CCE Cortland Behind the Scenes

Well, it's a new year and with it brings new hopes for the year to come. I am excited about the role that the CCE Cortland Ag & Hort Program will play in our community, and we have many events, programs, and initiatives scheduled throughout the year. Starting off with a renewal of our Cortland Ag Coffee Hour - the first Coffee Hour of the year will be held on January 20th from 6:30 - 8 pm (online) and the topic is *Farmland Leasing for Landowners and Farmland Seekers* (register [here](#)).

We also have a *Lambing and Kidding* workshop planned for February 6th and a *Virtual Open Farm Days* (together with CCE Tompkins) scheduled for late February with a focus on value-add producers that use locally sourced produce, dairy, and grain - highlighting Cortland's very-own Food & Ferments, and much more...

Of course one of my (Dana) favorite aspects of my work with CCE Cortland is meeting you - our farmers! I enjoy learning and hearing about what you do, and more importantly what you need. 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. You can reach Dana at (607)391-2664 or via email at dmh353@cornell.edu

Just a few highlights from this past month include...
- Hosted the 3rd Ag Coffee Hour with CCE Tompkins and guest C.J. Randall, Lansing Town Planner discussing the solar ORES regulations.

- More videos have been added to the CCE Cortland - Ag YouTube Channel (check it out [here](#))
  - [Visit with the 'Hill of Beans' Christmas Tree Farm](#)
  - Solar ORES Coffee Hour presentation ([part 1](#), [part 2](#))

- Working with a statewide team to develop an up-to-date list of slaughter and processing facilities in NYS and related programming to help increase packer capacity in NYS
  - Members of this same team are working with NYS Ag & Markets to address this issue and will be using the survey results as an argument for increased statewide opportunities.

- Put in the garden bed at the Randall School in Cortland NY as a pilot for (hopefully) many school gardens to come!

- 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).

The new year also means, for many of you, the start of a new farm account book. We have plenty in the office (beef, farm, and dairy) so don't hesitate to contact us if you need a need account book for the new year.

**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 spring planting program is here and tree & shrub seedlings are available to order [here](#). Soil group worksheets (required for agricultural land assessment) are due by March 1st - learn more [here](#).

**Seven Valleys Health Coalition** has begun collecting information from Cortland County farmers interested in being listed in the [BuyLocal Guide](#) and farmers who'd like to learn more about farm to institution market channels. Learn more about Seven Valleys Health Coalition [here](#).

**Cortland County Farm Bureau** Learn more about Cortland County Farm Bureau [here](#).

We have two agricultural-related USDA offices located here in Cortland County the [USDA-NRCS](#) (Natural Resource Conservation Service) & [USDA-FSA](#) (Farm Service Agency). Both of these agencies are here to help our farmers. NRCS "provides farmers with financial and technical assistance to voluntarily put conservation on the ground...” while FSA "serves farmers, ranchers, and agricultural partners through the delivery of federal agricultural programs". You can find both of their contact information [here](#).

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December Cortland/Tompkins Ag Coffee Hour Recap
- solar ORES regulations with guest C.J. Randall, Lansing Town Planner -

On Saturday, December 5th, just a few days prior to the closing of the ORES regulations comment period, CCE Cortland together with CCE Tompkins hosted a coffee hour conversation and presentation with guest C.J. Randall Lansing Town Planner. The hour+ presentation and conversation were filled with information on how and what to consider when submitting a comment concerning ORES regulations (as well as plenty of other thoughts and questions shared by both guests and attendees). We are continuing to solicit your thoughts and ideas of what you’d like to hear more about concerning solar & ag in our county (submit your ideas here).

You can find the recording of these presentations on our CCE Cortland Ag YouTube page or below:

- Solar ORES Coffee Hour Presentation Part 1
- Solar ORES Coffee Hour Presentation Part 2

In addition, American Farmland Trust has organized a great resource webpage concerning solar siting in NYS https://farmland.org/smart-solar-siting-in-new-york/

Items of Interest and Other News

Review Farm Safety Resources this Winter
(from NYS Ag & Markets Newsletter)

With the winter season underway, the Department is reminding farmers about the importance of monitoring the weight load of snow on structures, especially barns and other agricultural buildings, on their farms. There are several great resources available from our partners at Cornell to help ensure that snow is removed safely from buildings.

*Removal of significant snow accumulations off of a barn roof is best performed in a systematic way to reduce the risk of injury or death to both barn occupants and those working on the roof. Removing roof snow without a
proper approach may actually cause more damage than if left alone in some cases by creating an unbalanced and/or concentrated roof loads,” according to Curt Gooch, Dairy Environmental Systems and Sustainability Engineer, in a PRO-DAIRY resource about snow removal from barns. PRO-DAIRY offers “Do’s and Don’ts for Snow Removal,” “Heavy Snow Loads,” and other resources on the PRO-DAIRY website home page. Additional resources are on the PRO-DAIRY Environmental Systems Safety page.

Additionally, find resources for keeping animals safe during emergencies on our Empire State Animal Response Team web page.

Finally, we also remind the agricultural industry about the importance of fire safety to prevent fires at home and on farms this winter season. The number of structural fires can increase during colder months, as items like space heaters and candles are used more frequently. According to Cornell’s Extension Disaster Education Network (EDEN), a house fire can become life-threatening within two minutes, and a home can be fully engulfed in flame within five minutes. When a fire takes place on a farm, many other precious resources are in danger of being lost as well – like animals, hay, grain, equipment, buildings, and more. Learn more fire safety and prevention tips.

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**Someone Tested Positive - now what?**
(reposted from NWNE Dairy, Livestock, and Field Crops Team)

At this writing in Mid-December 2020, community spread of COVID-19 is gaining momentum in rural areas of New York. As employers, farmers have certain responsibilities when one of their workforces tests positive for COVID-19. Because farmworkers are essential workers, there is sometimes confusion about what quarantine means for those who have come in close contact with the person who has received a positive diagnosis. In this article, you will find resources to help you sort out your responsibilities as an employer and know what steps to take should someone associated with your business test positive.

Read more here

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**SWD webinar recap**
(reposted from NYS IPM)

On December 8th, a nation-wide team of scientists presented a webinar, organized by Dr. Hannah Burrack from NC State, on the past ten years research findings related to spotted wing drosophila (SWD) management. The entire 1.5-hour webinar recording can be viewed by anyone — you can access it on the Sustainable Spotted Wing Drosophila Management webpage or watch it on YouTube, A Decade of SWD: Lessons for Management at youtu.be/Rk-e13G0v24. Some of the key takeaway messages I found most of interest are described below.

Read more here

**Treatment Prevents Parasites in Sheep**
(reposted from Morning Ag Clips)

The U.S. Department of Agriculture’s Agriculture Research Service (ARS) today announced a groundbreaking treatment that prevents anemia, weight loss, poor wool and meat production, and even death in sheep.

ARS researchers partnered with Virginia Tech and the University of Massachusetts’ Medical School to solve *H. contortus* parasite infection, which also happens to be the number one health problem in the U.S. sheep industry. The parasite infects the stomach of ruminant mammals, feeding and interfering with digestion, before ultimately affecting the animal’s overall health and stability.

Read more here

**Financial Risk Management Guide for Specialty Crop Farmers**
(reposted from Land Connection)
Financial Risk Management for Specialty Crop Producers was developed to provide an in-depth exploration of maintaining, refining, and growing a farm business. It is designed specifically for specialty crop producers with a few years of experience running a farm business, though the information is applicable to farmers at many stages of development.

Read more here

Consumers Think Pretty Food is Healthier
(reposted from Morning Ag Clips)

A researcher from the University of Southern California published a new paper in the Journal of Marketing that explores whether attractive food might seem healthier to consumers. The study forthcoming in the Journal of Marketing is titled “Pretty Healthy Food: How and When Aesthetics Enhance Perceived Healthiness” and is authored by Linda Hagen.

Read more here

Implementing Conservation Practices on Leased Land
(reposted from PACE-NRDC Food Law Initiative and American Farmland Trust)

Conservation practices on farms provide numerous benefits, including sequestration of carbon in soil, increased resiliency to extreme weather events, reduced soil erosion and nutrient pollution runoff, and improved soil health and long term productivity of land. However, due to obstacles presented by the nature of rental relationships, conservation practices are used far less frequently on leased land, which accounts for nearly 40% of U.S. farmland. This program addresses the tools and strategies for farmers, landowners, attorneys, and agricultural service providers to overcome barriers to implementing conservation practices on leased farmland.

Read more here

New Labeling for Bee Friendly Conservation Practices
(reposted from USDA)

Bees are a lifeline for farms producing the world’s fruits, vegetables, nuts and other nutrient-rich foods. Bees pollinate billions of dollars’ worth of crops and play an essential role in our food supply. Pollinators are responsible for one in every three bites of food we eat and contribute more than $15 billion to our nation’s crop values each year.

Read more here

USDA to Conduct Local Food Marketing Survey
(reposted from USDA-NRCS)

The U.S. Department of Agriculture’s (USDA) National Agricultural Statistics Service (NASS) will conduct the 2020 Local Food Marketing Practices Survey, beginning this December. First conducted in 2015, this Census of Agriculture special study will look at local and regional food systems and provide new data on how locally grown food in the United States are marketed and sold. The results will be available in November 2021.

Read more here

NE Ag Economic Impact Report
(reposted from Farm Credit East)

Released in 2020, this report illustrates the importance of agriculture, commercial fishing, forest products and related industries to the Northeast economy. Utilizing 2017 data, this economic impact analysis determined the region’s agriculture, fishing and forestry generated an economic impact of $102.4 billion in the eight Northeast states in 2017. Furthermore, agriculture, fishing and forestry supported 513,018 jobs across the eight Northeast
Upcoming Workshops

**Empire State Producers Forum & Beckers Expo**  
(re-posted from SWNY Dairy, Livestock, and Field Crops Team)  
January 11 -15th  
Online

**Core Pesticide Training and DEC Recertification Program**  
(re-posted from SWNY Dairy, Livestock, and Field Crops Team)  
January 12th & 14th  
Online

1.75 Pesticide recertification credits in the CORE category pending approval!  
Participants looking to receive their applicators license must have experience working on their own farm, or through employment on another farm. This training DOES NOT qualify for the 30-hour pre-test commercial training.

January 12th, 9:00 - 10:50: [https://swnydlfc.cce.cornell.edu/event.php?id=1429](https://swnydlfc.cce.cornell.edu/event.php?id=1429)  
January 14th, 11:00 - 12:50: [https://swnydlfc.cce.cornell.edu/event.php?id=1428](https://swnydlfc.cce.cornell.edu/event.php?id=1428)

**Winter Green-up Grazing Conference**  
(re-posted from CCE Capital Area Ag & Hort Program)  
January 13th, 20th, & 27th  
Online

January 13, 2020, Elizabeth Marks: Climate Change Trends Over the Last 125 Years and What Livestock Farmers Can Do to be Resilient to Them.  
January 20, 2020, Ed Rayburn: Capturing and Converting Sunlight to Healthy Soil, Meat and Milk; It's What Plants Do  
January 27, 2020, Fred Provenza: Nourishing the Wisdom Body

**Direct Marketing Beef Webinar Series**  
(re-posted from NY Beef Council)  
01/14, 02/11, & 03/11 7 - 8pm  
Online

Join NYBC's Executive Director, Jean O'Toole for a series of workshops discussing important topics in marketing your beef locally. Gain a better understanding of working with your processor, beef cuts and cooking, and learn about the beef marketing resources available!

**Raising Goats on the Homestead**  
(re-posted from Maine Organic Farmers Association)  
January 15th 4 - 5:30  
Online

Goats have a reputation for being a bit naughty, but they also have lots to offer on the right homestead – including milk, meat, fiber, and even help clearing new land or controlling weeds! Join Jacki Perkins of MOFGA
for this introductory webinar on how to get started raising goats on a very small scale. Jacki will share practical advice when it comes to housing, feeding and pasturing, as well as breed options for goats.

Quickbooks for Farmers
Starts January 18th (5-week course)
Online

By combining the theory and practice of farm business accounting into a single class, this training will empower students to set up and maintain a record-keeping system that is accurate, efficient, and useful. This year we are teaching the course in an online format, providing self-paced learning from the comfort of your home.

Cortland Ag Coffee Hour: Farmland Leasing
January 20th 6:30 - 8pm
Online

Join CCE Cortland and guest Jerry LeClar, a NY FarmNet Consultant with 25 years of experience helping farmers develop land-lease agreements, in a discussion about leasing farmland for both landowners and farmland seekers. Dana Havas, CCE Cortland Ag Team Leader, will also introduce and review https://nyfarmlandfinder.org, a resource for farmland leasing.

Aspiring Farmer Academy
(re-posted from CCE Broome)
01/20 - 02/24
Online

Cornell Cooperative Extension of Broome County is excited to announce their inaugural "Aspiring Farmer Academy". This six week remote training is targeted at prospective or exploring farmers, startup farms, and re-strategizing farmers. The series will cover the following topics:

- Whole Farm Planning
- Marketing
- Business Management
- Land Acquisition & Tenure
- Sustainable Farming Practices

Whether you are a farm dreamer, or one who has been in production for ten years and is looking to strategize for a profitable 2021, this series is for you. Trainers aim to aid new and existing farmers in make informed farm planning decisions.

52nd Annual Cattle Feeders Day
(re-posted from Penn State Extension)
January 26th 9 - 1
Online

52nd annual Lancaster Cattle Feeders Day! This year the event will be held virtually but we will enjoy the same quality of great speakers as we do in person. Get updates on the cattle feeding industry and enjoy production information that will push feedlots towards increased profitability. You will not want to miss this!

Part-time Farmer Tax School
(re-posted from CCE Capital Area Ag & Hort Program)
January 28th 6:30 - 9
Online

When it comes to taxes, do you have any of these questions?

- How much farm income do I need to make to be able to deduct it on my taxes?
- What form(s) do I need to complete?
• What, if any, tax management strategy should I have for my farm business?

Dayton Maxwell and Steve Hadcock will be prepared to answer these and other tax related questions for you during this meeting. Steve and Dayton will not only discuss income tax concepts, they will also cover Agricultural Value Assessment, Building Exemptions, sales tax regulations and Farmers School Tax Credit.

Funding Opportunities

Young Farmer Grant
(re-posted from Young Farmers)
due 01/15/2021

In 2020 The National Young Farmers Coalition (Young Farmers) launched a new grant program to help young and beginning farmers and ranchers start-up and grow their businesses. The program provided 50 farmers and ranchers with $5,000 grants in the spring of 2020. Grant recipients also received a one-year membership to the National Young Farmers Coalition.

National Grid Agricultural Discount
(re-posted from National Grid)
on-going

The Residential Agricultural Discount Program is an electricity rate discount applied to the electricity delivery charge, available since September 1, 2014, to eligible National Grid residential agricultural customers, as a result of funding through the New York Power Authority (NYPA) ReCharge New York program.

NRCS - EQIP On-Farm Energy Initiative
(re-posted from NRCS)
on-going

Financial assistance is available to inventory and analyze farm systems that use energy and identify opportunities to improve efficiency through the development of an Agricultural Energy Management Plan (AgEMP). The AgEMP, or energy audit, is completed by NRCS-certified Technical Service Providers (TSPs) and provides:

• Itemized energy use by individual systems to establish a baseline for electricity and other fuel improvements,
• Recommendations for equipment improvements and upgrades,
• Potential energy reductions and financial savings for each recommendation
• Cost estimates of potential improvements, and
• Length of expected payback for energy efficiency upgrades

NRCS - EQIP High Tunnel System Initiative
(re-posted from NRCS)
on-going

A High Tunnel System, commonly called a “hoop house,” is an increasingly popular conservation practice for farmers, and is available with financial assistance through the Environmental Quality Incentives Program (EQIP). With high tunnel systems, no summer is too short or winter too cold because high tunnels:

• Extend the growing season
• Improve plant quality and soil quality
• Reduce nutrient and pesticide transportation
- Improve air quality through reduced transportation inputs
- Reduce energy use by providing consumers with a local source of fresh produce

**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"

**Farm Storage Facility Loans**
(re-posted from USDA-FSA)

FSA's Farm Storage Facility Loan (FSFL) program provides low-interest financing to producers to build or upgrade storage facilities and to purchase portable (new or used) structures, equipment and storage and handling trucks.

**Farm Credit East Grants & Incentives for NE Agriculture Report**
(re-posted from Farm Credit East)

This is a comprehensive list of grants and other incentives for agriculture throughout the northeast, including NY State, where you can find funding opportunities by state or by region.
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