

# 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

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RSVP by November 11

## Presenters and Panelists

### Crystal Stewart

Cornell Cooperative Extension

### John-Erik Kocho-Schellenberg

Cornell Cooperative Extension

### Sarah Keen

Schuylerville Central School

### Kathleen Harris

Northeast Livestock Processing Service

### Diane Green

NYS Office of General Services

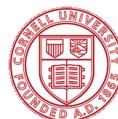
### Nancy Johnson

YWCA NorthEastern NY



Capital District  
Child Care  
Council

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Saratoga County



Agricultural Stewardship Association