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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
January - March 2022

Highly Pathogenic Avian Influenza (HPAI)

Avian Influenza is a highly contagious poultry virus that has the potential to cause large financial losses to the US poultry industry. Amy Barkley has partnered with Nancy Glazier to lead state-wide communication efforts on Highly Pathogenic Avian Influenza (HPAI) as part of Cornell's Extension Disaster Education Network (Cornell-EDEN) response. This effort has reached numerous producers, farm businesses, farm service providers, and the general public across the state through webinars, media

interviews, and the creation of original CCE resources.



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SWNY Virtual Field Crops Congress

SWNY (Virtual) Field Crops Congress

Leveraging the resources and experts from the CCE Regional Teams system, and our innovative campus leaders, SWNYDLFC was able to offer a virtual Field Crops Congress. This event boasted 8 lunchtime sessions on topics related to pest control, weed management, forage production, economic considerations, soil health and fertility, challenges for the 2022 season, and more. We offered 8 DEC Credits and 11.5 CEU's which are critical to the Field Crops Industry. By partnering with our local CCE offices, and offering one-on-one technical support when needed, we were sure to reach our farms that lacked stable internet access while providing convenience for those who would have normally had to take an entire day off the farm to travel for pesticide credit bearing educational programs. We had over 50 farmers from our region participate in one or more of the presentations with overwhelmingly positive feedback.

633

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

4,325

Event and program direct
participants who've attended
one of our 27 events/
collaborations or have received
our direct email/mail updates.

155

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.*



We continue to provide high quality research based information to our expanding database of 1000+ farmers via mailed monthly newsletter (Crops, Cows, & Critters), emailed Weekly Update, daily social media posts, and a growing YouTube Channel.

Camila Lage was invited to participate in a round table about automatic milking systems in Texas for the High Plains Conference. This is a producer-oriented conference and 1 in 5 attendees were owners/managers and employees from area dairies. The organizers estimated that the number of cows represented appears to have topped .5M dairy cows.



Programming and Presentations

- CCE Farmer Tax School: Tax Management for Beginning and Small Farms (1/18)
- CCE Farmer Tax School: Farm Specific Tax Code Benefits (1/25)
- CCE Annie's Project: Know Your Numbers, Know Your Options (1/25 - 2/22)
- CCE Flock Talks: Producing Processing, and Packing Eggs for Sale (1/26)
- GVPA Annual Meeting (1/27)
- Dairy Nutrition Presentation for Vet Science (2/2)
- HPAI Forum - Speaker for the Institute for Animal Happiness (3/3)
- ANSC 1105 Career in Animal Science Presentation (3/4)
- CCE Flock Talk: HPAI in NYS (3/7)
- Navigating, Valuing, and Negotiating Land Leases (3/10)
- Getting the Best Bang for your Fertilizer Buck (3/11)
- Keeping Hay Fields Productive (3/17)
- Corn Nematode Survey Results & Weed Management in Hay (3/18)
- Region 4 Beef Producers Meeting: Cost of Production (3/19)
- Farm Financial Peer Learning Circle #1: Are my Finances in Order? (3/22)
- Factors Influencing Forage Digestibility and Feed Quality (3/24)
- Field Crop Disease Update and Soybean Cyst Nematode (3/25)
- Herbicide Resistant Weeds and Seed Corn Maggot (3/31)



CCE Farmer Tax School - An Overwhelming Success

The CCE Farmer Tax School Series was an incredible success - with 4 courses, 6 webinars, 8 instructors, and 430 participants - this statewide, cooperative model will continue to lead Farm Business Management efforts forward in the spirit of virtual programming. Katelyn Walley-Stoll assisted with teaching and program oversight along with her Extension Farm Business Management Specialists and Educator colleagues to offer a series of educational courses designed to inform and empower farm managers to better understand their tax obligations, management strategies, and improve farm profitability. From October 2021 - January 2022, four topics specific topics were presented virtually that included: Income Tax Planning for Farms that File a Schedule F, Farm Financial Records for Decision Making and Tax Management, Tax Management for Beginning and Small Farm Businesses, and Farm Specific Tax Code Benefits. Each course included a robust curriculum, analysis and discussion of real-life examples, supporting resources, and ample time for interactive question and answer sessions. More than 400 farm business owners and managers from across New York State participated in the program and gained knowledge and skills to improve their farm's tax management.



Amy helped organize the morning session of the 2022 GVPA (Genesee Valley Produce Auction) winter meeting, which drew in a large crowd from both the English and Plain Communities. This effort was shared with Lynn Bliven, who helped brainstorm topics and was one of our presenters, and Elizabeth Buck, who provided support with organization and insight into this established meeting.



Katelyn participated and facilitated a pilot program in NYS as part of the National Annie's Project initiative - Know Your Numbers, Know Your Options. This was new, in depth curriculum designed to help farm women improve their financial literacy and communication skills to make sound decisions on the farm.

Research, Grants, and Contract Supported Programming Update

Project Timeline	Sponsor	Project Title and Description
February 2022 - August 2022	Cornell Small Farm's Program for Veterans, FarmOps	Expanding Pathways for Veterans into Agricultural Careers in New York State: Developing instructional videos and seminar style presentations for NY & NJ Veterans and their families to build upon their farming skills (\$9,500).
April 2022 - September 2023	New York Farm Viability Institute	Surveying NY Farm Cash Rental Rates and Custom Service Fees to Improve Bargaining, Budgeting, and Profitability: Finding price ranges and averages for land rental rates and custom harvest activities to provide valuable resources and decision making tools to dairy, livestock, and crop producers (\$65,831).
April 2022 - September 2023	Northeast Extension Risk Management Education	Fostering Regionalized Crop Insurance and Risk Management Education for NY Farmers through Cornell Cooperative Extension: Developing presentations, articles, trainings, and resources on the five main areas of focus for farm risk management, including federally administered insurance (\$98,091).
March 2022 - February 2025	Northeast Sustainable Agriculture Research and Education	Optimizing the Economic Return of Pasture-Raised Slow-Growth and Conventional Broilers: Researching and developing enterprise budgets and resources for small, independent, local producers of slow growth and conventional pasture-raised broil chickens to evaluate incomes, costs of production, and production strategies (\$175,000).
November 2021 - October 2022	NY Farmland for a New Generation, American Farmland Trust	SWNYDLFC Regional Navigator & Resource Development for American Farmland Trust: Assisting farmers with land transfer inquiries and connections, webinars and trainings, and educational videos (\$20,514).
September 2021 - July 2022	Cornell Small Farms Program's Equitable Farm Futures Initiative	Farm Financial Peer Learning Circles: Help farmers build financial literacy through small, peer led groups with intensive individual support and guidance and an online curriculum (\$7,200+).
May 2022 - October 2022	USDA-NIFA Hatch Funding	Effects of feed-through insecticide and dewormers on dung beetle diversity in beef and dairy Pastures Across NYS: Collecting manure samples on two farms as part of a statewide effort to monitor dung beetle populations (\$3,530).
April 2022 - September 2023	New York Farm Viability Institute	Precision Feed Management: Grass-Fed Beef Cattle: Work within our region to monitor and improve pasture and stored forage quality to positively affect daily gains, days-to-harvest, and feed cost per pound of gain (\$6,294).
January 2022 - December 2022	Cornell PRO-DAIRY	Dairy Market Watch, An Educational Newsletter to Keep Dairy Producers Informed of Changing Market Factors: Published monthly to reflect changing dairy markets and shared across the state (\$1,600).
Ongoing	Cornell PRO-DAIRY	Dairy Advancement Program Fund Facilitation: Connecting dairy producers with DAP funds for business planning, record keeping, facility design, and more (\$2,000+).
Ongoing	Program Generated Funds	Newsletter Advertisements, Program Sponsorships, and Registration Fees: SWNYDLFC program generated funding to help off-set event fees and newsletter fees. Consideration will always be given for offering scholarships to those who need it at our events (\$3,000+).