

**FARMSTEAD MARKETING &
DISTRIBUTION
EDUCATIONAL SERIES 2011
COOPERATING AGENCIES:**

Cornell Cooperative Extension of
Delaware County

Delaware County Department of
Economic Development

Delaware County Chamber of
Commerce eCenter

NY FarmNet, Cornell University

Watershed Agricultural Council
Farm-to-Market Program

NE Center for Food Entrepreneurship



Cornell University
Cooperative Extension
of Delaware County

Education Center
34570 State Highway 10
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Hamden, NY 13782

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Cornell University
Cooperative Extension
of Delaware County

Cornell Cooperative Extension of Delaware County
provides equal program and employment opportunities.

**CATSKILL
FARMERS: YOU CAN
SELL ALL YOU
PRODUCE**

2011 Farmstead Marketing &
Distribution Program

FRIDAY – May 20

10:00 A.M – 3:00 P.M.

Cornell Cooperative Extension of
Delaware County
34570 State Highway 10
Hamden, NY 13782

**\$ TALK WITH
BUYERS**

**\$ TALK WITH
MARKET MANAGERS**

**\$ TALK WITH
DISTRIBUTORS**

**There are many marketing
channels to use.**

**Listen and learn from people who
work to get New York grown food
onto New York tables.**

Directions:

From New York City: Take Thruway to Harriman exit to Route 17 West. Route 17 to Roscoe exit - at end of exit ramp turn left. Continue through Roscoe - you are on Route 206. Follow Route 206 through Downsville to Walton. At first traffic light in Walton make Right onto Route 10, follow 8 miles, watch for New York State Electric and Gas (NYSE&G) on the right - office is the next right at the Resource Center a brown brick building, drive around to the back of the building. **Or** - In Downsville after traffic light, take next right onto County Route 26, follow to Hawley’s Station, take a right, at intersection of Route 10, take a right, NYSEG on the right our office next right as above!

From Albany: Take Thruway West to Interstate Route 88 exit and follow Route 88 to Oneonta exit 15 (Airport, Colleges). At end of ramp turn left follow 1/4 mile to intersection traffic light turn right onto Route 28. Follow Route 28 to Delhi, make right onto Route 10. Drive straight through Delhi on Route 10 another 8 miles going through village of Hamden. Our office is located 1 mile south of Hamden on Route 10, make a left at the Resource Center a brown brick building, drive around to the back of the building.

From Margaretville: Take NYS Route 28 to Delhi. At traffic light make a left onto Route 10. Follow as from Albany above. **Or** - Take NYS Route 28 to Andes. Go straight though intersection at caution light leaving Route 28. Going out of Village you will be on County Route 2. Follow through Village of De Lancey to end, make left onto NYS Route 10. Follow to Hamden see From Albany above.

Share the experience – fine local foods and conversations with people who are dedicated to getting the freshest, highest quality food to the people who are demanding it.

Meet with:

- Jim Hyland: Winter Sun Farms**
- Patrick Ahern, Baldor Food**
- Dana Stafford, Regional Access**
- Challey Comer, Farm to Market,**
- Watershed Agricultural Council**
- Shulamis Giordani, The**
- Foodshed Buying Club of Utica**
- Holley White, Lucky Dog Farm**
- Store & Hamden Inn**
- Kathleen Harris, Northeast**
- Livestock Processing Service Co.**
- Ward MacMillen, Jamaica**
- Dream Farm**
- Fred Cole – Capital District**
- Farmers Market in Menands**
- Michael Hurwitz, NYC**
- Greenmarkets**
- Michael Morris, NYC Wholesale**
- Greenmarket**
- Rhys Powell, My Red Rabbit**
- Suzy Hodgson,**
- YourFarmStand.com**

Register Early

NAME(s): _____

FARM NAME &
ADDRESS _____

FARM PRODUCTS OR
SERVICES: _____

PHONE & E-Mail: _____

FEE: \$20 Per Person, includes handouts and lunch. Make check payable to Cornell Cooperative Extension, note “marketing workshop”, and mail to P.O. Box 184, Hamden, NY 13782.

SPECIAL NEEDS: Accommodations for persons with disabilities may be requested by calling Janet Aldrich at 607-865-6531 by April 22, 2011. Requests received after this date will be met when possible.

Location of program: Cornell Cooperative Extension of Delaware County 34570 State Highway 10, Hamden NY 13782 (607-865-6531)

