



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

MAGAZINE

FALL 2024



ABOUT THE ORGANIZATION

The New York Corn & Soybean Growers Association (NYCSGA) is a grassroots organization representing corn and soybean producers' interests.

The Association works to develop and expand markets, educate members and consumers, and enhance public policy for corn and soybean growers in the Empire State. We also sponsor research on corn and soybean production, utilization and marketing and host educational programs on management, production, and marketing. The Association is a Qualified State Soybean Board (QSSB) and administers New York's soybean checkoff.

NYCSGA has served as the QSSB for New York farmers as part of the national soy checkoff program since 2010. The farmer-driven board oversees and manages New York's share of funds received from the checkoff program.

Through the checkoff, each soybean farmer contributes one-half of one percent of the price of each bushel at the first point of sale. The NYCSGA Soybean Checkoff keeps one-half of the checkoff funds collected to conduct state-specific soy research and promotion activities on farmers' behalf.

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NEW YORK CORN & SOYBEAN GROWERS ASSOCIATION

FALL 2024

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A unique partnership between agriculture and athletics.

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Rodman Lott hosted the 2024 Summer Crop Tour at his farm in Seneca Falls.



Tom Corcoran, President,
New York Corn & Soybean
Growers Association

PRESIDENT'S LETTER

Welcome to my favorite time of year... harvest! All of our months of planning and preparations are finally paying off. So far, we are happy with our yields and hope you are as well. We now have six months to make improvements for the 2025 season.

The New York Corn & Soybean Growers Association (NYCSGA) would like to thank all of our sponsors, speakers, and attendees of our 2024 Summer Crop Tour in August. It was a huge success! An extra special thank you to Rodman Lott and Son Farms for being such great hosts again this year. The 2025 Winter Expo plans are in the works and coming along nicely. Stay tuned for dates and other information.

Please don't forget to renew your NYCSGA membership so we can continue to be your voice on the local, state, and national levels. Remember, your NYCSGA membership also includes membership to the American Soybean Association (ASA) and National Corn Growers Association (NCGA).

Lastly, let's take a few moments to enjoy this dynamic industry we are fortunate to be part of. What other industry allows the CEO to make marketing decisions and then grease and run the combine all in the same day?

Hope you all have a safe and prosperous harvest season, and we will see you at the 2025 Winter Expo!

Best regards,

Tom



NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION

FY25 BOARD MEETINGS

07
NOVEMBER

Gary Swede Farms,
Pavilion, NY

05
JUNE

Western New York
Energy, Medina, NY

05
DECEMBER

The Barn at Collamer
Road, Syracuse, NY

05
SEPTEMBER

The Avon Inn,
Avon, NY

19-20
MARCH

The Barn at Collamer Road,
Syracuse, NY

KEY UPDATES FOR NYCSGA MEMBERS

NYCSGA elects new director

Phil Panek was elected to the New York Corn & Soybean Growers Association (NYCSGA) Board of Directors at its annual meeting on September 5. His three-year term will begin October 1.

Phil farms with his family on a third-generation farm of 11,000 acres in Albion, New York where they grow corn, soybeans, green beans, peas, sweet corn, pumpkins, and strawberries.

Mark Humbert was also re-elected to his current seat via write-in. Additionally, the board appointed a new advisory representative, Venancio Fernandez Diaz of Bayer Crop Science. We look forward to the wealth of experience Venancio will bring to the organization.

Membership dues to change on October 1

To ensure the continued strength and effectiveness of our organization in serving the needs of our members, effective October 1, 2024, the first day of our fiscal year, membership dues will increase to \$125 for a one-year membership and \$350 for a 3-year membership.

We have maintained the current low of cost of the trifecta of membership offerings NYCSGA members enjoy – NYCSGA, American Soybean Association (ASA), and National Corn Growers Association (NCGA) – for many years. However,

rising costs associated with research, advocacy, and member services have made it necessary to adjust our dues structure to maintain the high level of support and resources we provide.

This increase will allow us to continue to address the challenges facing corn and soybean producers effectively and ensure our organization remains a powerful voice for our members' interests.

Notice of FY25 board meetings

The NYCSGA Board of Directors has established the following dates and locations for its FY 2025 board meetings:

- **November 7, 2024** – Gary Swede Farms, Pavilion, NY
- **December 5, 2024** – The Barn at Collamer Road, Syracuse, NY
- **March 19-20, 2025** – The Barn at Collamer Road, Syracuse, NY
- **June 5, 2025** – Western New York Energy, Medina, NY
- **September 5, 2025** – The Avon Inn, Avon, NY

We appreciate your support and look forward to continuing to serve you in the future! ■

Chasing Carbon - Agriculture's Options



Carbon Intensity is causing a lot of buzz within commodity markets. While it still involves carbon, it's important for farmers to not confuse Carbon Intensity (CI) scores with the carbon programs that have risen to prominence in the last decade. For farmers, a CI score quantifies the carbon footprint an operation accumulates while producing and delivering a crop to an end market. The CI score is often linked to renewable fuel production and some ethanol plants may use the farmers' score to qualify for tax credits set to roll out in January 2025.*

What is the difference between Carbon Market Programs and Carbon Intensity (CI)* Scores?

From the purpose of the company to the logistics of payment, there are a several differences between Carbon Market Programs and CI Scores. Here's a high-level view of the differences from the farmers' point of view:



Carbon Programs

- Designed by companies to monetize carbon from farms for those looking to purchase carbon credits.
- Reimburses farmers for practices that help to capturing carbon on farms.
- Carbon reductions are then sold to companies looking to offset their carbon emissions to reduce their footprint.
- Typically requires new practices to be implemented on-farm (convert to no-till from conventional tillage).
- The program is linked to the acre.
- Limited availability.
- Most require a multi-year contract.



Carbon Intensity (CI) Scores

- May be linked to a tax credit developed through the Department of Energy and IRS and set to measure the carbon intensity of an entire renewable energy supply chain.
- It's anticipated that some Ethanol, Biodiesel, Renewable Diesel and Sustainable Aviation Fuel plants will pay farmers directly for lower CI scores.
- May also be recognized by feed mills or other companies in the supply chain.
- Farmers get credit for existing and new practices on their farm, every year.
- This score is attached to the grain itself.
- Nationally recognized score.

What are the details of each?

There are quite a few differences between carbon programs and CI scores, we recommend looking over individual contracts. However, here are some key things to note:

Carbon Programs

- Multi-year contracts with required acreage enrollment.
- Verified through the company running the program.
- Linked to farming practices, not the grain itself.
- Farmers market grain as they would any other bushel.
- New practices are required to participate in most programs (e.g. convert to no-till from conventional tillage).
- Farming practices vary by program including: cover crops, no-till, strip till, crop rotation, grazing.

Carbon Intensity (CI) Scores

- Evaluated every year, for every field entered.
- Linked to the bushels from every entered and verified field.
- Verified by an approved third-party which may include: certified crop advisor (CCA) or technical service provider.
- May be negotiated and sold in coordination with participating renewable fuel plants, feed mills or other companies sourcing corn as an ingredient.
- Farming practices evaluated: input use, tillage practices, fertilizer use, crop rotations.
- Existing practices qualify in the score calculation.

What is the added revenue potential for each?

There isn't an easy answer to the revenue question as it varies heavily per agreement. Farmers should understand their commitments and recognize, in most situations, a carbon reducing asset (CI score or Carbon Program) can only be counted on each acre once per contract term.

Here are some things to consider when calculating your revenue potential:

Carbon Programs

- Payout can be flat or based on carbon credit trading.
- New practices required for participation may require additional equipment purchases
- There shouldn't be any added delivery costs.
- Farmer may have additional verification costs through soil testing or outlined protocols.

Carbon Intensity (CI) Scores

- Payout is negotiated between the plant and the farmer on a per bushel basis.
- New practices may require additional equipment.
- Additional delivery costs could come into play based on relative location to a participating biofuel plant.
- Farmer may have costs associated with initial scoring and verification.
- Farmer may be a liable party and bear the financial burden in an audit.



Soy Connex 2024 positions New York farmers to increase U.S. Soy exports

By Erin Worrell, U.S. Soybean Export Council



New York's 2024 soybean crop was estimated at about 18.6 million bushels in August, contributing to an expected U.S. Soy crop of 4.6 billion bushels, according to the USDA's August Crop Production Report. The corresponding World Agricultural Supply and Demand Estimates Report from the United States Department of Agriculture (USDA) projects soy supply up 11% over last year.

With this strong crop expected, the U.S. Soybean Export Council (USSEC) hosted Soy Connex 2024, the Global U.S. Soy Summit, in San Francisco, California, August 19-21, thanks in part to a New York Corn & Soybean Growers Association (NYCSGA) sponsorship.

The summit convened more than 400 international soy customers from 62 countries, including Bangladesh, China, Egypt, Indonesia, Japan, Mexico, and more, to learn and network. Of those customers, 40% attended their first Soy Connex. Many of these customers participated in a trade team tour, visiting farms and soy supply chain partners specific to their business before or after Soy Connex.

"More than half of our soybeans grown in the U.S. are exported," said April Hemmes, an Iowa farmer who serves as the Demand Action Team chair on the United Soybean Board (USB) and attended Soy Connex. "Farmers know the importance of maintaining and expanding our export markets."

Throughout Soy Connex, USSEC tackled tough questions and shared data to elevate a preference for U.S. Soy products among global customers. Speakers and sessions aimed to differentiate the quality and value of U.S. Soy from other nutrition and vegetable oil products. Compared to recent years, current prices allow international customers to benefit from the many advantages of U.S. Soy.

While soybeans are sold as a commodity oilseed, research continues to show that U.S. Soy is a premium product that increases operational efficiencies for livestock farms, feed mills and oil crushers. It also introduces better flavor profiles in the soy foods sector. And, U.S. Soy has the lowest carbon footprint





compared to soy of other origins, thanks to on-farm stewardship and conservation efforts of New York soybean farmers and others throughout the U.S.

"It's critical for us to emphasize the quality of U.S. Soy and how that can bring value to our customers," Hemmes noted.

One session on the value of adding U.S. Soy to animal and aqua feeds shared modeling data that quantifies the value of the nutritional package delivered by U.S. Soy as a feed ingredient. Based on current prices, the model showed that U.S. Soy adds \$51 per metric ton in nutrient value to fish feed in Indonesia. In Ecuador, the model showed U.S. Soy could add \$76 per metric ton in nutrient value to shrimp feed.

As it relates to sustainability, the Global Feed LCA Institute's database indicates an approximate 20% reduction in the carbon footprint of feed when meal used in the feed formulation is made from 100% U.S. soybeans. During the session on animal and aqua feed, data modeling clearly showed lower greenhouse gas emissions from using U.S. Soy compared to soy of other origins.

USSEC developed one of the first sustainability verification schemes, known as the U.S. Soy Sustainability Assurance Protocol (SSAP), and about 70% of U.S. Soy exports now

carry SSAP certification. As of mid-August, international U.S. Soy customers can request that carbon footprint be included on their SSAP certificates. This data, sourced from the Global Feed LCA Institute (GFLI) database, offers a calculation based on the quantity of soy purchased and can be used in their carbon accounting.

Global U.S. Soy customers and supply chain leaders appreciate the knowledge shared at Soy Connex, but they value the unparalleled networking even more. They appreciate connecting with farmers, visiting farms and seeing first-hand the logistics that make U.S. Soy incredibly reliable.

"I have had the opportunity to visit many of the regions where USSEC works," Hemmes said. "That makes Soy Connex like coming home and seeing friends from those markets, including USSEC team members, customers and other farmers."

Through Soy Connex 2024, USSEC encouraged international customers to look beyond the status quo to the data that better demonstrates the value of U.S. Soy to learn how to unlock the profit potential it offers. New York farmers can expect that to translate to growing export demand in the 2024/25 marketing year and beyond for U.S. soybeans and soybean meal. ■



By **Brooke S. Appleton**, Vice President of Public Policy,
National Corn Growers Association

NCGA, ALLIED AG GROUPS STEP UP CALLS FOR CONGRESS TO PASS FARM BILL

Fall has arrived, and along with it comes marathon season. You would expect to see everyone moving at a slow steady speed as a result. Yet, the nation's elected officials and political candidates are sprinting toward election day while official legislative work on the farm bill and other matters is largely stuck and not moving forward as urgently as needed.

The competitive presidential and congressional races are making Washington hyper-partisan while injecting a great deal of uncertainty about the political landscape in 2025. No matter the outcome, we're going to have many new leaders with many competing priorities come January.

That, coupled with the incredible economic stress on farmers right now, is why we are pushing for Congress to act to pass the farm bill before year's end.

We have one last bite at this apple before the election, and we plan to take it. To that end, the National Corn Growers Association (NCGA) and our sister ag groups are coordinating a joint fly-in this month to get farmers from across regions and crops into congressional offices to talk about getting the farm bill done this year.

As part of this effort, we will meet with members of Congress, including those representing states and districts outside the Corn Belt. Our message is clear: Farmers

are facing worsening economic challenges, and we need Congress to pass a stronger farm bill now.

We are also running advertising in the Washington, D.C., market

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directed at Congress and the administration. In the ads, we talk about the value corn growers bring to the national economy and call on Congress to act. We are running these ads online, at Reagan National Airport, and on television during national news programming on Fox, MSNBC, CNN, etc.

We are also actively encouraging our network

of farmers and advocates, many of whom can't make it to Washington to meet with Congress, to encourage their senators and representatives to pass a robust farm bill.

This is all layered on top of the intensive and aggressive work we've been doing on the farm bill over the last two years. If we're to be successful in these latest efforts, we will need your help, particularly when it comes

to the call-to-action. If you haven't already, please text COB to 52886 to receive our action alerts. And when you receive them, act!

When it comes to farm bill passage, we've got a long way to go and a short time to get there. We all must pick up the pace. ■



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GROWING A SUSTAINABLE FUTURE

The New York Corn & Soybean Growers Association continues advocating for farmers in Albany ahead of November elections.

By Jay Holland and Casey Marvell, Ostroff Associates



As we move into the fall, activity may seem quieter than usual around the Capitol in Albany. State legislators and staff remain home in their district offices as campaigning continues for the November elections.

However, during this time of year, advocates, associations, and stakeholders alike ramp up their planning efforts for January. While each year brings new obstacles with legislation and proposals that could be potentially harmful to the industry, there are also new opportunities to proactively advocate for initiatives and funding which provide support to growers across the state. This coming year, the New York Corn & Soybean Growers Association (NYCSGA) is planning to double down on exploring new opportunities and expanding relationships with new partners in order best position the association for years to come.

This past year marked the eleventh consecutive year the NYCSGA has secured funding in the New York State Budget for the Corn Research and Education Grant Program. This funding is critical to support on-farm research pilot programs

which inform growers across the state about new techniques which can support their businesses. In total, the program has supported over 35 projects and partnered with universities, agribusinesses, and individual growers. While this program, along with others supported annually in the state budget are critical, the NYCSGA is looking for new sources of revenue the state can use to broaden its support to the industry.

New York State is in the process of developing its New York Cap-and-Invest (NYCI) program, with completed draft regulations expected to be released by the end of the year. While the NYCSGA does have concerns with potential impact of the regulations in terms of costs for growers, the NYCSGA is also aware that NYCI has the potential to generate an unprecedented amount of revenue which can be used to support growers. This is why the NYCSGA submitted comments to the New York State Energy Research and Development Authority (NYSERDA) and the Department of Environmental Conservation (DEC) reminding the agencies that revenue from NYCI must be

used to support the agricultural sector.

As many of our growers know, the NYCSGA advocated during the Climate Action Council's Scoping Plan process that in order for the State to be successful in its emissions reductions

goals, the State needs to take a pragmatic and supportive role in assisting the sector. Our comments emphasized that the agricultural sector must not be overlooked and many of the recommendations in the final scoping plan desperately need a steady stream of revenue in order to be implemented. This includes research and development of biofuels, expanding support for cover cropping and reduced tillage methods, and payments for other ecosystem services that growers provide to the state.

Furthermore, we emphasized that so many of our growers are ahead of the game and have been researching and instituting climate friendly practices for decades. The expansion of existing programs and the creation of new ones must align the need to incentive new growers while at the same time reward existing growers who are already implementing climate forward practices.

As the State works to develop its NYC program, we will continue to call on the state to adopt a Clean Fuel Standard (CFS). The NYCSGA points to the example that every other state in the U.S. which has a cap-and-trade program also has a Clean

Fuels program. Other states' CFS programs have been able to complement their cap-and-trade programs in a manner to deliver increased transportation emissions reductions and localized pollution control. The bill once again passed the Senate last year while stalling in the Assembly. and the Governor included a brief mention in her 2024 State of the State. However, there is no more time to wait. In order for NYC to be most successful, the NYCSGA believes that the state should be developing both programs in conjunction. We will continue to partner with the Clean Fuels New York Coalition in advocating for a CFS adoption.

As we near another legislative session, the NYCSGA continues to have a strong and respected presence in Albany navigating both the legislative and regulatory process. Our strength comes from our members, so if you are interested in participating in our advocacy efforts, including meetings with state legislators, please reach out to us. ■

MEET YOUR LOBBYISTS:

JAY HOLLAND

*Senior Vice President,
Ostroff Associates*

Jay joined Ostroff Associates in 2018 with extensive experience guiding lobbying efforts and leading political campaigns. Jay

brings a diverse political skillset to aid the NYCSGA in its advocacy efforts.



CASEY MARVELL

*Vice President,
Ostroff Associates*

Casey joined Ostroff Associates in January 2021 with experience in lobbying and public policy analysis. Through his experience,

he brings a deep understanding of New York State government.



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Thanks to the soybean checkoff, farmers can take advantage of new technology and markets like high-oleic soybeans. More than 100,000 acres of high-oleic beans were planted in New York in 2024 – but we're just getting started. It's estimated that New York's dairy farmers have demand for 800,000 acres of high-oleic soybeans!



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A CALEDONIA FARMER'S JOURNEY TO REGENERATIVE AGRICULTURE

Tom Corcoran shares his journey to regenerative farming and the New York Outcomes Fund.

By Anamay Viswanathan

Tom Corcoran founded T & D Corcoran Farms & Son in 2010 with his wife in Caledonia, NY. With decades of experience in conventional farming, he quickly transitioned to regenerative practices to maximize time and fuel efficiency.

Today, the farm spans 1,600 acres and primarily grows corn, soybeans, dry beans (edible beans), wheat, and sweet corn for processing. By implementing no till and cover crops, Tom has seen significant improvements in soil structure, water infiltration, and rutting, enhancing the land's health and productivity.

"I grew up on a farm and just had that fire in the belly since I was a little guy," Tom said.

After 20 years of farming experience, he decided to start on his own. Tom initially began strip-tilling since it was quicker (he was still working a full-time job at the time) and other farms in the area were quite successful with it. After seeing the soil health benefits in the first year, he transitioned to 100% strip till and no till, eliminating full-width tillage altogether.





Joining the New York Outcomes Fund

T & D Corcoran Farms & Son joined the New York Outcomes Fund (NYOF) pilot program in 2023 to implement cover crops across 100% of its acres, up from 50% previously. Since many people in the area grew vegetables, cover crops were not new to Tom and his wife – they started using them within the first couple of years of operations.

The NYOF is a partnership between the Cornell Atkinson Center for Sustainability, the New York Corn & Soybean Growers Association (NYCSGA), the Soil and Water Outcomes Fund (SWOF), and Cargill that pays New York farmers for the outcomes of sustainable farming practices.

The NYOF was “a good shot in the arm” to expand cover crops to all his acres, something Tom had wanted to do but did not have the time or resources to do earlier. The program’s one-year rolling contract enabled him to enroll fields further away from home, often his lowest priority fields, as well as fields on short leases.

Tom noted that the NYOF enrollment process was easy, light on the bookwork, and farmer-friendly. The unintrusive process and personal visits from the program’s local agronomists all contributed to Tom’s positive and productive experience with the NYOF.

Tom’s process with regenerative agriculture

To date, Tom has not needed to make many changes to this equipment, though purchasing a 30-foot air seeder – replacing a 15-foot drill – has significantly improved his ability to cover crop. While he encountered some challenges when cover crops weren’t killed in time (a few days before the strip till), these regenerative practices have led to no soil erosion,

no water runoff, no leaching, no brown water, and better overall soil health. This, in turn, has decreased the need for frequent soil repair and maintenance.

Before joining the NYOF, Tom participated in various Natural Resources Conservation Service (NRCS) programs, including Environmental Quality Incentives Program (EQIP) and local soil and water conservation district initiatives with a couple hundred acres. These programs first prompted Tom’s commitment to cover cropping and laid the groundwork for the full expansion of the practices under the NYOF; as he explained to us, it’s easier for farmers to keep going with a practice once they’ve started the practice.

Tom’s advice to other farmers

Tom’s story at T & D Corcoran Farms & Son is not just about adopting regenerative practices but also about the impact of supportive agricultural programs that make it feasible for farmers to implement and maintain these practices long-term.

Since enrolling, Tom has encouraged half a dozen farms to switch to strip till. His advice to other farmers considering conservation agriculture or participating in programs like the NYOF is to take incremental steps. For folks doing a lot, there are still more acres to expand to. For those getting started, he advocates for starting small, perhaps with test spots, to see the benefits firsthand and gradually converting more areas of their farms to regenerative practices. His message to other farmers is, “What do you have to lose?” ■

If you’d like to learn more about the NYOF and how to enroll, visit nyoutcomesfund.com or email jarmila.haseler@cornell.edu to schedule a time to chat!



Photo by Katie Becker

CASHING IN ON CARBON

The founder of Continuum Ag talks about where the carbon market could be going and how farmers can cash in.

By Deborah Jeanne Sargeant, American Agriculturist/Farm Progress

The family of seventh-generation farmer Mitchell Hora has been engaged in good agricultural practices in Iowa for decades, including no-till since 1978, cover crops since 2013, and more.

“Everything I’m talking about I’m passionate about because I’m in the trenches too,” Hora told a group of growers at the New York Corn & Soybean Association’s (NYCSGA) 2024 Summer Crop Tour.

His company, Continuum Ag, helps farms lower their carbon intensity score and obtain verification for their efforts. A farmer’s carbon

intensity (CI) score, or carbon footprint, includes everything in the production and delivery of a certain crop. A CI score of 0 equates to carbon neutrality. The higher the score, the worse impact a farm’s practices are having on the environment. It is estimated that the national average CI score for corn is 29.1g GHG/MJ, measured with units specifically for ethanol production.

On his family farm, Hora has helped reduce the CI score to -4.1.

What’s driving interest in CI scores? New government rules, including a provision in the

Inflation Reduction Act, give biofuel producers significant tax credits in return for making improvements to capture and process carbon dioxide. The impact to farmers is that they may have to reduce their CI scores to have their corn accepted at an ethanol plant.

As the global financial sector wants to become carbon neutral, purchasing carbon credits could be a way to do this. Hora said farmers can benefit by improving their CI score and selling carbon credits to companies.

"I'm most bullish on this continuing because the guys with the money are trying to make this happen," he said.

What can improve your CI score?

Hora said this starts with a farm's basic operations, including maintaining soil health and remaining consistent with gathering and using farm-generated data.

The 2020-21 Iowa select carbon footprint baseline showed that, on average, 29% of a farm's carbon footprint is stored manure, with the No. 1 category being feed, 58%; followed by fuel, 5%; electricity, 4%; and feed transportation, 4%.

Hora recommends farmers reduce inputs and tillage and use diverse crops, cover crops, and manure in their systems – along with documenting all these steps – to lower the CI score.

"Huge companies are trying to reach their goals to decarbonize," Hora said. "A huge chunk of the footprint for farms is the feed and the fuel."

The Department of Energy's greenhouse gases, regulated emissions, and energy use in technologies (GREET) model "is the gold standard for calculating carbon credits," Hora said.

"Companies can't cut back all their emissions but are looking to offset that by buying carbon credits within the supply chain. Especially for biofuels, the biggest part of their footprint is the supply chain. That's where we come in."

By voluntarily improving their carbon footprint and getting a CI score for it, a farm can sell carbon credits to other companies. In fact, Hora said one-quarter of carbon credits are generated from agriculture, even though fewer than 3% of farmers are participating in carbon credit sales.

Since 93% of farmers know about carbon credits, Hora said he would like to see more participation in these programs, especially within the supply chain. Companies such as Continuum Ag help farmers obtain a CI score, which calculates the carbon footprint per bushel produced.

Carbon credits are then sold as a metric attached to grain, such as g CO₂e/bu.



Photo by Katie Becker

Involvement requires no registry, and the Department of Energy and IRS set the rules.

"The issue is they're continually changing the calculator," Hora said.

Cashing in on the 45Z tax credit

Section 45Z of the Inflation Reduction Act provides a tax credit for the domestic production of clean transportation fuels. The program was set up by the IRS, but its rules have not yet been established. The slated start date is Jan. 1.

Hora thinks the new 45Z rules will follow GREET guidelines.

"We know it's going to take data and rigorous scrutiny," he said. "There are plenty of groups in D.C. who don't like ag and biofuel. We need to be ready in five months to rock and roll."

Although he doubts the rules will be ready by January, Hora said the program will likely offer retroactive tax benefits, meaning it will pay for farmers for keeping accurate records based on GREET so they can more readily participate in 45Z, despite "government red tape."

The 45Z tax credit will be \$0.02 per CI score point below 50. That may seem like a trifling amount of money. But consider this: In 2023, Hora's farm grew 212 bushels of corn per acre. With its -4.1 CI score, the farm received \$1.92 per bushel value, amounting to \$406 per acre.

"We're trying to get data so when the IRS sets the rules, we can see if this is going to work," he said. "Even if you're selling to poultry plants, this is where the puck is going. You can at least start the conversation."

Hora views the 45Z rules as allowing farmers who are already doing these environmentally sound practices to "finally get the credit for what they're already doing on the farm working with Mother Nature." ■

INSIDE THE NEW YORK CORN YIELD TOUR

By Mike Stanyard, Cornell Cooperative Extension

This was the third year of the New York Corn Yield Tour, sponsored by the New York Corn & Soybean Growers Association (NYCSGA). This year's tour happened August 19-23. The past two years we have sampled fields the first week of August and it has just been a little too early to get accurate ear lengths. Of course, this year we were a little ahead on maturity, but it sure did make it a lot easier to see fully developed kernels. Unfortunately, we were not able to present our final results at the Summer Crop Tour on August 8. We also added Yates County to the tour this year for a total of eleven counties.

During that week, teams sampled over 118 corn fields across the NWNYS area.

The NY Corn Tour is modeled after the Pro Farmer Crop Tour which occurs across seven states in the Midwest every August for the past 30 years. Teams of trained scouts and volunteers travel pre-determined routes in each state

and take corn and soybean yield estimates which are reported at the end of each day. At the end of the 3-day tour, their primary goal is to provide the industry with potential corn and soybean yield data and conditions on a regional and state basis prior to harvest.

Scan the QR code above for a great review of all the states

County	Fields Sampled	Range in Yield	Average Yield
Wyoming	10	183 - 245	217.3
Orleans	16	189 - 248	216.9
Niagara	8	172 - 289	214.1
Wayne	10	185 - 275	209.8
Ontario	10	161 - 246	207.5
Yates	10	160 - 230	197.3
Cayuga	10	141 - 234	192.1
Livingston	10	156 - 225	191
Genesee	10	159 - 198	180
Monroe	11	143 - 242	175
Seneca	13	117 - 270	174.7
Region	118	117 - 289	197.8

Scan to see
national
production
estimates



corn and soybean results of this year's tour.

New York is obviously not a major corn producing state with roughly 570 thousand acres of grain corn. But it is nice to get a feeling of what corn conditions and yield potentials look like prior to harvest. Many of the producers kept track of what their actual field was last year compared to what we estimated. Some were impressed that we were within 10 bushels!

Each team was assigned a county and visited 10 farms. Some were farms that were sampled last year and some were new. Each team included a NYCSGA board member and two or three local agribusiness reps. Farms were contacted

and asked to identify a field that was "average". Not their best and not their worst. At each stop, teams were able to collect field data such as the number of ears in 30 foot of row, length (in inches) of grain on the ear and number of kernels around the ear to come up with a potential yield estimate for each field. The teams enjoyed getting out in the corn and visiting with producers. Everyone agreed it was a great experience and want to be a part of the Corn Tour next year.

On August 30, the results of the 2024 New York Corn Yield Tour were presented at the Western New York Energy customer appreciation day. Each county yield potential range and average is summarized in the

chart on the previous page. Much of the corn was ahead of normal, and some of the corn planted the first week of May was denting. Most counties looked good overall, but you could see where dry areas brought some county averages down. We also observed quite a bit of tip dieback.

We ended up sampling 118 fields and our overall corn average was 197 bushels/acre across the 11 counties. The September United States Department of Agriculture (USDA) National Agricultural Statistics Service (NASS) report has New York corn at 168 bushel per acre. I'm confident the corn in northwest New York is above average. Hope everyone has a great corn harvest! ■



TEAMING UP WITH THE ORANGE

The New York Corn & Soybean Growers Association partners with Syracuse University to promote agricultural awareness in New York.

By **Colleen Klein**, Executive Director, New York Corn & Soybean Growers Association



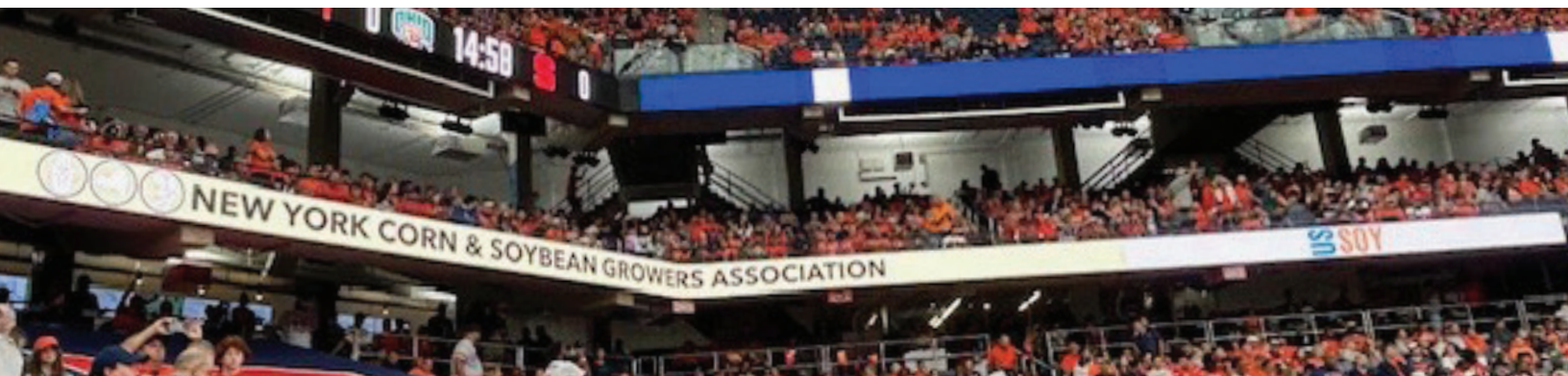
In the heart of New York, the New York Corn & Soybean Growers Association (NYCSGA), with funding support from the United Soybean Board (USB), embarked on a dynamic partnership with Syracuse University in 2024 aiming to promote agricultural awareness and strengthen ties with the local community.

This collaboration, which will span portions of the 2024-2025 sporting seasons, combined the reach of Syracuse Athletics with the agricultural legacy of the New York Corn & Soybean Growers Association (NYCSGA), creating an impactful promotion campaign that is resonating with sports fans and local citizens alike.

The Game Plan – A Proud Partner of Syracuse Athletics

The project focuses on several key areas to deliver messaging to raise awareness of U.S. soy, including premium in-venue branding, digital and social media campaigns, game day promotions, and the powerful medium of the Syracuse Sports Radio Network. By becoming a Proud Partner of Syracuse Athletics, the association was granted the use of Syracuse's branding and visibility, allowing it to engage deeply with the Syracuse community.

One of the highlights of the project has been the soybean fun facts and the radio spots featuring all the many uses of soy in our daily lives. The Syracuse Sports network boasts 30 affiliate stations and reaches 2,712,566 listeners



THIS UNIQUE PARTNERSHIP BRINGS TOGETHER THE WORLDS OF AGRICULTURE AND ATHLETICS

across the state. Make sure you tune in to Syracuse Sports Network to hear the radio clip featuring new and innovative uses of soybeans including tires, paint, ink and the soybean-based hydraulic fluid powering the elevators in the Statue of Liberty!

Premium Branding and In-Venue Exposure

In addition to radio spots, the NYCSGA received real-time exposure on the west LED ribbon board during key sporting events. This includes Syracuse's football, basketball, and lacrosse games, ensuring the association's message reached tens of thousands of fans.

Further enhancing visibility, the association's branding appeared on the TV-visible field level LEDs during every men's and women's lacrosse home game.

Digital and Social Media Campaigns

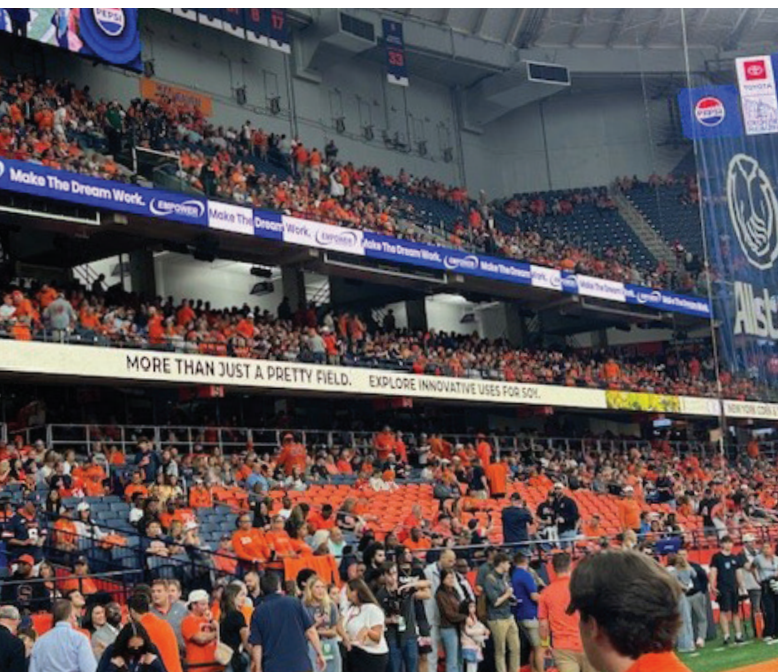
Understanding the power of digital media, the NYCSGA worked closely with Syracuse Athletics to launch targeted digital campaigns. The 2024 spring campaign utilized Syracuse's proprietary data to drive specific traffic to the association's website, achieving an impressive 262,502 impressions – exceeding the initial goal of 250,000 impressions.

By leveraging the Fan365 retargeting ads, they connected with true Syracuse fans, fostering a community of supporters more inclined to back local agriculture.

Future Outlook

This unique partnership brings together the worlds of agriculture and athletics, creating a narrative that celebrates both the agricultural roots of New York and the vibrant spirit of Syracuse University. The project not only promotes soybean industry but also strengthened community ties, fostering an appreciation for the farmers who contribute to the state's vitality.

This project was funded by soybean growers and was sponsored through funding provided by the United Soybean Board (USB) and the New York soybean checkoff. ■





NEW YORK CORN & SOYBEAN GROWERS ASSOCIATION

PO Box 133
Silver Springs, NY 14550

NYCSGA would like to thank our

Empire Alliance Partners & Contributors

As agriculture continues to evolve, the need to build strong relationships is increasingly important to every organization. The New York Corn & Soybean Growers Association's (NYCSGA) Empire Alliance Partners program aims to support strategic relationships between New York's corn and soybean farmers and organizations who wish to support our advocacy efforts.

Over the last few years, the voice of the New York corn and soybean farmer has grown louder in Albany. We have engaged the expertise of Ostroff Associates, a leading government relations firm, to help amplify our voice and have gained the respect and understanding of many legislators and key stakeholders in the process.

Whether we are fighting for our crop protection tools or championing healthy soil initiatives we do so strategically and with INTEGRITY. The financial support provided by our Empire Alliance Partners and contributors is critical for us to continue to lend the authentic voice of the New York farmer to important legislative issues now and into the future. We believe in the future of agriculture in New York, and it's important that we have a seat at the table.

If you are interested in becoming an Empire Alliance Partner, contact the organization at cklein@nycornsoy.com or (315) 313-7080 to discuss the opportunities for participation.

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