

Small/Mid-Scale Farming for a New Era in New York



GOAL

To 1) start-up **12-15** thriving beginning farm enterprises in Delaware, Otsego, and Schoharie Counties within 3 years, and 2) strengthen the operations of **1,000** farm businesses Statewide in their first 10 years of operation in New York—thereby keeping approximately **200,000** acres in production and securing market share—fulfilling CADE’s mission as well as advancing NY’s capacity as a leading Northeast foodshed.



OUTCOMES

1 using high impact, deep touch “A-Z” services from farmland access to landowner/producer matchmaking, on-farm skills building to business development to access to capital to markets/sales:

- 12-15 leases or mortgages
- 240 - 3,000 acres of farmland preserved
- 12-15 producers report improved business acumen
- 12-15 producers implement a profitable business model
- 5-10 producers report new capital (loans, grants, investments) injected to establish or operate their businesses (\$50k target)
- 12-15 producers improve/optimize on-farm “climate-smart” production practices, making farm operations more efficient, cost-effective, and regenerative
- 12-15 novel farm products meet unmet market demand for NY-sourced food or beverages, produced by both tri-county farmers and Statewide producers

2 using business development and management workshops and webinars, on-farm events, facilitating networks/peer connections, interactive online content and resources, and referrals:

- 75% clients report improved business acumen
- 50-100 (or 5-10%) producers report expansion of operations
- 5-10 producers report new capital (loans, grants, investments) injected to establish or operate their businesses (\$100k target)
- 40-100 producers report connections with new buyers/markets
- 50 producers report 5-10% sales increase
- 50 producers report 5-10% median farm income increase

LAND ACCESS FOR DELAWARE, OTSEGO + SCHOHARIE COUNTIES. ALL OTHER PROGRAMS ARE STATEWIDE

cadefarms.org



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SAMPLE PROMOTION

Are you an aspiring farmer looking for farmland? Or a newly-established beginning farmer in NY in your first 10 years of operation? CADE is here for you!

Our Farm and Food Business Incubator allows you FREE access to our team of experienced professionals on:

securing farmland access in **Otsego, Delaware, and Schoharie** Counties of New York

COUNTY SPECIFIC

STATEWIDE SERVICES

- business development--from legal structuring to business/financial planning
- access to capital--from loans to grants
- product development
- financial planning and management
- labor, operations, and farm safety planning
- marketing planning, market access, and sales
- peer-to-peer support and mentoring from farmers using climate smart practices--from networking events to on-farm pasture walks!

Learn more about our full suite of business services, including workshops, 1 to 1 consultations, networking opportunities, mentoring, and more—all FREE!

cadefarms.org

