

# Ensuring a Future for Farming and Forestry in our Community

The Agricultural Stewardship Association (ASA) protects our community's working landscape of farms and forests, connects people to the land and promotes a vibrant future for agriculture in the region. To date, we have assisted landowners with the conservation of 17,177 acres of productive farm and forest land in Washington and Rensselaer counties

ASA receives funding from its members and supporters, which include the New York Conservation Partnership Program (funded by New York's Environmental Protection Fund and administered by the Land Trust Alliance, in coordination with the state Department of Environmental Conservation)

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Agricultural Stewardship Association

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# Good News!

2017 is shaping up to be a year filled with change. We are living in uncertain times, from federal funding for the environment to the price of milk. Happily,



we at ASA come bearing good news to welcome spring. This newsletter is filled with stories, including not just one, but two about goats. Our stories are about how ASA, your community land trust, is making a difference because you were there for us. These are stories about passion (yes, at your community land trust!), experience and what happens when you combine the two. Ultimately, these are stories about how you are helping us build a stronger, more vibrant future for our communities.

In 2016 we received a record number of farmland protection grants from New York State—over \$5.6 million! (Our thanks to Governor Cuomo and legislators for making this happen.) This will enable us to conserve over 5,000 acres of productive soils growing everything from beans to buffalo. Thanks to those grants, we are now working on over 20 projects from Fort Ann to Schodack. That's an 80 mile stretch from Northern Washington County to Southern Rensselaer County! Some of those projects will close later this year, others by the end of 2018. And the even better news is that most of those funds will be reinvested in our communities. A recent analysis by The Trust for Public Land found that for every \$1 of state funds invested in land conservation, \$7 in goods and services is returned to the state economy. That means that protecting those 5,000 acres of farmland will have an impact of over \$30 million dollars in our backyard.

We've said it before, and we'll say it again and again. Your support of ASA, a local, community supported nonprofit land trust, has tremendous impact ranging from social and environmental benefits to financial returns. You know that once farmland is gone, it's gone forever. It is important that now, more than ever, we conserve these precious soils that grow our local food while we still can. While the \$5.6 million goes directly to those farm families for conserving their land, it is your support that makes the work of ASA happen. So thank you!

We hope you are able to take some time this spring and summer to make a connection with the land. Get out there and enjoy the bounty of our region and see firsthand the impact you are making. We've got plenty of suggestions (check out pages 6 & 7) and would love to see you at any of our upcoming events.

With all our thanks, Teri Ptacek & Katherine Roome

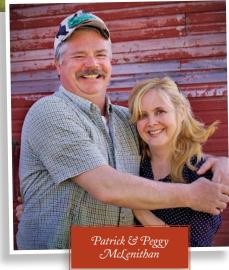
Teri Ptruch Katherine Roome

PG2 Forever Farmland Spring 2017

# Happy Kids Come From Cambridge

would be an understatement to say that agriculture is deeply rooted in the history of the McLenithan Family. For close to 100 years, the land along State Route 313 in Jackson, just outside Cambridge, has been farmed, whether for cattle or crops, by someone with the last name of McLenithan.

About 15 years ago, in an effort to protect the land from development, the McLenithan family sold 515 acres in what is now known as Eldridge



Swamp State Forest to New York State. Patrick and Peggy McLenithan bought the remaining unprotected 17 acre parcel a few years later. According to Patrick, had his family known that ASA would become the organization it is today, it is likely they would have protected the entire 532 acres with a conservation easement instead of selling it to the State.

On March 31st, Patrick and his wife Peggy donated their development rights on those remaining 17 acres, lovingly known as Happy Kids Farm, to ASA. They also donated money to ASA's stewardship fund to cover some of ASA's expenses to steward the land to ensure that it is never planted with houses. Funding for this project also came from ASA's Forever Farmland Fund, a special fund to defray the project costs (for surveys, appraisals, etc.) that arise when someone decides to donate the development rights on their land. According to ASA Associate Director, Renee Bouplon, "While it's a small easement, these 17 acres really are the key connector to a larger block of protected land. Surrounded by state land and its close proximity to the Clark conservation easement make it an ideal project."

Patrick is the 4th generation to farm those 17 acres, but the first McLenithan to raise goats. Before he started working for

the family business, he was a chef. "I never thought I would be farming, but my happy place is on a tractor," he said. [Insert big chuckle here!] When he and Peggy purchased the farm in 2006, their family gave them a few goats. "I've always dreamed of having a goat farm. Goats just have so much personality," he said. From there, the herd grew quickly. Patrick's and Peggy's commitment to maintaining the history and integrity of the property is evident in the recent repairs to the barn and the purchase of Uncle Barney's 1950s Farmall tractor.

Patrick and Peggy both have "off farm" jobs in addition to raising their herd of 50 meat goats. They market through the family business, the Cambridge Valley Livestock Auction, and to "No Goat Left Behind", a program in New York City. No Goat Left Behind was launched by Heritage Foods USA to address the growing problem facing New England goat dairies—namely, what to do with male goats.

The name Happy Kids Farm really says it all. The farm is truly the source of Patrick and Peggy's happiness. "We just love it. It keeps us happy," Patrick said. "Everyone had ideas about what we should do with the land, like turning it into a campground. But I couldn't see it destroyed. It would have eaten my soul. This land is meant to be farmed." The "Kids for Sale" sign out front (an inadvertent play on words) was a gift from the neighbors, and is now a popular spot for tourists to take photos.

Although use of the land has changed over time, one thing will remain constant; it is now Forever Farmland. And that is something we can all be happy about.

To learn more about donating an easement, contact Renee Bouplon. Renee@agstewardship.org

Forever Farmland *Spring* 2017 PG3

# Welcome to the Board

are thrilled to welcome three new members to the Board: Emily Getty John Hand and Dayton Maxwell who, coincidentally, are all graduates of Cornell University! Something else they all have in common? They are all born and raised Washington County farm kids committed to serving their communities.

Emily's background is in International Agriculture and Rural Development. She traveled the globe for 8 years managing projects, supporting entrepreneurial activities and consulting on livestock projects. She recently started a new position with Stonyfield Farm, Inc. where she focuses her time on providing direct support to farmers throughout the region. Emily lives in Hudson Falls on her family's farmland and is excited to re-engage in the community that raised her.

Most of us around here are familiar with the Hand Melon Farm on Route 29 in Greenwich, home of the world famous Hand Melon to the stars. (No kidding-these melons get shipped to people like Martha Stewart and the

Bush family). Having been through the process of conserving his own farm, John Hand of Hand Melon Farm is well versed in ASA's work. He has also generously hosted several ASA events on his farm, including the Forever Farmland Supper and Tour de Farm. You can read more about John in our spring 2015 newsletter. (Give the office a call if you want a copy.)

"I'm joining because of my commitment to agriculture and community service", Dayton Maxwell said when

asked why he would like to serve on the ASA Board. Dayton has always played a role on his family's 150 cow dairy farm in Jackson, but most people know Dayton from his work as a Cornell Cooperative Extension Agent in Saratoga County. For 15 years, Dayton was a professor of Agricultural Business at SUNY Cobleskill, but in a stroke of great luck for ASA, he recently decided to take an opportunity at the USDA Greenwich office, right across the street from ASA's office.

"Today's society is pulsing with a desire to re-connect with the land and people that grow our food. I believe that ASA can provide a bridge for those people to re-connect with the land through its mission to protect our community's working landscape. The agricultural community in this area raised me, and I hope to give back with the skills that I have gained through my professional experiences working in agriculture all over the globe."

- Emily Getty



PG4 Forever Farmland Spring 2017

# Thank You for Your Service!

r fter serving a combined 12 years, this spring marks the departure of three board members, Tara Nolan, Liz Gordon and Brian Harrington. Through their personal commitment, leadership, and dedication to our mission we are a much stronger organization. Each in his or her own way, Tara, Liz and Brian, have provided critical guidance and thoughtful perspectives. We know that their legacy of service will remain a vital part of our organization and that they will continue to be champions for ASA. We thank them for their service!



hat do a landlocked parcel in Center Cambridge, hay fields in Schoharie County, a beautiful secluded home in Shushan and a wooded parcel in Hoosick all have in common? They were all generous, and in some cases, transformative, donations to ASA's Gifts of Real Estate Program. The owners gifted the properties outright to ASA with the understanding that ASA would sell the properties and use the proceeds toward its mission of protecting working farmland in Washington and Rensselaer counties.

Some of the properties had value as conserved agricultural land and ASA was able to conserve them as part of the sale. However, a gift of real estate to ASA doesn't have to be farmland or vacant property. ASA welcomes gifts of house lots, apartment buildings, vacation homes, timeshares, hunting camps, etc. Heck, if you happen to have an unsightly parking lot you want to get rid of, give us a call! The gift can be bequeathed in a will or even conveyed as a partial interest in real estate with the sale proceeds being allocated accordingly. The gifts can be located anywhere, even out of state, but the projected net proceeds needs to make financial sense for ASA to accept the gifts. Please see the sidebar for more details.

These gifts can have an enormous impact on ASA's ability to assist farm families with conserving their land for future generations. Since we never know where or when the next gift of real estate is coming, the proceeds are typically not used for general operating funds. Instead, they are generally applied to conservation projects, outreach programming, and capacity building for a stronger, more resilient organization. Choosing to support ASA in this way, rather than a direct cash contribution, may make sense for some individuals. The gift is still considered a charitable contribution and the donor may be entitled to tax savings. Moreover, gifts of real estate can be particularly attractive to those who have reached a point in their lives where they want to downsize their real estate holdings, reduce the expenses and management burdens associated with owning multiple properties, settle estates, honor a loved one who cherished a special place, or those with no heirs or heirs not interested in the real estate.

Regardless of the type of real estate or the reason for the gift, these donations are a form of planned giving that is truly inspirational. ASA is honored to accept these gifts and appreciative of the legacy it creates when applied to our local communities. If you would like to learn more about Gifts of Real Estate, please contact ASA's office at 518-692-7285 or email renee@agstewardship.org.

# Seven Ways to Gift Real Estate

**Outright Gifts:** Donor outright to ASA during his or her lifetime and receives tax benefits.

Bequests: Donor gifts the real estate to ASA in a will.

**Charitable Remainder Trusts:** The real estate is used to fund a charitable remainder trust with ASA as a charitable beneficiary.

### **Charitable Gift**

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4

6

Annuity: The donor transfers the real estate to ASA in exchange for a partial tax deduction and a lifetime stream of annual income from ASA

**Retained Life Estates:** Donor conveys the real estate to ASA but retains the right to live on the property until death or relinguishment of life estate.

Bargain Sale: The owner sells the real estate to ASA at less than fair market value and takes a tax deduction on the difference.

Undivided Interest: The donor conveys a partial interest in the real estate to ASA prior to selling.

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# Join us for some fun on the farm!

Make a Connection to Our Working Landscapes

ASA offers a variety of programs and events to give you and your family an opportunity to visit local farms and learn more about our rich agricultural heritage. We organize farm tours, bike rides, nature walks and educational workshops throughout the year. Be sure to sign up for our e-news at www.agstewardship.org and "like" us on Facebook to get all the latest details.

# May 21st

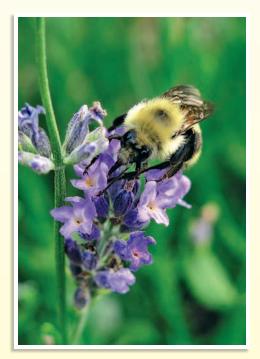
### Inside the Hive: A Glimpse into Life in the Honeybee Colony

### 1 pm at Betterbee, Greenwich

\$10 per person

If you're thinking about starting a backyard beehive or are just curious about what's involved with keeping bees, then this is a great introductory class for you. An opportunity for non-beekeepers to get a guided tour through an apiary and to hear what goes on in a beehive with some of the best in the business. We'll have protective veils for everyone to wear too.

Registration can be found on the ASA website www.agstewardship.org. Space is limited!





July & August Farm Photography for Kids Sign up through Salem Courthouse Community Center and Greenwich Youth Center

Learn how to take photos of your favorite farm animals and landscapes. Farm photography gives kids (ages 8 and up) a unique opportunity to visit some of our region's most interesting farms, explore what goes on and learn how to take great photos. Photographers Dona Ann McAdams and Cliff Oliver will teach the fundamentals of photographic composition and lighting and share their insights and techniques for getting that perfect shot.

For 2017, we've updated the program to be a three part experience. Those who sign up will get an introductory lesson, and visit two farms. After the trips are completed, the kids will choose their favorite photos to share with the group and one photo per kid will be chosen to be displayed in ASA's booth at the Washington County Fair, Schaghticoke Fair and other venues around the counties. Don't miss this great opportunity to document for yourself the beauty and diversity of our community's working farms.

This project is made possible with funds from the Decentralized Program, a regrant program of the New York State Council on the Arts with the support of Governor Andrew Cuomo and the New York State Legislature and administered by LARAC.

# August 3rd

**Forever Farmland Supper** 6 to 9 pm Hand Melon Farm, Greenwich Tickets on sale in July



Join us while we honor those families who have made a gift to our community by conserving their land at this unique harvest dinner on the farm. Featuring foods sourced from local farms at the height of the growing season, this dinner promises to be a sumptuous celebration of the bounty our farmers provide. The event will be catered by Chef's Consortium, a group of dynamic chefs dedicated to sharing the joys of local foods, as well as a lively auction.

## August–October, The Glean Team Wants You! Help our local food pantries have fresh, local food.

### Thursday mornings

In collaboration with Comfort Food Community in Greenwich and the Squash Hunger program at Capital Roots in Troy, ASA continues the gleaning initiative. Gleaning is harvesting produce in fields and gardens after the main harvest is over. Often, farmers have difficulty finding secondary markets for those "leftover" crops. Gleaning allows willing farmers to direct this fresh surplus produce to community organizations that redistribute it to people who need it most. The crops gleaned by the Glean Team are made available to Comfort Food Community and Capital Roots. The key to making this all work is volunteer labor. Last year, the Glean Team harvested over 15,000 pounds of fruits and veggies from local farms. Help us make a difference-join our team!

# October 7th through 9th 16th Annual Landscapes for

Landsake Art Sale & Exhibition

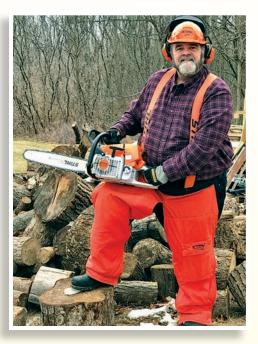
**Opening reception:** October 7, noon to 5 pm Gallery hours: October 8 & 9, noon to 4 pm

ASA's Landscapes for Landsake Art Sale & Exhibi tion is the premier event of the season and our biggest fundraiser of the year. The show features artwork from more than 45 local artists inspired by the beauty of our region's working landscapes. Fifty percent of the proceeds benefit ASA's farmland conservation program.



# October 22nd & 23rd 29th & 30th

Game of Logging 10/21 & 22: Levels 1 and 2 10/28 & 29: Levels 3 and 4 8am to 4pm The four levels must be completed in sequence.



For several years ASA has partnered with the Washington County Soil and Water Conservation District to offer the Game of Logging Chain Saw Safety Training courses through Northeast Woodland Training, Inc. These courses in safety, productivity, conservation and cutting techniques have been very popular with both professional loggers and weekend warriors. We hear enthusiastic reviews from every class as the Game of Logging is widely regarded as the premier timber harvest training in the country.

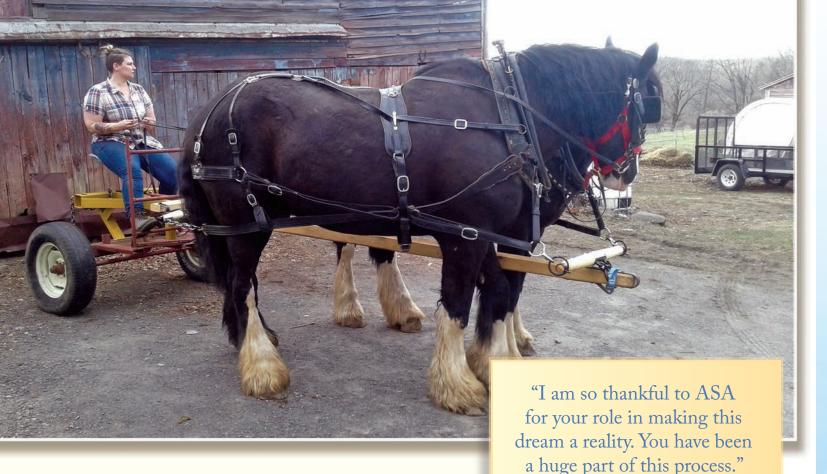
This valuable training from top trainers will teach newer and safer aspects of felling, chainsaw reactive forces, bore cutting and pre-planning the fell. Instructors will cover safety features of chainsaws and personal protective equipment. Class size is limited to 10 participants per level. Participants are encouraged to bring their own chainsaws and safety equipment but there will be equipment available for those who need it. Registration for the trainings can be found on the ASA website www.agstewardship.org. The cost for each full day session (and level) is \$150 to be paid at the time of registration.



our website, or call Katie Jilek, at 692-7285.



nland PG7



# The New Kid(s) on the Block

Welcome to Washington County, Leah!

eah Hennessy started her career about as far away from farming as she could get. She was living in Los Angeles, California working in-what else?-the entertainment business. But then some experiences with wine marketing and artisanal cheese, combined with a business trip to Provence, France where her heart

"exploded with love" for chevre producing goats, changed the course of her life. And this led her to-where else?-a farm in Upstate New York.

"I didn't know farming was even an option, especially for a woman," she said, "but secretly, I have always wanted to farm."

Full of moxie, Leah worked her way up to the position of kid manager at

Coach Farm, a goat farm in Dutchess County, New York. She also learned to drive draft horses through

the Draft Animal Power Network. And she worked at the Cheese Traveler in Albany, NY as a "cheesemonger" developing her knowledge of artisan cheeses.

– Leah Hennessey

When she was ready to take the next step, a friend gave Leah a newspaper clipping about a property for sale in Schoharie County. It was land (mentioned in the article on page 5) donated to ASA that was now being sold by ASA. Leah gave ASA a call to learn more about the property. That impromptu phone call is when Leah learned about ASA's "Come Farm With

# **Cultivating Success**

xperience is an invaluable tool, one that can't be purchased. It must be learned or shared. With 30 years of experience cultivating crops at Pleasant Valley Farm, Paul and Sandy Arnold are passionate about cultivating the next generation of farmers. And that means lots of sharing, in addition to being enthusiastic supporters of ASA.

The Arnolds sell their produce at the Glens Falls and Saratoga farmers' markets. They also teach about their efficient, modern and innovative farming practices at conferences across the United States and Canada. Paul and Sandy have mentored more than 40 farmers from all over the world, including their own children, Robert and Kim, who now help run the family farm. While Paul focuses on technical training for interns, Sandy coaches them on the business end of farming.

Experience has also taught Sandy and Paul that nothing great is ever accomplished alone. In 2012, Sandy and fellow Saratoga farmers' market member Michael Kilpatrick approached Bill Pitney and his sister Kathy, owners of a 166 acre farm in the city of Saratoga Springs. In fact, the Pitney Farm is the last farm standing in the City. Bill Pitney, whose family has owned the farm since its founding in 1862, was quoted by Wendy Liberatore

in the *Times Union* as saying that "he and his sisters promised their parents they would never sell to developers."

More than five years and countless hours later, Pitney Meadows Community Farm (PMCF), a non-profit organization led by Sandy, Paul, Michael and several others, purchased the property and simultaneously conserved it with the City of Saratoga Springs in December 2016. They are starting the process of turning it into a large, community-supported farm and agricultural resource center for farmers and the community.

Plans call for a year-round farmers market, children's greenhouse and learning center, community gardens, an apprenticeship-training farm and an agricultural food hub similar to one in the Mid-Hudson Valley where farmers bring goods for distribution elsewhere. ASA was asked to be the easement's "third-party enforcer," working with the City and PMCF to ensure that the terms of the easement are met and the land conserved for agriculture in perpetuity. "ASA is honored to uphold the Pitney's conservation vision for the property. We especially see PMCF serving as a place to train new farmers who may eventually end up farming across the river in Washington or Rensselaer counties. So while PMCF is integral to the health of Saratoga Springs, it has a positive footprint that is regional and larger than the city," explained Teri Ptacek, ASA's Executive Director. The best teachers are often farmers themselves. What better way to learn than from someone who walks the walk.

Sk. MR



Us" bus tour and the Hudson Valley Farmlink Network. These programs introduce young or beginning farmers to available farmland in our area. It is also where she continued on page 11

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# Do You Have Agricultural Land for Sale or Lease?

ASA's mission isn't just about conserving farmland. It's also about keeping our agricultural community viable for the future. Our partnership in the Hudson Valley Farmlink Network allows us to connect farmers and landowners with resources and each other.



Who HVFN is a partnership of 15 organizations, coordinated by the American Farmland Trust, committed to connecting farmers to farms throughout the Hudson Valley.

What Look for updates on workshops and networking events for farmers and landowners and find resources including sample leases, financing, tax insurance information and more.

Where Learn about events and resources at hudsonvalleyfarmlandfinder.org. Search listings of farmers and farm properties or contact ASA to list a property.

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# You are a Part of History!

Your Support Makes Farmland Protection Possible. ASA would like to express heartfelt gratitude to our wonderful community of supporters. The following contributions were made between October 16, 2016 and March 31, 2017. Every effort has been made to ensure the accuracy of this information. Please contact us to note any changes that should be made for the next issue of our newsletter.

### Foundations

William C. Billitt Foundation Castanea Foundation Cleveland H. Dodge Foundation, Inc. The Community Foundation of the Greater Capital Region Gordon Foundation McCarthy Charities, Inc. Nordlys Foundation, Inc. The Peter and Carmen Lucia Buck Foundation. Inc Richard Hogan & Carron Sherry Foundation Inc. The Review Foundation Robert H. Wentorf Foundation. Inc TASK Foundation

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Harvest Hero: \$5,000 +

Benefactor: \$500 - 999

Sustaining: \$100 - 249

Steward: \$250 - 499

Supporting: \$50 – 99

Friends: \$1 - 49

Champion: \$2,500 - \$4,999

Cream of the Crop: \$1,000 - \$2,499

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### **Monthly Giving**

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Ashley Bridge, Iver and Luke Goldreyer Caroline Serotta The Denison's Marilyn Cavallari Connie Kheel Ruth Leys and Michael Fried Sarah Kingsbury Sandra Kingsbury Zack, Annie and Willa Metzger Pam Crane and Charles Poltensor Kathy and Hugh Roome Elliott Rebhun and Brad Voigt Larrv Sconzo Stephen Webb

### In Memory Of

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\*\* Funding provided by New York's Environmental Protection Fund and administered by the Land Trust Alliance, in coordination with the state Department of Environmental Conservation

Robert Vessels Howard Ritchie FCS Branch Manage Kevin and Gale McCarthy Joseph Robertson Marjorie Robertsor and Judy Casciare John and Alice Skellie Paula Sawyer Roberta Stewart Mary Ellen Williams Nick and Evelyn Tarricone Ronnie Benware Walter and Eleanor Taylor Robert Taylor Bill Telford Laurie George Hopper Pam Wirkki Tauno Wirkki

### **Gift of Real Property** Richard Hogan

### In Kind Goods & Services

John and Gigi Begin Brown's Brewing Company Easton Dairy Gardenworks Farm Greenwich Farmers Market Vendors Amy Halloran Dr. Michael Hoffman Hubbard Hall Laughing Earth Farm Lawrence White Photography Rick Lederer-Barnes. Upstate GIS Madison Theater Lisa Miller Glenn Nesbitt Steve Sanford Chuck Schultz Dr. Margaret Smith **Bob Somers** Dan Stone SUNY Adirondack Laura Ten Eyck

### Volunteers

Ashley Bridge Jay and Judy Bridge Ed Bruske and Lane Green Mary Collins Mary Dee and Clem Crowe David deVries Monica Dore Cathy Firman Lane Green Diane Jilek Kurt Jilek Alex Morency John Oakley Elizabeth Quinn Jack Rath Steve Sanford Lori Simon Maddie Skellie

### continued from page 8

learned about Dirt Capital Partners who ended up being the perfect investment partner for Leah.

Leah took ASA's "Come Farm With Us" bus tour in the fall of 2016 and that is how Leah became the first farmer from the bus tour to take up our offer to come farm in Washington and Rensselaer counties.

This winter, Leah purchased the property and business previously known as Homestead Artisan's at Longview Farm in Argyle, New York. Leah renamed it, appropriately enough, Moxie Ridge Farm & Creamery.

Leah's business plan calls for a small herd of milking goats, pastured poultry and pork, updating the farm's milking facility, an on-farm store, barn renovations, new cheese recipes and of course many new agri-tourism ideas. Think goat yoga (Yes, really!) and farm stays with green eggs and ham. She also purchased a team of draft horses so that not only will her farm be "ladypowered"; it will also be "draft-powered."

While the farm's previous owners transition to their next phase in life, they are mentoring Leah in the art of cheesemaking. Leah will continue selling her products, including her very own artisan cheese recipes, at the Glens Falls and Saratoga farmers' markets. Leah is also working with the FARMroots program through the Greenmarket in New York City for additional mentoring services.

Welcome to Washington County, Leah. We're glad you're here and can't wait to taste your cheese! To learn more about Moxie Ridge Farm & Creamery visit www.moxieridgefarm.com.

Access to farmland for young or beginning farmers is elusive, but there are organizations like ASA, Hudson Valley Farmlink Network and Dirt Capital Partners "digging in" to help. Please contact ASA if you'd like more information about this and see page 9 for more information about Hudson Valley Farmlink Network.



Agricultural Stewardship Association

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### We Conserve Good Farmland. For Good. Forever.



PHOTOGRAPHY: Leah Hennessey, Doug Lebig, Cliff Oliver, Pitney Meadows Community Farm, Lawrence White DESIGN: Ruth Sadinsky

# We've Got What You Want! John Deere 4 x 2 Gator » Raffle tickets available in June, \$10 each



# The Forever Farmland Supper



August 3, 6 to 9pm Hand Melon Farm, Greenwich Save These Dates обтн аллиаг Landscape *for* Landsake Art Sale & Exhibition



October 7, Noon to 5pm October 8 & 9, Noon to 4pm