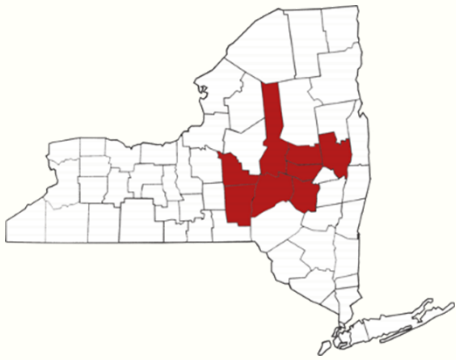


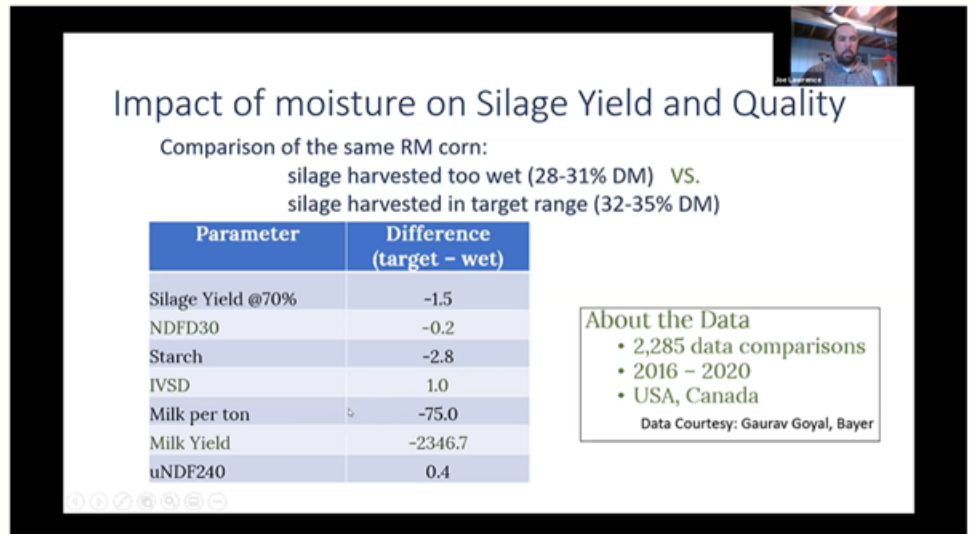
Cornell Cooperative Extension

Central New York Dairy, Livestock and Field Crops

First Quarter Report 2021



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



2021 Virtual Corn and Soybean Summit: Great Success!

Corn Day 2021. This year's Corn Day event was virtual (via Zoom), and was held on Wednesday, February 24th, from 12:40 – 3:35 PM. There were four talks, focusing on insect pest, disease, and weed management and silage management. 1.75 DEC pesticide applicator recertification credits and 2.0 CCA credits were offered to qualified attendees. This program was priced at \$15, and was attended by 53 farmers and educators from the CNY region and around the state. Afterward, attendees received links to the event recording, as well as a packet with educational material from the event and sponsorship materials.

Soybean and Small Grain Summit. Erik hosted a soybean and small grain program on Wednesday, March 3rd, from 12:40 – 3:35 PM. Like Corn Day, there were four talks, focusing on pest, disease, and weed management. DEC pesticide applicator recertification credits and CCA credits were offered for this program (2.0 credits each). This program was also priced at \$15 and had 58 attendees from around the region and the state. Recording links were emailed to attendings, and sponsorship materials were mailed.

A program and funding partnership between Cornell University, Cornell Cooperative Extension and the Cornell Cooperative Extension Associations of Chenango, Fulton, Herkimer, Madison, Montgomery, Otsego, Saratoga, and Schoharie Counties.

Building Strong & Vibrant New York Communities
Cornell Cooperative Extension provides equal program and employment opportunities

2021 Central New York Two Day Virtual Dairy Day Experience!

Our virtual Dairy Day took place on March 9 & 11 with 73 people signed up for the event. This year's program concentrated on keeping cows healthy, productive & profitable. Increasing the percent of older cows (3rd lactation & greater) in the herd that meet these criteria can increase the daily milk output per cow which can increase profitability.



One of our speakers was a local hoof trimmer, Charles Biche. He resides in Fulton County, but his list of progressive dairy producer customers are from Montgomery & Saratoga Counties. He is a well-respected professional who keeps up on the latest research and recommended practices in his field. He had been a speaker at SUNY Cobleskill and has trained others to provide this important and critical service. Our virtual Dairy Day also included a trade show. We are very grateful and pleased that a dozen sponsors came through to support our program this year.

American Farmland Trust & Chobani : Dairy Forward Grant Program

In the month of February, the farm business management team worked with AFT and Chobani to provide a grant opportunity for dairies in New York State. This grant opportunity assisted farm families with funds for transition to the next generation at a max cap of \$5000 with no match component. Dairy Forward could be used in unison with Pro-Dairy's Dairy Acceleration Grant (DAP) as the producer match component. The FBM team conducted a 30 minute lunch webinar with Molly Johnston-Heck from AFT to learn the basics of the grant which was a great success.

At conclusion of the program AFT/ Chobani awarded over 15 grants to producers with the CNYDLFC dairy producers among the awardees.



A Short Course in Marketing Ag Products

Marketing is the process of ...

Understanding what the consumer wants, developing the product, and getting it to them.



February brought a collaborative effort between CNYDLFC and CCE Herkimer County to develop a short course on Marketing Ag Products. Each week the participants listened to a variety of speakers focusing on basics of business, determining pricing for products, marketing channels and business regulations within New York. On the final night the group listened to Herkimer County IDA, John Piseck. John took time to work through various regulatory agencies in New York. He also reviewed funding options for folks within Herkimer County. Although his area is Herkimer, John encouraged participants to reach out to their local county IDA's for grant opportunities. Many times there are opportunities for start up businesses that folks may be unaware of. This program pulled folks not only from the region but from across the state.



USDA Value Added Producer Grant Writing Program

Early March Nicole Tommell and Myron Thurston, CCE Madison designed a three session module on grant writing. The specific focus was on the Value Added Producer Grant (VAPG) that USDA renews annually. Traditionally this grant is a 50/50 split funding focused on supplying soft goods, marketing and research to producers who are looking to expand their current line of products. With COVID, USDA expanded their funding and allowed for a 90/10 funding split. The grant deadline was also pushed out to May 4, 2021 to allow more producers to apply.

Over the 3 session module, folks learned about the grant, met with a grant writer for tips and tricks and finally had the ability to listen to what criteria a grant reviewer looks at for a successful funding. This series was so wildly popular that it will be repeated in Fall of 2021. There were over 150 folks signed up for the program from across the state and nationally.

Other Educational Activities January- March 2021

- Our team produced and distributed the winter 2021 Newsletter.
- We also send out a weekly email notice that brings producers up to date information on upcoming educational programs, market conditions and programs that provide economic assistance related to the COVID-19 pandemic.
- 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.
- Erik was an invited speaker at the 2021 Virtual Horse Symposium, hosted by CCE Equine and CCE Saratoga County. He presented on equine pasture management, forage production, and weed management in pastures and hay fields.
- Nicole continued efforts to provide information on CFAP and SBA Paycheck Protection Program information to producers. Nicole discussed and met with various small farms via phone, email and in person to assist them in their application efforts.
- Nicole assisted folks in applying for the 2020 PPP loan forgiveness program.
- Nicole collaborated with Dr. Karin Bump, CCE Madison ED to develop a 5 week Equine March Madness event for equine enthusiasts.
- Nicole continues to work on Organic and Conventional DFBS (Dairy Farm Business Summaries) for farms in the region.
- Nicole FIN-PAC review with producer in Otsego county with benchmarks and projections on a beef herd
- Nicole delivered a Cow/Calf Economics benchmarking zoom for over 50 producers in the state on behalf of the Livestock PWT
- Nicole worked with a group of CCE professional women to deliver a 6 week Annie's Project to over 35 women from all over the US.

Grant and Project Activities: January- March 2021

- Evaluation of Xyway® LFR : A novel fungicide application for controlling yield-robbing diseases in NY corn Production. Erik has joined this project as a collaborator, and will manage a research plot on a local farm. If effective, this product has the potential to provide season-long protection of corn crops from damaging foliar fungal pathogens.
- Monitoring for Soybean Cyst Nematode: Getting Ahead of the Pest. Erik is the PI on a grant-funded survey of soybean cyst nematode, a yield-reducing pest of soybean crops. The 2021 iteration of this project is being funded by the New York Corn and Soy Growers Association. Erik will work with a network of 10 other CCE and NYSIPM staff members from around the state to sample more than 50 soybean fields and educate farmers on the risks and management of this pest.
- Once again this growing season, Erik will work with NYSIPM and CCE Field Crops specialists across the state on the field crops insect pest and disease monitoring network. The Field Crops Team meets virtually on a weekly basis to keep each other abreast of pest and growing conditions around NYS.
- CAPS Program for silver Y moth, golden twin spot moth, soybean cyst nematode, and soybean gall midge in soybean. In collaboration with NYSIPM and NYS Ag and Markets, Erik Smith has joined the statewide team of CCE and NYSIPM staff and will monitor soybean fields from across our region for these four invasive pests, none of which were found in 2020 except for soybean cyst nematode. Experts predict that it is only a matter of time before these pests begin to affect NY soybean crops, so it is essential for us to continue our monitoring efforts.
- The RMA program with Dr. Chris Wolf at Dyson will continue this spring. Computers will be purchased for small work groups beginning fall 2021.

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