Cortland County Ag Coffee Hour: Developing Farm Goals for a Successful 2022

A virtual get-together
Wed, Jan. 19th from 7:00 - 8:30 pm
Register Here

Join CCE Cortland for our first Coffee Hour of 2022 - a discussion/conversation on developing farm goals. With the New Year just around the corner many of us are formulating our resolutions – our goals for 2022. Have you thought about extending this tradition to your farm? We will take a moment to reflect on your farm's mission and vision, and practice some goal-setting, paving the way for a successful farm business in 2022.

Developing a clear mission and vision and establishing goals are crucial steps in developing a strategic plan. A strategic plan is critical for building a successful business. Imagine a map the options to get from 'point A' to 'point B' are endless; you can take the highway, the scenic byway, or any other combination that tickles your fancy, but without a plan you may just end up travelling in circles or taking costly detours.
Over the course of the 1.5 hours, we will not only discuss, reflect, practice developing mission and vision statements, and start developing goals, we will leave plenty of time for you to touch-base, catch-up, and network with the other new and established Cortland County farmers in attendance.

Handouts and other resources will be made available for all attendees. If you have any questions or would like to register via email or over the phone, please contact dmh353@cornell.edu or call (607)391-2664.

There is a $2 fee to reserve your spot (scholarships available). Register by Sunday, January 16th to attend!
Now that you’re all set for shearing day, if you’re selling your wool to the commodity market, you can join us the following Tuesday for our second webinar, “Preparing for and Accessing Wool Pools”.

### Preparing for and Accessing Wool Pools in NYS

A virtual webinar  
Tues. Feb. 8th from 7:00 - 8:30 pm  
Register [Here](#)

Once your sheep have been shorn, your next step is to market the wool. One option is to sell it raw to a wool pool, but just exactly how do you do that? Join members of the Animal Fiber Subgroup of Cornell’s Livestock Program Work Team for the “Preparing for and Accessing Wool Pools in NYS” webinar, scheduled for Tuesday February 8th from 7:00 – 8:30 pm on Zoom.

Accessing a wool pool is a challenge for many farmers, from knowing where they are in the first place to planning how to get to one when it isn’t quite around the corner from home. In addition, prices received at a wool pool may not quite be what many are hoping for, but there are ways to improve that outcome through proper wool management both on and off the animals.

During this webinar we will cover NYS wool pools, how to contact and contribute to them, and provide ideas on how to work within your local community to access wool pools that may be a long drive away. In addition, we will discuss the importance of quality of wool from a buyer’s perspective and just exactly how the wool you bring to a wool pool affects the prices you can receive. Following the presentation, we’ll have a Q&A with a panel of wool pool organizers to help get your specific questions answered. We’re looking forward to an engaging conversation, including experiences of buyers and farmers alike.

Now that you have a plan for getting your wool to a wool pool, are you set for shearing day? Join us the Tuesday Feb 1st for the other free webinar of this mini series, “Preparing for Shearing Day”.

### Cortland County Ag Coffee Hour: Conservation Tillage and Soil Health

Location COVID-19 dependent  
Tuesday, Feb. 15th from 7:00 - 8:30 pm  
Register [Here](#)

Join CCE Cortland for our February Coffee Hour - a discussion/conversation on conservation tillage & soil health. By increasing organic matter conservation tillage has been shown to enhance nutrient density and develop soils that are better able to handle droughts and floods. These effects, and more, are invaluable to building sustainable and resilient farms.

Of course, there are many considerations to evaluate before introducing a new practice to your farm, and many ways to incorporate conservation tillage. These practices can be used with field crops, vegetable crops, and even help to restore pasture.

Over the course of the 1.5 hours, we will discuss the pros/cons, challenges, and implementation practices of various methods of conservation tillage for a variety of commodities. We will also leave plenty of time for you to touch-base, catch-up, and network with the other new and established Cortland County farmers in attendance.

Handouts and other resources will be made available for all attendees. If you have any questions or would like to register via email or over the phone, please contact dhm353@cornell.edu or call (607)391-2664. There is a $2 fee to hold your spot (scholarships are available). Register required.

[Back up to top](#)
...and visit this page to learn about various recordings and self-paced learning opportunities.

### Ag-related News Round-up

#### Developing A Cortland Ag Brand

Early in December CCE, together with SVHC, hosted two information and feedback sessions [video #1](#), [video #2](#). The first “Cortland Ag Branding Report” gives some background on the project – going over the results of the research CCE performed in the summer of 2021 and the second “Cortland Brand Logo, Name, and Tagline Discussion” is an overview of the current branding options we are asking for feedback on in the survey. We invite you to take the time, when you have it, to watch these videos to learn more about the effort.

Once you’ve been able to watch the videos please do take a moment to answer this [questionnaire](#) to help us home in on the representation of Cortland Ag. Please consider the following when responding to the questionnaire.

**Cortland Ag Brand Positioning Statement**

(a guiding statement based on research for designing the Cortland Ag Brand)

For Cortland County citizens looking to buy local food items, Cortland County agricultural products are the only choice amongst accessible agricultural items that are:

- **direct-from-the-farm fresh,**
- **support local farmers hard work, and**
- **contribute more dollars to the local economy.**

Reasons to believe (this is what should drive company standards)

- Low food miles
- Can often be purchased directly from the farmer (or with only a single intermediary).
- 2.14 economic multipliers
- We can visibly see the farmers at work in our communities.
New York Paid Sick Leave Clarification About Carryover and Payouts
(reposted from Cornell Ag Workforce)

At the recent Labor Roadshow V we had significant discussion about permanent New York Paid Sick Leave that became effective in 2021. Details of the law can be found at the NYSDOL website, but to summarize...

Organic producers have more time to apply for pandemic aid
(reposted from Morning Ag Clips)

The U.S. Department of Agriculture (USDA) has extended the deadline for agricultural producers who are certified organic, or transitioning to organic, to apply for the Organic and Transitional Education and Certification Program (OTECFP). This program provides pandemic assistance to cover certification and education expenses. The deadline to apply for 2020 and 2021 eligible expenses is now Feb. 4, 2022, rather than the original deadline of Jan. 7, 2022.

Recording of the African Swine Fever Presentation by Dr. Collins
(shared by the CCE Livestock PWT)

CCE Resource List for Lambing and Kidding
(reposted from the CCE SWNY Diary, Livestock, and Field crops Team)

Over the years, CCE has developed a series of picture-based and text-based resource guides for farms entering lambing and kidding season. These have been compiled from our Cornell websites, putting them all in one place and making them easier to find.

Small-Scale, Local Producers Get Improved Insurance Coverage through New Micro Farm Policy
(reposted from USDA)

Guide to Farming in NYS
(reposted from Cornell Small Farms)

This Guide is updated annually to provide answers to questions about taxes, business planning, labor law, zoning, regulations, marketing, and many other topics that farmers need to know.

2022 Wages for H-2A Employees Published
(reposted from Cornell Ag Workforce)

The federal government publishes the Adverse Effect Wage Rate each year for farm workers in the U.S. using H-2A, the agricultural guest worker program. These wage rates will be effective January 1, 2022. New York will experience an increase of 4.5% to $15.66. Our southern neighbors in Pennsylvania will see a dramatic increase of 10.6% to $15.54.

Get Your Forage Seed Ordered Immediately
(reposted from Wm H. Miner Institute)

Reports from the seed industry are grim, showing tight to very tight supplies of several forage seeds commonly used on Northeastern dairy farms. Species expected to be in shortest supply include meadow fescue; it’s entirely possible — perhaps likely — that if you go to your dealer in March looking for meadow fescue seed you may be out of luck. Alfalfa and tall fescue are also in short supply, while timothy and orchardgrass supplies are extremely tight. Bromegrass and most clovers (alsike, red, Ladino) are also in very short supply — there’s really no place to turn. These shortages aren’t demand-driven but are the result of high heat and drought in seed producing areas in the Pacific Northwest and adjoining areas of Canada.

It’s OK to substitute tall fescue for meadow fescue in alfalfa-grass seedings, and if you’re still using 5 pounds or so of grass in these seedings this would be an excellent time to drop your grass rate to 2 pounds per acre. You’ll save money, probably have a higher-quality crop, and you’ll leave some grass seed for the next guy.
Agricultural producers with small-scale farms who sell locally can now get simplified insurance coverage through a new policy designed for their needs. The U.S. Department of Agriculture (USDA) developed the new Micro Farm policy, which simplifies recordkeeping and covers post-production costs like washing and value-added products.

"USDA is focused on supporting local and regional food systems, and Micro Farm is one more example of how we’re helping agricultural producers with farms of all shapes and sizes to manage their unique operations and risk,” said Marcia Bunger, Administrator for USDA’s Risk Management Agency (RMA). “The Risk Management Agency values collaboration and feedback from our customers, and Micro Farm is one way we’re responding to producers’ needs.”

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"

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.
Funding Opportunities

**Fund a Farmer Grant - animal welfare**

**deadline: 01/20/2022**

FACT awards competitive grants of up to $3,000 to working, independent farmers located in the U.S. who raise beef cattle, bison, broiler chickens, dairy cows, ducks, geese, goats, laying hens, pigs, sheep and/or turkeys. Before submitting your online application, please read the complete set of eligibility guidelines below. Applications must be submitted online by 11:59pm CT on January 20, 2022 to be considered for this round of funding. Grants will be awarded in March 2022.

**Deadline Extended to Apply for Pandemic Support for Certified Organic and Transitioning Operations**

**deadline: 02/04/2022**

Certified operations and transitional operations may apply for OTECP for eligible expenses paid during the 2020, 2021 and 2022 fiscal years. Signup for the 2022 fiscal year will be announced at a later date.

For each year, OTECP covers 25% of a certified operation’s eligible certification expenses, up to $250 per certification category (crop, livestock, wild crop, handling and State Organic Program fee). This includes application fees, inspection fees, USDA organic certification costs, state organic program fees and more.

Crop and livestock operations transitioning to organic production may be eligible for 75% of a transitional operation’s eligible expenses, up to $750, for each year. This includes fees charged by a certifying agent or consultant for pre-certification inspections and development of an organic system plan.

**AFT Brighter Future Fund**

**deadline: ongoing**

American Farmland Trust (AFT) is excited to announce the Brighter Future Fund (BFF) to assist farmers in successfully launching, growing, and sustaining farms in the face of forces impacting the food and agricultural system, including the COVID-19 pandemic, changing markets, severe weather, and climate change. AFT seeks to uplift, support, and amplify the work of a wide range of farmers through this program. Funding, up to $5000, will be allocated to two primary categories: professional services and equipment or infrastructure costs. Grants are intended to leverage other resources (either in-kind from the farmer, or other private and public funds) and make a difference for farmers to 1) improve farm viability, 2) access, transfer or permanently protect farmland, or 3) adopt regenerative farming practices and increase resilience to climate change.

**New York State COVID-19 Pandemic Small Business Recovery Grant Program**

**deadline: ongoing**
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

deadline: ongoing

"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"

John May Safety Fund

deadline: ongoing

The John May Farm Safety Fund has been established for New York farmers needing financial help to improve work-related safety on their farms.
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.

Cortland Ag-Agencies - behind the scenes
- starting with the CCE Cortland Ag Team -

Happy New Year!!!!

Thank YOU for being a part of our work at CCE Cortland Ag

While excited about starting a new year, a new calendar, having a fresh start... I have to admit, here at CCE Cortland I am nervous about how to even begin. On the one hand, I am excited about this 'new start', filling up the CCE Ag calendar with events, workshops, networking opportunities, etc. On the other hand, it seems that we are still trying to figure out to do anything with the ever-looming COVID. I was so excited to offer in-person programming this past year and now find myself changing events back to virtual-only (hopefully for just a short while).

I'm guessing that you too are facing some challenges... be them related to COVID, or farming, or family, or health. These past few years have not been easy, and there is no knowing when or how things will let-up. With that I wanted to remind you that we are lucky enough to live in a community where there are so many services available - CCE being one of them - to help alleviate some pressure, help to solve some problems. If there is one thing I can offer you in this new year, it is the knowledge that 'we' are just a phonecall away.

So - here is to a fresh start to a new year, in a great place we call home.

Ag Promotion

We are so proud of and grateful for our Fall 2021 SUNY Journalism interns, Hannah & James, who you met in September's Ag-update. While they finished their time with us and are now preparing for their last semester at SUNY Cortland while with CCE Cortland they were each able to submit an article with the Cortland Standard. Hannah's article "Weather Takes a Toll on Farms" was published on December 2nd and James' article on Organic milk production was submitted on the 20th.

Statewide Efforts

Animal Fiber:

This team has been busy preparing two upcoming webinars - Preparing for Shearing Day and Accessing Wool Pools in NYS, the first two Tuesdays in February. Besides these fiber-related efforts, Dana has been invited to speak at the Catskill Regional Ag Conference on Wed. Jan 12th. Her talk is titled "Marketing your wool: production, preparation, and accessing the market". Additionally, the team is working on an effort to bring ASI certified shearing and classing schools to the state in 2022 and 2023!!!

Meat Processing:

This team is also keeping busy preparing for an upcoming webinar on "Finding, Preparing for, and Accessing Public Funding Opportunities: for NYS livestock slaughter and processing facility owners". Concurrently they are also convening with agencies all over the state to discuss how we can collectively address livestock slaughter and processing labor shortage; are keeping the slaughterhouse map up-to-date; and creating a "Valuing Your Business" series for value-added processors.
Are you in search of a livestock processor for your slaughtering or processing needs but don't know where to go? 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.

**Solar:**
This team was awarded a CALS/CCE Intern for Summer 2022!!! The intern will be tasked with developing a set of case studies that review the various solar development options (purchase vs lease, different utilities, scale, etc.) These case studies will be a GREAT resource for farmers and other landowners as they make land-solar decisions over the next few years throughout the state. This team is also in the early stages of developing a joint webinar series with Penn State Extension and Farm Bureau on *Leasing with Solar Developers.*

**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](#).

Dana was busy over the 'break' - working on a Farm-to-School NYS grant proposal together with three other counties in the CNY region. Fingers are crossed that you'll be hearing good news in March for our coordinated effort to start developing a more resilient Farm-to-School supply chain in our region.

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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

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**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) Do you 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

Join the Cortland Food Project! Cortland Food Project (CFP) is a multi-disciplinary group that collaborates with community members and partners of the local food system to advocate for and support policies and actions that promote a healthy population, social equity, economic revitalization, and environmental stewardship. CFP currently holds quarterly steering member meetings and has three subcommittees that meet monthly—Local Food Policy, Agritourism and Agricultural Promotion, and Hunger Coalition. All are welcome to join! Please contact Gabrielle DiDomenico at gabrielle@sevenvalleyshealth.org or visit www.sevenvalleyshealth.org/cortland-food-project to join or learn more about membership levels.

Calling all hunters! We make it easy to donate your excess wild game meat to those in need this season! Seven Valleys Food Rescue, a new program of Seven Valleys Health Coalition, collects excess edible food and delivers it to area organizations that feed hungry community members in Cortland County. To date, we have been able to rescue and redistribute almost 22,000 pounds of food and with your help can increase that number. As deer hunting season is underway, we want to remind you that Seven Valleys Food Rescue is available to help distribute to Cortland County neighbors in need any excess edible game meat you may have to donate this season.

To learn more about Seven Valleys Food Rescue, please visit www.sevenvalleyshealth.org/svfr. To connect with us, please reach out to gabrielle@sevenvalleyshealth.org or call (607) 756-4198.

Cortland County Farm Bureau (Follow on Facebook) Cortland County Farm Bureau gives farmers and non-farmers alike the opportunity to be part of an organization dedicated to supporting and enriching agriculture. It provides an opportunity for individuals interested in the food system, land issues and rural living to join together and make their voices heard. We are active within the political system on a broad range of issues that concern every New Yorker, from taxation, conservation to local food availability. We believe that a strong, viable agricultural industry is beneficial not only to our economy but also to our local communities and our consumers.

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. Farm Service Agency is equitably serving all farmers, ranchers, and agricultural partners through the delivery of effective, efficient agricultural programs for all Americans.

The Farm Service Agency (FSA) is part of the U.S. Department of Agriculture and provides programs and loans to help farmers provide food, fuel, and fiber to millions of people worldwide.

The New York FSA staff works hard every day to ensure that New York farmers have the information they need to participate in federally funded agricultural programs and loans. FSA-administered programs benefit all Americans by providing stability for our agricultural producers, thus helping ensure a safe, abundant and affordable supply of food and fiber.

You can find their contact information here.

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We welcome your donations to help support our efforts.

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

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