

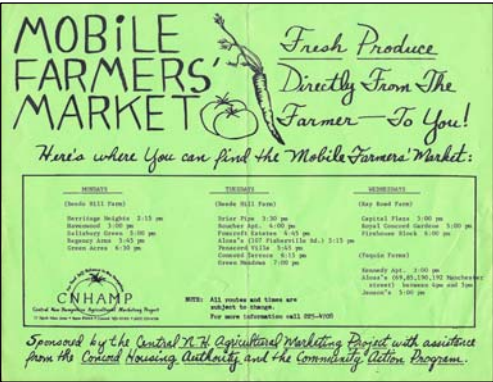


Duncan Hilchey Biography
 New Leaf Publishing and Consulting
 Ithaca, NY www.newleafnet.com

Agriculture and food systems have been the central focus of Duncan Hilchey’s entire professional life. He was raised in Huntsville, Alabama, the son of a tenant-farm cotton picker and an entomologist. After several youthful dalliances in organic gardening and small livestock production, he discovered that his contribution to agriculture and food systems was *not* going to be in farming. His first job after receiving his B.S. in agricultural education at the University of New Hampshire in 1981 was as a VISTA volunteer with the Central New Hampshire Agricultural Marketing Project, where he established one of the first mobile farmers’ markets in the U.S. catering to low-income and senior housing facilities. He also co-authored a publication on organizing grower cooperatives.

Education
 Masters in Regional Planning,
 Cornell University (1988)
 B.S., Agricultural Education,
 University of New Hampshire
 (1981)
 Agriculture Education, Auburn
 University, Alabama (1976–78)

Wanting to pursue agriculture development and food systems as a career, he moved to upstate New York to work on his masters in city and regional planning (with a specialty in food systems) at Cornell University, and worked with the Center for Local Food and Agriculture (located on campus). After receiving his masters he worked 20 years at Cornell with the Farming Alternatives Program, which later became the Community Food and Agriculture Program. Today, Duncan has left the confines of academia and is enjoying the freedom of working with some of most cutting-edge food system and agriculture development projects around North America.



Innovations in Community-Based Food Systems and Agriculture Development

Duncan has had a prolific career conducting applied research and developing innovative, participatory solutions to the challenges faced by farmers and communities.

Duncan’s research also directly engages farmers and others in the local community, and he helps them strengthen their own working relationships and build the social capital that can help them move forward beyond the research project



Duncan talks with New Hampshire media about the new mobile farmers’ market. Top: the 1982 flyer publicizing the mobile farmers’ market in the Concord, New Hampshire, area (produced in pre-desktop publishing days!).

This bio was adapted from a 2008 Glynwood Center Harvest Award nomination.

itself. He was probably the first person to have the title “agriculture development specialist” in the state of New York. Duncan conceived and conducted some of the earliest applied research on numerous local food system and agriculture development topics, for which he and collaborating colleagues have received many awards. Topics for research have included farmers’ markets and their role in rural development; agritourism; ethnic market opportunities in urban areas; small-scale food processing; small-scale produce cooperatives; small-ruminant meat marketing; and farmer-owned cooperative grocery stores.

Duncan’s most recent pioneering work focuses on:

- Agriculture heritage areas
- Agriculture industry clusters
- GIS-based food system mapping
- Sustainability indicators

With funding from the Kellogg Foundation (2007–2009), Duncan developed the “Lyson Civic Agriculture Index,” named for his colleague, the late Tom Lyson, professor of development sociology at Cornell and director of Cornell’s Farming Alternatives Program for many years. Lyson coined the term “civic agriculture” to describe community-based agriculture that strengthens the relationship between farmers and their local communities. The Lyson Index, which measures the share of local food that is produced in a county over time, was unveiled in June 2008 at the annual meeting of the Agriculture, Food, and Human Values Society in New Orleans. In addition, the “Thomas A. Lyson and Duncan L. Hilchey Acquisitions Fund” was established by the parents of Cornell student Marc Johnson to honor the work of their son’s advisor, Tom Lyson, and mentor, Duncan Hilchey. This endowed fund is used to purchase books, theses and dissertations from scholars and practitioners throughout North America that focus on the topic of civic agriculture, local food systems, and agriculture development.

Duncan is truly a **food systems visionary**, having been in front of the cutting edge of numerous local food and agriculture trends in the last two decades, including agritourism; ethnic markets; regional identity and regional cuisine; shared-use kitchens; small-scale food processing; farmstead cheese; and many others. If you want to know what will be the **next big thing** in local food and agriculture development, **ask Duncan!**

— Joanna Green, formerly with the Small Farms Program, Cornell University, from nomination letter for Glynwood Center’s 2008 Harvest Award

On Hilchey’s Drawing Board

Projects on the drawing board include “Certified Family Farm-Friendly Communities,” a program to certify communities that enact policies that support and encourage local farmers (including land-use, community, and economic development policies); and the Agriculture Cluster Retention and Expansion™ (ACRE) program, which will apply industry cluster and business retention and expansion strategies to specialty agriculture regions such as the South Mountain Pennsylvania Fruit Belt and the Concord Grape Belt.

He and Amy Christian, his wife and business partner, launched New Leaf Associates, Inc., in 2000. In 2010 they plan to publish a practitioners’ journal of agriculture and food systems development, and a companion website focused on tools and information resources needed by practitioners and applied researchers.

Contact Duncan at duncan@newleafnet.com or 607.342.0259.

AWARDS

Glynwood Harvest Award Nomination

Duncan's colleagues nominated him for the 2008 Glynwood Harvest Awards, a national award given by the Glynwood Center to honor farmers, organizations and businesses across the United States for innovation and leadership in sustainable agriculture and regional food systems.

David J. Allee & Paul R. Eberts Community and Economic Vitality Award (co-recipient, 2006). Lake Erie Concord Grape Belt Heritage Association project. Led to the establishment of the first heritage area in the U.S. based on an agricultural crop. Other communities around the country are beginning to explore how they can tap their rich agricultural heritage (e.g., Cape Cod cranberry bog region, Indian River fruit district).

Community and Rural Development Institute Innovator Award: Small-Scale Food Processing Project (co-recipient, 1998). First study of barriers and opportunities of small-scale food processors in New York state; led to establishment of NYS Small-Scale Food Processors Association.

Award of Excellence (Honorable Mention): Northeast Cooperative Extension Directors (co-recipient, 1998). First study of ethnic marketing opportunities for farmers in New York State. Identified Hispanic, kosher, Polish, and Asian market opportunities, including potential of a community-supported agriculture program in a poor urban neighborhood in New York City.

Award of Excellence (Honorable Mention): Northeast Cooperative Extension Directors: Farming Alternatives Program (co-recipient, 1997).

Best New Extension Publication: NYS Association of County Agricultural Agents: For "Farmers' Markets and Rural Economic Development" (co-recipient, 1995). First study of farmers' market vendors, managers, and directors with aim of understanding the impacts of farmers' markets, including promoting entrepreneurship and microenterprise creation. This has been helpful to communities interested in establishing farmers' markets.

SELECTED PRESENTATIONS

Changemakers Day, Slow Food Nation and Roots of Change (August 29, 2008). Invited panelist: "Developing Certified Geographical Indicator Labels for Place-Based Agricultural Products."

Chautauqua Institution Lecture (August 15, 2008). "G  t de Terroir (A Taste of Place): An Immersion into American Regional Agriculture, Cuisine, and Foodways." Invited speaker for Week 8: What's For Dinner: Food and Politics in the 21st Century.

National Geographic Society Conservation Trust Grant (2007–08). A Place at the Table: Exploring the Geography of America's Disappearing Agricultural Heritage. Includes

studies of 10 threatened specialty agricultural regions from the wild blueberry barrens of Maine to the Hatch chili pepper region in New Mexico.

National Trust for Historic Preservation (November 3, 2006). National Conference presentation: "Gôut de Terroir (Taste of Place): Farming, Foodways, and Local Cuisine in Historic Preservation and Heritage Area Development." Introduced the preservation community to concept of integrating food and agriculture into preservation planning activities.

SELECTED PUBLICATIONS

Hilchey, D. 2009. *Gôut de Terroir (Taste of Place): Exploring the Boundaries of Unique Agricultural Landscapes*. Alliance for Historic Landscape Preservation 2007 Conference Proceedings. Clemson University.

Gillespie, G., D. Hilchey, C. Hinrichs and G. Feenstra. 2007. Farmers' Markets as Keystones in Rebuilding Local and Regional Food Systems. In: *Remaking the North American Food System*. Hinrichs C. and Lyson, T., Eds. University of Nebraska Press.

Hilchey, D. and J. Francis. 2007. New York Consumers Express Strong Interest in Local Food, Rural New York Minute, Issue Number 4, April, 2007.

Hilchey, D. 2007. "A Taste of Place in New York State." NYSAC News. New York State Association of Counties. Volume 28, No. 2 (Summer).

Nettleton, J. and D. Hilchey. 2007. "Got Markets?: Cornell researchers and Extension educators in NYC are developing two new marketing tools to help farmers." *Small Farm Quarterly*, Winter 2006 (January, 2007), p. 14.

Wilkins, J., D. Hilchey and H. Mouilleseaux-Kunzman. 2007. Farm-to-School Initiatives Gaining Ground. Rural New York Minute, Issue Number 5, May, 2007.

Hilchey, D., G. Gillespie and B. Henehan. 2006. Small-Scale Grower Cooperatives in the Northeast United States: A Study of Organizational Characteristics, Manager, Member and Director Attitudes, and the Potential for Improving Regional Inter-Cooperative Collaboration. USDA Research Report 221. Rural Business Cooperative Service.

Feenstra, G., C. Heinrich, G. Gillespie and D. Hilchey. 2003 "Entrepreneurial Outcomes and Enterprise Size in U.S. Retail Farmers' Markets," *American Journal of Alternative Agriculture*, Washington State University. Vol. 18, no. 1.

Green, J. and D. Hilchey. 2002. *Growing Home: A Guide to Reconnecting Agriculture, Food and Communities*. Community Food and Agriculture Program, Department of Rural Sociology. Cornell University.

Hilchey, D. and D. Kuehn. 2002. Fact Sheet: "Agritourism in New York: A Market Analysis," Sea Grant Extension, SUNY, Syracuse University.

- Hilchey, D. 2001. "Urban Markets and New Generation Cooperatives." In: *A Cooperative Approach to Local Economic Development*. Merrett, C. and Walzer, N. Eds., Quorum Books, Greenwood Publishing Group, Westport, CT.
- Hilchey, D. and D. Kuehn. 2001. Fact Sheet: "Agritourism in New York: Management and Operations," Sea Grant Extension, SUNY, Syracuse University.
- Markley, K. and D. Hilchey. 1998. *Adding Value For Sustainability: A Guidebook For Cooperative Extension Agents and Other Agriculture Professionals*. Farming Alternatives Program: Community Agriculture Development Bulletin Series.
- Kuehn, D., D. Hilchey, D. Ververs, K. Dunn and P. Lehman. 1998. *Considerations for Agritourism Development*. New York Sea Grant. SUNY Oswego.
- Hilchey, D., R. Welsh, A. Knight, J. Green, S. Clark and A. Goodwin. 1996. *Horticultural Innovators: Case Studies of Seven Entrepreneurial Growers in New York*, Farming Alternatives Program: New Agriculture Bulletin Series.
- Hilchey, D. and N. Leonard. 1995. *Cultivating Farm, Neighbor, and Community Relations: Creative Approaches For Reducing Farm-Related Land-Use Conflict*. Farming Alternatives Program: Community Agriculture Development Bulletin Series.
- Hilchey, D., T.A. Lyson and G.W. Gillespie. 1995. *Farmers' Markets and Local Economic Development: Entrepreneurship, Small Business Incubation and Job Creation in the Rural Northeast*. Farming Alternatives Program: Community Agriculture Development Bulletin Series.
- Lyson, T.A., G.W. Gillespie and D. Hilchey. 1995. "Farmers' Markets and the Local Community: Bridging the Formal and Informal Economy." *American Journal of Alternative Agriculture*. 10 (3): 108–113.
- Hilchey, D. 1993. *Agritourism in New York State: Opportunities and Challenges in Farm-Based Recreation and Hospitality*, Farming Alternatives Program.
- Hilchey, D. 1986. New York counties in an emerging global economy: Toward 2000: Thinking globally — a process for acting locally. International Development Education at Cornell University.