CCE Cortland Behind the Scenes

It's been a fairly active month at CCE Cortland, we've had the opportunity to meet and talk with a number of our farmers - which is by far my most favorite part of the job! I (Dana) enjoy learning and hearing about what you do, and more importantly what you need, and am now developing the CCE Cortland Ag Calendar for 2021 in response to so many of these conversations. So thank you to everyone who I’ve had the opportunity to talk with and learn from. If you haven't heard from me please do reach out, I'd love to hear about you and your farm or farm-related business.

Just a few highlights from this past month include

- Hosted the 2nd Virtual Open Farm Days Event in partnership with CCE Tompkins (with a focus on pumpkin production) - watch the video featuring Villnave Family Farm & Teresa's Pumpkin Patch here
- Hosted our 2nd Cortland Ag Coffee Hour with Mary Kate MacKenzie discussing Farmer Grants & Loans (read more below)
  - the November Coffee Hour is being planned so stay tuned! The topic will be 'Leasing Agricultural Land'
- Started a CCE Cortland - Ag YouTube Channel (check it out here)
- Developing a webpage on the CCE Cortland website listing farmer grant opportunities (read more below)
- Working with a statewide team to develop an up-to-date list of slaughter and processing facilities in NYS
- Collected a variety of articles and farmer-funding opportunities listed at the bottom of this email
- ...and much more in the works that we will share as time goes by!

Sign-up for our Ag Alert texting system. Emails are often overlooked, and when important information comes around (such as the new labor law or the livestock law that was discussed in the recent past) people need a way to learn about these pertinent items quickly and efficiently. A text alert system has been developed to meet that goal, but you must sign-up to receive them. To sign up please fill out this questionnaire (you do not need to fill out everything if you don't want to, but to get the text alerts we at least need your cellphone number and service provider).

Other Cortland County Ag-related organization news

CCE Cortland is not the only organization in Cortland County that serves the farm community and we want to do our best to keep you up to date on some of the other institutions in our community working for you!

Don't forget to check out the Cortland County Soil and Water Conservation
District website [www.cortlandswcd.org](http://www.cortlandswcd.org) and follow them on Facebook for program updates. Their annual Conservation Field Days has gone virtual this year and you can check it out [here](http://www.cortlandswcd.org).

If you haven't already heard, **Seven Valleys Health Coalition** was awarded a USDA grant to address Local Food Promotion in Cortland County. In talking with many farmers over the past few months I know how much the community needs this attention. We are all really excited to see this project move forward and thankful for their work in addressing this topic! Learn more about Seven Valleys Health Coalition [here](http://www.cortlandswcd.org).

**Cortland County Farm Bureau** had its annual meeting on October 8th where policy topics relevant to the Cortland County Community were 'moved forward' to be introduced at the State meeting. The issues identified were voted on by the members present at the annual Farm Bureau meeting. Learn more about Cortland County Farm Bureau [here](http://www.cortlandswcd.org).

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A quick note - we recognize that you may not want to receive these emails. To opt-out, simply click the unsubscribe button at the bottom of this email newsletter.

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**October Cortland Ag Coffee Hour Recap**

- farmer grants & loans with guest speaker Mary Kate MacKenzie -

Starting back in September we hosted our first Cortland Ag Coffee Hour. Back then, the weather was warm enough, and COVID-19 quiet enough that we were able to meet in person and sit outside. This month it was a little different, we originally planned on an in-person coffee hour at the Albright Grange in East Homer, but as the COVID-19 numbers started to rise here in Cortland we decided that we simply didn't feel comfortable with gathering people together in an enclosed space... so to Zoom we went.

Even still, we had a great discussion on the topic of farmer grants and loans with Mary Kate MacKenzie (formerly Wheeler), Farm Business Management Specialist with the SCNY Dairy & Field Crops Team. She started us off with a brief presentation on the pros & cons of grants versus loans which was followed by a discussion on how and where to find and access grant and loan opportunities. You can find the recording of these presentations on our [CCE Cortland Ag YouTube page](http://www.cortlandswcd.org) or below:

- [Farmer Grants and Loans Presentation Part 1](http://www.cortlandswcd.org)
- [Farmer Grants and Loans presentation Part 2](http://www.cortlandswcd.org)

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**Grants vs Loans**

**Mary Kate MacKenzie (formerly Wheeler)**
Farm Business Management Specialist
mkw87@cornell.edu
In the presentation, Mary Kate pointed out a great resource for identifying farmer grants and loans that was developed by Tioga County. While there are a couple of grants mentioned in this document that are Tioga county-specific we do encourage folks to reach out to the parallel organization in their home county to find out if there is a similar opportunity available.

In the meantime, Dana is working on developing a list of farmer grants that will be located in the Agriculture section of the CCE Cortland website (she will be working to build out this list over the next few months so check back regularly). In addition, she will include articles about specific grant opportunities such as the NE SARE Farmer Grant Program which is accepting applications now until November 17th.

- Find the Tioga County resource here.
- Read the NE SARE Farmer Grant Program article here (or start reading below)

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**Items of Interest and Other News**

**NE SARE Farmer Grant Opportunity: what you need to know**

(an excerpt from CCE Cortland’s Website)

- written by Dana Havas Ag Team Leader CCE Cortland -

As a farmer you’re an innovator, an experimentalist, an improviser; in other words, you are a scientist. Testing new crops, or production and/or management practices are a regular (and required) occurrence that involves labor and money. Labor and money are resources that we all know are limited even before thinking about experimenting with some new system or concept. In comes the **NE SARE Farmer Grant** – where farmers can receive up to $15,000, during a 2-year period, to help you test this new system or concept. Of course, there is no such thing as ‘free money’ and if you’re interested in pursuing the grant there are a handful of factors you may want to consider...

keep reading at [http://cortland.cce.cornell.edu/agriculture/agricultural-grants/ne-sare-farmer-grant](http://cortland.cce.cornell.edu/agriculture/agricultural-grants/ne-sare-farmer-grant)

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**CFAP 2 Is Accepting Applications until December 11th**

(reposted from farmers.gov/cfap)

Are you a farmer or rancher whose operation has been directly impacted by the coronavirus pandemic? USDA is implementing Coronavirus Food Assistance Program 2 for agricultural producers who continue to face market disruptions and associated costs because of COVID-19... CFAP 2 provides producers with financial assistance that gives them the ability to absorb some of the increased marketing costs associated with the COVID-19 pandemic.

Learn more here: [https://www.farmers.gov/cfap](https://www.farmers.gov/cfap)

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**Questions Answered About New York Sick Leave Requirements**

(reposted from NWNY Dairy, Livestock, and Field Crops blog)

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**Building Resilience During COVID-19 Requires Diligence**

(reposted from Cornell Small Farms)
New York State employment law changed in 2020 to require sick leave for most private sector employees, including farm employees. The state released guidance about the program yesterday through a website and detailed FAQ document. A September 29, 2020 post in the Ag Workforce Journal described the basics of the new requirements based on the language in the new law. At that time there were several questions pertinent to farm employers that remained unanswered. We now have answers, at least in part, to some of those questions.

Read more here

Is it Too Late to Plant Cover Crops
(reposted from Cornell Agricultural Workforce Development)

An Online Tool from Cornell University Can Assist You in Your Decision Making

In the last week, many people have asked, “How late is too late to plant a cover crop this fall?” I would be more confident in recommending the last date for establishing a cover crop if I knew what the weather would be like for the next four-six weeks.

It comes down to understanding the weather trends for your area and the amount of risk you want to take, much like the same risk you take in deciding when to plant your cash-crop in the spring. If it’s mid-June and still too wet to plant corn do you switch to beans? For cover crops, the same thinking applies.

Read more here

Rule change helps producers implement more conservation activities
(reposted from Morning Ag Clips)

The U.S. Department of Agriculture (USDA) has released the final rule for its Conservation Stewardship Program (CSP). The rule makes updates to the popular conservation program as directed by the 2018 Farm Bill and integrates feedback from agricultural producers and others.

CSP is offered in all 50 states and the Pacific and Caribbean areas through continuous signups. The program provides many benefits, including increased crop yields, decreased inputs, wildlife habitat improvements, and increased resilience to adverse weather. CSP is for working lands, including cropland, pastureland, rangeland, nonindustrial private forest land, and agricultural land under Indian tribe jurisdiction.

Read more here

The first step to improving soil fertility for 2021
(reposted from Morning Ag Clips)

Cornell Cooperative Extension’s Southwest New York Dairy, Livestock, and Field Crops Program (SWNYDLFC) highlights the importance of soil sampling to understand the nutrient content of agricultural soils. Soil testing in fall helps to identify nutrient imbalances and allows time to address them prior to the 2021 growing season.

Read more here

Three Approaches for Determining Fair Farmland Rental Rates
(by Mary Kate MacKenzie, reposted from SCNY Dairy and Field Crops blog)

Agricultural renters and landowners alike seem to struggle with the same question: what is the right rental rate for an agricultural property? I commonly hear this question from beginning farmers seeking land. Yet, just as frequently, it comes from landowners searching for a farm tenant. Although owners and renters
may find themselves on opposite sides of the bargaining table, in general, both parties are looking for a fair rental rate that does three things:

Read more here

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**Upcoming Workshops**

**Fall Management for Your Livestock, Pasture, and Business**  
(re-posted from CCE Capital Area Ag & Hort Team)  
October 29th  
Online

"This dynamic and slightly humorous group will be discussing strategies for overwintering pastures in combination with management guidelines for helping livestock enter the winter season with adequate body condition.

Farm visioning, mission development, and farm goal setting will conclude the one-hour program.

A $5.00 per person fee will be charged for this event. The registration deadline is October 28, 2020"

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**Beekeeping Winter Series**  
(re-posted from Penn State)  
Wednesdays Nov 4th to Dec. 16th  
Online

"This series of webinars will cover a number of timely topics about beekeeping biology and basic and advanced management practices."

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**Legal Entities For Your Farm Business**  
(re-posted from SCNY Dairy & Field Crops Team)  
Nov 5th & 19th  
Online

"This 2-part virtual mini series will cover LLCs and trusts, two legal entities common among agricultural businesses. The sessions are designed to help farmers and rural landowners evaluate whether these legal entities would be appropriate for their individual situations and goals.

Cost is $10 per farm for both sessions. Register to attend the live webinars and receive access to recordings after each session."

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**Livestock & Whole Farm Risk Management Awareness**  
(re-posted from CNY Dairy, Livestock, & Field Crops Team)  
Nov 17th  
Online

"Are you aware of the RISK management programs available to livestock entities?

Join us to learn about programs offered by USDA Risk Management Agency to help offset risk on the livestock and as a whole farm plan. This webinar is designed to assist producers in understanding and finding value in managing downside market disruption with risk tools available. We will have Tristan Peterson and his team members from Certified Crops Advisors on hand to educate our producers on the programs."
The cost is $5 per family/email. Zoom information will be sent to registrants' email closer to the event date.

**Getting the Labor You Need**  
(re-posted from Farm Credit East)  
Nov. 17th & Dec. 15th  
Online

2 topics remain in this webinar series. The webinar on November 17th is titled H-2A: Getting the Agricultural Workers You Need Legally' and on December 5th it is titled Permanent Foreign Labor Options for Seasonal Businesses.

**NY Labor Roadshow**  
(re-posted from Cornell Ag Workforce Development)  
Nov. 17th & Dec. 15th  
Online

"New York Labor Road Show IV is an opportunity to learn about regulation changes and how to best position your business for compliance and success. Several important changes to state regulations occurred in 2020 that farm employers need to understand, including which employees are covered by overtime and day-of-rest and which can be designated as family members or exempt employees."

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**Funding Opportunities**

**Organic Certification Cost Share Program**  
(re-posted from USDA-FSA)  
due 11/02/2020

"OCCSP provides cost-share assistance to producers and handlers of agricultural products who are obtaining or renewing their certification under the National Organic Program (NOP). Certified operations may receive up to 50 percent of their certification costs paid during the program year, not to exceed $500 per certification scope."

**NE SARE Farmer Grant Program**  
(re-posted from NE SARE)  
due 11/17/2020

"Farmer Grants are for commercial producers who have an innovative idea they want to test using a field trial, on-farm demonstration, marketing initiative, or other technique"

**Regional Conservation Partnership Program**  
(re-posted from USDA-NRCS)  
due 11/30/2020

"The Regional Conservation Partnership Program (RCP) promotes coordination of NRCS conservation activities with partners that offer value-added contributions to expand our collective ability to address on-farm, watershed, and regional natural resource concerns"

**National Rollover Protective Structure (rollbar) Rebate Program**  
(re-posted from ROPS4U)  
rolling rebate opportunity

"The National ROPS Rebate Program (NRRP) is a voluntary program that provides rebates for approximately 70%* of the cost of purchasing and installing a ROPS (Rollover Protective Structure;
rollbar) kit. This rebate covers the ROPS kit (rollbar and seatbelt), shipping, and professional installation, if desired.

We'd greatly appreciate any feedback. Feel free to contact us at any time (607)391-2664

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