



Ag, Planning & Environmental Committee

Committee Meeting

60 Central Ave.
Cortland, NY 13045
<https://www.cortlandcountyny.gov>

~ Minutes ~

Thursday, March 13, 2025

10:00 AM

Room 302

CALL TO ORDER

The meeting was called to order at 10:04 AM by Committee Chair Beau Harbin

Attendee Name	Organization	Title	Status	Arrived
Mitchel Eccleston	Cortland County	Committee Member	Present	
Paul Heider	Cortland County	Committee Member	Present	
William McGovern	Cortland County	Committee Member	Present	
Jason Prentice	Cortland County	Committee Member	Present	
Sandra Price	Cortland County	Committee Member	Present	
Reed Cleland	Cortland County	Committee Vice-Chair	Excused	
Beau Harbin	Cortland County	Committee Chair	Present	
Kevin Fitch	Cortland County	Chair of the Legislature	Late	10:34 AM
Savannah Hempstead	Cortland County	Clerk of the Legislature	Present	
Rob Corpora	Cortland County	County Administrator	Present	
Christopher Newell	Cortland County	Legislator	Present	
David Rutherford	Cortland County	Executive Director, Cornell Cooperative Extension	Present	
Cathy Bischoff	Cortland County	Legislator	Late	10:34 AM
Ronald J. Van Dee	Cortland County	Legislator	Late	10:34 AM
Trisha Hiemstra	Cortland County	Planning Director	Remote	
Amanda Barber	Soil & Water Conservation District	Director	Remote	
Nicole Compton	Cortland County	Executive Assistant	Remote	
Ashley Millard	Cortland County	Deputy Clerk of the Legislature	Remote	
Jason DeRaiche	Cortland County	Safety Director	Remote	

MINUTES

1. Ag/Planning/Environmental - Committee Meeting - Feb 13, 2025 10:00 AM

RESULT:	APPROVED
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MONTHLY REPORTS

1. Planning Monthly Report

RESULT:	COMPLETED
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2. SWCD Monthly Report

RESULT:	COMPLETED
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RESOLUTIONS

AGENDA ITEM NO. 1 – Authorization to Apply for Empire State Development (ESD) County Infrastructure Grant – Cortlandville Water Infrastructure Project – Planning Department

Mr. Heider MADE A MOTION TO SUSPEND THE RULES to consider a resolution not previously on the agenda, Ms. Price SECONDED THE MOTION, and unanimous voice vote of members present; MOTION CARRIED.

RESULT:	APPROVED [UNANIMOUS]
	Next: 3/27/2025 6:00 PM
MOVER:	Sandra Price, Committee Member
SECONDER:	Paul Heider, Committee Member
AYES:	Eccleston, Heider, McGovern, Prentice, Price, Harbin
EXCUSED:	Reed Cleland

ON MOTION OF HARBIN

RESOLUTION NO.

Authorization to Apply for Empire State Development (ESD) County Infrastructure Grant – Cortlandville Water Infrastructure Project – Planning Department

WHEREAS, Empire State Development (ESD) is offering a County Infrastructure Grant Program which provides funding to support infrastructure improvements that promote economic development, housing, and community well-being; AND

WHEREAS, Cortland County recognizes the importance of investing in critical infrastructure to support economic growth, housing, and public health; AND

WHEREAS, Empire State Development requires that the County apply for said grant funding directly or on behalf of any other municipalities within the County; AND

WHEREAS, the Town of Cortlandville has identified the need to develop a new groundwater supply well to enhance its water system's capacity; AND

WHEREAS, the Town of Cortlandville has agreed to contribute all local match associated with the grant; AND

WHEREAS, Cortland County seeks to apply for \$1,000,000 in funding through Empire State Development County Infrastructure Grant Program on the Town of Cortlandville's behalf to assist in financing the development of the proposed water infrastructure project; NOW THEREFORE BE IT

RESOLVED, that the Chair of the Legislature, County Administrator and/or appropriate Department Head is hereby authorized and directed to file an application for the County Infrastructure Grant Program from Empire State Development.

AGENDA ITEM NO. 2 – Amend 2025 Budget/Accept New York State Operating Assistance (STOA) SFY 2024-25 Additional “Clean Up”

RESULT:	APPROVED [UNANIMOUS]
	Next: 3/27/2025 6:00 PM
MOVER:	William McGovern, Committee Member
SECONDER:	Jason Prentice, Committee Member
AYES:	Eccleston, Heider, McGovern, Prentice, Price, Harbin
EXCUSED:	Reed Cleland

ON MOTION OF HARBIN

RESOLUTION NO.

Amend 2025 Budget/Accept New York State Operating Assistance (STOA) SFY 2024-25 Additional “Clean Up”

WHEREAS, the Public Transportation Bureau has sent vouchers to the New York State Comptroller that distributes the SFY 2024-2025 State Wide Mass Transportation Operating Assistance (STOA) “Clean Up” payments to the upstate formula bus systems; AND

WHEREAS, these payments distribute the remaining 2024-2025 STOA appropriation balances for the upstate formula bus systems; AND

WHEREAS, Resolution No. 245-24 authorized Cortland County to amend the 2024 budget to fund an agreement with First Transit, Inc., dba Transdev, to provide public transportation services during the County’s transition to Centro; AND

WHEREAS, Cortland County has received SFY 2024-2025 STOA “Clean-Up” funds in the amount of \$302,042.50 from the New York State Department of Transportation under the State Wide Mass Transportation Operating Assistance, which will go back into the fund balance; NOW THEREFORE BE IT

RESOLVED, the 2025 budget be amended as follows:

Increase:

A563044-43589	MISC STATE TRANSPORTATION	\$302,042.50
A390900	FUND BALANCE	\$302,042.50

AGENDA ITEM NO. 3 – Recommend Members for Appointment to Central New York Regional Transportation Authority (CENTRO) Board

It was MOVED by Mr. Prentice, Seconded by Ms. Price, and unanimously approved by voice vote of members present, to enter into an executive session to discuss matters leading to the appointment of a particular person, with Savannah Hempstead, Melanie Vilardi, Rob Corpora, and with legislators, with the exception of Legislator Beau Harbin, permitted to stay in the room; MOTION CARRIED.

An executive session was held from 10:50 a.m. to 11:13 a.m., at which time on motion of Ms. Price, seconded by Mr. Prentice, it was unanimously approved by voice vote to exit executive session.

RESULT:	POSTPONED [5 TO 1]
	Next: 4/10/2025 10:00 AM
MOVER:	Paul Heider, Committee Member
SECONDER:	Jason Prentice, Committee Member
AYES:	Eccleston, Heider, Prentice, Price, Harbin
NAYS:	William McGovern
EXCUSED:	Reed Cleland

ON MOTION OF HARBIN

RESOLUTION NO.

Recommend Members for Appointment to Central New York Regional Transportation Authority (CENTRO) Board

WHEREAS, pursuant to Public Authorities Law Section 1328, the Central New York Regional Transportation Authority was created by the State of New York; AND

WHEREAS, pursuant to said law, the Cortland County Legislature is required to submit two names for recommendation for appointment by the Governor of the State of New York, with advice and consent of the Senate, where such list must recommend two individuals for each appointment to said authority; NOW THEREFORE BE IT

RESOLVED, that the Cortland County Legislature be and hereby recommends the following individuals for appointment to the Central New York Regional Transportation Authority:

; AND BE IT FURTHER

RESOLVED, the Clerk of the Cortland County Legislature is directed to cause a certified copy of this resolution to be transmitted to the Governor of New York State and to the Secretary of the Central New York Regional Transportation Authority.

DISCUSSION ITEMS

1. Central New York Regional Planning & Development Board Appointment

RESULT:	COMPLETED
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2. Empire State Development - County Infrastructure Grant Application

RESULT:	COMPLETED
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3. Cornell Cooperative Extension New Executive Director Press Release

RESULT:	COMPLETED
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4. Agri-Economic Development Summit

RESULT:	COMPLETED
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ADJOURNMENT

The meeting was closed at 11:15 AM

**Ag, Planning & Environmental Committee**60 Central Ave.
Cortland, NY 13045<https://www.cortlandcountyny.gov>**Committee Meeting****~ Minutes ~****Thursday, February 13, 2025****10:00 AM****Room 302****CALL TO ORDER**

The meeting was called to order at 10:15 AM by Committee Chair Beau Harbin

Attendee Name	Organization	Title	Status	Arrived
Mitchel Eccleston	Cortland County	Committee Member	Present	
Paul Heider	Cortland County	Committee Member	Present	
William McGovern	Cortland County	Committee Member	Present	
Jason Prentice	Cortland County	Committee Member	Present	
Sandra Price	Cortland County	Committee Member	Present	
Reed Cleland	Cortland County	Committee Vice-Chair	Present	
Beau Harbin	Cortland County	Committee Chair	Present	
Melanie Vilardi	Cortland County	Deputy County Administrator	Present	
Morgan Spaulding	Cortland County	Grants Administrator	Present	
Christopher Newell	Cortland County	Legislator	Present	
Rob Corpora	Cortland County	County Administrator	Present	
Kim Cameron	Cortland County	Resident	Present	
Kevin Fitch	Cortland County	Chair of the Legislature	Late	10:40 AM
Ronald J. Van Dee	Cortland County	Legislator	Late	10:41 AM
Amanda Barber	Soil & Water Conservation	District Manager	Remote	
Andrea Herzog	Cortland County	Director of Finance	Remote	
Jason DeRaiche	Cortland County	Safety Director	Remote	
Jessica Leet	Cortland County	Executive Administrative Assistant	Remote	
Chuck Feiszli	Cortland County	Vice Chair of the Planning Board	Present	

Minutes Acceptance: Minutes of Feb 13, 2025 10:00 AM (MINUTES)

MINUTES

1. Ag/Planning/Environmental - Committee Meeting - Jan 9, 2025 10:00 AM

RESULT: ACCEPTED**RESOLUTIONS**

AGENDA ITEM NO. 1 – Appoint Members - Soil and Water Conservation District Board of Directors

RESULT: APPROVED [UNANIMOUS]

Next: 2/27/2025 6:00 PM

MOVER: Sandra Price, Committee Member

SECONDER: Reed Cleland, Committee Vice-Chair

AYES: Eccleston, Heider, McGovern, Prentice, Price, Cleland, Harbin

ON MOTION OF HARBIN

RESOLUTION NO.

Appoint Members - Soil and Water Conservation District Board of Directors

WHEREAS, according to the Soil and Water Conservation District Law as passed by the legislature of the State of New York, "When a county has been declared a soil and water conservation district, a board of directors consisting of five members shall be appointed by the county board. This board of directors shall consist of two members of the county board and three persons not members of the county board... two of whom shall be practical farmers. One of these farmers shall be appointed from a list submitted by the county grange, one of these farmers shall be appointed from a list submitted by the county farm bureau." ; AND

WHEREAS, the terms of members is one year for Legislative Representatives and three years for other members of the Board; NOW THEREFORE BE IT

RESOLVED, that the following be and hereby are appointed to serve as members of the Soil and Water Conservation District Board of Directors:

Name	Address	Capacity	Term Expiration
Linda Jones	2087 E. River Road Homer, NY 13077	Legislative Representative	12/31/2025
William McGovern	28 West Main Street Marathon, NY 13803	Legislative Representative	12/31/2025

MONTHLY REPORTS

1. Soil & Water Monthly Report

RESULT: COMPLETED

2. Planning Department Activity Report

RESULT: COMPLETED

DISCUSSION ITEMS

1. Centro Board Seat

RESULT: COMPLETED

ADJOURNMENT

The meeting was closed at 11:01 AM

Minutes Acceptance: Minutes of Feb 13, 2025 10:00 AM (MINUTES)

ACTIVITY REPORT



Planning Department March 2025

Administration

Education and Outreach

- Department of State Training for Local Officials – April 17th @ 5PM
- Municipal Guide to NYS GML 239 - Training in development (flow chart attached)
- SDP Progress
- County Infrastructure Grant Program
- Major Website Updates - in progress
- Broadband update
- Standard Operating Procedures (SOPs) – For internal staff
- Public Flow Charts and Guides – In collaboration with other departments
- Leadership Cortland

Housing Study

- Collaborating with BDC/IDA on internship with a Binghamton University student

Regional Partnerships

- *CNY Regional Planning Board*
- *Southern Tier 8 Regional Planning Board*
 - Sustainability Group
 - CEDS (Comprehensive Economic Development Strategy)
 - Opportunity Zone Collaboration
 - ARC Grant Training – Ithaca/CANCELLED (new date TBD)

Snowmobile Grant

- 2024-2025 Snowmobile Club Meeting
 - 70% Grant Check sent out

GIS

County Workspace Parcel Viewer

- Ongoing updates and addition
 - Link: <https://cortland-county-gis-portal-cortlandplanning.hub.arcgis.com/>

Data Projects

- County-wide addressing spread sheets – updating
- Python automation – streamlining data entry tasks

Mapping Projects

- Online portal – Address Request Form (Soft Launch)
 - Link: <https://address-data-management-cortlandplanning.hub.arcgis.com/>
- GML Interactive Dashboard (Soft Launch)
 - Link: <https://www.arcgis.com/apps/dashboards/84fe64b9a11e474bad6c0fce62b94fa3>
- Cortlandville – Comprehensive Plan Implementation Committee
- City of Cortland – Parking maps
- County Highway – mobile data collection demo's with ArcGIS
- Parcel Fabric - design and setup in coordination with Real Property

Mobility Management

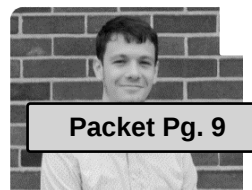
- Continuing to aid TransDev and Centro during this transition period
- Centro Open House Hiring Event - March 8th
- Cortland Counts Community Forum - March 21st
- Fare-Free Day - March 31st
- 5311 Annual Report
- 5311 Grant Application Submitted 2/4
- Travel Training
- NADTC Survey & Outreach

Cortland County Planning Board Meeting

GML 239 Reviews:

- Staff Report:
 - Village of Marathon – MAVAC – Site Plan Review and Zoning Map Amendment for construction of new facility
 - City of Cortland – Site Plan Review and Area Variances for replacing storage tanks
 - City of Cortland – Zoning Map Amendment to rezone a portion of a parcel so that the entirety of the property be within the same zoning district
 - Town of Cortlandville – Site Plan Review and Aquifer Protection Special Permit for construction of a 4 tenant retail building
 - Village of Homer – Site Plan Review for home occupation
- Return Letters for Local Determination:
 - 6 Return Letters sent to Municipalities

OUR TEAM:





Cortland County Soil and Water Conservation District

100 Grange Place, Room 202, Cortland, NY 13045

Phone: (607) 756-5991 Fax: (607) 756-0029

www.cortlandswcd.org

SWCD...established to promote the conservation and wise use of our county's natural resources

SOIL AND WATER CONSERVATION DISTRICT MONTHLY REPORT - March

From: Amanda Barber, SWCD Manager

March 6, 2025

AGRICULTURE AND PRIVATE LAND CONSERVATION

Agricultural Nonpoint Abatement and Control Program (AGNP) –We continue engineering design work for grants funded in Round 28 and 29. Four projects are out for estimates and we are scheduling another site showing for four more projects.

Several SWCD projects are also receiving federal funding. Recent federal actions jeopardize the new hires working on required USDA cultural resource reviews, as well as the funding contracts. We are working with USDA-NRCS and the farmers on strategies to move ahead.

We submitted four applications to Round 30 of the AGNP program for over \$2,560,000 to aid in the construction of water quality improvement projects on four local farms with a total cost of over \$4 million. Awards will be announced in early summer.

Climate Resilient Farming – We continue to work on a Round 7 project design. It is a stream corridor stabilization project and expected to be installed this year. We have applied for the NYSDEC permit and continue the plans. A site showing will be held in early summer. We are waiting on contracts for the Round 8 forestry and soil health projects. There has been no word from the state yet on how the USDA Climate Smart Commodities grant used to supplement state funds will impact our one soil health project funded from that grant.

Two of our applications to the Concentrated Animal Feeding Operation (CAFO) Enhanced Nutrient and Methane Management Program (CAFO ENMP) were funded. We will be working with two farms to implement projects that will enhance their manure management and other farm systems to conserve nutrients, prevent nonpoint source pollution, reduce greenhouse gas emissions and store more carbon on the landscape. The grants total \$1,025,000 and will help pay for projects estimated at over \$1,360,000, reducing greenhouse gas emissions by about 90 metric tons of CO₂e annually, and helping these farms be more economically and environmentally sustainable.

COMMUNITY NATURAL RESOURCES MANAGEMENT AND PLANNING

Little York Lake Protection and Rehabilitation District (LYLPRD) – An update letter and survey were mailed to the District this week.

Eastern Finger Lakes Watershed – We continue regular meetings of the Eastern Finger Lakes Coalition. State funding is secure for year one of both capacity and implementation contracts.

Attachment: SWCD update 3 2025 (12870 : SWCD Monthly Report)

We are working with Skaneateles Lake Association to coordinate 2025 boat stewarding at Fuller Park and other access points to Skaneateles Lake. They also want to promote the use of live edge plows in the watershed and we are working with the County Highway Department and Town of Scott on potential funding to pay for the conversion.

Upper Susquehanna and Chesapeake Bay Watershed – We are working on the culvert replacement and stream corridor stabilization project designs at Fish Hill Rd and Irish Hill Rd.

The Trees for Tributaries Program provides free plants, materials, and technical support to aid in reforesting our streams. The goal of this program is to create and plant riparian or streamside buffers along our waterways that help decrease erosion, reduce flooding damage, improve wildlife and stream habitat, and protect our water quality. Contact our office today if you are interested in this program.

We will continue boat stewarding at Tully and Little York Lakes this year and are beginning steward interviews next week. We will also be doing education at Song Lake and Melody Lake.

CONSERVATION EDUCATION AND PROGRAMS

We had 50 attendees at our Contractor Erosion and Sediment Control Course for SPDES construction activity. This was a New York State endorsed erosion and sediment control course that meets the requirements described by the State Pollutant Discharge Elimination System (SPDES) General Permit for Stormwater Discharges from Construction Activity. According to the Construction General Permit, at least one trained individual responsible for the implementation of the Stormwater Pollution Prevention Plan must be on site on a daily basis when soil disturbance activities are being performed.

Our 2025 Spring Planting Program is ongoing. Low-cost bare-root tree and shrub seedlings are available for purchase along with associated items such as flags, fertilizer tablets, stakes and protective tubes, and bird and bat habitat boxes.

The pond stocking program is also live. Rainbow trout, brook trout, largemouth bass, channel catfish, black crappie, hybrid bluegill/sunfish, sterile grass carp, fathead minnows, fish food and other pond supplies can now be ordered for private pond stocking. Visit our online store for trees, fish and other related conservation supplies. <https://cortlandsoilandwaterconservationdistrict.myshopify.com/>

ADMINISTRATION

We submitted our Annual Reports due February 15th. The Comptrollers report is due by April 15th. Staff will be attending training at the Water Quality Symposium in Rochester the week of March 11th.

On March 4th Cortland County SWCD staff and board representatives were joined by Skaneateles Lake Watershed Agricultural Program Committee members and Onondaga County SWCD representatives in Albany to confer with state legislators on conservation initiatives and priorities.



ON MOTION OF KEVIN FITCH, CHAIR OF THE LEGISLATURE**Appoint Member to the Central New York Regional Planning and Development Board**

WHEREAS, Legislator Christopher Newell has resigned from the Central New York Regional Planning and Development Board as of March 27, 2025; NOW THEREFORE BE IT

RESOLVED, that Legislator Reed Cleland of 18 Nixon Ave, Homer NY 13077, be appointed in conformance with the Regional Planning and Development Board By-Laws to fill in and complete the term ending 12/31/25.

Cornell Cooperative Extension Cortland County

60 Central Avenue, Suite 140
Cortland, NY 13045
(607) 391-2660

PRESS RELEASE FOR IMMEDIATE RELEASE

Date: February 7, 2025
Contact: Renée Mooneyhan, (607) 591-0446

Executive Director Selected for Cortland County Cornell Cooperative Extension

Cortland, NY – The Cortland County Cornell Cooperative Extension Board of Directors has selected Kelly Guy as their next Executive Director, a position that includes leadership of the 100-year-old organization. Kelly will succeed David Rutherford, who will be retiring in April after providing 10 years of leadership to the association and 4-H camp.

Kelly Guy grew up in Cayuga County where she spent her time riding and showing horses, playing lacrosse and camping in the Adirondacks. She attended Wells College and studied Psychology and Elementary Education. Moving to Kansas City after graduation, she then obtained her Master's Degree from the University of St. Mary in Curriculum Development, Design and Instruction. After nine years working as an elementary school teacher and Kansas State Department of Education researcher, she returned to upstate New York to become the Executive Director of Neighborhood House, a non-profit early learning center, before taking on her current role as a math teacher, curriculum leader and NYS Department of Education test designer. Kelly enjoys life with her fiancé Corey, and their six children. She loves to travel, read, tend to her backyard flock of chickens and garden.

Kelly's enthusiasm for the role was palpable throughout the interview process. "I am thrilled to be joining the team at Cornell Cooperative Extension of Cortland County, as I deeply believe in the agency's mission and vision. I am especially excited to collaborate with local businesses, families, and youth programs, helping to connect Cornell's research and resources with the community in meaningful ways. One goal I plan to work towards is to enhance the property at Camp Owahta. I envision creating a space where schools can engage in hands-on agricultural and wildlife learning experiences, while also offering a year-round recreational destination for outdoor activities, festivals, and community gatherings."

On the importance of agriculture and food systems, Kelly states, "Creating a more sustainable and prosperous future for local agriculture will be a priority. By fostering collaboration and sharing resources, ideas, and costs, we can strengthen the agricultural community in Cortland County, helping to support our dairy farms, produce fields, and specialty producers to thrive together and face challenges with innovation and unity."

"The board of directors sought to identify a leader who would help us advance our strategic plan. Our priority is to fulfill our mission with future programming that fully explores the needs of our community while addressing our long-term viability," says Board President Jodie DeLage. "We are confident Kelly will add incredible energy and skills to an already dedicated team at CCE of Cortland County."

Kelly will begin her role on March 27, 2025. For more information on Cortland County Cornell Cooperative Extension, please visit <https://cortland.cce.cornell.edu/>.

Building Strong and Vibrant New York Communities
Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

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AGRI-ECONOMIC DEVELOPMENT SUMMIT

MARCH 18, 2025

9:00 AM – 3:00 PM

CNY LIVING HISTORY MUSEUM (4386 US-11 CORTLAND, NY 13045)

“GROWING OUR FUTURE IN CORTLAND COUNTY”

PRESENTED BY:
THE CORTLAND COUNTY BUSINESS DEVELOPMENT
CORPORATION



IN PARTNERSHIP WITH:
CORNELL COOPERATIVE EXTENSION
CORTLAND COUNTY SOIL AND WATER CONSERVATION DISTRICT
USDA/RURAL DEVELOPMENT/NRCS/FSA
CORTLAND COUNTY FARM BUREAU



9:00 a.m.

Registration, networking, and continental breakfast

9:30 a.m.

Opening Welcome

Michael McMahon, Chair, Cortland County BDC-IDA

Brendan O'Bryan, Executive Director, Cortland County BDC-IDA

10:00 a.m. to 11:30 a.m.

Break Out Session One -- Pick one of these concurrent workshops:

Workshop 1 – Stress, Success & Succession

Join us for an insightful program on Stress, Success, and Succession Planning designed for those in the agriculture industry. Learn strategies to manage stress, enhance business success, and plan for a smooth transition to the next generation. This session brings together experts and industry professionals to provide practical guidance and support for a thriving future. Don't miss this opportunity to invest in your well-being, business growth, and long-term legacy!

~ Elaine Eaton, NY FarmNet

Elaine has been a Family Consultant with NY FarmNet for the past 6 years and has 39 years of experience working as a licensed mental health therapist in New York State.

~Jeff Winton, Founder and Chairman of Rural Minds

Jeff is the founder and chairman of Rural Minds, a national 501©(3) nonprofit organization that serves as an advocate and informed voice for mental health equality in rural America

~Anna Richards, 2020 Consulting

Anna provides expertise in business succession planning, management accounting system design and implementation, and financial analysis.

Workshop 2 - Marketing your Ag Business

Hear from three local producers on how they've managed their marketing to capture new customers, while preserving their personal and business values as long-time agribusinesses in Cortland County.

~ Branden Brown, Trinity Valley Dairy

Trinity Valley is a fourth-generation family farm in the beautiful valley of East Homer. It is the first and only dairy farm in Cortland County that bottles milk straight from the cow right on the premises. Trinity Valley cream line milk and cheese curds can be found in stores locally, as far south as North Carolina, and as east as Boston.

~ Hillary Hunter, Hunter & Hilsberg

Hunter & Hilsberg is a producer of simple-ingredient fruit jellies and preserves based in Scott. Since 1995, they have sourced fruit from here in the Finger Lakes, across New York State, New England, the east coast, and has expanded to growers on the west coast. As long-time supporters of family farms and small businesses, Hunter & Hilsberg sources directly from farms and regional distributors, allowing them to sell their fruit spreads online, all Wegmans stores, some Williams-Sonoma outlets, Market 32, Price Chopper, Walmart, and more.

~ Matt Hollenbeck, Hollenbeck's Cider Mill

Hollenbeck's Cider Mill has been family owned and operated since 1933. Their Virgil store is famous for cider, freshly baked pies, homemade donuts, scratch-baked goods, and other locally produced and sourced grocery items. As a seasonal business, Hollenbeck's is a quintessential fall destination where customers can pick out fresh New York apples and watch the cider press in action, while their winter hours allow folks to grab fresh cider, baked goods, cheese, and other local items.

~Kelsey O'Shea & Emma Swarthout, Industry Relations Specialists, American Dairy Association North East

11:45 a.m. until 12:45 p.m.

**Buffet luncheon and networking among participants
Vendors available**

1:00 p.m. to 2:30 p.m.

Break Out Session Two –

Workshop 3 – Insurance for You and Your Business

Workshop 3 – Insurance for You and Your Business

This discussion will provide information about different insurances for you, your business, your employees and your family. Hear insurance basics and learn about types of coverage. Q/A time with an expert panel will follow presentations.

~ Eric Toftegaard - CIC, CRM, Vice-President, Tompkins Insurance

~ Michele Bates - Manager of Workers' Compensation Services, NY Farm Bureau

~ Karen Besemer - GBA, GBDS, Assistant Vice President |Benefits Consultant, Tompkins Insurance

~ Lisa Marshall - Certified Application Counselor

Workshop 4 - Business Development Resources

This discussion will provide tools and ideas to help you grow and ensure your business is booming. It will include how to access grant funds, business services, business plan writing, environmental impacts, conservation practices, and traditional and non-traditional sources of capital.

*~ Erin Madden-Heath - County Executive Director;
Broome/Cortland/Tompkins; USDA Farm Service Agency*

*~ Robert Griffin – Regional Director, North Central Small Business
Development Center*

*~ Amanda Barber – District Manager, Cortland County Soil & Water
Conservation District*

*~ Brendan O’Bryan – Executive Director, Cortland County Business
Development Corporation*

**2:45 p.m. to 3:00 p.m.
Closing Remarks**

Who should attend?

***Farmers and agribusiness owners... And anyone interested in a
future in Cortland County agriculture!***

Fee: \$20.00 per person. Reservations are required.

Please register By e-mailing the registration form below to: info@cortlandbusiness.com

Or by calling the Cortland County BDC at 607-756-5005

Name _____

Organization/affiliation/farm _____

Address _____

Phone Number _____ E-mail _____

Number attending Dinner _____ X \$25PP = _____ enclosed

Number attending Summit _____ X \$20PP = _____ enclosed

If you attend the Summit, please identify which sessions you wish to attend and the number of people you register for each session.

Pick One session in the morning and one in the afternoon for each registrant.

Morning:

- Workshop 1 – Stress, Success & Succession: _____
- Workshop 2 - Marketing your Ag Business: _____

Afternoon:

- Workshop 3 – Insurance for You and Your Business: _____
- Workshop 4 - Business Development Resources: _____