

Appendix O

Sample Industrial Development Agency and Economic Development Corporation Activities that Assist Agricultural Businesses

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Genesee County Economic Development Center

Agribusiness is one of their targeted industries – markets the County as an ideal location for new agri-business. Provide incentives and marketing to actively attract new agribusiness to the region.

<http://www.gcedc.com/targeted/agribusiness.php>

Wayne County Planning Department

The Wayne County Planning Department has an Ag Development Specialist on staff to address agricultural issues. Administers the Microenterprise Loan Program for agricultural businesses, assists in farmland protection projects and provides marketing and promotion assistance to farmers in the County. The mission statement of the position is attached along with a brochure describing the Microenterprise Loan Program.

<http://www.co.wayne.ny.us/Departments/planningdept/AgDev.htm>

Wayne County Ag Development

"Planning today, building tomorrow for agribusiness"

Mission- Helping Wayne County farmers and agribusinesses position themselves in today's world economy as profitable, rewarding enterprises, with an emphasis on strategic and programmatic, municipal and institutional change.

A Objectives-

- 1 Develop programs which improve the climate for Agricultural Economic Development-**
- 2 Support efforts which include and foster agricultural land in Municipal Land Use planning documents and laws-**
- 3 Support efforts to utilize Farmland Preservation programs as farmers and municipalities express interest -**
- 4 Foster interest in and support efforts by farmers to develop new products or marketing channels-**
- 5 Develop programs which support New Farmers and agribusinesses and improve the viability of the new businesses-**
- 6 Support Regional and Statewide efforts to increase the effectiveness of the ag economic development profession-**
- 7 Improve AED skills through Professional Development programs.**

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1 Develop programs which improve the climate for Agricultural Economic Development-

- a Build partners in the established Economic Development arena that will allow farmers to benefit from traditional Economic Development tools.
 - **Goals for 2004-**
 - *Continue to strengthen working relationship between County, IDA, CCE, Farm Credit and NY FarmNet in micro program*
 - *Develop relationship with Ag lenders to partner with the program*
- b Develop micro-loan and business planning program
 - **Goals for 2004-**
 - *Meet GOSC program goals for loans, business planning job retention*
 - *Submit reports as needed*
 - *Broaden the pool of qualified applicants to include non-ag businesses in order to fully utilize the loan funds.*
 - *Expand the scope of business planning audiences by offering seminars to landscape businesses and for those considering a farm transfer.*
 - *Support loan applicants and review committee*
 - **Goals for 2004-**
 - *Meet as needed with applicants and committee*
- c Develop tracking program for available land for rent or purchase
 - **Goals for 2004-** none

2 Support efforts which include and foster agricultural land in Municipal Land Use planning documents and laws-

- a Represent the County Planning Director on the Ag Development Board
- b Educate municipal boards as to viable land use planning techniques which foster viable farms
 - **Goals for 2004-**
 - *Meet with 2 Town Boards regarding land use issues*
- c Educate municipal boards as to reasonable zoning laws which foster agribusiness
 - **Goals for 2004-**
 - *Incorporate into presentations the issue of farms as part of a working landscape and point out that an agribusiness offers greater scenic buffer than most businesses*
 - *b) Work with Macedon, Walworth and Ontario to implement a proposal for a feasibility study for Cluster development enhancement to GTC UPWP if awarded .*
- d Support comprehensive planning efforts at the regional, county and local levels
 - **Goals for 2004-**
 - *Meet with 2 Town master plan committees regarding ag economic development as it relates to zoning*
 - *Work to insure that ag issues are identified in new County Master Plan*
- e Assist in the Ag District review process as needed
 - **Goals for 2004-**
 - *Assist with the map and writing of the report for Consolidated Ag District 1.*
 - *Assist with the reports for the Annual window of opportunity to be included in an existing Agricultural District.*
 - *Assist with the survey and reports for Consolidated Ag District 2.*

3 Support efforts to utilize Farmland Preservation programs as farmers and municipalities express interest -

- a Provide education to farmers and municipal Boards regarding positives and negatives of Conservation Easements and Purchase of Conservation Easements (PACE) programs
 - **Goals for 2004-**
 - *Meet with 3 Town Boards regarding use and impact of PACE*
- b Provide grant writing services for PACE projects
 - **Goals for 2004-**
 - *Write (2) State proposals and (1) Federal proposal*
- c Facilitate/implement funded grant proposals
 - **Goals for 2004-**
 - *Either develop a defined process for document flow in the PDR closing process or:*
 - *Move the implementation of Farmland protection grants to the Town*

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- d Support ongoing stewardship/monitoring of PACE projects
 - **Goals for 2004- none**
- e Support owners efforts to transfer PACE land to the next generation of farmer.
 - **Goals for 2004-**
 - *Work with two farms interested in identifying a new farmer-buyer as part of a purchase of development rights sale*
 - *Work with one farmer in developing plan for continued use of protected farmland*
- f Improve the ability of farmers to make informed decisions regarding farmland preservation.
 - **Goals for 2004-**
 - *House the on-line workbook/course on the Growing New Farmers website.*
- 4 Foster interest in and support efforts by farmers to develop new products or marketing channels-**
 - a Support Finger Lakes Culinary Bounty
 - **Goals for 2004-**
 - *Represent Wayne County on FLCB board*
 - *Try to find a replacement for me on the FLCB board*
 - *Work on distribution study committee for NYSDAM grant award*
 - b Provide support for agri-businesses who are seeking to develop new markets or diversification of existing enterprises
 - **Goals for 2004-**
 - *Work with Tourism and 12 farm markets to develop for a Wayne County farm markets map if the a Pride of NY marketing grant is awarded*
 - c Review and/or write grant proposals for new projects
 - **Goals for 2004-**
 - *Review 2 farmer written grant proposals in an effort to improve their presentation*
 - d Help implement to the extent possible funded proposals
 - **Goals for 2004-no specific goals**
- 5 Develop programs which support New Farmers and agribusinesses and improve the viability of the new businesses.**
 - a Develop an educational and support network for new and beginning farm business owners.
 - **Goals for 2004-**
 - *Attend the Growing New Farmers conference, identify a potential program for Wayne County*
 - b Develop New Farmer apprentice program
 - **Goals for 2004-**
 - *work with Steve Richards(possibly) NY FarmNet to develop a working model for apprentice program*
 - *Identify Dairy and/or other farm organizations which might assist in underwriting program*
 - *Develop a pilot program*
- 6 Support Regional and Statewide efforts to increase the effectiveness of the ag economic development (AED) profession-**
 - a Support efforts by Cornell University to educate those in the AED profession
 - **Goals for 2004-**
 - *Serve on the Agricultural Community Economic Development Program Work Team (PWT)*
 - b Support efforts by New York State Department of Agriculture and Markets concerning AED
 - **Goals for 2004-**
 - c Participate with the Lake Plains Resource Conservation and Development (RC&D) committees
 - **Goals for 2004-**
 - *Attend 2 meetings*
 - d Be a resource for new AED appointees in the State
 - **Goals for 2004-**
 - *Contact the new Ontario County AED specialist*
- 7 Improve AED skills through Professional Development programs-**
 - a Attend 4 seminars or continuing ed programs.
- 8 Increase outreach**
 - a Develop a series of articles which detail the advantages of farmland and open space preservation.
 - b Develop a better working relationship with GLT
 - **Goals for 2004-**
 - *Understand GLT's organizational strengths and interests*
 - *Identify areas where we can work together to further open space preservation in Wayne County*
 - c Continue development of AED site to be housed on the County website

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- Areas of interest
 - Ag micro program
 - New Farmer Support
 - Open Space

Why is Wayne County's Agribusiness Micro-Enterprise Program Important?

Agriculture is a major industry in Wayne County. More and more farmers are looking beyond the traditional crops to developing new enterprises, including value-added processes, with an interest in serving the population centers of the Northeast.

The Wayne County Agribusiness Micro-Enterprise Program will provide technical assistance and loans to help small farmers and agribusiness owners properly plan for expanding and diversifying their existing operations or starting new enterprises.

The Program is funded with a \$600,000 a Community Development Block Grant made possible by the New York State Governor's Office for Small Cities and the U.S. Department of Housing and Urban Development.

Who Should be Interested in This Program?

- **Small Farm Owners**
- **Agribusiness/Agribusiness Owners**
- **Anyone Interested in an Agricultural Start-up**

Call us! Let's talk about how the Wayne County Agribusiness Micro-Enterprise Program can help you.

Small farm, agribusiness and agribusiness owners of operations employing five or less workers (including the owner) and those interested in start-up enterprises are eligible.

The Wayne County Agribusiness Micro-Enterprise Program Offers You:

- Free Technical Assistance
- Free Business Planning and Enhancement Workshops
- a Wayne County Agribusiness Development Center
- a \$500,000 Revolving Loan Program with below-market interest rates

For More Information, Contact:

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WAYNE COUNTY AGRIBUSINESS MICRO-ENTERPRISE PROGRAM

***Helping Small Farms,
Agribusinesses
and Agribusinesses
Begin, Grow & Diversify***

Business Planning Workshops

Cornell Cooperative Extension of Wayne County will offer business planning workshops for qualified farms and agribusiness owners, and will technical support and workshops in various agricultural interest areas, e.g. apple growing. Call 315-331-8415 for workshop dates & details.

Free One-on-One Business Planning Assistance

NY FarmNet and Farm Credit of Western New York consultants will work one-on-one to develop business plans with qualifying existing farm and agri-business owners and with those interested in startup enterprises.

For more information or for a referral for assistance, contact Wayne County Planning, 315-946-5919.

New Agribusiness Development Center

The Agribusiness Development Center, located at the Cornell Cooperative Extension offices at 1581 Rt. 88 N in Newark, offers you:

- a library with books and videos devoted to developing agribusiness
- a computer with internet access
- software to assist with business planning.

Please call 315-331-8415 for more details.



Agribusiness Micro-Enterprise Loan Program

A \$500,000 low-interest loan program for Wayne County's farming industry

The Wayne County Industrial Development Agency (IDA) will oversee the program offering loans with below-market interest rates to qualifying micro-enterprises.

A micro-enterprise is a business employing five or fewer workers, including the owner. Seasonal and part-time employees will be measured on a full-time equivalent basis.

Loan applicants must have a business plan. Technical assistance is available to those who need to develop a plan.

Loans may be used for:

- business startup costs
- equipment
- leasehold improvements
- owner-occupied real estate
- working capital.

Call 315-946-5919 or 946-5917 for more information.

To APPLY FOR TECHNICAL ASSISTANCE AND/OR A MICRO-ENTERPRISE LOAN

CONTACT:

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THE WAYNE COUNTY AGRIBUSINESS MICRO-ENTERPRISE PROGRAM IS A COLLABORATIVE EFFORT OF:

- **WAYNE COUNTY PLANNING**
- **WAYNE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**
- **CORNELL COOPERATIVE EXTENSION OF WAYNE COUNTY**
- **NY FARMNET**
- **FARM CREDIT OF WESTERN NEW YORK**

