

Cornell Cooperative Extension Oneida County

FARM FLASH



FEBRUARY 2024

The Ag Team



Celeste Oppito
Ag Team Lead
cmo95@cornell.edu
315-736-3394 x111



Marty Broccoli
AED Specialist
mjb83@cornell.edu
315-736-3394 x121



Olivia Raynard
Operations Coordinator
omr4@cornell.edu
315-736-3394 x253



Marylynn Collins
Dairy & Livestock Educator
mrm7@cornell.edu
315-736-3394 x132



Beth Irons
Oneida County Public
Market Manager
egi3@cornell.edu
315-736-3394 x 103



Myron Thurston III
Food Supply Chain Specialist
mjt@cornell.edu
315-736-3394 x167



Sammi Collins
Supply Chain Marketing
sc992@cornell.edu
315-736-3394 x131



Maryellen Baldwin
Farm Business Manager
mfw73@cornell.edu
315-736-3394 x 177



Alex Harrington
Ag /4H Communications
ash273@cornell.edu
315-736-3394 x 255



Raevyn Saunders
Ag Educator
res422@cornell.edu
315-736-3394 x 109

Agriculture Risk Coverage And Price Loss Coverage Programs Receive 2018 Farm Bill One Year Extension, Farmers Can Now Enroll for the 2024 Crop Year

The U.S. Department of Agriculture (USDA) announced December 18, 2023 that agricultural producers can now enroll in the Farm Service Agency's (FSA) Agricultural Risk Coverage (ARC) and Price Loss Coverage (PLC) programs for the 2024 crop year. Producers can enroll and make election changes for the 2024 crop year starting December 18, 2023. The deadline to complete enrollment and any election change is March 15, 2024.

Read the full press release online at <http://tinyurl.com/k27y88w4>

Upcoming Events

Agricultural Energy Matters Webinar February 8th, 2024 7:00 pm - 8:30 pm

Energy demands can add up quickly. According to the University of Maryland Extension, an average of 15% of farm production costs are related to fuel and electricity demands (2020). Join us on February 8th for a webinar focused on agricultural energy, programs, and funding solutions to lower energy demands. This webinar is hosted by Cornell Cooperative Extension Oneida County with speakers from CCE Tompkin's Ag Energy NY Program, National Grid, and the USDA.

Topics to be covered include:

- Energy Audits - how to find where you're wasting energy
 - State resources for energy efficiency
- Grant opportunities for replacing outdated equipment
 - Incentives for eligible equipment
 - Financing opportunities

To register email energyandev@cornell.edu or visit https://pub.cce.cornell.edu/event_registration/main/events_landing.cfm?event=EnergyandAG_230

Northeast Dairy Management Conference March 6th-7th - Doubletree by Hilton, East Syracuse

The conference planning committee is working hard to develop a dairy farmer driven agenda that is both meaningful and timely. Full agenda will be available in Fall 2023.

Registration now open!

Online registration has opened for the 2024 conference. We encourage everyone to attend the full conference, though one-day options are available. Early bird rates are available until February 15, when rates increase to \$50 per person.

Exhibit spaces and sponsorship available

Be a sponsor of this event to increase branding and visibility, interact with attendees, and most importantly, let attendees know you are there! Exhibit spaces are included with sponsorship starting at the silver level.

REGISTER NOW: <https://web.cvent.com/event/bcbe560a-bcdc-424c-967b-62decde8ea7d/regPage:a03b3eeb-eb98-4489-aba2-c157ebd87556>

Upcoming Events

Farm Asset Protection Strategies: Safeguarding Agricultural Legacies for Future Generations **February 14th, 2024 10:00 am-2:30 pm**

Cornell Cooperative Extension Oneida County is proud to conduct a workshop on farm asset protection to help you preserve long-standing agricultural legacies. In these uncertain times, safeguarding valuable farm assets has become paramount to ensure our farming communities' continued success and sustainability.

The workshop will be held on Wednesday, February 14, 2024 at CCE Oneida the cost to participate in this workshop is \$10 per person. The workshop will start at 10:00 AM and will conclude at 2:30 PM. Morning refreshments and lunch are provided.

Nicole Tommell and Steve Hadcock will be the presenters for this workshop. Nicole is a Farm Management Specialist with the Central New York Dairy, Livestock, and Field Crops Team. Steve Hadcock is a Beginning Farmer specialist with the Capital Area Agricultural and Horticultural Program. Nicole and Steve have many years of experience working with farm families on farm management and estate planning topics.

Topics Included Are:

- How can I use my current records to gauge how well my business is doing? Various suggestions will assist you in looking at your records differently.
- What can I do to retain employees? Ideas will be shared on how to get new employees off to a good start.
- Am I ready to consider diversifying my business? Thoughts on how to approach evaluating the diversification of your farm business will be shared.
- When and how do I start with succession process? It is never too early to begin discussing farm succession/transfer. Topics will be covered to help you feel confident to begin the process for your business. Shared topics may help you with your process if you have already started.

Each participant will receive written materials and a flash drive containing various resources. For assistance in registration, contact Maryellen Baldwin at (315) 736-3394 ext. 177/ mfw73@cornell.edu or register online at <https://reg.cce.cornell.edu/FarmAssetProtection> **230**

Dairy Farm Business Summary (DFBS)

A free tool that provides producers with the opportunity to analyze their financial situation, set goals for the future, and make sound financial decisions when it comes to their dairy farm business. In addition to taking advantage of benchmarking your business against other dairy operations and prioritizing areas for improvement.

Program Objectives are to:

1. Assist producers in developing and maintaining more complete and accurate farm business data
2. Assist producers in improving their managerial skills through the appropriate use of farm business data and the application of modern analysis and decision making techniques
3. Identify the current costs, returns, and changes occurring on dairy farms
4. Improve the interaction between dairy farmers, agribusiness, and education professionals in addressing current issues and problems facing dairy farms

Interested in utilizing DFBS? Contact Maryellen Baldwin at mfw73@cornell.edu or (315) 736-3394 ext. 177

Whole Farm Efficiency Webinar Series 12:00 pm - 1:00pm February 6 -March 12, 2024

Join Cornell CALS and PRO-DAIRY for the Whole Farm Efficiency Webinar Series to explore innovative practices and cutting edge technologies to optimize feeding and management. Register online at <http://tinyurl.com/yy8672bk>

Topics Include:

- **February 6** - Managing for High Milk Quality
 - **February 13** - Managing Transition Cows
- **February 20** - Use of Colostrum to Maximize the Benefits for Your Farm
- **February 27** - Improving Dairy Herd Performance and Management with Targeted Reproductive Management Programs
 - **March 5** - Managing Reproductive Programs
 - **March 12** - Managing Dairy Replacements

Bi-Weekly Ag Email

Sometimes information about upcoming events come in too late to make it into Farm Flash. In order to counteract missing out on information we created a bi-weekly Ag Email for updates exclusively on upcoming events, important deadlines and useful resources!

Contact Alex Harrington at (315) 736-3394 ext. 255 or ash273@cornell.edu to be added to the Email Update List.

Maintaining a Healthy Sugarbush

Peter Smallidge - Cornell Small Farms Program

A sugarbush is a special type of woodland. Woodlands include a complex mixture of natural processes and attributes such as soil type, elevation, tree species, types of wildlife, history of use, tree age, and more. Foresters can help maple producers gain an in-depth understanding of these factors to achieve a healthy and productive sugarbush, but there are several steps a maple producer can take on their own.

Three principles should guide the way a maple producer looks at a sugarbush. These principles apply to woodlands. First, managing the sugarbush to produce a specific product (in this case sap) is really about managing which plants receive sunlight. Sunlight feeds the leaves that make sugar which of course is needed for high quality sap. Second, trees are biological organisms, similar in some respects to a tomato plant, cow, or a human being. Biological organisms are born, grow, and eventually senesce. They also respond to stressors in their environment, and their vigor determines how well they respond. Third, as trees get larger they require more space. Because trees cannot move as they become crowded, some trees will die as the sugarbush matures.

With these principles in mind, a reasonable goal for a sugarbush is to make sure that trees of good vigor and potential longevity have adequate sunlight, stress events are minimized, and the effects of crowding are controlled by the owner who selects which trees remain. Following a few actions that maple producers can take to help keep their sugarbush healthy and productive.

Monitor Crown Health: The leafy part of the tree, the crown, is perhaps the most important part of the tree to monitor. Be alert to evidence of unhealthy crowns. Symptoms of poor crown health may include dead branches in the upper part of the crown, poor leaf color during the growing season, unusually small leaves, or a transparent crown. There will always be a couple trees in a sugarbush with poor crown health, but if several trees show these symptoms it is a sign that a problem exists. A symptom tells you a problem exists, but it doesn't usually identify the problem. Crown health may decline as a result of root problems, such as compaction from machinery.

Repeated injury to the crown can also reduce health because of reductions of energy reserves in the roots, as occurs when defoliation coincides with drought. Crown problems often result in less sugar production and lower yields the following sap season. In extreme cases, minimize or avoid tapping to allow trees to recover a healthy crown. Unfortunately, the causes of unhealthy crown often can be difficult to change - some of the following actions can help.

Assess Competition for Light Among Trees: Trees need light to grow. Although sugar maple is tolerant to shade, it does not thrive in these conditions. Maple producers need their tree to thrive, not just survive. The appropriate, that is the number of trees of a given size per acre, is a numeric index of competition for resources, specifically light. There are also visual indications of too much competition for light. First, if the upper canopy, collectively the crowns of the tall trees, is closed and doesn't allow sunlight through, then there may be too much competition for light. If the canopy is closed, and some trees have rounded crowns while others are flattened on two or more sides, there is likely too much competition.

If the maple trees produce seeds, but there are no seedlings there is either too much shade or too many deer. Before taking action, visual cues to competition should be assessed by a forester to do the assessment. These foresters are pre paid i.e. your tax dollars at work. If competition is high, thinning around the best trees will ensure they have enough light to continue to thrive. Look for resources on Crop Tree Management to guide the selection of trees to cut and those to leave. Woodlot and sugarbush thinning webinars are archived at www.youtube.com/ForestConnect.

Look for Interfering Plants: Interfering plants are either native or non-native ('invasive'), and interfere with something the owner wants to accomplish. Examples of interfering plants include multiflora rose, ferns, beech, striped maple, bush honeysuckle, and many more. For maple producers, interfering plants may also impede efforts to establish young desirable maple seedlings. In some areas, deer pressure is high and they browse desired plants. This browsing gives a growth advantage to the interfering plants that deer do not browse. Strategies and techniques to control interfering plants depends on the problem plant, its abundance, how thoroughly the maple producer wants to control the plant, and the producer's use of herbicides or organic strategies. The author's website includes numerous resources to help control interfering plants.

Monitoring Tree Diameter Growth: Tree diameter growth is critical to maple syrup producers. Diameter growth is an index of crown health. Diameter growth also helps to heal taps holes, adds new wood for future tapping, and acts as a reservoir for sap. A tree may produce the same amount of wood each year, but the thickness, known as diameter increment, will decrease because the wood is spread around a bigger tree. Tapping guidelines assume tree growth is sufficient to add new wood and prevent future tapping into columns of stain from prior tapping. "Pattern tapping" helps prevent tapping into a stain column, and so does adequate diameter growth.

Producers should expect annual diameter increments of $1/8^{\text{th}}$ to $1/10^{\text{th}}$ of an inch for trees less than 16 inches, $1/10^{\text{th}}$ to $1/12^{\text{th}}$ of an inch per year for trees 16 to 20 inches, and $1/12^{\text{th}}$ to $1/16^{\text{th}}$ of an inch for larger trees. The actual growth necessary to provide a sufficient thickness of new wood depends on the depth of tapping and the offset of the tapping pattern between years. "Band tapping" high versus low bands of the tree will reduce the expectation for diameter growth.

Annual measurements at the same position on the stem with a tape measure will reveal tree growth. Producers can place an aluminum nail in the tree at 12" high, and use a 3.5-foot stick to locate consistent height to annually measure diameter at breast height (dbh). Measure a minimum of 30 to 40 trees, and at least one per acre. Just as producers should measure sugar concentration, they need to measure tree diameter growth too.

Consider Tree Age and Longevity: Sugar maple can be a long-lived tree, with some trees reaching 300-400 years of age under ideal conditions. Under normal conditions, maple will likely have reduced production between 150-250 years of age. Maple producers could assess if there are patches of old or otherwise unproductive maples and regenerate a couple small patches every few years. Cutting within patches needs to be sufficiently intense to allow sunlight to reach the forest floor. Patches could be 0.25 to 0.75 acres, and vigorous trees within the patch could be retained. Young seedlings should be protected from deer by fencing or dense continuous piles of brush around the perimeter. A forester can help assign vigor-ratings to trees, and producers can monitor sap production for individual trees. The location and timing of patch cuts should synchronize with planned changes of tubing and mainline.

Livestock: Historically, many farm woodlots and sugarbushes have allowed cattle and other livestock to free range. In these cases, grazing involved a perimeter fence and then free choice of consumption by the livestock. This continuous or set-stock grazing proved detrimental to the animals, the trees and the land where the stocking rate was too high. Sustainable grazing is possible, but requires considerable work. Silvopasture is a deliberate process of integrating livestock into woodlands while also managing for nutritious forage plants. Management-intensive rotational grazing in small paddocks with herd/clock movement daily ensures ample rest periods for the land and intensive, restorative grazing of the forages. With careful planning, Silvopasture practices can solve some interfering plant problems. Any plans for deliberate grazing should assure that root damage is avoided; pigs in particular can cause root damage through their tendencies to "root."

Avoid Soil Ruts and Compaction: While tree crowns are perhaps the most important part of the tree for producers, tree roots tie for first place or at least a very close second. The roots anchor the tree to the ground, pull water from the ground in to the stem for sap, and feed the foliage. Damage to roots by tractors, skidders, or livestock can cause irreparable damage.

It is easier to prevent than to fix a problem. Producers with buckets need to access the sugarbush, but they should limit the number of trails. In chronically damp or soggy areas, install corduroy with a continuous mat of small logs and poles to float the tractor. Use as small machine as possible that is safe and effective, and add high flotation tires if practical. Other types of woods work should allow equipment only during seasons when the ground is firm; usually summer, dry falls, and during cold winters. Repairing ruts with fill or corduroy may help avoid the need for a new trail and more damage in a new area, but this will not repair the damage of the roots.

Mixture of Species: Your sugarbush will generally be healthier and more resistant to stresses such as insect defoliation if there is a mixture of species. When thinning a sugarbush to provide more light to desired trees, avoid the temptation of monoculture. Providing adequate sunlight to keep a thrifty maple healthy may be best accomplished by cutting another maple...There, I said it, it is okay to cut a maple. Seriously though, most producers can look at a maple with a small crown, weak fork, or old scars from maple borers or tractors and know that the tree is not productive or otherwise risky. Bucket producers have the advantage of truly knowing a tree's productive capacity. Paint or mark a tree of low productivity during the season, and cut that tree later in the year when time permits. When cutting firewood or thinning, set a target for the main canopy to be about 75% sugar maple or red maple and 25% other species. These aren't hard numbers, but use them as a guideline.

Time is of course the biggest obstacle to maple producers working in their sugarbush. Start with the easy tasks and keep a list of priorities. Use this list to guide a discussion with a forester from your state forestry agency or your consulting forester. Let them know your goal is a productive and healthy sugarbush. A forester can help you develop a plan and a schedule to optimize the use of your time. Finally, be safe in the woods; there are too many stories of maple producers hit by trees and crushed by tractors.



MEATSUITE.COM

Find Your Farmer, Fill Your Freezer



Cornell University
Cooperative Extension



NY Farm Viability
INSTITUTE

Putting Out the Welcome Mat

Beth Irons

Every industry periodically goes through growth spurts as it stretches in new directions. New ways of doing things, innovative technology to make necessary things faster, easier, and hopefully more profitable; new programs to minimize costs; and initiatives for making fresh foods more accessible to the consumer. SNAP, food incentive programs, food box programs, and available resource to help grow things at home. One growing aspect of the agricultural field is focused on not bringing products to the consumer - but bringing the consumer to the source of the product, the farm, or the ranch, to experience the beginning of the "local food system" first hand. Agritourism, as it is called, is enjoying a tremendous growth phase in development and it might be worth looking at to see if your farm, ranch, or agribusiness could benefit from opening your doors to the public.

By definition, agritourism is "a form of commercial enterprise that links agricultural production and/or processing with tourism visitors onto a farm, ranch, or other agricultural business for the purposes of entertaining or educating the visitors while generating income for the farm, ranch, or business owner (USDA National Agricultural Library).

There are many activities and celebrations that happen across the state and nation that celebrate agriculture - county fairs, state fairs, open farm days - as well as holiday centered activities like corn mazes, pumpkin carving, and fruit festivals (think strawberry or apple festivals). Many of these activities are not new. But because of the focus of this new concept of "agritourism" they are benefitting from renewed interest followed by amped up promotion and advertising campaigns designed to shine a brighter light on those in each community that supports our farmers, ranchers, and producers.

In Oneida County we celebrate our agriculture enthusiastically and often. It is the primary force behind the State and County Fairs, and many Cornell Cooperative Extension offices, in partnership with local tourism offices, organize and present annual Open Farm Days actively inviting local school children and the general public to a local active working farm to get a peek behind the scenes. Education is a vital part of these activities masterfully wrapped in a fun day on the farm.

But agritourism also represents those individual farms and agribusiness that open their doors and invite the public in to see how they operate. Tours are becoming commonly available through distilleries, wineries, farms, and value-added agribusinesses.

These are offered with the belief, and with growing evidence, that the better your customer (or potential customer) knows you and your business, the better chance they will buy your product. Some businesses have even partnered to be part of a celebrated “trail” through a region, encouraging traveling tourists to go from location to location as a day or weekend excursion. These promote not only seeing the features businesses, but the communities and regions that are traveled from place to place. And of course, the restaurants, hotels, motels, convenience stores and gas stations that are an integral part of the trip benefit with additional sales too.

Go to cconeida.com or oneidacountytourism.com to see what agritourism activities are happening in and around the Mohawk Valley. And contact us if you want to know more about creating an agritourism activity at your place!

Maple & Energy

We all know that New York makes the best Maple but is your operation running at its full potential? The entire process from preheating sap to evaporating uses a lot of energy and energy is money. There might be ways to make your maple operation as efficient and profitable as possible. Below is a chart showing the cost per gallon of production with a variety of energy sources.

Open Pan Evaporator	Preheat	SteamAway	Reverse Osmosis (10 Brix)	RO and SteamAway
Wood	\$9.28	\$5.62	\$1.75	\$1.09
Wood/air tight arch	\$5.71	\$3.46	\$1.10	\$0.69
Fuel oil	\$15.31	\$9.28	\$2.85	\$1.75
Natural gas	\$6.19	\$3.75	\$1.19	\$0.75
LP gas	\$18.21	\$11.04	\$3.38	\$2.07

As can be seen by the prices above, using Reverse Osmosis for your maple production is the way to go. If you are interested or think you’re ready to make energy upgrades to your maple operation there is assistance available through **Natural Resource Conservation Service (NRCS)** from their **Environmental Quality Incentive Program (EQIP)**. They will work with you to develop a conservation plan that outlines conservation practices and activities to help solve on-farm resource issues and assist you in taking advantage of available grant opportunities. The Oneida County NRCS can be contacted at (315) 736-3316 for assistance.

Assessing Your 2024 Business Goals

Maryellen Baldwin

2023 has come and gone - and that means it's time to focus on the future of your operation and how the goals you've set will be accomplished. Frequently assessing your business goals gives you time to set yourself up for success. Making it easier to:

- Stay focused and on task
- Improve cash flow
- Boost employee morale
- Eliminate business practices that aren't working
- Spot potential problems in your operation, finances, or management
- Ensure you're using your time and energy wisely

Here are a few steps you can take to assess your 2024 business goals.

1. **Organize and Review** - You can start by revisiting the goals you set at the beginning of the year to get a better understanding of your progress, try organizing them by category, and create a timeline to execute
2. **Assess Your Progress** - Go through each goal to evaluate your progress according to specific milestones you've set. If you already have progressed in tracking your milestones it can be straight forward, if not take time to implement one. For each goal that you have, answer the following questions: How do you define progress, did you exceed the goal or fall short, are you on track to reach the goal you've set, and if you faced any obstacles how have you overcome them?
3. **Adjust Goals with New Information** - You've assessed your progress, and now it's time to think about what changes can be made (if any) to either meet or exceed your goals. Some factors that may contribute to your successes or struggles: are seasonality, changes with employees, cash flow fluctuations, and unforeseen circumstances. Many factors can contribute to the reasons why your goals may need to be adjusted.
4. **Create Monthly and Weekly Plans for Carrying Out Goals** - To ensure goals are reached complete a reasonable plan to execute them. Breaking goals down into smaller pieces makes it feel more achievable. Consider following tasks, people, resources, and results when creating a plan for your goals.

I am here to help you assess your 2024 goals. Please do not hesitate to contact me by phone at (315) 736-3394 ext. 177 or email mfw73@cornell.edu.

Did You Know?

CCE Oneida County offers recordings of previous agriculture related meetings on our YouTube page. Use this link <https://tinyurl.com/446dknaz> **OR** scan the QR Code.



Funding for CSP, EQIP, AMA, ACEP Programs

USDA Natural Resources Conservation Service (NRCS) New York announces February 9, 2024, as the second application deadline for Fiscal Year 2024 funding through the Agricultural Conservation Easement Program (ACEP) - Agricultural Land Easements (ALE) and Wetland Reserve Easements (WRE).

Agricultural Land Easements (ALE)

Through ALE, NRCS provides funds to eligible conservation partners for the purchase of conservation easements on privately owned farmland. Eligible partners include state or local agencies, non-profits, and Indian Nations that have farmland or grassland protection programs. Private landowners interested in applying for ALE must work with an eligible partner who will apply to NRCS.

ALE easements protect critical natural resources and encourage private landowners to protect farmland through the voluntary sale of a conservation easement, which limits future development.

Eligible lands include privately owned cropland, rangeland, grassland, pastureland, and forestlands.

For more information, please visit the NRCS NEW ACEP Website at <http://tinyurl.com/2h29fdhc> or contact Peter Gibbs at peter.gibbs@usda.gov or Erica Stach at erica.stach@usda.gov.

Wetland Reserve Easements (WRE)

Through WRE, NRCS helps private landowners and Indian Nations restore and protect wetland ecosystems. Wetlands provide many benefits, including critical habitat for a wide array of wildlife species. Wetlands also store floodwaters, clean and recharge groundwater, sequester carbon, trap sediment, and filter pollutants, improving water quality.

Wetland conservation easements are either permanent or 30 years in duration. Indian Nations also have an option for a 30 year contract. Eligible lands include farmed, converted or degraded wetlands that can successfully be restored, croplands or grasslands subject to flooding, and riparian areas that link protected wetland areas. NRCS and the participant work together to develop a plan for the restoration and maintenance of the wetland.

Interested participants should contact their local NRCS field office or visit the NRCS New York ACEP Website at <http://tinyurl.com/2h29fdhc> for more information.

Each application pool will be ranked and considered for funding separately. The highest ranked applications in each pool will be selected based on availability of funds. Applicants may apply at any time, however applications received after the posted deadline will be considered for funding during future application periods.

Phosphate Fertilizer: There's a Lot of Risk in the System

Margy Eckelkamp

Josh Linville, director of fertilizer at StoneX, says a productive fall fertilizer season has left warehouse bins relatively low on volume.

"It sounds like everybody had a really good fall run," Linville says. "Mother Nature did a solid this year where everybody got out there, got their stuff done, and got a lot of fertilizer in the rearview mirror." But despite the early November news on phosphate countervailing duties - notably Moroccan duties reduced from 19.97% to 2.21%, he doesn't see a surge of supply coming into the U.S.

One Russian Company was importing into the U.S. market, PhosAgro, but its countervailing duties increased from 9.19% to 28.50%. "We can effectively say Russia's shut out of the U.S. or at least not coming here in a big way," Linville says. Regarding the Moroccan supply, Linville isn't optimistic their products are coming into our supply chain en masse in the near term.

"There was a lot of optimism on the Moroccan front, especially since the rate was expected to drop to 15% and it dropped close to 2%," Linville says. "But Morocco has not come to the U.S. in a big way since the summer of 2020 when this duty was first put into place."

Linville explains that 2% is still more than 0%, and with global demand healthy, the Moroccan product has found other markets.

"2% may not be much, but when you look at the product coming via the Gulf of Mexico that's \$10 to \$12 a ton," he says. "And looking from a long-term view, just as an example bringing in a half of a million tons into the U.S. marketplace after dropping to 2%, how does that make their argument look? It's in their best interest to not come here and continue to force that conversation to say, 2.12 is a great start. If you go just a little bit further, will start coming again."

In global phosphate production, China ranks No. 1, followed by the U.S., Morocco, and Russia.

"Three of the biggest exporters of phosphate in the world have a hurdle to cross over to get to come here," Linville says referencing China, Morocco, and Russian duties.

While the trade policies are weighing on the global market, Linville says domestic logistics are the most concerning factor for Spring 2024.

"We have an empty system right now, and we have three months until the middle of March when a lot of farmers start going to the field with phosphate and potash again - that is not a long time," he says pointing to low river levels and ongoing rails delays as key elements in moving product.

He adds: "I'm more concerned about logistics to get everything ready for spring season. I know this is a situation that we have cried wolf on so many times. I'm not going to sit and say 'oh you're just not going to go get it,' but my fear is farmers will not have to be willing to wait and be willing to pay."

Linville's top takeaway from the dynamics of the phosphate market is to talk to your retailer - even if you aren't ready to buy. He says there is not a better time than the present for everyone to set expectations for spring. "In this market, there's a lot of risk from the farm gates to the retail side. So more conversation goes along way this year," Linville says.

5 Welding Tips to Avoid Bubble Gum Results

Dan Anderson

After botching many welding jobs, I have established baselines for any weld I attempt now:

1. **Clamp the pieces, then add more clamps.** Professional welders can strategically spot weld pieces they are welding together to control warpage. Amateurs like me benefit from clamps holding pieces in place. Lots of clamps
2. **Short welds are better than continuous welds.** Notice the factory welds on farm equipment are often no longer than one or two inches. There are a few places where continuous welds are needed - attaching new edges to loader buckets, for example - but those welds should actually be short welds alternated between ends of the new edge to avoid putting too much heat at a time in a concentrated area.
3. **There is no substitute for a good ground.** MIG welders are fussy - their ground clamp must be attached to clean, bare, shiny metal and attached as close as possible to the welding point. Arc welders are famous for being able to "Weld through anything, anywhere," but better arc welds come from attaching the ground clamp to bare metal reasonably close to the weld point and from removing paint and corrosion so the arc doesn't have enough to fight through those high-resistance layers.



4. **Keep the welding helmet close to the weld.** I had a habit of holding my face far away from the welding arc, probably a natural instinct to stay away from something so hot. Look at photos of professional welders at work and the eye port of their welding helmet is often less than a foot from their arc, especially TIG welders who are “laying dimes.” Getting “up close and personal” improved my welds by allowing me to better monitor the weld paddle.
5. **Quick quenching a weld isn’t necessarily a good idea.** Many farmers have a 5-gal. bucket of water near their welders to quench their welds so they can be comfortably handled after welding. Lincoln Electric (Welders) advises against quick quenching any weld. Their experts say quick-quenching stresses the metal adjacent to welds and can lead to situations where the weld “holds,” but the metal near the weld fails due to crystallization. Slow-cooling to ambient temperature produces optimum strength for welds and surrounding metal.

Apple Tree Grafting *Workshop*

Join farmer and organic orchardist, Jason Townsend of Kingfisher Farm, for a hands-on apple tree grafting workshop! The workshop gives you the basics of apple tree grafting and will allow you to practice your skills and get feedback before you leave with your five trees!



**Friday, March 22 – 6:00pm–8:30pm
OR**

Saturday, March 23 – 10:00am–12:30pm
**Both workshops will be at the CCE Oneida
Office located at 121 Second St, Oriskany**

**\$75/person – Price covers grafting
materials and 5 trees attendees will work
on and bring home**

***BYOB – Bring your own bucket to
transport your newly grafted trees***



Scan to Register for the
Friday Workshop



Scan to Register for the
Saturday Workshop

Cornell Cooperative Extension | Oneida County

“Cornell Cooperative Extension is an equal opportunity, affirmative action educator and employer”

Put Fire Prevention at the Forefront

Sonja Heyck-Merlin - Country Folks

In a Pennsylvania Small Business Development presentation, Mark Harmon discussed fire prevention for businesses. Harmon is a compliance assistance specialist with the U.S. Department of Labor Occupational Safety and Health Administration (OSHA). The information in his presentation was based on current PA OSHA laws and regulations. Farm businesses should check with their state and/or federal OSHA offices to learn which laws and regulations are relevant to their businesses.

Fire Basics - To create a fire, three elements must be present: oxygen, fuel and heat (or ignition source). This is referred to as the "fire triangle." Add in the fourth element, the chemical reaction, and it's known as a "fire tetrahedron." If any of these components are removed, a fire will go out.

Because, one of the components - oxygen - is present virtually anywhere, the focus must be on preventing fuel from coming into contact with an ignition source. Ignition sources include open flames, smoking, static electricity, hot work (for example, welding), hot surfaces, electrical and mechanical sparks lightning. Fuel includes anything that is combustible or flammable.

Smoking - Cigarette smoking in the workplace is one obvious source. "I would advise that you have a specific location in which people are allowed to do that," Harmon said.

Ideally, the location should be in a remote location and should contain signage indicating that it's a smoking spot. Better yet, according to Harmon, is to eliminate smoking entirely from the workplace.

Hot Work - Before undertaking the cutting and welding of metal, the work area should be inspected by the individual responsible for authorizing the operations. After hot work is completed, someone should watch out for fire for a minimum of 30 minutes. A fire extinguisher should be within 10 feet.

Flammable Waste - Flammable waste includes solvents, gases, and liquids. These types of combustible waste materials should be stored in a red metal can with a tight-fitting lid.

"You're putting a lid on it so as to prevent those vapors from coming into the production area and causing a fire hazard," Harmon explained.

Storage of Flammable Hazards - Use only approved containers for storage of fuel. Keep containers closed when not in use. Store flammable materials away from exits or passageways, and be sure to keep away from ignition sources.

"If you've got a plastic milk jug, and you're putting gasoline in it, that is not an approved container for gasoline," Harmon said. Red containers are for gas, yellow for diesel and blue for kerosene.

Combustible Dust - "I always like to throw this in anytime we're talking about fires. It amazes me how many people don't consider dust a fire hazard, but it is," Harmons said.

Wood produces combustible dust, as do plastics and many agricultural materials. Metal dusts - aluminum, bronze, iron carbonyl, magnesium, and zinc - are also combustible.

There are testing protocols for compostable dusts; simply sweep some of the small particles in a container and send it to a laboratory which will ignite it in a control chamber.

"If you've never seen a combustible dust explosion, it's very violent," Harmon said.

Flexible Cords - Flexible extension cords were never meant to be used on a long-term, continuous basis. They are for temporary use only.

Often extension cords warm to the touch and they begin to break down. "If you've ever had a flexible cord that you're using and it is hot, I'll say you're using it in such a way that was not intended. By getting it hot, you should also understand that it will create a fire if it gets hot enough, Harmon said.

Extension cords should be used in accordance with the listing and labeling of the manufacturer. Cords should also be uncoiled and inspected before use and to make sure the amperage of the cord is appropriate for the job.

Housekeeping - "When we talk about fire prevention, housekeeping should always come into question. I hope companies take the opportunity to walk through their facility on a regular basis because we all generate waste," Harmon said.

Trash receptacles should be emptied on a regular basis, and they should never be overflowing. Exits should never be blocked by trash or piles of debris.

"The idea", he said, "is you're setting up for a fire, putting fuel in that area. Because we already have the oxygen, the only thing that would need is an ignition source."

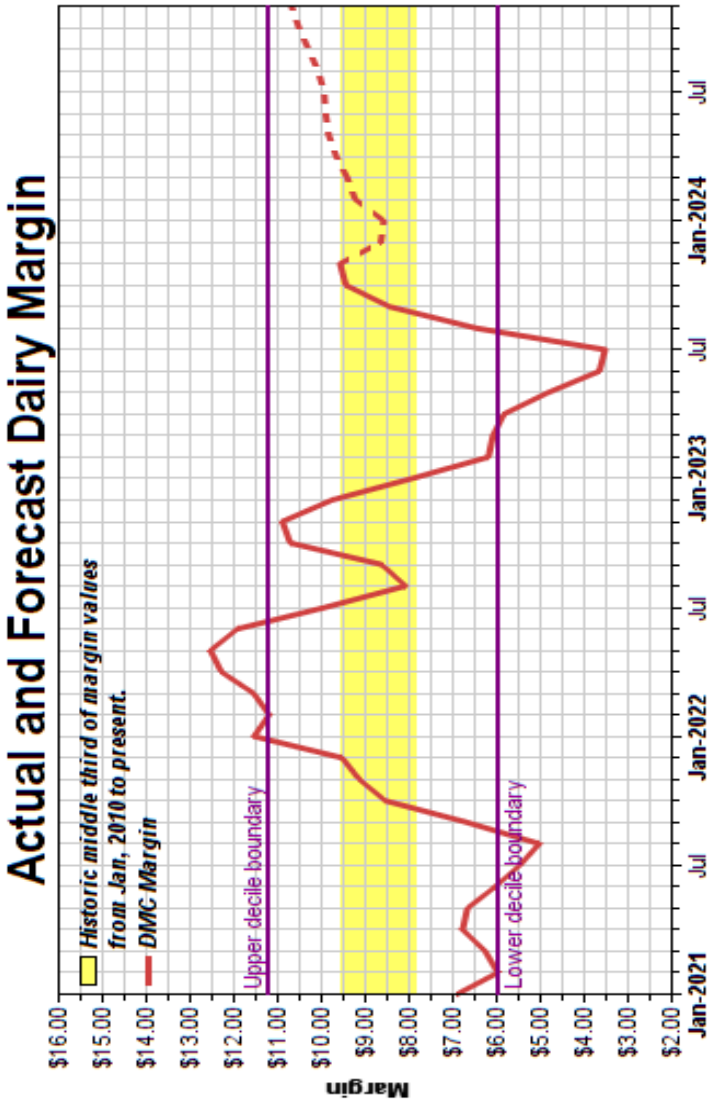
Fire Extinguishers - Different types of fires require specific types of fire extinguishers. Fire extinguishers are broken into classifications: A, B, C, D, and K.

- A is common for combustibles like wood, paper, and cloth
- B is for flammable liquids and gases like gasoline, propane, and solvents.
- C is for live electrical equipment such as computers

- D is for combustible metals such as magnesium, lithium, titanium, and aluminum
- K is for cooking media like oils and fats

Fire extinguishers are available in combinations. For example, ABC extinguishers are common.

Harmon said, "Fire extinguishers should be charged, readily available and in a serviceable condition. I think it would be good for everyone to understand how to operate a fire extinguisher."



<https://dairymarkets.org/Tools/MILC-MPP.html>

Updated 1/11/24



When It's Time to Store Canning Supplies...

Carolyn Ainslie and Elizabeth Andress
National Center for Home Food Preservation

With frost on the pumpkin, many home food preservers are storing canning equipment until spring. Before packing up and forgetting about those items that served you so well this past preserving season, take time to give them a little tender loving care! You will be so glad you did this next year when you see those first signs of vegetables in the garden and fruits beginning to ripen.

First, start with your biggest investment, the pressure canner. For safe operation next season, clean the vent and safety valve. To clean the vent, draw a clean string of narrow strip of cloth through the opening. Check to make sure the safety valve is free of debris and operates freely. Clean the valve by removing, if possible, or following the manufacturer's instructions.

Next, check the gasket which is the rubber or rubber-like compound that helps seal the edges of the canner and lid to prevent steam from escaping. Gaskets are removeable for cleaning or replacement by following the manufacturer's directions. If needed, new gaskets can be ordered from the canner manufacturer or found at hardware stores. (Some canners do not have gaskets and use a metal to metal seal instead)

If your canner has a dial gauge, go ahead and mark your calendar now for a time to have your gauge tested in early spring. Contact your County Extension for information on checking the accuracy of the gauge. This should be done well in advance of canning season so that if the gauge tests off more than 1 pound of pressure at 5, 10, or 15 pounds, it can be replaced.

Follow the manufacturer's directions for care of the sealing edges of your canner. If your canner has a dial gauge, be careful not to immerse the gauge when cleaning. The darkened surface on the inside of an aluminum canner can be cleaned by filling it above the darkened line with a mixture of 1 tablespoon cream of tartar to each quart of water. Place the canner on the stove, heat water to a boil, and boil covered until the dark deposits disappear. Sometimes stubborn deposits may require the addition of more cream of tartar. Empty the canner and wash it with hot soapy water, rinse and dry. (Hint: deposits from hard water may be reduced if you add 1 tablespoon of white vinegar to the water in the canner while you process the jars)

Store the canner with crumpled clean paper towels in the bottom and around the rack. This helps absorb moisture and odors. Place the lid upside down on the canner. Never put the lid on the canner and seal it.

Once your canner is properly stored, take time to inventory jars and two piece lids.

If properly used and stored, jars can last indefinitely. As you empty jars during the winter, check for any chips or breaks, wash and store in a safe place. Two-piece lids consists of a flat metal disc and a separate metal screw band. After canning, screw bands should be removed once the jars have sealed, instead of leaving them on the jars during storage. Wash and dry the screwbands completely and put them away in a dry place. Bands can be used over and over, unless they rust. The flat lid is used only once and then discarded after the jar of food is opened.

Designate a clean and dry storage area for your canning equipment and utensils. Use clear storage boxes, stackable racks, and other organizer accessories to make a good preservation storage center. Come spring, you'll be ready for another year!



February

S	M	T	W	TH	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29		

February 3

Market 9am-1pm
Music by Melissa Clark
Mommy & Me Painting class

February 17

Market 9am-1pm



Happy Valentine's Day!

Our online store will be temporarily CLOSED, please check our facebook page for updates!

Contact Information for Local Agencies that support Agriculture

NYS DEC 315-793-2554,
Oneida Co Soil & Water 315-736-3334
USDA Farm Services 315-736-3316
Oneida County Farm Bureau
1-800-342-4143
Farm Net 1-800-547-3276



31 Meadow Street—PO Box 262
Clinton, NY 13323

315-853-6151
www.clintontractor.net



Richardson Farms

Crop Supplies & Services
Bulk & Bag Feed/ Minerals
Hay & Straw

Vernon Center, NY
(315) 829-8000



GROWMARK

PO Box 65 Office: 315.841.8886
7610 State Route 20 800.852.5003
Sangerfield, NY 13455 Fax: 315.841.4405
Sangerfield@growmarkfs.com

Fertilizer, Lime, Seed, Agronomy
Satisfying Customers, Profitably

CAROLINA EASTERN-VAIL, INC.



CAROVAIL

Fertilizer • Crop Protection
Seed • Custom Application

Tom Hartnett, CCA
Certified Crop Advisor

(315) 841-3201 • (888) 991-9292
FAX • (315) 841-4339
8341 St Rt.20 • Oriskany Falls, NY 13425

Mark Smith - Smith Ag Service

PO Box 1018

Morrisville, NY 13408

315-447-7579 (Mobile)

Email: mark@smithagservice.com



H.P Farmer's Co-op Inc.
more than a farm store
Milk Marketing Since 1936

Full Service Farm Supply Store

Nutrena, Blue Seal & Poulin Feeds, Bale
Wrap, Twine, Fencing Supplies, Cedar
Fence Posts, Red Wing & Dry Shod Boots
and More!

9560 Depot Street, Holland Patent, NY
315-865-5281



430 NYS Route 8
Bridgewater, NY 13313

Call: 315.793.7169

Fax: 315.793.7265

Email:

info@empire-custom.com

Like & Follow Us On



USDA Custom Slaughter, Processing and Retail Sales
Certified Organic and Grassfed Slaughter
Excellence in Every Cut

www.empirecustomprocessingllc.com

Warner Sales & Service, Inc.

6470 Greenway New London Rd.
Rome, NY 13440

315.336.0311

Email: sales@warners.com

SALES—Service—Rentals



HUSTLER





WHITE'S FARM SUPPLY, INC.

Sales ~ Service ~ Parts ~ Rentals

CANASTOTA
4154 Route 31
(315) 697-2214

LOWVILLE
8207 Route 26
(315) 376-0300

WATERVILLE
962 Route 12
(315) 841-4181

WWW.WHITESFARMSUPPLY.COM



COPPER CITY MEATS

USDA Harvest Facility in Rome, NY

Custom Processing • Organic Certified • SQF Certified

Buyers of: All Cull Calves & Organic Beef

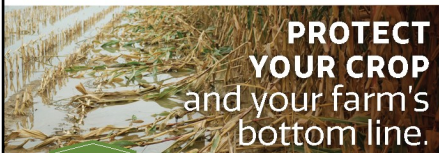
**CONTACT US
TODAY:**

☎ 315-337-1911

✉ info@coppercitymeats.com

🌐 www.coppercitymeats.com

CROP GROWERS
Your first choice for crop insurance.



CROP GROWERS IS AN
EQUAL OPPORTUNITY
PROVIDER

Daniele Harris
Crop Insurance Specialist
Daniele.Harris@cropgrowers.com
315.601.5920
7397 NY-80, Cooperstown, NY
CropGrowers.com

LOUIS J. GALE & SON, INC.

7889 Canning Factory Road
Waterville, NY 13480

315-841-8411 or 315-841-8410

Retail: FEED—GRAIN—SEED

Custom Mixing & Grinding

Hi Mag Lime, Pesticides

Grow Right Fertilizer

Soy Bean Roasting

Corn Drying



**performance
PREMIXES**
inc.

Dairy Feed & Seed Co.

315-734-1705

performancepremix.com



Andy Mower, Serving the Agriculture Industry for 38 years



Jason Caruso

Office - (315) 725-5759

Cell - (315) 725-8335

Fax - (315) 733-3743

201 Jackson Rd
Frankfort, NY 13340



focused on what matters

800.NBT.BANK nbtbank.com



Member FDIC

Cornell Cooperative Extension

Oneida County

121 Second Street
Oriskany, NY 13424

Non-Profit
US Postage
Paid
Oriskany, NY
13424
Permit # 68

"Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities"