

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 October - December 2019

Onboarding and Hire Updates



We officially have a fully staffed team! Thank you to all of the recruiting and interview efforts from our on-campus leadership, executive directors, and community partners. Each of our specialists have completed their campus onboarding, and will continue to attend professional development opportunities to learn more about the Cornell University Cooperative Extension System and its available resources. We will be working together as a team often during this first program year to continue to learn alongside each other.

Additionally, SWNDLFC has contracted with CCE-Allegany for administrative support. Kelly Bourne has joined our team and will be providing support as we continue to grow!



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Communications

Continuing to reach out to the agricultural community to provide research-based information in a timely manner.

- Further populating our website, swnydlfc.cce.cornell.edu, with event notifications, timely articles and resources, and shared content.
- December 2019 issue of *Crops, Cows, and Critters* developed and mailed out to approximately 650 households.
- Direct “sign-up” from 150 farms through contact form.
- Share information and updates through continued partnerships with CCE Associations.
- Created Facebook page (@SWNYDLFC).



Stakeholder Outreach Meetings

Met 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.

Attended each of the county association’s annual meetings to provide updates from the team.

In February and March of 2020, we will be visiting each county to offer programming from the entire team, meet with producers, and visit with county association staff.

Cornell University Professors, Andrew Novakovic and Chris Wolf visited with farmers, milk plants, and cooperatives during a tour of western new York, organized in part by Katelyn Walley-Stoll, to learn more about the dairy industry in our region and identify possible research projects and outreach opportunities.

Producer Outreach, Programming, and Presentations

- Sexual Harassment Update - 10/3/19. Organized and Led Presentation to provide resources to meet these new regulations, event by SWNYDLFC.
- Beef Quality Assurance Training - 10/12/19. Presented on SWNYDLFC Resources, and determining cost of production through the Beef Farm Business Summary, event by CCE-Cattaraugus/Chautauqua.
- Chris Wolf WNY Tour - 10/15/19 - 10/16/19. Help to organize and meet with new Professor for Ag Applied Economics and Policy toured through the region visiting dairy market representatives and farmers.
- Making a Business Plan that Doesn't Sit on Shelf - 10/17/19. Cancelled with plans to reschedule, event by CCE-Chautauqua.
- Cattaraugus County Annual Farm Bureau Meeting - 10/22/19.
- Beginning Farmer Series Presentation on Bookkeeping and Taxes - 10/29/19, presented on the topic and led the evening's session, event series by CCE-Allegany.
- AMS Discussion Group - 11/13/19, facilitated group discussion with NWNLYDLFC and QMPS.
- Crop Insurance and Record Keeping 101 Presentation - 12/10/19, presented on recordkeeping, event by CCE-Erie.
- Marketing P's and Q's - 12/10/19, key presenter on developing a marketing plan, event by CCE-Erie.
- Hops, Hogs, and Honey - 12/10/19 developed and presented farm diversification workshop, event by CCE-Cattaraugus.
- Cornell Initiative for Digital Agriculture Workshop, 10/30/19, Cornell University (Josh).

Professional Development

- Campus Onboarding, 11/1/19, Cornell University (Alycia).
- November Ag In-Service, 11/6/19 - 11/8/19, Cornell University (Katelyn, Josh, & Alycia).
- Labor Road Show, 11/18/19, Batavia (Katelyn & Alycia).
- CCE New Staff Orientation Training, 11/19/19 - 11/21/19 (Katelyn and Josh).
- Harold D. Craft Leadership Program, 11/2/19 - 11/6/19, Cornell University (Katelyn).
- Freestall and Tie-stall Cow Comfort Workshops, 12/3/19 & 12/10/19, Regional (Alycia).
- Feed Dealer Seminar, 12/13/19, Batavia (Alycia).
- Campus Onboarding, 12/16/19, Cornell University (Amy).

Program Planning

- Southern Tier Crop Congress planning - event set for January 22nd, 2020 in Belfast, featuring presenters from Cornell University, Crop Management, and other area teams.
- Presenting at several meetings throughout the region: WNY Farm Show (1/30), Country Crossroads (2/12), WNYCMA (2/19), Timac Agro (3/17),
- Department of Labor Info sessions—cancelled with plans to reschedule.
- Risk Management Series—short workshops across the region for producers.
- Introductory events to meet producers, industry professional, and county association staff.
- Continuation of Milking Systems Group Discussions.



NWNLYDLFC and QMPS worked with SWNYDLFC to host an Automated Milking Systems Discussion Group Meeting. Alycia will be continuing to coordinate these events across the region.



Josh has been busy planning and preparing for many different field crops talks across the region over the next few months - we hope to see you there!



Katelyn will be working with Beef Producers on Financial Analysis through the Beef Farm Business Summary. She spoke about this program at a recent BQA training and has continued to promote it through individual consultations.