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Cornell Cooperative Extension

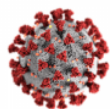
Southwest NY Dairy, Livestock and Field Crops Program

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

Quarterly Report
January - March 2020



COVID-19 RESOURCES

COVID-19 Response and Support

Cornell Cooperative Extension's Southwest New York Dairy, Livestock, and Field Crops Program prioritizes the health, safety, and well-being of our staff, constituents, and community members. **We are dedicated to continuing our exceptional programming and support services for the agricultural community in our region during this time of uncertainty.** Our team is continuing to answer requests for phone, email, and mail consultations while developing research-based virtual programming and resources to support our farm businesses. We are still able to travel throughout the region to conduct on-farm visits and research while following proper social distancing guidelines. We continue to communicate via weekly email updates and have increased our paper mailings to a bi-weekly service. We are proud to be in positions where we can help farmers manage their businesses during this time and hope that you and your family stay safe and healthy!

Some early successes that we have been able to achieve in this unique situation:

- Katelyn Walley-Stoll, Farm Business Management Specialist and Team Leader, has assisted several farm owners and managers with timely topics related to COVID-19 concerns including employee travel letters, market price analysis and risk management, employee training and recruitment, and general strategic planning. This has been done via phone call, text, email, and paper mail. Additionally, she's been working with the Plain Community via paper notes delivered to her home with follow up requests for information/resources.
- Field Crops Specialist, Joshua Putman, had his first successful virtual farm visit. As he describes, "This meeting was with a dairy producer that had questions for their crop consultant and myself. The consultant called and had me on speaker phone where we addressed many questions that the grower had. These questions were based around yield monitors, soil health practices such as tillage, herbicide use and efficacy when thinking about water hardness and use of adjuvants, biological crop products, and manure dragline systems for better utilization of nitrogen."
- Alycia Drwencke, Dairy Management Specialist, is working with all of the regional teams' dairy specialists to develop virtual programming that can be delivered state-wide while also meeting the timely needs of our dairy producers. These initiatives will include webinars and podcasts that will offer situational information as well as resources for continued best management practices.
- Livestock Management and Beginning Farms Specialist, Amy Barkley, is using this time to identify virtual professional development opportunities that will help her develop effective in-person programming for the Fall season, as well as short, informational videos on topics that will be helpful for her audience. These videos will be shared through a variety of avenues, including the WNY Beginning Farmers and Homesteaders Facebook Group.



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Programming and Presentations

- 2020 Southern Tier Crop Congress - 1/22/2020. An efficacious meeting with growers from the SWNY region that provided valuable information and DEC credits and was attended by 70 people with several industry sponsors.
- Modern On-Farm Preparedness - 1/23 to 2/27/2020. 6 week series planned with other Regional Dairy Educators to address areas of risk for dairy farms.
- Chautauqua Produce Auction Growers Meeting - 1/28/2020. Presentation on team services and meeting participation.
- WNY Farm Show Presentation - 1/31/2020. Talk on team introduction and pasture management.
- Country Cross Roads Annual Meeting - 2/12/2020. Presentation on weed management topic.
- Genesee Valley Produce Auction Growers Meeting - 2/14/2020. Team presentation on utilizing small grains in crop rotations.
- Steuben County Winter Update Meeting - 2/18/2020.
- WNY Crop Management Association Annual Grower Meeting - 2/19/2020. Presentation on weed management.
- Pine Creek Farm and Feed Meeting - 2/21/2020. Presented on poultry nutrition, health, and management.
- Cattaraugus County Winter Update Meeting - 2/25/2020.
- AMS Discussion Group - 3/4/2020. Group meeting for dairy producers utilizing automated milking systems.
- NYS Integrated Pest Management Conference Call - 3/5/2020. Lead presentation on weed resistance issues.
- Cattaraugus County Legislative Session - 3/11/2020. Invited to speak about the economic impact of a 100 cow farm.



The Southern Tier Crop Congress was a huge success and widely commended by participants who travelled from the entire region.



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Farm Consultations on topics related to Farm Business Management, Field Crops, Dairy Management, and Livestock Production.

Alycia's AMS discussion groups have been well received and have been encouraged/requested to continue from producers.

1,847

Event and program direct participants who've attended one of our 20+ events/collaborations or have received our direct email/mail updates.

Professional Development Opportunities

- Dairy Farm Business Summary Training - 1/6/2020.
- NWN Corn Congress - 1/8/2020.
- BQA Transportation Training - 1/10/2020.
- Ag Business Outlook - 1/17/2020.
- Winter Green Up Conference - 1/25/2020.
- NY Beef Producers Association Meeting - 2/7-2/8/2020.
- Beef Quality Assurance Training - 2/21/2020.
- NY Corn and Soybean Growers Expo - 2/23/2020.
- Pro-Grassive Grazing Conference - 2/26/2020.
- Steuben County Crop Symposium - 3/11/2020
- LELY Automated Milking Systems Tour - 3/11-3/12/2020.
- Adapting Your Market to Customer Needs - 3/16/2020.
- Phosphorus CCA Webinar - 3/19/2020.
- Healthy Farms Healthy Ag Farm Biosecurity- 3/19/2020.
- COVID and Your Dairy Webinar - 3/20/2020.
- CCE Systems Conference - 3/24-3/25/2020.
- Zooming for Programs & Consultations - 3/26/2020.
- Managing and Supporting Remote Teams - 3/26/2020.

Amy Barkley is working with Kathleen McCormick, who has been communicating with a Bhutanese beginning farmer who is interested not only in renting a farm in our region, but who is also looking to raise broilers and meat goats. This aspiring farmer has the added challenge of learning beginning farming details, all included in the Guide to Farming in NY, including best practices, tax guidelines, insurance, etc. They will continue working with him to provide him the tools he needs to begin a farm.

Katelyn Walley-Stoll is currently working with 5+ farms on Farm Business Summaries and has completed 2 already this quarter. The Dairy and Beef Farm Business Summary programs provide sound financial analysis resources for farm owners to use in their decision making and benchmarking processes to improve profitability.

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Website submissions and Facebook posts providing timely information to a large audience.

Research and Outreach Grant Updates and Awards

- Grant approvals from the NY Corn and Soybean Growers Associations in the amount of \$20,000 to offer joint programming with NWNLDLFC, including a Scout School and Field Demos.
- Partnered with university scientists, extension professionals, and industry experts to prepare a grant application titled, "An Integrated Approach for Elevating Food Safety Across the Egg Production Continuum: A National Network Approach". The goals of this grant are to develop a national programming model and training to increase shell egg safety. This grant opportunity, if awarded, will provide \$35,000 in funding over three years.
- Awarded additional funds towards the Risk Management Education grant project, now totaling \$12,000, to develop tools for Farm Business Management education across the state. A new application is in for a \$10,000 project to begin later in 2020, if awarded.
- Working with Kristan Reed, Dairy Cattle Nutrition Professor at Cornell University, on finalizing the details for a feed quality variability research trial that would include dairies in our region and provide nutritional recommendations.