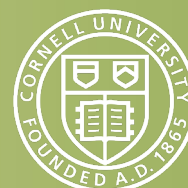


Erie County Ag News



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- Market Musings: Business Contingency Planning
- Spotlight on Arbor Hill Grapery and Winery
- ALERT! Tomato Seeds and Plants Potentially Contaminated with Virus of Concern
- Borrowing Money: Prep for Success



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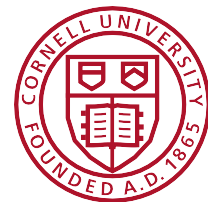
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Cover photo John Whitney



UPCOMING AGRICULTURAL EVENTS

Hogs, Hops, and Honey: A Free Live Seminar for Veterans

June 7, 2023

6pm

Webinar

Farm production diversification can be an important way to manage risk, increase revenues, and increase profitability. However, it can also be an

easy trap to spread limited resources even further!

Learn more about enterprise analysis and determine how diversification can help you. Presented by Cornell Cooperative Extension's Southwest New York Dairy, Livestock, and Field Crops Specialists.

More details: <https://swnydlfc.cce.cornell.edu/event.php?id=2134>

New York State Fiber Conference

June 11, 2023

9am-4pm

Butternut Hill Campground

Bouckville, NY

This one day conference is for new and beginning animal fiber producers who are looking for additional information to better make educated decisions regarding what species and breed of animal to raise and their efforts to produce, use or market their animal's fiber. **More details:** <https://swnydlfc.cce.cornell.edu/event.php?id=2091>

LERGP Coffee Pot Meeting #6

June 14, 2023

10:00am-Noon

Betts' Farm

Westfield, NY

Come join us for timely and pertinent vineyard discussion, coffee, donuts and camaraderie. **More details:** <https://lergp.cce.cornell.edu/event.php?id=570>



Processing Poultry for Meat Production A Free Live Seminar for Veterans

July 12, 2023

6pm

Webinar

Small scale broiler production is a great way to diversify your farm. **More details:** <https://swnydlfc.cce.cornell.edu/event.php?id=2135>

Urban Farm Day

August 26, 2023

10:00am - 3:00pm

Buffalo, NY

Share and make memories as you discover our region's blossoming urban agricultural community and food system partners. Hear the stories of local growers and the groups that help bolster our local food community. Learn the history of their spaces and the inspiration for their work. Fill your senses with the medley of midsummer's bounty. Attend talks and tours. Visit markets. **More details:**

<https://www.gardensbuffaloniagara.com/urban-farm-day-tour>

Ag CDL Training, Erie County

October 17 - 27, 2023

Erie County Fairgrounds

Hamburg, NY

After a very successful pilot session, Cornell Cooperative Extension of Erie County will continue to offer agricultural CDL training. This training program is designed for drivers who have some experience with commercial truck operation.

More details: <https://erie.cce.cornell.edu/events/2022/10/18/ag-cdl-training-erie>

Marketing Musings – Business Contingency Planning

John Whitney, Agriculture Educator, CCE Erie County

New York Farm Bureau’s Young Farmers & Ranchers Committee recently sponsored a webinar on contingency planning and risk management (April 26th at 7:00 pm). There were only 8 participants in the session including the host and presenter. That was not entirely surprising given the timing and our natural tendency to avoid thinking about risks and catastrophes. Aren’t we all suffering from more than a bit of disaster, pandemic, and catastrophe fatigue?

We also may be overwhelmed by all the planning: business plans, marketing plans, emergency preparedness plans, comprehensive nutrient management plans, soil & water conservation plans, highly erodible land plans, ag energy plans, irrigation water management plans, etc. After all, how many farmers chose their career path and lifestyle because they wanted to write plans and deal with other “paperwork?” Still, this session made a strong case for adding one more plan to the list: a business contingency plan (others call this a business continuity plan). In addition to addressing the immediate concerns for health and safety during and immediately after an emergency, these plans are fundamentally about mitigating future loss of income and resuming normal operations as quickly as possible. If your farm and business are not operating or operating at close to full capacity for more than a few days, the chance of full recovery is greatly reduced. A business contingency plan can help.

Few, if any businesses, operate at a higher level of risk from such a diverse mix of threats as farming. The session presenter, Matthew Ludwig from

Nationwide Agribusiness Insurance Company, started the presentation with the quote, “with business contingency comes resiliency.” He made the case for adding contingency planning to the plan mix with the explanation that business contingency planning is about preventing loss of revenue for an extended period.

“With business contingency comes resiliency.”

Matthew Ludwig, Nationwide Agribusiness Insurance Company

Mr. Ludwig listed three key components of the business contingency planning process:

- Identification of potential threats
- Proper estimation of the severity of the threats
- Development of a plan to mitigate losses (meaning getting back in operation as quickly as possible)

Some of us brainstorm quite effectively on our own but Mr. Ludwig emphasized the value of using “a bunch of people in the process if you can.” That could include other family members, farm business partners and employees, key advisors, lenders, and even your insurance agent. As you work through the process, items to consider include:

- Potential natural and human-made threats
- Direct and indirect losses

- Emergency preparedness and response programs and procedures
- Insurance coverage (and gaps and exclusions), including business interruption.

In outlining the contingency planning process, Mr. Ludwig also emphasized the communication pieces with customers, vendors, carriers, lenders, first responders, etc.

Of course, not every threat is an insurable threat, or insurable at a rate that is affordable for all farms. When assessing risks and assigning impacts, the business impact analysis phase benefits from the use of a risk matrix. *(See table below)*

Examples of risk matrices can help you and your planning team get started. Your insurance agent can help, and many carriers now have web-based resources and tools to guide you through the business contingency planning process. For example, Nationwide has an “Open for Business” online or downloadable planning tool and template available at:

<https://www.mylosscontrolservices.com/learning-center/articles/an-easy-to-use-guide-to-business-continuity-planning>

This tool was developed by the Insurance Institute for Business & Home Safety Inc. A version of the tool is also available as a mobile device application. Search for OFB-Mobile at the Apple App Store or at Google Play.

As you work through the business contingency/continuity planning process, you will eventually reach the stage of initiating and testing the plan. That step will include:

- Risk avoidance
- Risk acceptance
- Risk transfer
- Risk mitigation
 - Can you change the likelihood?
 - Can you change the consequences?
 - Can you separate or segregate operations?
- Duplication and diversification
- Plans for resuming activities.

Continued on page 5 >>



THREATS	PROBABILITY (0-5)	SEVERITY (0-5)	TOTAL (0-25)
Determine which threats could affect your business functions and processes. Add additional threats not listed in the bottom rows under "Other."	Assign each threat with a number 0 to 5 to indicate the likelihood it will occur.	Assign each threat with a number 0 to 5 to indicate the amount of damage it could cause your business. (Consider duration, magnitude, and extent of reach—e.g., one floor, the entire building, a neighborhood, the entire region, etc.)	Multiply Probability with Severity and enter the Total. Plan for the highest-ranking threats (17-25) as soon as possible. Assume these threats will strike your business and determine what controls you have in place or could implement to minimize your risk.

Source: OFB-EZ®, a program of the Insurance Institute for Business & Home Safety. Download this document at disastersafety.org/ofb-ez. © 2021 Insurance Institute for Business and Home Safety.

>> *Continued from page 4*

In winding down the discussion, Mr. Ludwig emphasized an increasingly essential step in business contingency planning: data and technology protection and management. While the loss of computer equipment and data is not the same as a catastrophic fire impacting structures or livestock, the impact on the continuity of operations and recovery can be huge. Those contingency and continuity of operation plans should include:

- Data and software backup (offsite, cloud, multiple formats)
- Paper documents in fire-resistant cabinets or safes
- Duplication of records including the possibility of scanning them into a document management system (DMS)
- Password protection and data access strategies
- Software and equipment updates

These days, even losing your cell phone can be darn impactful. Those backup strategies are critical as part of business contingency planning.

If you are reading this and don't yet have a business contingency plan, how about starting now or at least putting a start date on the calendar and ToDo list? For many operations, the cost of even short shutdown periods can be hundreds or thousands of dollars. Time spent on a business contingency/continuity plan is time well spent in the interest of getting the business going again with minimal losses and with a resumption of normal cash flow as soon as possible in the event of some catastrophic business interruption.

Thank you to New York Farm Bureau and its Young Farmers and Ranchers Committee as well as to Matt Ludwig for bringing this important topic and related resources to the attention of farmers across the State and beyond. ■

Tool and References

Nationwide – Contingency Planning for Farmers

<https://www.nationwide.com/lc/resources/farm-and-agribusiness/articles/farmers-contingency-planning>

Nationwide – An Easy-to-Use Guide for Business Continuity Planning

<https://www.mylosscontrolservices.com/learning-center/articles/an-easy-to-use-guide-to-business-continuity-planning>

Nationwide – Ag Incite Center/Safety and Risk Management

<https://www.nationwide.com/lc/resources/farm-and-agribusiness/safety-risk-management/>

OFB-EZ – Stay Open for Business, a program of IBHS

https://www.mylosscontrolservices.com/Images/Business-Continuity-Planning-Toolkit_tcm148-53884.pdf

DisasterSafety.org, a program of IBHS

<https://disastersafety.org/>

Nationwide – Risk Management Solutions

<https://www.mysightonline.com/>

Travelers – Continuity Planning for Agribusinesses

<https://www.travelers.com/resources/business-industries/agribusiness/continuity-planning-for-agribusinesses>

Progressive – Five Steps to Develop a Business Continuity Plan

<https://www.progressivecommercial.com/business-resources/business-continuity-plan/>

Food and Agriculture Organization – Contingency Planning (detailed description and guidance)

<https://www.fao.org/3/y1238e/y1238e09.pdf>

Purdue – Farm Succession – Contingency Plan (podcast)

<https://ag.purdue.edu/commercialag/home/sub-articles/2021/04/farm-succession-contingency-plan/>

Farm Journal AgWeb – Prepare Your Farm with a Business Continuity Plan

<https://www.agweb.com/news/business/taxes-and-finance/prepare-your-farm-business-continuity-plan>

Cornell Small Farms Program – BF202 Writing a Business Plan

<https://smallfarmcourses.com/p/bf-202-writing-a-business-plan>

Cornell Videos on Demand –Developing Contingency Plans Webinar – Disruptions to Key Personnel

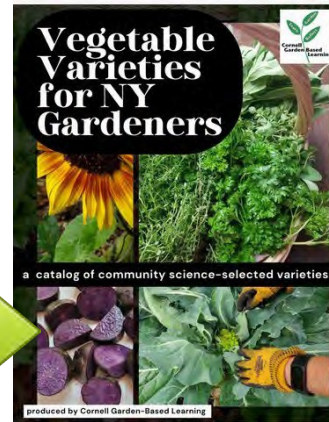
<https://vod.video.cornell.edu/media/>

New York Extension Disaster Education Network

<https://eden.cce.cornell.edu/>

Seed Catalog Created Specifically for New Yorkers

Cornell Small Farms



As they anxiously await the upcoming growing season (and warmer weather), many farmers and gardeners browse through seed catalogs to decide what to plant. A single catalog or garden center seed stand can have hundreds of varieties for growers to choose from. This abundance may cause confusion among those wondering “What will grow well in my area?” These two factors served as the inspiration to create the [Vegetables Variety for New York Gardeners seed catalog](#). The data was created using community science data from the Vegetable Varieties for Gardeners website, which was created over a decade ago so gardeners could share their growing experiences. The 10,000+ submissions to this community science project were filtered down to 1) only reviews in New York, 2) only varieties that had an average rating of 4.0/5, and 3) had at least 4 reviews.

The result is a catalog of 40+ crops and 190+ varieties that are based on what New Yorkers are growing and having success with (see pages 3-5 for everything that’s included). Alongside standard descriptions, each variety is evaluated on 4 criteria: Overall, Taste, Yield, Ease to Grow. This information will help growers choose the variety with traits that best suits their needs. For more detailed information on navigating the information on seed packets, check out a recent podcast episode on seed selection from Extension Out Loud.

A Guide that Grows with You

This catalog is by no means the definitive guide on what can or is being grown in New York. Rather, it is a collection of varieties we have data on. As more individuals submit ratings, more varieties and crops can be included. Unfortunately, Extension programs often lack the knowledge or resources on how novel crops may perform in New York, hindering

their ability to effectively serve everyone in the state. Included in this catalog are reviews from the Vegetable Varieties Trial Gardens, a community science project carried out by Master Gardeners in NY.

In recent years, the varieties and crops trialed have focused on some of the most prominent crops from specific regions, including Latin America, the Caribbean, and East Asia. New York is one of the most diverse areas in the country, but the chilly climate is often different from the home countries of many New American (immigrant) communities. We hope that the living nature of this document will help provide culturally relevant growing information as well as introduce the diversity of crops and cultures to a wider audience. Submitting varieties to the VVfG website allows any individual to share varieties that are important to them with a global group of gardeners.

Community Science Creates Change

The thousands of gardeners across the state will be able to collect massive amounts of data on how crops perform in real gardens. The real-world evaluation takes place across 27 counties, 5 growing zones, and in the conditions that these crops will actually be grown in. This scale is nearly impossible to replicate on research farms. Additionally, plants are often bred under ideal conditions—carefully attended to with ample fertilizer, water, weeding, and more—in tropical areas farm from NY.

Community science allows their performance to be evaluated in the conditions gardeners will be growing them. We use the term community science, instead of citizen science, because Extension resources and participation should be open to everyone. ■

Using Lady Beetles to Manage Aphids on Winter Greens

Lori Blair Koenick, Project Assistant with the Cornell Vegetable Program

Aphids, these pesky pear-shaped pests can be a problem year-round in vegetable production (see Wintertime Biocontrols, in February 2023 VegEdge). If growing in high tunnels and aphids were a challenge in the summer, they could continue to be a nuisance in the winter as well. In a protected setting such as a high tunnel, aphids are not killed by subfreezing temperatures. They will overwinter in the soil and can enjoy snacking on weeds and what you plant next.

Despite their small size and soft bodies, aphids can be a problem as they have a wide host range and can reproduce quickly without mating. They suck out plant juices when feeding, reducing plant vigor and yields. In addition, aphids excrete a sweet substance, honeydew, that can attract unsightly black sooty mold to grow. A few types of aphids can also transmit viruses.

Fortunately, lady beetles can be an effective aphid management tool in winter. Previous CVP research has shown lady beetles are hardy enough to survive the cold temperatures and shorter daylengths in Western NY (check out this CVP Winter Aphid Management Fact Sheet to learn more).

We have been working with a cooperating Erie County high tunnel to manage aphids in winter greens production. Last summer, we noted high aphid populations on tomatoes in the high tunnel. Infested crops were removed in early fall, but the aphids remained most likely surviving on weeds and in the soil.

We released two pints of lady beetles (18000 adults) under row cover in plantings of winter greens and herbs on January 27. By February 22, lady beetles were still alive and reduced the aphid population by 98.2% (Figure 1). On our final check on March 10, we did not see any aphids in the high tunnel.

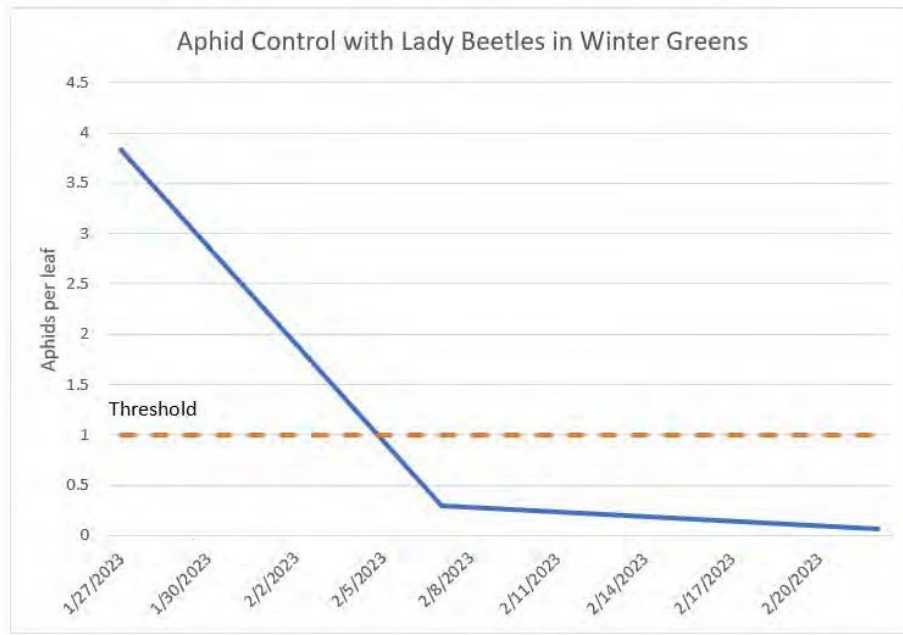
Note on our release rate: This rate is very high for the 1800 sq ft that we were treating. We hope to see similar results with lower rates, which would be more cost effective. Our scouting program used an action threshold of one aphid per leaf. Lady beetles can be purchased from biological control suppliers. We sourced the lady beetles from IPM Labs (315-497-2063), a partner in this project.

Tips for aphid management on winter greens:

- Practice prevention throughout the year by regular scouting to get ahead of any outbreaks
- Manage weeds to eliminate places for aphids to live in between crop plantings
- When using lady beetles, wait to release them until infested plants have been removed and the winter crop has been established
- Release lady beetles under row cover to keep them close to the crop and aphid food source

Interested in learning more? Contact Lori Koenick (lbk75@cornell.edu, 301-802-3289) or Judson Reid (jer11@cornell.edu, 585-313-8912). This work was supported by NESARE. ■

Figure 1. Tracking aphid populations in Erie County high tunnel on winter greens.



Aphids feeding on underside of celery leaf on January 27.



Heavy aphid infestation on tomato plants seen in summer 2022. The white looking aphids are actually shed aphid skins.



Lady beetles on the prowl for an aphid snack on February 22.

Ag Commercial Driver License Training Options

John Whitney, Agriculture Educator, CCE Erie County



Photos by John Whitney



CCE-Erie is continuing to coordinate an Agricultural Commercial Driver License (CDL) training program for farm owners, operators and employees with two options:

- Open Enrollment (scheduling directly with training contractor, Tom Blidy and the North Collins Driver License School after enrollment)
- In Person, Group Training at the Erie County Fairgrounds, October 17-27, 2023

If you or someone on your team is interested, see:

<https://erie.cce.cornell.edu/events/2022/10/18/ag-cdl-training-erie>

To get the process under way, click “Apply Here” and complete the short pre-enrollment survey/application. We’ll then be in touch about next steps in the process.

In all cases, participants will need to secure either a Class A or Class B learner permit through the NYS Department of Motor Vehicles. DOT Physicals and drug tests are also required. Both Open Enrollment and Group Training participants are encouraged to

complete the self-study, self-paced online Entry Level Driver Training at www.ELDT.com (or equivalent). Again, see the CCE-Erie Ag CDL training link for more details.

If the farm pays the CDL training tuition on behalf of employees, the Workforce Development Institute **may** provide a partial reimbursement. **Applications must be approved prior to paying for enrollment or starting training.** Plan ahead so there is time to complete the short application and submit it for review and approval before you intend to start the training. This step is coordinated directly with the Workforce Development Institute after the pre-enrollment survey is completed.

This Ag CDL training, at the greatly reduced tuition rate, is intended for experienced drivers from Erie County farms (with the possibility of participants from other counties if space is available). Beginning driver training is available at more typical tuition rates through the North Collins Driver License School or other area CDL trainers.

Contact John Whitney at 716-796-3204 or jrw44@cornell.edu if you have questions. ■

Ag Water Test Sample Drop-Off Sites in WNY

If you are curious about the quality of your irrigation ponds, streams, wells, or other surface water source, water testing is an important tool to consider. Getting the right test and doing so in a timely manner has been a challenge. Water testing that provides meaningful results requires a quantified generic E. coli test or an Enumeration E. coli test. Some water testing labs only do a potable water test called a presence/absence test. The Enumeration test provides test results as in numbers of (bacterial) colony forming units (CFU or most probable number MPN). Having a number allows you to track the results with a comparable baseline. Each water source should be tested 3-4 times a season and do this each growing season.

Water testing drop-off/pick-up sites have been set up in a number of locations across the region by Lozier Environmental Consulting in Rochester. Water test sample bottles, forms, and information are available at each site. Additional sites are available:

- A new site has been added in the greater Lockport (Niagara County) area: Flint Brothers Hardware, 2769 Main St, Newfane, NY, 716-778-9654. Samples must be received at this location by Wednesday 9:00am.
- If you are in Ontario County, contact Nancy Anderson at the CCE Ontario County office in Canandaigua at 585-394-3977 x427. You can pick up the supplies (forms, bottles, instructions, and takes payment) at the CCE office. You will be required to take your sample(s) to a drop-off site in Canandaigua; the bottles will be picked up and delivered to Life Science Labs in Syracuse for analysis.

For assistance in understanding the water test results, contact Robert Hadad or the lab.



Consulate Visits Hosted by Cornell Farmworker Program

COVID vaccines and education offered through Mexican and Guatemalan Consulate visits hosted by the Cornell Farmworker Program throughout Upstate.



Image from CAL.cornell.edu

Guatemalan Consulado 2023:

<https://cornell.box.com/s/2ynm5yimlviwkv5ovzhul16z30yp5eq>

Consulado de Mexico 2023:

<https://cornell.box.com/s/dm3pamg3rk4ug3izzjldlpxqyzx3f19k>

Guatemalan Consulate 2023 English:

<https://cornell.box.com/s/wz7c70u6o7f4zq3dqj1x4jru2k7r7nda>

Spotlight on Arbor Hill Grapery and Winery

John Whitney, Agriculture Educator, CCE Erie County

This is a transcription of a video production based on an August 31, 2021 interview with Arbor Hill Grapery and Winery Co-owner, John French. The video version of the spotlight can be view on the Cornell Cooperative Extension – Erie Facebook page or [YouTube channel](#).

[John Whitney] This interview is the 20th in a series focusing on vendors who are selling their wares at the Western New York Welcome Center's Taste of New York Market. In this vendor spotlight, John French, co-owner of Arbor Hill Grapery and Winery, discusses Arbor Hill's diverse products and enterprises along with some business and marketing experiences, tips, and strategies. Spotlight on Arbor Hill Grapery and Winery.

[John French] My name is John French, and my wife and I own Arbor Hill. My wife is Sherry Brahm and Arbor Hill Grapery and Winery was started by my father-in-law, John Brahm. He started Arbor Hill after concluding a 23-year career at Widmer Wine Cellars in Naples where Hazlitt's is today. And the 23 years he spent there was preceded by him graduating from Cornell University with a degree in pomology. And while John was working at Widmer's, John and one of his brothers started Randall Standish Vineyards.

What they did is they purchased the family farm which had been a dairy farm and converted it to primarily vineyards and the milking barn became a press plant. So, between the vineyards at Randall Standish Vineyards which are still in the family, and vineyards that are over by our houses a mile away, we've got about 40 acres of vineyards. We grow 17 varieties in those vineyards, heirloom grapes as well

as experimental grapes, many of which come from the experimental station that Cornell runs over in Geneva. In 1987 when John started Arbor Hill, it was right on the heels of Widmer's selling to Constellation. John didn't really have a burning desire to go be part of corporate America and John and our current wine maker had started a product line at Widmer's which was pretty successful, and it wasn't going to be part of what Constellation was going to carry forward. And it was Widmer Wine Jellies.

So, when Arbor Hill started, there was the Brahm's Sherry Wine Syrup, Claret Wine Syrup, and also Arbor Hill Wine Jellies. Today, we make more than 50 gourmet food products. We make salad dressings such as our top-selling Black Raspberry Celery Seed Dressing. We make mustards like our oh so popular and delicious Champagne Garlic Mustard. Makes a wonderful ham sandwich. And, of course, it's on every table out back in our restaurant, Brew and Brats at Arbor Hill which is in the 170-year-old carriage barn right behind me. You have a sweet tooth? We have three delectable wine sauces; our Chocolate Cabernet Sauvignon Wine Sauce is as definitely delicious as it sounds. It has a couple of siblings because my wife likes every product to have a friend or two. So, there is a Strawberry Cream Chardonnay Wine Sauce, and then here is the Amaretto Cream Sherry Wine Sauce. They're all delicious over ice cream or cheesecake.



Pictured: John French, Arbor Hill Grapery and Winery. Photo by John Whitney

And if Sherry's not around, I might occasionally be known to just sip it right out of the bottle.

Naples, New York (is the) the grape pie capital of the universe. There's been a grape festival going on for 60 plus years during the last weekend of September. And more than thirty thousand grape pies are baked in Naples every year from about September 15th until about the beginning of November. We are the only entity around that ships grape pies. And to get a grape pie you need to receive the grape pie in a couple of days, because we ship it baked and frozen. However, if we want ... someone goes onto our website, thegrapery.com, and they order but don't want to pay the second day shipping to get it to California - what they can do is they can buy a grape pie in a jar. And this is our Healthy Purple Topping and Filling. Underneath the... the cute little bonnet is a recipe book. And it will tell you any number of ways to enjoy this product. So, we have found many ways to bring that taste of the Finger Lakes, and specifically Naples, to people all over the US.

I call that 'Healthy Purple' topping and filling. 'Healthy Purple' is a series of products that we produce here.

Rich in antioxidants, our Healthy Purple Blueberry Preserve is another member of that family. Also, in our 'Healthy Purple' line is an extremely popular product, our Healthy Purple Grape Juice. This is a Concord grape juice that has never been concentrated. There's no water added to it. There's no sugar added to it. This is what grape juice tastes like. It because it's never been concentrated, you don't lose any flavor. So, do yourself a favor at some point in time and try some 'Healthy Purple Grape Juice'. You'll be elated at the flavor of it. It is pasteurized. It's the only thing we do to it - pasteurize it and put it in the bottle.

So, I've mentioned that we make wine, jellies, dressings, mustards, wine sauces. We also happen to make some other products. We make finishing sauces. Three of those include our Vidalia Onion Riesling Finishing Sauce, our Lemon Caper Chardonnay Finishing Sauce, and our Cracked Peppercorn Sauvignon Finishing Sauce. Additionally, we make iced tea concentrates in five flavors. And with the iced tea concentrates it says on the bottle 5-1 ratio with water. You can mess with that all you like, it's just a matter of taste. However, one of our retailers out in the Midwest was ordering more and more of the iced tea concentrates and one day I asked her "What are you doing that you're selling



Photo by John Whitney

more of this than we are now?” And she said, “Well, John, I’ll tell you, we don’t make it with water. I tell all of our customers, make it with ginger ale.” So, I decided well, I gotta see how that tastes. And I took a bottle of that on vacation with us and the group of 10 of us in the family. I made a pitcher of it one night according to her instructions and by golly, from age 6 to 72 everybody loved that particular concoction. So, needless to say, we added that to our restaurant, Brew and Brats, and that took off beautifully.

Another thing you can do with the iced tea concentrates is you can take the iced tea concentrate, mix it with ginger ale, and because we are a New York State Farm Winery, we get to play with the New York State Farm Distilleries. So, we have found that in our case, Black Button Vodka added to that makes for what we call a Raspberry Buzz. And we also make a Peach Buzz, which we use the Black Button Gin for.

In our restaurant, Brew in Brats at Arbor Hill, we are able to incorporate a variety of products that we

produce into the menu offerings. Our Vidalia Onion Riesling Finishing Sauce is the key ingredient to our German Potato Salad. Another side dish that we now make in retail format is our Wine Master’s Sauerkraut. It is the most unique sauerkraut and I would not be able to unlock the doors to the restaurant if we did not have that ready to go every single day. Our best-selling product of anything that we do is our Black Raspberry Celery Seed Dressing; that is the key ingredient to a Cheese Pasta Salad that we make out back.

Our Pub Beer Mustard is made with our Frog Hollow Pale Ale Beer. And our beers are produced for us by Twisted Rail. Originally, the brewer there was with another company called CB Craft Brewers who initially brewed our beer. When they closed, we followed the brewer over to friends of ours that own Twisted Rail and they’re doing a phenomenal job creating our three beers. Gully Washer IPA, Turtle Crawl Porter, and of course the Frog Hollow Pale Ale. Finger Lakes Coffee Roasters makes a coffee called Witch’s Brew

and there is four and 1/2 pounds of that coffee in every 300 gallon batch that is produced.

Here at Arbor Hill Grapery and Winery, winery is obviously a part of what we do, and since we produce 30 plus award-winning wines, ranging from dry reds to sweeter whites, people have been coming here for years to do wine tastings. We also do wine flights. A wine flight is when you just walk in off of the street and you want to try a variety of wines. We have figured out the easiest way to do that is give you a choice of five different flights from which to choose. And for a wine flight, you will get your servings, we put them on a tray, and you get to go sit down and enjoy them at your leisure.

Alternatively, if you go to our website, thegrapery.com, you can book a wine tasting where you might have to endure listening to me explain wines to you, go through the history of some of the grapes, and the pairings. We get into a lot of different topics and it's a much more interactive, informative way to enjoy the wines. Whether you've got me or someone else from the staff, there's an awful lot of history that we like to share with people about our grapes. Many of our grapes are experimental grapes that we have acquired through Cornell. Alternatively, we have heirloom grapes. We're the only winery on the planet that takes the Vergennes grape, historically grown as a table grape, and makes a varietal wine with it. It's actually our third most popular wine. It's rather like a dry Niagara. We're the only winery again on the planet that takes the Diana grape and makes a varietal wine with that. It's a native American grape just in case you're curious. Noiret, a delightful dry red, came out of Cornell in 2006 and is our second most popular wine of anything we bottle.

Arbor Hill Grapery and Winery was founded in 1987 by my father-in-law John Brahm; always the visionary, entrepreneur, lifelong learner, and Cornell graduate. John started his career after Cornell running the

vineyards at Widmers both here in New York State and then beyond New York State. In 1987, when Widmers was sold to Constellation, John decided he wanted to do something a little bit different and flex his entrepreneurial skills and so he started Arbor Hill. Gourmet food products is a core of what we do but additionally we also make 32 award-winning wines. Our signature wine is our classic Traminette and John was one of the pioneers of Traminette, helping Cornell with the studies of how successful that grape would eventually become. And we actually have bottles of Traminette before it even had the name Traminette. It was just a bunch of numbers and for those that aren't familiar with Traminette, it's a hybrid of it's actually a hybrid of Gewürztraminer and JS23417. Useless information that you now are stuck knowing.

So, our classic Traminette is our signature wine because we've won more awards for that than anything else that we do. And if you like spicier cuisine, like Indian or Thai food, it's a great wine to enjoy. And assuming you celebrate Thanksgiving, either a dry or a classic is wonderful to have with your meal and it satisfies anyone's palate.

I learned an awful lot from John in the years I got to work with him. I am the beer drinker that married the winemaker's daughter so that's how I come to be talking to you today. But classic Traminette is our signature wine and he definitely poured his heart and soul into Arbor Hill and we try to carry on today, making sure every visitor to **Arbor Hill has a wonderful experience. Cheers.**

[John French continues with a brief tour of the Arbor Hill Vineyards and grounds]

So, we're here today in one of the vineyards of Arbor Hill Grapery and Winery. And the vineyard scene behind me is 165-year-old vineyard that we still have to hand harvest today. Predominantly, Niagara grapes and Delawares are in this particular vineyard. Last year,

Continued on page 15>>

we harvested about eight ton out of this vineyard. And down off of camera is another vineyard that we machine harvest, which would be our Valvin Muscats; a wonderful Cornell grape that's key to our Moscato. But besides the history lesson of the vineyard, what I wanted to talk about is social media.

Social media is key today for Arbor Hill for promoting our brand. We utilize Facebook. We'll do Facebook Live videos periodically. And we also are active on Instagram and YouTube and probably some other channels that I'm not even aware of. I'm smart enough to realize that I can't do everything. So, we have a wonderful marketing manager that takes care of all of that in house and Angela's very well rounded. Angela also helps manage the store. Arbor Hill wouldn't be feasible today to operate without the great staff that we've got.

A general manager helps keep everything running. We have a manager for our production department, another manager for the restaurant. So, again, surrounding myself with smart people works out well and it allows me to come out here to the vineyards periodically and take pictures which I then shovel right over to Angela for the social media work.

My wife does a lot of the label creation work for the Arbor Hill products and has done so for years. And my wife and her dad really spent many, many years, probably 25 plus, growing the Arbor Hill entity to what it is today.

I'm often asked, how has the pandemic of 2020-2021 impacted Arbor Hill? Well, on March 20th of 2020, when New York State went to pause mode, we did something a little bit creative or using the buzzword of the day, we pivoted. And we actually closed our winery gift shop and spent the next four months remodeling it. And meanwhile, we opened up our restaurant, Brew in Brats, at Arbor Hill, seven-days a week doing curbside pickup and deliveries. People were able to

come in and get their wines, their dressings, their mustards, and they could have a meal to go.

So, that was one way we worked within the framework of the pandemic. Additionally, some people came out and did work in the vineyards, that had never done vineyard work before. So, we were able to keep people busy despite the fact that there was very minimal foot traffic.

Our online sales through thegrapery.com exploded to beyond even normal Christmas levels of activity. And then, when we reopened, our restaurant was already set up to do outside dining which was no problem. However, to do wine tastings and juice tastings, did require us to once again pivot and we created a new format for how we do wine tastings and wine flights so that we could keep people socially distant, and both staff and patrons safe. Ultimately, doing the wine tastings in that format where people go and book the wine tasting online really allowed for an exceptional customer experience and it's one of the the bonuses of the pandemic. It forced us to try and do some things differently. And that's just one of the things that will last going forward.

We are also in the throws right now of architectural drawings and expansion of the Brew and Brats carriage barn. After 170 years, I guess we figured it finally needed a couple of bathrooms at the back end of it to accommodate our patrons. At the same time, we will also add another cooler to the basement of that building. And I may not have to carry kegs up the hill, roll them up the hill from the basement to the upstairs where we consume the kegs of beer because we will incorporate a dumbwaiter into it. It's hard to know whether the staff is more excited about the bathrooms or the dumbwaiter. But it'll be a big boon when we get there.

So, what's the future of Arbor Hill? Well, the future of Arbor Hill is wait and see. I surround myself with

smart employees who are all like family. Well, some of them are family, actually. And we have visions for what to do to create even better experiences for customers when they visit us at Arbor Hill. Additionally, we look to add to our gourmet food product lines and increase our distribution from the thirty states we're at now to even further outlets. And that's probably the short version of that answer for you.

[John Whitney] Thank you to John French for enthusiastically sharing the story of Arbor Hill Grapery and Winery with its more than 75 grape, wine, gourmet food, snack and gift products, the associated retail shop, commercial kitchen, packing plant, and warehouse, Brew and Brats Restaurant, and active vineyards overlooking Canandaigua Lake. If you are in the Canandaigua / South Bristol / Naples, New York area or planning a trip to the Finger Lakes, be sure to stop by. Live music is featured every Friday and Saturday, May through October at Brew and Brats at Arbor Hill. See the events listing on Arbor Hill's web page to www.thegrapery.com.

Arbor Hill products are available in many of the Taste New York markets across New York State including the Western New York Welcome Center on Grand Island as well as through a growing list of wholesale and retail markets and distributors in the region and throughout the country. Online sales options are available on the Shop link on the web page.

As a family-owned business, John and Sherry French continue the tradition of great growing and wine and food production started in the early 1900s by Anna and Elmer Standish and advanced by Sherry's father and mother, John and Katie Brahm. Brahm's opened their farm winery in 1987.

Arbor Hill Grapery and Winery along with the associated enterprises is an example of how small businesses in New York State are continually adjusting to changes in the economy and markets as they strive to make locally grown, manufactured, or processed and packaged foods, beverages, goods, and services available to consumers throughout the state, region, and beyond. ■

You can view the full interview on the [CCE YouTube page](#), or by scanning the QR code below:



Taste NY at the Western New York Welcome Center is operated by:

**Cornell Cooperative Extension
Erie County**

Taste NY Market at the Western NY Welcome Center
1999 Alvin Road
Grand Island, New York 14072
(716) 773-0970
erietastenyc@cornell.edu

ALERT! Tomato Seed and Plants Potentially Contaminated with Virus of Concern

Sharon Bachman, Agriculture & Natural Resources Educator, CCE Erie

Some growers may have been alerted by a seed supplier that a couple of their seed lots were infected with an emerging virus Tomato brown rugose fruit virus (ToBRFV). If you do have infected plants, see details below on how to monitor plants for symptoms and dispose of them.

Information provided by Meg McGrath, with input from Margery Daughtrey, Margaret Kelly, Marc Fuchs, Karen Snover-Clift and Elizabeth Lamb.

- Tomato brown rugose fruit virus (ToBRFV) has been found this spring on seed of two tomato varieties, Sweet Prince and Brandywise, being sold to growers and gardeners. This emerging virus (first detected in the US in 2018) is considered more serious than others because of the ease of spread when handling infected plants, the virus's long-term survival ability and damage to fruiting plants.

Recommendations:

- If you are notified by a seed company regarding infected ToBRFV seed or see announcements about seed you purchased, the seed and any plants grown from them, must be destroyed NOT composted, surface buried or thrown in a cull pile.
- The infected lots reported were plants from Sweet Prince Lot #s NN21-SL-SP and NN22-

SLSP2 and Brandywise Lot #s NS 10-11-br.

- There are no treatments/sprays that will cure plants of ToBRFV or any other plant virus.
- This virus can survive in soil for years, thus there is potential for re-occurrence in future years in addition to potential for spread to other tomato and pepper plants with handling.
- Follow strict sanitation practices if you have infected plants, to include disposal or sterilization of all clothing, tools, trays, pots, hoses, benches, etc. Clean surfaces where plants have been with diluted bleach (an example of an appropriate solution is 8.2 fluid ounces of an 8.25% bleach made up to 1 gallon of solution—check whether the concentration listed on the label of the bleach you have is 8.25% and adjust if necessary).
- Handling infected seed is not known to allow seed-to-seed transmission of ToBRFV because the virus resides inside the seed not on the seed surface.
- Handling infected plants followed by handling healthy host plants is a transmission method.
- Minimize touching plants with hands, clothing and tools. Brushing plants to obtain sturdier stems is a dangerous practice because it may move viruses like ToBRFV, as well as bacterial pathogens. Watering seedlings is not considered to have enough force to transfer ToBRFV.

- When plants are handled, such as during transplanting, use hand sanitizer on gloved hands between plants when there is concern ToBRFV might be present.
- Check plants for symptoms at least once a week. Symptoms include mosaic and mottle, yellowing, bubbling in the leaf blade, and a 'fern leaf' look. If suspicious symptoms are seen, photograph and submit a sample to your local plant clinic. Symptoms will likely start to appear by about 4-6 weeks after seeding, but some varieties remain free from symptoms even though infected. See below for a symptom image guide.

Symptom guide: <https://www.vegetables.cornell.edu/pest-management/disease-factsheets/tomato-brown-rugose-fruit-virus/>

For more information: <https://www.aphis.usda.gov/aphis/ourfocus/planthealth/import-information/federal-import-orders/tobrfv/faqs/general/general>

In New York, the Plant Disease Diagnostic Clinic is available for testing: <https://plantclinic.cornell.edu>



ToBRFV-infected tomato leaves on left and healthy leaves on right (cf Kai-Shu Ling, USDA-ARS) Yellowing, bubbling, mosaic and mottling, fern leaf and leaf narrowing are all symptoms of ToBRFV on leaves.



URBAN FARM DAY

Saturday, August 26, 2023

10am-3pm

FREE, self-guided, featuring 18+ urban farms

Come enjoy the 3rd annual Urban Farm Day. Share and make memories as you discover our region's blossoming urban agricultural community and food system partners. Hear the stories of local growers and the groups that help bolster our local food community. Learn the history of their spaces and the inspiration for their work. Fill your senses with the medley of midsummer's bounty. Attend talks and tours. Visit markets. There's something for everyone.

- Reserve your free spot touring an indoor mushroom farm
- Create sidewalk art and enjoy a lemonade at the pay-as-you-can-community café and urban garden
- Learn about Farmer Pirates compost operation – and why they're called Farmer Pirate
- Enjoy a talk on farm labor justice, soil health or the healing effects of gardening
- Shop produce grown by farmers from seven African countries and the U.S.
- Visit a garden with a rabbit hutch, a chicken coop, and two beehives. Oh, and lots of vegetables!

More information and Urban Farm Day sites & schedules at

<https://www.gardensbuffaloniagara.com/>

2023 Biochar Field Days

Dates:

June 22-23, 2023

Location:

Ontario County Fairgrounds,
Canandaigua NY (June 22nd)

Field Tour: Spruce Haven Farm,
Cornell Pyrolysis Unit, Seneca
Farms Biochar (June 23rd)

Cost:

\$75 1-day registration

\$125 2-day registration

More information and to register: <https://www.eventbrite.com/e/biochar-field-days-tickets-631761805567>



Johannes Lehmann, professor of soil science, holding biochar made in Cornell's pyrolysis kiln. Photo by Allison Usavage

These field days will provide guidelines for using biochar in agriculture and share practical insights for farmers when it comes to applying biochar to crops. Hear from representatives from the USDA, American Farmland Trust, Cornell University, local farmers and other biochar experts!

Learn:

- Where should biochar be applied?
- How do I apply it?
- How much do I apply?
- When do I apply it?
- Is financial assistance available to apply biochar?

Topics covered include:

- Biochar and guidelines for agricultural applications

- National biochar and climate initiatives
- CPS 336 and WSS dynamic soil properties response to biochar tool
- Biochar application for manure management and uses in horticultural mixes
- Biochar Atlas Decision Support Tool to learn about different biochars for different applications
- Biochar application and production demonstrations

A reception will be held on June 22 to provide an opportunity to all attendees to get to know each other and build their network.

***A detailed itinerary will be shared with all registered participants. ■

USDA Seeks Feedback from Producers about 2023 Crops, Stocks, Inventories, and Values

CCE Field Crop News



Over the next several weeks, USDA's National Agricultural Statistics Service (NASS) will conduct two major mid-year surveys: the June Agricultural Survey and the June Area Survey. The agency will contact more than 4,000 producers across the 11-state northeastern region to determine crop acreage and stock levels as of June 1, 2023.

"The June Agricultural Survey and the June Area Survey are two of the most important and well-known surveys NASS conducts," said King Whetstone, director of the NASS Northeastern Regional Field Office. "When producers respond to these surveys, they provide essential information that helps determine the expected acreage and supply of major commodities in the United States for the 2023 crop year. The results are used by farmers and ranchers, USDA, exporters, researchers, economists, policymakers, and others to inform a wide range of decisions."

Producers can respond to the June Agricultural Survey online at agcounts.usda.gov, by phone, or mail. They will be asked to provide information on planted and harvested acreage, including acreage for biotech crops and grain stocks. For the June Area Survey, agency representatives will interview farm and ranch operators in randomly selected segments over the phone. Producers will be asked to provide information on crop acreage, grain stocks, livestock inventory, land values, and value of sales.

"NASS safeguards the privacy of all respondents, by keeping all individual information confidential and publishing the data in aggregate form only to ensure that no operation or producer can be identified," said Whetstone. "We recognize that this is a hectic time for farmers, but the information they provide helps U.S. agriculture remain viable and capable. I urge them to respond to these surveys and thank them for their participation."

NASS will publish the data in a series of USDA reports, including the annual Acreage and quarterly Grain Stocks reports June 30, 2023. These data also contribute to NASS's monthly and annual Crop Production reports, the annual Small Grains Summary, annual Farms and Land in Farms and Land Values reports, various livestock reports, including Cattle, Sheep and Goats, and Hogs and Pigs, and USDA's monthly World Agricultural Supply and Demand Estimates.

These and all NASS reports are available at nass.usda.gov/publications.

For more information, call the call the NASS Northeastern Regional Field Office at (800) 498-1518.

DEC Announces “Regenerate NY” Forestry Cost Share Grants

\$850,000 in Grants Now Available for Eligible Private Forest Land-owners



Photo Pixabay

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos today announced that \$850,000 in funding is now available in the third round of the State’s ‘Regenerate NY’ Forestry Cost Share Grant Program. The grant program is designed to assist private landowners in growing the next generation of forests, which are crucial for mitigating climate change, providing wildlife habitat, protecting air and water quality, and supplying an important renewable resource.

“New York’s forests are under continued pressure from development, competition from invasive species, an overabundance of white-tailed deer, and the effects of climate change,” said Commissioner Seggos. “Investing in the

establishment and resiliency of our forests is a critical component for ensuring the continued ecosystem services that trees provide. I encourage all interested landowners to take advantage of this funding.”

“Efforts to support and grow private natural and working forest lands are a key climate resilience strategy,” said New York State Forester Fiona Watt. “Regenerate NY gives a vital boost to expand and restore private forests by promoting forest regeneration and ecosystem health in the face of challenges from invasive species, soil disturbance and climate change.”

Regenerate NY is funded by New York State’s

Environmental Protection Fund (EPF) and managed by DEC's Division of Lands and Forests. Private landowners planning to restore or establish five or more acres of forest land in New York State, may apply for grant awards ranging from a minimum of \$10,000 to a maximum of \$100,000, with a required 25 percent match. Eligible projects include, but are not limited to, planting trees, soil scarification, removing competing vegetation that would interfere with seedling establishment and growth, and installation of deer fence. Applicants must work with a forester or a qualified natural resource professional to develop their project. Up to two applications may be submitted per applicant, provided the applications are for separate properties.

In December 2022, Governor Hochul signed legislation setting the goal to support and contribute to national efforts to conserve at least 30 percent of U.S. land and water by 2030. This law promotes biodiversity and preserves New York's wildlife, forests, and clean water sources, which are all essential to New York's health and economy. In the 2023-34 State Budget, Governor Hochul maintained EPF funding at \$400 million, the highest level of funding in the program's history. The EPF provides funding for critical environmental programs such as land acquisition, farmland protection, invasive species prevention and eradication, enhanced recreational access, water quality improvement, and an aggressive environmental justice agenda.

"The New York Forest Owner's Association applauds the Regenerate NY Forestry Cost Share Grant Program," said the organization's President, Stacey Kazacos. "Funding stewardship and regeneration efforts will help ensure our forests continue to support New York's rural economy, protect our water and air quality, and sequester carbon, for generations to come. We look forward

to the long-term improvements this initiative will contribute to our communities throughout the state."

"Investing in our forests is one of the most cost-effective natural solutions to climate change," said John Bartow, Executive Director of the Empire State Forest Products Association. "Regenerate NY is funding efforts that will help ensure our forests continue to support New York's rural economy, protect our water and air quality, and provide carbon stewardship, for generations to come."

Applications can be submitted through the NYS Grants Gateway and will be accepted until 5 p.m. on Oct. 6, 2023, or until funds are depleted, whichever comes first. Grants will be awarded on a rolling basis. Applicants need to establish an account in the Grants Gateway System. Once registered, applicants can search the Grants Gateway for "Regenerate NY." DEC is holding a webinar for interested applicants on Wednesday, May 24, at 10 a.m. For instructions on how to access the webinar via phone or computer, or for details about the grant opportunity including application criteria, visit DEC's website.

<https://www.dec.ny.gov/press/press.html> ■



Photo Pixabay

Borrowing Money: Prep for Success

Kathleen McCormick, Agriculture Educator, CCE Erie



Image: Nick Youngson CC BY-SA 3.0 Pix4free

Whether it's to get started or keep going, most farmers will need to borrow money at some point. You can increase your chances of success by doing some prep work before your first meeting with a lender. The person you meet with is unlikely to be the final decision maker, so you'll want to use the meeting to help that person become your advocate. Turn your loan officer into your advocate by following these six steps.

1. GET YOUR FINANCIAL PAPERWORK IN ORDER.

Your financial records need to be organized and up to date before you approach a lender. Focus on your ledgers and tax returns. These records will help you tell the story of your business in the language that loan officers understand best.

2. UPDATE YOUR BUSINESS PLAN.

Focus on your executive summary. It should be a snapshot of your business that a loan officer can digest quickly before taking the deep dive into your financials.

3. REVIEW YOUR FINANCIALS.

You don't need to be an accountant, but you do need to be able to walk a loan officer through your financials in a way that explains why you need funding and how you plan to pay the loan back.

4. CHECK YOUR PERSONAL CREDIT REPORT FOR MISTAKES.

If you find mistakes, correct them. The Consumer

Financial Protection Bureau (CFBP) has an excellent web page on how to go about disputing and correcting errors.

<https://www.consumerfinance.gov/ask-cfbp/how-do-i-dispute-an-error-on-my-credit-report-en-314/>

Visit the CFBP web page to watch a short video about disputing errors and to find contact information for all three major credit reporting companies. You can even download a dispute letter template.

5. BRUSH UP ON YOUR MARKET AND COMPETITION.

Loan officers appreciate borrowers who are paying attention to what's happening in agriculture. Being an informed borrower gives loan officers confidence that you know your market and can compete effectively for customers.

6. KNOW HOW MUCH YOU NEED.

When a loan officer asks "how much?", the last thing she or he wants to hear is "how much can you give me?" That answer rings alarm bells. Not having an exact number, or at least a solid estimate, tells a loan officer that you haven't put much thought into why you need the money, what you will do with it, and how you will pay it back. If you give an estimate, explain how you came up with it so that the lender can appreciate your preparation and thought process.

7. TREAT THE MEETING LIKE A JOB INTERVIEW.

Your meeting with a lender is your time to shine. Be prepared to discuss your successes and crises. Discussing both shows you have a comprehensive understanding of your business operation and is a compelling way to demonstrate management experience. ■



An Introduction to Estate Planning for the Landowner

If you missed the opportunity to participate in the initial program offering introducing the topic of estate planning for the landowner, NYFOA will be hosting an hour-long encore webinar presentation on June 15th at 6:00pm. Join host Nick Jensen a Certified Public Accountant and Certified Financial Planner®, and NYFOA Board Member for a 50-minute presentation followed by a brief Q&A period.

For information about the program and to register <https://www.nyfoa.org/events/statewide-events/introduction-estate-planning-landowner>

Registration is required and the deadline for registration is June 12, 2023. The fee to participate is \$15.00 for members; \$20.00 for non-members. Registrants will be notified by email prior to the webinar with the link information to participate.

USDA Accepting Applications to Help Cover Costs of Organic Producers

The U.S. Department of Agriculture (USDA) will cover up to 75% of the costs associated with organic certification, up to \$750 per category, through the Organic Certification Cost Share Program (OCCSP). New York Farm Service Agency (FSA) encourages organic agricultural producers and handlers to apply for OCCSP by Oct. 31, 2023, for expenses incurred from Oct. 1, 2022, through Sept. 30, 2023.

Learn more at <https://www.fsa.usda.gov/programs-and-services/occsp/index>

Meat Processing Grant Program

NY State Department of Ag & Markets

What does this program do?

The New York State Department of Agriculture and Markets Grant program helps to fund projects to support the expansion/retention of existing USDA meat processing facilities and the establishment of new USDA meat processing facilities in the state to increase the capacity of NYS sourced meat. This program will address the nationwide shortage of affordable meat available to consumers, including the availability of protein sources for schools and institutional facilities in the state.

Eligibility requirements:

To be eligible for the Meat Processing Expansion Grant Program, applicants must:

- Be a legally recognized business entity organization in New York State in good standing.
- Be involved in the processing of meat products.
- Have current USDA inspection or are seeking inspection.
- Have a detailed project plan or proposal that outlines the expansion/retention or establishment of a USDA inspected meat processing facility in New York State.
- Demonstrate how the proposed project will increase the capacity of New York State sourced meat.

How may funds be used?

Grant funds may be used for acquisition of machinery and/or equipment, installation or renovation/leasehold improvements of an existing building, or the acquisition of fixtures.

Funding available for projects:

The Meat Processing Expansion Grant Program is available for capital projects that can range from \$50,000 to \$250,000 on a reimbursement basis. For grants of less than \$100,000, a 10% recipient match is required. For grants of \$100,000 to \$250,000, a 20% recipient match is required.

Application process:

To apply for the Meat Processing Expansion Grant Program, applicants must have a detailed project plan and project proposal that outlines the expansion/retention or establishment of a USDA meat processing facility in New York State. The proposal must include a detailed budget and timeline for the project. **All applications must be received by the deadline June 21st 5:00 PM.** Funding will be awarded on a competitive basis. Funds will be available until state funds have been exhausted.

Application Materials: (Please read ALL documents carefully before submitting your application)



- RFP (Request for Proposal) - Please read carefully
- Application
- Application checklist
- Budget sheet for under 100k
- Budget sheet for over 100k
- Summary of Information
- FAQ

Submission:

All required documents (application and budget form) must be received by HVADC no later than 5:00 p.m. (local time) on June 21, 2023, in order to be considered. Electronic Submissions will be accepted through a secure portal to the left.

Hard copies must be received by June 21, 2023 and may be mailed to:

Hudson Valley AgriBusiness Development Corporation
507 Warren St, 2nd Fl
Hudson, NY 12534

Attn: MPEG

Who can answer questions?

If you have questions or need help crafting your grant application, reach out to Duane at HVADC for assistance dstanton@hvadc.org.

Who governs this program?

The program will be administered statewide by Hudson Valley AgriBusiness Development Corporation (HVADC). HVADC has considerable experience executing and administering programs of this type, including administration of grants for the NYS Grown & Certified program, and for other Federal and NYS funded programs.

NOTE: Because citations and other information may be subject to change, please always consult the program instructions. You may also contact HVADC for assistance. New York State Department of Agriculture and Markets, and HVADC are equal opportunity providers, employers, and lenders. ■

**Cornell Cooperative Extension
Erie County**

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Erie County Ag News

Cornell Cooperative Extension of Erie County

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