

Other Educational Activities: April– June 2020

Dave promoted a CCE webinar about on-farm dairy processing. Handled follow-up questions from local producers.

Distributed a hard copy mailing to producers on COVID-19 and agencies available to assist producers.

Dave sent out a number of emails to our team list regarding dairy markets, dumped milk, dairy policy, on-farm processing and podcasts.

Received thanks from dairy producers who attended DMC informational meetings we hosted. These producers signed up for the full 5-year DMC program. They received substantial payments because of the huge milk price decline caused by COVID-19.

Dave is part of a CCE Dairy Specialists group that is meeting to organize resources related to animal welfare issues/complaints.

Nicole worked with other extension educators in NYS to provide producers information on the CFAP (Corona Food Assistance Program) with USDA in a webinar setting.

Ashley completed sheep grading classification school, a series of value added product webinars and participated in a beef cattle grazing school offered by OSU.

Grant and Project Activities: April—June 2020

The Team conducted first cutting alfalfa monitoring this spring with 32 fields across our region tracked to provide our producers with detailed optimal harvest dates. Even though we scaled down the number of fields monitored because of COVID-19, we still monitored enough representative fields across our region.

Growing Degree Day (GDD) monitoring is being conducted by our summer intern, Peter Burritt. That information is being provided to our producers on a weekly basis via electronic delivery.

The team continues to review & process DAP (Dairy Advancement Program) applications. We conduct baseline interviews to provide more detailed information to the review team at Cornell.

Dave has continued to work on the Precision Feeding Topic Specific Team in Madison County sponsored by NYFVI. This effort will reach its conclusion after the second calendar quarter is complete.

Nicole is wrapping up the 2020 CNYDLFC Cash Rents Survey. The survey will conclude in July of 2020.

Cornell Cooperative Extension | Central New York Dairy, Livestock and Field Crops

Serving Chenango, Fulton, Herkimer, Madison, Montgomery, Otsego, Saratoga and Schoharie Counties

Team Members

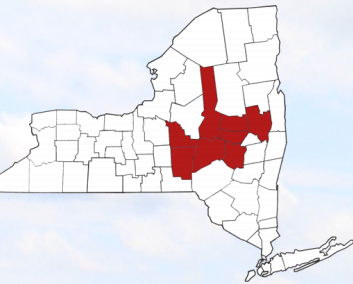
Nicole L. Tommell M.Ag. Ed	David R. Balbian, MS, PAS	Ashley McFarland, PAS	Erik Smith, Ph.D.
Area Farm Business Management Specialist	Area Dairy Specialist	Area Livestock Specialist	Area Field Crops Specialist
Team Leader			
Cell: 315-867-6001	Cell: 518-312-3592	Phone: 315-866-7920 Ext. 228	E-mail: eas56@cornell.edu
E-mail: nt375@cornell.edu	E-mail: drb23@cornell.edu	Cell: 315-604-2156	
		E-mail: am2876@cornell.edu	

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2020 2nd  
Quarter  
Report



The Central New  
York Dairy,  
Livestock & Field  
Crops Program

is a Cornell  
Cooperative  
Extension  
partnership  
between Cornell  
University and  
the CCE  
Associations in  
8 counties

A Farewell Note From Kevin Ganoë,  
Team Leader and Area Field Crop Specialist



Photo: Kevin Ganoë, Field Crop Specialist talks to folks about Corn Silage production

Folks,

Tuesday, June 30, will be my last day on the job because after almost 42 years of extension work I will be retiring. It is hard to believe I am writing the words. But as they say all good things must come to an end and now is the time for me to move on to a new phase of my life. Cancer surgery four summers ago and the recovery time off gave me a different view of the world and now I want to spend more time with the other things that are important in my life like a granddaughter in Texas and a new one on the way. I have remained cancer free so while in good health it is time to travel to see the kids and work on some projects here at home I have long wanted to start on. People keep asking what will I do with myself in retirement and I keep thinking which thing will I begin with.

I have all of you who have participated in our programs to thank for making this job so rewarding. I can't say that enough. What is special about this position is being able to teach or suggest something that you will use or see benefit from. You choose to participate in extension education making it a two-way street, where you are guiding where we go with the education as a participant. To this day I think the best meetings we held were ones where I could guide discussion among participants, you learned from each other and everyone got their questions answered. If you got the most out of those experiences, then I was successful because I know I got the most out of those sessions. They were fun, thanks to you!

There are so many of you to thank for your help and guidance I hesitate to single anyone out but in this case I hope everyone will understand if I make a couple of exceptions. Dave, Ashley, Mark and Nicole you have been terrific teammates and made life easy for me as team leader so a big thanks to the four of you. And a second big thank you to all the staff at the Herkimer CCE office that supported me over the past twenty-six years. I couldn't have wanted to be any place else.

It was never a chore especially in the summer to pack up the car, leave early and get home late. There was always someone new to meet, some new problem to solve and some new opportunity to help consider. When asked about missing this job I can tell you without hesitation what I will miss the most is simply walking your fields to see what is up. That was special.

I wish the very best in the future for you, your family, and your business.

Kevin



## Dialing Into Your Best Dairy

### A Podcast Series

Hosted by Cornell Cooperative Extension Regional Dairy Specialists and Cornell CALS PRO-DAIRY

Dairy producers and others involved in the dairy industry often talk about the tremendous strides in milk production potential achieved by the nation's dairy cows because of genetic progress over the years. Yet we sometimes hear dairy professionals speak about management deficiencies on individual farms that limits milk production. Some of these management issues influence an animal's production potential over their entire lifetime! We often focus on milk production levels because higher producing herds tend to be more profitable than lower producing herds.

During the COVID-19 quarantine, Extension Dairy Specialists across the state and Pro-Dairy staff teamed up to produce a series of podcasts that dairy producers, their employees, and others involved in the dairy industry could listen to. They highlight a number of management decisions in the life of a dairy cow that could limit that animals' ability to express its genetic potential and discuss management strategies that will unlock that genetic potential. What prompted the production of these podcasts was the announcement of a new world record of 78,170 lbs. of milk with 3,094 lbs. of butterfat and 2,393 pounds of milk protein in 365 days by a 7-year-old Holstein cow in Wisconsin. The last podcast includes an interview with the farm owners where they discuss their management strategies that have allowed this cow to set a new world's record. These podcasts are 15 to 20 minutes in length. A new podcast was released every Monday over an 8-week period. Hoard's Dairyman, a National Dairy Farm Magazine, has been listening to the podcasts, as they have been highlighting the main points from these podcasts in their online "Hoard's Dairyman Intel," which they send out via email twice a week.

Episodes in this series discuss management practices and tips to reach a dairy herd's full genetic potential. They discuss the different life stages of the dairy cow, including raising calves through the milk phase and weaning; managing weaned heifers up to freshening; making decisions about which replacements to keep including talking about inventory, disease prevention, and culling decisions; feeding and nutrition management during lactation; facilities, time management, and ventilation considerations throughout lactation; and management factors around reproduction, gestation, and the dry period. David Balbian, Area Dairy Management Specialist, played the majority role in three of the eight podcasts. You can find them at <https://prodairy.cals.cornell.edu/events/podcasts/>



### Peter Burritt, Cornell University Intern

The Central NY Dairy, Livestock and Field Crops Team is pleased to welcome, Peter Burritt of Poland, NY as our summer intern. Peter is a student at Cornell University College of Agriculture and Life Sciences in the Agriculture Science Program. This summer, Peter is working with Kevin Ganoe to assist with field crop grant projects Kevin is conducting throughout the region. The internship program is jointly funded by CCE Herkimer and the CNYDLFC team.

## Meet Erik Smith, Ph.D.! New Area Field Crops Specialist

On behalf of Director Chris Watkins, I am pleased to announce the appointment of Erik Smith to the position of Field Crop Specialist for the Central NY Dairy, Livestock and Field Crops Team, effective August 1. Erik comes to us with

more than 15 years of experience conducting agricultural research and educational outreach as a graduate student, postdoc, and extension professional. As a Finger Lakes native with grain and forage crop farmers in his family where he spent time helping out farming, he has a deep connection to New York's agricultural community, and is looking forward to the opportunity to combine his skills and passion into serving farmers in the Central NY region.

Erik earned his B.A. from SUNY Oswego in Biology and his M.S. and Ph.D. from Cornell University in Entomology working with Dr. Brian Nault and Dr. Elson Shields. He conducted post-doctoral research with Dr. Shields on the use of entomopathogenic nematodes (EPN) as biological control agents for soil-borne insect pests of field crops (alfalfa, field corn) and fruit. He then served as an IPM specialist for the Agri-Food Veterinary Authority of Singapore and a Research Scientist at the National Institute of Singapore.



## Meat Marketing Zoom Workshop

Marketing, whether it is a live animal, meat products or animal by-products there seems to always be a bottle neck in the industry. There is not a consistent market opportunity for livestock products at the scale we have in our region. Many producers are not capable of producing enough product to fulfill a contract or do not produce the same product time after time. That becomes an issue because the buyer desires to buy the same high quality product time after time. Due to that, Often livestock producers are left sending their animals to an auction barn and getting a lower than desired price for their hard work.

Cornell's former Marketing specialist, Matthew LeRoux spoke on teleconference call for producers in April to teach producer's how to value their products, produce a consistent product and taught them how to utilize a free Cornell meat marketing tool.

The meat marketing tool- Meat suite has been very successful recently for many small producers. This website was designed to help customers find high quality locally sourced meat. This particular site includes quite a lot of farms from across the state. Each farm is able to set their own prices and tell their story. If you or your farm are interested in learning more about this program that Cornell has to offer, please feel free to get ahold of our livestock educator for information.

