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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 Cornell Cooperative Extension
Associations of Allegany, Cattaraugus,
Chautauqua, Erie, and
Steuben counties.



2022 Annual Report October 2021 - September 2022



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.

Our Year of Programming in Review!

By Katelyn Walley-Stoll, Team Leader

It's incredible to believe that our program celebrated our third year this summer. What began with two specialists, massive amounts of collaboration, and (literal) sweat and tears - has grown into an overwhelmingly successful regional team. We're continually grateful for our farmer and agribusiness partners and contacts who support our efforts and help identify the regional needs of our dairy, livestock, and field crops producers. Our team of four specialists is dedicated to bringing low-cost, high-quality, research-based programming and resources to our five county region. As you'll see throughout this annual report, there have been several successes over the past year in spite of continuing pandemic and economic related challenges. We continue to grow, reach new farm audiences, and build our research and outreach capacity.



One of my favorite moments from this past year has been hiring our new Field Crop Specialist, Katelyn Miller. Katelyn brings real-life experiences and connections within our region and is looking forward to next summer's growing season. She has impressively hit the ground running so far and I can't wait to see what comes next!

Another exciting announcement is that Camila Lage, our Dairy Management Specialist, will be increasing our program's outreach to grazing dairies by partnering with the Dairy Grazing Apprenticeship program. You can read more about that partnership in the pages ahead. Camila (well - Dr. Camila Lage to be exact!) brings high level expertise to farms in a way that's easy to connect and understand. I'm so grateful that she's part of our team!

Amy Barkley, our team's Livestock Specialist, continues to be a leader across the state as we battle another round of Highly Pathogenic Avian Influenza. She's spent sleepless nights connecting with news outlets, developing outreach materials, and coordinating statewide awareness campaigns to help our poultry producers implement biosecurity protocols. I truly believe that her efforts have been a large reason why our region has seen lower rates of cases and am thankful for her sure handed response!

I also would like to recognize our fearless Administrative Assistant, Kelly Bourne. Kelly works for CCE-Allegany and helps our team out on a part time basis. She's the glue that keeps us together and is the person you can call to get pointed in the right direction! We appreciate her leadership and willingness to help out whenever and however it's needed.

I've been busy helping farms make business decisions that also reflect their holistic farm and personal goals. This looks like kitchen table business planning, text message coaching, and plain language guidance that's friendly and compassionate. We've seen a flurry of grant opportunities for farms that require quick reflection and application development, for which I've been grateful to have the chance to support how I can throughout the process!

At the team impact level, you'll see just how many individual consultations we've had, and the truly wonderful success stories, in the coming pages. 2023 is shaping up to be another exciting year as we expand our in-person events, continue to add research projects and efforts, and offer easily accessible virtual programming. If you're interested in serving on our team's advisory committee to help support our programming and identify areas of need, please don't hesitate to give me a call!



I'd be remiss if I didn't take the time to thank and celebrate the support of our region's Executive Directors that we get the opportunity to work with. Thank you Laura Hunsberger of CCE Allegany County, Dick Rivers of CCE Cattaraugus County, Emily Reynolds of CCE Chautauqua County, Diane Held of CCE Erie County, and Tess McKinley of CCE Steuben County. Additionally, our region is lucky to have such dedicated county association based educators who really provide outstanding services to our farmers - Cristian Acosta (Allegany), Sharon Bachman (Erie), Lynn Bliven (Allegany), Lisa Kempisty (Chautauqua), Kathleen McCormick (Erie), Shannon Rinow (Cattaraugus/Chautauqua), Cassandra Skal (Chautauqua), Susan Walker (Steuben), and John Whitney (Erie).

Thank you for taking the time to learn more about our program and our 2022 successes. Best wishes for a safe and successful 2023!

Go Bills,

Katelyn Walley-Stoll

Field Crops and Forage

Katelyn Miller

Katelyn Miller and Amy Barkley worked with Elizabeth Buck of the Cornell Vegetable Program to host a Cover Crop Field Day in Orchard Park at the Providence Farm Collective. With the help of Erie County Soil & Water and the staff at PFC, demonstration plots of sorghum-sudan, buckwheat, and teff were planted with a no-till drill to evaluate their suitability for short-term use in vegetable or vegetable-small ruminant settings. Those in attendance were able to see Erie County's S&W drill and hear about their lending program, learn about resources available from NRCS and various incentives for cover cropping, and had the ability to network with various seed



dealers, industry

professionals, as well as each other. This demonstration provided insight into each crops' ability to scavenge nutrients, suppress weeds and showcase drought tolerance, as well as create resources from crop samples which provided forage quality insight for livestock operations, and establishment BMPs for each crop, all of which will be a valuable grower resource. Currently, there is limited research surrounding these crops in both the vegetable and small ruminant industry allowing this field day to open the door for future research and connect individuals through great thought and conversation.



Katelyn grew up on a small dairy farm in Chautauqua County, and earned her Bachelor's Degree in Agricultural Entrepreneurship at Alfred State College. During her schooling, she completed an internship at Western New York Crop Management Association as a summer crop scout, focusing on corn, soybeans and alfalfa production. She scouted crop populations for disease and pest presence along with weed identification. Katelyn resides in Cherry Creek, NY on her family's dairy farm where in her free time, she assists with milking, calf and heifer management along with helping build the farm for the future generation through the addition of robots. Katelyn will be working on programming related to pest and disease management, nutrient management, grain production, variety selection and soil analyses.



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.

Farmer Quote: "It's great to have a close connection to campus research as well as local scouting and in-season updates. I like to read Katelyn's articles because I can actually understand them and they're more relevant to our operation than the national publications. Keep up the good work and keep those winter webinars!"

Dairy Management

Camila Lage

In June of 2022, Camila Lage, in partnership with Lisa Kempisty (CCE Chautauqua), hosted a "Robotic Farm Tour" at Frontier Brook Farm that drew 45 people from across SWNY, including farmers from Steuben, Chautauqua, Cattaraugus, and Erie Counties. On this tour, farmers that adopted or are thinking about adopting AMS had an opportunity to tour the farm, talk to their peers about the new technology, interact with stakeholders and socialize over lunch.



WEBINAR: Opportunities and pitfalls of managing and feeding cows in automatic milking systems

55 Não listado

110 visualizações • 20 de abr. de 2022

4 NÃO GOSTEI COMPARTILHAR DOWNLOAD CLIPE SALVAR ...

Camila, in partnership with MSU Dairy Extension Educator, Victor Malacco, organized a webinar on the opportunities and pitfalls of managing and feeding cows on automatic milking systems, aiming to bring to our audience the newest high-quality information delivered by researchers working with nutrition, management, and milk quality for dairy cows in AMS. We had 168 registrants for our webinar, and more than half attended live. The webinar was recorded, the link was shared with registrants and on our extension channels, and it has been viewed 284 times. Because of the excellent feedback from farmers and stakeholders after the webinar, we decided to turn it into a series and organize two more webinars on automated milking systems in August and December of 2022.

Camila partnered with DGA as educator coordinator to deliver high-quality work-based training and programming in managed-grazing dairy production in SWNY. DGA is a non-profit organization that partners with established grazing dairy farmers' universities, community-based organizations, and other stakeholders to facilitate formal apprenticeship between farmers and employees and deliver educational resources and training to the next generation of Dairy Graziers.



Cornell CALS Dairy Foods Extension Cornell Cooperative Extension Southwest NY Dairy, Livestock and Field Crops Program

ON-FARM DAIRY PROCESSING

free online series

Three webinars for dairy producers interested in diversifying or vertically integrating their business.

SPEAKERS INCLUDE:

- Anika Zuber Gianforte, Dairy Processing & Marketing Specialist
- Robert Ralyea, Senior Extension Associate
- Kimberly Bukowski, Extension Associate
- Katelyn Walley-Stoll, Farm Business Management Specialist
- Camila Lage, Dairy Management Specialist

SESSIONS:

- MAY 25** Wednesday, 6-7 pm
Session 1: Fitting On-Farm Dairy Processing into your Business to Improve Profitability
- JUNE 1** Wednesday, 6-7 pm
Session 2: Considerations for Designing your Processing Facility for Quality Production
- JUNE 8** Wednesday, 6-7 pm
Session 3: Managing the "Red Tape" for Efficient and Sustainable Value-Added Dairy

REGISTRATION
is FREE but required for this event:
tinyurl.com/onfarmdairy22, scan the QR code, or contact Camila Lage
607-422-6788 / cd546@cornell.edu

Scan me!

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USDA National Institute of Food and Agriculture U.S. DEPARTMENT OF AGRICULTURE

NORTHEAST EXTENSION RISK MANAGEMENT EDUCATION

Camila Lage and Katelyn Walley-Stoll, along with Cornell University Food Science experts, offered a webinar series for dairy producers interested in diversifying or vertically integrating their business. The On-farm dairy processing FREE online series was a 3-part webinar series that aimed to discuss: Business Planning and Marketing, Processing and Milk Quality, and Marketing and Audits. The sessions were offered live and had a great turnout with 80 registrants. The link with the recordings was also sent to registrants.

Farmer Quote: "I appreciate having extra expertise and support to help with our Robotic milking system. Camila has research and real-life experience, but still values my own experience. It was great to learn and get together in person [at Frontier Brook's Farm Tour]. It's been so long since we've been together! I would like to come to more events like this and attend her webinars."

Livestock and Beginning Farms

Amy Barkley

Amy 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. These resources have also been picked up and shared through our amazing team of CCE educators at the county level.

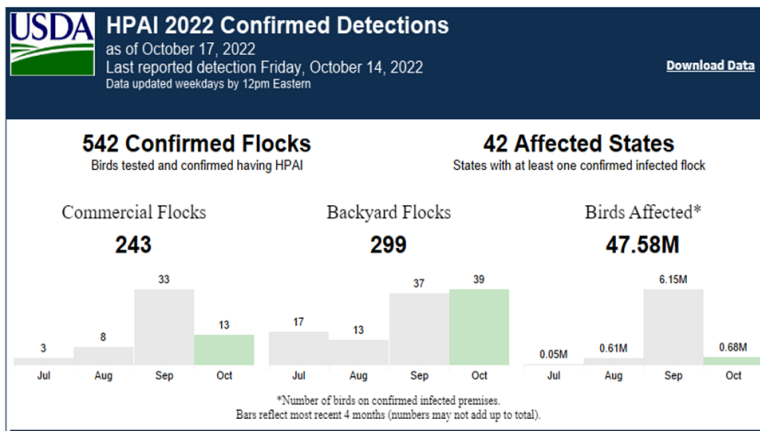
One outreach item of note was the March 7th webinar co-hosted by Ag and Markets and CCE on the current outbreaks of Highly Pathogenic Avian Influenza, the threat it posed to NYS poultry production, and how we can protect our birds and stop the spread. This event was targeted towards small production flocks as well as backyard/hobby flocks. The program saw 546 registrants from across the state, with 330 individuals joining live and 160 watching the recording. Over 200 questions came in during the webinar and through the post-webinar survey that were answered by Amy, Nancy, and other specialists across the state. While the threat of the outbreak has not passed and is likely to continue through next spring, Amy is working with the DART Team and Nancy Glazier to provide webinars, press release, and resources to help keep our state's poultry populations safe.



In November of 2021 and April of 2022, Amy partnered with Lisa Kempisty at CCE Chautauqua to host two workshops on meat processing and marketing options. These workshops came at a critical time, where USDA and Custom Exempt slaughter slots were even more difficult to come by than they are today, with abattoirs having waitlists that were tens of farms long and slots filling up a year in advance. The workshops provided education to 26 farmers and were filled with practical questions and discussion that focused on getting animals to slaughter in a timely manner and how to legally market meats that were processed using the various options available.

A year after that first workshop, we were excited to learn that one of the Chautauqua County farmers who attended the training used the resources provided to take the plunge and build a 20C kitchen strictly for the purpose of processing livestock. The farmer connected with our statewide NYS Ag and Markets contact, Cory Skier, to design the facility, which allows them to bring in USDA inspected carcasses from their local processor to cut and wrap on site and sell directly to customers. The kitchen and dedicated farmer are now able to provide a desperately needed service to their community, while also getting the peace of mind that they will always be able to get their animals processed in a timely manner. This facility is one of the first of its kind in the region, and we're really excited to see what the future holds for this farmer and others who decide to move forward with building these kinds of facilities.

Farmer Quote: "[Amy is] very smart and intuitive. I could partially articulate a question and she would already understand, not only the question but why I was asking... Amy is insightful, energetic, smart, capable with a thirst for knowledge and a desire to help people. You're lucky to have her on staff. I'm lucky to have her available to help."



Hybrid Option to Sell Individual Cuts

- USDA Slaughter
 - "Kill and Chill"
- Process in 20C kitchen with a 20C license

This is the only way to process outside of USDA requirements and sell individual cuts or further processed products

https://vod.video.cornell.edu/media/Meat+Cutting+in+a+Commercial+Kitchen++20-C+licenses+and+Selling+Cuts+of+Meat+from+Your+Farm/1_uuj7rw9t

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NYS Livestock Processor Map



<https://www.ccelivestock.com/livestock-processors-in-ny-state>

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Farm Business Management

Katelyn Walley-Stoll

The Dairy Advancement Program, funded by the NYS Department of Agriculture and Markets and the NYS Department of Environmental Conservation, is coordinated through Cornell PRO-DAIRY and delivered to farms in partnership with Cornell Cooperative Extension. Team specialists have worked with several farms over the past few months to bring these critical funds to farms. These funds have been used to prepare a farm succession plan, evaluate a new business venture, implement an electronic financial recordkeeping system, update farm Comprehensive Nutrient Management Plans, and more!



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.

Cornell Cooperative Extension
Southwest NY Dairy, Livestock and Field Crops Program

Farmland for a New Generation
NEW YORK STATE

FREE WEBINAR FOR FARMERS & LANDOWNERS

NAVIGATING, VALUING, AND NEGOTIATING LAND LEASES

As the cost of owning land rises, and farm profitability tightens, now's the time to evaluate the role that leased and rented land plays on our local farms - and our bottom lines. Join Farm Business Management Specialist, Katelyn Walley-Stoll, to learn more about the considerations and resources that are available for evaluating and executing your land lease options. Topics of discussion include written lease agreements, determining "fair" rental rates, and communication strategies.

Land rental rates, creating lease agreements, and deciding if lease ground is worth cultivating are a bucket of topics that come across Katelyn's desk often. Katelyn hosted and spoke at several webinars about the topic and is spearheading a state-wide effort to determine average rental rates and custom harvest fees. This information will be invaluable and enable farms to make accurate decisions for their farming operations to improve profitability and resiliency.

In July of 2022, Katelyn Walley-Stoll attended the National Association of Agricultural County Agents Professional Improvement Conference and Annual Meeting in West Palm Beach, Florida. AM/PIC brings together hundreds of extension professionals working within agriculture for farm and industry tours, hardy trainings, professional improvement seminars, and award celebrations. While there, Katelyn received two communication and program development awards for her work on the CCE Farmer Tax School series and her monthly Dairy Market Watch publication.



Farmer Quote: "Katelyn has helped our family through a difficult time, financially and emotionally. I appreciate that she is just a text away and takes the time to connect with us before diving into the tough stuff. She is passionate about family farms and doesn't try to sound like an 'expert' even though she is, in our eyes. I'm glad our small corner of the world includes her".

Research, Grants, and Contract Supported Programming Update

Project Timeline	Sponsor	Project Title and Description
February 2022 to 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 to 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 to 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 to 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 broilers (\$175,000).
November 2021 to November 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 to 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 to 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 to 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 to 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).

Crops, Cows, and Critters Sponsorship

Our monthly newsletter reaches over 725 farms and households via paper mailing and email updates. We're grateful for our industry sponsors who help support our program by sponsoring the newsletter!

Darleen Krisher-Meehan
Country Crossroads Feed and Seed

Don Wild
Wild Acres Family Farm

Curtis T. Corkey
Principal Financial Services

Matt Budine
Progressive Dairy Solutions, Inc.

Robert Church & Whitney Davis
Finger Lakes Dairy Service, Inc.

Joe Foster
Laing-Gro

Sanne Takman
Premier Select Sires/CowManager

Patrick Coates
Farm Credit East

Cliff Love
Nutrien

Mark Einink
Cows Come First

Curtis T. Corkey
Principal Financial Services

Ayshea Heckman
Ernst Seeds

Ben Scott
Advanced Dairy Services



Connect with our Team!

Cornell Cooperative Extension's Southwest New York Dairy, Livestock, and Field Crops Program provides free workshops, trainings, individual consultations, email and mailed newsletters, and research-based resources and information.



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Farm Financial Analysis and Industry Benchmarking
Farm Specific Business Planning
Risk Management
Production Economics
Market Analysis
SWNYDLFC Leadership and Networking



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Beef, Sheep, Goat, and Poultry Production
Product Marketing
Meat Safety and Quality
Livestock Pasture and Grazing Support
Beginning Farmer Guidance
Livestock Health and Welfare



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Calf and Heifer Management
Dairy Records Analysis
Herd Health and Troubleshooting
Dairy Cattle Pasture and Grazing Support
Animal Nutrition and Reproductive Management
Automated Milking Systems and Farm Technology



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Soil, Water, and Nutrient Management
Forage and Grain Production
Variety Selection
Soil Analysis and Fertility Recommendations
Pest and Disease Management
Field Trials and Troubleshooting

**2022
BY THE
NUMBERS**

1,480

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

4,821

Event and program direct
participants who've attended
one of our 65 events/
collaborations or have received
our direct email/mail updates.

473

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