Cornell Cooperative Extension | Oneida County

Farm Flash



December 2026

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Upcoming Events

GroupGAP Training

December 15-16, 2026 - East Aurora, NY

Registration Fee
$20 for NY Residents
$145 for non-New York residents

Day 1 (8:00 am - 5:00 pm)
PSA Grower Training
Day 2 (8:00 am 3:30 pm)
Farm Food Safety Plan Writing Workshop
USDA GAP Audits
USDA GroupGAP Information

Learn more and register online at
https://cals.cornell.edu/national-good-agricultural-practices-program/courses-trainings/groupgap-training

NYS Regional & Local Food Systems Conference

March 10 & 11, 2026 - CCE Broome County - Binghamton

The conference will feature 20 sessions of various educational tracks with more than 40 speakers.

Register online at
https://forms.cloud.microsoft/Pages/ResponsePage.aspx?id=ZkN-XZsbz0WOebFLJ99G4UmaPNqNy01FiZHmlUuHThJUOVdLMjRGRTFMNTJUMENCMFVPT1I4UzFKUi4u

Upcoming Events

CROP CONGRESS

January 14, 2027 9:30 am – 3:00 pm
Check in starts at 9:30 am.
Arrival by 10:10 is required to receive credits.
White's Farm Supply – 962 NY-12, Waterville

Registration is required by January 10th
Register online at https://tinyurl.com/nhtjrxrt
or Scan the QR Code

Questions? Contact Eric at emb448@cornell.edu or at (315) 736-3394 ext. 106

DEC/EPA Updates	Amy Ortlieb – NYS DEC
Making the Most of Your Fertilizer Dollars	Quirine Ketterings – Cornell University Nutrient Management Spear Program
Risk Maps and Sensitive Zones	Katelyn Miller – Cornell Cooperative Extension SWNY Dairy, Livestock and Field Crops Team
Herbicide Resistant Weed Management	Mike Hunter – Cornell IPM – Field Crops IPM Coordinator
Corn Rootworm Management in NY	Marcelo Dimase – Cornell University Assistant Professor & Field Crops Entomologist
Emergency Preparedness for Farms	Erick Haas – White's Farm Supply – Precision Specialist

CCA Credits – 1.0 NM, 1.0 SW, 2.5 IPM, 1.0 PD
Pesticide Credits – 1.0 Core, 2.25 Cat 1A/10/21/23, 1.5 Cat 22

WHITE'S FARM SUPPLY, INC.

Cornell Cooperative Extension
Oneida County

Oneida County Regional Navigator

Matt Volz

Over the last six months I've had several conversations with farmers in the county who are looking down the barrel of retirement and wondering about their next steps. Many of us have our plates full with the day-to-day work that can easily fill a career. Retirement and farm transition planning never seem to make it to the top of the priority list. With another year drawing to a close and the workload (hopefully) being a bit lighter, it seems like a good time to talk about the future of our farms.

At Extension we tend to wear a lot of hats, and one hat that I wear is that of Regional Navigator for Oneida County. In this role, I am tasked with helping current farmers and landowners connect with farmers searching for land in the county. The position is supported with grant funding awarded by American Farmland Trust. Their goal and ours is to support farmers in all stages of their careers and to keep farmland in farming.

One of the tools developed by American Farmland Trust to help with this work is the website Farmland for a New Generation New York (https://nyfarmlandfinder.org/). The site helps match current landowners with enthusiastic land seekers. Landowners are able to create profiles for their farm/property which can then be viewed by land seekers both across the state and the country. Owners can also look through the profiles of land seekers who have identified Oneida County as an area of interest. Everything is free and very user-friendly.

The website is not just for landowners looking to sell their farms either. You can specify what kinds of arrangements you may be open to pursuing with a prospective land seeker: lease, joint venture, mentorship/apprenticeship, etc. There is a lot of flexibility, and the process of creating an account can be a great way to start the conversation around next steps for you, your farm and business.

If dealing with technology is not a strength or creating an account sounds like another chore, please feel free to reach out and I can help you explore the site or create an account. Once your account is created, I can also act as a point of first contact for land seekers who are interested in your farm.

Wherever you are in this process, whatever your needs, please don't hesitate to call, text, or email. You're also welcome to stop by and see our new offices once they are completed in the new year!

Wishing you a happy and healthy holiday!

Matt Volz
Ag Community Educator
Farm Business Management Specialist
mcv54@cornell.edu – 315-693-3175 x177

Market Musings: Best Practices for Maintaining Customer Loyalty

JB Riffle

The Oneida County Public Market is a year-round market located at Utica's Historic Union Station (321 Main Street) in downtown Utica. The market operates outside near the train tracks every Saturday, 9am-1pm May through October, transitions to indoor operations in Union Station's Main Lobby on Saturdays, October through December, and operates indoors in Union Station's Main Lobby every other Saturday, January through April. The market offers community members access to the buying and selling of local agricultural products, baked goods, and crafts.

When deciding whether to sell at a farmers' market, vendors ultimately want to know one thing: **Will it help my bottom line?**

A farmers' market can be a valuable sales channel, but success depends on the choices you make both behind the scenes and on market day. Every interaction shapes how customers perceive your business, and those perceptions often determine whether they choose to buy from you again.

Best Practices Behind the Scenes

Focus on Quality - High-quality products can often overcome other shortcomings in a business. Given similar options, customers will almost always choose the higher-quality product.

- Freshness: How close to the sale can you harvest, produce, or package your product? If you sell frozen products, how well do you maintain the cold chain to prevent frost or freezer burn?
- Consistency: Customers expect the same quality experience every time they purchase from you. Consistency builds trust and encourages repeat business.
- Customer Feedback: Be receptive to comments, questions, and concerns. Customer feedback can reveal opportunities to improve products and identify unmet needs.

Prioritize Availability - Customers are more likely to remain loyal when they know they can count on your products being available. When customers can reliably purchase products from you, visiting the market becomes a worthwhile habit.
- Weekly: Offer staple products consistently whenever possible. Reliable availability creates a foundation for repeat sales from regular customers.
- Seasonally: Introduce special or limited-time products throughout the season. These offerings reward loyal customers and give occasional shoppers a reason to return.
- Year-Round: If possible, maintain a presence with selected products throughout the year. Staying visible helps you remain top of mind even during the off-season.

Target the Right Customer - Understanding your ideal customer helps you make better decisions about pricing, packaging, and marketing. You can't be everything to everyone. But focusing on your target audience, you can better meet their needs and build stronger customer loyalty.
- Pricing: Start with a clear understanding of your production costs. Then consider whether adjustments may be appropriate to move inventory or meet customer demand.
- Packaging: Should your product be sold by piece, quart, pound or bundle? Different customers have different needs, and packaging choices can influence purchasing decisions.
- Marketing: Identify who is already supporting your business and why. Understanding their motivations allows you to better communicate your value.

Best Practices at the Market

Understand Your Customer - Recognizing and responding to customer cues can leave a lasting impression. One of the greatest advantages of farmers markets is the personal connection between producers and customers.

- Listen: Pay attention to verbal and nonverbal cues. Is the customer in a hurry? Keep the interaction efficient. Are they curious? Share information about your products or business.
- Help: Look for ways to make the shopping experience easier and more enjoyable than what customers may find at other food retail outlets.
- Connect: Approach every interaction with kindness and empathy. Positive experiences give customers another reason to return.

Offer Value Beyond the Product - Customers appreciate leaving the market with more than just what they purchased. As both the producer and seller, you offer insights and expertise that many retailers cannot.
- Process: Share how your products are grown, raised, or made. Transparency helps customers understand your values and build trust in your business.
- Use: Offer preparation tips, recipes, storage recommendations, or serving suggestions to help customers get the most from their purchase.
- Information: Stay aware of opportunities, events, and resources that may interest your customers and their families.

Keep in Touch - Email newsletters and social media are powerful ways to stay connected with customers between market days. When customers subscribe to your newsletter or follow your social media accounts, they're telling you they want to hear from you. A simple content strategy is the "one-third rule':
- 1/3 Promotion: Share products, specials, upcoming market appearances, and purchasing opportunities.
- 1/3 Storytelling: Give customers a behind-the-scenes look at your farm, kitchen, workshop, or business.
- 1/3 Engagement: Ask questions, encourage feedback, and invite customers to participate in conversations.

Looking Ahead

Success at a farmers' market depends on more than simply showing up with a great product. The businesses that thrive are those that create a consistent, positive customer experience before, during, and after each market day.

By focusing on customer needs, delivering quality products, and building meaningful relationships, vendors can strengthen customer loyalty, increase sales, and improve long-term profitability.

Next month, we'll explore the different payment methods available to farmers' market vendors.

Calf Transportation, Let's Be a Proactive Industry

ML Collins

The importance of calf transport and monitoring calf fitness before being transported is gaining more attention with consumers and milk processors alike. In addition to dairy replacement transportation needs from either custom raising facilities or home farm facilities, a growing focus is on the treatment and transport of non-replacement calves, your Holstein bulls, your male and female Beef x Dairy newborns. U.S. data shows that approximately 80% of calves are transported off site under 1 week of age.

In the Western U.S., 64% of calves are transported off site at less than 24 hours of age. Excellent management can reduce stress and consistency in home farm practices can set the stage for successful calf rearing. Now more than ever, it makes perfect sense to make time for and perform the same newborn calf protocols on beef crosses as you would your dairy replacements. Cutting corners or choosing to transport early on with newborns can be a bottleneck to successful calf raising, regardless of the career destination: dairy or beef.

Calf Care and Quality Assurance (CCQA): The program is designed to elevate the U.S. calf raising standards by uniting around key management approaches. The following best management practices are designed for newborn calves that are scheduled for transport.

Newborn Feeding Practices:
First Colostrum Feeding: Three quarts of colostrum with a 25% Brix colostrum reading within first 2 hours of birth.

Second Colostrum Feeding: Focus on colostrum that can deliver 100 to 200 grams of IgG. While esophageal tube feeders maybe quicker, they are not without their consequences. Always use caution when tube feeding, paying particular attention to the position of the calf and placement of the tube.

Preconditioning for Calves Scheduled for Transport:
Review colostrum feeding above: Quality, Clean, Consistent

Focus on navel care: provide clean calving environment, clean calf pens. Always disinfect the navel.

Timing of feeding prior to transport. Milk or water can be offered before departure to minimize stress.

Assess for Fitness for Transport: Fit for Transport is a phrase we will be hearing more of as the National FARM program continues to focus on this area of animal welfare. In calves destined to travel we want to make sure of the following:

- Calves stand unassisted
- Well hydrated
- No fever
- No signs of illness, injury, or lameness
- Can they make the trip without increased stress or harm?

Transport Day

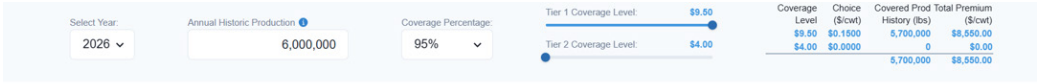
- Handle with care, work slowly, and be patient with the cargo.
- Seasonal temperature changes: avoid loading in the heat of the day.
- Provide enough lying space in the trailer. Do not overload.
- Provide clean and dry bedding in the trailer.

Dairy Margin Coverage Decision Tool

ML Collins

Revisiting the topic of risk management as the closing date to make your Dairy Margin Coverage (DMC) selections hits this month. Enrollment closes Friday December 18, 2026 and if you are still on the fence with your decision to enroll or want to evaluate different coverage levels, I encourage you to explore the online decision tool located at this website: https://dmc.bozic.io/#/. I've included a few screen shots of the website to help familiarize yourself with the tool.

The coverage selection tab is your starting point. (Figure #1) Here is where you select your historic milk production, the amount or percentage of the production you want covered and then choose your coverage level. For the 2027 contract year, there are no historic production level changes. If in 2026, you locked in for coverage from 2026 thru 2031, you still need to get into the FSA office to sign for the 2027 contract year. If you did not enroll in 2026 or you ONLY enrolled for coverage in 2026, you still can sign up for coverage in 2027. Please note, the multi-year coverage lock-in for 2026 through 2031 and its 25% premium discount are not available. The 25% discount on premiums feature was only permissible during 2026 enrollment period.

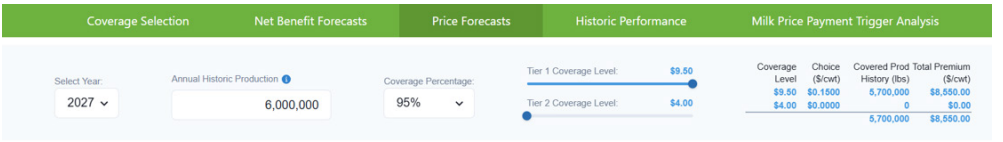


	TIER 1		TIER 2	
COVERAGE LEVEL	CHOICE	PREMIUM	CHOICE	PREMIUM
$9.50	◉ $0.1500	$8,550.00		
$9.00	○ $0.1100	$6,270.00		
$8.50	○ $0.1050	$5,985.00		
$8.00	○ $0.1000	$5,700.00	○ $1.8130	$0.00
$7.50	○ $0.0900	$5,130.00	○ $1.4130	$0.00
$7.00	○ $0.0800	$4,560.00	○ $1.1070	$0.00
$6.50	○ $0.0700	$3,990.00	○ $0.6500	$0.00
$6.00	○ $0.0500	$2,850.00	○ $0.3100	$0.00
$5.50	○ $0.0300	$1,710.00	○ $0.1000	$0.00
$5.00	○ $0.0050	$285.00	○ $0.0050	$0.00
$4.50	○ $0.0025	$142.50	○ $0.0025	$0.00
$4.00	○ $0.0000	$0.00	◉ $0.0000	$0.00

Figure #1

Will I see a pay out or indemnity payment? We know all too well that dairy markets and volatility go hand in hand. According to this decision tool (See Figure #2) the projected DMC Margin Forecast is not showing the margin to hit below $9.50/cwt anytime within the first three quarters of 2027. I am not a dairy market analyst or a dairy economist. I share this tool so that you may be better informed before making a decision for your farm.

Performance Review of DMC: Drawing your attention to Figure 3: Historic Performance of DMC, one might draw one conclusion. Historically, it has paid to enroll in DMC more often then to skip out on the option. Plug in your numbers, run different scenarios and decide what's best for your operation.



MONTH	ALL MILK PRICE FORECAST ($/CWT)	CORN PRICE FORECAST ($/BU)	PREMIUM/SUPREME ALFALFA HAY PRICE FORECAST ($/TON)	SOYBEAN MEAL PRICE FORECAST ($/TON)	FEED COST FORECAST ($/CWT)	DMC MARGIN FORECAST ($/CWT)
Jan	$21.01	$4.28	$232	$323.61	$10.15	$10.86
Feb	$20.88	$4.34	$232	$328.64	$10.25	$10.63
Mar	$20.82	$4.32	$232	$328.31	$10.23	$10.59
Apr	$20.80	$4.42	$236	$330.32	$10.40	$10.40
May	$20.69	$4.44	$236	$331.48	$10.43	$10.26
Jun	$20.62	$4.58	$240	$336.45	$10.67	$9.95
Jul	$20.64	$4.73	$240	$333.90	$10.81	$9.83
Aug	$20.82	$4.77	$239	$338.22	$10.88	$9.94

Figure #2 - 2027 Price Forecast Tab

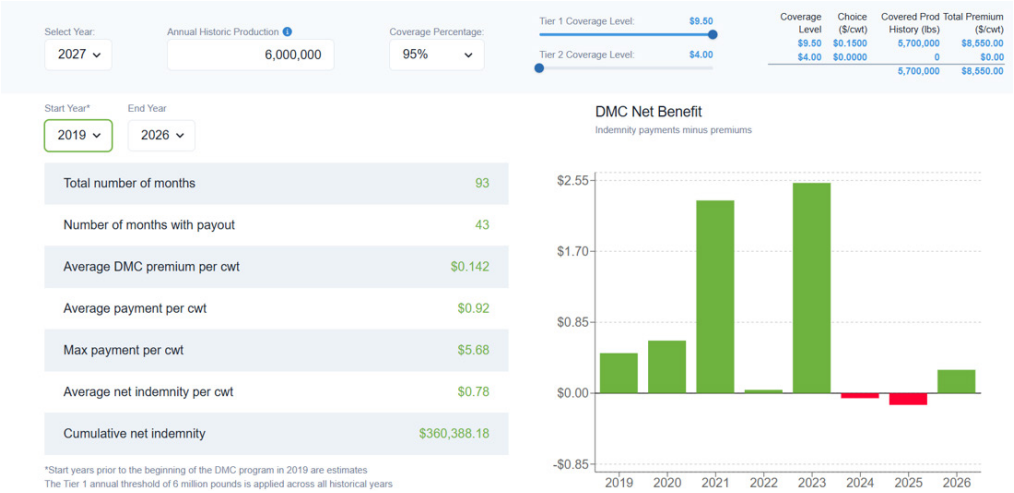


Figure #3 - Historic Performance of DMC

What is Sustainability?

Eric Bremiller

What is Sustainability? There are a lot of buzzwords that get tossed around: regenerative, organic, green, renewable, environmentally friendly, all-natural, and more. All of these concepts matter and can be a good thing, but they don't - and shouldn't - apply to everyone. However, one word that absolutely applies to every agricultural operation is "sustainable."

Sustainability has three elements: environmental, social, and economic - sometimes referred to as planet, people and profit. What each element means is open to interpretation. For some, sustainability might be gaining organic certification. For others, selecting the most cost-effective and efficient chemical treatment options.

In either case, having the right information enables the farmer to determine the best course of action for their unique situation. Sustainability can look like different things to different people depending on your farm business plan and goals. **But the simple truth is that a farm can't be green if it's in the red. Fortunately, there are solutions to further land stewardship while still protecting margins and increasing profitability.**

There are many variables to consider when determining the "best" course of action. Usually, it comes down to a simple equation: maximizing resource use efficiency and minimizing input costs.

Whether that means tracking exactly which fields need manure and at what rate, mapping out crop rotations to break corn rootworm cycles, or selecting resistant plant varieties optimized for local growing conditions, good stewardship is just good management. By substituting expensive synthetic fertilizers with alternative nutrient sources, producers can actively reduce their reliance on fossil fuels and insulate their margins from volatile markets. **At the end of the day, every business needs to be profitable to be sustainable.**

A farmer's time is valuable, trust me, I know this! One of my roles at CCE is to help you improve your sustainability and save you time. This assistance, much like the definition of sustainability itself, can take on many different forms. For example, I can help by providing the latest research or guidelines published by Cornell and other land-grant universities, assisting with soil sampling to improve data collection and improve crop yields, troubleshooting a nutrient deficiency, or identifying a pest or disease and sharing management guidelines.

I am not here to be the expert on all things; I am here to help YOU be the expert of your own farm, to make well informed, data-driven decisions that will ultimately improve your bottom line.

pH and Field Crops

Jeff Miller - Oneida County SWCD

Most fertilizer recommendations for optimal field crop production already assume that the soils pH is being maintained at the correct pH for the field crops you produce. That is because pH plays a crucial role in the availability of essential nutrients for plant uptake.

Below is a chart that shows the availability of essential nutrients at different pHs. A widening of the bar indicates greater availability.

You will note that most of the essential nutrients are more available at a pH of 6.5 which is near neutral. Several of the nutrients that are needed in larger quantities by field crops like nitrogen, phosphorus, potassium, sulfur, calcium, and magnesium are less available at lower pHs (acidic).

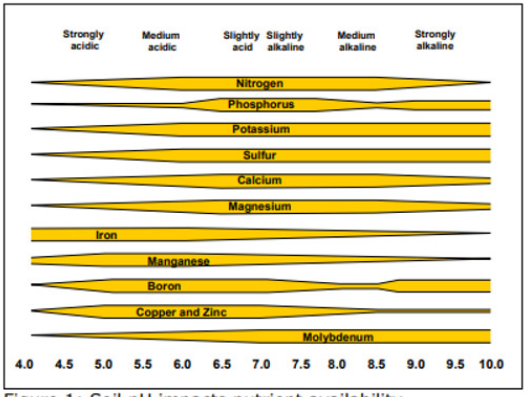


Figure 1: Soil pH impacts nutrient availability.

Most soils become more acidic over time. Rainfall and water infiltration transport basic soluble elements like calcium and magnesium below the root zone. This underlines the importance of sampling your soil and doing a pH test. You can bring a soil sample to your local CCE office and pay $4/sample for a pH test. The Cornell pH test kit is no longer available.

You will note in the chart below that most field crops do well in a pH range of 6.2-6.5 with the exception of soybeans and alfalfa that do better at a pH range of 6.6-7.0. Some growers maintain a pH of 6.5 for optimal effectiveness of the pre-emergence herbicides they use like atrazine, cimarron and crossbow.

As a manager you should seek to maintain a pH that is optimal for the crops within your rotation. Agricultural grade limestone generally takes 6 months to have its full impact on pH so lime should be spread at least that amount of time before a sensitive crop is planted.

Effectiveness of Limestone - The ability of a limestone source to change the pH of the soil is impacted by 2 main characteristics chemical composition, purity and fineness.

Table 1: Ranges and recommended soil pH for optimal growth of various field crops in New York.

Crop Species	Normal growth pH range	Recommended pH range
Alfalfa	6.5 to 7.5	6.6 to 7.0
Barley	6.3 to 7.0	6.3 to 6.5
Birdsfoot trefoil	6.0 to 7.0	6.3 to 6.5
Clovers	5.8 to 7.0	5.8 to 6.2
Corn	5.8 to 7.0	5.8 to 6.2
Grasses	5.8 to 7.0	5.8 to 6.2
Oats	5.8 to 7.0	5.8 to 6.2
Soybeans	6.5 to 7.5	6.6 to 7.0
Wheat	6.3 to 7.0	6.3 to 6.5

Chemical Composition - Calcium carbonate equivalent (CCE)is a standard that compares the liming material to pure calcium carbonate ($CaCO_3$). Some materials such as hydrated lime and burned lime will have a CCE higher than 100%. Pure magnesium carbonate ($MgCO_3$) will neutralize about 1.2 times more acidity than $CaCO_3$ so dolomitic limestone will have a higher CCE than calcitic limestone (Table 1).

Table 1: Calcium carbonate equivalent (CCE) of a few common liming materials.

Common name	Chemical formula	CCE
Calcitic limestone	$CaCO_3$	100
Dolomitic limestone	$CaMg(CO_3)_2$	109
Burned lime, quick lime	CaO	179
Hydrated or slaked lime	$Ca(OH)_2$	136

Assuming 100% pure material.

Dolomitic lime sources by definition have 12% magnesium or more and may have a higher CCE then our local calcitic lime sources partially because of their chemical composition. When growers are purchasing lime to increase the pH of their soil they should also review their soil test results to evaluate if they need to add magnesium.

Particle Size - Limestone does not dissolve easily in pure water; it requires soil moisture and acid contact to react. Finer particles create a larger surface area, allowing them to dissolve and neutralize hydrogen H+ and aluminum Al+3 ions much faster.

The rate of reaction of a liming material is determined by the particle sizes of the material; 100% of lime particles passing a 100-mesh screen will react within the 1st year while only 60% of the liming materials passing a 20-mesh sieve (but held on 100 mesh sieve) will react within a year of application. Medium particles (10 to 50 mesh): Dissolve more slowly over time, helping maintain the target pH stability for 3 to 5 years.

Effective Neutralizing Value (ENV) - ENV is a combined metric that multiplies the calcium carbonate equivalent (CCE) by the fineness of the grind to predict how fast and effectively the product will alter soil pH.

The ENV is calculated by multiplying a liming material's CCE and its fineness. As an example: a liming material with CCE of 90% and a fineness of 0.86 has an ENV of 77.4 (90 x 0.86).

A licensed seller of grade agriculture limestone has an analysis of their product that you can request which will include calcium and magnesium content, CCE and ENV.

You can compare the value of different lime sources by dividing the cost per tone by the ENV. This works well when comparing two or more calcitic lime sources to each other or similarly two or more dolomitic lime sources.

Some of our local limestone quarries will sell to local farmers. They are not selling it as agricultural grade limestone and therefore don’t have to analyze it or guarantee a specific CCE or ENV. A sample from a local quarry as baghouse lime was sent to a lab for analysis by a farmer a number of years ago: the result at that time was an ENV of 50.

There is research based information on many important topics of soil fertility, fertilizer efficiency, and nutrient management on the Cornell Nutrient management website:
https://nmsp.cals.cornell.edu/guidelines/factsheets.html

There are also a number of videos on fertilizer management in field crop production on the CCE Oneida YouTube Channel.

Climate Resilient Farming Grant

Jeff Miller - Oneida County SWCD

Climate Resilient Farming (CRF) Grant comes from state funds that are allocated for environmental conservation. The main objectives of this targeted funding is to reduce greenhouse gas emission or similarly increase carbon sequestration, reduce offsite movement of soil and ag chemicals maintaining water quality and help prepare farmers for impacts from climate change like severe weather including intense rain events and drought.

It is a very competitive grant program managed by NYS Ag and Markets with funds from the NYS Environmental Fund updated each fiscal year. Many proposals are submitted and funds run out well before half of the proposals are funded. There are cost benefit evaluations of each proposal.

Growers who intend to submit a proposal must first complete an environmental survey of their farm with the help from SWCD staff. The proposal is submitted through the local SWCD to Ag and Markets.

There are 4 tracks for proposals:
- Track 1: Livestock Management: Manure and Methane Management and Precision Feed Management.
- Track 2: Adaptation and Resiliency.
- Track 3: Healthy Soils NY (Systems and BMPs that support soil health and agroforestry).
- Track 4: Agricultural Forest Management.

The CRF is one of the few grants I have seen that offer cost sharing of equipment that supports the best management practices, that meet the targeted environmental goals. Equipment is cost-shared at up to 80% of the cost with payments over 3 years

Some of the equipment that has been cost-shared in the past years include:

Manure Injection Equipment - Application of manure by injectors decreases the movement of surface applied manure to surface water. They also reduce the loss of ammonia to the air.

No-Till Grain Drills and Broadcast Seeders - These implements are cost shared for their use in planting cover crops. Cover crops reduce erosion and help maintain clean surface water.

Central Air Tire Inflation Systems - These systems provide the capability to reduce the air pressure in tires of equipment as they perform tasks within farm fields spreading the weight and reducing compaction from heavy farm equipment. Preventing compaction allows more water infiltration which reduces surface water movement across fields, erosion and water pollution.

Some more recent equipment requests include:

Drones for Cover Crop Seed Distribution - A recent method being employed in cover crop seed distribution. Cover crop seed can be applied earlier (in standing crops) providing more time for them to establish. This technique has been successful in establishing cover crops in soybean fields when cover crop seed is dispersed at the yellow leaf stage just prior to leaf loss. It can be used in dispersing red clover seed in wheat crops in the early spring, avoiding the potential compaction of grain drills during a time when soils are wet.

See and Spray Herbicide Applicators - One of the objectives of the CRF grant is to reduce off site movement of ag chemicals. See and spray technology uses in this case boom mounted cameras to identify the location and type of weed providing that information instantaneously to boom mounted spray jets to apply predetermined rates of herbicide to individual weeds in post emergence applications. John Deere has documented 49% reduction in herbicides with see and spray technology.

Drones can also be used to develop weed maps that can be used for targeted application of herbicides with appropriate spraying equipment.

To find out more about the Climate Resilient Farm Grant go online to https://agriculture.ny.gov/rfp-0430-climate-resilient-farming-program-round-10

Grant Writing & Funding Strategies for Ag Businesses

$50 per person
Virtual Series

Mondays, Noon - 1PM EST
December 7 & 21, 2026
January 4 & 18, 2027
February 1 & 15, 2027
via Zoom

Registration:
https://tinyurl.com/GWFSAB

- **Find the right funding**: Identify and evaluate grant opportunities for your agricultural business.
- **Build a stronger project**: Develop a clear, compelling project that aligns with funder priorities.
- **Write a competitive application**: Present your project effectively and strengthen your grant proposal.
- **Navigate the award process**: Understand what comes next, from grant approval through implementation and reporting.

Cornell Cooperative Extension
Central New York Dairy, Livestock and Field Crops

Cornell Cooperative Extension
Capital Area Agriculture and Horticulture Program

Cornell Cooperative Extension
Eastern NY Commercial Horticulture Program

Cornell Cooperative Extension
Tri-County Ag Team

Cornell Cooperative Extension
Agricultural Workforce Development

Cornell Cooperative Extension
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Delaware County

For registration questions, email CNYDLFC@cornell.edu or call 315-866-7920

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WHITE'S FARM SUPPLY, INC.

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