

Erie County Ag News

Cornell Cooperative Extension of Erie County Publication

Winter 2016



Cornell University
Cooperative Extension
Erie County

Upcoming Events

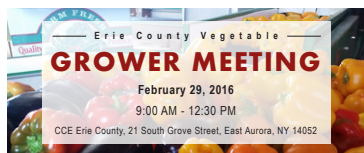
2016 WNY Farm Show Pesticide Recertification Courses: **February 4th, 5th, 6th.** 10:00 am to 12:15 pm each day. The Erie County Fair Grounds, Hamburg. Classes are Free to the Public. See page 6.



NY Certified Organic Meeting: Tuesday, **February 9th** in Geneva, NY with the option of attending via webinar at 4 CCE Locations. Free. See page 14.

Beginning Farmer Discussion Group: Budgeting 101:

Wednesday, **February 24th** at 6 pm, held at the Roycroft Campus Print Shop on the second floor in the Dard Hunter Hall. Free. Location subject to change. See page 11.



Vegetable Grower Meeting: Monday, **February 29th** at the Roycroft Campus Print Shop on the second floor in the Dard Hunter Hall. See page 9 for details and cost.

Facing the Realities of WNY Juice Grape Markets:

Wednesday, **March 2nd** at 1:00 pm, Brant Community Center. See page 11 for details.



Ag Staff



Sharon Bachman

Community Educator

Sharon wears many hats including Invasive Species Management Integrated Pest Management in the areas of fruit, field crops and forestry; Agricultural Environmental Management Practice Education; Soil Testing and Nutrient Management; Pesticide Use and Safety; Diagnostics in coordination with Cornell faculty and staff; and Master Gardener Technical Support.

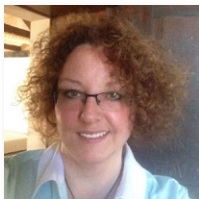


Megan Burley

Farm Business Management Educator

Megan works with all farmers from rural to urban, dairy to small fruit from a farm business management perspective.

She is also working with refugees in Buffalo on a Beginning Farmer Project and runs a beginning farmer discussion group.



Eva McKendry

Administrative Assistant

Eva designs the Erie County Ag News, creates graphics and support materials for CCE-Erie, updates much of the content on our website, and keeps you up to date with social media. She is happy to answer your questions and register you for our classes.



Carl Moody

Regional Dairy Processing Specialist, Harvest NY

Carl works extensively with area manufacturers, educators, and the community to provide training and increase awareness of the products and career opportunities within the dairy industry in western New York.



Darcy Telenko

Vegetable Specialist for the Cornell Vegetable Program

Darcy's programming focuses on Fresh Market Vegetable Production with emphasis on weed, and disease management. She is also part of the newly established Climate Smart Farming Extension Team.



Cheryl Thayer

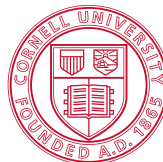
Local Food Distribution & Marketing Specialist, Harvest NY

Much of Cheryl's programmatic work focuses on finding solutions to some of the more pressing systemic barriers that hinder the development of the regional food system in Western New York.

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Cover photo credit: Megan Burley



Cornell University
Cooperative Extension
Erie County

GAPs Food Safety Training Workshop

WNY Food Hub

(Excerpt taken from Penn State Extension)

Good Agricultural Practices (GAPs) are ways that produce growers can prevent on-farm contamination of fruits and vegetables. GAPs are a new way of thinking about food safety. GAPs are about taking all possible measures to prevent contamination as fresh produce moves through production and distribution systems. Every grower should take time to learn about potential food safety hazards that can occur on the farm or orchard and take preventative steps to prevent contamination with harmful microbes. GAPs are also about protecting your business. They not only prevent the public from illness, but they also protect your farm business from the economic consequences of food contamination.

The Western NY Food Hub (Eden Valley Growers), Harvest NY, and the Cornell Vegetable Program, are offering a Farm Food Safety Training on March 7th and 8th from 9:30am-4:00pm.

GAPs/HGAPs is a 2-day training with detailed instruction about food safety on the farm. Day 1 will focus on a third party audit for certification, and Day 2 will help you write a food safety plan needed for an audit.

This workshop is open to all fresh market produce farmers, especially those who may want to sell through the Western NY Food Hub. The workshop will take

place at the Roycroft Print Shop, Dard Hunter Hall, 21 South Grove Street, East Aurora, NY 14052 (Previously named Cornell Cooperative Extension of Erie County 2nd Floor Auditorium). * Pre-Registration is required. The cost is \$60 per first farm member and \$15 for each additional member. For more information please contact Robert Hadad by email: rgh26@cornell.edu or phone: 585-739-4065.

*Location is subject to change, please check the website at erie.cce.cornell.edu or call 716/652-5400 a day or two prior to attending the meeting to confirm the location. ■

GAPs 2-day Food Safety Training Workshop

WNY Food Hub

Location:

**Roycroft Print Shop, Dard Hunter Hall
(2nd floor auditorium)
21 S. Grove St
East Aurora, NY 14052**

March 7 – 8, 2016

9:30 am – 4:00 pm (both days)

in East Aurora, NY

Organizer: Robert Hadad

Pre-registration required

**Cost: \$60 per first farm member.
\$15 for each additional member**

**For more information,
please contact Robert Hadad:
rgh26@cornell.edu or 585-739-4065**

**Food
Safety
Begins on
the Farm**

*Photo Credit:
Cheryl Thayer*

DEC Seeks Landowners to Assist with Wild Turkey Research

Wild Turkey Survival Study to Begin in January;
Findings Will Help Assess Fall Season Changes



**Department of
Environmental
Conservation**

Contact: Benning DeLaMater | (518) 402-8000

New York State Department of Environmental Conservation (DEC) Acting Commissioner Basil Seggos today announced the kickoff of the fourth year of a

Beginning in January, DEC will embark on a statewide effort to capture wild turkey hens and fit them with leg bands to obtain accurate data on survival and harvest.



A small number of these birds will also be tagged with satellite radio-transmitters. All of the work will be done by DEC personnel on both public and private lands from January through March. The research will be concentrated in DEC Regions 3 through 9.

DEC is looking for landowners in DEC Regions 3 through 9 interested in allowing birds

research project on wild turkey survival rates to help improve the management of this popular game bird.

"DEC and its partners have worked hard over the past three years to better understand why wild turkey populations have changed dramatically in New York," Acting Commissioner Seggos said. "This project will provide valuable information on turkey survival and

harvest and will help evaluate the changes to fall hunting seasons implemented in 2016. I encourage landowners that have wild turkey on their property this winter to consider participating in this study."

Studies have shown that wild turkey populations over the past 15 years have declined in many parts of New York State. In an effort to better understand the factors influencing population changes and how these changes affect turkey management, DEC is beginning the final year of a four-year study. This project will help guide management efforts and provide wildlife managers with current estimates of harvest and survival rates for female wild turkeys, or hens.

to be trapped on their land, as well as alerting project coordinators when they see turkeys on their property on a regular basis. Once turkeys are trapped and banded, they will immediately be released at the same location. Not all locations are suitable for deploying capture equipment, so landowners should contact their regional project coordinator to discuss the suitability of their property. Observations of turkey flocks during January through March can be reported to the project coordinator for that region or can be reported using the Winter Flock Survey form found on DEC's website at: <http://www.dec.ny.gov/animals/48756.html>.

For more information on this project, contact the regional project coordinator below or DEC by e-mail at wildlife@dec.ny.gov. "Turkey Study" should be listed as the subject line in any e-mails.

Interested landowners should contact the project coordinator for their region; Allegany, Cattaraugus, Chautauqua, Erie, Niagara, and Wyoming Counties should contact: Emilio Rende at (716) 372-0645, NYSDEC, Bureau of Wildlife, 182 E. Union St., Allegany, NY 14706. ■

Welcome to **MEATSUITE!**

by Nancy Glazier

The meat marketing website, MeatSuite.com, has expanded to the WNY region and beyond. MeatSuite.com is a free online directory of regional livestock farms selling meat in bulk quantities. MeatSuite is a project of Cornell Cooperative Extension Tompkins and Steuben Counties to promote direct, local meat sales and is currently funded by the New York Farm Viability Institute. Efforts are underway right now to recruit farmers to the site.

MeatSuite started in 2012 in 9 counties and is adding 16 more counties, including Genesee, Niagara, Ontario, and Yates, in our region. Wyoming and Orleans are also joining without funding support. If your county listed, you can still participate. MeatSuite is designed to increase freezer trade sales of local meat by connecting farms with consumers. Farms can create profiles featuring contact information, prices, photographs, and descriptions of products, practices, and more. Consumers visit the site to search for farms that match their buying preferences.

The directory is FREE for farms and consumers. Creating a profile is an easy way to reach new potential customers and expand your farm's online presence. MeatSuite offers you an opportunity to explain to consumers why your farm is unique. The directory is open to all meat products raised on your farm.

Take some time and look at other profiles; this will give you ideas for developing your profile. There are many terms and claims (breeds, pricing, types of feeds, etc.) to describe your farm and practices. Under the tab "Learn More", there are pages to help you and also to

help consumers. It works best to develop your profile first then enter it into the site.

Each profile will be reviewed prior to posting. Remember, sales are all on a bulk basis, such as quarters or halves. Prices include processing and must be posted. If you use more than one processor, use the higher cost in calculating your price per pound. For rabbit and poultry, list price as \$/lb. for the whole animal or \$/animal. You must list a price for each product! "TBD" or "contact for price" is not acceptable. Products without prices will not be listed on your farm profile. Stay away from false claims; your reputation is at stake.

While we cannot guarantee that MeatSuite will generate sales for you, we encourage you to take a few minutes to join. It's easy, fast, and free, and the more farms that join, the more consumers will see MeatSuite as a great shopping resource. It is another tool in the marketing toolbox. There is also a MeatSuite Facebook page, too.

Matt LeRoux, CCE Tompkins County, has done comparative pricing of bulk and retail cuts with grocery stores in the Ithaca area. Bulk prices save consumers

\$150-200 for the equivalent of a mixed quarter of beef. By selling meat in bulk, a farmer can utilize a USDA or New York licensed processor.

If you would like an instruction sheet to create a profile, contact Megan Burley by email msb347@cornell.edu or phone 716-652-5400x138



After we get some farms listed, the next step will be to promote the site to consumers. We will offer some workshops to promote the site plus we will have postcards to distribute.

See you on MeatSuite!

Education Sessions at WNY Farm Show

After a few years break, the WNY Farm Show will once again be offering educational sessions awarded pesticide credits. Courses will run from 10:00 am to 12:30 pm each day of the Show, February 4th through 6th. (Plan to arrive around 9:45 am to sign-in. Advance registration is not required. Space is limited.) CCE-Erie Ag Program is excited to have an excellent line up of speakers listed below.

A 15-minute opportunity to learn about Risk Management crop insurance programs will also be provided each day as part of the educational sessions. Trained presenters will cover the Whole Farm Revenue Protection program and if time permits the 'new' NAP. With spring weather becoming more unpredictable, it might be a good time to learn more about these opportunities.

We hope you can join us!

Recertification Courses Offered

February 4, 2016

(10 and 1a – 1.75, 21 – 0.75, 22 – 1.00)

10:00 – 11:00

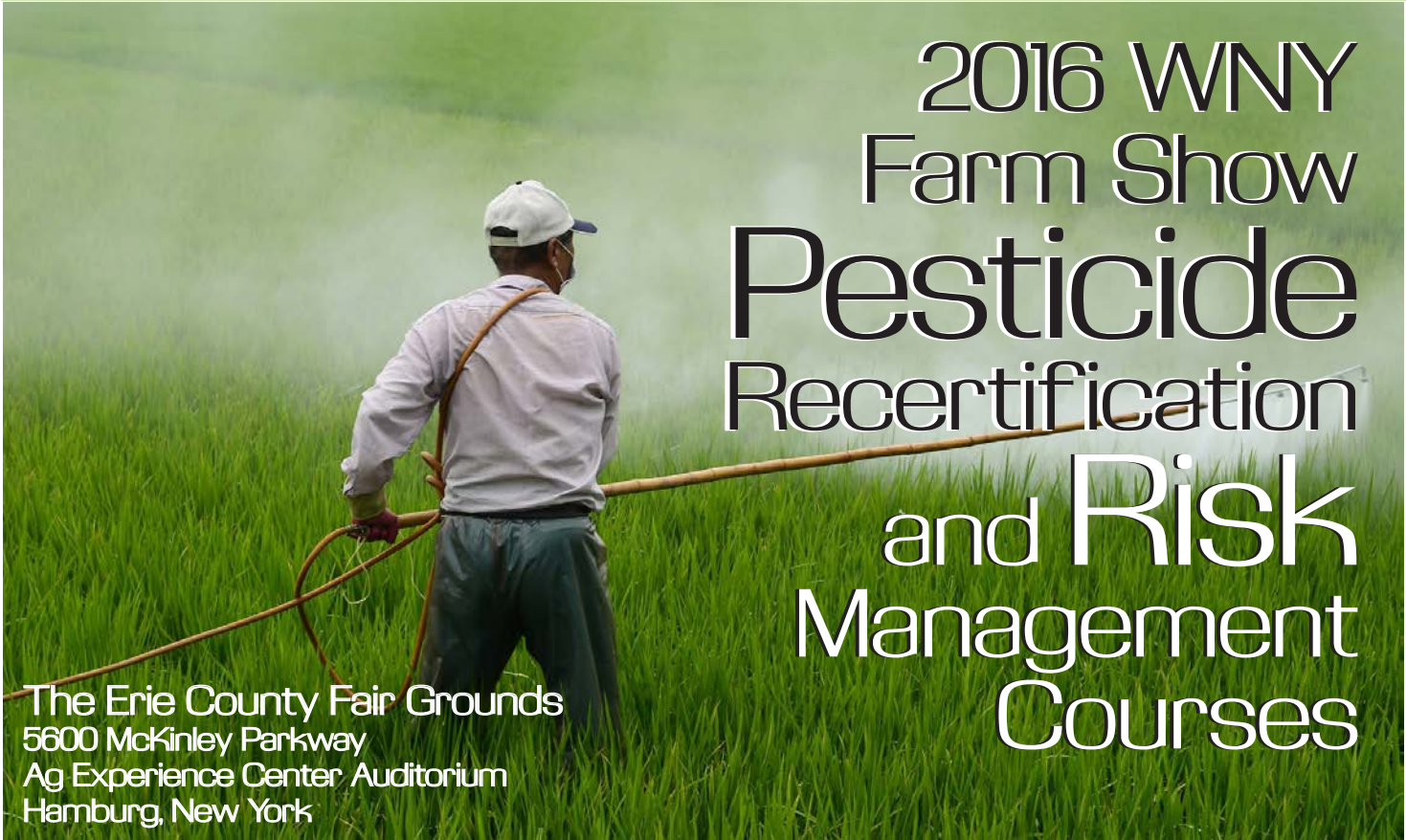
Tim Weigle, NYS Integrated Pest Management Program – *"Hops Pest Management in WNY"*

A review of major insects, diseases and other challenges to producing hops in New York. (1a, 25)

11:15 – 12:15

Keith Waldron, NYS Integrated Pest Management Program – *"Emerging Pest in Field Crops Production – Where are we at with Western Bean Cutworm"*

A review of the major pest problems in field crops in 2015 and what monitoring numbers for western bean cutworm tell us we should expect in 2016. (1a, 21)



2016 WNY Farm Show Pesticide Recertification and Risk Management Courses

The Erie County Fair Grounds
5600 McKinley Parkway
Ag Experience Center Auditorium
Hamburg, New York

February 5, 2016

(Core, 10, 1a and 23 – 1.0)

10:00 – 11:00

Darcy Telenko, Cornell Vegetable Program –
"Controlling Problem Weeds in Sweet Corn"

A review of the biology of the main problem weeds in sweet corn and tools available to control them both mechanical and chemical. (1a, 23)

11:15 – 12:15

Mike Helms, Cornell Pesticide Management Education Program – *"Have You Really Read that Pesticide Label? Going Beyond Sites, Pests, and Rates"*

The presentation will cover some in-depth label issues and will include a hands-on activity using an actual label. I'll also cover bee labeling – either what's currently on the labels for neonics and, if it's been finalized, the newer requirements from the EPA. (CORE)

.....
Speaking of pesticide certification, we are planning to offer our annual CORE pesticide refresher/review prior to the March NYS DEC pesticide applicator certification exam partnering with CCE Wyoming to offer a session in each county. Tentatively the Erie County session will be March 24th at Reinstein Woods Nature Center (93 Honorine Drive, Depew, NY). Check our website for updates: erie.cce.cornell.edu/

February 6, 2016

(10, 1a, 21, 22, 23, 25 – 1.75)

10:00 – 11:00

Andrea Locke, WNY Partnership for Regional Invasive Species Management (PRISM) – *"Invasive Species that Impact your Farm: What Should we Watch Out For"*

A review of problem agronomic invasive species both plants, insects and mammals, and a discussion of how invasive species inter-relate on a landscape and impact an operation's bottom line. (1a, 22, 23, 21)

11:15 – 12:10

Julie Carroll, NYS Integrated Pest Management Program – *"Weather Tools for Ag: NEWA"*

A focus on NEWA degree day tools and some other specific IPM tools. (1a, 21, 22, 23)

Meet the Newest Harvest New York Team Member, Carl Moody!

Please welcome Carl Moody, the newest member of the Harvest New York team with Cornell Cooperative Extension.



Carl's home base will be at CCE Erie in East Aurora, but he will travel throughout western New York in his role as Regional Dairy Processing Specialist. As a member of the Harvest New York Team he will work extensively with area manufacturers, educators

and the community to provide training and increase awareness of the products and career opportunities within the dairy industry in western New York.

Carl has experience in dairy product quality, food safety, organic manufacturing, and employee training. He grew up in Southern Minnesota. His grandfather was a dairy farmer, milking up to 16 cows. He is a graduate of the University of Minnesota and holds a Bachelor's Degree in Food Science. Following graduation, he worked at the Friendship Dairy in Friendship, NY, and most recently held a position as a Quality Assurance Manager for 13 years with Lactalis American Group, Inc. (Sorrento Cheese) in Buffalo, NY.

Please feel free to give Carl a call on his cell at (716) 515-8175, or you can reach him at his office at CCE-Erie County (716) 652-5400 ex. 175 in East Aurora.

Building Local Food Systems Topic Brief Now Available

Whether you are a meat processor or farmer, educator or commercial kitchen, having the best information at your disposal is key to working effectively within your food system. SARE's new topic brief, Building Local and Regional Food Systems, provides an introduction to different facets of local and regional food systems, and directs you to resources that can help stakeholders build robust community food systems.

This topic brief is a companion to SARE's Farm to Table: Building Local and Regional Food Systems Topic Room, an online collection of dozens of free books, bulletins, fact sheets, case studies, videos and more. Topics covered in the print brief and online include business planning, marketing, distribution and aggregation, farm to school, food processing and community development.

Take for example the Farm to Hospital Toolkit. When the Institute for Agriculture and Trade Policy in Minneapolis, Minn., saw an untapped partnership between farmers and local hospital kitchens, they used a SARE grant to develop this much-needed toolkit, which describes how both parties can succeed by working together. This toolkit, viewed by over 5,000 people, is one of the many proven resources available through Building Local and Regional Food Systems.

Local and regional food production provides new business opportunities, keeps food dollars in rural and urban areas, and makes fresher produce accessible to communities. Because of these benefits, demand for local food has quickly increased: Sales reached \$11.7 billion in 2014, doubling 2012 sales, and has continued to grow.

Building Local and Regional Food Systems can be handed out at conferences and field days to farmers, ranchers, educators and community members. Download or order your free print copy today. Go to: www.sare.org/Learning-Center/Topic-Rooms/Topic-Briefs/Building-Local-and-Regional-Food-Systems.

From ASI:

USDA to Withdraw Grass Fed' Labeling Program

Michael L. Thonney, Professor, Director, Graduate Field of Animal Science; Director, Cornell Sheep Program

The Agriculture Department is withdrawing its grass fed and naturally raised voluntary labeling programs for meat products, according to a Federal Register notice issued on Tuesday, January 12th and available at www.federalregister.gov/articles/2016/01/12/2016-00440/withdrawal-of-united-states-standards-for-livestock-and-meat-marketing-claims.

In explaining its decision, USDA's Agricultural Marketing Service said it determined it isn't authorized by Congress to define the two terms. Producers using the AMS "grass fed" label must adopt new standards within three months to continue using the claim on products, either by developing their own standards to be audited by AMS or by getting certified by a private label.

There are no producers using the "naturally raised" program, AMS said.

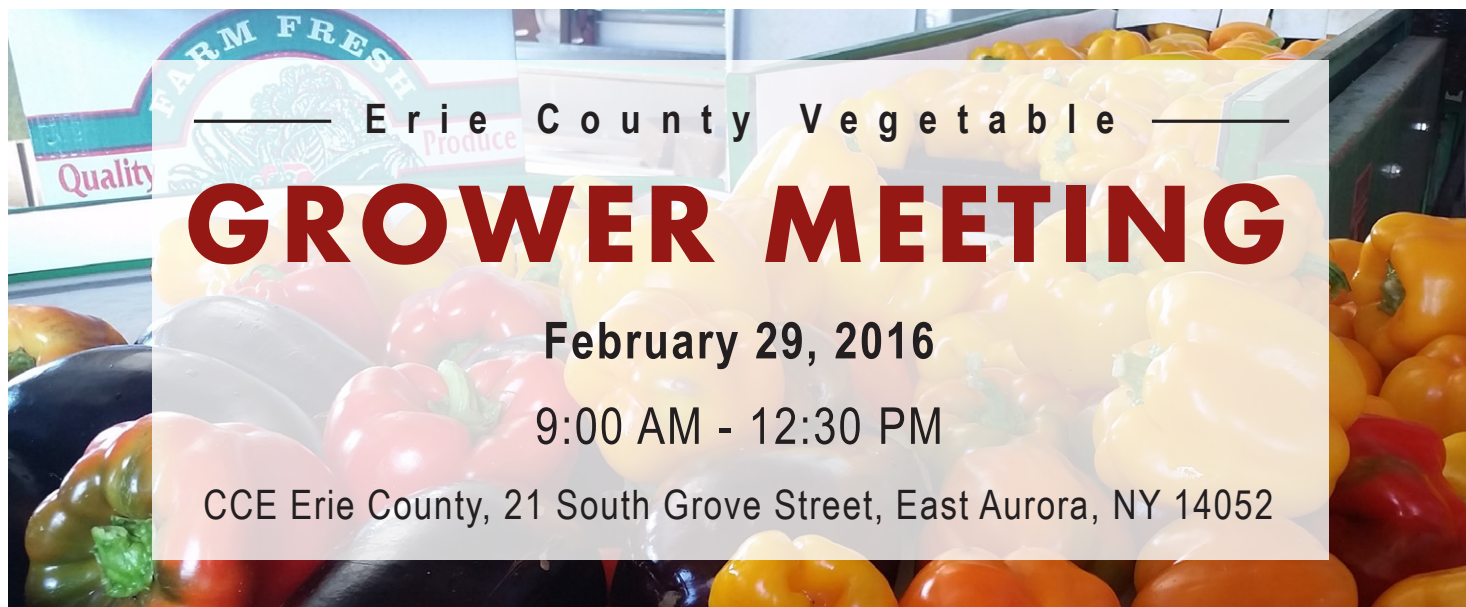
Photo credit: Scott Bauer USDA Agricultural Research Service - Bugwood.com

SOYBEAN
AND SMALL
GRAINS
CONGRESS
2016

FEBRUARY 3
CLARION HOTEL
8250 PARK ROAD
BATAVIA

FEBRUARY 4
HOLIDAY INN
2468 NYS RTE. 414
WATERLOO

MORE INFO:
NWNYTEAM.CGE.CORNELL.EDU/EVENTS.PHP



Erie County Vegetable **GROWER MEETING**

February 29, 2016

9:00 AM - 12:30 PM

CCE Erie County, 21 South Grove Street, East Aurora, NY 14052

SPEAKERS

Presentations by Cornell Cooperative Extension Regional Educators, CCE Erie County Educators, NYS IPM, and Erie County Soil & Water Conservation District



DARCY TELENKO, Vegetable Specialist

CCE Cornell Vegetable Program

Darcy has much experience in scouting, applied research and interpreting the results for growers. She is a fresh market specialist with much knowledge in weed control strategies and other vegetable production concerns.



ROBERT HADAD, Vegetable Specialist

CCE Cornell Vegetable Program

Previously, Robert worked as an Extension Educator in NC and KY developing sustainable and organic agriculture production programs. He brings growers knowledge in organic production, marketing, and fresh market issues.



MEGAN BURLEY, Farm Business

Management Educator

CCE Erie County

With a background in Farm Business Management, Megan is helping the Erie County agriculture community explore new labor options and expand into new markets.



JUDSON REID, Vegetable Specialist

CCE Cornell Vegetable Program

Judson manages several research projects throughout NYS involving private farm cooperators to evaluate and demonstrate effective production techniques of greenhouse vegetables in real-world settings.



ELIZABETH LAMB, Greenhouse Vegetable

IPM Specialist and Ornamentals IPM

NYS Integrated Pest Management Program

Betsy works with Cornell faculty and Extension personnel to encourage and implement IPM research and promote Integrated Pest Management practices in NYS.

3rd Annual Vegetable Growers Meeting

East Aurora, NY: Cornell Cooperative Extension of Erie County is holding the 3rd annual Vegetable Growers Meeting. This year the meeting will take place on February 29, 2016 and will be held at the Roycroft Print Shop, Dard Hunter Hall, formerly Cornell Cooperative Extension of Erie County's Auditorium: 21 South Grove Street, East Aurora, NY 14052 (*Location is subject to change, please check the website at erie.cce.cornell.edu or call 716/652-5400 x138 a day or two prior to attending the meeting to confirm the location.).

The program this year will include presentations by the Cornell Vegetable Program (CVP) specialists Darcy Telenko, Robert Hadad, and Judson Reid, and will include research updates on sweet corn bird and weed management, living mulch, and the final ruling of the Food Safety Modernization Act (FSMA) – what it means for your farm planning, training, and timelines. In addition, Dr. Elizabeth Lamb, NYS Integrated Pest Management Program, will discuss IPM in greenhouse vegetable transplants; Allen Young, NRCS Erie County, will discuss cover crops; and Megan Burley, CCE Erie, will lead a marketing roundtable session. The CVP team will also lead a discussion during lunch about fresh market vegetable research priorities and needs, and the Western NY Food Hub.

The cost to attend is \$25 for CCE Enrollees and \$35 for all others. CCA and DEC credits have been applied for – but you must attend the entire meeting for credit (1A, 10, 21, 23, & 24).

To register, please contact Eva McKendry by email at ebm73@cornell.edu or by phone at 716-652-5400 x176. You can also register online at: erie.cce.cornell.edu/events. ■



ALLEN YOUNG, Water Quality Technician

Erie County Soil & Water Conservation District

Show off Your Farm!

Would you like your agricultural photo to be on the cover of Erie County Ag News? Are you a good photographer or did you take that "perfect picture" that you feel would make a good magazine cover? Submit no more than 2 entries per issue to Eva McKendry at ebm73@cornell.edu with your name, farm name if applicable, and phone number. Photos submitted will become property of Cornell Cooperative Extension of Erie County, and therefore you may not sell image after it is submitted; personal printing of image and posting on FB are acceptable. Photographers under the age of 18 will require parental consent. Photo entries for upcoming issues must be submitted at least one month in advance to be considered. Photo credit/s will be printed next to (or on top of) your photos, should we choose to use them as a cover photo or as part of an article in Erie County Ag News. To be considered for the cover photo, it is helpful if the photo is "landscape" rather than "portrait" (in direction) to accommodate the layout/format we use.

We look forward to showing off your farm! ■



What is it?

The clues are:

- I grow but am not a plant
- I am a living decomposer
- My name is the same as a sea creature

Check Facebook for the answer!





Facing the Realities of Western New York Juice Grape Markets

Presented by CCE Erie, Erie County Farm Bureau, and LERGP

March 2, 2016 — 1:00 pm
RSVP requested by February 26th

Brant Community Center
1000 Brant-Farnham Road; Brant, NY 14027

Speakers: Kevin Martin, Lake Erie Regional Grape Program and other invited guests.

Come hear presentations on the current state of the grape juice market and strategies to consider as local processing options change. We will also discuss the transition of farms to the next generation and how changes in overall farm size relate to grape marketing options. The session will close with an open discussion among participants about grape juice marketing needs in western NY.

Registration at 12:45 pm — TO RSVP Contact: CCE-Erie Agriculture Program;
Eva McKendry at 716-652-5400 x 176 or ebm73@cornell.edu



CCE of Erie County &
**The Beginning Farmer
Discussion Group presents:**
BUDGETING 101

Wednesday, February 24, 2016

6:00 pm – 8:00 pm

Roycroft Print Shop, Dard Hunter Hall,
formerly CCE Erie Auditorium at
21 S. Grove Street, East Aurora, NY 14052

On February 24th, 2016 County Cornell Cooperative Extension of Erie County will be holding a workshop for beginning farmers titled Budgeting 101. Understanding a budget is a vital tool that allows a farmer to analyze and compare different crops side by side. During this

workshop we will focus specifically on budget analysis to determine which products you can grow/raise on your farm that are more profitable than others. The participants will leave with materials to help them work on their annual budgets, as well as create an enterprise budget/s during the workshop. Megan Burley, CCE Erie Farm Business Management Educator, will be speaking about her experience in working with beginning farmers on setting a budget as well as explain some of her own experiences from her small fruit farm.

The workshops are informal and are held at the Roycroft Print Shop, Dard Hunter Hall, formerly CCE Erie Auditorium at 21 South Grove Street, East Aurora, NY 14052 (*Location is subject to change, please check the website at erie.cce.cornell.edu or call 716/652-5400 x138 a day or two prior to attending the meeting to confirm the location.) The result of these meetings, we hope, will be an improved collaboration between farmers. We look forward to seeing you on February 24th at 6:00pm.

For more information go to erie.cce.cornell.edu, or contact Megan Burley, Farm Business Management Educator, at (716)652-5400 x 138, or email msb347@cornell.edu.

If you think crop insurance is too expensive,
consider the cost of the alternative.

average annual
crop insurance premium



average annual
crop revenue loss



Nobody enjoys writing checks for insurance premiums, but when crop losses mean losses in annual income, it's a small price to pay.

In 2014, New York farmers insured more than 1 million acres for \$555 million. The 1,495 policy holders who filed for losses received more than \$41 million in payments. There are multiple causes associated with losses. In 2012, fruit producers were hit hard with two early freeze/thaw events. Apple producers received \$46.7 million in payments and grape producers received \$5.4 million. Total losses for all insured crops were \$67 million.

Following are enrollment or crop insurance change **deadlines for 2016:**

February 1, 2016 for *Onions*;

March 15, 2016 for *field crops, other vegetables and improved Whole Farm Revenue Protection*;

4th Friday of every month for *Livestock Gross Margin-Dairy*.

For more information about crop insurance, contact the New York State Department of Agriculture and Markets at 800-554-5400 or www.agriculture.ny.gov/AP/CropInsurance.html and USDA Risk Management Agency at www.rma.usda.gov. To find a crop insurance agent, ask a neighbor for a recommendation or use the agent locator tool at www.rma.usda.gov/tools/agent.html.



**Agriculture
and Markets**



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opportunity provider.*

AgNews Sponsors

Interested in Sponsoring the AgNews? Contact Megan Burley, msb347@cornell.edu

NY FarmNet presents
**The 2016 NY FarmNet
Farm Transfer Conference**

Doubletree Hotel
East Syracuse, NY

February 2-3, 2016

This year's Farm Transfer Conference, presented by NY FarmNet, will focus on providing farm families with the tools necessary to begin developing a farm business succession plan with their advisors. The conference will be held on February 2nd-3rd at the DoubleTree Hotel in East Syracuse. This conference provides farm families and their advisors critical information on the farm transfer process and identifies effective legal and financial strategies that will make a transfer more successful.

John Baker, Esq. is the conference keynote speaker. Baker is Attorney-at-law and administrator at the Beginning Farmer Center, Iowa State University Extension and Outreach. Mr. Baker has worked with farm families across Iowa on a variety of legal, family, and farm transfer issues for three decades, and is a frequent speaker at national meetings on farm succession planning. He holds a Master of Business Administration and a Juris Doctorate degree from Drake

University. In addition, Baker is founder and chair of the International Farm Transition Network, an organization that supports programs that foster the next generation of farmers and ranchers.

"Farmers need to develop a vision, communicate that vision to family and key employees, and have an understanding of available legal and financial strategies to successfully transfer the farm to the next generation," said Ed Staehr, executive director of NY FarmNet and a senior extension associate with the Dyson School at Cornell University.

100% FREE!

Farm Transfer Conference

February 2-3 2016 Syracuse, NY

Speaker: John Baker, Esq. Beginning Farmer Center ISU Extension & Outreach

Succession Planning Asset Preservation
Managing Transition Successful Plan Execution

Call to Register! 1-800-547-FARM

NY FarmNet provides free and confidential consulting to develop skills to improve financial and production efficiency, and overcome business and family challenges. The program maintains a 24/7 hotline at 1-800-547-3276 for any farmer in New York State to access consulting and referral services. NY FarmNet is an extension and outreach program of the Charles H. Dyson School of Applied Economics and Management at Cornell University.

The New York State Department of Agriculture and Markets, Crop Insurance and Risk Management Program; and Farm Credit East are platinum-level sponsors of this meeting. The Stanley Warren Teaching Endowment provides additional support for this conference. Program sponsorships are still available. For a conference agenda, go to <http://www.nyfarmnet.org/>.

Registration is FREE. To register, call 1-800-547-3276. For more information, contact 1-800-547-3276 or email dlw56@cornell.edu. ■

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NY Certified Organic Feb. 9 Meeting:

Four Soil Health Presentations:
Geneva Site Hosting Speakers;
Four CCE Offices to Broadcast Locally

Geneva, NY. New York Organic Certified has announced three presentations and a farmer panel on managing soil health with crop rotations and forage production to be offered February 9 with speakers on site at the New York State Agricultural Experimental Station in Geneva, NY. Cornell Cooperative Extension offices will broadcast the program via web connection in Canton, Morrisville, Warsaw and Westport.

The February 9 meeting is the second of three New York Certified Organic winter meetings. Rick Pederson of Pederson Farms, Seneca Castle, NY, will present on Putting Soil Health Knowledge into Practice. Pederson manages 600 certified organic acres and an additional 900 acres under conventional production. He grows a diversified crop mix for wholesaling to buyers throughout the Northeast. He will talk about the crop rotations he has developed to provide income and at the same time build resilience in his soil.

Tom Kilcer of Advanced Ag Systems, Kinderhook, NY, will present his research on Alternative Forage Rotations to Protect the Soil on Marginal Land. Kilcer will share his data on double cropping with winter grains and summer annuals to keep the soil covered and allow fieldwork to be done when soils are more likely

dry. He will also cover solutions to storing nitrogen for such a system in organic production.

In the Reducing Pasture Compaction with Daikon Radish session, NY Organic Dairy Initiative Project Manager and Cornell University South Central NY Regional Team Small Dairy Support Educator Fay Benson will share the results of planting brassicas in compacted areas of pastures after a very wet grazing season.

A farmer panel on How to Decide Whether to Sell Forages to Dairy Farmers or Plow Them In for Green Manure includes Thor Oechsner of Oechsner Farms, a 600-acre certified organic enterprise growing diversified grains in Newfield, NY. Oechsner is also a partner in Farmer Ground, a small cooperatively owned grain milling business in Trumansburg, NY.

The New York Crop Insurance Education Team, and Cornell Cooperative Extension provide support for these meetings. There will be a brief description of how crop insurance can benefit organic farmers at the February 9 and March 8 NYCO meetings.

The NYCO meetings begin at 10 AM in Jordan Hall at 630 West North Street at the New York State Agricultural Experimental Station in Geneva, NY. There is no cost or need



to register to attend the program in Geneva that features presentations by and discussions with farmers from across New York State, crop and dairy consultants, Cornell University researchers, and Cornell Cooperative Extension educators. Participants are asked to bring a dish to pass at the potluck lunch.

Those interested in attending the February 9 NYCO program via website at an Extension office should contact that office directly as follows:

- **Canton:** CCE of St. Lawrence Co., 2043B State Highway 68, Kitty O'Neil, 315.379.9192 x253,
- **Morrisville:** CCE of Madison Co., 100 Eaton Street, Katherine Brosnan, 315.684.3001,
- **Warsaw:** CCE of Wyoming Co., 401 North Main Street, Zach Amey, 585.786.2251 x123, and
- **Westport:** CCE of Essex Co., 3 Sisco Street, Anita Deming, 518.982.4180 x409.

For more information on New York Certified Organic, contact Fay Benson at 607.745.3807, afb3@cornell.edu.

Hoptoberfest 2015

by Megan Burley

Cornell Cooperative Extension (CCE) of Erie County hosted an evening workshop taught by Chris Whipple, owner of Whipple Bros. Farms; Matt Jaworski, owner of Hunter's Valley Hops; and Clay Keel, Chief Brewing Officer for 42 North Brewing. The workshop had 50 participants from several counties in NYS in attendance.



Last year Hoptoberfest focused on connecting farmers with the right tools to begin growing hops. Out of the 64 attendees from last year, 12 started growing hops in Western New York (10 of those in Erie County). Hoptoberfest 2015 focused on marketing hops. Megan Burley said "I have connected with many local brewers and they are looking for a high-quality local product, although there is no local product that is not a very high quality". So CCE Erie took the initiative to get the right people in the room discuss what a final hops product should look like. Chris Whipple, explained "as a hops farmer you have to make sure you are harvesting your hops in the right window, a lot of the new growers are hand harvesting which is a very time consuming process and the quality of the hops does not remain

Photo Credits:
Megan Burley

the same; the hops should be harvested within a 3-4 day window." Several of the growers at Hoptoberfest 2015 harvest their hops by hand, and by doing this

their hops loose quality and color. Chris Whipple explained different things the workshop participants could do to keep the quality of the product.



After hearing from Chris, the group traveled to Hunter's Valley Hops in East Aurora, NY. The Jaworski's have about eight acres of hops planted. Matt Jaworski and his father had an equipment showcase for the workshop participants to view. They also had two hops harvesters on hand and explained their harvesting process. Hunter's Valley Hops is building a pelletizing facility so they can finish their product on site. The participants were very engaged at this tour and had lots of questions.

After the hops farm tour we traveled back to 42 North Brewing Company where Clay Keel, Chief Brewing Officer, discussed the products he was seeking as a brewer and why a quality product mattered. He also said "I know there are many new hops growers in WNY, but only one person has connected with me to sell their product."

Megan Burley noted that it is important to "actively seek a market for your product before you plant anything. This is a challenge for a lot of beginning and existing farmers." The meeting ended with a tasting of some of the craft brews 42 North Brewing had to offer that evening. In 2016 we hope to continue Hoptoberfest and have a workshop focusing on Hops IPM, Hops maintenance, and marketing. ■



New York's Small Dairy Herds

Dairy Farm Business Summary, New York, 2014

Author: Richard Kimmich

Each year the Cornell University Dairy Farm Business Summary and Analysis (DFBS) Program analyzes data from dairy farms across the state and provides the participating farmers with information to assist in improving the financial management of their business. This data is also summarized across the state and publications are generated for different types of dairy farms. One area of focus is the small dairy farm due to the differences in financial factors between different size herds.

Business Characteristics of Farms in Small Herd

DFBS: The DFBS for Small Herds summarizes the performance of small herds, which are defined as 120 cows or fewer. Businesses were primarily owned although there were a small number of rented farms that participated in the summary. For the owned farms, 80% are classified as sole proprietors. Other businesses types are partnerships (11%) and LLC's (9%). Most farms keep production records either with on-farm systems or a testing service. Of the farms in the survey, only 18% did not keep production records. The breakdown of the small dairy businesses within the DFBS is fairly even between stanchion or tie-stall barns, and freestall barns at 66% and 32% respectively. The split between parlor and pipeline share a similar ratio. The

herds are primarily Holstein and twice a day milking continues to be standard operating procedure for a majority of the businesses.

Changes from 2013 to 2014:

Record milk prices lead to a solid increase in net farm income (with appreciation) of \$44,165, or 37.9%, from \$72,217 in 2013 to \$116,382 in 2014. Net milk sales per hundredweight increased from an average of \$21.56 in 2013 to \$25.59 in 2014, or 15.7% rise. Producers continued to work more land in 2014 as tillable acres increased by 4.0% in order to keep pace with changes in herd size. Hay crop acres saw the largest increase going from 182 acres in 2013 to 202 in 2014 and also saw a bump in production per acre increasing to 2.26 ton DM/acre in 2014 from the previous year production of 2.18 tons DM/acre. The increase in corn silage acres was very slight at only 3 acres but production per acre saw a nice increase moving to 17.30 tons DM/acre from the 2013 level of 15.20.

Herd size continued to grow in 2014 moving from 77 to 81 cows representing a 4.9% growth in average herd size. As expected with

an increase in herd size, average pounds of milk also increased from 1,534,440 to 1,620,763 or 5.3%. Milk per cow followed the trend as well moving up to 20,121 lbs/cow from 19,827 in 2013.

The record milk prices in 2014 allowed for most farms to improve their financial position with net worth increasing by \$134,586 or 15.5%. Debt per cow saw a marginal increase of \$82 to \$3,105, which is indicative of farms using more cash flow for purchases in 2014 than in previous years, but held to the trend of using a combination of cash and borrowed funds.

The chart below shows some common business factors for the same 18 farms that participated in the DFBS summary over the last five years. The chart shows how net worth (with appreciation) has had a positive change each year and herd size has been slowly increasing with the slight dip in 2013. Production per cow has dropped since 2010, which could be a reflection of cost controls as small farms tend to recover from price drops at a slower rate than larger herd farms. Further evidence of cost controls is the relatively flat debt per cow, which is at its lowest level in the last five year of \$2,438, with the peak in 2012 at \$2,608.

(continued next page)

Year	Milk per cow, lbs	Change in NW	Gross Milk Price	Debt per Cow	Herd Size
2010	20,167	\$72,521	\$17.74	\$2,541	71
2011	19,739	\$48,613	\$21.74	\$2,573	73
2012	19,364	\$59,045	\$19.94	\$2,608	74
2013	19,710	\$34,154	\$21.63	\$2,515	73
2014	19,468	\$77,182	\$25.72	\$2,438	76
Same 18 NY Farms in DFBS over 5 Years					

Characteristics of the Profitable Farm:

2014 was a very strong year for the dairy industry as evident from the large change in net worth. During high milk price years it is important to remember that the milk price most likely "normalize" over the next couple years. It is important to make sure that your records are well kept so that you can use the strong income year to plan for the following years that may have smaller margins. With percent equity increasing to 77% from the 2013 level of 76% and a drop in account payable as a percent of debt from 4% in 2013 to the 2014 level of 3%, it seems that farms were focusing on controlling their finances and making sure they could survive, should the milk price fall.

Indications From 2015 and Prospects for 2016 Profits:

Now that we are at the end of 2015 we know that the milk price dropped from 2014, which lead to a tight

profit year with 2016 projected to have a similar price. Like in years past with tight margins, cost controls and having a firm grasp of your businesses' income and expenses is vital to having a successful year and positioning yourself for future earnings.

The Dairy Farm Business Summary program is a great way to get a good look at the financial health of your farm business as well as to work with a farm management professional to assist with planning your farms future. For more information on participating in the Dairy Farm Business Summary please contact your local Cornell Cooperative Extension agent. You can find information about your local extension at www.cce.cornell.edu or send an inquire email to dfbs@cornell.edu or visit dfbs.aem.cornell.edu.

The DFBS program has been in existence over 50 years. The authors are Extension Specialists in the Dyson School of Applied Economics and Management, College of Agriculture and Life Sciences at Cornell University. ■

Conservation Tree & Shrub Seedlings Available

Order forms for the **2016 Conservation Tree & Shrub Seedling Sale** are now available from Erie County Soil and Water Conservation District. Thirty-eight species of trees and shrubs are available this year. The one to three-year-old bare root seedlings, which range in size from 6 to 24 inches, are available in lots of 10 to 500. The District is also offering a selection of bare root four-year-old evergreen transplants which are more mature trees with thicker stems, more branching and more developed roots. The District also stocks marking flags, fertilizer tablets, and tree shelters to help promote the success of your plantings.

Order forms may be obtained by stopping at the District Office at 50 Commerce Way in East Aurora (behind Post Office), by calling (716) 652-8480 ext. 5, or by printing the order form from the District website at www.ecswcd.org. Orders are due by March 18, 2016 and pick-up will be on Saturday April 23, 2016 at The Fairgrounds in Hamburg, NY. ■

31st ANNUAL

Indoors and Outstanding

New York State Fairgrounds
Syracuse, NY
February 25, 26, 27
Thursday, Friday & Saturday
8:30am To 4pm Daily

- The Spring Planning Show of the Northeast
- Over 400 Exhibitors
- Latest In Farming Technologies
- Robotic Milker
- Forestry Workshops
- Daily Beef Seminars
- Together ... Let's Build The Northeast Agricultural Future

Robert Watson Memorial Toy Auction
LeClair Bros. Auction Service
Friday, February 26, 2016 5:00pm - Building 2, Arts & Home Center For More Information
Contact Scott Grigor - 315.457.8205
www.newyorkfarmshow.com / sgrigor@ne-equip.com

Tickets Available From Your Local Northeast Equipment Dealer

Co-sponsored by American Agriculturist Magazine and The Northeast Equipment Dealers Association

2016 AG ENROLLMENT

Checks payable to : CCE-Erie County

Mail this completed form
and check to:



Cornell University
Cooperative Extension
Erie County

Agriculture

Optional
Enrollments
available to
you when you
enroll in
CCE-Erie
County AG!



Why Enroll in the Lake Erie Regional Grape Team (LERGP)?

The Lake Erie Regional Grape Program (LERGP) team of Grape Specialists provides education in four program areas: Business Management, Cultural Practices, IPM, Vine Nutrition and Soils.

Benefits of Enrolling in the Lake Erie Regional Grape Program:

- Vineyard Notes Newsletter, 6 issues (complimentary electronic subscription, paper copies are available for an additional annual fee)
- Weekly Electronic Crop Update
- Telephone/Email Consultations
- Reduced Registration Fees for LERGP Educational Meetings
- On-Farm Educational Opportunities
- Ability to Participate in Applied Research Projects

Cost of LERGP Enrollment: Receive Vineyard Notes Newsletter Electronically: \$55.00.
Receive Vineyard Notes via US Mail: \$80.00

CCE-Erie County
21 South Grove Street
East Aurora, NY 14052

Online Enrollment is available at
erie.cce.cornell.edu

or scan this QR Code
with your smartphone to
take you right to the Online
AG Enrollment page.



Cornell Cooperative Extension of Erie County (CCE-Erie County) works with all farms and farmers existing and beginning. We are your local connection to Cornell University.

Cost of Agriculture Enrollment: \$25.00

Benefits of Enrolling with CCE-Erie County:



AG News

- Receive Erie County Ag News, Quarterly Newsletter
- Reduced Registration Fees for CCE-Erie County Educational Meetings and Workshops
- Email Blasts with Current Agriculture Information
- Connection to Current Research-Based Information

Why Enroll in the Cornell Vegetable Program (CVP)?

The Cornell Vegetable Program (CVP) team of Vegetable Specialists provides education in six program areas: Food Safety, Variety Evaluation, Market Development, Pest Management, Soil Health, and Cultural Practices.

Benefits of Enrolling in the Cornell Vegetable Program:

- VegEdge Newsletter (complimentary electronic subscription, paper copies are available for an additional annual fee)
- Telephone/Email Consultations
- Educational Meetings and Conferences (reduced registration fees for CVP enrollees)
- Direct Mailings
- In-Field Educational Opportunities
- Conduct/Coordinate On-Farm Research Trials in the Region

Cost of Cornell Vegetable Program Enrollment:
Receive VegEdge Newsletter Electronically: \$55.00.
Receive VegEdge Newsletter via US Mail: \$90.00

Please return by
March 11th, 2016





Agriculture

Name: _____
Business: _____ Owner ☐ Employee ☐
Address: _____ Business ☐ Home Address ☐
City: _____ State: _____ Zip Code: _____
Phone: _____ Cell: _____
Email: _____

☐ **GO GREEN** Check here if you prefer to receive your newsletters and updates through the email provided.

Interests for Agriculture Enrollment: Receive announcements about upcoming classes & current developments of interest to you by checking the topics below.

Crops / Homestead

- ☐ Field Crops
- ☐ Flowers
- ☐ Forestry
- ☐ Grapes
- ☐ Hops
- ☐ Maple
- ☐ Small Fruit & Berries
- ☐ Tree Fruits
- ☐ Vegetables
- ☐ Tree Fruit
- ☐ Vegetables

Livestock

- ☐ Beef
- ☐ Bees / Honey
- ☐ Dairy
- ☐ Goats
- ☐ Horses
- ☐ Poultry / Eggs
- ☐ Sheep
- ☐ Swine

Management and Marketing

- ☐ Beginning Farmer
- ☐ Farm Business Management
- ☐ Greenhouse Production
- ☐ High Tunnel Production
- ☐ Master Gardening
- ☐ Organic Production
- ☐ Pesticide Certification
- ☐ Roadside Marketing

Cornell Vegetable Program Enrollment

- ☐ Cornell Vegetable Program Enrollment (CVP) (Receive VegEdge Newsletter via Email) \$55.00
- ☐ Cornell Vegetable Program Enrollment (CVP) (Receive VegEdge Newsletter via US Mail) \$90.00

(Enter Below) **Subtotal \$** _____

Current Acres in Vegetable Production: _____

Interests for Vegetable Program Enrollees

Please check each of the crops/interests that apply to you. This information is used for direct mailings of meeting notices and pest alerts.

- | | |
|---|---|
| <input type="checkbox"/> Asparagus | <input type="checkbox"/> Pumpkins/Gourds |
| <input type="checkbox"/> Beans, Dry | <input type="checkbox"/> Squash, Summer |
| <input type="checkbox"/> Beans, Snap | <input type="checkbox"/> Squash, Winter |
| <input type="checkbox"/> Beets | <input type="checkbox"/> Sweet Corn, Fresh |
| <input type="checkbox"/> Broccoli | <input type="checkbox"/> Sweet Corn, Processing |
| <input type="checkbox"/> Cabbage | <input type="checkbox"/> Tomatoes |
| <input type="checkbox"/> Carrots | <input type="checkbox"/> Other Vine Crops |
| <input type="checkbox"/> Cauliflower | <input type="checkbox"/> Other Vegetables |
| <input type="checkbox"/> Cole Crops, Other | <input type="checkbox"/> Agribusiness |
| <input type="checkbox"/> Cucumbers | <input type="checkbox"/> Direct Market |
| <input type="checkbox"/> Garlic | <input type="checkbox"/> Fresh market |
| <input type="checkbox"/> Leafy Greens/Lettuce | <input type="checkbox"/> Greenhouse, Edible |
| <input type="checkbox"/> Melons/Cantaloupe | <input type="checkbox"/> Greenhouse, Ornamental |
| <input type="checkbox"/> Onions | <input type="checkbox"/> High Tunnels |
| <input type="checkbox"/> Peas | <input type="checkbox"/> Organic |
| <input type="checkbox"/> Peppers/Eggplant | <input type="checkbox"/> Processing |
| <input type="checkbox"/> Potatoes | |

Lake Erie Regional Grape Team (LERGP) Enrollment

- ☐ Lake Erie Regional Grape Team Enrollment (LERGP) (Receive Vineyard Notes Newsletter Electronically) \$55.00
- ☐ Lake Erie Regional Grape Team Enrollment (LERGP) (Receive Vineyard Notes Newsletter via US Mail) \$80.00

(Enter Below) **Subtotal \$** _____

Enrollment Totals

☒ CCE-Erie County **Agriculture Enrollment** **\$25.00**

☐ Optional Cornell **Vegetable** Program Enrollment **\$** _____

☐ Optional Lake Erie Regional **Grape** Team Enrollment **\$** _____

☐ Optional Berry News (Quarterly Subscription, via US Mail) \$10.00 **\$** _____

☐ Special Contribution to CCE of Erie County Ag Program **\$** _____

☐ Special Contribution to Cornell **Vegetable** Program **\$** _____

Total Enrollments & Contributions

Checks payable to: CCE-Erie County
Mail this completed form and check to:
CCE-Erie County, 21 South Grove Street
East Aurora, NY 14052



Cornell University
Cooperative Extension
Erie County

21 South Grove Street
East Aurora, NY 14052
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Erie County Ag News

Cornell Cooperative Extension of Erie County Publication

Winter 2016

☐

If this Box is checked,
this is your last issue of
Erie County Ag News.

See pages 18-19 to re-enroll!



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