CCE Cortland Behind the Scenes

As we head into the busy-for-many-of-you summer season CCE Cortland is busy developing programming that will help our farmers thrive.

(A quick aside - for those of you who work directly with the public CCE Cortland still has plenty of hand sanitizer - give us a call at (607)391-2664 - and we can coordinate a day/time to get it to you)

Ag-education:
Just one week away on Wednesday, September 15th, together with Cobblestone Valley Farm, we are hosting an informal discussion 'Exploring Direct Market Channels'. Maureen Knapp from Cobblestone Valley & Bret Morris from Main Street Farms and Shared Roots Farm, will talk about their experiences with various direct market channels (on-farm stores, farmers' markets, CSAs, and u-picks). Sign-up here.
Ag Promotion:
To promote agriculture in our community we've been collaborating with CCE Broome, CCE Tioga, and CCE Chenango for a 4-county farm trail. The farm trail is open to the public and is scheduled for the first weekend in October - click here to learn more about this fun-filled and ag-educational weekend!

Besides this 4-county-wide event, CCE Cortland, together with Cortland County Soil & Water, organized a Legislative Farm Tour, scheduled for the last Saturday in September. The Legislative Farm Tour will highlight four farms in the Preble/Homer corridor that emphasize the diversity and value of agriculture in our county.

Finally, we are excited to bring on two SUNY Cortland journalism interns, starting this Friday. They will be tasked with writing articles to be submitted to the Cortland Standard on topics related to Cortland County agriculture. Is there something you'd like to learn more about or feel the general population would do well to understand better about agriculture in our community - let us know and maybe they'll write about it this coming semester?

Statewide Efforts:
CCE Cortland has been actively engaged in Cornell's statewide livestock team on the topics of livestock processing and animal fiber production and marketing.

The livestock processing team has developed a map of NYS livestock processors and can be found here. If you know of someone who isn't on the map please let me know. This map ONLY includes the processors we were able to identify AND have agreed to be published.

In addition, the animal fiber production and marketing team is currently developing a list of supply chain components that will be housed on the CCElivestock.com webpage - so stay tuned AND if you know of a shearer, mill, fiber festival, or organization that you think should be listed please let us know by filling out this form.
Youth Education:
From 2019 through June of 2021 we were lucky enough to have an amazing Farm-To-School Americorps Member, Emily Fusco. Emily worked with Cortland County schools and the community to educate about the role of our local farms in creating healthy and nutritious diets. In her role, she developed a series of videos and helped to create a garden guide. We are hoping to build upon the work she began by hiring another AmeriCorps Member. To learn more contact Dana at dmh353@cornell.edu and you can apply here.

We're hiring
Work with CCE Cortland and help develop Cortland County's Farm-to-School initiative.

Apply Now:
https://tinyurl.com/cortlandf2s

this project works in conjunction with SVHC and its Food Policy Working Group

Sign-up for our Ag Alert texting system. Emails are often overlooked, and when important information comes around (such as disaster recovery information for farms) 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).

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

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!
Cortland County Soil and Water Conservation District (follow on Facebook).

"SWCD has numerous programs and services designed to enhance, protect, and preserve Agricultural Land. Our programs are dedicated to providing agricultural landowners with the assistance they need to plan for future generations. Water quality protection and improvement are a primary goal in all areas of environmental and agricultural planning. SWCD utilizes the Agricultural Environmental Management (AEM) Program to assist agricultural producers in inventorying and identifying potential on-farm water quality risks. Through AEM, SWCD identifies other programs that may help to address concerns identified on the farm and may provide technical assistance for the planning and implementation of Best Management Practices (BMPs) that will reduce or prevent the impacts of potential pollutants. Examples of BMP’s are; barnyard runoff management, milkhouse waste collection and treatment, nutrient management, silage leachate collection and treatment, stream buffers, and prescribed grazing management."

Please contact Cortland SWCD at 756-5991 if you have any questions.

Seven Valleys Health Coalition (follow on Facebook)

Have extra produce that will go to waste? Seven Valleys Food Rescue, a program of Seven Valleys Health Coalition, works to connect edible food donations to those who need them in Cortland County. Visit www.sevenvalleyshealth/svfr to learn more or contact Gabrielle DiDomenico at gabrielle@sevenvalleyshealth.org or (607) 756-4198 to connect with our food distribution network!

Cortland County Farm Bureau (Follow on Facebook)

The Cortland Farm Bureau Board is looking forward to 2021 as our community slowly pushes beyond the 2020 challenges with COVID19. We still need to stay safe and be careful, but there is room for optimism as we look towards spring and another growing season. Cortland County Farm Bureau is working tirelessly to push policy that addresses the issues facing Cortland County Farmers.

If you have any questions or want to sign-up to be a member contact Jeff Perry (president of the Cortland County Farm Bureau) at jap255@cornell.edu

USDA Natural Resources Conservation Service (NRCS)

NRCS "provides farmers with financial and technical assistance to voluntarily put conservation on the ground..." To learn more about NRCS’s services and opportunities.

Please Contact Justin Olson at justin.olson@usda.gov or 607-218-3504 with any questions.
We have a **Farm Service Agency office (USDA-FSA)** in Cortland County. The mission of FSA is to "serve farmers, ranchers, and agricultural partners through the delivery of federal agricultural programs". You can find their contact information [here](#).

- CFAP-2 is still ongoing ending Oct 12th so sign-up now, all commodities are eligible.
- Farm storage loan rates are low right now.
- CRP has added new incentives

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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.

Do you like what you're reading? Please share with your friends and if you're not a subscriber already click [here to subscribe](#).

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**Items of Interest and Other News**

**Southern Tier Wool Pool Sept. 10th & 11th**

Southern Tier Sheep and Wool Growers’ annual Wool Pool will be Friday, September 10, from 11:00 a.m. to 4:00 p.m. and Saturday, September 11, from 8:00 a.m. to 2:00 p.m. at the Otsego County Fair Grounds, Morris, NY. Please make sure you are signed in before closing time.

Producers will receive $.40 per pound for clean white wool. The wool will be separated into two categories: good clean wool and off-sorts/short wool. We will not be accepting naturally colored wool this year.

The Southern Tier Sheep & Wool Growers pool is a producer-friendly pool. It is a place to see old and new friends and to network with other shepherds about rams, ewes, equipment, and markets.

When you shear or if you have already shorn try to keep your wool clean and dry. Store out of the sun and away from vegetable matter and polypropylene.

If you have any questions or are looking for more information, please contact Sue Smith at (607)293-8810.

**The Emergency Conservation Disaster Program Can Help Repair Damage to Farmlands from Natural Disasters**

(reposted from USDA)

Natural disasters can devastate farmland and grazing land and threaten the livelihood of farmers and ranchers who depend on the land on which they live. The ECP can help to lessen this burden, providing assistance in overcoming exceptional damage from storms and severe drought.

**Join the Farmer-to-Farmer Discussion Group Cortland Area on Facebook**

*A group for local farmers, created by local farmers. This is an information exchange page for the commercial farming community in and around Cortland, NY. Market gardeners and Homesteaders are also welcome. To join the group, please message an administrator, and answer a few questions about why you wish to join, your location and the type of farming you do. Please note that the members are*
screened solely for farming interest and membership does not reflect an endorsement of their goods or services. All members should exercise reasonable caution when interacting within the group just as you would with anyone you meet whom you do not know. This group is not directly affiliated with any organization.

**Farm Employers Get Tax Credit to Provide COVID Leave through September 30, 2021**
(reposted from Cornell Ag Workforce)

The IRS recently clarified that small employers (<500) are eligible for federal tax credits to help cover the cost of COVID-related sick and family leave, including vaccinations, up to September 30, 2021. See details in this IRS fact sheet: Under the American Rescue Plan, employers are entitled to tax credits for providing paid leave to employees who take time off related to COVID-19 vaccinations.

**Late Summer Forage Seeding for Hay and Pastures**
(reposted from Penn State Extension)

Late summer seeding of forages is generally the most successful in PA and allow for new or renovated stands to be well established by the following spring, boosting early yields. Spring seedings can be successful as well, but wet soil conditions, increased weed competition, and the possibility of summer droughts, can make it more difficult. Another advantage to fall seeding is having well-established stands in the spring which will be more competitive with weeds. Late summer is also the time when producers are less busy as compared to the hustle and bustle of spring.

**Cornell Researchers Launch the Organic Microbiome Project**
(reposted from Cornell Small Farms)

Studying the naturally occurring soil microbes that promote pest suppression by enhancing plant defenses.

**Considerations for Timely Euthanasia in Calf Care**
(reposted from CCE SCNY D&FC Team)

Calf care can be a tricky and frustrating task on farms. When everything runs smoothly, calves can be a source of joy for the caregivers. However, when calves are sick or experience an injury, particularly if recovery is unlikely, stress for both the animal and caregiver increases. This highlights the importance of preventing illness and injury in calves, but unfortunately, preventative measures aren’t always successful.

**Thinking About Cover Crops? This NRCS Cover Crop Factsheet can help**
(reposted from USDA-NRCS)

Do you have problems with: Crusting soils, Crop moisture stress, Soil Erosion, Cloddy soils, Fertilizer costs, and/or weeds? Cover crops can help. Cover crops include planting and growing grasses, legumes, or combinations of grasses and legumes as a cover between production crops.

**How to Build a Strong Brand Presence for Your Farm**
(reposted from Barn2Door)

When you think about your Farm brand, there are multiple elements to consider. On the surface, there's your Farm name, logo, brand voice, color palette, and imagery (to name a few). These are elements that your Buyers will begin to connect with and recognize. Beneath that is your Farm's messaging. This will determine Buyers' experiences when reading your email newsletters, looking at your social posts, or visiting your Farm in person or at the market. Both are critical factors in building a robust online presence.

**Banned Chlorpyrifos drop-off scheduled for Oct. 14th in Oneonta, NY**
(reposted from CleanSweepNY)

CleanSweepNY services are provided to farmers and owners of former farms, all categories of NYS certified pesticide applicators, cemeteries, golf courses, marinas, schools, landscapers and lawn care providers, nurseries, greenhouses, and
When a calf does become sick or injured, farms should work quickly to identify the problem and treat it accordingly or perform timely euthanasia if the prognosis is poor.

What is NY FarmNet?

NY FarmNet offers 100% free, and confidential consulting in:
• Financial analysis and decision making
• Personal well-being
• Business planning
• Business transfers
• Retirement and estate planning
• Interpersonal dynamics and communication

How They Can Help
NY FarmNet can help you identify problems facing your business and family, brainstorm solutions, and evaluate options to develop a plan of action. All consultations are free and take place in the privacy of your own home.

How They Work
Any farmer in New York can contact 1-800-547-FARM or complete the online web form at www.nyfarmnet.org with basic contact information, farm details, and a brief description of your goals, concerns, or questions. NY FarmNet’s staff will respond to you by either starting a case or referring you to another organization. Once a case has been started, two FarmNet consultants, a financial consultant and a farm family consultant, will contact you directly to schedule the first meeting at your farm. Some cases may be resolved over the phone or with one visit, others may continue for more than a year, free of charge.

NY FarmNet’s 1-800-547-FARM (3276) line is open 24 hours a day, 7 days a week. There is also a webform at www.nyfarmnet.org where farmers can fill out a form requesting NY FarmNet’s assistance.

Upcoming Workshops

TO MARKET, TO MARKET: Wholesale marketing training
(re-posted from CCE & Chobani)
09/10 & 09/17 from 10am - 2pm
Online

Need some assistance when considering wholesale options or learning more about funding your business?

This exciting 2-week class will help you decide if wholesale (using the Baskets to Pallets curriculum) is an option for your business and which funding opportunities make sense for you to access. As a follow-up to the original 6-part series To Market, To Market, a survey of participants revealed that these two topics are of interest. This class is open to previous To Market participants and anyone who wants to learn more about wholesale and funding opportunities. CCE Educators have partnered to offer this class virtually to make your experience learning the most comfortable and safe.

Due to generous funding from Chobani, there is no fee to attend but sign-up is required. The Wholesale Marketing program is offered Friday, Sept 10th and Funding a Farm Business on Sept 17th from 10 am—
2 pm with a break for lunch. Sponsored by Chobani and offered by CCE's in Delaware, Otsego, Schoharie, and Chenango counties.

**Child Agricultural Safety and Health Workshop**
(re-posted from National Children's Center for Rural and Agricultural Health and Safety)

09/14, 09/21, 09/28 from 1pm - 5pm

Online

Learn how you can safeguard children and youth who live, work and play on farms and ranches by registering for the three-part Child Agricultural Safety and Health Workshop to be held online Sept. 14, 21, and 28.

The interactive workshop is ideal for anyone who wishes to improve their knowledge and dissemination of child agricultural safety and health, including professionals from farm organizations, insurance, agribusiness, banking, healthcare, Extension, agricultural education, public health and media.

**Exploring Direct Market Channels: A farm visit with Cobblestone Valley Farm**

09/15 6:30 - 8:00pm

Cobblestone Valley Farm, Preble NY

This past year has shown an increase in local food buying, and market trends even prior to COVID showed a shift in this direction. One way to tap into this market is by developing a direct-to-consumer market channel (on-farm store, u-pick, CSA, and farmers market). If you're interested in increasing your small farm's revenue by accessing the local consumer then this evening's farm visit and conversation is for you.

Maureen Knapp, of Cobblestone Valley Farm, and Bret Morris, of Main Street Farms & Shared Roots Farm, will share their experiences selling directly to consumers through on-farm stores, u-picks, CSAs, and farmers markets.

Cobblestone Valley farm is a diversified organic farm. Maureen Knapp & her husband Paul, have an organic dairy, U-pick strawberry patch, they also raise pastured pork, chickens, and turkeys. They sell poultry, pork, and beef at their on-farm store, and previously sold at farmers' markets. Main Street Farms & Shared Roots Farm are a certified organic mixed vegetable operation. Bret is the organic farm manager for both farms since 2020 (Shared Roots since 2014). The variety of produce grown are sold a various farmers market and through a CSA.

They will each talk a little about:

- Pros and cons.
- Lifestyle requirements.
- Things they wish they knew before direct marketing.
- Challenges they faced.
- Any legal requirements they need to meet (taxes & records).
- Anything else they would like or feel is important, to share.
- Bring your ideas and questions to add to the discussion.

**National Goat Conference**
(re-posted from National Goat Consortium)

09/20 - 09/21

online

First established in 2010, the National Goat Consortium - An initiative of the 1890 Land Grant Institutions, in collaboration with numerous organizations, including government, private, NGOs and other stakeholders, continues to carry on the legacy of the 1890 LGIs and their role and commitment to advancing the goat industry and supported farmers, including limited resource producers. It is incumbent
on us, therefore, to further our efforts, building on our successes as we continue to explore emerging opportunities, as our obligation to those we serve is sustained through teaching, research and extension.

**Meet Your Farmer: Twin Oaks Dairy**  
(re-posted from NOFA-NY)  
09/22 5pm - 7pm  
Twin Oaks Dairy, Truxton NY

Join farmers Kathie and Kirk Arnold on a tour of Twin Oaks Dairy LLC, which has been shipping certified organic milk since 1998. Rotational grazing is a foundational principle of the farm that keeps soils covered and sequestering carbon. They recently started planting trees in some of their pastures in a foray into silvopasture. This is their second year in making compost using the Elaine Ingham Bio Complete composting recipe and process.

A new 136 stall free-stall barn for the milking herd was built in 2016. It features a double 12 rapid exit parallel parlor, automatic sort gate, alley scrapers, automatic side curtains, insulated cathedral ceiling, ventilation chimneys, waterbeds, activity system, and a feed pusher robot. Calves are group raised on milk for three months using mob feeders. Once weaned, calves are on pasture for the grazing season as are all other heifers and dry cows.

The field days in this series are open farm days intended to strengthen the connection between farmers and their surrounding communities. Meet Your Farmer events uplift how NOFA-NY farms prioritize the health of people and the planet through ecologically sound innovations, and show the impact of purchasing directly from farmers.

**Beef Expo Weekend**  
(re-posted from NYBPA)  
09/24 & 09/25  
Lott Farms, Seneca Falls NY

Friday, Sept. 24th (4pm-9pm)  
Hot dogs/hamburgers, friends, socializing, and games for the adults and juniors!

Saturday, Sept. 25th (9am- 5pm)  
We have an awesome line-up of speakers and demos to keep the whole family busy! Lunch at noon (at attendee’s expense). Multiple presentations going on at the same time - you pick which topic interests you! Speakers for the juniors too.

**Integrated Parasite Management for Goats & Sheep Workshop**  
(re-posted from CCE Herkimer)  
09/28 12pm - 3pm  
Herkimer, NY

Internal parasites are one of the largest health issues that affect sheep and goats across the country. A lot of producers are unaware how important it is to understand parasites in their flocks. In this workshop, producers will be taught the basics of parasite control as well as how to develop integrated parasite management programs for their farms that include evasive grazing and selective deworming, and/or alternative treatments. We will also go over the current status of several alternative methods of parasite control. As part of this workshop, you will receive hands-on training on 1) how to use the FAMACHA© Anemia Guide (good only for the barber pole worm) and five-point checks to determine the need for treatment, and 2) how to do fecal egg identification and analysis. You are encouraged to bring a refrigerated fecal sample of 8 to 10 fecal pellets in a baggie from one sheep or goat at your farm to the workshop. In the interest of biosecurity please wear clean clothes and shoes to the workshop and plan to change them prior to doing your own farm chores. Includes FAMACHA card and certification. The speakers are Dr. Tatiana L. Stanton, Cornell Goat & Sheep State Extension Specialist, and Janice Liotta, manager of the Cornell Univ. Dwight Bowman Parasitology Lab. Pre-Registration for Integrated Parasite Management for Goats & Sheep Workshop Deadline: September 22, 2021. The registration link is
Can Direct-Market Farmers Make a Middle-Class Income?
(re-posted from PASA)
10/05 12pm - 1pm
online

Join us on October 5 for an overview of our new report, Financial Benchmarks for Direct-Market Vegetable Farms. We'll discuss our findings, explore three pathways toward higher incomes, and explain how direct-market farmers can participate in our ongoing study.

Funding Opportunities

USDA to Provide Pandemic Assistance to Livestock Producers for Animal Losses
(re-posted from USDA-FSA)
deadline: 09/17/2021

Livestock and poultry producers who suffered losses during the pandemic due to insufficient access to processing can apply for assistance for those losses and the cost of depopulation and disposal of the animals. The U.S. Department of Agriculture (USDA) Secretary Vilsack announced the Pandemic Livestock Indemnity Program (PLIP) in [recorded] remarks at the National Pork Industry Conference in Wisconsin Dells, WI. The announcement is part of USDA's Pandemic Assistance for Producers initiative. Livestock and poultry producers can apply for assistance through USDA's Farm Service Agency (FSA) from July 20 through Sept. 17, 2021.

American Lamb Board Announces Promotional Funds Program
(re-posted from Morning Ag Clips)
deadline: 09/30/2021

The American Lamb Board's (ALB) end of the fiscal year 2021 is approaching September 30th, however, you still have time to submit an application through the Promotional Funding Program! This year ALB has already supported the following programs: ALB has combined its two-industry funding/support programs, the Local Lamb Promotional Funds Program and the Supplier Cooperative Funds Program. The new program, the Promotional Partnership Program, is designed to create more flexibility for industry partners. Applications can be made year-round, so there is no longer a deadline. This allows the industry to apply as opportunities arise.

DEC Announces 'Regenerate NY' for Eligible Private Forest Landowners Through New Grant Program
(re-posted from NYS-DEC)
deadline: 10/08/2021

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced that $450,000 is now available in the first round of the State's new 'Regenerate NY' Forestry Cost-Share Grant Program. The grant program is designed to assist private landowners in growing the next generation of forests, which are crucial for mitigating climate change, providing wildlife habitat, protecting air and water quality, and supplying an important renewable resource.
CFAP2 Deadline approaching
(re-posted from USDA-FSA)
deadline: 10/12/2021

The U.S. Department of Agriculture (USDA) is updating the Coronavirus Food Assistance Program 2 (CFAP 2) for contract producers of eligible livestock and poultry and producers of specialty crops and other sales-based commodities. CFAP 2, which assists producers who faced market disruptions in 2020 due to COVID-19, is part of USDA's broader Pandemic Assistance for Producers initiative. Additionally, USDA’s Farm Service Agency (FSA) has set an Oct. 12 deadline for all eligible producers to apply for or modify applications for CFAP 2.

Farmland Protection Implementation Grants Program
deadline: ongoing

In Cortland County, you can apply through the County Planning Department or a land trust such as NY Ag Land Trust and the Finger Lakes Land Trust.

Round 18 FPIG continues New York State’s commitment to providing financial assistance to locally-led farmland protection efforts. The Farmland Protection Implementation Grants Program provides financial assistance to counties, municipalities, soil and water conservation districts, and land trusts to enable them to implement farmland protection activities consistent with local agricultural and farmland protection plans. The most frequently funded activity is the purchase of agricultural conservation easements on individual farms. However, the program may also award funding to enable other implementation activities, such as amendments to local laws affecting agriculture, option agreements, and covering the transaction costs of donated agricultural conservation easements.

All farmland protection project applications must be submitted electronically through the New York State Grants Gateway. More information regarding the Grants Gateway can be found here.

Municipalities, counties, Soil, and Water Conservation Districts, and land trusts are eligible to apply for grants of up to $2 million each to help offset the costs of individual conservation easement projects that protect viable agricultural land from being converted to non-agricultural use.

Eligibility criteria for the program have been adjusted to include the agroforestry, equine, and wine sectors, reflecting New York's diverse agricultural industry. In addition, other closely aligned State goals have been integrated into the eligibility criteria to allow multiple objectives for certain projects, including food security, climate resiliency, and source water protection. Another first for the program, an incentive payment is now available to participating landowners whose project specifically incorporates climate resiliency or source water protection. Soil health assessments are also now an eligible project cost.

There is no application deadline and applications will be accepted on a rolling basis until available funds have been awarded to eligible projects.

This funding opportunity continues the state’s commitment to providing financial and technical assistance for farmland protection on a predictable two-year cycle and builds on the recent additions of the successful FPIG Dairy Transitions Farmland Protection Initiative and the FPIG Farm Operations in Transition Farmland Protection Initiative.

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.

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**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.

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**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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We welcome your donations to help support our efforts

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

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