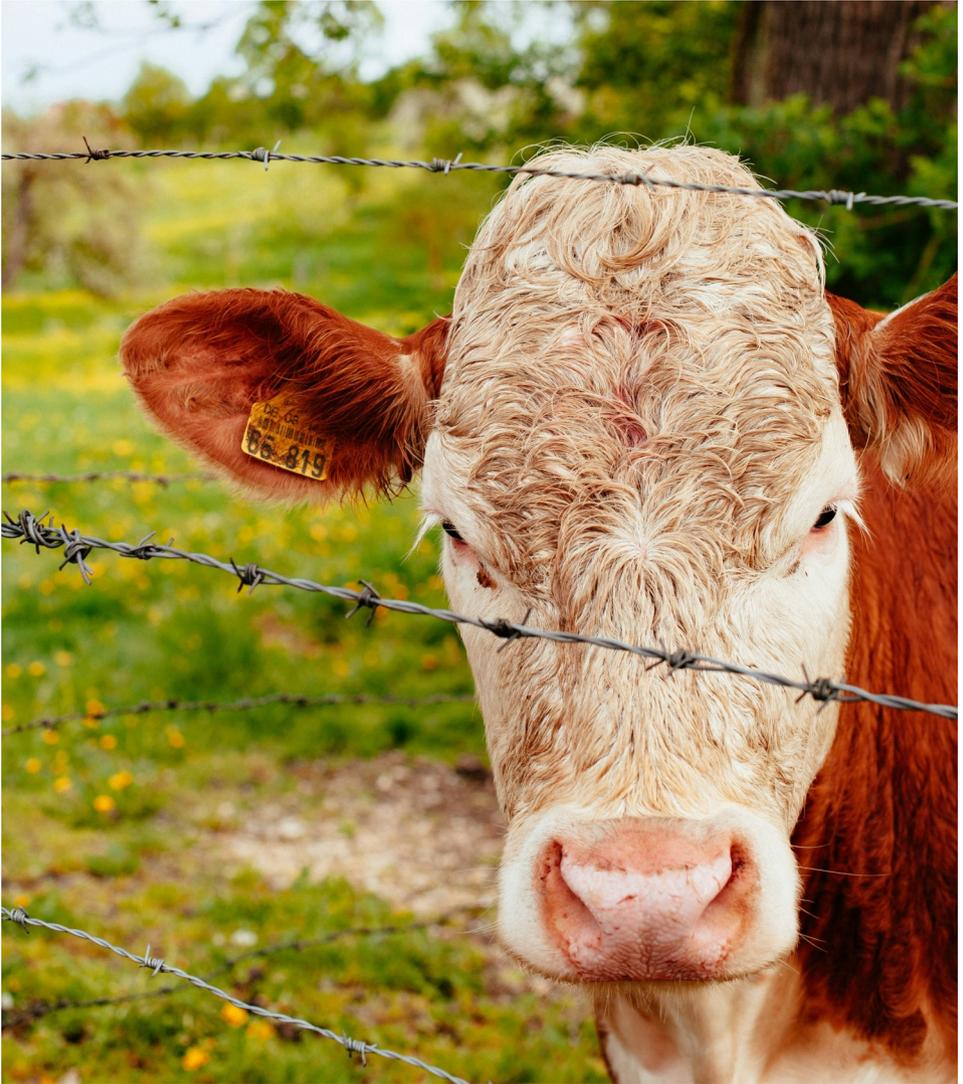


Cornell Cooperative Extension Oneida County

FARM FLASH



MARCH 2026
Livestock Issue

The Ag Team



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Upcoming Events

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



Fruit Tree and Berry Workshop

Saturday, March 28 from 9:00 am - 1:00 pm at the Rome Art and Community Center - 308 W. Bloomfield St, Rome

Learn proper pruning techniques for berries, seasonal care for raspberries, brambles, figs and tree fruit, and Integrated Pest Management (IPM) strategies for Tree Fruit

Cost to attend is \$30.

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



2026 Northeast Beef Producer Workshop

Friday, April 24, 2026-Saturday, April 25, 2026 in Saratoga Springs, NY

Learn more and register online at <https://tinyurl.com/47wscs7w>

Northeast Dairy Market Situation and Outlook

Thursday, March 19 from 11:00 am to 1:00 pm at the Willowvale Fire Department - 3459 Oneida St, Chadwicks

Topics Covered:

- International, domestic and regional changes affecting dairy markets
- How to protect your farm profitability
- Resources to monitor daily commodity markets for better decision-making

Presented by Kathleen Wolfey and Bryce Windecker from Ever Ag

Please RSVP to Marylynn at mrm7@cornell.edu or by phone at (315) 368-8603 by March 16, 2026. Reservations allow us to plan accordingly and to contact you in the event of cancellation.

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 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 or call (315) 736-3394 ext. 132

Inquiring Minds Want to Know (It's Marylynn, I want to Know)

Are you interested in learning about silvopasturing? Silvopasturing is an agroforestry practice of integrating trees, shrubs and livestock in the same area. Managed appropriately, this technique offers many benefits to both the producers and land they manage. Looking to dive in and learn more, let me know at mrm7@cornell.edu or call me at (315) 736-3394 ext. 132

Oneida County Producers Guide

We are looking for small to mid-size operations that sell direct to consumers! If you'd like to be included, fill out our questionnaire!



For more information contact Audra Benincasa
ajb489@cornell.edu or 315-736-3394 ext 266

Cornell Cooperative Extension Oneida County

Cornell Cooperative Extension is an employer and educator recognized for providing equal program and employment opportunities in accordance with applicable laws.

We are revitalizing our Oneida County Producer Guide and are contacting small to mid-size operations that sell direct to consumers. This guide will be catering towards everyday consumers looking to buy from local producers, restaurants, and local grocers. It will serve as a concise reference for people to know who our local food producers are. We will have the full guide available on our CCE website once it is complete.

**For more information contact Audra Benincasa at
ajb489@cornell.edu or (315) 736-3394 ext. 266**

Framing the Discussion on BMR Corn

Joe Lawrence - PRO-Dairy

In the spring of 2025, Corteva announced they would discontinue the development of brown midrib (BMR) corn products. Given that the seed brands under the Corteva umbrella constitute a very significant portion of the BMR corn available in the market, this caused significant discussion among dairy farmers and nutritionists who have found BMR to be a useful tool.

As numerous discussion on the topic have unfolded over the last several months, it has been apparent that sometimes the framing of questions are not leading to the most productive discussion or decisions for a farm.

BMR is one tool in the toolbox

In my experience for each farmer or nutritionist I know that found BMR to be a useful tool, there was one or more who did not. As with many tools in our toolbox to feed cows, its effectiveness often has as much to do with other factors in a farms feeding system as it does with the unique attributes of BMR itself. It is a great tool for some farms but not the singular key to successfully feeding cows.

It is misleading to talk about replacements for BMR in the diet

BMR is a unique trait with potential benefits to feeding ruminants in that it consistently has higher fiber digestibility than non-BMR corn silage. There are a number of other forages that have unique characteristics that are potentially beneficial to feeding ruminants, but none are a one-for-one replacement for BMR.

As with BMR, they all have their pros and cons. There are other crops with high digestibility, such as other annual grasses with the BMR trait (sorghum, sudangrass, and millet) and low lignin alfalfa. However, the similarities with BMR corn silage mostly stop after the improved digestibility. These other crops all feed differently, playing different roles in the diet. They could be a useful tool in our feeding toolbox, but non fit in the diet exactly as BMR corn does.

Instead, various forms of short corn are garnering a lot of attention for potential positive feeding attributes and while the work certainly appears promising on the role these corn products could play in successful milk production, they are not a one-for-one replacement for BMR. They are another potential tool in the toolbox for successful milk production.

The digestibility of non-BMR corn is not consistently “closing the gap” with BMR

It is well documented that the fiber digestibility of corn silage is significantly influenced by the weather, and the digestibility of both non-BMR and BMR hybrids will fluctuate by year and location. In general, higher rainfall patterns lead to lower fiber digestibility. Furthermore, as observed in our New York and Vermont Hybrid Evaluation program and other publicly available datasets, the magnitude of the digestibility difference between non-BMR and BMR hybrids is influenced by the weather. One example of this is a trial we had several years ago where the same group of hybrids were planted at two different locations with differences in rainfall patterns.

The comparison of 30-hour neutral detergent fiber digestibility (NDFD) is shown in Table 1. While it is worth noting that in this, and most trials, non-BMR entries substantially outnumber the BMR entries, the trends shown here are consistent with other trials where BMR corn has been included. At both locations the BMR corn had a higher NDF digestibility than the non-BMR; however, the keys are the fact that there is a much larger spread between the BMR and non-BMR at the higher rainfall location (10 points versus 2.5 points) and the non-BMR at the lower rainfall location (66 NDFD) rivals the BMR (67.1 NDFD) at the higher rainfall location.

Table 1: Comparison of fiber digestibility of the same BMR and non-BMR hybrids at two locations

Location rainfall	Non-BMR average	BMR average
Lower	66.0	69.6
Higher	57.1	67.1

The context of location is critical to properly assessing the differences. It would not be appropriate to compare the non-BMR at the lower rainfall location to the BMR at the higher rainfall location but unfortunately these inappropriate comparisons have come up and are clouding the discussion around non-BMR “closing the gap” with BMR.

BMR corn is still available

While it is true that Corteva dominated the market with respect to number of BMR hybrids in North America, the BMR trait has been around for decades and is commercially available.

The reality is the limited options available outside of this lineup may not provide the same portfolio of other traits (specifically genetically engineered pest management traits) that has been offered by the Corteva lineup. It is reasonable to expect that where there is a market opportunity, a business will work to meet the need; however, it could take several years for this to happen.

Important talking points for strategizing forage plans on your farm:

- BMR corn is one tool in the toolbox that worked better for some farms than others
- There are numerous other forage tools in the toolbox that can aid in successful milk production, but non are a one-for-one replacement for BMR corn in the ration.
- BMR corn is not going away entirely; however, at least in the short-term available options with other desired agronomic traits may be limited. This will affect decisions on which acres are appropriate to grow it upon.

What You Need to Know about the USDA's Farmer Bridge Assistance Program

Kate McDonald Polakiewicz - SWNY CCE Dairy, Livestock and Field Crops Team

THE US Department of Agriculture's Farmer Bridge Assistance (FBA) Program announced \$12 billion in aid for US farmers this past December, with payments expected starting February 28, 2026. The one time payments under the program are intended to help producers offset high input costs and respond to disruptions in the market. Funding under the program aims to act as a "bridge" between relief needed by farmers now and additional, longer-term economic support anticipated after the next federal fiscal year begins in October 2026.

\$11 billion of the current package will be allocated to row crops including towards the corn, soybean, and wheat commodities grown in our Southwestern New York region. Of that \$11B, New York State is projected to receive \$58M total in assistance payments. An additional \$1 billion nationwide will go to specialty crops and sugar, with details of the specialty crop assistance program being released later this year.

To be eligible for funding for row crop assistance, you need to have submitted your 2025 acreage report to the USDA by December 19, 2025. Payment rates by eligible crop were released December 31, 2025, with corn at \$44.63 per acre, soybeans at \$30.88 per acre, and wheat at \$39.95 per acre. For additional rates, refer to the USDA's December 31, 2025, press release citing payment rates for eligible row crop commodities.

Rates were determined using national data for total acres planted in 2025, cost of production data from the Economic Research Service, and the World Agricultural Supply and Demand Estimate Report for yield and price projections. Eligibility excluded acreage planted for grazing, volunteer plant stands, experimental plots, green manure, and cover crops.

Crop insurance coverage is not required for FBA eligibility, but the USDA recommends that producers look into federal crop insurance changes made under recent legislation. For example, the USDA expanded their definition of beginning farmer and rancher from five to 10 years experience. Under the new expansion, those who qualify as beginning farmers and ranchers will receive an additional 5% premium subsidy rate for the first two crop years on top of the current 10% premium.

In addition to the FBA Program, last year the USDA announced 1) the Supplemental Disaster Relief Program (SDRP) for 2023 and 2024 weather-related losses with signup for some state of relief open through April 30, 2026; and 2) emergency low-interest loans for physical losses from natural disasters in specific counties including Allegany, Chautauqua, and Erie.

While the aid under the FBA Program is expected to help farmers prepare for the next planting season, general reception by farmers and agricultural economists of the program, especially for soybeans, is that the payments fall short of the significant economic losses that U.S. farmers have experienced and that markets need more substantial structure overhaul.

For questions or more information contact Kate McDonald Polakiewicz, kem348@cornell.edu, or contact your local USDA Service Center/FSA office using the farmers.gov service locator.

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.

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 to have one sent to you.

Frost Seeding Time is Here

Sourced from Penn State - Submitted by Jeff Miller - Oneida County
Soil and Water Conservation District

Frost seeding is an economical method to establish legume cover crops into small grain stand or to fill in run-down pastures. Frost seeding is an economical way to establish cover crops in the winter in standing wheat or barley or to supplement a thin forage stand. Though no as fool-proof as drilling, it is a reasonably successful practice.

Now is the time to perform this practice as the soil is going through freeze-thaw cycles. This causes a 'honey-combing' of the soil surface which helps to improve seed-to-soil contact. Frost seeding works well on loamy and clay soils that hold water but is not suited for use on sandy or shaley soils that dry out quickly.

The best time to perform frost seeding is early in the morning when soil is frozen, and a thaw is expected during the day. This reduces the chance for soil compaction while providing the desired soil heaving that improves the seed-to-soil contact. The best species for frost seeding generally are small seeded, germinate quickly, and grow well in cool conditions. Red, white and sweet clover are the most successful species, while Birdsfoot trefoil can also be used for pasture renovation despite slower germination and early growth. And though yellow sweet clover can cause animal health problems due to coumarin content (a blood thinner), it is not likely to cause livestock health issues if it is only a percentage in a pasture. When seeding legumes, be sure to inoculate them with the appropriate rhizobium so the symbiosis will take place to fix N. In pastures, some non-fluffy grass species such as annual or perennial ryegrass may also be frost seeded. Do not mix grass and legume seed for broadcast application as legume seeds will throw farther than grass seed due to their greater density, which leads to nonuniform seed distribution.

Species	In small grain	Pasture renovation
Red clover	10-15 lbs/ac	4-8 lbs/ac
Yellow blossom sweet clover	15-20	NR
Ladino clover	NR	2-3
Birdsfoot trefoil	NR	4-6
Perennial or annual ryegrass	NR	4-6

Make every attempt to guarantee uniform coverage by knowing the width of spread and spacing between passes. Recommended species and seeding rates for the two scenarios discussed here are given in Table 1.

Seeding rates into small grains are higher because no repeat application is possible, while with pasture renovation frost seeding complements an already established stand and can be repeated next year if not successful. Heavier seeding rates for pasture renovation would be used in thinner stands. It is common to mix clovers for pasture renovation. Red and ladino white clover make a good combination, where you use twice the seeding rate of red clover as white clover (e.g. 2lbs/A red + 1 lbs/A white clover up to 6 lbs/ A red + 3lbs/A white clover).

Frost seeding will likely be most successful in pastures with bare spots or those that are overgrazed. Besides relying on the freeze-thaw action at seeding, you can also use grazing animals to tramp in the seed shortly after broadcasting in late winter. This practice may be especially helpful for improving seed-to-soil contact if a thick thatch layer that would compromise frost seeding success is present. However, don't turn out animals in wet conditions and cause soil compaction. If you miss the best 'window' for frost-seeding, clover seed will remain viable in the soil and much of it will likely grow when the conditions are right. If you notice your stand is not adequate in summer, you can selectively no-till legumes and/or grasses in late summer to fill in thin spots to resolve any lingering issues.

Stalk Nitrate Test Results for New York Corn Fields from 20120 through 2025

Submitted by Jeff Miller - Oneida County Soil and Water Conservation District

Sanjay Gami¹, Juan Carlos Ramos Tanchez¹, Mike Reuter², and Quirine M. Ketterings¹
Cornell University Nutrient Management Spear Program¹, and Dairy One²

Introduction

The corn stalk nitrate test (CSNT) is an end-of-season evaluation tool for N management for 2nd or higher year corn fields. It allows for identification of situations where N during the growing season exceeded crop needs. Research shows that the crop had more N than needed when CSNT results exceed 2000 ppm. Results can carry across years, but where SNT values exceed 3000 ppm for two or more years, it is highly likely that N management changes can be made without impacting yield.

Findings 2010-2025

In 2025, 37% of all tested fields had CSNT-N greater than 2000 ppm, while 28% were over 3000 ppm and 15% exceeded 5000 ppm (Table 1). In contrast, 34% of the 2025 samples were low in CSNT-N. Over the years, the percentage of samples testing excessively in CSNT-N was more correlated with the total precipitation in May-June with droughts in those months translating to a greater percentage of fields testing excessive. The year 2025 was classified as wet based on May-June rainfall but many areas experienced severe drought conditions after a wet spring, lowering yields and contributing to a higher percentage of stalks testing excessive in CSNT in 2025 compared to a more ideal rainfall year like 2024. Because crop and manure management history, soil type and growing conditions all impact CSNT results, conclusions about future N management should consider the events of the growing season. This includes weed and disease pressure, lack of moisture in the root zone in drought years, lack of oxygen in the root zone due to excessive rain in wet years, and any other stress factor that impact crop growth and N status.

Table 1. Distribution of corn stalk nitrate test (CSNT) results (low, marginal, excess) for New York (NY) corn fields sampled in 2010-2025. Also presented are state average yield for corn (bu/acre at 85% dry matter [DM] and tons/acre at 35% DM). In grey are wet springs and in orange are drought years, based on May-June rainfall (less than 7.5 inches in drought years, 10 or more inches in wet years).

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
NY corn grain (bu/acre)	149	133	134	137	148	143	129	161	159	158	157	167	140	159	169	140
NY corn silage (tons/acre)	19	16	17	17	18	17	16	18	19	18	18	19	17	20	19	17
April-June rainfall (inches)	10.0	16.5	10.2	14.6	12.8	12.8	7.6	15.3	9.7	14.4	8.8	9.9	11.6	10.2	12.5	13.6
April-July rainfall (inches)	14.0	18.6	13.2	19.1	18.1	16.5	10.7	20.6	14.6	18.2	13.3	18.0	14.8	16.9	16.8	16.8
May-June rainfall (inches)	7.9	10.0	7.4	11.4	9.3	9.9	5.1	10.4	6.0	9.9	5.5	6.4	6.9	6.3	8.3	10.1
May-July rainfall (inches)	11.8	12.2	10.3	16.1	14.6	13.5	8.3	15.6	10.9	13.8	10.0	14.5	10.2	13.0	12.5	13.3
May-August rainfall (inches)	15.9	20.0	13.6	20.0	18.3	16.7	12.4	19.2	16.4	17.9	14.2	19.8	13.9	18.6	18.7	15.8
Low (<250 ppm) (%)	24	21	20	35	29	37	13	34	15	31	17	19	29	37	20	34
Marginal (250-750 ppm) (%)	17	19	17	16	16	18	12	18	11	17	16	7	13	14	14	10
Optimal (750-2000 ppm) (%)	19	24	22	20	19	21	24	20	20	19	19	19	16	18	19	19
Excess (>2000 ppm) (%)	40	36	41	29	36	24	51	28	54	33	48	55	43	31	47	37
Excess (>3000 ppm) (%)	28	24	29	20	27	16	37	19	44	24	34	41	35	21	37	28
Excess (>5000 ppm) (%)	14	12	14	9	14	6	19	9	26	11	19	25	21	10	28	15

Two years of CSNT data are recommended before making any management changes unless CSNT's exceed 5000 ppm, in which case one year of data is sufficient.

Diagnosing Compaction

Jeff Miller - Oneida County Soil and Water Conservation District

- Grab a shovel and dig a 2' x 2' hole in your field 2' deep
- Look for root development, observe the direction of growth and depth. If roots are growing horizontally at some point it is probably due to compaction
- Check soil structure: rounded peds occur in uncompacted soils. Compacted soil is usually block or in plates
- Simply inserting a knife into the profile every 2-3" observing the density of the soil can help evaluate compaction

Managing Compaction:

- Avoid field operations when the soil is saturated
- Consider reducing tillage, no-till is documented to increase soil strength and structure which helps soil resist compaction
- Consider an appropriate cover crop to help break up compaction; brassicas and grasses
- Consider controlled traffic, identifying paths in fields where traffic is concentrated
- Deflate tires based on your owners manual and equipment for the load. Compaction starts to occur at 15 psi
- Evaluate the cost benefit of low side wall tires or tracks for field work
- Evaluate the cost benefit of a central tire inflation system
- As a last resort consider deep tillage in specific situations and areas of compaction

Tile Drainage Survey for Farmers

Farmers are invited to respond to a survey about tile drainage practices and benefits on farms in New York and Vermont.

The goal of the survey is to understand the extent of tile drainage on farms, the ways and reasons it is utilized on farms, and the benefits and challenges of this practice related to crop production and related field practices. Feel free to share this survey with farmers in your network!

Take the survey online by scanning the QR Code



Removal of Wood Debris and Trash from Rivers and Streams

Payton Reese - Oneida County Soil and Water Conservation District

Not All Woody Debris is a Problem

Woody debris such as trees, branches and stumps are an important part of natural and healthy stream systems. In the upper reaches of streams, such debris increases channel roughness, dissipates energy to slow floodwaters and reduces potential for flood damage downstream. This material also forms a basis for the entire aquatic ecosystem food chain. Woody debris that poses little risk to infrastructure is best left in place, thereby saving time and money for more critical work at other locations. Hanging trees, natural material wedged into banks and stabilized woody debris within a stream is most often best left alone.

However, in some instances significant debris can impact flows by blocking bridge and culvert openings, diverting streams and causing bank erosion. When debris poses a risk to infrastructure, such as bridges or homes, it should be removed.

Removal of Problem Woody Debris Many Not Require a Permit

Provided fallen trees, limbs, debris, and trash can be pulled, cabled, or otherwise removed from a stream or stream bank, without significant disruption of the stream bed and banks, a permit from the Department of Environmental Conservation is not required. Equipment may not be operated in the water and any increase in stream turbidity from the removal must be avoided. Consultation with the Department can help determine if, when and how debris should be removed.

Any work that will disturb the bed or banks of a protected stream (gravel removal, bank stabilization, installation/repair/replacements of culverts or bridges, objects embedded in the stream that require digging out, etc.) will require an Article 15 permit from the Department.

General Guidelines for Debris Removal

Woody debris helps stabilize the stream, reduce erosion, and slow down highly erosive storm-induced stream flows. Brush and fallen trees in a creek also provide food, shelter, and other benefits to fish and wildlife. Leave in place any woody debris that does not pose a hazard.

- Woody debris and trash can be removed from a stream without the need for an Article 15 permit under the following guidelines:
 - Fallen trees and debris may be pulled from the stream by vehicles and motorized equipment operating from the top of the streambanks using winches, chains and or cables.
 - Hand-held tools, such as chainsaws, axes, hand-saws, etc., may be used to cut up the debris into manageable sized pieces.
 - Downed trees that are still attached to the banks should be cut off near the stump. Do not grub (pull out) tree stumps from the banks. Stumps hold the bank from eroding.

All trees, brush and trash that is removed from the channel should not be left on the floodplain. Trash should be properly disposed of at a waste management facility,. Trees and brush can be utilized as firewood. To prevent the spread of invasive species, such as Emerald Ash Borer, firewood cannot be moved more than 50 miles from its point of origin. For information on invasive insects, please see <http://www.dec.ny.gov/animals/47761.html>

When is a Permit Required?

Projects that will require disturbance of the stream bed or banks such as excavating sand and gravel, digging embedded debris from the streambed or the use of motorized vehicular equipment such as a tractor, backhoe, bulldozer, log skidder, four wheel drive truck, etc. (any heavy equipment), in the stream channel, or anywhere below the top of banks, will require either a Protection of Waters or Excavation or Fill in Navigable Waters Permit. If you have any questions when a permit is required, or to discuss permitting requirements, please call the Division of Environmental Permits at the Regional Office for your County listed at <http://www.dec.ny.gov/about/50230.html>

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.



The Produce Safety Alliance (PSA), in partnership with the New York State Department of Agriculture and Markets (NYSDAM), has a new project to increase understanding and implementation of food safety practices on fruit and vegetable farms across NY and participation in GroupGAP. To maintain and expand access to markets (e.g., grocery stores, wholesale markets, restaurants), produce growers are often expected to meet regulatory requirements outlined in the Food Safety Modernization Act (FSMA) Produce Safety Rule (PSR) and pass third-party Good Agricultural Practices (GAPs) audits. These requirements are intended to minimize food safety risks associated with the growing, harvesting, packing, and holding of fresh produce. The time and expense associated with meeting these requirements can be a barrier. This workshop will give growers the background knowledge to assess risks, implement practices to reduce risks, and tools to develop a written Farm Food Safety Plan (FFSP). Sometimes working cooperatively through GroupGAP is a good option for some growers, so GroupGAP information will also be provided

This two-day training will include a PSA Grower Training (day 1), development of a personalized written FFSP and discussion of third-party audits including the GroupGAP audit program. Day two will include discussion of GroupGAP, writing a farm food safety plan and an on-farm mock audit to understand how the GAP audit process works.

To receive the AFDO/PSA Grower Training Certificate of Completion, participants must attend all of day 1. Attending Day 2 is optional but is highly encouraged for farms interested in writing a Farm Food Safety Plan, becoming GAP-audit certified, and learning about Group GAP.

You must bring a laptop to Day 2 of the training.

There is a fee of \$20 for NY residents and \$145 for non NY residents that will include lunch, training materials, and AFDO/PSA Certificate of Course completion.

This project is supported by USDA-NYSDAM 24SCBPNY1255-00

Registration is required three business days prior to each training to ensure that trainers are able to have training manuals and other materials for all attendees.

If you are uncertain whether the course is for you, you are welcome to contact Laura Biasillo at lw257@cornell.edu or (607) 584-5007.

Join Our Ag Team

The Farm Business Management Specialist serves as a member of the Agriculture team to provide producers and industry with a framework for analyzing production and management alternatives and maximizing profit opportunities based on emerging best-management practices. The individual will work with farms of all sizes to analyze management strategies to expand production and profitability. In this position the Farm Business Management Specialist will provide educational programming utilizing various methods, including direct teaching through group experiences, mass media, newsletters, electronic technology, use of the internet, and distance learning. The position is responsible for preparing quarterly reports, impact statements, and yearly success stories on program progress and accomplishments.

- This is a full-time (37.5hrs./week), benefits eligible, non-exempt position.
- Compensation is \$23.00/hr.
- **Required:** Bachelor's Degree in agriculture (e.g., animal science, farm business) or related discipline or Associate's degree in agriculture or related discipline and two years of transferable program/functional experience.
- Minimum of one year employment or volunteer experience in program delivery or Extension work.
- Paid time off includes 12 Vacation days, 15 Sick days, 4 Personal days, 12 Holidays, and 2 Floating Holidays annually.

View all qualifications and job responsibilities <https://cceoneida.com/careers>



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