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2015



***PLEASE STAND BY...
THE PRESENTATION WILL BEGIN SHORTLY...***



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**Empire State
Development**



**Agriculture
& Markets**



New York State 2015 Hops & Barley **WEBINAR**

From Farm to Tap: Connecting and Growing a Statewide Industry

February 11, 2015

1:30pm – 3:30pm



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AGENDA

- 1:30pm Call In / Log On
- 1:35pm Introductions
- 1:40pm Presentations
- 2:45pm Q & A
- 3:30pm Adjourn



INTRODUCTIONS

- **U.S. Senate**

The Hon. Charles Schumer
Chris Zeltmann, Regional Representative

- **USDA Rural Development**

Scott Collins, Acting State Director
David Schermerhorn, RBS Program Director

- **USDA Farm Service Agency**

Creg Ivison, Program Specialist

- **US Small Business Administration**

Dan Rickman, Syracuse Branch
Virginia Smith, Rochester Branch Manager

- **New York State (ESD & AG & Markets)**

Sam Filler, Strategic Business Development

- **Cornell Cooperative Extension**

Steve Miller, NY Hops Specialist
Bill Verbeten, NY Malt/ Grain Specialist
Mark Sorrells, NY Malt/ Grain Specialist

Gary Bergstrom, NY Malt/Grain Specialist
David Benscher - Research Support Specialist
John Shiffer – Field Technician
James Tanaka – Lab Technician
Natalie Kirkwyland – Field & Lab Technician



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The Hon. Charles Schumer



SENATOR SCHUMER

- NY as a Nationwide / Global Competitor
- Collaboration / Linkages
- Growing NY Economy
- Job Creation
- Partnership
- Opportunity



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Scott Collins & David Schermerhorn

USDA: Rural Development



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USDA: Rural Development

Value Added Producer Grant Program (VAPG)

Helps agricultural producers enter into value-added activities related to the processing and/or marketing of bio-based value-added products.

Rural Business Enterprise Grant (RBEG)

Provides grants for rural projects that finance and facilitate development of small and emerging rural businesses.

Business & Industry Guaranteed Loans (B&I)

Finance business, industry, and employment and improve the economic and environmental climate in rural communities.

Rural Energy for America Program (REAP)

Creates opportunities for economic development for rural businesses by supporting renewable energy and energy efficiency projects, via loan guarantees and grants.



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USDA: Rural Development

Value Added Producer Grant Program (VAPG)

- Background
- Eligible vs. Ineligible
- What Are Value Added Activities?
- What Can Grant Funds Be Used For?
- What Size Grants Are Available?
 - Planning Grants
 - Working Capital Grants
- What Grants **CANNOT** Be Used For?
- When Can I Submit An Application?



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Rural Business Enterprise Grant (RBEG)

- How Much Are The Grants?
- Who Is Eligible?
- What Types Of Projects Are Eligible?
- What Projects Are **Ineligible**?
- How To Apply
- Availability Of Funds



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Business & Industry Guaranteed Loans (B&I)

- Background
- Who May Borrow?
- How May Funds Be Used?
- What Is The Percentage Of Guarantee?
- What Are The Loan Amounts? Interest Rates?
- Is Collateral Required?
- Where Do I Apply?



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Rural Energy for America Program (REAP)

- Background
- Who Is Eligible?
- What Projects Are Eligible?
- Are Matching Funds Required?
- How Much Assistance Is Available?
- Other Sources Of Assistance?
- When Should I Apply?



- Other
- Anaerobic Digester
- Biomass
- Energy Efficiency
- Solar
- Wind



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Creg Ivison

USDA: Farm Service Agency



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USDA: Farm Service Agency

Farm Service Agency is equitably serving all farmers, ranchers, and agricultural partners through the delivery of effective, efficient agricultural programs for all Americans.



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USDA: Farm Service Agency

FSA's Direct Farm Operating loans are a valuable resource to establish, maintain and strengthen your farm or ranch.

Under its direct loan program, FSA loan officers are responsible for every aspect of the loan application process, and funding is provided through Congressional appropriation.



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USDA: Farm Service Agency

MICROLOANS

The Farm Service Agency (FSA) developed the Microloan (ML) program to better serve the unique financial operating needs of beginning, niche and the smallest of family farm operations by modifying its Operating Loan (OL) application, eligibility and security requirements.

The program will offer more flexible access to credit and will serve as an attractive loan alternative for smaller farming operations like specialty crop producers and operators of community supported agriculture (CSA). These smaller farms, including non-traditional farm operations, often face limited financing options.



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USDA: Farm Service Agency

What Can a Micro Loan Be Used For?

Microloans can be used for all approved operating expenses as authorized by the FSA Operating Loan Program, including but not limited to:

- Initial start-up expenses;
- Annual expenses such as seed, fertilizer, utilities, land rents;
- Marketing and distribution expenses;
- Family living expenses;
- Purchase of livestock, equipment, and other materials essential to farm operations;
- Minor farm improvements such as wells and coolers.
- Hoop houses to extend the growing season;
- Essential tools;
- Irrigation;
- Delivery vehicles



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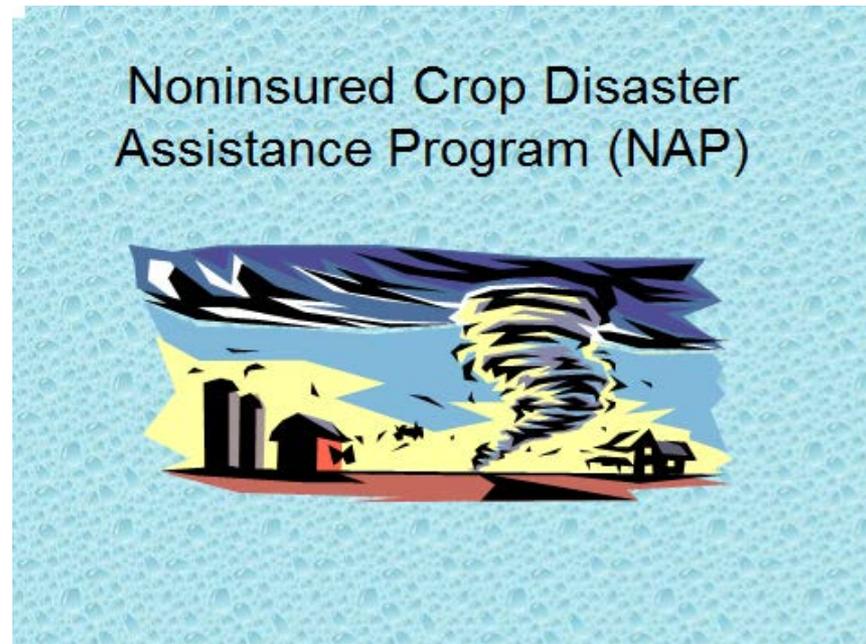


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USDA: Farm Service Agency



USDA's Farm Service Agency's (FSA) Noninsured Crop Disaster Assistance Program (NAP) provides financial assistance to producers of noninsurable crops when low yields, loss of inventory or prevented planting occurs due to natural disasters.



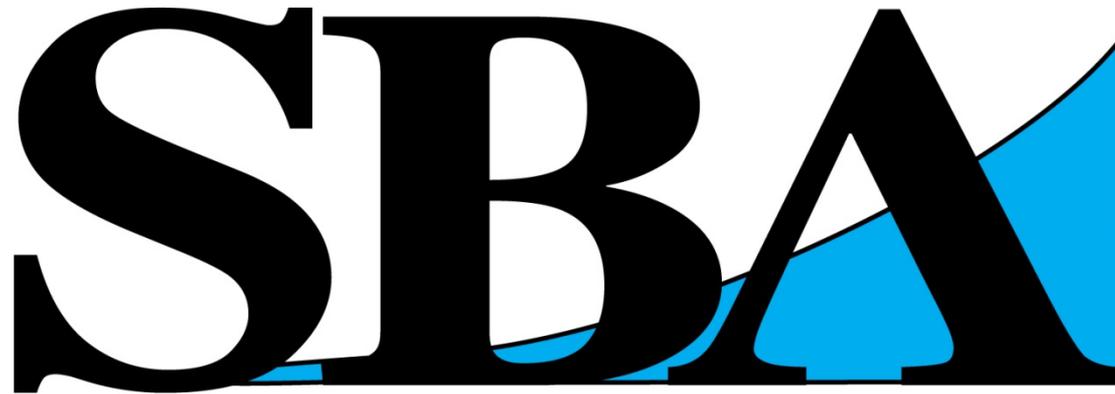
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U.S. Small Business Administration

Virginia Smith
Dan Rickman



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SMALL BUSINESS ADMINISTRATION

The U.S. Small Business Administration (SBA) aids, counsels and assists Americans as they start, operate and expand their businesses

- Facilitate access to capital
- Provide counseling and training
- Increase federal procurement/contracting opportunities



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SMALL BUSINESS ADMINISTRATION

SBA and its Partners: Here to Help

- SCORE (Counselors to America's Small Business)
- Small Business Development Centers (SBDC)
- Women Business Centers (WBC)
- Veteran Business Opportunity Centers (VBOC)



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SMALL BUSINESS ADMINISTRATION

Financing Your Business with SBA

SBA financial assistance programs can help you:

- Start your business
- Grow your business
- Export your goods and services
- Recover from a disaster

Through guaranteed loans and micro-loans

- **\$500 - \$5,000,000**



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SMALL BUSINESS ADMINISTRATION

What About Federal Contracting To Grow My Business?

- U.S. Government is the world's largest purchaser of goods and services
 - Annual Government purchases total over **\$500 billion**
- NY State Matchmakers
 - Watertown (3/24), Buffalo (5/13), Albany (6/23), Rochester (10/28)



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SMALL BUSINESS ADMINISTRATION

Online Resources = SBA website

Recently redesigned site at www.sba.gov

- Easy access to info on major SBA programs (Counseling & Training, Loans, Contracting, etc.)
- Enhanced search functionality
- **SBA Direct** – Customized information based on business type, geography, etc.
- **Local Assistance** to find resources in your area



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Sam Filler



EMPIRE STATE DEVELOPMENT

Governor Cuomo's Craft Beverage Initiative



- Signed into law the creation of the Farm Brewery license
- Passed CRAFT NY act and instituted other regulatory reforms
- Committed \$4m in advertising, marketing, and tourism promotion grant funds
- Dedicated Craft Beer Working Group to address industry concerns and growth
- Research funds to improve state hops and barley cultivation



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NYS Beverage Shop is Open for Business

The Wine, Beer, Cider & Spirits Beverage Shop provides information on permits, incentives and ways to start and expand your business in New York State.

Empire State Development
Strategic Business Development
Albany, NY 12245
NYSbevbiz@esd.ny.gov
(518) 227-1535



- One-Stop Shop Housed at Empire State Development
- Purpose: To promote the beer, wine, spirits, and cider industry.
- Provide easy and intuitive access to permits, licenses, incentives, and information
- <http://www.esd.ny.gov/NYSBeverageBiz.html>



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EMPIRE STATE DEVELOPMENT

	Brewery	Micro-Brewery	Farm Brewery
Finished Barrels Per Year	>75,000	75,000 or less	75,000 or less
May Produce	Beer	Beer	Beer and Cider
Rules for Tastings and Selling	May conduct tastings and sales by the glass at its licensed premises of beer it produces without additional permit.	May conduct tastings and sales by the glass at its licensed premises of beer it produces without additional permit.	May conduct tastings and sales by the glass at its licensed premises of beer it produces and from other Farm Breweries.
Ingredient Requirements	No requirements	No requirements	20% (By weight) of hops are grown in NYS and 20% (by weight) all other ingredients are grown in NYS



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EMPIRE STATE DEVELOPMENT

- A Farm Brewery may only produce beer that qualifies as NYS labeled beer.
- “New York state labeled beer” means:
 - From January 1, 2013 until December 31, 2018, beer made with no less than 20%, by weight, of its hops grown in NYS and no less than 20%, by weight, of all of its ingredients, excluding water, grown in NYS.
 - From January 14, 2019 until December 31, 2023, beer made with no less than 60%, by weight, of its hops grown in NYS and no less than 60%, by weight, of all of its ingredients, excluding water, grown in NYS.
 - From January 14, 2024 and thereafter, beer made with no less than 90%, by weight, of its hops grown in NYS and no less than 90%, by weight, of all of its ingredients, excluding water, grown in NYS.



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EMPIRE STATE DEVELOPMENT

Advantages of Farm Brewery License

- Does not have to be located on a farm.
- Does not have to grow the ingredients being used to produce the alcoholic beverages.
- May sell other “farm” licensees’ products and NYS labeled alcoholic beverages at retail.
- May sell NYS labeled beer and NYS labeled cider by the glass at the licensed farm brewery.
- May have up to five branch offices.



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EMPIRE STATE DEVELOPMENT

Taste NY Program

- Governor Cuomo launched ***Taste NY*** in May 2013 as part of New York's largest tourism campaign in decades,
- Focus on expanding New York's food and beverage industry and to promote agribusiness across the state.



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Hops Research & Malting Facilities

▶ Geneva Hop Yard

\$350,000 to research hops and malting barley

▶ Malting Facilities

- ▶ Assisted six malting facilities
- ▶ Two more malt facilities are in development.



NYS Malting Houses

Farmhouse Malt: *Newark Valley, NY*
Flower City Malt Lab: *Rochester, NY*
NY Craft Malt: *Batavia, NY*
Niagara Malt: *Cambria, NY*
Pioneer Malting Inc: *Rochester, NY*
East Coast Malts: *Dryden, NY*



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NYS Licensed Breweries

New York is Growing

Hop acreage is 9x higher than in 2010
1,500 acres dedicated to barley
production

New York is Brewing

Over 150 breweries
133% increase in microbreweries since
2011



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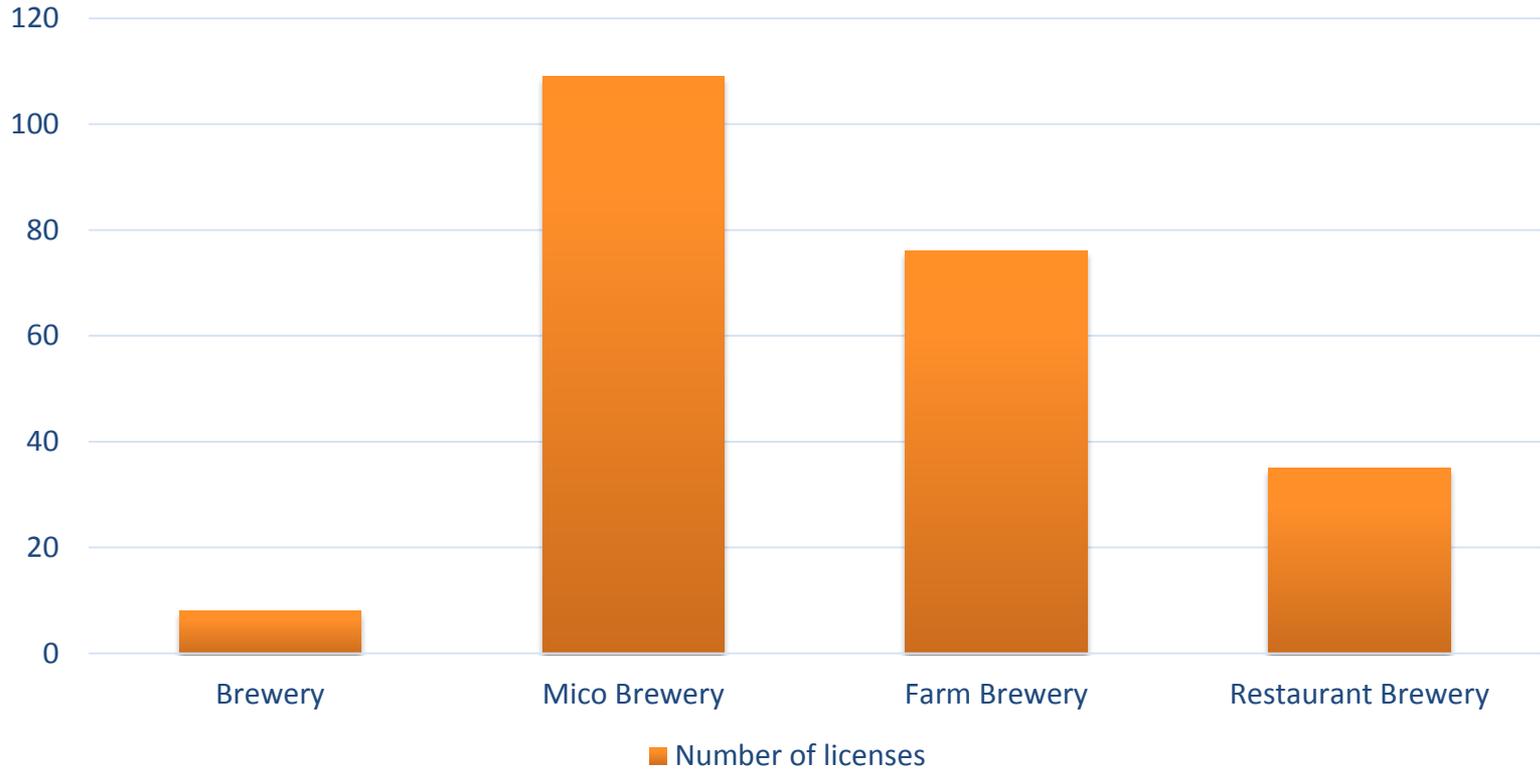
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NYS Breweries

Current Licensed Breweries



Huge Opportunity for Growth

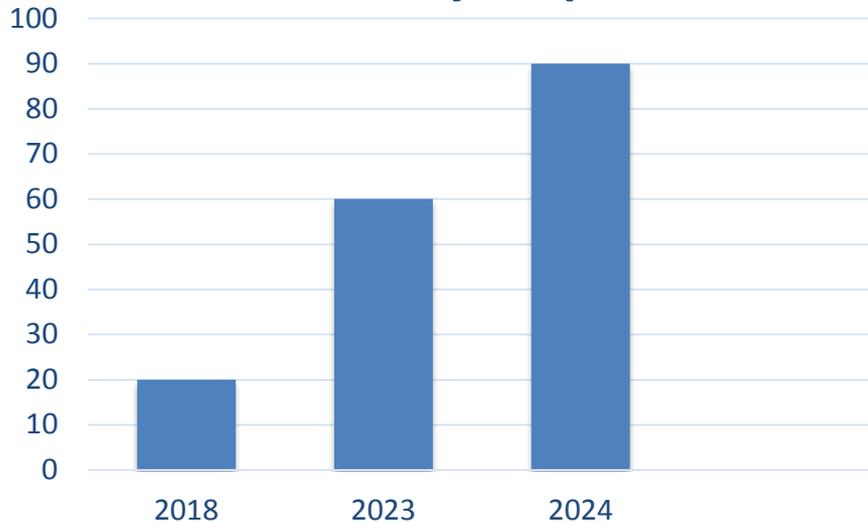
Farm Brewery Act of 2012

The Farm Brewery Act of 2012 removed barriers to growth in craft breweries, is creating demand for beer ingredients sourced from New York, including hops.

Expanded Sales opportunities

Farm breweries can serve beer by the glass, open up to five branch offices where they can sell their products and other New York labeled beer, wine and liquor, in addition to having tasting rooms, retail shops and restaurants.

Farm Brewery Requirements



■ % NY Product



- ▶ Governor proposes aggressive expansion of Taste NY in 2015 designed to triple sales for participating agricultural producers



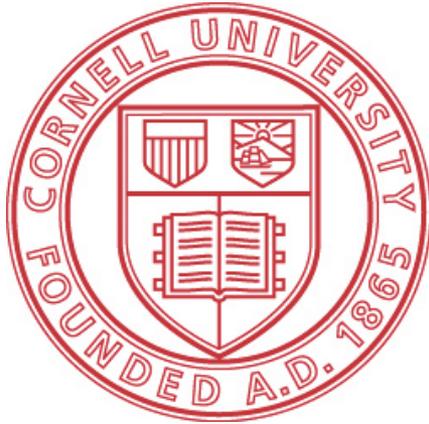
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Steve Miller, Hops Specialist



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Getting started in hops



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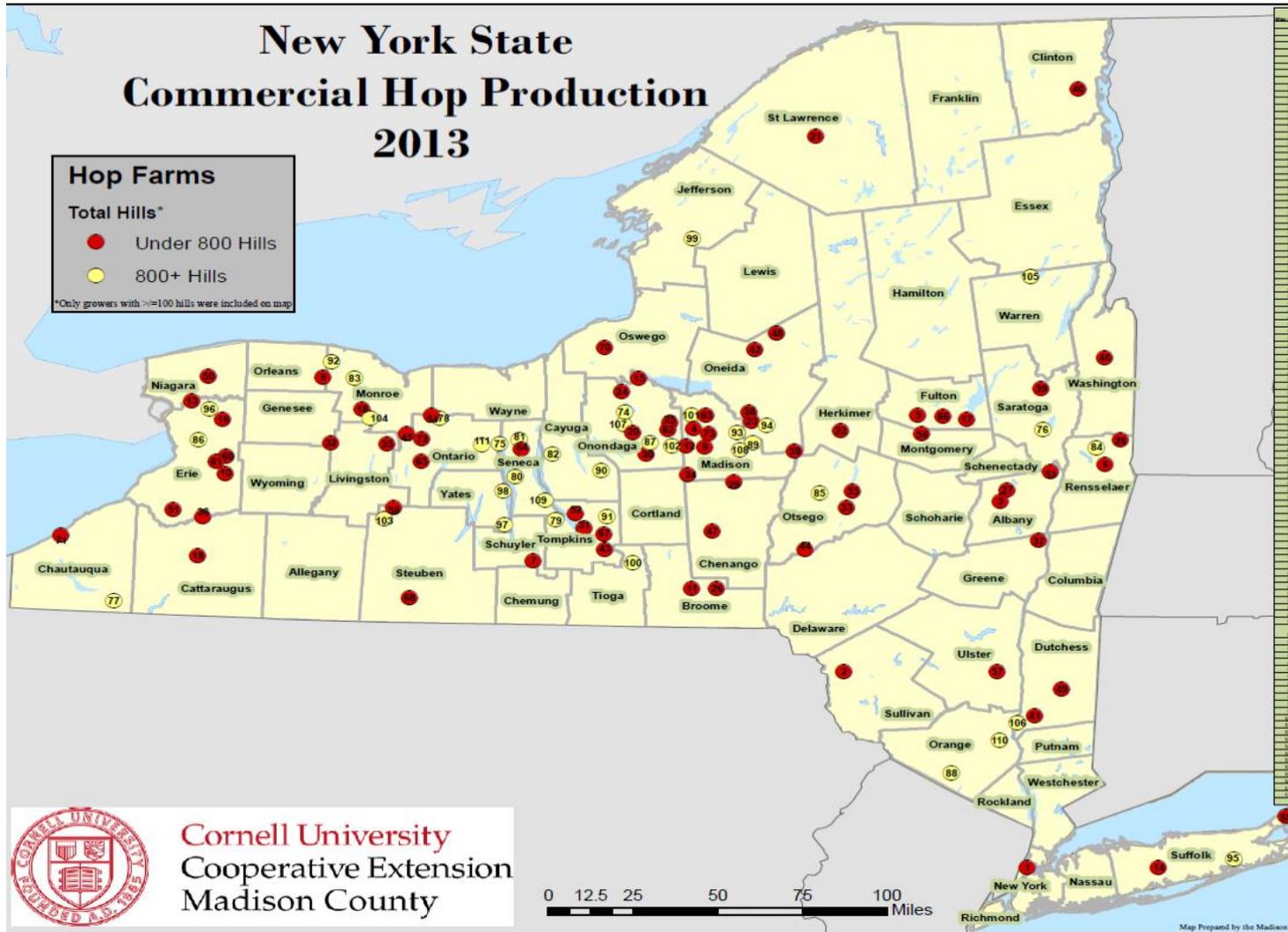


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Pelletizing



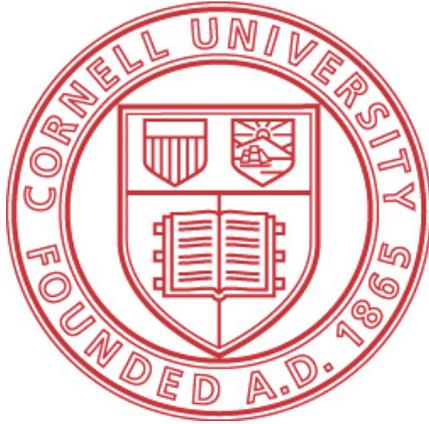
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Department of Plant Breeding & Genetics Malting Barley Varieties for the Northeast

Mark E. Sorrells - Plant Breeder

David Benscher - Research Support Specialist

John Shiffer – Field Technician

James Tanaka – Lab Technician

Natalie Kirkwyland – Field & Lab Technician



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2014 Test Sites & Planting Dates

X Winter Grains

w Ithaca farms – October 1, 3

w Montgomery County – Andy Crowe September 26

w Genesee County – Francis Domoy October 2

w Dutchess County – Ken Migliorelli September 27

X Spring Grains

w Ithaca Farms – April 21, May 6

w Genesee County – Alex Harris May 7

w Montgomery County – Andy Crowe April 29

w Ulster County (Farm Hub) – John Gill April 25



2014 Winter Malting Barley Summary

Entry	Row	Grain Yield (kg/h)							Test					Wint Surv %	Kernel Wt (mg)	on 6/64" (%)	Malt Extract (%)	Barley Protein (%)	Qual Score		
		Regional Locations					Mean	bu/ac	Rank	Weight kg/hl	Rank	Lodg. 0-9	Height cm							Head Date	
		lth-Ket	GenCo	MontCo	DutCo	N															
1	Charles	2	886	3522	1941	N	2116	39	17	57.1	14	2.5	50	6/2	42	40.8	96.8	82.3	10.5	48	
2	Saturn*	6	2050	4065	3630	O	3248	60	2	57.7	11	1.3	55	5/31	38	40.7	96.4	*76.4	9.8	15	
3	10467p2	6	1186	4520	2895		2867	53	3	59.2	5	1.0	50	5/28	46	36.8	94.8	78.9	11.2	28	
4	10467r2	6	1168	3607	2773	D	2516	47	8	59.8	4	1.0	50	6/2	26	40.1	96.9	82.0	10.8	47	
5	10467r4	6	845	3939	2210	A	2332	43	14	50.0	18	1.5	50	6/1	23	39.0	97	81.5	9.8	42	
6	03/220/158	6	1069	3570	3476	T	2705	50	5	57.6	12	1.5	50	6/6	39	38.6	96	80.0	10.3	31	
7	KWS Scala	2	1289	3192	2655	A	2379	44	13	57.5	13	0.5	55	6/2	44	45.4	98.9	80.9	10.4	50	
8	Mystic	2	1032	3631	2835		2499	46	10	51.1	16	0.8	43	5/27	29	47.1	99.4	80.9	11.1	64	
9	Salanandre	2	614	3353	2640		2202	41	15	50.1	17	0.8	45	6/2	30	48.5	97.8	81.6	10.5	31	
10	Sytepee (SY209-66)	2	806	3079	3504		2463	46	12	58.9	6	0.8	50	6/4	32	48.5	98.4	79.9	12.4	60	
11	SY209-72	2	787	3979	2699		2489	46	11	58.9	7	1.3	55	6/4	25	44.3	96.1	81.3	9.2	37	
12	Endeavor	2	1406	3977	2163		2515	47	9	62.0	1	1.8	65	6/4	38	35.8	87.1	81.9	10.0	39	
13	WintMalt	2	472	2333	1685		1497	28	22	47.2	22	0.5	53	6/8	28	45.6	98.2	78.9	11.4	54	
14	KW 2-117	2	1170	3729	2772		2557	48	6	61.2	2	1.0	50	5/28	42	47.4	97.5	80.8	11.3	55	
15	KWS Ariane	2	534	2910	2498		1981	37	20	55.5	15	1.0	50	6/3	36	46.4	97.7	78.9	11.8	49	
16	KWS Liga	2	1019	2475	2630		2041	38	18	58.4	10	0.8	50	6/7	39	43.8	96.2	79.5	10.9	48	
17	6Ab08-X03W012-5	6	1705	5233	3829		3589	67	1	60.7	3	1.8	68	5/30	54	35.9	90.9	79.1	10.1	32	
18	02Ab431	2	415	3502	1466		1794	33	21	49.1	19	1.8	55	6/1	16	38.9	94.4	82.1	9.9	50	
19	02Ab671	2	496	3553	2032		2027	38	19	47.9	20	1.5	55	6/8	27	37.4	95.7	81.8	9.8	47	
20	2Ab08-X05W061-208	2	828	3192	2388		2136	40	16	47.8	21	2.3	43	6/5	37	36.4	92.7	82.7	9.2	41	
21	Archer	2	1227	4169	2223		2540	47	7	58.4	9	1.3	55	6/4	50	49.1	97.9	79.0	10.9	27	
22	California*	2	1165	3630	3348		2714	50	4	58.5	8	1.5	53	6/5	61	51.0	98.1	80.5	11.7	49	
Mean			1008	3598	2650		2418	45		55.7		1.3	52	6/2	36	42.6	96.1	80.7	10.6		
CV			19.9	12.7	18.0																

* feed barley



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2014 Winter Malting Barley Summary

Cumulative Summary		Kernel on Malt Barley																		
		Grain Yield		Grain Yield		Lodg. Height		Head	Winter	Kernel	on	Malt	Barley	Beta		Qual				
		3 Year	2 Year	Test Wt(2Yr)		0-9	cm	Date	Surv.	Wt	6/64"	Extract	Protein	DP	Glucan		FAN	Score		
Entry	kg/h	b/a	kg/h	b/a	kg/hl	lb/b	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr	2 Yr		
1	Charles	2	3195	59	2593	48	54.8	42.8	1.3	56	5/29	67	38.3	96.3	80.9	11.9	112	152	236	43
2	Saturn*	6	5151	96	3895	72	57.4	44.8	0.6	62	5/27	68	40.0	96.4	74.2	11.4	93	540	142	20
3	10467p2	6	4655	87	3306	61	58.8	46.0	0.5	59	5/26	72	36.3	95.4	77.9	12.7	100	324	185	29
4	10467r2	6	4674	87	3305	61	59.7	46.6	0.5	60	5/28	60	39.0	97.0	80.9	12.1	106	108	219	46
5	10467r4	6	4580	85	3259	61	54.1	42.3	0.8	59	5/28	56	38.3	97.7	80.2	11.5	96	92	200	45
6	03/220/158	6	4423	82	3073	57	57.8	45.2	0.8	61	6/3	67	39.1	96.3	78.3	12.1	132	259	157	31
7	KWS Scala	2	4111	76	2835	53	57.9	45.2	0.3	62	5/31	70	46.8	98.6	80.1	11.8	110	90	194	47
8	Mystic	2	4044	75	2991	56	55.6	43.4	0.4	53	5/25	62	47.6	98.7	79.4	13.1	124	194	209	52
9	Salanandre	2	4022	75	3081	57	54.9	42.9	0.4	55	5/28	63	48.7	97.3	80.1	12.3	102	389	161	33
10	Sytepee (SY209-66)	2	4195	78	3034	56	59.9	46.8	0.4	62	6/1	64	48.3	98.2	80.4	12.4	168	42	198	62
11	SY209-72	2	4186	78	3030	56	59.0	46.1	0.6	62	6/2	60	43.4	95.8	80.4	10.9	100	64	167	47
12	Endeavor	2			2987	56	61.4	48.0	0.9	71	6/2	56	37.3	90.8	79.2	11.7	110	394	183	35
13	WintMalt	2			2139	40	53.3	41.7	0.3	64	6/4	61	44.5	98.2	79.2	12.4	89	34	260	52



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2014 Spring Malting Barley Summary

Entry	Row#	Grain Yield (kg/h)						Test			Head Date	Height cm	Kernel Wt (mg)	Kernel on 6/64" (%)	Malt Extract (%)	Barley Protein (%)	Beta-glucan (ppm)	FAN (ppm)	Qual Score		
		Regional Locations						Weight													
		Ith-McG	Ith-Cald	MontCo.	MonCo.	Mean	Rank	Kg/hl	Rank	Lodg.											
1	Herta	2	2557	3785	3607	N	3316	8	63.9	1	1.4	6/25	64	39.0	97.1	81.2	9.7	184	207	43	
2	Conlon	2	1809	3291	2635	O	2578	15	60.0	4	3.2	6/20	53	39.6	97.3	82.0	10.2	210	234	42	
3	LCS Genie	2	1346	2789	2106		2081	17	57.7	14	1.4	6/15	54	34.9	93.7	82.1	10.5	50	212	52	
4	Lacey	6	2087	3858	3122	D	3023	10	59.9	5	1.7	6/20	67	33.3	95.1	81.0	10.6	84	263	48	
5	Quest	6	2822	3691	3478	A	3330	7	60.9	3	3.1	6/20	70	33.1	92.3	80.9	10.1	172	240	46	
6	M152	6	2481	3729	3556	T	3255	9	59.5	6	1.7	6/21	73	33.6	93.8	80.2	11.5	53	283	49	
7	KWS Irina	2	1848	3380	2438	A	2555	16	55.0	17	0.9	6/27	45	33.0	85.4	83.0	9.2	83	263	44	
8	KWS Thessa	2	2089	3597	2846		2844	13	59.2	7	0.6	6/25	47	37.2	90.1	82.6	9.5	45	266	47	
9	Cerveza	2	1544	3761	3566		2957	11	58.3	13	0.7	6/15	50	35.1	87.1	83.0	10.5	61	252	37	
10	Newdale	2	1174	3749	3323		2749	14	58.9	10	1.2	6/14	49	34.0	87.5	82.6	10.1	27	276	37	
11	AAC Synergy	2	2261	3918	3863		3347	6	58.9	9	1.2	6/13	56	36.6	92.8	82.5	9.5	32	279	39	
12	M156	6	2184	4333	3735		3417	3	58.6	11	2.1	6/20	65	32.5	94.7	80.9	10.8	109	269	48	
13	M157	6	2591	4631	3710		3644	1	58.4	12	2.4	6/19	71	34.7	96.5	80.9	10.5	65	328	44	
14	M158	6	2656	4168	3855		3560	2	61.2	2	2.8	6/21	72	33.7	92.2	81.0	11.0	182	247	46	
15	M159	6	2544	3687	3919		3383	5	59.2	8	2.3	6/21	75	34.1	97.0	80.4	10.7	73	317	44	
16	KWS Thinka	2	2481	4312	3420		3405	4	57.5	15	1.4	6/24	56	37.9	92.2	82.7	10.1	50	298	42	
17	KWS 10/310	2	2380	3980	2497		2952	12	57.3	16	1.3	6/25	51	37.0	91.9	83.2	9.4	37	285	46	
Mean			2168	3804	3275		3082		59.1			6/20	60	35.3	92.7	81.8	10.2	89	266		
CV			13.6	10.3	9.2																

Cumulative Summary																	
Entry	Row#	Grain Yield		Test Weight		Head Date	Lodg.	Height	Kernel Wt.	Kernel on 6/64	Malt Extract	Barley Protein	Beta DP	Barley Glucan	FAN	Quality Score	
		2 Years		2 Years													
		kg/h	b/a	kg/hl	lbs/b												
1	Herta	2	3259	61	63.2	49.3	6/26	1.6	70	36.8	91.9	79.4	11.7	82	264	209	36
2	Conlon	2	2754	51	60.2	47.0	6/18	3.4	61	38.4	96.2	81.1	11.5	96	253	213	46
3	LCS Genie	2	2228	41	56.4	44.1	6/21	2.1	57	33.7	90.7	81.5	11.4	122	46	215	50
4	Lacey	6	3333	62	60.1	46.9	6/19	1.8	68	31.5	91.4	80.5	11.3	99	115	257	48
5	Quest	6	3379	63	60.6	47.3	6/19	2.8	75	31.1	86.3	80.2	11.3	108	272	239	47
6	M152	6	3302	61	59.6	46.6	6/21	1.7	76	31.5	87.7	79.6	11.9	122	125	252	47
7	KWS Irina	2	2441	45	54.9	42.9	6/28	1.9	47	31.5	81.4	81.0	10.3	57	65	257	40
8	KWS Thessa	2	2786	52	57.5	45.0	6/26	1.9	50	34.7	84.6	80.9	11.0	72	69	254	41
9	Cerveza	2	2988	56	58.7	45.9	6/21	1.3	60	34.8	87.4	82.5	11.1	69	67	271	41
10	Newdale	2	3080	57	59.0	46.1	6/21	0.9	62	33.7	85.5	81.1	11.6	83	68	262	37
11	AAC Synergy	2	3518	65	58.8	46.0	6/20	0.9	64	36.5	92.5	81.9	10.7	56	31	285	43

Hudson Valley Grain Variety Research & Processing Trials – Conventional & Organic

Spring Malting Barley

Entry	Grain Yield (kg/h)						Test Wt (kg/hl)			Lodging			Heading Date		
	Conv	Rank	Org	Rank	Mean	Rank	Conv	Org	Mean	Conv	Org	Mean	Conv	Org	Mean
1 Herta	1712	5	2161	5	1936	5	51.2	53.9	52.6	7.3	7.7	7.5	6/25	6/24	6/24
2 Conlon	1501	8	2030	7	1765	7	53.7	53.7	53.7	8.0	7.7	7.8	6/24	6/24	6/24
3 Genie	243	10	589	9	416	10	-	47.6	47.6	7.7	5.7	6.7	7/2	6/28	6/30
4 M152	2959	1	2886	2	2923	2	56.2	57.7	56.9	3.3	3.3	3.3	6/23	6/22	6/23
5 Lacey	2871	2	3128	1	2999	1	56.1	59.6	57.9	2.0	3.0	2.5	6/23	6/22	6/23
6 Quest	2516	3	2771	3	2643	3	56.3	58.3	57.3	7.3	5.7	6.5	6/22	6/22	6/22
7 KWS Thessa	383	9	504	10	444	9	-	-	-	8.7	7.3	8.0	6/27	6/26	6/26
8 Cerveza	1642	6	2048	6	1845	6	48.1	51.0	49.5	6.0	3.7	4.8	6/29	6/25	6/27
9 Newdale	1502	7	1639	8	1571	8	48.7	50.6	49.7	5.3	5.0	5.2	6/28	6/25	6/26
10 AAC Synergy	1898	4	2245	4	2071	4	46.6	49.4	48.0	5.3	4.3	4.8	6/26	6/25	6/25
Mean	1723		2000		1861		52.1	53.5	52.6	6.1	5.3	5.7	6/26	6/24	6/25
CV	11.2		13.7												



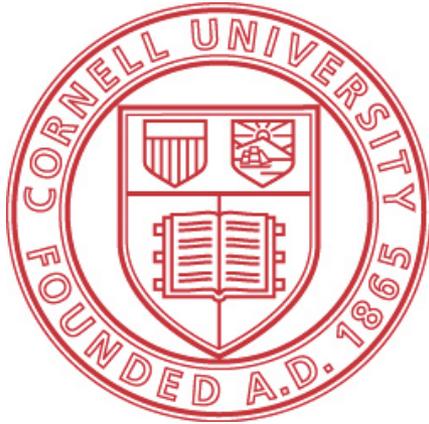
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Bill Verbeten

Dairy, Livestock & Field Crops Team



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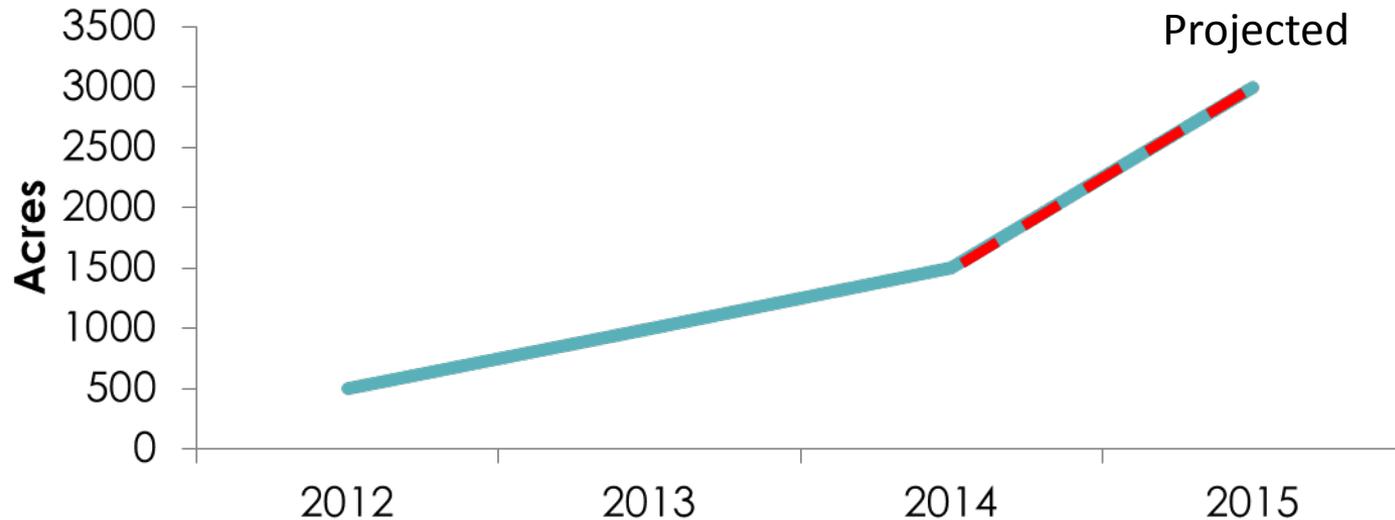
Growing Malting Barley

- **A Market & a Back-up Plan.**
- Right Variety
- *Proper Planting Date*
- Good Drainage
- **Moderate Fertility**
- Effective Weed Control
- **Timely Fungicide**
- **Early Harvest**
- Gentle Drying
- *Insect Control in Storage*



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Malting Barley Acreage in NY



- Long-term 15,000 - 30,000 acres of malting barley that meets quality standards



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2 row vs. 6 row

- 2 row: generally slightly lower CP (1%) than 6 row
- 6 row: better agronomic traits, essentially the same quality as 2 row for brewing
- 6 row varieties are being used to make award winning beers in NY



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Markets for Malting Barley

Niagara Malt

- Malt houses currently in Cambria, Batavia, Rochester, Ithaca, & Newark Valley, NY. Also Hadley, MA and a couple in Philadelphia, PA.
- Potential malt houses in Albany, Canastota, and Long Island.
- See the [Google Map](#) for up to date list of malt houses and distilleries.



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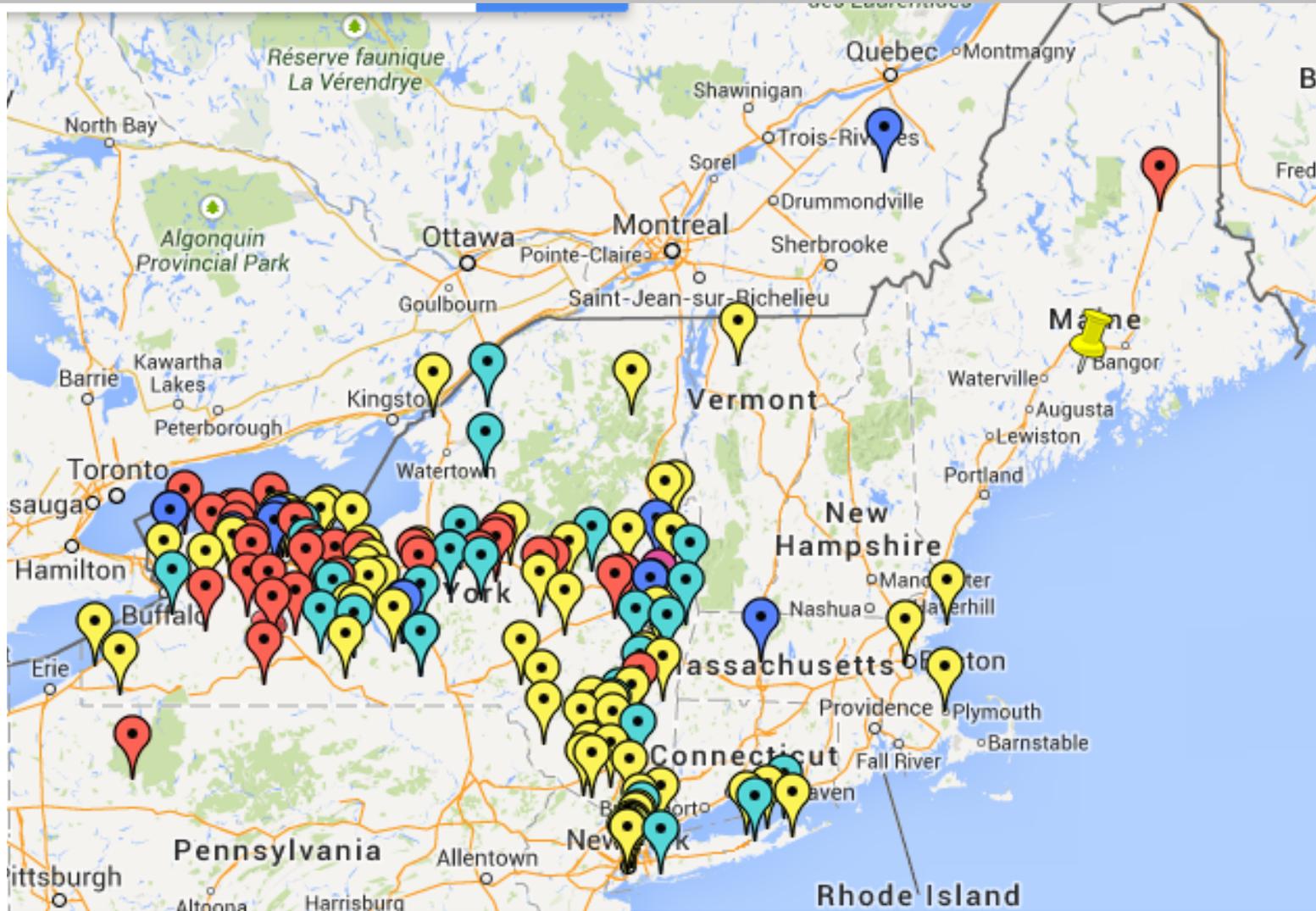


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Malt House Capacity

- Six malt houses are currently producing about 10-15 tons/week of malt.
- In 2015 they will likely be up to 25-30 tons/week.
- Another 2-4 malt houses coming online in 2015.



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Seed

- *Wintmalt* was widely planted fall 2013 & 2014. Some *Endeavor*.
- *KWS Scala* & *SY Tepee* coming 2015.
- *Quest* (6-row), *Conlon*, & *Newdale* are the main spring varieties.
- Cornell varieties trials are on in their 4th & 3rd seasons in 2015.



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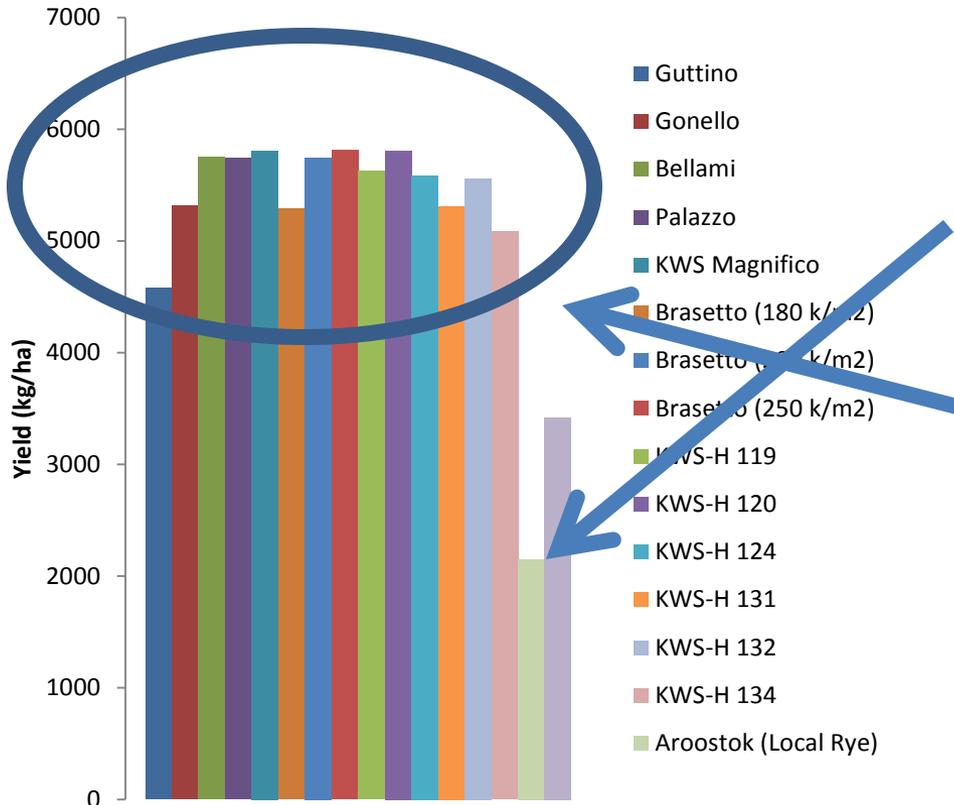
Growing Malting Wheat

- Same practices as barley
- Plant *Medina*, a soft white winter wheat developed by Cornell
- Contact Craig Phelps for seed.
[Email: cphelps@edgewoodfarmsny.com](mailto:cphelps@edgewoodfarmsny.com)
Phone: 585 243-3788



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Growing Distilling Rye



- Same practices as barley.
- Current varieties low yielding ~30 bu/A.
- German hybrid rye yielded over 100 bu/A in 2013 & 2014 trials
- Hybrid rye currently in seed increase phase in NY.



QUESTIONS & ANSWERS

You've heard from us!

Let's hear from you!



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www.fsa.usda.gov

www.rd.usda.gov/NY

<http://www.agriculture.ny.gov>



Thank you to all who joined us!

*A special **thank you** to all the departments, agencies, representatives, personnel, new partners as well as technical and subject matter experts for their time and assistance in making this webinar possible – especially Mansey Pullen at the Office of Communications in Washington, DC.*

We look forward to continuing our work with you on similar outreach efforts, conferences and related events in the future.

This presentation – along with access to this recording -- will be made available on the USDA: Rural Development NY Website in the coming weeks for your convenience.

<http://www.rd.usda.gov/NY/>



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From Farm to Tap: Connecting and Growing a Statewide Industry***

