Volstead_Act)

This is one model that could help organize and build capacity with the farm to glass supply chain.

We will continue to keep discussion of these ideas going and come back at you with some concrete ideas for consideration and feedback.

4. A very general update on the 'grain hub' idea: In a discussion with NYS earlier this year, we suggested that they consider incorporating a grain hub in a proposed regional food hub. They agreed that the idea should be addressed in the food hub feasibility study. We are still waiting to get final details on what this will look like but, at least we managed to get the idea on their radar (as it had not occurred to them before that). I will share more info about this as it becomes available.

5. And, last, if you haven't already, please take a minute to complete the survey about the event--we want to know what you think! (It's immensely helpful for improving future programs.

For farmers: <https://www.surveymonkey.com/s/Z29BYGL>

For craft bev producers: <https://www.surveymonkey.com/s/2WP2NGT>

Again, feel free to follow up with me directly more questions/comments.

Many thanks and enjoy the weekend,

Rebecca