

Cornell Cooperative Extension of Broome County: Meeting the needs of today's farmers

Broome County's farms and agricultural businesses generate \$30.7 million in sales annually and over \$100 million in business investments. Broome County has 563 farms on 79,676 acres of farmland, and 29% of Broome County is in an Agricultural District.

Cornell Cooperative Extension of Broome County (CCE-BC) serves as a hub for agricultural entrepreneurship and economic development, tapping into new food system initiatives for healthy living and agricultural vitality. CCE-BC provides farmers with technical assistance in production, marketing, business planning and natural resources. In partnership with the "World's No. 1 University" for plant and animal science, Cornell University's College of Agriculture & Life Sciences (CALS), CCE-BC works to ensure food and nutrition security, human health and agricultural sustainability.

CCE-BC is meeting the needs of today's farmers by providing:

- Farmland preservation and agricultural districts programs
- Pesticide recertification credits
- On-farm support, technical assistance, training and ongoing profitability workshops
- Business planning/marketing planning
- Direct marketing, customer service, social media and pricing workshops
- Information about cost-share programs, grants and other funding opportunities
- Connections to agricultural assessment programs and information on property tax incentives

CCE-BC is building the next generation of farmers by providing:

- Land access and connections to Broome County Industrial Development Agency, local realtors, Broome County Farm Bureau and NYFarmLink
- On-farm support and connections to Soil & Water Conservation District, Natural Resources Conservation District and Farm Service Agency
- Enterprise identification, awareness of cost-share programs, grants and other funding opportunities through Broome County Industrial Development Agency, Empire State Development, Natural Resources Conservation Service, Farm Service Agency and NYSERDA
- Professional development, workshops and trainings on production (growing/raising livestock, growing fruits and vegetables) direct marketing, food safety and agri-tourism
- Soil testing and diagnostics of plant diseases, insect infestation
- Business and profitability planning through established connections with SUNY Small Business Development Center, SUNY Broome Entrepreneurial Assistance Program, NYFarmNet and Cornell University



Meeting the needs of today's farmers through CCE-BC's network of partners:

- Broome County Farm Bureau
- Broome County Industrial Development Agency
- Broome County Planning & Economic Development
- Broome County Soil & Water Conservation District
- Cornell Small Farms Program
- Cornell's Dyson School of Applied Economics & Management
- Cornell University's School of Integrative Plant Science
- Cornell University's College of Agriculture and Life Sciences
- Farmers' Market Federation of New York
- Greater Binghamton Visitor & Convention Bureau
- Natural Resources Conservation Service
- New York Farm Bureau
- New York FarmNet, New York FarmLink
- New York State Agricultural Experiment Station at Geneva
- New York State Department of Agriculture & Markets
- New York State Small Business Development Center
- Northeast Center for Food Entrepreneurship
- Northeast Organic Farming Association
- SUNY Broome Entrepreneurial Assistance Program
- U.S. Consolidated Farm Service Agency



For more information, call 607-772-8953:

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**Cornell Cooperative Extension
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