

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.

## Annual Report January - December 2021

### Our Year of Programming in Review!

2021 was another challenging year for our region's farmers, and we took the time to develop genuine relationships that will continue to support our dairy, livestock, and field crops producers in a variety of ways. This year, we were able to offer diversified online programming, small in-person workshops, outdoor field days, and individual consultations on-farm. Additionally, our electronic "Weekly Update" and printed newsletter "Crops, Cows, and Critters" brings the latest research-based information to over 500 households across our five county region. We are continually grateful for the support of our local Cornell Cooperative Extension Associations in Allegany, Cattaraugus, Chautauqua, Erie, and Steuben. Without their incredible Executive Directors, Agriculture Educators, and Administrative Staff, our program wouldn't exist. Their guidance and promotion has helped SWNYDLFC's reach grow even more in 2021, despite the challenges that the pandemic continues to bring. For farms and stakeholders who are interested in showing their support of the Southwest New York Dairy, Livestock, and Field Crops Program, we encourage you to reach out to your local CCE Association Executive Director! They can share more about their county program and enrollment/subscription process. You'll notice that we've got some new faces on our team headed into 2022. Joshua Putman, our previous Field Crops Specialist, and Alycia Drwencke, our previous Dairy Management Specialist left SWNYDLFC to pursue different directions. We will miss them and their contributions to our new team, dearly! However, we welcome our new Dairy Management Specialist, Camila Lage, with open arms and are so excited with all of the work she's done so far. We hope to announce a new Field Crops Specialist in the near future to round out our team.



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Best wishes for a safe and successful 2022! - SWNYDLFC

# 1,125

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

# 4,360

Event and program direct  
participants who've attended  
one of our 95 events/  
collaborations or have received  
our direct email/mail updates.

# 430

Website submissions, press  
releases, interviews, and  
Facebook posts providing  
timely information to a  
large audience.

*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.*



## NY HERO Act Infectious Disease Plans

In September, all businesses in NYS were required to implement their Airborne Infectious Disease Plans. This included farms that had to immediately review their plans, verbally review them with their employees, and post them properly in the workplace. Katelyn worked to notify farm businesses in our region about this new requirement, provide assistance with navigating the state Department of Labor supplied templates, and delivering paper copies for those without internet.



Pasture, when cared for and used appropriately, can be a valuable management tool that promotes the health of animals and profitability on farm. However, reaching optimal management and maximizing the benefits of pasture grazing can be difficult.

In recognizing this area of opportunity, CCE Dairy Specialists Betsy Hicks (South Central NY) and Alycia Drwencke (Southwest NY) developed a series of webinars to help producers develop their management skills and explore ways of improving their efficiency. **The series was titled “Pasture Prep: Virtual Ruminations for your 2021 Grazing Program” and was offered weekly for 6 consecutive weeks starting March 2nd, 2021.** Each session was approximately an hour and a half, with an opportunities for discussion among participants and interactive presentations. On average, participants rated their knowledge at a 3.0 prior to, but that value increased to 3.7 following program delivery. Participants were also asked to rate their overall satisfaction of the program on a scale of 1-5, and the average response was 4.3. These two statistics demonstrate that the program was successful in adding value to grazers across NYS.

This series is an excellent example of the collaboration that exists between Regional Ag Teams across the state. In joining our efforts, we were able to showcase individual skills and develop a very strong program tailored to the needs of grazers across NYS and beyond.



## Corn Silage Pre-Harvest Meetings

PRO-DAIRY’s Joe Lawrence travelled to SWNY to join our local field crops producers and agriservice providers to share considerations ahead of the season’s corn silage harvest. This included conversations on bunk management, kernel processing, safety, and managing dry matter. These were well attended with outstanding conversation. We owe our gratitude to our hosts, Blesy Dairy Farm in Springville and Lismore Dairy in Arkport.



Our Spring 2021 Pasture Management Series, which drew in 34 unique registrants, had 11 individuals taking at least two of the four classes. The two most popular classes were Weed ID & Management and Frost Seeding. Special guest Timothy X. Terry shared an engaging sub lecture during the Grazing System Design class on water system design and management.





## Bringing COVID-19 Relief Funds to SWNY Agricultural Businesses

Farm Business Management expertise helped over 125 individual farms in SWNY access and navigate COVID-19 relief funds, as well as delivering broad spectrum awareness through radio interviews, press releases, and newsletter articles. This included connecting farms with the Paycheck Protection Program and the Coronavirus Food Assistance Program. **415 SWNY farms received \$21 million in PPP Loans, providing economic relief and stimulus throughout the pandemic.** From one farmer who received a PPP loan after working with the team: *Thank you for sharing this information – I've heard about it on the news, but didn't know that I could qualify as a farmer. I liked having a real person to call and help walk me through the process. This has also opened up continued conversations about structuring the farm for future sustainability, employee management, and profitability analysis.*



## National Farm Viability Conference

Thursday Oct 28, 2021 / 12:00PM - 01:00PM



Katelyn Walley-Stoll

+ 2 other speakers

## "Incorporating Adult Learning Principles for More Effective and Inclusive Programming"

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*Katelyn Walley-Stoll was a speaker at the National Farm Viability Conference where she teamed up with Amara Dunn (New York State Integrated Pest Management) and Yolanda Gonzalez (Harvest New York). They shared tips, tricks, and theory for making adult learning more inclusive and active! Their presentation was very well received by the national audience.*

Amy has been working with educators across the state to spearhead the CCE Flocks Talks program, which educates poultry owners about important issues related to poultry via free online webinars. They've had over 50 participants learn about key poultry management topics.



## SWNY Shearing School Success!

20 small ruminant producers were able to attend a one-day training dedicated to proper shearing of sheep for better fleece quality, improved production, and increased profitability. We were grateful to the Kron family of Erie County for hosting and sharing their expertise during this event. Participants appreciated the affordable access to a training like this, and the chance to have hands-on practice with guidance! A mixture of in-class topics, which included marketing and animal welfare, supplemented the afternoon's on-farm trainings. This focus on fiber production has helped to fill a historical lack of this type of education for sheep producers.

Katelyn's Farm Business Foundations series brought 5 webinars to 62 participants providing direct support to beginning and diversifying farmers with tools for business planning, risk management, and marketing. A quote from one of our participants:

*"Thanks for the great presentations/vids, examples, personal stories, and bringing it all into real life and scenarios accessible to many individuals. I always learn something new from your work and appreciate all that you and the team do!"*