

**Cornell Cooperative Extension Oneida County**

# **FARM FLASH**



**FEBRUARY 2026**

# The Ag Team



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## **\*\*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 1<sup>st</sup> through January 31<sup>st</sup> 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

## **Farm Family Safety: Common Farm Chemicals and Exploring Zoonotic Diseases**

February 19<sup>th</sup> from 7:00 pm - 8:00 pm on Zoom

Reviewing safety, security and standard operating procedures to keep everyone safe at home and on farm with chemicals and zoonotic diseases.

Register online at: <https://tinyurl.com/4khsvpt3>

## **Apple Tree Grafting Workshop**

Join farmer and organic orchardist Jason Townsend of Kingfisher Farm for a hands-on session of apple tree grafting on **Friday, March 13 from 6:00 pm to 9:00 pm.**  
Cost of the workshop is **\$75 per person.**

**Each participant will be able to graft and prepare 5 trees to bring home with them!** This workshop starts with the basics of apple rootstocks, working with scions, sourcing disease resistant varieties, and how to handle your grafted seedlings for their first year. There will be plenty of time to practice your cutting skills and get feedback.

BYOB (Bring Your Own Bucket) to take your trees home in.

Register online by scanning the QR Code or call Alex at (315) 736-3394 ext. 255



## **Northeast Dairy Management Conference**

March 4-5, 2026 - Doubletree by Hilton - East Syracuse, NY

Registration link: <https://cals.cornell.edu/pro-dairy/events-programs/conferences-seminars/northeast-dairy-management-conference>

Early bird registration ends February 15<sup>th</sup>.

## Ag Value Exemption: Potential for Tax Savings

Jessica Pyrda - Oneida County Soil and Water Conservation District

January is usually down time. You may be thinking about getting your taxes done. If you are a farmer or rent land to one, you may be eligible for an assessment based on the lands value for its use in agricultural production and potential tax savings.

To qualify for this assessment your agricultural business must average \$10,000 or more in gross sales and use a minimum of 7 acres of land. Eligible agricultural land includes cropland, pasture, orchards, sugarbush, ag support land, Christmas trees and horse boarding (not for racing purposes).

Christmas trees and horse boarding operations have more requirements than the 7 acres. Please contact your assessor for more information on them. Rented agricultural land also qualifies if the parcel is at least 7 acres and under lease to a farm.

Assessment values are based on soil types established by NYS.

To see if you qualify for an assessment you will need to contact your Assessor and then Soil & Water Conservation District (315-736-3334 x 3 - Jessica Pyrda).

\*Annual renewal is required - **Due by March 1<sup>st</sup>**. If you fail to renew your parcel you will be required to submit the RP-305 Agricultural Assessment Application again.

\*\* A new application must be completed for any land that has been split or newly acquired for farm production.



Please scan QR code for a link to Agricultural Assessment Application or contact Alex at [ash273@cornell.edu](mailto:ash273@cornell.edu) for a paper version.

# Value-Added Producer Grants

## What does this program do?

### Value-Added Producer Grants

**(VAPGs) help agricultural producers generate new products, create or expand marketing opportunities, and increase producer income.**

### Here are some examples of value-added activities:

- **Jams and jellies made from produce grown on your farm**
- **Textiles woven from fleece harvested on your ranch**

### Who can apply?

- **Agricultural producers and associated groups**
- **Farmer and rancher cooperatives**
- **Majority-controlled, producer-based business ventures**



QR code to the VAPG webpage

### How can funds be used?

Grant and matching funds can be used for planning activities or working capital expenses related to producing and marketing value-added agricultural products.

Examples of planning activities include:

- Conducting feasibility studies
- Developing business plans

Examples of working capital expenses include:

- Processing costs
- Marketing and advertising expenses
- Eligible inventory and salary expenses

### What are some grant terms?

VAPG awardees must provide recurring financial and performance reports to USDA Rural Development. Terms are outlined in your Financial Assistance Agreement.

### How do we get started?

- Your local USDA Rural Development state office staff can help. A list of offices is available at this link: [go.usa.gov/xjHPE](http://go.usa.gov/xjHPE).
- Please review the information provided under the "To Apply" tab on the VAPG program webpage, available at this link: [tinyurl.com/VAPG-apply](http://tinyurl.com/VAPG-apply).

### What governs this program?

The VAPG program is authorized under Section 231 of the Agriculture Risk Protection Act of 2000 (Public Law 106-224) as amended by the Agricultural Act of 2018 (Public Law 113-79, available at this link: [tinyurl.com/PL-113-79](http://tinyurl.com/PL-113-79) - PDF).

Federal regulations associated with the VAPG provide comprehensive information about the program's purpose, explain application requirements, and illustrate acceptable uses for VAPG funding.

**NOTE: Because information changes, always consult official program instructions or contact your local Rural Development office for help. A list is available at this link: [go.usa.gov/xjHPE](http://go.usa.gov/xjHPE). You will find additional resources, forms, and program information at [rd.usda.gov](http://rd.usda.gov). USDA is an equal opportunity provider, employer, and lender.**

Last revised October 2024

## **New Year, New Corn Silage - Evaluating and Monitoring Pays Off**

ML Collins

Rolling into the month of February, leaves a mere trace of fall corn silage harvest schedules. Ideally, the 2025 corn silage crop was able to sit untouched until adequate fermentation took place, but we know that is not always the scenario. Allowing the stored energy source to undergo complete and proper fermentation ensures a more stable and consistent product is available for ration formulation. In addition to the typical forage analysis option for evaluating nutrient content in your preserved forages, there are further options to implement in order to dive deeper into understanding how well the 2025 corn silage crop will perform in your herd and where room for improvements exist.

**Fermentation Analysis:** The nose knows. To some extent, you can smell when something is off. A vinegar smell is associated with a feed that was wet and accumulated higher levels of acetic acid, rancid smells are likely tied to extremely wet corn harvest and clostridial families have moved in. Corn silage with an alcohol scent can be attributed to secondary fermentation of yeasts occurring, possibly related to slow feed out rates, or poor packing or lack of adequate coverage allowing air to interrupt the fermentation process.

If you question the quality of fermentation in your corn silage harvest you can investigate further and submit a sample to the forage lab of your choice and request a fermentation profile. The profile reports on the following parameters: lactic, acetic, lactic/acetic ratio, The propionic, butyric, iso-butyric, VFA score, total acids, pH, crude protein, crude protein equivalent from ammonia, and ammonia N as a percentage of total N. Dairy One Forage lab, as one example, offers this evaluation tool for a fee of \$38.00 per sample.

Corn silage processing score (CSPS) is another helpful evaluation tool. As a key energy source, we rely on the quality of the corn silage and starch availability to be present in the ration. Monitoring CSPS early on in harvest can prove beneficial in that your machine operator can determine if processor rolls need adjusting and are functioning as designed.

Remember that starch availability will continue to increase the longer the forage is allowed to stay ensiled properly. Having a CSPS in the beginning of harvest or at the completion of harvest, can be a predictor of final quality of the starch content after proper ensiling is completed. Targeted CSPC: 70% is considered good.

Evaluation at the feed bunk, while the ration is in front of the cows can also be used for feedback. Remember the Penn. State Shaker Box? It's still kicking and available for use if you'd like assistance in evaluating corn silage cut length. Again, implementing tools like the shaker box early on in harvest is a starting point and can help you communicate needed adjustments to the chopper in the field. Post harvest evaluation can also be monitored to troubleshoot DMI levels or sorting issues in the barn, as well as to help overall evaluation of feed storage techniques at the pile. Improper cut length has the potential to impact effective fermentation and packing quality. What is your 2025 corn silage source trying to tell you as it relates to the performance in your herd and potential changes needed in next years harvest?

### **Signup Underway for Improved DMC to Assist Dairy Farmers Facing Low Prices**

The National Milk Producers Federation is pleased that Dairy Margin Coverage program signup is underway, with key improvements aiding farmers as prices have fallen and DMC assistance becomes essential for some farms in 2026.

"An improved DMC Program couldn't come a moment too soon," Gregg Doud, President & CEO of NMPF, said. "We appreciate USDA's efforts to quickly update the DMC program, we urge dairy farmers who will benefit from the program to sign up as part of their risk-management plans."

The DMC changes were part of the One Big Beautiful Bill Act passed last year that included multiple benefits for dairy, including making the Section 199A tax deduction and making more funds available for dairy farmers and their cooperatives to use for conservation programs.

DMC revisions published in the Federal Register include:

- An opportunity to establish new production history based on the highest annual milk production level from any one of the 2021, 2022, or 2023 calendar year. Production history established between 2014-2025 will no longer be applicable for coverage.
- USDA clarification on how new operations (i.e., those that began marketing milk after Jan 1, 2023) will be able to establish a production history.

- Eligibility for operations to enroll their first 6 million pounds of production at the Tier 1 level, up from 5 million pounds, with all additional production covered under Tier 2. Premium rate fees under Tiers 1 and 2 are unchanged.
- An opportunity for operations to make a one-time election of coverage level and coverage percentage, “locking in” those elections for a six-year period from January 2026-December 2031. Those who elect this option must participate in DMC at the same coverage levels for the six-year period and will receive a 25% premium discount for doing so.

Signup for the revised DMC runs now through February 26. NMPF will keep its members apprised of key developments, with staff available to answer questions as necessary.

\*\*To enroll in the Dairy Margin Coverage Program, dairy producers must complete and submit an application to their local FSA office during the specified enrollment period. The application process includes providing production records and selecting the desired coverage level. Detailed enrollment instructions and deadlines are available through the local FSA office.\*\*

## Watch Winter Storage Temperatures of Herbicide

Fabian Menalled - MSU Extension Service Cropland Weed Specialist

Farming is a year-round activity and as we finish harvesting this year's crops, we need to start thinking about how to store leftover or advanced purchased herbicides this winter.

Proper herbicide storage is essential to protect people, animals and the environment from accidental exposure. Proper storage also protects herbicides from cold temperatures that may degrade them and from temperature extremes that may generate excessive pressure within containers, causing them to break. In this article, I review some easy to follow guidelines to securely store herbicides during this coming winter. Although I concentrate on herbicides, most of the recommendations apply to other pesticides such as insecticides and fungicides.

**Labels.** Perhaps the most simple and appropriate recommendation for herbicide storage is to check the label. Herbicide labels have valuable information on storage needs. Carefully read labels and follow the instructions for proper over-winter storage.

**Site Selection.** If stored safely, herbicides pose no danger to humans, animals or the environment. Several issues should be considered when selecting a herbicide storage site.

First, the storage should be in an area where flooding and fire are unlikely. Second, the site should be located far away from any water body or well so that runoff or leaching cannot contaminate surface or groundwater resources. If it is not possible to locate a storage facility far enough from wells and surface water, it is necessary to implement water-source-protection measures, such as runoff diversions or covered well heads. Finally, the storage area should be located downwind and downhill from sensitive areas such as houses, gardens and playgrounds.

**Storage Building.** Herbicides should be stored in a locked, dry and well ventilated building. The storage facility should be fire resistant with a curbed impermeable floor (such as concrete) to eliminate the risk of pesticide leaks or spills from spreading and leaching into the unprotected ground. Signs or labels should be posted on the outside of the building to identify the area as a pesticide storage area. These labels will give firefighters information about pesticides in case of a fire or spill.

Insecticides and fungicides could be stored in the same storage facility as herbicides, but they should be kept on separate areas or different shelves to prevent cross-contamination. Large drums or bags should be stored on pallets and off the floor. Dry products should be located above liquids to prevent wetting from spills. Check herbicide containers for cracks, tears or leaks that may occur during cold weather. Also make sure they are sealed tightly. Finally, it is a good idea to maintain, in a separate location, a list of the chemicals and amounts stored.

Over-winter herbicide storage. As a general rule, dry herbicide formulations and granules are not affected by cold or freezing temperatures. However, they need to be kept dry, because moisture can cause caking and breakdown of the container. Although liquid formulations vary greatly in their response to low temperatures, more often than not when a liquid herbicide freezes, the only risk is separation of the active ingredient from the solvents or emulsifiers, leading to crystallization or coagulation of the active ingredient. Some herbicides require being stored in cold-climate areas to minimize degradation.

The main concern when storing herbicides in cold conditions is that if the liquid expands upon freezing, the container holding the pesticide may crack or rupture. The simplest solution to this problem is to avoid excess pesticides that require winter storage. If over-winter storage is necessary, the following information, adapted from the 2005 North Dakota Weed Control Guide, gives the minimum storage temperature to avoid risk of reduced herbicide activity.

No storage temperature restriction: Metolachlor products, EPTC, Surpass, Achieve, Maverick. Most dry formulated herbicides in DF or WDG formulations.

Do not store below 40 degrees Fahrenheit:

Assert, Avenge, Campaign, Command, Discover, Extreme, LI-700, Nortron, Prowl, Pursuit Plus, Sonalan, trifluralin.

Do not store below 32 degrees Fahrenheit

Agri-Dex, Basagran, Far-Go EC, Flexstar, Goal, paraquat, Grazone P D, Hyvar, Kerb, Liberty/ATZ, Lorox DF, Poast, Pramitol, Progress, Puma, Pursuit, Quest, Raptor, Redeem, Reflex, Reglone, Stinger, Thistrol, Ultra Blazer, Velpar.

Do not store below 20 degrees F Fahrenheit

Fusilade DX, Plateau, Ro-Neet, Weedar 64.

Do not store below 16 degrees Fahrenheit:

Camix and Lumax.

Do not store below 10 degrees Fahrenheit:

Amitrole T, Arsenal, Curtail/M, Crossbow, Dakota, Fusion, glyphosate, Rodeo, Roundup.

Do not store below 3 degrees Fahrenheit:

Atrazine 4L, Low Vol ester, Bronate Advanced, bromoxynil, bromoxynil Atrazine, Shotgun.

When the winter is over, herbicides should always be checked before they are used. Liquid products that have become separated, crystallized or coagulated should be placed in a warm area (about 70 degrees F) for several days, during which the containers should be inverted or shaken periodically. Usually, the warm temperatures and agitation are enough to redissolve the crystals into the solvent. If the solution does not redissolve, it probably should not be used.

Disclosure. Common chemical and trade names are used in this publication for clarity by the reader. Inclusion of a common chemical or trade name does not imply endorsement of that particular product or brand of herbicide and exclusion does not imply non-approval.

### **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](mailto:ash273@cornell.edu) to be added to the Email Update List.

## **Understanding Consumer Response to Meat Prices at Farmers Markets**

Luca Rigotti, Matthew N. LeRoux, Leslie Verteramo Chiu, and Todd M. Schmit Charles H. Dyson School of Applied Economics and Management Cornell University, Ithaca, NY

Many farmers market vendors make pricing decisions based on experience, intuition, or what neighboring vendors charge. While these strategies may work in the short term, they don't reflect actual market conditions or provide the precision needed in a market that's becoming increasingly competitive, especially as grocery stores begin offering more locally branded products. This study helps bridge that knowledge gap. By analyzing two years of point-of-sale data from multiple meat vendors in New York State, we explore how customers respond to different meat prices. The result is a powerful dataset that can guide better pricing decisions and ultimately improve farm profitability.

A central concept in this study is how much customer demand changes when prices change, referred to as the price elasticity of demand. When demand is own-price elastic, a small increase in the price of a specific product (for example, a 1% price increase in pork) causes a relatively large drop (more than 1%) in the quantity sold of that same product. Conversely, if it's inelastic, the quantity sold doesn't change much when the price changes. We also look at cross-price elasticity, which reflects whether customers substitute one product for another, like switching from beef to chicken when the price of beef rises. Understanding own- and cross- price elasticities among meats gives us insight into how flexible shoppers are when making decisions and whether they are comparing across vendors and meat types.

### **A Unique Market Environment**

Unlike grocery stores, FMs operate in a distinct environment. Vendors are often the producers themselves, meaning they manage both production and sales to consumers. FM vendors typically attend markets once per week, sell a limited and seasonal inventory, and foster direct relationships with customers. All these factors influence how consumers behave and respond to pricing.

In this study, we analyzed over 40,000 transactions from six livestock farms at 15 different farmers markets. Our economic analysis accounted for variations across farms and farmers markets, product quality differences by cuts, and seasonal factors, allowing us to estimate specifically how customers react to changes in prices for beef, pork, and chicken.

Our primary hypothesis was that customers will be relatively less sensitive to price changes at farmers markets than those in traditional retail settings, largely due to closer relationships with vendors and a shared commitment to local food systems.

We also hypothesized that customers don't easily substitute meat types in farmers markets, either because of vendor loyalty or limited species availability at any given market.

## Key Findings

- Pork and chicken showed elastic demand, meaning price increases are likely to reduce total revenue.
- Beef demand was relatively inelastic, suggesting that moderate price increases may not significantly affect sales.
- There was no evidence of cross-price effects, indicating that consumers don't typically switch between species based on price. This may be partly due to the fact that not all vendors offer all species at once, limiting shoppers' ability to substitute. In other words, cross-price elasticities are hard to identify when customers aren't presented with the full set of choices simultaneously.

## What This Means for Farmers

These results suggest that pricing decisions at farmers markets are more consequential than they might seem. Because pork and chicken buyers are more price-sensitive, vendors selling these products need to analyze carefully when considering price increases. Raising prices could lead to fewer sales and reduced revenue. Instead, these vendors might explore bundling products, adjusting portion sizes, or offering promotions to increase the perceived value without changing prices.

For beef vendors, there is more flexibility. With more inelastic demand, a modest price increase might improve revenue without driving away customers. However, this should still be done cautiously and ideally tested with sales data over a few weeks. Additionally, since cross-price responses are limited and not all farms offer all species, each vendor's product occupies a relatively independent space in the market.

This vendor loyalty is a unique strength, one that should be reinforced through storytelling (a narrative of the farm), branding, and consistent quality. With increasing availability of "local" labels in grocery stores, FM vendors must be more intentional and strategic than ever.

## Final Takeaways

Farmers must become more aware of how pricing affects their bottom line. This study makes it clear that price setting shouldn't be guesswork. Point-of-sale systems are now affordable and easy to use, and the data they provide can be transformative. By tracking sales across time and products, vendors can spot trends, test pricing strategies, and refine their approach.

Vendors should also keep an eye on their competitors in grocery stores. As traditional retailers lean into local food marketing, farmers markets are no longer the only place offering “local” meat. Farmers who understand how their prices compare, and how their customers respond, are better equipped to maintain their competitive edge.

In short, this research highlights the importance of combining local knowledge with real sales data. With a better grasp of how prices impact sales, farmers can adjust strategies in ways that strengthen their position in a changing marketplace.

If you would like to read the full article, you can find it in the following link: Rigotti, Luca, LeRoux, Matthew, Verteramo Chiu, Leslie; Schmit, Todd M., Price Elasticities of Demand for Meat Products at Farmers Markets (February 25, 2025). Cornell SC Johnson College of Business Research Paper. Available at SSRN: <https://ssrn.com/abstract=5157766> or <http://dx.doi.org/10.2139/ssrn.5157766>

### **Interested in Taking the NYSDEC Pesticide Applicator's Exam?**

This one-day course will run from 9am - 3pm on the dates listed below.

We will be joined by a NYSDEC representative who will go over the process of applying for and taking the exam, and will stay for a Q+A session to answer all of your questions about how to obtain and maintain your license. Afterward and for the rest of the day, CCE educators will cover the basic material of the Core exam, practice exam questions, test-taking tips, and provide take-home study materials. We will provide coffee and donuts, but please bring your own lunch if you need it (the lunch break will be 20-25 mins, so plan on staying nearby if you need to pop out).

The course will be offered in 5 locations:

- **Monday, February 2nd: Saratoga County 4H Training Facility William Schwerd Building** - 556 Middleline Rd, Ballston Spa, NY 12020
- **Thursday, February 5th: CCE Schoharie (Cobleskill)** - 173 S Grand St Suite 1, Cobleskill, NY 12043

- **Friday, February 6th: CCE Herkimer** - 5657 NY-5, Herkimer, NY 13350
- **Monday, February 9th: CCE Madison Ag Center** - 100 Eaton St, Morrisville, NY 13408
- **Friday, February 13th: CCE Chenango** - 99 N Broad St, Norwich, NY 13815

And if there is enough interest, we will work with the DEC to schedule an exam for course attendees to take place two weeks later at the local CCE office or nearby location. So please indicate this when registering\*\*.

Register now to reserve your place (fee = \$20): [https://cnydfc.cce.cornell.edu/event\\_preregistration\\_new.php?id=2708](https://cnydfc.cce.cornell.edu/event_preregistration_new.php?id=2708)

\*\*Registration and attendance in this prep course is not registration or application to sit for the exam, which must be done through the DEC. And the cost of the exam is not included in the cost of this prep course. While not required for this prep course, you must purchase both the Core Manual and the appropriate Category Manual prior to taking your exam, and you are strongly encouraged to purchase and familiarize yourself with these manuals before attending this session. Manuals may be purchased from the Cornell Store: (800) 624-4080 or store@cornell.edu or by clicking [here](#).

Contact Erik at (315) 219-7786 for any questions about the course.

### **How to Respond to Labor Law Enforcement?**

What do you do when a federal or state inspector comes to your farm regarding labor laws? At the recent Labor Roadshow hosted by Cornell Agricultural Workforce Development (CAWD), Emma Swarthout of American Dairy Association North East and Lucas Smith and Richard Stup with CAWD presented two skits of ideal and less-than-ideal scenarios.

In the less-ideal scenario, Swarthout played a farm office manager who was ill-prepared for such a visit. Flustered about her scattered paperwork and poorly organized files, her character presented an unprofessional image to Smith, who represented an immigration inspector. The farm manager, played by Stup, grumbled about the inspection and acted aggressively toward the inspector.

Between the two skits, the audience participated in a discussion about what went well and what didn't go well during the portrayed farm inspection.

One mistake was that the office manager kept the I-9 forms in the personnel files instead of being kept all in one file. The latter method is more convenient for the inspector and it reveals less information. Farm managers should also fill out an English copy of any forms completed in Spanish for employees who speak Spanish. The two forms should be kept together.

Audience members also lobbed criticism at the office manager for trying to field the inspector's questions herself instead of immediately calling the farm manager.

"It's always good to have an attorney to phone with specific situations," said Kim Skellie, partner and personnel manager at El-Vi Farms Inc. in Newark, NY. "Lucas said he needed 'everything' then just I-9's, then he needed the hiring information. You want to ask what he's looking for and get that in writing. Take the three days they give you to get everything together. You can use it."

Stup's character was not as cordial as he could have been; however, Stup cautioned to "not let inspectors walk all over you."

In the second skit, portraying a more ideal response to an inspector, Smith clarified who he was and why he was visiting. Swarthout had him sign in to the farm's logbook and call Stup immediately. While Smith waited, he asked Swarthout to look at files but she politely declined, saying they would wait for the farm manager.

When Stup appeared, he said that he had contacted the farm attorney about the visit once he received notice a few days before about an overtime violation. Smith asked for more information, like the farm's policies and if he could conduct employee interviews.

Stup informed him he could not pull in workers from the field; however, Smith was welcome to schedule interviews at a time that would work better for the farm.

The audience discussion time included comments about how much better prepared the farm was in the second skit. The farm had legal counsel and organized paperwork.

It's important to make notes of what paperwork was shown to the inspector and to give only copies of paperwork, not originals.

Documentation during an inspection is vital. An audience members noted, "He who has the most paperwork wins."

Since inspectors often give a warning letter about a violation and upcoming visit, it should not surprise farmers to receive such a visit. They can use the days between receiving the latter and the visit to better prepare for the inspection. This can include ensuring documents are in order, briefing staff on what to say and what to do and also mentally gearing up for staying professional, civil and cognizant about what the inspector is allowed to see.

"It's good to be prepared," Stup said. Farmers should keep I-9 forms for three years after the date hired, and then purge them a year after employment ends - whichever is later.

When talking with inspectors, farmers should "be specific and give the investigator what he wants and nothing more," Stup said. "if it's a surprise, have the investigator write down what he or she wants and take your time. Supply only what they ask for."

Farmers should remain vigilant about scammers who pose as inspectors. It's not difficult for scammers to have official -looking business cards and letterhead printed. Farms in doubt should call the organization's phone number (not the one presented by the "inspector") to ensure that the person is who they say they are.

### **Meat Marketing with MeatSuite.com**

MeatSuite.com is a free resource provided by Cornell University where NY meat farmers can create a farm profile and list their bulk (wholes, halves, and quarters) and bundled (ex. grilling bundles) meat products. All animal proteins are able to be advertised.

**How do I sign up?** Visit [www.meatsuite.com](http://www.meatsuite.com) to create your **FREE** farm profiles. You must list at least one product from your farm to have your profile go live. You'll also have access to Cornell's free Meat Price Calculator, a helpful tool for pricing your meat to make a profit.

If you have questions on creating a profile or using the Meat Price Calculator please reach out to Marylynn Collins at [mrm7@cornell.edu](mailto:mrm7@cornell.edu) or call (315) 736-3394 ext. 132

### **\*Farmer's Tax Guide\***

Getting ready for tax season? The CCE Oneida Ag Team has plenty of copies of the 2025 Farmer's Tax Guide at our office located at 121 Second St, Oriskany. Stop by to get one or contact Alex Harrington at [ash273@cornell.edu](mailto:ash273@cornell.edu) to have one sent to you.

# Leaving your Legacy: Planning

## for Your Farm's Future

*Inspired by Annie's Project*

Feb. 9<sup>th</sup> & 13<sup>th</sup> via Zoom  
Time: 12-1:30PM

Join CCE educators for a 2-part webinar series:

**Monday, Feb. 9<sup>th</sup>:** Explore the resources needed for planning for the future and discover your end goal.

**Speaker: Emili Ponte, Consulting Associate for Farm Credit East**

**Friday, Feb 13<sup>th</sup>:** Producer panel featuring 4 farms with first-hand farm transition planning experience. Gain insight into these producers' experiences.

**Register here:**

[https://apps.ideal-logic.com/cornellcoop?  
key=NYCG-GFKZS\\_K9KH-5PTF\\_b276c5068fec](https://apps.ideal-logic.com/cornellcoop?key=NYCG-GFKZS_K9KH-5PTF_b276c5068fec)

**Questions?**

Contact Abbey at  
aej48@cornell.edu or  
315-788-8450 ext. 278



## Cornell Cooperative Extension

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