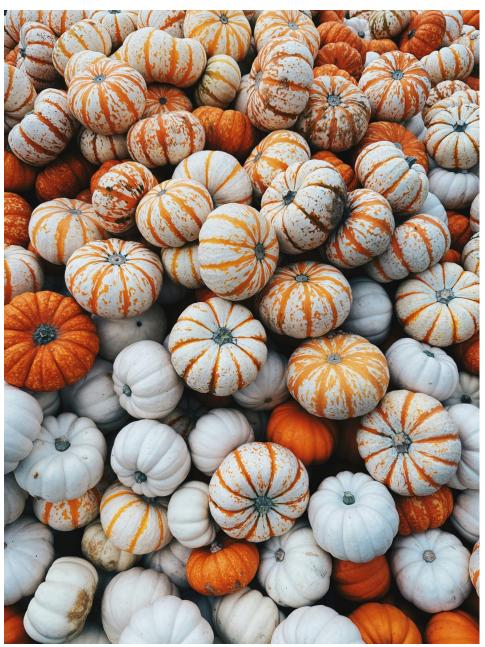
Cornell Cooperative Extension Oneida County

FARM FLASH



NOVEMBER 2025

The Ag Team



Jennifer Reynolds Ag Team Lead jlr547@cornell.edu 315-736-3394



Amanda Vinci Operations Coordinator als354@cornell.edu 315-736-3394 x237



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



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



Madi Engel Ag Educator mee67@cornell.edu 315-736-3394 x 109



Carol A. Watkins AED Team Lead cap49@cornell.edu 315-736-3394 x231



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



Holly Wise Consumer Horticulture hlw2@cornell.edu 315-736-3394 x 125



Audra Benincasa OCPM Online Coordinator ajb489@cornell.edu 315-736-3394 x 266



Carl Mierek Food System Specialist cm2273@cornell.edu 315-736-3394 x 120



Natika Walters Farm Business Specialist nmw62@cornell.edu 315-736-3394 x 177

Attention Landowners

Did you purchase any new property this year? Is it part of your farm? Are you performing any agricultural business activity on it?

If so, January 1st through January 31st is Oneida County's Open Enrollment Period for NYS Agricultural Districts. Being part of a NYS Agricultural District affords you *additional protections* for your farming activities that you would otherwise not be eligible for outside an agricultural district. This is a voluntary program, and you must be the property owner to apply. Applications can be found at https://tinyurl.com/38xsv9bu

Upcoming Events

Prepping for Dairy Grants: Is my project a good fit?

What to know before applying for the Dairy Farm Modernization and Improvement Grant from the Northeast Dairy Business Innovation Center. This grant Request for Proposal (RFP)

opened October 14, 2025 and will close December 4, 2025. Grab your lunch, questions and learn how to best prepare your grant application.

Join the Lunch and Learn Webinar on Thursday, November 6 at 12:30 pm. Register online at https://tinyurl.com/dmf6sy7y or scan the QR Code.



Optimizing the Economic Return of Pasture-Raised Slow-Growth and Conventional Broilers

Over the past three years, Cornell Cooperative Extension has worked with nearly 40 small farmers across NYS to gather information on the true costs of raising broilers (meat chickens) on pasture. This presentation is a summary of the findings of this research project. They will share:

- Statewide averages and benchmarks for both raising and selling meat chickens.
 - Common pitfalls when it comes to being profitable.
 - The performance metrics for Cornish Cross and Slow Growth broilers raised on pasture.
- Evidence-based suggestions to improve both performance and profitability.

The webinar will take place on Thursday,
November 13 at 6:00 pm. Register online at
https://cornell.zoom.us/webinar/register/
<a href="https://www.webinar/register/www.webinar/webinar/register/www.webinar/webinar/register/www.webinar/webinar



Crop Congress - Save the Date! Co-Hosted by Clinton Tractor

January 15 from 9:30 am - 3:00 pm at the Clinton VFW

Pesticide and CCA credits will be available - More Details to Follow

Register with Danielle at Clinton Tractor by calling (315) 853-6151 or (315) 404-8423 or email Danielle@clintontractor.net

Supporting Agriculture Locally Year-RoundBeth Irons

Tents are stored, tables crates and boxes are tucked away and signs are stored for the winter as the area's farmers' markets wind down for the summer growing season. Aime to welcome the upcoming fall and winter seasons with final harvests out of fields and gardens, preserve for the winter and eventually dream of the gardens and harvests of next year. That holds true for some, but vendors at the Oneida County Public Market are gearing up to continue bringing their products to market for you right through the holiday and winter seasons. Creative ways to extend the growing season, and the robust harvest of storage products, help to ensure fresh, healthy, and locally produced foods right through the colder parts of the year in our area. The Oneida County Public Market is here for you year-round.

While you can't expect fresh harvested tomatoes or sweet corn in November or February, may producers supplement fresh produce by offering value-added products such as jams, jellies, sauces, salsas, and a variety of baked goods. Artisans and crafters offer holiday gift baskets and home-spun stocking stuffers to help meet the gift-giving needs of our shoppers. The 'thank you' gifts left for mail deliverers, employees and neighbors might include a jar of jam, local barbeque sauce, or homemade soaps or a candle. Farmers and producers stand ready to help complete menus for family gatherings and look forward to traditional dinners over the next few months. In fact, the sooner you talk to your favorite vendor to secure the Thanksgiving turkey or the Christmas ham the better!

Come to the Public Market to get that hard to shop for person on your list that unique, can't find it anywhere else item from one of our crafters or artisans. From a cuddle worthy blanket to a characteristic local photo to a freshly baked local favorite, if you're looking for something unmatched anywhere else - get yourself to the Oneida County Public Market at Union Station's Main Lobby (321 Main St, Utica) on Saturdays from 9:00 am to 1:00 pm (except for November 22nd - no market that day).

Check out the online store at oneidacountypublicmarket.com to preorder must have items for pick up and learn more! Don't forget to follow the Oneida County Public Market on Facebook and Instagram to stay in touch. See you at the market - all winter!

2025 Conservation Education Days

786 students from 38 classrooms in 8 school districts from Oneida County attended the 2025 Conservation Education Days at Delta Lake State Park. Students who attended learned all about different conservation or nature related stations with presenters from all over the county and state!





Carol Watkins is the new Ag Economic Development Team Leader. She will be assisting with the Oneida County Public Market, Upstate Downstate Food Systems Project and Farm to School. Carol has been with CCE Oneida County for 24 years. During that time she has worked on various projects and programs including youth development, nutrition and food access, and child nutrition program. Carol has extensive knowledge on incentive



programs including programs such as Farmers Market Nutrition Program, Double Up Food Bucks and Fresh connect checks to increase purchase powers to buy local and support local producers. She grew up spending time on her families Dairy Farm Camden and in 2021 and 2022 participated in the NYS Ag and Markets Industrial Hemp Farmer program as a grower.

Seasonal Reminder: Keep ADG in Calves a Focal Point During Winter Months

ML Collins

We had had an amazing run on warmer temperatures and dry conditions. You know that will change, but are you going to be ready for it? More importantly, will you be ready to navigate the fluctuating temperatures and the impacts they can have on your calves? As Fall transitions to Winter and the temperatures drop it becomes increasingly important to ensure your replacement calves continue to thrive and gain daily.

Get in the Zone: Or, at least understand the meaning of Thermal Neutral Zone (TNZ). TNZ is the temperature where a calf feels most comfortable and no additional energy is needed to maintain the animal's normal body temperature. A newborn calf's TNX range is 60 to 77 degrees Fahrenheit. At temperatures below 60 degrees Fahrenheit, the calf's body now partitions energy to sustain maintenance needs first, pulling from energy resources needed for growth and strong immune system. This Lower Critical Temperature (LCT) gauge can vary by breed and is influenced by several different factors. Factors that influence a calf's energy needs as it relates to temperatures include:

- · Age and size of the calf
- Plane of nutrition/diet
- Environmental conditions

Age in Days		Temperature in degrees Fahrenheit
1	56	
5	54	
10	51	
15	49	
20	47	
25	45	
30	43	

Critical temperature for the calf for the first 30 days. Adapted from Davis and Drackley (1998)

Planning Ahead for Winter Wrath: Much like we had to prepare for heat and humidity during summer months, now we need to switch gears and prepare for and perhaps change routines in the calf barn that will ensure continued growth and minimize sickness. Regarding feeding, we now know the importance of feeding consistently every day. If you are feeding milk replacer, are you confident the amount of powder being mixed is the same weight at every feeding? Is the water temperature the same? Has anyone read the label recently to confirm the recommended feeding and mixing instructions? What can be done to improve consistency in milk. Do you typically switch to a higher fat milk replacer for winter months? Your calves will need more calories to combat colder temperatures, can you accomplish this by increasing fat in the replacer or by offering another feeding of milk or milk replacer? Lastly, don't forget to continue to offer water 30 minutes post milk feeding. Providing water in freezing weather can be a hassle, but unthrifty and poor-doers in the calf barn are even more of a hassle. Water encourages starter intake and helps to improve growth.

Ventilation Remains Important: Even in winter months ventilation is key in all barns. Moisture is the enemy during winter months and providing enough air exchanges in the winter will combat moisture and minimize the risks of respiratory issues in the barn. Temperatures in winter months are less of a concern compared to inside moisture levels. Remember that our animals continue to put moisture out into their environment through respirations and increased moisture levels have the ability to trap bacteria present in the calf's environment.

Don't be Stingy with the Bedding: If you have the means to bed with straw, go for it! Deep bedded straw beds that allow a calf to nestle in deep will help conserve the calf's energy. Start with an absorbent bottom layer of sawdust or shavings to wick moisture away from the calf. Remember the knee test? If you kneel in a calf pen for two minutes and your knees are wet, you are lacking bedding. Take not of the smell while you are there, does it smell like ammonia? That is the air your calf is exposed to daily.

Calf Jackets: Yes it does require another area to be managed, monitored, and laundered, they are worth the investment. Applying calf jackets to dry calves will slow their heat loss, reserving more energy to go to the calf's growth and overall health needs. Prioritize jacket use to those calves younger than 3 weeks and remember the Rule of 90: If a daytime temperature and nighttime temperature add up to be less than 90 degrees, keep the jacket on!

Seedsman's Best Picks

Channel -Jim Valent (814)664-0159

Corn - Grain

190-29VT2PRIB 090RM

Reliable agronomic package, above average drought tolerance, and strong yield potential combine for a well-rounded product.

Medium stature plant features an attractive, semi-flex ear type with good girth, consider moderate planting densities.

Very good root strength, stalk strength, and greensnap tolerance.

192-19VT2PRIB 092RM

92RM product with high yield potential, excellent test weight, and rapid dry down.

Impressive emergence and vigor support early planting.

Flex ear type has shown to perform well under low to moderate planting densities.

198-25VT2PRIB 098RM

A 98 RM SmartStax PRO® Technology product with outstanding yield potential.

A consistent product with an overall strong agronomic package.

Great early vigor followed by a great harvest appearance.

Corn - Silage

193-91STXRIB 093RM

A versatile, high yielding hybrid for silage with excellent fiber digestibility.

Adaptable to most soil conditions and management practices with a very good agronomic package.

Good ear flex that does not require high populations.

197-99SSPRIB 097RM

Excellent silage tonnage potential hybrid in a SmartStax PRO^{TM} offering.

Good emergence and excellent early growth, very good stalks and roots.

Overall strong disease package, good late season intactness, and suited for corn-on-corn conditions.

203-01STXRIB 103RM

A medium statured hybrid that fits most management conditions with very good plant health.

Excellent silage quality reflected by above average starch content, IVSD-7hr, NDFD30hr, and milk/ton scores

Soybeans

1524RXF

1.5 MG XtendFlex[®] soybean that brings excellent yield potential.

Verry good Sudden Death Syndrome and Sclerotinia White Mold tolerances.

Good standability.

2026RXF

2.0 MG Xtendflex[®] soybean with excellent yield potential.

Rps1c/3a double stack of Phytophthora Root Rot genes.

Very good standability with a Medium-tall plant height.

2225RXF

Excellent yield potential in a 2.2 MG Xtendflex[®] soybean.

Rps1c Phytophthora Root Rot gene with good field tolerance.

Medium-tall plant height with very good standability.

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.



Pioneer - Tyler Stevenson (484)332-9130

Corn - Grain

P9955PCE/V - New Leader in Late 90-Day CRM for Yield and Test Weight

Introducing an exceptional grain hybrid now available in the latest trait platforms - PowerCore® Enlist® and Vorceed® Enlist®. This hybrid delivers:

- · Outstanding yield potential
- Superior test weight
- · Flexible trait options to fit any acre
- Enhanced insect protection
- 4 mode of herbicide tolerance

P96567AM/Q - New hybrid offers top-end yield and strong test weight, with the flexibility to perform as both grain and silage. Built for tough conditions, it features:

- Robust drought tolerance
- Excellent plant health
- Strong resistance to Northern Corn Leaf Blight and Gray Leaf Spot

A reliable choice for growers seeking performance and protection across diverse environments.

P9489AM/Q - This 94-day grain / 92 day silage has been a consistent yield leader since launch. With strong performance across diverse environments and a high rating for early planting, it's a reliable choice for growers looking to maximize returns.

- Excellent yield potential
- · Versatile across soil types and conditions
- Ideal for early planting windows
- Dual-purpose: grain and silage

Corn - Silage

P0487PCE?Q - 104-day grain / 101-day silage hybrid brings aggressive yield potential and AQUAmax $^{(\!R\!)}$ drought tolerance to thrive through tough summer conditions. With high disease tolerance and excellent starch content, it's built to fill the bunk and deliver feed value.

- Strong drought tolerance
- High tolerance to key foliar diseases
- Excellent starch for feedout
- Dual=purpose flexibility with grain upside

P0035AM/Q - 100 - day grain / 101 day-silage hybrid combines topend yield potential with AQUAmax $^{\circledR}$ drought tolerance and industry-leading Tar Spot resistance. Widely adopted across the U.S., it's a versatile option for growers seeking both grain performance and silage quality.

- Exceptional drought resilience
- Strong Tar Spot resistance
- Excellent silage quality
- Broad adaptability and proven performance

P9823Q - 98-day grain & silage hybrid is a consistent performer in the Northeast, with a strong silage focus and the Qrome® trait platform. Known for its reliability, it offers:

- Excellent Northern Corn Leaf Blight resistance
- Strong stress tolerance
- High yield potential
- Dual-purpose flexibility

A trusted option for growers looking to maximize silage quality and grain performance in challenging conditions.

Soybeans

P21A31PR - This versatile Plenish® High Oleic soybean offers strong emergence, making it ideal for early planting. Featuring stacked Phytophthora resistance genes, it's a solid choice for acres needing dependable disease protection and consistent stand establishment.

• Excellent emergence for early planting, Stacked Phytophthora resistance, adaptable across versatile acre types.

P22A36PR- The Go-To Plenish® Variety in the Northeast

This Plenish® High Oleic soybean is a proven leader across the Northeast, delivering consistently high yields and broad adaptability. With strong White Mold tolerance, an excellent canopy, and a balanced growth habit, it's top choice in the Plenish line-up.

 High-yielding across diverse environments, excellent White Mold tolerance, strong canopy and growth structure

P24A46PR-This standout Plenish® High Oleic soybean offers soild standability and strong White Mold tolerance, making it a dependable choice for mid Group 2 maturity. With consistent performance and premium oil opportunity, it's a top tier option for growers focused on both yield and consistency.

Excellent standability, strong White Mold tolerance

25R29 - Resilient Performer with Strong Disease Resistance

A reliable wheat variety offering strong yield potential, excellent test weight, and robust winter hardiness. It stand out with strong Fusarium Head Scab resistance, making it a dependable choice for disease-prone environments.

 High yield and grain quality, excellent winter survival, strong Fusarium Head Scab resistance

25R40 - Widely Adapted, High Yielding with Compact Stature

This shorter-statured wheat is known for its broad adaptability and consistent high yields across varying conditions. Ideal for growers seeking performance with a more compact plant type.

• Short stature for ensured standability, widely adapted across regions, proven yield performance

25R65 - Elite New Variety for Top-End Production

- A new, high performing wheat variety built for growers chasing top yields. It combines elite standability with excellent gain quality, making it hard to beat in the field.
- Exceptional yield potential, excellent standability, premium grain quality

Looking to Lease? Get It In Writing

Enrico Villamaino - Country Folks

A strong farm lease isn't just a formality, it's the foundation of a flourishing farming partnership. Whether you're an experienced operator or a fair-time farmers, a well-crafted lease prevents confusion and helps both parties stay on track. Here's how to create a crystal-clear, ironclad lease that protects your interests.

Put It In Writing - Handshakes are great for a gentleman's agreement. But nowadays even gentleman farmers need to get it in writing. A verbal agreement is a recipe for misunderstandings. A written lease keeps both parties aligned, offering clear terms and expectations. By documenting everything, you eliminate the possibility of differing recollections. A written contract is legally binding, reducing the risk of disputes and ensuring the lease terms are clear and enforceable.

Be sure both parties keep copies of the lease and if any changes occur, update it in writing and get both signatures. A signed document protects the relationship and sets the stage for a smooth, long-term partnership.

Legal Names & Land Layout - Clarity starts with the names.
Use the full legal names of both parties, whether individuals,
LLC's or corporations. A lease with incorrect or informal names
can lead to confusion if legal issues arise. Be as specific as you
can be from the start.

Next, describe the land in detail. Don't rely on vague terms like "a field on State Highway 10." Be as precise as possible. Parcel IDs, GPS coordinates and detailed addresses are excellent ways to spell out just what land you're talking about. This way there's no ambiguity about what land is being leased, reducing the potential for disputes.

Keep in mind if you're leasing part of a larger tract, specify the exact portion being rented. This ensures everyone knows which land is covered by the agreement.

• Dates and Duration Defined - Lock down the lease's start and end dates. Define how long the lease lasts, whether it autorenews (sometimes called an "evergreen contract") or needs renewal each year. If the lease automatically renews, specify the required notice period to terminate, which is typically 30 to 60 days. Keep in mind that state laws may dictate when non-renewal notices must be given, so make sure the lease aligns with local regulations.

For multi-year leases, consider including terms for adjusting rent based on market conditions, inflation or land improvements. Farmers know just how vulnerable they can be to outside forces and this helps ensure both parties can plan for future changes without surprises.

 Rent Rules and Payment Schedule - Be clear about how much rent is due, when it's due and how it's paid. Cash rent per acre, crop-share agreements and a number of other methods are commonly used, but both parties should agree on amount and payment schedule. Rent might be due before planting, after harvest, or split between the two, but make sure the terms are clear.

In a crop share agreement, make sure the lease state the exact percentage of the harvest doing to the landowner and the operator. Be sure to be clear about who gets subsidies or other government payments and if and how they'll be split.

While it might not be pleasant to contemplate, prepare for years with crop failures or no harvest. Address whether rent is still due in such cases and it government payments are impacted by crop losses.

• **Duties and Responsibilities -** The lease should clearly define both parties' responsibilities. For the operator, this typically includes planting, maintaining and harvesting crops while also complying with state and federal laws on pesticide and fertilizer use. Operators should avoid unauthorized public access, dumping waste or making structural changes to the land without permission.

The landlord also has responsibilities, such as disclosing any hazards on the property, like wells, underground tanks, or waste disposal sites. Landowners might also be required to help fund improvements, like drainage systems or terracing, and ensure the land is ready for farming.

The lease should address the condition of the land at the start and end of the lease. Some leases require the operator to return the land in similar condition, particularly when it comes to soil fertility. This helps preserve the land's long-term productivity.

 Insurance and Indemnity Protection - Both the landowner and operator should maintain comprehensive liability insurance to cover accidents, injuries or property damage. Whether it's an accident with equipment or an injury on the land, proper insurance prevents costly litigation and ensure both parties are protected.

In addition to insurance include a hold-harmless clause that releases each party from liability for accidents as long as both are complying with the lease terms. This ensures neither party can sue the other for accidents outside their control.

Finally, include an indemnity clause, which requires one party to compensate the other for damages or losses caused by a breach of contract. For example, if the landlord fails to disclose a hazard and the operator suffers damage because of it, the landlord is responsible for covering those costs.

By following these steps, you'll create a lease that's clear, concise and protective for both the landowner and the operator. A solid lease ensures both parties are on the same page, reducing risks and strengthening the partnership. With these key components in place, you're ready to build a successful and long-lasting farming relationship.

For more information and tips on securing the services of an attorney specializing in farmland leases, visit <u>farmlandaccess.org</u>.







Labor Roadshow IX

Immigration, unions, overtime, employee housing, and technology, workforce issues continue to demand farm employers' attention. Every farmer employing people in New York should attend the Labor Roadshow. The Agricultural Workforce Development Council (AWDC) is thrilled to announce that registration is now open for Labor Roadshow IX, a pivotal event dedicated to educating and supporting farm employers. This year's Roadshow will feature a series of insightful discussions led by top experts in the field addressing critical agricultural issues.

In-Person events will be held in four locations:

- December 9 Elks Lodge, Greenwich, NY
- December 10 Hilton Garden Inn, Watertown, NY
- December 17 Cornell AgriTech, Geneva, NY

December 18 – Genesee Community College, Batavia, NY Online sessions will be held via Zoom on topics that are different from, and in addition to, the in-person events:

December 1 from noon to 2:00PM

December 22 from noon to 2:00PM

Labor Roadshow IX will cover a range of pressing topics, including:

- Immigration and Farm/Family Preparedness
- Compliance Updates
- Unionization Updates from PERB and attorneys
- Employee Engagement and Improving Culture
- Employee Housing Operational Costs
- Pest Management in Employee Housing
- Legality of Employee Monitoring Using Cameras and Technology How to Interact with Regulators and the Public about Labor Issues With one registration, participants gain access to one in-person event, a recording of an in-person session, and all online sessions on December 1 and 22. Whether attending in person or virtually, this is a unique opportunity to engage with industry leaders and peers.

Registration Details: Registration is open. To secure your spot, please visit: https://forms.gle/HheZLetKwyi8J3t6A. Early registration is encouraged as spaces may be limited.

Event cost: \$75 per person

Cash, check, and advance online payments will be accepted. Each registration includes onsite programming for one event date, access to two webinars, coffee, refreshments, and lunch provided. For the latest updates on expert speakers, session topics, and additional information, please continue to check our <u>Labor</u> Roadshow webpage.

Questions?

About program: <u>cu-agworkforce@cornell.edu</u>
About registration/payment: <u>office@nedpa.org</u>



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 Nutrena[®]



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.



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: 31.5.793.7265 Email:

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











FARM SUPPLY, INC.

CANASTOTA 4154 Route 31 (315) 697-2214

WATERVILLE 962 Route 12 (315) 841-4181

LOWVILLE 8207 Route 26 (315) 376-0300

WWW.WHITESFARMSUPPLY.COM









Kubota

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



315-732-5759



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



Andy Mower, Serving the Agriculture Industry for 38 years

Farm Credit East, ACA Your First Choice For Financial Solutions



- Farm Loans
- Crop Insurance
- Agribusiness Loans ♦ Credit Life Insurance
- Leasing
- Payroll Services
- Appraisal Services

 Business Planning
- Estate Planning
- Tax Services
- Financial Records
- ♦ Profit Improvement

7397 State Hwy 80, Cooperstown, NY 13326 FAX (607) 282-3005 (800) 762-3276 www.farmcrediteast.com

Looking for a new way to advertise your business? Think about sponsoring Farm Flash for 2026. If you're interested contact Alex Harrington at ash273@cornell.edu or call (315) 736-3394 x 255.

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 providing equal program and employment opportunities in accordance with applicable laws.