2019 Steuben County Crop Symposium
Civil Defense Center
7220 State Route 54
Bath, NY 14810
Saturday, March 9, 2019
9:00 – 1:30

9:00 – Registration

9:30-10:30 – Regulatory Updates Related to the Federal Worker Protection Standard
Christopher Wainwright, DEC Pesticide Control Specialist

Updates regarding the WPS created to protect employees in agribusiness fields, including farms, forests, nurseries, and greenhouses from work related exposure to agricultural pesticides.

10:30-11:30 – Alfalfa Grass Mixtures and Management in New York State
Jerry Cherney, Cornell Soil and Crop Sciences, School of Integrated Plant Science

The vast majority of alfalfa acreage in NY is sown with a perennial grass. Until recently, there has been very little research on grass species selection or management of mixtures. We do not know what the optimum percentage of grass should be in mixtures, and it is unclear how consistent grass percentage is across species, varieties, and environments. We also are not sure how well the new reduced lignin alfalfa varieties fit with alfalfa-grass mixtures, particularly the Round-Up Ready varieties. Round-Up Ready varieties may result in less herbicide cost to the farmer. The 2018 alfalfa-grass research trials will be discussed, along with current alfalfa-grass management recommendations.

11:30-12:30 – Overview of 2018 Corn and Soybean Seasons
Henry Kelsey, WNY Crop Management Association

Overview of the 2018 season with an update on the most common corn and soybean insect and disease pests. Pest identification, biology, and best management practices will be discussed.

12:30-1:30 – Lunch

DEC Pesticide Recertification Credits Pending

To register call 607-664-2300 by March 1. Cost is $15.00/person with lunch provided. If you want to purchase a Cornell Field Crop Guide, please let us know when you register.
NYSERDA PON 3739 –
Demonstration of New Business Models for Anaerobic Digester to Electricity

NYSERDA is making approximately $7.75 million in funding available for demonstration of new ADG business model(s) that includes constructing multiple on-farm anaerobic digesters.

Funding is targeted to support one or more portfolios of projects that demonstrate replicable business models and strategies. Project portfolio(s) will be selected based on their promise to lead to a self-sustaining anaerobic digestion technology marketplace that can continue in the absence of additional NYSERDA funding.

The PON is directed to anaerobic digester project developers as multiple on-farm projects constructed under one contract is part of assembling a portfolio. Project Developers need to submit a proposal by March 7, 2019 that includes the farms, and plans for efficient design, construction and continued operation (including off-farm financing) by the developer. It is possible that some developers will not require any capital from farmers, depending on the specifics of their business models.

If farmers would like to be included on a list supplied to interested project developers, please send email indicating so that includes contact person, farm name, cow numbers, address, and phone number to Curt Gooch at cag26@cornell.edu.

Dealing with Frostbite on Newborn Lambs and Kids

Tatiana Stanton, Cornell Univ. Small Ruminant Extension Specialist

Does or ewes with cropped ears due to frostbite damage at birth are not an uncommon sight on Northeast goat and sheep farms. Although the condition is not life threatening it leads to interesting explanations in the show ring as to why your Alpine looks like a LaMancha. However in severe winters, frost bite can be far more serious affecting even the feet and tails on newborns as well as the teats on milkers.

Under normal conditions, blood carries oxygen throughout an animal's body to keep all the tissue healthy. However, if the animal's body temperature suddenly starts to drop, its blood vessels constrict to keep the animal alive by diverting blood (and oxygen) away from its extremities and to its vital organs. The lack of blood and oxygen begins to damage the tissue cells in the deprived extremities and ice crystals form. Blood clots may also form further reducing circulation to the damaged tissue. If the condition persists long enough, dry gangrene can occur, leading to the tissue damage and amputations that we associate with frost bite.

Extreme body heat loss (hypothermia) is hastened by wind chill and wet animals while excess body fat can help slow heat loss. Thus newborn kids and lambs are particularly vulnerable to hypothermia. Vigorously rubbing and applying direct heat to the body of a chilled lamb or kid can help save its life. However, the same treatment is not advisable for frost bite damage to its extremities. Instead the recommendation is to rapidly thaw the extremities in warm water at about 101 to <105˚ F. This is a little warmer than the inside of your wrist, or about the temperature you warm a bottle of colostrum to when feeding an orphaned newborn. It is then very important to dry the affected extremities before they can freeze again. However, you need to avoid rubbing them or applying direct heat >105˚ F as this may damage the tissue more. Air drying the extremities is easy if you have rushed the newborn to a warm house prior to thawing it out. However in a frigid barn, it is more challenging. Wrapping the extremities in a warm towel (straight out of the dryer) or using a well-padded heating pad are two options. Otherwise, if your only choices are a hair dryer or heat lamp, keep the blowing temperature low, the heat lamp well anchored and keep them a good distance from the affected tissue. Keep in mind that frost bitten areas are very susceptible to sun burn or heat lamp burn. Basically you want to warm the air rather than the tissue itself. Do not bandage the
area as this can interfere with circulation. Ears, especially long ears, are most commonly affected. However, in severe subzero temperatures, newborns in a drafty barn can suffer frostbite to tails and legs. If you suspect that frost bite may be more extensive than just an ear or two, be sure to thoroughly thaw and dry legs using the above procedure. Keep in mind that hind legs are more susceptible than front legs as most newborn kids and lambs keep their front legs warm by naturally tucking them under their bodies shortly after birth.

Frost bitten areas are very vulnerable to re-freezing. Therefore if frostbite damage to the legs is suspected, try to house the newborn at temperatures above freezing for the next few days avoiding any rigorous exercise. Recommendations include continuing to warm the affected area in 101 to <105˚ F water twice daily for the next 2 to 3 days. Lanolin, zinc oxide ointment or aloe vera may be gently applied. After a few days, the hair on affected areas may start to shed. The tips of ears may shrivel or swell and eventually all or part of the ear may slough off. If the legs are affected they will swell after a few days and hair and tissue will begin to fall off. When potential leg damage is suspected, talk to your veterinarian to see if he/she wants to prescribe fluids to deal with dehydration to the limbs and/or medicines such as Flunixin meglumine (Banamine©), etc. to manage pain, block the release of inflammatory mediators, or help increase blood circulation. If tissue does start to slough, ask your veterinarian if spraying a liquid bandage onto the affected areas will help protect the sensitive skin and whether antibiotics to prevent secondary infections are indicated. Immediate amputation of the limb is not advised as the hope is that there is only severe tissue damage and no actual gangrene, and the fear is that the gangrene if present may extend farther up the leg than initially anticipated. It can take up to 3 to 6 weeks for a distinct line of demarcation between viable and necrotic tissue to appear. There appears to be very little pain when the distal limb eventually falls off. If the break is below the cannon bone, the animal may develop calluses and get around fairly well on its naked “foot”. Depending on where the break is and your farm situation, you and your veterinarian will need to decide whether to euthanize the animal, grow it out to slaughter weight, or keep it as a pet.

Dr. Pamela Karner VMD from Starland Veterinary Services emphasizes that “by the time frost bite has been identified in an animal, it is too late to do much. Prevention is the key, wet and cold combined are deadly.” When kidding or lambing in winter, make sure your barns are suitable for likely weather conditions. If subzero temperatures and wind chill are predicted, increase the frequency of your birthing checks to ensure that newborns are dried off rapidly after birth, especially on extremities. Increase the depth of your bedding and make sure it stays dry to help keep extremities warm on both mature and young animals. A few cropped ears are inevitable when sheep and goat farming in the Northeast but let’s try to keep frostbite from causing more serious damage.

Thank you to Mariah Gentry, Class of 2016, Cornell University College of Veterinary Medicine, Ambulatory and Production Medicine for her excellent information about frostbite. Thank you to Dr. Mary Smith, DVM, Professor of Ambulatory and Production Medicine, College of Veterinary Medicine, Cornell University, Ithaca, New York for her photos and additional insights.

Springwater Agricultural Products
8663 Strutt Street, Springwater NY
585-315-1094 or 607-759-0405

Crop Production Materials, Foliar Nutrition & Adjuvant Sales
SeedWay, NK&WL, Seed Sales:
Corn, Soybeans, Small Grains, Forage & Pasture Grasses
Sun up until Sun down!  Dave & Penny
Farm tested with farm-friendly prices.
Variety Evaluation
March 15, 2019 | 8:30 AM to 12:30 PM
Cornell AgriTech at the New York State
Agricultural Experiment Station
Food Research Lab Conference Room
665 W. North St.
Geneva, NY 14456

Agenda
Welcome – Julie Kikkert, CCE Cornell
Vegetable Program

Overview of the 2018 growing season and
market update – Jerry Jones, NY Bean,
Caledonia, NY and Matt Stawowy, Steele & Co.,
Sterling, MI

Determine the magnitude and distribution of
Western Bean Cutworm, and the risk to dry
beans, in the major production area in New
York - Marion Zuefle, NYS IPM Program

Towards a durable management strategy for
white mold in dry beans in NY Part II – Sarah
Pethybridge, Cornell

Breeding, evaluation and development of
dry bean varieties that are highly adapted to
NYS growing environments and markets –
Phillip Griffiths, Cornell

Comparison of new and standard dry
bean varieties at NYSAES Research
Farm – Jim Ballerstein, Cornell

Cool school food: encouraging the use of
dry beans in school lunches, and promoting
the health aspects of dry bean consumption
- Amie Hamlin, NY Coalition for Healthy School
Food.

Report on the NYS Dry Bean Endowment for
dry bean research – Jennifer Scaglia and
Shelly Vaccaro, Cornell and the NYS Dry Bean
Industry Advisory Committee Meeting – Jerry
Jones, NY Bean, Chair

Variety Trial Evaluation and Lunch at the
Raw Products Building – Jim Ballerstein,
Cornell.
At 10:30 am, we will walk across the street to
the Raw Products Building to view the trial and
have lunch. The trial features 56 dry bean
cultivars (9 dark red kidney, 11 light red kidney,
3 white kidneys, 10 cranberries, 14 blacks, 4
pintos, 2 navy and 3 small reds) that were
canned by Furmano Foods and will be on
display for taste and visual appearance.
Evaluation forms will be available.

Space is limited and pre-registration is
required by March 12th. Cost is $10 per
person and includes lunch. For more
information and to register on-line by credit card,
Go to Events at: http://cvp.cce.cornell.edu. Or,
call Julie Kikkert at 585-394-3977 x404 to
reserve a spot and pay with cash or check at the
door.

Agricultural Program Committee

Joe Castrechino
Linwood Ford
Drew Heisey
Allison Levine
Gary Mahany
Greg Muller
Bob Nichols
Prattsburgh
Savana
Hornell
Savana
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Bath
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Legislative Representatives:
Hilda Lando
Fred Potter
Corning
Trupsburg

Agricultural Program Staff:
Ariel Kirk, Agriculture Educator
Ainsley Robbins, Farm to School Coordinator
Hans Walter Peterson, Grapes
Brett Chedzoy, Forestry

Cornell Cooperative Extension of Steuben County
Website: www.putknowledgetowork.org

Yearly Membership-$15.00

“Cornell Cooperative Extension of Steuben County provides equal
program and employment opportunities”
Save the Date:
Saturday, March 16, 10am – 2pm at
the Howard Community Center.

Steuben County Farm Bureau is hosting a seminar on the dangers of agricultural fires and the importance of creating a connection between producers and local fire departments. This discussion is to inform fire departments what they may encounter on the farm in an emergency situation (i.e., what type of chemicals and where they are stored) and how best to respond to the situation. Saturday, March 16, 10am – 2pm at the Howard Community Center.

More details and contact information to follow.

Springwater Ag Products
PO Box 356, 8663 Strutt St.
Wayland, NY 14572
(585)-315-1094 / (607)-759-0405
votypka@frontiernet.net

What 2018 Means for 2019
What We’ve Learned

March 20th, 2019 - 9:00am - 3:00pm
American Legion Post 402
102 N Main St. Wayland, NY 14572

PPA - COURSE AGENDA

9:00-9:50: Registration, Display, Refreshments

10:00-11:00: Gary Bergstrom, Professor of Plant Pathology, Cornell University. Gary will talk about this past year’s weather challenges and what it means for 2019. He’ll cover corn, soybeans and wheat specifically. Discussing their diseases and what you can be aware of this next season.

11:00-Noon: Daniel Digiacomandrea, “Danny D”, Northeast Bayer Tech Sales Specialist. Danny will talk about his line of crop protection materials for corn, potatoes, soybeans, wheat and his line of defense for growers in 2019. He will also discuss seed treatments and specialty products.

12:00-1:00: Buffet Style Lunch and Door Prizes

1:00-3:00: Jeffrey Phillips, (Monsanto) Bayer Account Manager, Crop Protection Division, Jeffrey will talk about Round Up Power Max. He will discuss the product, its use rates and the timing of application. He’ll also cover the use of water conditioners and surfactants. Jeff will discuss the 2019 TUG (Technology Use Guide). He’ll explain the legal situations with Monsanto lawsuits and discuss the Monsanto/Bayer merger.

3:00: Meeting adjourned, DEC Certificates
This program is awaiting 4 NYS-DEC points.

Please RSVP by March 11th! This will help with refreshment and lunch arrangements.
Day 1: Tuesday, February 19th
FSMA/PSA Grower Training
8:00am – 5:15pm
This course is designed for fruit and vegetable growers and includes the essential knowledge on the Food Safety Modernization Act (FSMA), Produce Safety Rule, Good Agricultural Practices (GAPs), and Good Manufacturing Practices for Indoor Produce. The course is offered by the University of Massachusetts Extension.

Day 2: Wednesday, February 20th
General Sessions
Morning Sessions
8:00am – 9:15am: Today’s Cornell Cooperative Extension
Dr. Chris Watkins, Cornell University
9:20am – 10:30am: The Latest Research on Garlic Immunity
Joseph Schwartz, CEE ENYCHP
10:40am – 11:50am: Protecting and Preventing Pollinator Habitat
Dr. Emily May, Xerces Society

Day 2: Wednesday, February 20th
Tree Fruit
Morning Sessions
11:00am – 12:15pm: Updates on Management of Bitter Pit and Other Storage Disorders of Highbush and Gala
Dr. Chris Watkins, Cornell University
11:30am – 12:45pm: Orchard Pruning
Dr. Chris Watkins, Cornell University

Day 3: Thursday, February 21st
Fertility
Morning Sessions
8:00am – 9:15am: Managing Co, Mg, K and N Interactions
Dr. Joseph Hageman, Rutgers University
9:20am – 10:30am: Foliar Feeding: What Works?
Dr. Steve Nemeth, Cornell University
10:40am – 11:50am: Optimal Growth Promoting Abioticos (PGIs): Using Biology to Help Unlock Fruit Fertility
Dr. Fabio Pappalardo, Cornell University
11:00am – 12:15pm: Using Nitrates for Effective Product Placement
Dr. Madhur Jopke, Empire Irrigation

Day 3: Thursday, February 21st
CSA Marketing
Morning Sessions
9:00am – 10:00am: CSAs, forging a connection with local consumers
Ms. Carla Cullinan, United States Department of Agriculture
10:15am – 11:30am: Table grapes – a look at the future
Dr. Tim Wink, University of Kentucky

Day 3: Thursday, February 21st
Irrigation
Afternoon Sessions
1:00pm – 2:00pm: Protecting and Preventing Pollinator Habitat
Dr. Emily May, Xerces Society
2:30pm – 3:45pm: Managing Bacterial Diseases in Tomatoes
Dr. Chris Watkins, Cornell University

Day 3: Thursday, February 21st
Grapes
Afternoon Sessions
1:00pm – 2:00pm: CSAs, foraging a connection with local consumers
Ms. Carla Cullinan, United States Department of Agriculture
2:30pm – 3:45pm: Managing Bacterial Diseases in Tomatoes
Dr. Chris Watkins, Cornell University

Day 4: Tuesday, February 19th
Small Fruit
Morning Session
8:00am – 9:15am: Managing and Marketing Fruit Wins on Your Farm
Dr. Jared Trefethen, University of New Hampshire
9:20am – 10:30am: Marketing & Distribution
Dr. Jared Trefethen, University of New Hampshire
10:40am – 11:50am: Developing New Products and Services
Dr. Jared Trefethen, University of New Hampshire

Day 4: Tuesday, February 19th
Business Management
Morning Session
8:00am – 9:15am: Transitioning from Individual Performer to Supervisor: An Introduction
Richard Stup, CCE
11:00am – 12:15pm: Developing SOPs in Fruit and Vegetable Production: Best Practices
Richard Stup, CCE and Elizabeth Haggins, CEE ENYCHP
Are you looking to diversify sales beyond the farmers market, CSA and farm stand? Food hubs, grocery stores, schools and cooperatives are looking for your products to meet growing consumer demand for locally produced food. Yet, doing successful business with wholesale buyers requires planning and preparation.

Ensure your success by joining us for 'Baskets to Pallets', a comprehensive two-day introduction to selling wholesale.

March 14th and March 15th
10:00am - 4:00pm
Irondequoit Conference Center, Rochester NY*

Something for everyone...The 'Baskets to Pallets' course is designed for farmers of all enterprises and will cover building relationships with buyers, customer management and record keeping, pricing, grading and packaging, uniformity and consistency, and food safety, among many other topics! This fun course includes plenty of hands-on activities and opportunities for peer learning and small group discussion.

New! Choose the most useful sessions...Day 2 offers all-day break-out sessions so you can choose which topics are most suitable for your business needs.
**Cost:** $35.00 per person for the entire Training. Includes breakfast refreshments and a delicious locally sourced lunch each day.

**NYS Military Veterans** are eligible for up to $200 reimbursement for this event to cover registration & travel expenses. Contact Dean Koyanagi at (607) 255-9911 for details.

**Video (left):** Watch farmer Phil Munson describe advantages of selling to Headwater Food Hub.

*Space is limited to 40 participants and early registration is encouraged.*

*Not in Western New York? The Baskets to Pallets Training will be offered in the Hudson Valley region in November, 2019.*

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**Baskets to Pallets Training Sponsors**
The 'Baskets to Pallets' course is hosted by the Cornell Small Farms Program and Northeast Sustainable Agriculture Research and Education (SARE). Thanks to Cornell Cooperative Extension of Monroe, Wyoming and Wayne Counties for supporting this event.

**For more information:** Contact Violet Stone at 607-255-9227 or vws7@cornell.edu. A complete description is posted at smallfarms.cornell.edu/projects/wholesale

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**Stay Connected**

smallfarmsprogram@cornell.edu | http://www.smallfarms.cornell.edu
Designing a Safe and Sanitizable Packing Line

Join Robert Hadad (Cornell Vegetable Program) to learn about how to design a packing line that fits your budget and maximizes efficiency and food safety.

The workshop will cover:

- What you need to take into account when designing your line.
- Modify an existing system to increase food safety and efficiency.
- Robert will also discuss how packing line and packing house design fits in with the new Food Safety Modernization Act requirements

For more information or to register, please call 315-536-5123 or visit us online at https://reg.cce.cornell.edu/packinglineworkshop_257

Pre-registration by March 1st is REQUIRED, as space is limited!

Date: March 6th, 2019  
Time: 9:00 am– 12:00 pm  
Location: Hunt County Vineyards, 4021 Italy Hill rd., Branchport NY  
Cost: $5 per person, $10 per farm
Economics of Producing Industrial Hemp in New York State: Projected Costs and Returns, 2019 Budgets
John J. Hanchar
Cornell University/CALS/CCE/NWNY Dairy, Livestock, & Field Crops Program
<jjh6@cornell.edu>

Farm business owners can use 2019 budgets to make decisions regarding industrial hemp’s place in their cropping systems.

Acknowledgements
Work to date has benefited from
- the contributions of: Jodi Putnam, Field Crops Specialist, Cornell University/CALS/CCE/NWNY Dairy, Livestock, & Field Crops Program; others from the Cornell University Industrial Hemp Research and Extension Group; and unnamed farm business owners
- funding from NYS Department of Agriculture and Markets, NYS Empire State Development Corporation, and others

Summary from 2019 Budgets (See Table 3)
- Variable costs of production estimates for 2019 are $390, $321, and $296 per acre for industrial hemp for fiber only, seed (grain) only, and dual purpose fiber and seed (grain), respectively.
- Total costs of production estimates for 2019 are $546, $486, and $491 per acre for industrial hemp for fiber only, seed (grain) only, and dual purpose fiber and seed (grain), respectively.
- Returns above total costs estimates for 2019 are $248, $624, and $867 per acre for industrial hemp for fiber only, seed (grain) only, and dual purpose fiber and seed (grain), respectively.

Background
Farm business owners from across New York State (NYS), including owners in the NWNY region, frequently express interest in alternative, new crops for their potential to enhance the economic viability of their farm businesses. Growers want to know -- Do they make sense, do they have a place in the cropping system given objectives of the farm business? Recent examples include double cropping winter cereals for forage following corn silage, grain sorghum, and malt barley.

Due to legislation at the state level and funding decisions by NYS’s executive branch, the state’s agricultural sector can add industrial hemp to the list. For more background information on industrial hemp, see Thayer, Cheryl, and others. 2017. Industrial Hemp: from Seed to Market. Ithaca, NY: Cornell University, Harvest NY. <https://sips.cals.cornell.edu/extension-outreach/industrial-hemp>. “Hemp is commonly used to refer to Cannabis strains cultivated for industrial (non-drug) use. Industrial hemp has many uses and is used in various products including agricultural products, textiles, recycling, automotive parts, furniture, food and beverages, paper, construction materials, and personal care items.” (Thayer and others, 2017).
To help determine industrial hemp’s place in farm business owners’ cropping systems, farm business owners seek to answer four questions regarding the economics of growing industrial hemp in New York.

- What are expected costs of production?
- What is the expected value of production?
- What is the value of expected profit?
- How sensitive are results to variability in key factors?

Producers looking to evaluate industrial hemp’s possible fit in cropping systems will achieve better results from decision making efforts when they apply a better understanding of expected economic effects and variability.

Examining the Economics of Growing Industrial Hemp in New York

Enterprise budgets comprise projected or expected
- value of production, revenue
- costs of production (variable and fixed inputs)
- returns, for example, return above variable costs, and return above total costs


Industrial Hemp Production Budgets, New York, 2019

Estimates of individual variable, and fixed costs differ by system, while total costs of producing industrial hemp are $546, $486, and $491 per acre for industrial hemp for fiber only, seed (grain) only, and dual purpose fiber and seed (grain), respectively (Table 3). Seeds & Plants costs vary due to differences in seeding rates by scenario with the dual purpose fiber and seed (grain) scenario having the lowest seeding rate (about 20 lbs. per acre) followed by seed (grain) production only (40 lbs. per acre) followed by fiber only (80 lbs. per acre). Costs for Sprays & Other Crop Inputs are highest for the scenarios with seed production due in part to the costs associated with cleaning and drying the grain. Labor and machinery costs (variable and fixed) vary among scenarios due to differences in harvesting tasks, including equipment required. Returns above total costs projections for 2019 are $248, $624, and $867 per acre for industrial hemp for fiber only, seed (grain) only, and dual purpose fiber and seed (grain), respectively.

References

Table 1. Selected characteristics by industrial hemp scenario, New York, 2019 Budgets.

<table>
<thead>
<tr>
<th>Scenario</th>
<th>Selected Characteristics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hemp fiber only</td>
<td>Chisel plow, disk, drill, cut, rake 2 to 3 times 4 to 5 weeks after cutting (in field retting process), bale, transport to storage</td>
</tr>
<tr>
<td>Dual system fiber plus seed</td>
<td>Chisel plow, disk, drill, combine with draper head, transport seed to on farm storage for cleaning etc., fiber harvest items from above</td>
</tr>
<tr>
<td>Hemp seed production only</td>
<td>Chisel plow, disk, drill, combine etc. as above for seed, bush hog fiber residue</td>
</tr>
</tbody>
</table>

Sources: Robbins, Lynn and others, 2013; Jodi Putnam, Field Crops Specialist, Cornell University NWNY and others from Cornell University’s Industrial Hemp Research and Extension Group.
Table 2. Selected machinery complement characteristics by industrial hemp scenario, New York, 2019 Budgets.

<table>
<thead>
<tr>
<th>Scenario</th>
<th>Item</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hemp fiber only</td>
<td>Chisel plow</td>
<td>23 ft</td>
</tr>
<tr>
<td></td>
<td>Disk</td>
<td>21 ft</td>
</tr>
<tr>
<td></td>
<td>Planter</td>
<td>20 ft conventional grain drill</td>
</tr>
<tr>
<td></td>
<td>Sickle bar mower</td>
<td>9 ft</td>
</tr>
<tr>
<td></td>
<td>Rake</td>
<td>22 ft</td>
</tr>
<tr>
<td></td>
<td>Round baler</td>
<td>4x5, 20 ft</td>
</tr>
<tr>
<td></td>
<td>Round bale transport</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tractors, power units</td>
<td>40 to 200 hp</td>
</tr>
<tr>
<td>Dual system fiber plus seed</td>
<td>Chisel plow</td>
<td>23 ft</td>
</tr>
<tr>
<td></td>
<td>Disk</td>
<td>21 ft</td>
</tr>
<tr>
<td></td>
<td>Planter</td>
<td>20 ft conventional grain drill</td>
</tr>
<tr>
<td></td>
<td>Combine with draper head</td>
<td>23 ft</td>
</tr>
<tr>
<td></td>
<td>Transport, clean, dry grain</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sickle bar mower</td>
<td>9 ft</td>
</tr>
<tr>
<td></td>
<td>Rake</td>
<td>22 ft</td>
</tr>
<tr>
<td></td>
<td>Round baler</td>
<td>4X5, 20 ft</td>
</tr>
<tr>
<td></td>
<td>Round bale transport</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tractors, power units</td>
<td>40 to 275 hp</td>
</tr>
<tr>
<td>Hemp seed production only</td>
<td>Chisel plow</td>
<td>23 ft</td>
</tr>
<tr>
<td></td>
<td>Disk</td>
<td>21 ft</td>
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<tr>
<td></td>
<td>Planter</td>
<td>20 ft conventional grain drill</td>
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<tr>
<td></td>
<td>Combine with draper head</td>
<td>23 ft</td>
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<tr>
<td></td>
<td>Transport, clean, dry grain</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tractors, power units</td>
<td>130 to 275 hp</td>
</tr>
</tbody>
</table>

Sources: Sources, Table 1; Lazarus, 2018.
Table 3. Value of production, variable, fixed and total costs, and returns, dollars per acre, by industrial hemp production scenario, conventional tillage system, New York, 2019 budgets.

<table>
<thead>
<tr>
<th>Budget Items</th>
<th>Hemp Fiber Production &amp; Harvest</th>
<th>Hemp Seed (Grain) Production &amp; Harvest</th>
<th>Hemp Fiber &amp; Seed (Grain) Production &amp; Harvest</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Value of Production</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiber</td>
<td>794.00</td>
<td>248.00</td>
<td>248.00</td>
</tr>
<tr>
<td>Seed (Grain)</td>
<td>1,110.00</td>
<td>1,110.00</td>
<td>1,110.00</td>
</tr>
<tr>
<td><strong>Total Value</strong></td>
<td>794.00</td>
<td>1,110.00</td>
<td>1,358.00</td>
</tr>
<tr>
<td><strong>Costs of Production</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Variable Inputs</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fertilizers &amp; Lime</td>
<td>81.60</td>
<td>81.60</td>
<td>81.60</td>
</tr>
<tr>
<td>Seeds &amp; Plants</td>
<td>209.43</td>
<td>104.72</td>
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<td>Sprays &amp; Other Crop Inputs</td>
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<tr>
<td>Labor</td>
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<td>15.23</td>
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<tr>
<td><strong>Repair &amp; Maintenance</strong></td>
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<tr>
<td>Tractors</td>
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<td>18.73</td>
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<tr>
<td>Equipment</td>
<td>13.63</td>
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<td>23.35</td>
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<td>Fuel &amp; Lube</td>
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<td><strong>Variable Costs Total</strong></td>
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<tr>
<td><strong>Fixed Inputs</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tractors</td>
<td>23.16</td>
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<td>52.84</td>
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<tr>
<td>Equipment</td>
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<tr>
<td>Land Charge</td>
<td>101.88</td>
<td>101.88</td>
<td>101.88</td>
</tr>
<tr>
<td>Value of Operator &amp; Family Management</td>
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<tr>
<td><strong>Fixed Costs Total</strong></td>
<td>155.71</td>
<td>164.46</td>
<td>195.59</td>
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<tr>
<td><strong>Total Costs</strong></td>
<td>545.74</td>
<td>485.58</td>
<td>491.31</td>
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<tr>
<td><strong>Returns</strong></td>
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<td></td>
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</tr>
<tr>
<td>Returns above Variable Costs</td>
<td>403.96</td>
<td>788.88</td>
<td>1,062.28</td>
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<tr>
<td>Returns above Total Costs</td>
<td>248.26</td>
<td>624.42</td>
<td>866.69</td>
</tr>
</tbody>
</table>
Notes:

- Reported totals may not equal the sum of individual items due to rounding.
- Expected value of hemp fiber production: $0.10 per pound; expected value of hemp seed (grain) production: $1.10 per pound
- Expected yield, hemp fiber production, fiber production and harvest only scenario: 3.97 tons per acre; expected yield, hemp fiber production, dual purpose fiber and seed (grain) production and harvest scenario: 1.24 tons per acre; expected yield, hemp seed (grain) production: 1,000 pounds per acre
- Revenues, costs and returns reflect expected 2019 price levels.
- Fertilizers & Lime costs reflect Cornell University agronomists’ recommendations regarding N and Purdue University regarding phosphorus and potash.
- Seeds & Plants costs vary by scenario with respect to seeding rates, but are constant with respect to seed price per pound.
- Sprays & Other Crop Inputs include crop professional fees, machinery hire rent & lease, and others. Estimates reflect no spray inputs, since no pesticides are registered for use on industrial hemp in the United States.
- Labor costs reflect labor from hired and, or family and, or owner/operator sources.
- Machinery related variable and fixed costs per Lazarus. 2018. <z.umn.edu/machdata>
- This analysis excludes a charge for management inputs.
- Questions? Comments? Contact John Hanchar <jjh6@cornell.edu>

### Rollover Protection Structure Rebate Program

The National ROPS Rebate Program (NRRP) is a voluntary program that provides rebates for the cost of purchasing and installing a ROPS (Rollover Protection Structure; rollbar) kit. In New York, the rebate offers 70% with a $500 out-of-pocket cap for the farmer. This program received $250,000 in the New York State budget this year, and is administered by the New York Center for Agricultural Medicine and Health (NYCAMH). According to a recent study, ROPS rebate programs are a cost-effective way to significantly reduce the risk of farmer fatalities. According to the National Tractor Safety Coalition, 96 deaths per year are caused by side and rear overturns, and 80% of deaths caused by rollovers happen to experienced farmers. Not all rollovers are fatal, but 1 in 7 farmers involved in tractor overturns are permanently disabled. Lastly, 7 out of 10 farms will go out of business within five years of a tractor overturn fatality. The good news is that ROPS are 99% effective in preventing injury or death when used with a seatbelt and 70% effective when used without a seatbelt. The ROPS Rebate Program is targeting the roughly half of U.S. tractors that do not have rollover protection. Most tractors manufactured before 1975 are not equipped with ROPS, yet many of these tractors are still in use. The program allows for a low out-of-pocket cost, averaging about $391 per tractor.

In order to maximize the safety of the program, the following rules apply:

- ROPS kits must be certified to the appropriate national standards.
- Only ROPS kits intended for your specific tractor are allowed.
- Used, certified ROPS kits are only allowed if none are commercially available.
- Only one tractor, per farm, per year, depending on the funding amounts available.
- Rebates are available on first-come, first-served basis. Individuals who do not follow the guidelines may not be eligible.

To receive a rebate, you must:
1) be a resident of or own farmland in New York, and
2) use a retrofitted tractor for agricultural purposes.

For more information, or to enroll, please visit: https://www.ropsr4u.com/apply.php, call 1-877-767-7748, or visit [http://www.nycamh.org/](http://www.nycamh.org/).
This informational meeting is for all farm owners, family members, and employees who manage their farm’s manure. All farms, regardless of size are encouraged to attend. This is a DEC approved Manure Applicator Training that is required for CAFO farms. A certificate will be provided to each farm that participates in the meeting.

Karl Czymmek, Senior Extension Associate with Cornell PRO-DAIRY will present this manure applicator training program. Topics to be discussed will include:

- Water quality concerns
- Managing under various manure spreading conditions (winter, wet and High risk conditions)
- Manure storage, transfer, hauling and spills
- Managing under Karst conditions (sinkholes, springs, underground rapidly moving drainage systems)
- Manure application record keeping
- 6 Rules for CAFO farms.

To accurately plan for meeting handouts and refreshments, please RSVP with names of individuals planning to attend by contacting Lisa Aures, Ag Admin. Assist. at 585-786-2251 (lma96@cornell.edu) or CCE Steuben County Main Office 607-664-2300 by Friday, February 22, 2019. This educational program is being organized by Cor-nell Cooperative Extension – Harvest NY and Cornell Cooperative Extension of Steuben County in cooperation with WNY Crop Management and Cornell PRO-DAIRY.
Farmers’ Market Community Meetings
for the Bath, Hornell, & Corning Area Markets

Hosted by Cornell Cooperative Extension of Steuben County
with support from the Farmers’ Market Nutrition Program (FMNP) Outreach Team

BATH/HORNELL

Meeting #1: Tuesday, March 19th, 4 - 7pm at the New County Building
Conference Rooms, Second Floor, 20 E. Morris St., Bath

Meeting #2: Tuesday, March 26th, 4 - 7pm (same location)

Please RSVP…
To: 607-664-2300 or adk39@cornell.edu
RSVP by: Friday, March 15th
Feel free to extend this invitation to others.

At these meetings we will…
• Briefly review programs and services that support farmers’ markets, including SNAP, FMNP, and other creative local efforts.
• Get to know the individuals and agencies who work with or at farmers’ markets in the community.
• Identify some opportunities for

Please attend both meetings as they build from each other.

Look forward to seeing you there!

Join us…
…for a Farmers’ Market Community Meeting hosted by Cornell Cooperative Extension. The goal of this meeting is to create and/or strengthen relationships among individuals and groups that support farmers’ markets. Growers, community organizations, market managers, and enthusiastic community members are encouraged to attend!

CORNING

Meeting #1 Tuesday, February 26 4-7pm @ Gaffer District Conference Room, 114 Pine Street, Corning

Meeting #2 Tuesday, March 12 4-7pm Location TBD!

Please RSVP…
To: 607-664-2300 or steuben@cornell.edu
RSVP by: Friday, February 22
Feel free to extend this invitation to others.

Meeting #1 – 114 Pine Street, Corning (Gaffer District)
Meeting #2 – Location TBD
DAIRY MARKET WATCH

Cheese: Cheese markets are flummoxed. The onset of 2019 has been tumultuous for barrel markets. Barrel prices last truckled to current midweek price points, at or around $1.16, on July 23, 2009. Cheese demand is steady to lower nationwide. Northeastern customer bases experiencing and/or expecting severe winter weather are downsizing orders from Midwestern cheesemakers, particularly pizza cheese producers. Production activity is mixed, as well. Active production on the coastal regions tapers in the middle of the country, where some cheese plant managers suggest they are at their lightest workweek in years.

Dry Products: Low/medium heat nonfat dry milk (NDM) prices are mixed to higher nationally. In the Central/East regions, prices have firmed a bit. In the West, the price range narrowed. NDM markets stumbled, but spot trades are still taking place at or just above the $1 mark. Dry buttermilk demand remains healthy and drying is limited. The dry whole milk price range is mixed, but contacts report a stable tone generally. Dry whey prices are steady to lower nationally.

Fluid Milk: Winter weather, including snow and extremely cold temperatures, has impacted most of the Midwest and Northeast, as well as parts of the Western region. At midweek, no transportation issues were reported but late week below-zero temperatures are expected to linger throughout the weekend. Bottling orders picked up early in the week, so orders could be filled ahead of the inclement weather. Cheesemakers are starting to report more overages on spot milk prices than not. Spot milk prices were reported at $.50 under to $1 over Class III. Cream availability is unchanged in most regions and is readily available for most uses. Midwestern butter makers expect more to be available next week.

Butter: Butter manufacturing remains active across the country as cream supplies are becoming more accessible for churners as well as for Class II processors. Winter weather in the Midwest and Northeast has many bottlers busy standardizing milk, adding more volumes of cream to the already butterfat congested markets. Nationwide, production is mainly focused on bulk with a bit of print being made to meet current requests. Bulk butter pricing varies among the regions.

<table>
<thead>
<tr>
<th>Milk Component Prices</th>
<th>Milk Class Prices</th>
<th>Statistical Uniform Price &amp; PPD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Month</td>
<td>Butterfat</td>
<td>Protein</td>
</tr>
<tr>
<td>Dec 17</td>
<td>$2.50</td>
<td>$2.03</td>
</tr>
<tr>
<td>Jan 18</td>
<td>$2.45</td>
<td>$1.66</td>
</tr>
<tr>
<td>Feb 18</td>
<td>$2.34</td>
<td>$1.62</td>
</tr>
<tr>
<td>Mar 18</td>
<td>$2.42</td>
<td>$1.80</td>
</tr>
<tr>
<td>Apr 18</td>
<td>$2.51</td>
<td>$1.78</td>
</tr>
<tr>
<td>May 18</td>
<td>$2.62</td>
<td>$1.86</td>
</tr>
<tr>
<td>June 18</td>
<td>$2.66</td>
<td>$1.74</td>
</tr>
<tr>
<td>July 18</td>
<td>$2.52</td>
<td>$1.48</td>
</tr>
<tr>
<td>Aug 18</td>
<td>$2.60</td>
<td>$1.62</td>
</tr>
<tr>
<td>Sep 18</td>
<td>$2.54</td>
<td>$2.00</td>
</tr>
<tr>
<td>Oct 18</td>
<td>$2.56</td>
<td>$1.72</td>
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<tr>
<td>Nov 18</td>
<td>$2.53</td>
<td>$1.34</td>
</tr>
<tr>
<td>Dec 18</td>
<td>$2.50</td>
<td>$1.14</td>
</tr>
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</table>

**December Utilization (Northeast):** Class I = 34%; Class II = 21%; Class III = 27%; Class IV = 18%.

**Class I** = fluid milk; **Class II** = soft products, cream, and yogurt; **Class III** = cheese (American, Italian), evaporated and condensed products; **Class IV** = butter and milk powder.

<table>
<thead>
<tr>
<th>Month</th>
<th>Butterfat</th>
<th>Protein</th>
<th>I (Boston)</th>
<th>II</th>
<th>III</th>
<th>IV</th>
<th>Jamestown, NY</th>
<th>Albany, NY</th>
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<tbody>
<tr>
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<td>$2.50</td>
<td>$2.03</td>
<td>$20.13</td>
<td>$14.49</td>
<td>$15.54</td>
<td>$13.51</td>
<td>$15.56</td>
<td>$0.12</td>
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<tr>
<td>Jan 18</td>
<td>$2.45</td>
<td>$1.66</td>
<td>$18.69</td>
<td>$14.11</td>
<td>$14.00</td>
<td>$13.13</td>
<td>$14.55</td>
<td>$0.55</td>
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<tr>
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<td>$2.34</td>
<td>$1.62</td>
<td>$17.50</td>
<td>$13.44</td>
<td>$13.40</td>
<td>$12.87</td>
<td>$13.73</td>
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<td>Mar 18</td>
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<td>$1.80</td>
<td>$16.61</td>
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<td>Apr 18</td>
<td>$2.51</td>
<td>$1.78</td>
<td>$17.35</td>
<td>$14.03</td>
<td>$14.47</td>
<td>$13.48</td>
<td>$14.31</td>
<td>($0.16)</td>
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<td>May 18</td>
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<td>$1.86</td>
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<tr>
<td>July 18</td>
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<td>$14.10</td>
<td>$14.14</td>
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<td>Aug 18</td>
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<td>$1.62</td>
<td>$17.40</td>
<td>$15.07</td>
<td>$14.95</td>
<td>$14.63</td>
<td>$15.06</td>
<td>$0.11</td>
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<tr>
<td>Sep 18</td>
<td>$2.54</td>
<td>$2.00</td>
<td>$18.10</td>
<td>$15.13</td>
<td>$16.09</td>
<td>$14.81</td>
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<td>Oct 18</td>
<td>$2.56</td>
<td>$1.72</td>
<td>$19.58</td>
<td>$15.54</td>
<td>$15.53</td>
<td>$15.01</td>
<td>$16.04</td>
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</tr>
<tr>
<td>Nov 18</td>
<td>$2.53</td>
<td>$1.34</td>
<td>$18.77</td>
<td>$15.63</td>
<td>$14.44</td>
<td>$15.06</td>
<td>$15.47</td>
<td>$1.03</td>
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<tr>
<td>Dec 18</td>
<td>$2.50</td>
<td>$1.14</td>
<td>$18.30</td>
<td>$15.67</td>
<td>$13.78</td>
<td>$15.09</td>
<td>$15.12</td>
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### Friday CME Cash Prices

<table>
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<th>Dates</th>
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<th>Cheese (40# Blocks)</th>
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<td>$2.22</td>
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<td>$2.25</td>
<td>$1.42</td>
</tr>
<tr>
<td>1/11</td>
<td>$2.26</td>
<td>$1.41</td>
</tr>
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<td>1/18</td>
<td>$2.24</td>
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<tr>
<td>1/25</td>
<td>$2.25</td>
<td>$1.39</td>
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</table>

### Milk Class Prices

<table>
<thead>
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<th>Dates</th>
<th>Butter</th>
<th>Cheese (40# Blocks)</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/28</td>
<td>$2.22</td>
<td>$1.37</td>
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<td>1/4</td>
<td>$2.25</td>
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<td>1/11</td>
<td>$2.26</td>
<td>$1.41</td>
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<tr>
<td>1/18</td>
<td>$2.24</td>
<td>$1.40</td>
</tr>
<tr>
<td>1/25</td>
<td>$2.25</td>
<td>$1.39</td>
</tr>
</tbody>
</table>
Weekly Average CME Cash Price - 2015 to Present

Dairy producers faced a very difficult year last year. Milk prices have been depressed for four years with last year being the worse of the four. Milk prices fell sharply the last quarter of the year. In September the Class III price was $16.09 but had fallen to just $13.78 in December. The average for the year was $14.61 compared to $16.16 in 2017. The Class IV price did better with improving nonfat dry milk prices. The Class IV price was $14.14 in July but improved to $15.09 in December. The average for the year was $14.23 compared to $15.16 in 2017. Milk prices will average higher in 2019 depending upon the level of milk production, domestic sales and dairy exports. Most forecasts are not overly optimistic as to how much high with increases no more than $1. The latest milk production report was for November of last year. At that time cow numbers were declining and averaged 3,000 head or 0.03% lower year-to-date. With four years of low milk prices more than the usual number of dairy producers were exiting the industry. Milk per cow was running below the normal trend at just 1.0% higher and averaged 1.0% higher year-to-date. The result was milk production less than 1.0% higher than a year ago for September to November and averaging just 1.0% higher year-to-date. It seems logical with low milk prices that cow numbers continued to decline in December and going into January. Likewise the increase in milk per most likely continued to be no more than 1.0% for December going into January netting less than a 1.0% increase in milk production for December and probably for January.

The 2018 economy was favorable for domestic demand with low unemployment and higher wages. However, beverage milk sales continue to decline. The latest milk sales was for November of last year. Sales January through November were 2.0% lower than the year before. When less milk is drank milk needs to be made into manufactured dairy products like cheese. Both cheese and butter sales were modestly higher last year. Concerns are rising that the economy may slow from last year which could dampen milk and dairy product sales. Dairy exports will be important for higher milk prices in 2019. As long as there is a trade war between the U.S. and Mexico and China dairy exports will be curtailed. As of now this trade war doesn’t appear to be ending soon.

In summary, the increase in milk production not much more than 1%, modest growth in domestic sales and a level of exports to support milk prices I am a little more optimistic about milk prices this year. The Class III price is likely to be in the $14’s first quarter, in the $15’s second and third quarters but then in the $16’s fourth quarter and averaging $1.10 to $1.20 higher than last year. Class IV will start the year in the $15’s and could be in the $16’s the last half of the year and averaging $1.40 to $1.50 higher than last year. Yet these prices are not what dairy producers need to start to recover from four years of low milk prices. But, I am also not ruling out that we could see a better recovery in milk prices by fourth quarter.
COMING EVENTS

PLEASE REFER TO ARTICLES IN THIS ISSUE FOR MORE INFORMATION ON THE FOLLOWING PROGRAMS


February 26, 2019-Manure Applicator Training-2 SITES-9am-11am-Wyoming County Ag Business Center, Warsaw, NY and 1pm-3pm-Civil Defense Center, Bath, NY.

February 26, 2019-Farmers’ Market Community Meeting-4pm-7pm-Gaffer District Conference Room, Corning, NY.

March 6, 2019-Designing a Safe and Sanitizable Packing Line-9am-12pm-Hunt Country Vineyards, Branchport, NY.

March 9, 2019-2019 Steuben County Crop Symposium-9 am-1:30pm-Civil Defense Center, Bath, NY.

March 12, 2019- Farmers’ Market Community Meeting-4PM-7PM-Location TBD.

March 14 & 15, 2019-Cornell Small Farms Program-10am-4pm-Irondequoit Conference Center, Rochester, NY.

March 15, 2019-Variety Evaluation-8:30am-12:30pm-NYS Ag Experiment Station, Geneva, NY.

March 16, 2019-Dangers of Agricultural Fires-10AM-2PM-Howard Community Center, Howard, NY.

March 19, 2019-Farmers’ Market Community Meetings-4pm-7pm-Steuben County Annex Building, 20 E. Morris Street, Second Floor, Bath, NY.

March 20, 2019-Springwater Ag Products Pesticide Meeting-9am-2:30pm-American Legion Post 402, Wayland, NY.

March 26, 2019-Farmers’ Market Community Meetings-4pm-7pm-Steuben County Annex Building, 20 E. Morris Street, Second Floor, Bath, NY.

FOR LEASE/RENT

Seeking conservation minded individual with interests in permaculture to rent 3-4 acre, gentle grade, southern exposure field for agricultural production in Steuben County, NY. Acceptable practices include organic vegetable production, small scale poultry, and organic greenhouse or high tunnel production. Other considerations will be determined by owner. Improved, uncultivated ground will require proper preparation for success. Currently no housing available on the property, but can be discussed with owner in the future. Contact CCE Steuben at 607-664-2574 for further information.

Attention Cattle Farmers: I have pasture/farmland for rent, 40-50 acres, reasonable rate. Located in Steuben County on State Rt. 63. Contact Marian Crawford at 585-728-5303.