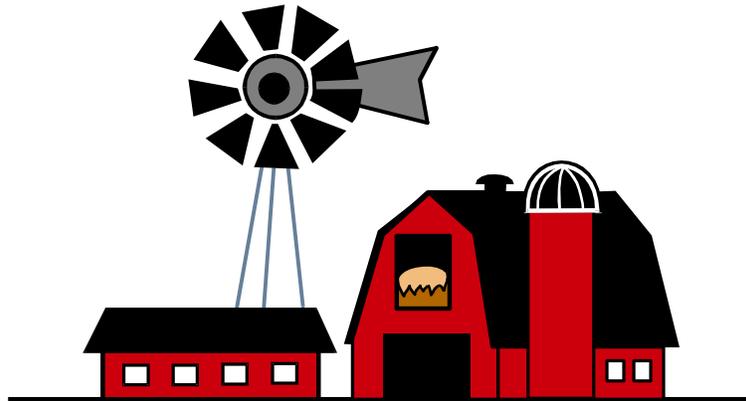


Cornell University  
College of Agriculture and Life Sciences  
Cornell Cooperative Extension

# Small Farm *Research & Education* Resources



January 2003

**Cornell Small Farms Program**  
162 Morrison Hall  
Cornell University  
Ithaca, NY 14853  
607-255-9227

# Why small farms?

Of New York's 32,000 total farms, 92% are small farms, which:

- Comprise 50% of New York's 7.25 million acres of farmland
- Contribute to the social character of rural communities
- Contribute to local economies – 40% of farm sales are from small farms
- Create pleasing working landscapes
- Enhance the environment

# Cornell Small Farms Task Group

## Our Mission is...

To support and encourage the sustainability of healthy, thriving small farms that contribute to food security, healthy rural communities, and the environment by encouraging small farms-focused research and extension programs, and fostering collaboration in support of small farms.

### Small Farms Program Office

- Dave Smith ([rds4@cornell.edu](mailto:rds4@cornell.edu), 607-255-7286)
- Joanna Green ([jg16@cornell.edu](mailto:jg16@cornell.edu), 607-255-9227)

### Small Farms Task Group Leadership Team

- Dave Smith, Cornell University ([rds4@cornell.edu](mailto:rds4@cornell.edu))
- John Thurgood, NYC Watershed Agriculture Program ([jmt20@cornell.edu](mailto:jmt20@cornell.edu))
- Jim Hayes, Sap Bush Hollow Farm ([sapbush@aol.com](mailto:sapbush@aol.com))
- Monika Roth, Tompkins Co. Cooperative Extension ([mr55@cornell.edu](mailto:mr55@cornell.edu))

# Small Farm Grants Program

The Cornell Cooperative Extension Grants Program for Innovative Small Farm Education offers grants for Cooperative Extension educators. Farmers – if you have a good idea for an educational program, we encourage you to work with your local Cooperative Extension office to put together a proposal. Contact Dave Smith for information, 607-255-7826, [rds4@cornell.edu](mailto:rds4@cornell.edu).

# [www.smallfarms.cornell.edu](http://www.smallfarms.cornell.edu)

A comprehensive web site geared for small-scale farmers and those who work with small farms. Includes production information, business management and planning, marketing, beginning farmer information, events, and grant opportunities. Check it out and let us know what you think!

# Cornell Cooperative Extension: A Local Resource for Your Small Farm

Every county in New York State has a Cornell Cooperative Extension office that can help you with your small farm questions. Look in the white pages under “Cooperative Extension.” The following CCE educators are members of the Cornell Small Farms Task Group and are especially interested in small farm issues:

Abby Seaman	IPM Program - Vegetables
Bill Henning	NWNY Team; Yates County CCE
John Thurgood	Delaware County CCE
David Cox	Otsego County CCE
Ed Staehr	Onondaga County CCE
Frank Flavin	St. Lawrence County CCE
Jim Grace	Steuben County CCE
Joan Petzen	Cattaraugus County CCE
Joe Walsh	Sullivan County CCE
John Conway	Otsego County CCE
Jude Barry	Cayuga County CCE
Karen Baase	Madison County CCE
Keith Severson	Oswego County CCE
Kristen Stewart	Steuben County CCE
Martha Wright	Ontario County CCE
Molly Ames	Jefferson County CCE
Paula Schafer	Saratoga County CCE
Roberta Harrison	Onondaga County CCE
Ted Blomgren	Capital District CCE
Tim Weigle	IPM Program - Grapes
Walter Nelson	South Central NY CCE

# General Small Farms Information

## **What Successful Small Farmers Say**

Charles Cukeyndall, Department of Applied Economic Management  
Eddy Ladue, Department of Applied Economic Management  
R. David Smith, Department of Animal Sciences  
A series of reports on a survey of successful small farm operators.  
Available online: [http://agfinance.aem.cornell.edu/Small\\_Farms.htm](http://agfinance.aem.cornell.edu/Small_Farms.htm)  
Or contact Joanna Green 607-255-9227.

## **What Small Farms in NYS Say**

A summary of 8 focus groups held with small farmers throughout the state for the Small Farms Task Group. Contact: Joanna Green, [jg16@cornell.edu](mailto:jg16@cornell.edu) or 607-255-9227.

## **New York FarmNet/ Farm Link**

1-800-547-FARM (3276). An assistance and referral organization that provides free confidential consultation on a wide range of farm concerns, plus over 250 publications on various topics related to farming.

## **The Part-Time Farmer**

CCE Capitol District Bi-monthly newsletter.  
To obtain a copy, contact Albany co. Co-op Extension at 518-765-3500.

## **Growing Home: A Guide to Reconnecting Agriculture, Food and Communities**

Strategies for supporting local agriculture with an emphasis on small farms.  
Order from Cornell's Community, Food, and Agriculture Program, 607-255-9832,  
or [www.cfap.org](http://www.cfap.org).

## **Farm Support Group Manual—\$8.00 (13 pages)**

The Farm Support Group Manual describes how to organize and guide a farm support group. The manual first presents defining information -- who, what, and how -- that will help you determine the best structure for your group. Includes detailed explanations of group phases and highly structured weekly formats.  
Available from NY FarmNet: 1-800-547-FARM (3276).

# Production Information

## Horticulture Resources

**Cornell University Department of Horticulture,**  
134A Plant Science Bldg, Cornell University,  
Ithaca, NY 14853. 607-255-4568/1789, Fax: 607-255-9998/0599  
Email: [hort@cornell.edu](mailto:hort@cornell.edu), web site: [www.hort.cornell.edu](http://www.hort.cornell.edu)

**Cornell University Home Gardening Website**  
A comprehensive, interactive web site on flower and vegetable gardening, with plenty of tips applicable to vegetable and flower farmers:  
[www.explore.cornell.edu/homegardening](http://www.explore.cornell.edu/homegardening)

**Cornell Fruit Web Site**  
Topical information on diagnostics, pest management, a and marketing for tree fruits, grapes, and berries: [www.fruit.cornell.edu](http://www.fruit.cornell.edu)

**Finger Lakes Vineyard Notes**  
A monthly publication from Cornell Cooperative Extension, Fingerlakes Grape Program. Contact: Timothy Martinson; 315-536-5134 or [tem2@cornell.edu](mailto:tem2@cornell.edu)

**Berry Diagnostic Tool**  
Assisting with the identification of diseases, insects, chemical injury and physiological disorders that affect berry crops in northeastern North America and eastern Canada. [www.hort.cornell.edu/diagnostic](http://www.hort.cornell.edu/diagnostic)

**Cornell Vegetables Web Site**  
Production and marketing information, grower organizations, Extension specialists, and more. [www.vegetables.cornell.edu](http://www.vegetables.cornell.edu)

**Print Publications on Fruits, Vegetables, Gardens, Flowers and Landscaping**  
Numerous horticulture-related publications are available from the Cornell University Resource Center, including: Cover Crops for Vegetable Production in the Northeast; Vegetable Production Handbook; Natural Enemies of Vegetable Insect Pests; Bramble Production Guide; Cultural Practices for Commercial Vineyards; and much more. Order a free catalog from:  
Cornell University Resource Center  
7 Business & Technology Park  
Ithaca, NY 14850  
Telephone: 607-255-2080  
Fax: 607-255-9946

## Dairy Resources

### Cornell University Department of Animal Sciences

<http://www.ansci.cornell.edu/ansci.html>

For Animal Science Department information, contact Alan Bell, Chair and Professor at 607-255-2862 or [awb6@cornell.edu](mailto:awb6@cornell.edu) at Morrison Hall, Cornell University, Ithaca, NY 14853

### Small-Scale Dairy Initiative

Contact: Dave Smith; [rds4@cornell.edu](mailto:rds4@cornell.edu) or 607-255-7286

- Characteristics Important for Program Development; Small Dairy Focus Groups; 2001
- Small Dairy Focus Groups; 2001
- Dairy Program Need and Opportunities---Small Dairy Focus Groups; 2001
- Effective Education Programs from a Small Dairy Farm Operator's Perspective—Small Dairy Focus Groups---2001

### Dairy Farm Business Summary

Contact: Faye Butts, Applied Economics Management at [fsb1@cornell.edu](mailto:fsb1@cornell.edu) or 607-255-1589

- Dairy Farm Business Summary; Small Herd Farms
- Dairy Farm Business Summary; Grazing Herds
- Dairy Farm Business Summary; Organic Dairy Farms

### Back to Grass: Farming with Managed Intensive Grazing s

This half-hour video explores the application of grazing practices on commercial dairy farms. Contact Martha A. Wright, phone 716-394-3977 ext. 36, fax 716-394-0377, or e-mail [maw32@cornell.edu](mailto:maw32@cornell.edu).

### Herd and Crop Management

- Baleage Resources—PRODAIRY program
- Tools for Dairy Production Assessment and Analysis—PRODAIRY program
- Heifer Raising with Intensive Rotational Grazing—PRODAIRY program
- Grass and pasture management—Department of Crop and Soil Science
- Grass/grazing programs and discussion groups –Cornell Cooperative Extension educators in cooperation with farmers statewide, contact the small farms office for individual names
- Cornell's Forage and Livestock Systems web site ([www.scas.cornell.edu/forage/forage.html](http://www.scas.cornell.edu/forage/forage.html))

### The Agronomy of Dairy Farming in New York State

by Gary W. Fick and William J. Cox, Cornell University  
The history and practices of dairy farming in NYS

### Questions You Should Ask Before Starting a New Dairy Processing Enterprise

Brian Henahan, Cornell University, Applied Economics Management.

Available online:

<http://www.cpdmp.cornell.edu/CPDMP/Pages/Publications/Pubs/dairypq.pdf>

### **Ways to Add Value to Milk**

Mark Stephenson, Cornell Program on Dairy Markets and Policy  
Part of the Smart Marketing Series from the Horticultural Business Management  
and Marketing Program

[http://aem.cornell.edu/special\\_programs/hortmgt/pubs/smartmkt/stephenson5-00.PDF](http://aem.cornell.edu/special_programs/hortmgt/pubs/smartmkt/stephenson5-00.PDF)

### **Make New Technology Fit Your Dairy, No Matter What Size**

by John Conway and Paul Cerosaletti, Cornell University, Animal Sciences  
Tips on avoiding errors when adopting a new practice or product.

[http://www.dairybusiness.com/northeast/Feb01/new\\_technology.htm](http://www.dairybusiness.com/northeast/Feb01/new_technology.htm)

### **Forage and Livestock Systems at Cornell**

<http://www.scas.cornell.edu/forage/forage.html>

Interdisciplinary, applied research on forages and the animals that consume them.

## **Livestock Resources**

### **Cornell University Department of Animal Sciences**

For Animal Science Department information, contact Alan Bell, Chair and Professor at 607-255-2862 or [awb6@cornell.edu](mailto:awb6@cornell.edu) at Morrison Hall, Cornell University, Ithaca, NY 14853. Or visit the web site at: [www.ansci.cornell.edu](http://www.ansci.cornell.edu)

### **IPM in New York State - Live Stock and Field Crops**

From NYS Agriculture Experiment Station—1-800-365-8356

Comprehensive information on managing pests in field crops, dairy cattle, poultry and sheep, goats and swine.

<http://www.nysipm.cornell.edu/lfc.html>

### **Cornell Cooperative Extension Livestock listserve.**

To Subscribe: Address and email message to [listproc@cce.cornell.edu](mailto:listproc@cce.cornell.edu)

For the message body, write this one line only: subscribe CCE-LIVESTOCK-L

First Name Last Name

Insert your own name where indicated. Do not include a signature or any comments.

### **Cornell University Beef Management Program**

Contact: Mike Baker; Beef Cattle Extension Specialist

Phone: 607-255-5923; Fax: 716-367-3963

Email: [mjb28@cornell.edu](mailto:mjb28@cornell.edu)

[http://www.ansci.cornell.edu/beef/beef\\_main.html](http://www.ansci.cornell.edu/beef/beef_main.html)

### **Small Ruminant Marketing listserve**

To subscribe to the Small Ruminant Marketing listserve, send a message to [listproc@cornell.edu](mailto:listproc@cornell.edu) that says solely the following:

SUBSCRIBE SRMARKETING-L

YourFirstname YourLastname

**Cornell Sheep Program**

Contact Mike Thonney at 607-255-2851 or [mlt2@cornell.edu](mailto:mlt2@cornell.edu)  
Information about sheep production and management from Cornell University  
<http://www.sheep.cornell.edu/>

**The Northeast Sheep and Goat Marketing Program at Cornell University**

Contact: Tatiana Stanton at 607-255-4503 or [tls7@cornell.edu](mailto:tls7@cornell.edu)  
A library of marketing information to enable Northeastern producers to make informed decisions to improve the success of their enterprises. The website has articles on marketing subjects and current marketing news items.

**Marketing and Management of Sheep and Goats from NY Family Farms**

The program strives to improve contacts between traditional, commercial marketers and small, instate producers, and help link these same producers with the numerous niche market opportunities that flourish in our densely populated and ethnically diverse urban centers. If you are interested in participating in this program contact Mike Thonney at the Cornell Sheep Program (607-255-2851 or [mlt2@cornell.edu](mailto:mlt2@cornell.edu)) or Duncan Hilchey at the Farming Alternatives Program (607-255-4413 or [dlh3@cornell.edu](mailto:dlh3@cornell.edu)) or Tatiana Stanton at the Cornell Goat Program (607-255-4503 or [tls7@cornell.edu](mailto:tls7@cornell.edu)). Also check out the website:  
<http://www.ansci.cornell.edu/extension/srmarketing/marketgrant.htm>

**Small Farm Swine Program**

Contact: Tro V. Bui, Extension Associate, Animal Science, 607-255-4505.  
This new program will help small family farms develop the skills to maintain a profitable small-scale swine operation, through workshops, training programs, swine farm tours and farm visits. Sample topics: Converting former dairy facilities to swine operations; Availability of used equipment for small-scale operators; Selecting and procuring pigs; Low-cost feeds and feeding; Pasturing pigs; Organic systems; Herd health management; Marketing; Maintaining low investment for farmers.

## **Integrated Pest Management Resources**

### **The IPM Program**

The mission of the NYS IPM Program is to help develop and deliver pest management tools that pose minimal environmental, economic and human health risks. The program has numerous publications and web pages that offer timely information on the management of weed, vertebrates, plant disease and insect pests in both agricultural and community settings. For a catalog of print publications call 1-800-635-8356. Or visit the IPM web site at: <http://www.nysipm.cornell.edu/>

### **IPM for Fruit Crops**

<http://www.nysipm.cornell.edu/fruits.html>

### **IPM for Dairy, Livestock, Poultry, and Field Crops**

<http://www.nysipm.cornell.edu/lfc.html>

### **IPM for Greenhouse, Nursery, Landscape, and Turfgrass Crops**

<http://www.nysipm.cornell.edu/ornamentals.html>

### **IPM for Vegetable Crops**

<http://www.nysipm.cornell.edu/vegetables.html>

### **Catalog of IPM-related fact sheets, manuals, brochures**

<http://www.nysipm.cornell.edu/catalog/index.html>

### **Northeast Weather Association**

Disease and insect forecasts from a network of on-farm weather monitors, with links to local weather forecasts and radar. <http://newa.nysaes.cornell.edu>

# Business Planning and Management

## Department of Applied Economics and Management

<http://aem.cornell.edu/>

105 Warren Hall, Cornell University  
Ithaca, NY 14853  
607-255-2191

## Cornell Cooperative Extension programs

- Cortland, Cayuga, Tompkins Tioga and Schuyer Co. (Monika Roth [mr55@cornell.edu](mailto:mr55@cornell.edu) or 607-272-2292)
- Central New York Dairy Team (Zaid Kurdieh, [zik1@cornell.edu](mailto:zik1@cornell.edu) or 607-334-2457) ,
- Southeast NY (Joe Walsh, [jjw11@cornell.edu](mailto:jjw11@cornell.edu) or 845-292-6180)
- Southwest NY (Joan Petzen, [jsp10@cornell.edu](mailto:jsp10@cornell.edu) or 716-699-2377)
- Cayuga County (Kathy Scholl, [ks226@cornell.edu](mailto:ks226@cornell.edu) or 315-255-1183)

## What Successful Small Farmers Say

Charles Cukeyndall, Department of Applied Economic Management  
Eddy Ladue, Department of Applied Economic Management  
R. David Smith, Department of Animal Sciences

A series of reports on a survey of successful small farm operators.

Available online: [http://agfinance.aem.cornell.edu/Small\\_Farms.htm](http://agfinance.aem.cornell.edu/Small_Farms.htm)

Or contact one of the above authors

## Farming Alternatives: A Guide to Evaluating the Feasibility of New Farm-Based Enterprises

Community, Food and Agriculture Program, Cornell University.

An excellent guide to evaluating new enterprise ideas for an existing farm, or starting up a new farm. Available from NRAES: 607-255-7654.

## NY Farm Net

1-800-547-FARM (3276). An assistance and referral organization that provides free confidential consultation on a wide range of farm concerns, plus over 250 publications on various topics related to farming.

## "Managing for Success"

A dairy business management resource. Contact: John Conway; PRO-DAIRY program. 607-547-2536 or [jfc6@cornell.edu](mailto:jfc6@cornell.edu)

## "Tilling the Soil of Opportunities"

Part of the NXLevel entrepreneurship courses which are designed to strengthen small agricultural businesses. Contact: Charles Schlough; phone: 607-255-8047

### **Considering Cooperation: A Guide for New Cooperative Development**

From Cornell Cooperative Extension. To obtain a copy, contact Carol Thomson, Department of Applied Economics and Management, Phone: (607) 255-5464. Email: [cmt8@cornell.edu](mailto:cmt8@cornell.edu). A PDF file containing the text of this bulletin can be found on the Department of Applied Economics and Management, Cornell University, website:

<http://aem.cornell.edu/extension-outreach/extensionpdf/eb0101.PDF>

### **Cornell University Agricultural Industry Development, Enhancement and Retention (AIDER)**

A local, community-based program for agriculture and food systems economic development. AIDER's focus is the implementation of high profile, action-based projects that strengthen and expand the agriculture and food sector of the local economy.

Contact: Rod Howe; 43 Warren Hall; Cornell University; Phone: 607-255-9510

### **Horticultural Business Management and Marketing Program**

A program in the Department of Agriculture Resource and Managerial Economics Department at Cornell University. Places emphasis on adaptation of new technologies to enhance productivity while maintaining environmental quality and sustainability.

Contact: Wen-fei Uva, Senior Extension Associate

Phone: 607-255-3688 Email: [w132@cornell.edu](mailto:w132@cornell.edu)

[http://aem.cornell.edu/special\\_programs/hortmgt/index.htm](http://aem.cornell.edu/special_programs/hortmgt/index.htm)

# Marketing

## Smart Marketing Bulletins

From the Horticulture and Business Management and Marketing Program at Cornell

University. Many of the bulletins apply to many different types of farm operations, besides horticulture.

The monthly bulletins are available online at:

[http://aem.cornell.edu/special\\_programs/hortmgt/pubs/smartmkt/index.htm](http://aem.cornell.edu/special_programs/hortmgt/pubs/smartmkt/index.htm)

or you can contact Wen-fei Uva for a published compilation of the 2001 bulletins: Phone: 607-255-3688 Email: [w132@cornell.edu](mailto:w132@cornell.edu)

## Agritourism in New York: Management and Operations Fact Sheet

Duncan Hilchey, Farming Alternatives Program, and Diane Kuehn, New York Sea Grant identifies the types of agritourism businesses, and estimated income, expenses and profit by business type in each of the state's 11 designated tourism regions. Available from New York Sea Grant at SUNY-Oswego, Oswego, NY 13126; 315-312-3042 for \$1.00. (Make checks payable to Cornell University) and online <http://www.cce.cornell.edu/seagrant/tourism/agmgfts.pdf>

## Marketing Innovations for Family Farms

This program is aimed at improving marketing opportunities for NY sheep and meat goat producers. Contact Mike Thonney, Cornell Sheep Program (607-255-2851); Duncan Hilchey, Community, Food and Agriculture Program (607-255-4413); or Tatiana Stanton, Cornell Goat Program (607-255-4503).

# Beginning Farmers

## NY FarmLink Program

1-800-547-FARM (3276). An assistance and referral organization that links beginning farmers with retiring farmers and other farm business opportunities. A network of counselors is available to assist with farm transfers, partnerships, and other business agreements.

## Growing New Farmers Network

Offers a [website](#) devoted to new farmers and those who hope to farm in the Northeast, and to service providers who are helping them succeed.

[www.northeastnewfarmer.org](http://www.northeastnewfarmer.org). Cornell contact: Cathy Sheils, NY FarmNet/FarmLink Program, 607-255-4121.

## Cornell Cooperative Extension Small Farms Contacts:

Contact any County CCE office with your small farms questions. Or call the following educators in your area:

- Jude Barry, Cayuga County Small Farms Specialist, [Jab267@cornell.edu](mailto:Jab267@cornell.edu), 315-255-1183

- Bill Henning, NWNYS Small Farms Specialist, [wrh6@cornell.edu](mailto:wrh6@cornell.edu), 315-536-5123
- Monika Roth, Cortland, Cayuga, Tompkins Tioga and Schuyler Counties, [mr55@cornell.edu](mailto:mr55@cornell.edu), 607-272-2292
- Zaid Kurdieh, Central New York Dairy Team, [zik1@cornell.edu](mailto:zik1@cornell.edu), 607-334-2457
- Joe Walsh, Southeast NY, [jjw11@cornell.edu](mailto:jjw11@cornell.edu) or 845-292-6180
- Joan Petzen, Southwest NY, [jsp10@cornell.edu](mailto:jsp10@cornell.edu) or 716-699-2377

## Organic Farming

### **NEON—Northeast Organic Network**

Neon is a network made up of Land Grant University personnel, non-profit organizations, governmental agencies, and farmers that aims to discover opportunities for enhancing production and consumption of locally-grown organic food in the Northeast. Web Site: [www.hort.cornell.edu/neon](http://www.hort.cornell.edu/neon)  
 Contact: Anu Rangarajan ; Phone: (607)255-1780; Email: [ar47@cornell.edu](mailto:ar47@cornell.edu)

### **Organic Production and Marketing at Cornell**

Visit the Cornell Organic Agriculture Working Group website at [www.organic.cornell.edu](http://www.organic.cornell.edu) to learn more about the growing number of organic research and education efforts happening at Cornell. Contact: Anu Rangarajan ; Phone: (607)255-1780; Email: [ar47@cornell.edu](mailto:ar47@cornell.edu)

### **Dilmun Hill Student Farm**

A campus, student-run organic farm. Its mission is to provide experiential learning opportunities and educational facilities for Cornell students, faculty, staff and the local community in the exploration of sustainable food and agricultural systems. Contact Ian Merwin for more information, [im13@cornell.edu](mailto:im13@cornell.edu) or 607-255-1777

### **Freeville Organic Research Farm**

A 30-acre research farm adjacent to the Homer Thompson Farm, dedicated to organic farming research. Contact Laurie Drinkwater at [led24@cornell.edu](mailto:led24@cornell.edu) or 607-255-9408.

### **Sustainability Foundation Mini Grants**

Research grants given for organic farming and marketing research. For more details about the grant program or past grant awards contact Anu Rangarajan from the information above.