Sue Decker/Blue Star Farm Presentation Summary

I. Starting from scratch: Soil tests, farm purchase, Agriculture community, Hudson Valley Food vibe, a brief intro on what we were looking for and why Columbia County made a good choice for us.

   A. Start small and ask for assistance
      a. First you Need Money — Involvement with Farm Credit
      b. Making Day One Connections — NRCS, Cornell Farm Extension, Local Farmers
      c. Establishing Market Channels
      d. Initial equipment and Infrastructure Investments
         1. Greenhouse & Tractor - 1st year
         2. High Tunnel & Deep Well - 2nd year
         3. 2nd High Tunnel & Larger Walk-in Cooler - 3rd year

   B. Moving on to Rented Land
      a. Developing a relationship with a land owner
      b. Developing relationships with farming neighbors

   C. Growing Wisely
      a. 1st year aspirations/reactions to markets/channels
      b. 2nd year aspirations/moving to another market
      c. 3rd year aspirations/offering more and expanding

   D. Growing What Sells
      a. Refine the process & the products