Farm to Institution Market Readiness
A WORKSHOP FOR FARMERS

Interested in taking advantage of the growing demand for New York foods in schools, colleges, hospitals, child care and senior meal centers?

- Learn how to build successful relationships with institutional buyers and distributors
- Understand the business functions that need to be in place on your farm
- Take home a MarketReady binder of tips, checklists, form samples, resources and more
- Be eligible for follow-up assistance to connect with local buyers

Accessing Wholesale Markets
Thursday, November 17, 2016 | 9:00 am – 3:00 pm
Cornell Cooperative Extension
50 West High St. Ballston Spa, NY 12020

REGISTRATION: $25 | Local Lunch Provided
CONTACT: Ellie Hackett | (518) 885-8995 | eah29@cornell.edu
RSVP by November 11

Presenters and Panelists

Crystal Stewart
Cornell Cooperative Extension

John-Erik Kocho-Schellenberg
Cornell Cooperative Extension

Sarah Keen
Schuyler Central School

Kathleen Harris
Northeast Livestock Processing Service

Diane Green
NYS Office of General Services

Nancy Johnson
YWCA NorthEastern NY