



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

MAGAZINE

SUMMER 2025



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

SUMMER 2025

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

LETTER FROM THE EXECUTIVE DIRECTOR

It feels cliché to begin this letter mentioning how difficult this planting season has been—as if you need one more reminder. You lived it every day. The weather's unpredictability, the seemingly endless rain and mud, the late starts, the long hours, the mounting worries—it's all very real, and you carry it on your shoulders, sometimes quietly and often without thanks.

But here's what I want to say: my favorite kind of leaders emerge quietly during difficult times often without realizing what they are doing. They're the storytellers, the connectors, the ones with a knack for making the best out of bad situations and bringing others along for the ride.

Leadership isn't about standing on the tallest stage, having the loudest voice or the perfect answers. It's not about telling people what to do or how to do it. Leadership is about resilience, honesty, connection, vulnerability, and shared experiences. It's about sharing your imperfections and struggles—not hiding them—and welcoming others to do the same, because that's what reminds those around you that they're not alone and it's what builds community.

When you see someone on social media, for example, who has shared a vulnerable moment—maybe their equipment broke down or they had to fix an unexpected tile line break—you might think “hey, that happened to me too!” and suddenly maybe that shared sense of struggle makes you think things aren't that bad after all because you're reminded you aren't the only one facing challenge.

I'll share a leadership failure of mine. It was a tradition at New York Corn & Soybean Growers Association (NYCSGA) meetings to begin the meeting with a roundtable. All the farmer leaders would take turns going around the room and sharing updates (good and bad) on the farming experiences they had since the last meeting. A couple years ago in an effort to streamline and make our board meetings more efficient I struck the roundtable from the agenda. We'd save at least an hour in my estimation. What I didn't realize was it was one of their favorite parts about the meeting. They liked to hear what each other was up to; they connected over shared stories and learned from each other. Unintentionally, I crashed our culture. As Brene Brown says, clear is kind, and luckily someone was kind enough to tell me this was a mistake. We

brought back the roundtable, and I admitted my error.

I learned that agenda-efficiency tactic at a leadership meeting, by the way, so taking guidance with a grain of salt is another thing I've learned to incorporate. Not every bit of advice we encounter is meant for us.

As we move through the growing season, please remember: you are not alone and that anyone can be a leader, especially during difficult times, simply by sharing our experiences, lending an ear, and welcoming others to do the same. Our strength lies in the power of our collective voice, and that voice grows stronger when we lift each other up.

In closing, I will also share that there have been plenty of times in my personal and professional life when stress and overwhelm have left me struggling for air. It is part of the human experience to ride the rollercoaster of life and all that comes with it; however, know that there are resources available when those times seem insurmountable, and I strongly encourage everyone to take advantage of them. NY FarmNet's free consultation services are available to all farmers and farms in New York State. For free, confidential assistance from NY FarmNet, call 1-800-547-3276.

And remember, sometimes when we are drowning, it's hard to see the shore, so I also encourage you to keep an eye on your friends and neighbors and share this information with them, if appropriate.

Thank you for your determination, your work ethic, and your heart. Together, we will continue to grow our community through shared experiences—not because it's easy, but because it's worth it. ■

**NYCSGA would like
to thank our**

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On the Cover:

Phil Panek of Panek Farms in Albion, NY enjoying the rare window of planting opportunity in WNY this growing season.

*Photos by Autumn Jo
Photo Co.*



August 6
9:00 am–4:00 pm

Rodman Lott & Son Farms

2973 State Route 414,
Seneca Falls, NY 13148

\$75 registration | Lunch included
Register at nycornsoy.org



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**



KEYNOTE SPEAKER

Matt Reardon

Senior Atmospheric Scientist
at Nutrien Ag Solutions

**"Chasing Water, Wind, and the
Science of Weather Prediction"**

Register today for the 2025 Summer Crop Tour in Seneca Falls!

Join the New York Corn & Soybean Growers Association on August 6 for a day in the field.

Get hands-on with crop trials, agronomy practices, and equipment demos, all focused on what works here in New York.

Connect with other farmers, pick up practical tips, and head into harvest with new ideas for your operation.

9:00 am	Registration & Coffee
10:00 am	Keynote presentation From Matt Reardon
11:00 am	American Soybean Association
11:15 am	Legacy Nutrient Deductions™ (Boa Safra Ag)
12:15 pm	Lunch (included) & Exhibits
1:30 pm	Field Demonstrations
3:30 pm	Adjourn



Register Now!

Scan the QR code or visit
nycornsoy.org/summer-crop-tour



By **Lesly McNitt**, Vice President of Public Policy,
National Corn Growers Association

Corn Grower Advocates Push To Open New Foreign Markets

Tariffs have been the talk of the town in Washington over the last several weeks, and their impact on the corn economy is an issue my team and I have been concerned about as our farmers face high input costs and lower corn prices. But President Donald Trump's laser focus on trade has also created opportunities for new trade deals that may open new markets that can benefit farmers and rural America.

In a positive sign of forward momentum, the president recently announced a trade agreement that will increase access for American agricultural products to the United Kingdom, including ethanol. During the announcement, Trump officials indicated that tariffs on U.S. ethanol shipped into that country will be reduced to zero. According to the White House fact sheet, this opens up an opportunity of up to \$700 million worth of increased U.S. ethanol exports.

The president has indicated that he is not stopping with the United Kingdom. He's focused on deals with other countries and has recently engaged in talks with the Indian government. This is a positive development as the country, with its 1.4 billion consumers, would be a major market for America's corn growers.

India has long been elusive to U.S. corn growers who have faced many restrictions on exports to the country, particularly with shipments of biotech corn and corn ethanol and its co-products.

Recently, the National Corn Growers Association (NCGA) President Kenneth Hartman Jr. took part in an online press conference in which he talked about India's trade barriers and highlighted the benefits of accessing the country's market. As he told reporters, India is one of the largest market opportunities for U.S. corn exports, has the world's largest dairy herd, and possesses an ambitious ethanol blending program in need of corn.

The economic boon that such a market would provide corn growers and rural communities would help offset the potential problems growers would experience if retaliation occurred from other countries.

NCGA's economists have run the numbers, which show the economic benefits of making inroads into the Indian market. Here is what the data tells us:

If the Indian government were to drop its restrictions on genetically modified corn, it could open the door to \$235 million worth of U.S. exports each year.

If the United States were able



to supply India's sustainable aviation fuel market, it would represent \$434 million opportunity for U.S. corn farmers in the first year of access.

Finally, if dried distillers grains were imported into the country, it would result in \$13.75 million in imports in year one, growing to an estimated \$137.5 million within five years.

Our public and private drumbeat continues as we work to support the administration's efforts while ensuring our products are front and center during negotiations. We are not stopping with the United Kingdom and India. We plan to advocate for additional agreements with countries like Vietnam and Kenya, as well. You can follow our efforts by visiting www.ncga.com and support our work by joining your state corn grower organization.

We look forward to updating you on the success of our work. Here's to unlocking new markets! ■

Budget Wins for Growers

NYCSGA celebrates key wins in research funding and tax credit extensions while continuing to advocate on behalf of growers at the state and federal levels.

By Jay Holland and Casey Marvell, Ostroff Associates



As summer begins, we are providing this update as we near the home stretch for the 2025 Legislative Session. Over the course of the next four weeks, the New York Corn & Soybean Growers Association (NYCSGA) will be focused on engaging in legislation as the state senate and Assembly look to advance bills before June 17 when session is scheduled to end.

While most of our day-to-day work is focused on activities in Albany, we are mindful of turbulence at the federal level that may impact state activities, such as potential budget cuts. The NYCSGA is still well positioned to navigate changing political landscapes as our work with representatives on both sides of the aisle remains important now more than ever.

In early May, the governor and the legislature came to an agreement on the fiscal year 2025-26 state budget. While the budget was due on April 1, the final agreement passed on May 8, after 12 budget extensions. The \$254 billion agreement includes a state spending plan for the coming year, along with a range of policy initiatives. The governor's central State of the State theme of

affordability is reflected in several final budget provisions such as rebate checks and family tax credits.

It's important to note that the governor and the legislature have expressed that they are prepared to return to Albany in the fall for a special session if there are budget cuts made at the federal level that would impact New York's spending plan. The NYCSGA will continue to monitor developments at the federal level and act accordingly if the legislature returns to Albany in the fall to alter the spending plan.

Overall, this was a positive budget for the NYCSGA. While there were policy items the NYCSGA would have liked to see included—such as the Clean Fuel Standard—there were no policy items in the final agreement that would directly impact growers negatively.

We were extremely glad to see the NYCSGA's Corn Research and Education Grant Program fully funded. Since 2014, the program has aimed to provide on-the-ground research and data to farmers to better inform the industry on best

practices in a variety of areas. We are thankful to Senator Michelle Hinchey and Assemblymember Donna Lupardo for their efforts in ensuring a fully funded program.

Other fiscal items of note include a \$425 million Environmental Protection Fund, a modest increase for Soil and Water Conservation Districts at \$18 million, and a new \$5 million capital add to the Farmworker Housing Loan Program to bring the revolving loan fund to \$20 million.

Policy items include an extension of the Farm Workforce Retention Tax Credit through 2029 and a technical fix to the Farm Overtime Tax Credit, which would allow farmers to qualify for the credit if they utilize a management company for payroll operations. We appreciate the governor and the legislature continuing to fund these programs.

Moving off legislative items, the NYCSGA continues to monitor the New York Cap-and-Invest (NYCI) program. The governor has decided to temporarily pause certain aspects of NYCI. Draft regulations and a budget proposal were expected to be included in the governor's State of the State. However, the governor instead will only move forward with emissions reporting requirements this year, which would be used to inform future aspects of a full program in later years. The NYCSGA maintains that it is more the reason to move forward with a Clean Fuel Standard, which could deliver immediate reductions in emissions and harmful pollution.

As we near the end of the legislative session, the NYCSGA continues to be a respected voice and partner in Albany. This summer will provide a great opportunity to host members of the legislature on crop tours and other events to build upon strong relationships with key decision makers. We thank our members for continuing to remain engaged on critical issues and welcome feedback on matters that you see impacting your day-to-day activities. ■

"The NYCSGA is still well positioned to navigate changing political landscapes as our work with representatives on both sides of the aisle remains important now more than ever."

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.





Roger Arliss (left) accepted the first New York Legacy Farmer Award at the Winter Expo in January.

Meet the New York Farmers Shaping Ag's Past and Future

Recognizing two standout growers for their impact on
New York's corn and soybean industry

At this year's New York Corn & Soybean Growers Association (NYCSGA) Winter Expo, two farmers were honored for their extraordinary contributions to agriculture in the state: one for a lifetime of leadership, and the other for rising innovation and promise.

For the first time, the NYCSGA introduced two prestigious awards: the New York Legacy Farmer Award, recognizing a farmer whose life's work has shaped the landscape of New York agriculture, and the Seeds of Tomorrow Award, celebrating a young leader already making an impact in the field. These honors not only spotlight individual excellence but also reflect the evolving strength and sustainability of the state's farming community.

Roger Arliss of Pit Farms received the New York

Legacy Farmer Award, a testament to more than 175 years of family stewardship and a personal commitment to rebuilding and sustaining that heritage. Dave Paddock of MB Farms received the Seeds of Tomorrow Award for his forward-thinking approach, community leadership, and drive to push past the status quo. Supported by sponsors who understand the importance of honoring both legacy and future, these awards mark a new chapter in recognizing New York's finest in corn and soybean production.

Meet the Farmer Behind the Legacy Award: Roger Arliss

For Roger Arliss of Pit Farms, farming isn't just an occupation, it's a legacy stretching back generations. Located in a subdivision known as Lock Pit, the Arliss family's roots on the land

trace back to 1845 when Roger's maternal ancestors first established the farm. Over time, the original acreage changed hands, but Roger and his family have spent the past five decades dedicated to buying back and restoring parcels of that land, reclaiming not just fields, but history.

Today, Pit Farms spans approximately 2,000 acres, equally planted in corn and soybeans. That crop mix reflects a significant shift from the early days of New York agriculture.

"Fifty years ago, very few in this area grew soybeans," Roger said. "The market for soybeans developed, and the potential for profitability increased. And today, our 2,000 acres consist of 50% corn and 50% soybeans. With the advances in variable rate technology for all inputs, the future should be exciting."

But for Roger, the true honor of receiving the New York Legacy Farmer Award lies in its source.

"Of all of the awards that I have been given, the New York Legacy Farmer Award means the most to me as this award is an honor bestowed upon me by my peers," he said. "Many awards are conferred for things that you have accomplished. However, the honor of the New York Legacy Farmer Award is given on the basis of who you are and how you are thought of by your colleagues in the farming community."

His advice to the next generation is a reflection of that character: "Make the most of new technologies, be flexible, open, live your life with integrity, and don't be afraid to implement new ways of farming. However, continue to have respect for past agricultural practices."

Seeds of Tomorrow: Recognizing Dave Paddock's Impact

At MB Farms, no two days are the same, and that's exactly what keeps Dave Paddock passionate about agriculture. On the farm established in 1973, Dave helps manage a dynamic operation that focuses on both processing vegetables and field crops. In addition to growing staples like corn and soybeans, the farm custom harvests sweet corn and leafy greens, reflecting the adaptability and diversification needed in today's agricultural economy.

For Dave, agriculture is about constant evolution. "We have gone to strip tilling most of our row crops the last couple years," he shared. "It can't be done on every acre, but we have found out how efficient it is on what we are able to do. And our yields have seemed to be the same if not better."

Another recent milestone is the construction of

MB Farms' own grain bin site, which will allow them to receive, dry, and store their own crop. "We are very excited to be expanding into this venture," Dave said.

His hands-on commitment, innovative mindset, and leadership in the community made him a natural choice for the inaugural Seeds of Tomorrow Award. Dave brings the same drive and 100% effort to everything he touches.

Recognizing Roger Arliss' Lifetime of Impact

Roger Arliss' selection for the New York Legacy Farmer Award was more than a recognition of years worked; it was a celebration of character, resilience, and dedication to preserving a multi-generational heritage. Though nominator Mark Humbert was unavailable for direct interview, his background as a fourth-generation farmer and board member of the NYCSGA speaks volumes. As co-owner of Humbert Farms, a 3,500-acre operation known for its commitment to soil health, long-term profitability, and community partnerships, Humbert's values align closely with Roger's. His nomination of Roger reflected a deep respect for the farmers who have not only sustained their operations but have worked to rebuild them over time, just as Roger has done at Pit Farms.

Backing this nomination was Howlett Farms, sponsor of the New York Legacy Farmer Award. Their decision to support this honor was rooted in their own multigenerational story.

"We chose to sponsor the New York Legacy Farmer Award because, as a fifth-generation farm ourselves, we know that farming is not a short-term endeavor," said Michael Howlett. "As farmers, we don't farm for today, we don't even farm for this season or next. We do it for the legacy. We farm for the legacy of those who laid the groundwork for our successes today, those who navigated the treacherous waters, spanning several decades in agriculture, and poured their heart and soul into the family farm. We farm for the legacy we strive to build, to give the next generation the same opportunity we were so fortunate to have ourselves."

In Roger, the Howlett family saw a kindred spirit, someone who didn't just maintain the family farm but revitalized it, one parcel at a time.

"By honoring a legacy farmer, we celebrate not only their history but also the future of agriculture," Michael said. "This sponsorship reflects our deep commitment to supporting those who sustain our industry, generation after generation. That's why we were proud to sponsor the award—a tribute to Roger Arliss, who has selflessly dedicated his life to stewarding the



Dave Paddock was the first ever recipient of the Seeds of Tomorrow Award.

land and the community around him.”

Dave Paddock’s Nomination and Support

The Seeds of Tomorrow Award was created to recognize a rising leader, someone not only building a successful operation but also actively shaping the future of New York agriculture. Dave Paddock embodies that vision. His nominator, Tom Corcoran, praised Dave as a doer and a difference-maker.

“Most people sit on the sidelines and complain, Dave gets involved to be the change or review the current situation,” Tom said. “He has the ability to lead a team, whether it’s on the farm he’s a partner on or the local board of directors he’s been involved with, he works for positive progress.”

It’s that blend of personal commitment and agricultural innovation that caught the attention of Western New York Energy, proud sponsor of the Seeds of Tomorrow Award. As a major buyer of local corn and supplier of livestock feed across the state, Western New York Energy sees a direct link between its success and the strength of the farming community.

“The future of our business, Western New York Energy, is intertwined with the success of New York farmers,” said Timothy Winters. “The age of our farmer base is getting older, so it is important for us to support and empower young people entering agriculture in our region.”

Founded by farmer and businessman John Sawyer, Western New York Energy was built to create a stable local market and produce cleaner

fuel for the next generation. Supporting the Seeds of Tomorrow Award continues that mission.

“Dave has clearly been integral in their farming operations, but also very involved in the community,” Timothy added. “From the local meat auction to the LeRoy town board, Dave is showing the leadership skills that we need in our agricultural community—on and off the farm. I look forward to getting to know Dave better and working with him to keep agriculture strong in New York.”

Celebrating Excellence in New York Agriculture

The introduction of the New York Legacy Farmer Award and the Seeds of Tomorrow Award at this year’s NYCSGA Winter Expo marked more than just a new tradition, it underscored the importance of honoring both the deep roots and the new growth within New York’s agricultural community. Roger Arliss and Dave Paddock may be at different stages in their farming journeys, but both share a commitment to integrity, innovation, and community, a reflection of what makes agriculture in this state so resilient and forward-looking.

As we look to the future, these awards remind us that success in farming isn’t just measured in yields or acres, but in leadership, adaptability, and the willingness to carry both history and hope into each season. By recognizing and supporting farmers like Roger and Dave, the NYCSGA is not only celebrating individual excellence but also strengthening the foundation and the future of New York agriculture. ■



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"Helping NY farms in times of growth, challenge, and opportunity since 1986."



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Farm Business Management

Financial consultants help with financial analysis, succession planning, beginning farming, retirement, and business transitions.



Personalized Support

Consultants visit in-person and work with farmers for as long as it takes to provide customized solutions.

OUR PROGRAM

We offer free, confidential, in-person support to any farmer in NYS on a wide range of personal, family, and financial issues. We also provide educational outreach on topics ranging from mental health to farm business management.

SUPPORTERS

NY FarmNet receives funding from the New York State Department of Agriculture and Markets, the New York State Office of Mental Health, Cornell University, grants, and from private donations.

OUR MODEL

We offer farmers a team of support - financial consultants are experienced in farm business management, succession planning, and more while family consultants are social workers or mental health counselors. We employ over 40 consultants across NYS.

OUR MISSION

We guide farmers through periods of transition, opportunity, or challenge through holistic planning and comprehensive guidance provided by experienced mental health and farm business professionals.

NY FarmNet is available 24 hours a day, 7 days a week. Farmers, farm families, and agribusiness providers can call **1-800-547-3276** anytime for free support.



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New York Outcomes Fund Spurs, Supports Growers' Sustainability Efforts

By Caitlin Hayes,
Cornell Chronicle



Tom Corcoran, co-owner of T&D Corcoran Farms & Son in Caledonia, New York, had already seen how planting cover crops improved soil health, reduced erosion and runoff, and tamped down weeds. But he had 400 acres of leased land for which he couldn't justify the costs of implementation—especially the extra help needed to plant and kill off the cover crops at the right times.

This was until 2023, when Corcoran enrolled in the New York Outcomes Fund (NYOF), a pilot program out of the Cornell Atkinson Center for Sustainability that delivers payments to farmers for implementing sustainable farming practices, such as planting cover crops and reducing tillage of soil.

"It was the shot in the arm I needed," said Corcoran, president of the New York Corn and Soybean Growers Association (NYCSGA), who grows corn, sweetcorn, wheat,

dry beans, and soybeans on 1,800 acres with his wife, Diane, and son, Troy. "We were already doing these practices on a lot of our land, but this was an extra catalyst to get us to do it on all of our acres."

Corcoran is one of 23 farmers across 14 counties in western and central New York who collectively enrolled nearly 10,000 acres in the yearlong pilot—reducing nitrogen runoff by an estimated 117,000 pounds, phosphorus runoff by 6,800 pounds, and sequestering 6,085 metric tons of carbon dioxide. In 2024, the program grew by 60%, adding another 5,000 acres, with nearly all farmers re-enrolling.

To offset upfront costs of the transition and reduce risk, growers received half of the payment—funded by the Great Lakes Protection Fund and global food corporation Cargill—before implementing new practices.

"One of the things that was exciting to our growers was that this was so straightforward, and in the grand scheme of things, it was easy, with an immediate reward," said Colleen Klein, executive director of NYCSGA. "Our growers are always looking to improve their practices and their ground, the land they leave behind, but at the end of the day, it has to be economical. They have to be able to survive year to year. And this program provided an immediate path to do both those things."

For Cornell Atkinson, which is celebrating its 15th anniversary, the project embodies the center's mission: to build partnerships that advance sustainability and to accelerate the movement of research to impact. Since 2010, the center has shepherded \$45 million to sustainability research, supporting more than 700 faculty fellows and administering more than 1,500 grants and awards.

"This wasn't just about cutting checks to farmers, this was an investment in relationships, in landscapes and knowledge," said Alan Martinez, climate and nature finance lead on the strategic partnerships team at Cornell Atkinson and project lead for the New York Outcomes Fund. "We directed over \$1 million in payments to farmers to implement regenerative practices and built a foundation of trust and shared learning that will continue to be part of the legacy of these farms long after the funding cycle ends."

Building community, building trust

The project began when contacts from the Great Lakes Protection Fund approached Cornell Atkinson in 2020 with funding to accelerate the adoption of regenerative agriculture practices in the Lake Ontario watershed. In particular, they wanted to pursue research on how financing structures could be used to meet their goals. It was the perfect project for Martinez, who has a background in finance and as an entrepreneur. "It was a finance project, and the goal was water quality," Martinez said.

In the first year, Martinez teamed with John Tobin-de la Puente, professor of practice in the Charles H. Dyson School of Applied Economics and Management, in the Cornell SC Johnson College of Business and the College of Agriculture and Life Sciences, to research the use of financial incentives in agriculture. They found that reducing risk for farmers is key to improving the adoption of sustainability practices. In year two, Martinez partnered with growers associations, the Soil and Water Outcomes Fund (SWOF), and Cornell Cooperative Extension (CCE) of Monroe County—and he

listened.

The team attended more than 300 stakeholder meetings with farmers and organizations to better understand the barriers to and drivers of adoption.

"We took seriously the need to co-create in developing a solution for greater adoption," Martinez said. "We built community, we built trust, we built a way to work with farmers, rather than tell them what they should be doing."

The result was a solution that pays growers for implementing cover crops and reduced tillage, with payments structured around sustainability outcomes: metric tons of carbon sequestered or reduced fertilizer runoff, which were calculated based on how many acres were enrolled and the practices added.

Martinez and his team planned to enroll 1,000 acres in the pilot. But by the end of an annual NYCSGA meeting where they introduced the program, they had interest representing 30,000 acres.

"And by the end of the weekend, we probably had 60,000 acres," Martinez said. "It speaks to the fact that a lot of growers want to be a part of this conversation."

The interest far outweighed the available funding, so Martinez and his team secured additional financial backing and established a partnership with Cargill, which had corporate interest in reducing emissions and developing regenerative supply chains.

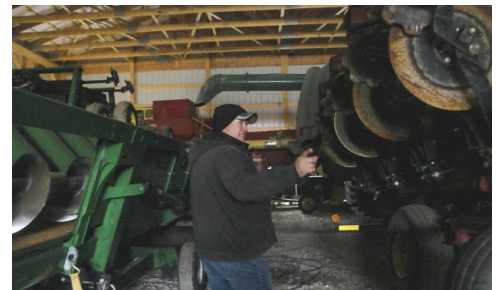
Representatives from the program, CCE, and SWOF visited each farm multiple times, both to verify that practices were incorporated and working and to provide support for the transition, through guidance on best practices and help with any problems that arose.



Alan Martinez, project lead for the New York Outcomes Fund and Cornell Atkinson's climate and nature finance lead on the strategic partnerships team.



Tom Corcoran, co-owner of T&D Corcoran Farms & Son in Caledonia, New York, shows the root systems of cover crops on his farm, which reduce runoff and protect the soil.



Corcoran enrolled more than 400 acres in the New York Outcomes Fund, using the support to plant cover crops.

Corcoran said the support, financial and otherwise, provided an essential invitation for growers who were reluctant to make the initial investment.

"It's a long-term commitment, but if somebody gets into this program and sees that it didn't hurt their yields, maybe it helped their yields, and it helped their soil—that can be

the a-ha! moment for someone to see that this really does work,” he said.

Klein said the program also gave leaders in the community a platform.

“There’s a good segment of our farming community that may not want to be the first to do something,” Klein said. “We’ve taken our pilot set of growers, and we’re showcasing what they’re doing, that it works, and then it’s very easy to sell to other growers. When they can see their neighbor, someone they know and trust, doing this—that goes a very long way. Then this lead-by-example model can make greater change across the whole New York farming landscape.”

When the pilot concluded in April 2025, it provided a proof of

concept that Martinez expects will have a lasting impact as a blueprint and inspiration for other initiatives. He’s in conversations with researchers, government agencies and departments, conservation organizations, extension offices and growers associations to share the model and lessons learned.

“There’s the hope that we can use the things we’ve learned,” Martinez said. “We want to have a program that influences how others do their work and inspires more people to co-create with partners and explore market-driven approaches.”

But the most immediate impact of the program has been on the participating farmers, who after only a year

reported seeing improved soil health, more biodiversity and less erosion.

“I say this all the time: it took thousands of years to put that soil on top of the hill, and it takes one rain event to wash it down into the road or woods or swamp,” Corcoran said. “We want to leave our farm and our rented ground better than when we got it. We want to be great caretakers.”

“When people ask me how we got this to work, I always say that we centered on one thing, which was value to farmers. That’s it,” Martinez said. “In doing so, the program has shed light on a new approach to agricultural finance, not as subsidy but as stewardship.” ■

Farmers Helping Farmers

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!



CHECKOFF PRO ✓

If you buy high-oleic soybeans, be sure to register with the New York Corn & Soybean Association (NYCSGA) checkoff remittance tool, Checkoff Pro. This simple software will outline federal soybean checkoff requirements and help with quarterly remittances.

✓ FUNDED BY THE CHECKOFF



MANAGING FARM STRESS

You can't avoid farm stress, but you can manage it

Know the Warning Signs:

When loved ones, neighbors, or others you care about are experiencing mental health challenges, they may not even realize it. Here's how you can identify someone who may be at risk:

Change in routines or social activities

Decline in care of domestic animals

Increase in illness or other chronic conditions

Increase in farm accidents

Decline in appearance of the farmstead

Decreased interest in activities or events

Signs of stress in children, including struggles with school

No matter the season, stress is a part of life on the farm. Experiences such as natural disasters, extreme weather events, financial uncertainty, fluctuating markets, labor shortages, trade disruptions, and other factors all contribute to extreme stress for farmers and ranchers who often live in a very isolated setting.

While you may not be able to avoid stress, there are ways to manage it—and you don't have to do it alone.

Asking for help isn't a weakness, it's a sign of strength and self-awareness. Whether it's talking to a trusted neighbor, scheduling a checkup with your doctor, or exploring mental health tools online, there are more resources available than ever before to support the wellbeing of farmers.

A few small steps can make a big difference:

- Take a short break during the workday.
- Get some exercise, even if it's just a walk around the yard.
- Stay connected with family, friends, and neighbors.

- Check in with local clergy or medical professionals if you're feeling overwhelmed.
- Use online tools like Mental Health America's free screenings for anxiety, depression, PTSD, and more.

Technology now makes it possible to find support right from the privacy of your own home, whether it's through virtual counseling, stress-reducing apps, podcasts, or other tools.

Agricultural organizations across the country, including the American Soybean Association (ASA) and the American Farm Bureau (AFB), have stepped up to provide resources for ways to manage farm stress. Visit the AFB State of Mind campaign website, www.fb.org/initiative/farm-state-of-mind, for additional information and resources.

Farming is demanding work, but taking care of your mental health is just as important as managing your crops. To build a sustainable future for agriculture for our nation and our world, we must promote the wellbeing of our nation's farmers and ranchers. ■

2025 CORN & SOYBEAN YIELD CONTEST

The New York Corn & Soybean Growers Association (NYCSGA) corn yield contest is back! After a one year hiatus, NYCSGA is bringing the corn yield contest back to the state, along with the soybean yield contest. You can begin submitting entries on Tuesday, July 1 all the way through Friday, August 15, 2025. Additional eligibility and judging details are below.

CORN ELIGIBILITY

Designated fields must be at least 5 acres of the same hybrid number with 1.25 continuous acres harvested from each field and accurately weighed in the presence of a contest supervisor. Irrigated fields are not eligible. The harvested area must be exclusive of headlands and outside rows and include more than one combined pass.

SOYBEAN ELIGIBILITY

Designated field must be at least 5 acres of the same variety with a minimum of 2 acres harvested as the contest entry. The harvested area must be squared off (ex: 180' x 484' = 2 acres). No odd shapes. For convenience, the test area may be measured after harvest by the contest supervisor. The harvested area must be exclusive of headlands and outside rows and include more than one combine pass. Participants must use non-irrigated soybeans but are not restricted as to variety, fertilization, spacing, or other cultural practices. There will be 4 classes of beans based upon maturity group (0, 1, 2, and 3).

ENTRIES DUE
**AUG.
15**
ENTRIES DUE

All decisions of the Contest Committee are final. The committee reserves the right to disqualify any entry without refund for violation of the states rules and harvest procedures. Contest entrants will be notified in December 2025 of the final yields and contest placements. The winners will be recognized at the 2026 NYCSGA Winter Expo in Syracuse, NY in January. All contest fields must be located in the state of New York. The originally entered hybrid/variety must be the same that is reported on the harvest report or it will be disqualified.

Entrants are not eligible to win the Grand Champion prize more than two consecutive years.

The corn and soybean entry forms are available online at nycornsoy.org.



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

Todd DuMond Promotes U.S. Soy at Mexican Dairy Industry Conference

New York farmer highlights the benefits of high oleic soybeans for dairy nutrition at global industry event



Todd DuMond (right) and Alejandro Estrada Atollini (left)

In January 2025, New York soybean and dairy farmer Todd DuMond traveled to Mexico to participate in a high-level agricultural conference focused on strengthening collaboration between the U.S. and Mexican dairy industries. Held during the last week of January, the event brought together senior executives from Mexico's dairy sector to explore solutions in feed, genetics, and innovation—with strong representation from the U.S. Soybean Export Council (USSEC), the American Feed Industry Association (AFIA), and the U.S. Livestock Genetics Export (USLGE).

The conference was coordinated by the Soy Excellence Center (SEC), a USSEC initiative designed to build skills, share knowledge, and strengthen communities across the global soy value chain. The SEC empowers early- to mid-

career professionals with technical training and practical knowledge to support soy-driven solutions in food, feed, and livestock production.

DuMond was invited to speak about the role of high oleic soybeans in enhancing dairy cattle nutrition. Drawing from his practical experience as a grower, he highlighted how incorporating high oleic soy into feed rations improves animal health, feed efficiency, and overall dairy performance. His presentation offered real-world insight into the benefits of soy innovation and how it can support evolving needs in the global dairy market.

The conference also served as a strategic assessment of Mexico's dairy production needs and how U.S. agricultural exports—particularly soy, feed, and cattle genetics—can meet those demands. DuMond's contribution helped demonstrate the value of American-grown soybeans, not just as a commodity, but as a tool for improving animal nutrition and sustainability on a global scale.

His participation showcased the leadership and innovation of New York growers while reinforcing U.S. agriculture's commitment to building international partnerships and advancing the dairy industry through research-backed, farmer-proven solutions.

The Soy Excellence Centers are supported by funding from the U.S. soybean checkoff, including contributions from the New York Corn and Soybean Growers Association, whose investment helps elevate local grower voices in international markets and promote the long-term value of U.S. soy. ■



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