



A partnership between Cornell University and CCE Associations in these ten counties: Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne, Wyoming & Yates.

HEMP: A POSSIBLE NEW CASH CROP FOR NY PRODUCERS



Producers are always looking for that *next big crop* that is going to generate more cash flow. Currently the grain and dairy industries are both at all-time lows and farms are desperately looking for alternative income streams and possible alternative crops. In 2017, Cornell began a designated research program to investigate the agronomics of growing hemp for industrial purposes in NY. Initial results were very promising.

In early 2018, NYS Ag and Markets opened up a permitting process to legally grow hemp for seed, fiber or cannabinoid (CBD) oil. Initially, 165 grower and 29 processor permits were granted in NYS. Over the 2018 growing season, the NWNy Team has personally answered questions from over 100 potential growers and processors through phone calls and email responses. Some calls were from already permitted producers but most had questions about the process: how to get started and potential income. The Team introduced hemp production as a possible alternative crop to over 400 crop producers at the Soybean and Small Grain Congresses. We also spoke publicly on hemp production to Wayne County Board of Directors, a County Decision-Makers Tour, a Rotary Club, Niagara County Ag Committee, Wyoming County Board of Supervisors Ag Committee, and even the Amish community in Seneca County.

In its first true production year it was estimated that 3000 acres of hemp were planted across the state. In a response to needed cost and production numbers, the NWNy Team generated budgets for hemp grain and fiber production for 2019 which can be found on the team's website, [NWNy Hemp Budgets](#).

Hemp grown for fiber, grain, or both are estimated to generate roughly \$248, \$624, and \$867 per acre return above total costs. In December, another 384 applicants applied for permits to grow hemp and a few large processing facilities will be breaking ground in 2019. As the infrastructure is established, and if the projected positive economics hold true, then hemp has a great chance to assume a prominent place in economically viable cropping systems moving forward.



NWNy Team members in Geneva, Ontario County. L-R: John Hanchar, Jodi Putman, & Mike Stanyard. Photo courtesy of RJ Anderson.

BILINGUAL NEWSLETTER SUPPORTS DAIRY FARMERS & EMPLOYEES

The Dairy Culture Coach (DCC) is a quarterly e-newsletter written with the goal of educating both English-speaking dairy farmers and their Spanish-speaking employees. Now in its 6th year, the DCC is emailed directly to 150 dairy farmers, Extension educators, and members of supporting industry (such as veterinarians, nutritionists and other consultants). It's also accessed widely through the NWNy Team website and Facebook page.

A typical issue of the DCC includes articles on Hispanic culture, labor law compliance, human resource management and immigration updates. Bilingual articles on dairy management topics and dairy farm vocabulary are also included to help educate farmers and employees alike.



In a recent survey, DCC readers commented that they use it to "help explain training topics, such as water control in the parlor," and that the articles "are great ways of getting workers to think about things differently and start a discussion on the farm, instead of workers feeling like they're being scolded without understanding what's going on." Managers appreciate that this resource addresses everyday things that they may overlook, but have a big impact on the farm business's bottom line.

CALVING ASSISTANCE & NEONATAL CALF CARE CLASS

A calf being born is hardly a rare event on a dairy farm. After all, herdspeople can spend entire days devoted to the care of transition cows and calves. Folks who practice this every day can still learn quite a bit, with one workshop attendee stating, "The courses are very insightful and every time I attend one that I think I already know [sic], I always end up leaving with information I didn't know." Feedback from another participant stated, "The class was suitable for people with, or without, a lot of experience in dairy farming, and above all, it's a great opportunity for questions and answers." Over two days in October and November 2018, the NWNY Team presented a workshop based on the critical first few days in a calf's life. Cornell PRO-DAIRY and three other regional dairy teams worked with us to develop and present this class, which took place in Newark (Wayne County) and Corfu (Genesee County). Each day of the workshop involved a classroom and an on-farm portion. A total of 30 farm owners, managers and employees attended the workshops, representing 11 farms and 5 counties.

Colostrum quality, handling, and proper delivery were covered, with emphasis on developing and using written standard operating procedures. The importance of hygiene before, during, and after the calving event was also stressed in a presentation on examining a cow to assess cervical dilation and the calf's position. Cleanliness of calving environment and colostrum feeding equipment was stressed to prevent the spread of disease. Depending on extra labor and treatment options, costs to treat a calf with scours can range from \$25 - \$200 per incident. At an average incidence of 18%, a herd of 1000 cows could expect an annual cost of \$4,050 - \$32,400 for treatment alone (not including losses due to mortality). Reducing the incidence of scours from 18% to 10% saves the same dairy \$1,800 - \$14,400 annually in treatment costs. Participants left this workshop with the ability to make small improvements in many areas of their daily work routines, which will, in turn, lead to cumulative savings at their workplace, increased animal welfare, and job efficiency.



Dr. Rob Lynch (Cornell PRO-DAIRY) and Libby Eihlozer ask attendees to discuss difficult calving cases. Photo by Margaret Quaassdorff.

MAKING BETTER BEER IN NY

With New York eclipsing over 400 breweries in the state this year, is there no end for our love of beer?! The micro-brew industry continues its upward trend, and with that, its need for locally grown malting barley. NY growers and maltsters are getting better at producing a consistently high quality product and brewers are finally taking notice.

The NWNY Team works with growers to increase malt barley quality and quantity required by malt houses and brewers to meet the NYS requirement of 60% of New York sourced ingredients and comply with the Farm Brewery Law. This year, two of Cornell's spring and winter barley variety trials were hosted by growers in Seneca County and one was hosted in Genesee County. Two "Twilight Tours" were organized and a nitrogen research trial conducted.

The apex of this year's research and extension efforts culminated at the Malt and Barley Summit in Syracuse on December 12 and 13. Last year's inaugural summit was a success and this year's was even better! Over 100 barley growers, maltsters and brewers learned about all aspects of the beer supply chain from field to pint. This program is a successful collaboration between Harvest NY, Cornell Cooperative Extension and Cornell University. The combination of industry speakers, research results, and grower, malt house and brewer panels was insightful. NWNY Team members have been on the forefront

of addressing research and extension needs and presented on malting barley economics, agronomic research and pest management.

To learn more about the work being accomplished by CCE and the Statewide Malting Barley Team at the 2018 Summit, see this video, ["Thirst for Knowledge"](#), featuring conference speakers Mike Stanyard, Cheryl Thayer and Gary Bergstrom.

Malting Barley Summit 2018. Photos provided by RJ Anderson.



NWNY Field Crop Specialist Mike Stanyard discussing malting barley agronomics to growers at a Twilight Tour in Genesee County. Photo by Jeremy Veverka, CCE.