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Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

swnydlfc.cce.cornell.edu

CROPS COWS & CRITTERS newsletter

A partnership between Cornell University and the CCE Associations of Allegany, Cattaraugus, Chautauqua, Erie and Steuben Counties.

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Photo by Kelly Bourne

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For accommodations or accessibility concerns, please contact our specialists at least one week prior to the scheduled event. If you need information provided in a different format, call 585.-268-7644 ext. 10.

Egg Prices are Historically High - Time to Re-Evaluate Your Cost of Production

By Amy Barkley, Livestock Specialist, SWNYDLFC

Bird flu outbreaks have been unprecedented in the last 9 months, leading to the depopulation of a significant portion of the nation's laying flock. As any economist will tell you, when egg supply decreases, prices increase. We've seen wholesale egg prices soar to historic highs of nearly $8.50 per dozen for conventionally produced white eggs, with retail prices in some Western New York markets nearing $10 per dozen. Eggs are sold as a loss leader in many stores, so while wholesale prices have been high, a number of supermarkets have been keeping the price per dozen closer to $6-$8 at the peak of this latest HPAI case spike. As a result, many consumers are feeling the pinch and turning to local egg sources due to the price differential. Consequently, small farms producing eggs have experienced unusually high demand.

With demand as high as it's been, and with prices continuing to stay high in many retail stores, now's a great time to re-evaluate your costs to produce a dozen eggs and raise your retail prices accordingly. Before diving into the specifics of input costs, it's important to remember that regularly raising prices is a smart strategy to at least keep pace with inflation. Over the past five years, the average inflation rate has been 4.5%[1], meaning that a $5 dozen of eggs from last year should be priced at $5.23 in 2025. If your price per dozen was $5 in 2020, it should be $6.23 now. While the average rate of inflation has been abnormally high over the past 5 years, that doesn't mean it shouldn't be considered at its true value! In addition to inflation, farmers often experience more significant price fluctuations for certain inputs. For example, feed costs can spike due to factors like droughts, while the price of shavings jumped in price and has remained high. Shipping costs for consumables, such as egg cartons, have also increased. These are just a few examples, and not an exhaustive list of factors to consider.

When calculating your production costs, many farms charge based solely on their direct costs—those that directly correlate to the number of laying hens you have. These include the cost of chicks, feed, bedding, supplements, egg cartons, etc. However, relying only on direct costs can be a disservice, as it ignores other important expenses. Indirect costs are those items that are usually depreciated over a number of years, and that cost per year is spread across the whole flock. Included in this list are housing, fencing, egg fridges, and feeding/watering systems. Don't forget electricity (for heat lamps when you brood chicks), insurance, farmer's markets fees, and mileage! While these last few seem like small costs per hen, they do add up, especially if you're regularly traveling to pick up supplies or sell at markets.

Once you've calculated your costs per flock, you'll need to estimate how many dozens of eggs your flock will produce annually. Keep in mind that some hens will be lost to predators or disease, and not all eggs will be saleable due to cracks, rough shells, blood spots, or other defects.

The math is simple from here: divide your total costs per flock by the number of saleable dozens to calculate your cost of production per dozen. This number doesn't include labor, but we all know we need to pay ourselves for our time. To calculate labor costs, estimate the time it takes to care for your flock, pick up feed, wash/grade/pack eggs, and sell them. Multiply this time by your desired hourly rate, or the rate you pay someone else to handle this work. (For reference, minimum wage is currently $15.50 per hour).

Once you've factored in labor, you can stop there or add a desired profit margin to the price you charge per dozen.

Eggs, like all farm products, should have their cost of production evaluated regularly—not only when prices spike. Remember, making a profit doesn't make you a bad person; in fact, it's essential for the sustainability of your farm business.

For more on producing eggs, contact Amy Barkley, Livestock Specialist at 716-640-0844 or amb544@cornell.edu.

[1] Inflation statistic is based on the Bureau of Labor Statistics CPI Inflation Calculator

PHOTO CREDIT: Amy Barkley

Checking in on your costs of production helps you keep up with rising input costs .

All input costs should be considered – not just the costs of feed, chicks, and cartons.

Calling all SWNY Sheep and Goat Producers!
Whole Farm Internal Parasite IPM Project

Project Goals:

Understand your farm's internal parasite pressure
Determine which animals are susceptible/resistant
Develop a customized IPM program for your farm
Understand the benefits of an IPM program

To participate in the project you must meet the following criteria:

- Produce sheep or goat products as part of your farming enterprise and have at least 20 animals.
- Be located in Allegany, Cattaraugus, Chautauqua, Erie, or Steuben counties.
- Willingness to have every individual in your herd/flock FAMACHA tested, 5-point checked, and have feces collected up to seven times in 2025.
- Have the capacity to safely restrain individual animals.
- Each animal must have individual identification.
- Use conventional dewormers, and either currently deworm using a drenching protocol or be open to using a drenching protocol.
- Must not be using copper oxide wire particles.
- Be willing to deworm individual animals based on recommendations from the project team.
- Must be available for 4 hours the week of May 12-16 or May 19-21, and again for May 26-28 or June 2-6. A third recheck will be scheduled for August 2025.

Services offered by this project are free for our producers. Consultations and testing will be performed by Amy Barkley, Livestock Specialist, and Jess Waltemyer, Cornell's Pro-Livestock Small Ruminant Specialist. For more information, contact Amy Barkley at amb544@cornell.edu or (716) 640-0844.

NORTHEAST EXTENSION RISK MANAGEMENT EDUCATION

USDA National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

This material is based upon work supported by USDA/NIFA under Award Number 2024-70027-42540.

This project is limited to 2 farms per county.

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Dewormer resistance is a serious threat to sheep and goat producers.

The butcher kept your meat?

by Dr. Christopher R. Raines, Assistant Professor
Department of Dairy & Animal Science
The Pennsylvania State University

PENNSTATE 1855

No, the butcher probably did not keep your meat. Ever since the first butcher processed a meat animal, the customer has wondered what happened to some of their meat. How could it be that a 1,200 pound steer left you with only 475 pounds of beef? Or that a 250 pound hog generated only 125 pounds of pork? What might seem like a reasonable answer - that the butcher kept your meat - is very unlikely. Take into consideration what happens during the conversion of a market animal into cut and packaged meat, and chances are the math will make more sense. **This brief guide is intended to serve as a general base for meat product return and may not fully account for slight variations that different animals and butcher orders may incur.**

Step 1: Converting an animal into a carcass

Dressing percentage (DP) relates the weight of the carcass to the weight of the live animal and is calculated as: (Carcass Weight ÷ Live Weight) × 100. This can be affected by many things, such as gut fill, fatness, mud on the hide, or shorn versus unshorn. Very fat animals have higher dressing percentages than light very lean animals.

~70%

The average dressing percentage for hogs is about 70-72%.

Example:
Live weight = 245 lbs.
Actual DP = 72%
Carcass wt. = **176 lbs.**

~60%

The average dressing percentage for cattle is about 60-62%.

Example:
Live weight = 1312 lbs.
Actual DP = 60%
Carcass wt. = **787 lbs.**

~50%

The average dressing percentage for sheep is about 50%.

Example:
Live weight = 127 lbs.
Actual DP = 52%
Carcass wt. = **66 lbs.**

Step 2: Making cuts out of a carcass

This is where it starts to get tricky to predict just how much meat the carcass will yield because that depends largely on how you order the meat cut. ***Bone-in or boneless?*** Opting for boneless cuts will reduce your total pounds of meat returned. ***Do you want ground meat with 10% fat or 20% fat?*** Lower fat content ground meat will result in more discarded fat, thus reduced total pounds of product received. ***Was the animal overly fat to begin with?*** If the animal was fat fromthe start, more fat will need to be trimmed away, thus reducing total pounds of meat returned.

Pork

For bone-in pork, expect no more than 75-80% of the carcass weight back as meat. For boneless, 65-70%.

Example:
Carcass wt. = 176 lbs.
Boneless pork = **123 lbs.**

Beef

For bone-in beef, expect no more than 65-70% of the carcass weight back as meat. For boneless, 55-60%.

Example:
Carcass wt. = 787 lbs.
Boneless beef = **472 lbs.**

Lamb

Most lamb cuts are bone-in. Expect no more than 70-75% of carcass weight back as meat.

Example:
Carcass wt. = 66 lbs.
Lamb cuts = **50 lbs.**

Step 3: Aging and further processing (optional)

The longer a whole carcass ages (hangs), the more moisture it loses due to evaporation, thus losing weight. Instead of aging an entire carcass for > 2 weeks, ask if your butcher is willing to age just the middle meats. aged.

Ordering bacon? Cured hams? Smoked sausages? Applying a heat process to meat cuts will also reduce the total yield of meat returned from an animal. Different products have different yields.

For more reading, see: D.M. Wulf, (1999). Did the locker plant steal some of my meat? http://ars.sdstate.edu/MeatSci/May99-1.htm

The Pennsylvania State University is an equal opportunity university.
Available in alternative media on request.

PENN STATE Meat Science

For a copy of this flyer, reach out to Amy at 716-640-0844 or amb544@cornell.edu.

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This resource flyer is handy to have on hand to give to new customers.

Takeaways From the Statewide Transition Heifer Calf Program

By Katie Callero, Dairy Management Specialist, SWNYDLFC

During the month of March, I collaborated with Pro-Dairy and the other regional dairy management specialists to host a statewide transition heifer calf program. We had 5 different locations across the state, one of which I hosted in our Southwest New York region. We chose to focus on transition calves for this program due to the current dairy replacement heifer inventory being the lowest it has been since 1978 according to the recent USDA Cattle Inventory report.

Heifer calves can often get forgotten in the busy swing of things on the farm. Because of this tendency, we wanted to dedicate time to focus on best management practices for this group since these heifers are farmer's future herd and well worth the management investment. That being said, I wanted to share some of my top takeaways from our workshop for those who were unable to attend.

Inventory

1. Figure out how many heifers you are producing annually and how many you need annually as replacements. If you need help calculating this number, there are online calculators or feel free to reach out to me.
2. When you have more heifers than you need or can raise in your facility, think critically about which animals to cull. Our top recommendations for animals to cull first are ones experiencing disease, recovered from an injury, had a difficult calving, or produced heifer twins.

Housing

1. Bedded pack space should be greater than or equal to 40 square feet per heifer.
2. Clean and dry bedding is important! Kneel on the bedding for 15 seconds, your pants should not get damp from the bedding.

Nutrition

1. Calves should be eating 4 pounds of calf starter a day for three days before they are moved out of their individual hutch.
2. Water is incredibly important. 3 quarts of water should be drunk for every pound of grain consumed. So, at 4 pounds of grain that would be 3 gallons of water minimum that the calf needs to be consuming.

Health

1. Necropsy of dead calves is a useful diagnostic tool to understand the cause of death and prevent it from occurring again in other calves.
2. Using an ultrasound on the calf's lungs at the time of weaning is a useful way to find calves with chronic lung damage and make better culling choices.

While there are many more recommendations I could share from this program, I hope these few tips help you start thinking more critically about your transition heifer calves. With inventory of heifers being low, it is crucial you raise the ones you do have to the best of your ability to maximize their potential in your herd.

USDA Cattle Inventory report shares that replacement heifer inventory is at its lowest since 1978.

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For more resources on transition calves, reach out to Katie Callero at 607-422-6788 or krc85@cornell.edu.

Growing Degree Days: Another Tool in the Harvest Toolbox

By Katelyn Miller, Field Crop & Forage Specialist, SWNYDLFC

Growing degree days (GDD), or heat units, help estimate the growth and development of certain crops. Research shows that using GDD accumulations, instead of calendar days, gives a more accurate estimate of physiological development. To calculate GDD, add the high and low temperatures for the day, divide by two to get the average, then subtract the base temperature.

Formula: GDD = $(T_{max} + T_{min}) / 2 -$ Base temperature

We use base and maximum temperatures because little plant growth occurs outside of the designated values. For corn and soybeans, we use the base temperature of 50°F and a maximum temperature of 86°F, also referred to as the 86/50 method. For example:

- Recorded high temperature: 80°F
- Recorded low temperature: 60°F
- GDD = (80 + 60) / 2 – 50 = 70 – 50 = 20 GDD

GDD's can help predict corn maturity. Certain seed brands provide estimates of GDD's needed for different hybrids, but these numbers need to be used with caution.

1. The listed values are often from planting to physiological maturity (black layer), which is past silage harvest timing. A rule of thumb is to subtract 150 GDD's from this number to estimate the number needed for silage harvest.
2. Studies have shown some variation in the GDD's required from planting to silking. This variability can happen because of factors other than heat, such as moisture and soil fertility.

Research conducted by Dr. Bill Cox shows that there is reduced variability tracking GDD accumulation from silking to harvest timing. While there is still some variability in this measurement, it takes out the inconsistency in the early season from planting to silking. For whole plant dry matter (DM) at harvest, a target of 32% DM is used in this study, though 35% DM is ideal. Therefore, the GDD values listed in the chart below offer a warning for harvest.

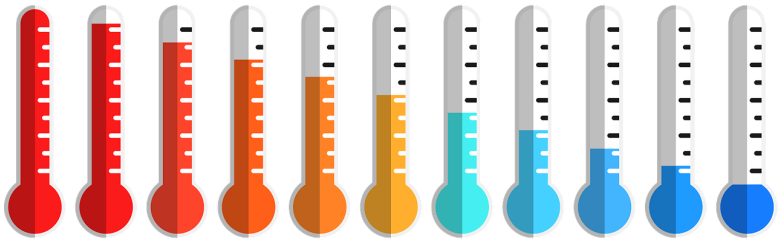
Hybrid Relative Maturity	GDD's (86/50)
101-110	800
96-100	750
<96	750 or slight less *(extrapolated)*

Table: Approximate Growing Degree Days needed from silking to silage harvest

Once corn begins dry down, we can anticipate an average rate of dry down of 0.5% per day. This indicates that the crop may reach 35% DM approximately six days after reaching the targets for 32% DM. At this point, sample the field and measure DM. This will help further refine harvest timing, as GDD's should not be used as a standalone tool.

You can also use GDD's to track alfalfa harvest, but it's a bit more challenging. For alfalfa, the base temperature is 41°F, but there is not a well-established maximum temperature. Alfalfa growth is optimal between 60 – 80°F, and temperatures over 86°F can slow or stop growth. For alfalfa, GDD's are primarily used to estimate alfalfa's nutritive value, especially for first cutting. Generally, 700-750 GDD's will help achieve an NDF value between 35 and 40%. Later in the season, physical measurements of maturity and height are used to estimate nutritive value.

Growing Degree Days (GDD) are a valuable tool for estimating crop development and optimal harvest timing. Whether tracking corn maturity or alfalfa harvest, using GDDs alongside other measurements can help improve decision-making and ensure better crop management. Tools like the Climate Smart Farming Growing Degree Day Calculator can simplify the process and offer more precise estimates for your specific location.



Resources

"Record silking/tasseling dates for corn fields": https://ecommons.cornell.edu/server/api/core/bitstreams/5a5c472d-0fa1-452a-abd4-929ebcb9feec/content

Climate Smart Farming Growing Degree Day Calculator: https://climatesmartfarming.org/tools/csf-growing-degree-day-calculator/

For more information, contact Katelyn Miller at 716-640-2047 or by emailing km753@cornell.edu.

Growing degree days should not be used as a standalone tool for estimating harvest timing, but in coordination with other methods.

It Is Time to Check the Planter

By Sjoerd Willem Duiker, Penn State Extension

Planter maintenance is critical because delayed planting caused by breakdowns can result in significant yield penalties. And even if it works, poor stands are the result if a planter is in poor condition.

Planter maintenance is especially crucial in no-till. A no-till planter has to be able to plant through heavy crop residue, penetrate firm soil, open a perfect 'V' slot, place singulated seeds at equal distances and at uniform depth, close the seed slot so seeds have proper seed-to-soil contact, not cause side-wall compaction, and not excessively compact soil on top of the seed. All these things while driving 4-6 miles per hour, dropping 10-20 seeds per second. Suboptimal planter performance results in irregular seed depth, seeds at the soil surface, open seed slots, compacted soil on top of the seeds, hairpinning, sidewall compaction, and skips, doubles and triples.

To avoid planting problems, first check that your equipment is working properly. Then, regularly check planter performance in the field and adjust settings for soil conditions at planting time. Here follows a checklist for winter planter maintenance:

- **Meters**. Dysfunctional metering units result in skips, doubles and triples. To guarantee optimal performance, take metering units apart every winter. Remove dirt and clean the hood with soapy water (no kerosene, diesel or oil should ever be used in metering units!). Replace cracked plastic covers. Replace broken fingers in a finger-pickup meter. Use a feeler gauge to check tension on the fingers, then tighten them correctly. Check back plate and seed brushes for wear, and replace as needed. The belt (in finger pick-up meters) should be flexible, have no cracks, and should be clean. Clean with soapy water and let it dry before replacing. When putting the metering unit back together, make sure the rubber belt is placed in the right direction. You can lubricate with graphite (NO OIL or WD-40). It is recommended to take your finger pick-up metering unit to a dealer to have it calibrated every 100-150 acres or at least every 3-4 years. Take a bag of your own seed with you and give the correct speed at which you'll be driving. If you have a vacuum or air meter, check that vacuum or air pressure is correct, check for leaks and wear on knock-off brushes and repair/replace as needed.
- **Planter Unit**. Accurate depth placement can be compromised if planter units are loose or wobbly. You should not be able to easily lift up a planter unit or move it sideways. Look across your planter units from the side with the planter parked on a level surface. Are they all at the same height? If one unit is either up or down compared to the others, it needs work. A common problem is that some bolts are loose or additional bushings are needed. You also need to replace cracked or broken seed hoppers.
- **Seed opener disks**. Seed opener disks need to have a minimum diameter (check operator manual) or they will not place the seed at the appropriate depth. Seed opener disks also need to come together in the front (they should touch for 3 inches for old blades but only 1-1.5 inches on newer blades). Stick two business cards between the openers and move them as close together as possible to check this. If opener disks are worn too much you will get a "W" shaped seed slot instead of the desired "V" slot, and seed depth will be compromised.
- **Seed tubes**. The end of seed tubes may wear to the extent that they curl inwards, catching seeds. There is often a hook halfway up that can easily break off. Seed tube guards need to have their minimum width and be fastened correctly, or damage to the seed tube is likely. Clean seed sensors if you have them.
- **Seed firmers**. These help to press the seed down in the furrow, guaranteeing more accurate depth placement of the seeds. The tension can be adjusted with a bolt. If the seed firmers are worn too much they need to be replaced. If equipped with popup fertilizer - make sure the tubes are intact and clean.
- **Depth wheels**. Depth wheels should run tight against disks. Change washers from in- to outside (or vice versa) of depth wheel if necessary. If this doesn't resolve the problem, the depth wheel arm needs to be replaced.
- **Coulters**. Check the diameter of the coulters, and replace them if needed. You should adjust the depth setting of worn coulters that are still usable.

Can you believe it's already April? Planting season will be here before we know it.

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Conduct maintenance on your planters now to prevent costly breakdowns later.

- **Row cleaners**. Check for wear. Adjust to compensate for wear, or replace if worn too much.
- **Closing wheels**. Closing wheels need to have an intact spring that needs to be checked for damage or wear. Bearings cannot be wobbly or too tight. The bottoms of rubber or cast iron closing wheels need to be 1.5"-2" apart. The closing wheel arm cannot have too much play. If so, bushings or the entire arm may need replaced.
- **Alignment of coulters, opener disks, and closing wheels**. Take a rope and pull it straight from the front coulter to the closing wheels. The firming wheels, seed openers, and coulters should all be in line. Closing wheels should not run on top of the seed furrow. Make sure alignment also holds on side slopes.
- **Insecticide boxes**. The insecticide boxes should have no holes or cracks. Tubes should be blown out with air as well as the slot on bottom of meter.
- **Fertilizer unit**. Fertilizer opener disks should have a minimum diameter (check manual). The bearings should not be wobbly or too tight. Hang a bucket below the tube of the unit, and do a test run of 175 feet in the field. Weigh the fertilizer in the bucket, multiply by 100, and you have the fertilizer you'll put on in pounds per acre (at 30" row spacing). Adjust as needed.
- **Chains and sprockets**. Check all chains and their sprockets. If they are worn or chain links are stiff, they need to be replaced. Chains need to have the appropriate tension and should be lubricated properly. Chain tighteners should not push the chain sideways - if so worn bushings in the tightener pivot may need to be replaced.
- **Tire pressure**. Inflate tires to correct pressure.
- **Clean electrical connections**. Use compressed air (not water) to keep moisture away from the wires.
- **Store planter in a dry place to protect against rodents**. Make sure no grain is left in the planter, and store it so that rodents cannot climb into it. They often chew on wires and tubes.

PHOTO CREDIT: Sjoerd Duiker

Once you start planting, be sure to check planter performance and adjust for different soil settings.

Regular planter maintenance can help ensure proper seed placement and improve crop yields.

USDA Expediting Direct Economic Assistance to Agricultural Producers

U.S. Secretary of Agriculture Brooke Rollins, on National Agriculture Day, announced that the U.S. Department of Agriculture (USDA) is issuing up to $10 billion directly to agricultural producers through the Emergency Commodity Assistance Program (ECAP) for the 2024 crop year. Administered by USDA's Farm Service Agency (FSA), ECAP will help agricultural producers mitigate the impacts of increased input costs and falling commodity prices.

Authorized by the American Relief Act, 2025, these economic relief payments are based on planted and prevented planted crop acres for eligible commodities for the 2024 crop year. To streamline and simplify the delivery of ECAP, FSA will begin sending pre-filled applications to producers who submitted acreage reports to FSA for 2024 eligible ECAP commodities soon after the signup period opens on March 19, 2025. Producers do not have to wait for their pre-filled ECAP application to apply. They can visit fsa.usda.gov/ecap to apply using a login.gov account or contact their local FSA office to request an application once the signup period opens.

ELIGIBLE COMMODITIES AND PAYMENT RATES

The commodities below are eligible for these per-acre payment rates:

- Wheat - $30.69
- Corn - $42.91
- Sorghum - $42.52
- Barley - $21.67
- Oats - $77.66
- Long & medium grain rice - $76.94
- Soybeans - $29.76

Eligible oilseeds:

- Canola - $31.83
- Crambe - $19.08
- Flax - $20.97
- Mustard - $11.36
- Rapeseed -$23.63
- Safflower - $26.32
- Sesame - $16.83
- Sunflower - $27.23

Producer Eligibility

Eligible producers must report 2024 crop year planted and prevented planted acres to FSA on an FSA-578, *Report of Acreage* form. Producers who have not previously reported 2024 crop year acreage or filed a notice of loss for prevented planted crops must submit an acreage report by the Aug. 15, 2025, deadline. Eligible producers can visit fsa.usda.gov/ecap for eligibility and payment details.

APPLYING FOR ECAP

Producers must submit ECAP applications to their local FSA county office by Aug. 15, 2025. Only one application is required for all ECAP eligible commodities nationwide. ECAP applications can be submitted to FSA in-person, electronically using Box and One-Span, by fax or by applying online at fsa.usda.gov/ecap utilizing a secure login.gov account.

If not already on file for the 2024 crop year, producers must have the following forms on file with FSA:

- **Form AD-2047**, *Customer Data Worksheet*.
- **Form CCC-901**, *Member Information for Legal Entities* (if applicable).
- **Form CCC-902**, *Farm Operating Plan* for an individual or legal entity.
- **Form CCC 943**, *75 percent of Average Gross Income from Farming, Ranching, or Forestry Certification* (if applicable).
- **AD-1026**, *Highly Erodible Land Conservation (HELC) and Wetland Conservation (WC) Certification*.
- **SF-3881**, *Direct Deposit*.

Except for the new CCC-943, most producers, especially those who have previously participated in FSA programs, likely have these forms on file. However, those who are uncertain and want to confirm the status of their forms or need to submit the new Form-943, can contact their local FSA county office.

If a producer does not receive a pre-filled ECAP application, and they planted or were prevented from planting ECAP eligible commodities in 2024, they should contact their local FSA office.

ECAP PAYMENTS AND CALCULATOR

ECAP payments will be issued as applications are approved. Initial ECAP payments will be factored by 85% to ensure that total program payments do not exceed available funding. If additional funds remain, FSA may issue a second payment.

ECAP assistance will be calculated using a flat payment rate for the eligible commodity multiplied by the eligible reported acres. Payments are based on acreage and not production. For acres reported as prevented plant, ECAP assistance will be calculated at 50%.

For ECAP payment estimates, producers are encouraged to visit fsa.usda.gov/ecap to use the ECAP online calculator.

These economic relief payments are based on planted and prevented planted crop acres for eligible commodities for the 2024 crop year.

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For more information and to apply, contact your local FSA office.

Unlocking Opportunities in Farm to School

How Harvest NY Can Support Your Business

Join us for two targeted online trainings designed to help producers, distributors, manufacturers, and growers tap into the school food market and expand their reach. Whether you're just starting or already selling to schools, the Harvest NY Team will guide you through the necessary steps to grow your presence in the school food market. Each training will be tailored to the specific needs of the audience, but anyone is welcome to attend either session based on interests and business goals! Harvest NY Farm to School Procurements Specialists will walk participants through aspects of the Farm to School market.

This online training will:

- Introduce you to the Harvest NY team and the resources we provide.
- Provide you with a high-level overview of the Child Nutrition market, which is regulated at the federal, state, and municipal level.
- Understanding the nuances of this market is critical to understanding how to build a successful business relationship with them.
- Review the 30% NY Food Product Initiative, including the paperwork and requirements and how Harvest NY supports this process for you.
- Learn what School Food Authorities (SFAs-the school food buyers) need and how to your products work in a school setting.
- Discover ways to expand your reach within school food programs and grow your presence.

https://cornell.zoom.us/meeting/register/OqukD9JkQZqV22qV6CRaqA#/registration

Schools, students, and farmers benefit from farm-to-school relationships.

Items regularly accepted into these programs include vegetables, fruit, beef, pork, chicken, and milk.

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