

## **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