

APRIL 2024 AG REPORT

Cornell Cooperative Extension Sullivan County

TECHNICAL ASSISTANCE:

Farm Visits: 11 Technical Assistance/Inquiries: 133 Soil Tests: 19

Business Planning, Tax Forms, Ag Assessments, Beginner Farmer, NRCS programs, Markets in Sullivan County, FSA Farm ID numbers, Establishing a business in NYS, Sullivan County Revolving Loan Fund, Ag Districts, Farm Tax Info, Farmer's Markets, Orchard Management, Business Planning

Catskills Kitchen: Technical assistance was provided to 11 inquiries on licensing, permitting, testing, labeling, packaging, value added production or farms, and prepared foods.

Horticulture: Technical Assistance was provided to 35 contacts on invasive management, soil testing, native plants, permaculture, Pest identification, young tree care, garden setup.

PAST WORKSHOPS

Farmland Access and Leasing 101 for Farmers (4/15) –33 people registered for this program. Attendees learned about finding

land, land assessments, buying versus leasing, agricultural evaluations, and zoning rules with speakers from CCE Sullivan, Hidden Acre Farm, Winterton Farms and Forest Fringe Farm.

Farmland Access and Leasing 101 for Landowners (4/17) – The webinar hosted 12 people. CCE Sullivan staff taught landowners the benefits of leasing their land to farmers, how to lease their land, the types of land farmers are looking to lease and how to evaluate their land for leasing.

Building Your Farm Business: Creating a Financial Workbook (04/08) – 9 participants, 15 registered, Rose Wilson from Rose Wilson Consulting and Duane Stanton from Hudson Valley Agribusiness Development Corporation (HVADC), explained the basics of a financial workbook for a farm business.

Caring for Trees & Orchards: Farm Tour at Majestic Farm (04/18) and Wild Russett Farm (4/11)– 39 participants in total. Participants learned about orchard techniques, orchard design, pest & disease identification, organic spray management, tree varieties, and troubleshooting for tree and orchard management.

Caring for Trees & Orchards: Benching Grafting Workshop (04/25) –25 participants learned from Brett Budde and Ryan Watson the benefits of grafting trees, the different techniques for grafting, apple varieties often utilized in New York State for grafting, and tree care grafting.

Marketing Your Farm Series: Get the Scoop on Marketing with Kendra from the Herbal Scoop (04/10) – 11 participants. Kendra Payne from The Herbal Scoop presented on how to utilize social media for a farm business.

Growing Herbs for Value-Added Hygiene Products: (4/23) - 15 participants learned from farmers from the Herbal Scoop and Winterton Farms, the best practices for growing calendula and lavender, the benefits these plants provide for personal use, and how to create your own lotion and facial oils using flowers harvested from both plants.

Farmer Mixer at Somewhere in Time Farm (04/30) - 20 participants, an informal farmer networking event for aspiring, beginner, and seasoned farmers.

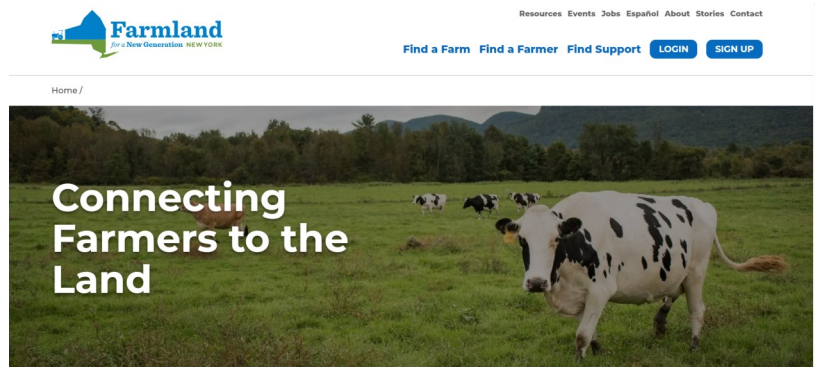


UPCOMING WORKSHOPS for May

- Alphabet Soup: Understanding FSMA, GAPs, and PSR (5/15) 12-1:30pm
- Beef Quality Assurance Workshop- 5/30 6-9pm
- Farm Insurance 101 Webinar (05/02) 6-7 PM
- Farmer Mixer at Majestic Farm (05/28) 5-7 PM
- Seed & Garden workshop at Hurleyville Performing Arts Center (5/01)

LAND ACCESS, AG ZONING, FARMLAND PRESERVATION PROJECTS

- **Land Access:** Staff are working to develop land access workshops for 2024. These workshops include a CLE Credits Realtor Workshop in June, a land leasing series for farmers and landowners and succession/estate planning workshops in the fall.
 - Staff have been busy working to connect landowners and farmers through the NY Farmland for a New Generation Regional Navigator, an online website established to match farmers and landowners together. Staff are working on a social media campaign to promote the program.
- **Municipal Training:** CCE, Planning and the County Ag Board are working to develop workshops on agriculture for municipal officials. Workshops will focus on conservation easements, agri-tourism and a farm tour for municipal officials. We anticipate the Ag Focused training for municipal officials to launch this fall.
- **SC Ag Board & Ag Districts:** The 30 Day window for enrollment into Ag District #1 and Ag District #4 is was held during April. The application period has been promoted on social media, website and press release. We received a number of inquiries and applications to be included into an ag district. Staff are in the process of working with the County Real property office to develop maps and conduct site visits. The County Ag Board will meet on May 15th and from there, will present their recommendations to the County legislature at their June meeting.



RESEARCH PROJECTS:

Staff are currently participating in a research project with Glynwood to help develop methods on the profitability of broiler production. As part of the project, staff participated in 2 Broiler Production Grant workshops on 4/16 & 4/23. The grant participants reviewed the collected data from the farms across the state and identified trends with production and financial data. Feed efficiency and pricing was discussed at length. This grant will continue into 2024.

SULLIVAN FRESH:

CCE Sullivan, in partnership with Garnet Health is currently in the process of launching our produce prescription program "Fresh Rx" with local farmers markets. Eligible participants attend nutrition classes with CCE and then receive \$20 per class on a Healthy Ways card. From there, they can spend their money at local farmers markets. We are in the process of onboarding farmers and markets, along with launching an outreach campaign.

