

swnyteam@cornell.edu

Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

swnydlfc.cce.cornell.edu

A partnership between Cornell University
and the CCE Associations in these five counties:
Allegany, Cattaraugus, Chautauqua, Erie, and Steuben.

Quarterly Report
July - September 2019

Farm Needs Assessment

Identifying the region's programming opportunities and building rapport through an informal needs assessment with a goal to meet with 100 farms before the end of the year (almost halfway done). Have visited a mixture of dairy, livestock, and crop producers in each county. Some visits have been on our own, in response to a consultation request, with county educators, or in conjunction with industry professionals. Common themes so far include:

- Needs for both "Back to the Basics" and "Next Step" programming. Some farms are looking for the team to offer similar level programming as the NWNy team. Others are looking for basic skills programming - this theme is about 50/50 and, surprisingly to us, isn't really impacted by farm size.
- Common "issues" are: Farm Succession, Business Exit, Neighbor Relations, Pest Management, Nutrient Management, Navigating Price Fluctuations, Business Planning, Disease and Weed ID.
- Common program requests are: Pesticide credits, employee management/regulations, technical production updates.



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Communications

Developing materials and an outreach plan to help build support and interest in the Southwest New York Region including a team brochure.

- Worked to populate our website, swnydlfc.cce.cornell.edu, which is now fully operational and is being continually updated with event notifications, timely articles and resources, and shared content.
- First "official" issue of *Crops, Cows, and Critters* developed and mailed out on September 19th to stakeholder lists developed by County Associations and our own contacts. Plans to send out again in November, and then re-evaluate in 2020.
- Media interviews as requested by county stakeholders including radio and print.
- Working to create social media accounts and scheduled posts.
- Continuing to rely on both electronic and physical methods of communication as 48% of our farms lack consistent internet connection. Looking into options to bring in income for newsletters (advertising, paper mailing fee, reduced issues).

Stakeholder Outreach Meetings

Meeting with key stakeholders to identify programming needs, discuss logistical details, present information on SWNYDLFC as requested, and continuously thanking everyone for their support in the team's founding.

	Alle	Catt	Chq	Erie	Stbn
Executive Director	X	X	X	X	X
Agriculture Staff	X	X	X	X	X
Board of Directors		X			X
Ag Program Committee			X		X
Farm Bureau		X		X	
County Legislators	X	X			X

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Farm Business Management

Katelyn Walley-Stoll

Consultations

- Offering one-on-one services to farms in all five counties as issues arise related to business management to provide specialized information and resources. Common topics have been: Dairy farm diversification, dairy margin coverage/market facilitation program decision making, land leasing, cost of production calculations, farm business plans, enterprise analysis, custom harvest/rental rates, employee training, labor law updates, access to grant funding, succession planning, and more.

Producer Outreach, Programming, and Presentations

- Regional Ag Specialist Retreat - Ellicottville, NY (6/26 - 6/28). Professional Development.
- Pasture Walk - Cassadaga, NY (6/29). Presented on calculating cost of production, beef farm business summary, and direct marketing/processing options for livestock producers.
- Preventing Sexual Harassment, Tools for Farmers - Jamestown, NY (6/29). In conjunction with state-wide webinar.
- Farm Business Management Retreat - Ithaca, NY (6/31 - 7/1).
- Beef Producers Association Meeting - Falconer, NY (8/6). Team intro and liquid lime/field mgmt presentation with Josh.
- Genesee Valley Auction Growers Meeting - East Otto, NY (8/14).
- Dairy Focused Pasture Walk - Cuba, NY (8/21). Team introduction and dairy farm business summary with Josh.
- Livestock Focused Pasture Walk - Franklinville, NY (8/21). Business planning and cost of production with Josh.
- Dairy Cattle Summer Research Update - Randolph, NY (8/27). Coordinated with summer research information on repro, farms in attendance represented over 5,000 milking cows.
- Visit the Farm Day - Conewango Valley, NY (9/14). Networked with farm volunteers.
- Continued to write and distribute Dairy Market Watch.

Field Crops and Forage

Joshua Putman

Zoom Calls

- A part of a biweekly Hemp call where fellow extension provide findings, researchers present findings and make us aware of upcoming field day events and trainings.
- Participate in weekly IPM phone call with every extension team specialist and faculty working with field crops to provide findings and current issues/updates across the state.

Field Observations

- First confirmed Palmer amaranth population in a field setting in NY; working with Dr. Lynn Sosnoskie for future research trial work.
- Working as a part of the NYS Weed ID network, I have industry personnel sending photos and live specimens to me for identification.
- Presenting at field day events and attending trainings/field days in various counties.
- Continued observation of spread and management of waterhemp throughout the state; up to 12 confirmed counties.
- Working with Dr. Gary Bergstrum at Cornell to identify new and emerging diseases in corn and soybeans.
- Providing information to WNYCM, have visited farms with them and will continue, and winter meetings for pesticide/CCA credits.
- Staging corn for a few growers to determine proper time for harvest.



Sexual Harassment Prevention - Success Story

In light of the upcoming Sexual Harassment Prevention Training Requirement for all NY employers, we decided to offer a series of informal discussions and presentations



Katelyn Walley-Stoll presenting on Sexual Harassment Prevention. Photo by J. Putman.

across the region with a goal of raising awareness rather than driving event participation. These event advertisements have been connecting people with the Business Management Specialist position as a resource for navigating these new requirements and managing employees. Our Randolph, NY discussion had representation from farms with a total of over 300 employees. Farms are continuing to reach out for resources and clarification.

Palmer Amaranth Confirmed in SWNY Region - Success Story

Palmer amaranth is one of the most troublesome weeds in the United States. Palmer was recently found in dry bean and soybean fields in Steuben County which is the first confirmed case in a field setting. This weed can significantly impact yields and have devastating economic impacts on farms in NY. By locating and identifying this issue, extension specialists can be better prepared to help growers control this problematic pest.



Josh scouting fields for potentially harmful weeds. Photo by K. Walley-Stoll