

Niagriculture

March 2006 Issue

2006 Events

- March 12-15** 30th Annual Wineries Unlimited, Lancaster host Resort, Lancaster, PA. This is the largest wine and vineyard seminar and trade show east of the Rockies. Program information and on-line registration is available at <http://www.myvwm.com/>
- March 16** Dry Bean Meeting DiPacifics Restaurant, Farmington 8:30-3:30pm, Rts 332 & 96 south of Thruway exit 44, 2.3 DEC Credits \$20 enrollees
- March 29** Pesticide Certification Test, CCE, 4487 Lake Avenue, Lockport, IPM Call DEC's Glenn Reinhardt at least one week ahead 716-851-7220
- March 29** CAFO update @ Kennedy Bldg. Genesee County Fairgrounds, Batavia. Reservations: Wendy 585-343-3040 x 138
- March 30** Pesticide Recertification 2.5 credits applied for, 1pm – 3:45pm Pesticide Recertification Credits class (tent. 2.5 cr.) Lkpt. 4-H Training Center.
- March 30** 2006 Grape Growers' Conference, Williams Center, SUNY Fredonia, Fredonia, NY DEC credits have been applied for.
- March 25 & 26** "Horses 2006" at Cornell (see brochure on counter at Cornell Cooperative Extension or call 433-8839 x 221 for details)
- April 4** Garden Center & Landscape Employee Training, contact John Farfaglia at 716-433-8839 x 226
- April 5-7** 35th Annual New York Wine Industry Workshop, Lakefront Ramada Inn, Geneva, NY. The program includes seminars on wine marketing hosted by NY Wine and Grape Foundation and The Annual Unity Dinner. Program info. & registration can be found at: <http://www.nysaes.cornell.edu/fst/faculty/henick/wiw/index.html>
- April 13** 1pm Session on Ag Energy, form on alternative energy landscapes Cornell Cooperative Extension, 4-H Training Center
- April 20** 7pm – 9:30pm Farm Safety evening for the whole family at, Niagara Implement, Inc., 2337 Lockport-Olcott Road, Newfane, NY 14108
- April 24** Agriculture Pesticide Clean Sweep – Lockport pesticide "amnesty", large quantities and small. Check your properties now! This won't happen every year. Details on insert.

Ag Energy Forum to be held at Lockport

Winter may be almost over but the pain of heating bills and the worrisome cost of fuels in general haven't gone away. We are just getting things pulled together for an afternoon gathering of several highly qualified speakers – including some folks you know locally to talk about bio-fuels, stoves, wind, conservation and funding assistance. We'll have more details soon

but pencil in the afternoon of April 13th (1 PM) to come in for an exciting program on energy alternatives and conservation.

Dr. Jerry Cherney, who has done work on grass and other fiber pelletization will be here along with Dr. Joe Laquatra, who will speak on "Introduction to the Alternative Energy Landscape." No fee for program nor refreshments as this program is funded by a small grant from Cornell.

AGR-Lite Revenue Insurance Sales Closing Date Approaches

On January 6, 2006, a meeting for producers was held at Lockport. The meeting was one of a series of 9 meetings held across the state to inform producers about AGR and AGR-Lite revenue insurance. The program was conducted by staff from the Department of Applied Economics and Management, Cornell University and Crop Insurance consultant Charles Koines. Producers attending learned about AGR-Lite, a relatively new crop insurance product that is especially well suited for diversified producers of several crops, as well as for direct marketers. In case you missed the meeting, this newsletter will highlight a few features of the policy. **The sales closing date for first-time enrollees is March 15.**

In 2004, this new product was made available to New York producers. Features of AGR-Lite are the following:

- Streamlined revenue protection plan that can be used as stand-alone coverage or in addition to other individual crop insurance policies
- Most farm-raised crops, animals, and animal products are eligible for protection (including dairy)
- Coverage is based on the 5-yr average of selected revenue items reported on IRS or equivalent tax forms (revenue from post-production activities is excluded from coverage)
- Available in 52 counties in NYS (exceptions: Westchester and Nassau, and counties in NYC)

In order to be eligible for coverage, you must meet the following requirements:

- 1) Five consecutive years of tax records (Sch. F or other).
- 2) Annual adjusted gross revenue of \$2 million, or less.
- 3) Not more than 50% of allowable income from commodities purchased for resale.
- 4) Potato revenue not to exceed 83% of total revenue.

The maximum liability coverage available under AGR-Lite is \$1 million (in effect for the 2006 year). Thus the policy is generally applicable to producers whose average revenue from the sale of agricultural commodities (not including value added activities or products bought for resale) is \$2.0 million or less.

Insured causes of loss include loss of revenue due to any unavoidable natural disasters. Market fluctuations that cause a loss in revenue during the current insurance year are

also covered. No payment will be made for losses due to negligence, mismanagement, or wrongdoing.

The highest level of coverage available is 80 percent. In order to qualify for the highest level of coverage, producers must produce a minimum of three commodities, each contributing a certain percentage of the total revenue. Loss payments are triggered when the adjusted gross revenue for the insured year is less than the approved AGR level X the coverage level. For example, for a producer whose approved AGR level is \$347,000, a loss is triggered when the adjusted gross revenue in the insured year falls below \$277,600. Producers who specialize in one commodity may obtain a maximum coverage level of 75 percent. In this case, with \$347,000 adjusted gross revenue, a loss is triggered when the adjusted gross revenue falls below \$260,250. Thus, more diversified producers are able to obtain higher coverage levels.

In certain cases where adjusted gross income for the five-year base period is increasing rapidly, producers are permitted to use a "trend adjustment factor" so that a higher (than the 5-yr. average AGR) can become the approved AGR.

- Operations that may find AGR-Lite especially relevant to their risk management needs are the following:
- Farms with under \$2.0 million in revenue, excluding value added revenue that is generated by operations such as wineries or apple storage and packing houses.
- Operations with diversified cropping plans, especially where traditional crop insurance products are not available or do not work well in the eyes of producers (e. g. fruits and vegetables)
- Direct marketers (exception: when >50 % of sales are from crops or other commodities that are purchased for resale)
- Commodity producers whose gross revenue varies widely due to a combination of low yields, variable quality, or low prices
- Dairy farms? Yes, if they have other enterprises with sales such that they can qualify at higher coverage levels.
- Organic producers.

CLEAN SWEEP NY - APRIL 2006



AN IMPORTANT MESSAGE TO:

Growers & Other Pesticide Applicators of:

Erie, Niagara, Orleans, Genesee, & Wyoming Counties

The New York State Department of Environmental Conservation (DEC), the New York State Department of Agriculture and Markets (Ag & Mkts.), Soil and Water Conservation District and the Cornell Cooperative Extension are pleased to announce the Clean Sweep NY Program for 2006. During the week of April 24, 2006 there will be an entirely legal and economical opportunity to dispose of cancelled, obsolete or otherwise unusable pesticides. At this same time, accumulations of triple-rinsed plastic or metal containers will also be collected and recycled. This pesticide collection event is called "Clean Sweep NY" and is funded through monies made available by the DEC.

The Clean Sweep NY Program will:

1. Hire a professional waste hauler to dispose of unwanted pesticides.
2. Provide on-farm or on-site assistance when needed.
3. Provide analytical services to identify unknown/unlabeled pesticide products.
4. Collect for recycling triple-rinsed metal and plastic pesticide containers.
5. Provide on-farm or on-site pickup for predetermined structurally unstable containers.

This program will be **free of charge** for New York growers, commercial applicators applying products to agricultural commodities, and individuals who purchased former farms and found old pesticides.

Other pesticide applicators, local municipalities, businesses and schools can also participate. However, because there is a finite funding source for this effort, this program will accept the first 100 pounds of pesticides free of charge. A nominal charge will be applied to poundage over 100 pounds.

There will be no charge to anyone returning empty, triple-rinsed metal or plastic pesticide containers.

Undoubtedly, many of you will have questions about this Clean Sweep NY obsolete pesticide and pesticide container cleanup program. An informational web site has been established at: <http://www.cleansweepny.org>. You may also call toll free at 1-877-SWEEPNY (1-877-793-3769), your local DEC Pesticide Office in Buffalo at (716) 851-7220, Cornell Cooperative Extension agent or Soil and Water Conservation District.

You must sign up and complete the registration process to participate by **April 14, 2006**. However, the deadline for registering unknown/unlabeled pesticides is March 31, 2006.

Again, this is your best opportunity to clean out old, unwanted cancelled or otherwise unusable pesticide products and to properly and legally dispose of metal and rigid plastic pesticide containers. The cost to you is little or nothing, yet the value to you and the environment is considerable. We urge you to participate.

Pesticide Credits

The class shown in the calendar for March 30th is called "Pesticide Safety Through Hands-on Learning." Topics will include weed identification, spray nozzle video, a working exercise with the label, and an update on pesticide issues/clean sweep by Glenn Reinhardt of the DEC.

Agricultural Districts #2 (Somerset, Hartland and Royalton) and #9 (Royalton) are up for review. Final opportunity to request changes are at the hearing on April 4th in the Courthouse.

Farm Safety Evening for the Whole Family (April 20th) is still being planned by the Farm Bureau and Cornell Cooperative Extension. Topics to date include Roadway Safety (equipment, marking and lighting) by Dan West of Cornell University's Ag Health and Safety Program, 3-point hitch safety and a variety of other topics. Line up the family, the hired help. Everyone from Grandpa to the elementary-age child can get something from this.

Submitted by: Paul E. Lehman
Extension Educator