



# Cornell University Cooperative Extension Niagara County

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## Niagriculture

December 2005 Issue

### 2005 - 2006 Events

<b>December 13-15</b>	New England Vegetable and Fruit Conference, Manchester, NH.
<b>December 14</b>	Annual Fresh Market Vegetable at 8:30 register – 3:25 (\$35 enrollees, \$45 non-enrollees with pre-register. Call Robert Hadad at 716-433-8839 x 228
<b>January 6</b>	8:45am – 12:15pm Crop Insurance meeting – Lockport 4-H Trg. Ctr., 4487 Lake Ave. (prefer prereg. – 433-8839 x221...leave message any time of the day or night/ able to notify if bad weather forces cancellation)
<b>January 13 &amp; 15</b>	Advanced Farm Management. CCE Lockport 10am-3pm <u>Budgeting Changes</u> . Call 433-8839 x 241 for details, free.
<b>January 17</b>	Truck Clinic 1pm-3:30pm, at the farm shop on Silsby Settlement Farms (Sid Silsby), 7644 Slayton Settlement Road, Gasport (see article)
<b>January 18</b>	WNY Corn Congress, Batavia Holiday Inn, contact Nate Herendeen 716-433-8839 x 238
<b>January 19</b>	Fingerlakes Corn Congress, Waterloo Holiday Inn, contact Nate Herendeen 716-433-8839 x 238
<b>January 21</b>	Low Input Farming Conference – Geneva Experiment Station
<b>January 25</b>	<b>2.5 Recertification Credits</b> 7pm-9:45pm at Cornell Cooperative Extension, Niagara County. Contact John Farfaglia at 716-433-8839 x 226
<b>February 2-5</b>	2006 Farmers Direct Marketing Conference
<b>February 8</b>	Soybean/Small Grain Conference, Batavia Party House; Feb. 9 Waterloo, Holiday Inn
<b>February 13-16</b>	Empire State Fruit and Vegetable Expo Oncenter Convention Ctr., 800 Syracuse pre-registration must be received by Feb. 1 <sup>st</sup> for discount. Booklet and pre-registration form at CCE, Niagara County or call 315-687-5734
<b>March 30</b>	1pm – 3:45pm <b>Pesticide Recertification Credits</b> class (tent. 2.5 cr.) Lkpt. 4-H Training Center. (Desperately need an evening class? Call early and we can see about offering one)
<b>April 24</b>	Agriculture Pesticide Clean Sweep – Lockport pesticide “amnesty”, large quantities and small. Check your properties now! This won’t happen every year. Details to follow

### Pride of New York grows in Niagara County:

I wonder how many readers are familiar  
with this marketing emblem?



30 of the state’s several hundred members are from Niagara County and consist of growers, farm stand operators, processors, wineries, agri-tourism destinations and others who agree to help consumers identify high-quality local products, help in “branding” farm products, and help retailers highlight New York State products.

Cooperative Extension joined (1-time fee of \$25) in order to be able to use the professional 30-second spot aired on TV in September and October over 1300 times –

*Building Strong and Vibrant New York Communities*

Cornell Cooperative Extension in Niagara County provides equal program and employment opportunities.

promoting the website: niagarafarmmarkets.org which contains 84 listings of Niagara County farms. The site has had a reasonable 700+ visitors since July. Note that any person who grows something of what he sells in Niagara County may be listed at no cost and added or removed at any time.

But, back to **Pride of New York**. We encourage you to join for the logo usage, marketing promotion, tradeshow participation opportunities, for advertising and promotion, partnerships, increased exposure and grant possibilities...and to show solidarity for New York agriculture!

### **Barns Restoration and Preservation Grant Programs**

Applications: Deadline December 16, 2005. This is a matching grant program for the restoration and preservation of agricultural buildings, including barns, sheds and silos that were constructed at least fifty (50) years prior to the date of the grant application, and in need of repair. The applicant must have a significant ownership interest in the property. <http://nysparks.state.ny.us/grants/programs/barns.asp> Too late to apply for this year? Get a head start on next year. **Now!**

### **Crop Insurance Keeps Improving!**

Without much by way of serious “disasters” during this past summer, we wonder if many would attend another offering like the one in December. Or, if you figured it wasn’t for you last year, what’s changed? **Send someone to listen in from 8:45 AM -12:15 PM, Friday January 6<sup>th</sup> at CCE, Lockport.**

We’ll hear about AGR and AGR-Lite revenue protection. Basically, AGR-Lite provides income protection based on five years of income tax records plus the current year projections. The program has been made more attractive to dairy framers with an average gross revenue up to \$2 million. **With a sign up deadline of March 15<sup>th</sup>,**

**get the scoop now.** Jim McNeil will talk about the Non-insured Assistance Program (NAP). We’ll have a special session at 11 on Crop Revenue Coverage (CRC) which should be of interest to those facing low commodity prices this year.

### **Developing a Personalized Risk Management Plan.**

As part of the NY Crop Insurance Education Program, FarmNet/FarmLink consultants visit individual farms throughout the state to conduct an overall risk assessment. Using a thoughtfully designed check list, the consultant reviews with the farm family over 20 areas of risk from disability to record keeping, debt financing to cash flow, environmental liability to crop yield loss.

By approaching risk management in this systematic way, chances are increased that significant gaps can be identified and appropriate defensive measures undertaken.

Prioritization of risks is a natural consequence

of this approach. Crop insurance may or may not be a high priority. In some cases, it may be far more urgent that the books be straightened out or that a farm transfer planning process be initiated, to name just two possibilities. At the end of FY 2005, FarmNet/FarmLink consultants will have worked with 50 farm families in developing their risk management plans. For further information, contact Steve Richards at (607) 255-9854 or [str4@cornell.edu](mailto:str4@cornell.edu). Those interested in exploring other comprehensive approaches to risk management are urged to consult the following link

<http://www.firstpioneer.com/notebook/L3/RMA/index.htm>.

### **Truck Clinic**

About 100 farmers showed up between two locations in Chautauqua and Cattaraugus counties on December 1<sup>st</sup> for a mock DOT-style inspection of a farm truck. We’d like to

see if this would be useful to you – particularly those who may not be up on the regulations as much as those in the trucking business. **(See January 17<sup>th</sup> meeting in calendar).** Registration, licensing, inspection, transport of liquid fertilizer, and transport of pesticides as well as other issues will be discussed. A short presentation on use of dyed and un-dyed diesel fuel in farm trucks and other equipment, on-farm fuel storage and fuel tax credits and refunds will be covered.

Orleans County will probably offer a similar program later on in the spring if you can't make this one. But our program and others are open to anyone.

Light refreshments will be provided by NOCO Energy, Inc.

Please register by January 13<sup>th</sup> to enable us to plan for handouts, chairs and refreshments or even notify you in the case of a blizzard. Call (716) 433-8839 x 221 any time of the day or night and Karen will make a note of your interest.

### **Minimum Wage Act (Applicable To Employment Generally)**

The General Industry Minimum Wage Act provides that all employees in the state, including domestic workers with certain specified exceptions, must be paid at least \$6.75 per hour. This rate is in effect beginning January 1, 2006.

Paul E. Lehman

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