



A partnership between Cornell University and CCE Associations in these nine counties: Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne and Wyoming.

QUARTERLY HIGHLIGHTS

January - March 2023

Calving Workshops Give Participants the “Real Feel”

Kaitlyn Lutz

Learning how and when to properly assist with a calving is a difficult task. In part, this is because each calving progresses differently and all the work that is done inside of the birth canal is done blindly. Furthermore, many new dairy employees are included in the calving team since this is a job that needs coverage around the clock.

The CCE NWNy Team in collaboration with PRO-Dairy brought a unique experience to our region to give dairy caretakers the opportunity to improve their knowledge and skills in this important area. Dr. Rob Lynch, Cornell PRO-Dairy, provided a newly acquired life-sized birthing model, which was the centerpiece of the workshop series. Two workshops were held in Genesee and Seneca counties, with 26 participants from 6 counties attending. These employees represent 9 farms and approximately 15,000 cows. The workshop attendance was limited to provide for more hands-on instruction with each participant and both workshops were presented in English and Spanish.



Participants learned the stages of labor, when to intervene with the birthing process, the appropriate use of calving tools, how to safely correct common mal-positions, and immediate post-calving care for the cow and calf. Participants noted that they particularly enjoyed practicing with the model and hearing the birthing process thoroughly explained. Due to overwhelming demand for this workshop, a third workshop will be held in Wyoming County on May 3rd, 2023. The calving model is also available for other educators across the state, including veterinary practices.

Advocacy Training Prepared Participants for Public Speaking

Nancy Glazier

After discussion with a panelist at last year's Dairy Day, the NWNy Team organized an Ag Advocacy Academy with assistance from the NY Beef Council. The panelist stated she needed more training and practice with public speaking. Chandler Mulvaney, Director of Grassroots Advocacy and Spokesperson Development with the National Cattlemen's Beef Association led the Ontario County training for 24 participants, targeting beef and dairy producers. Some newer CCE educators and specialists attended.

The afternoon-long session built off the online advocacy training, Masters of Beef Advocacy, that was recommended to be completed prior to the in-person training. Time was spent on messaging and developing your 'elevator pitch', a short introduction with what you do. The importance of keeping comments positive to all facets of agriculture was stressed.

Pairing exercises matched up participants with someone they did not know. Lunch and breaks gave participants additional time to meet like-minded individuals. The training concluded with mock interviews with some of the braver participants. They all did excellent jobs.

Feedback from the evaluations were very positive with suggestions for additional training with social media outreach.



Corn, Soybean & Small Grain Winter Congresses Back In-Person

Mike Stanyard

It was so nice to be back in-person after two years of virtual programming. The Corn Congresses (Jan. 5 & 6) and Soybean & Small Grains Congresses (Feb. 15 & 16) were held back in their normal west and east locations of Batavia on day 1 and Waterloo on day 2. This enables growers and ag industry representatives from our nine partner counties to reasonably reach one of our meetings. These winter congresses are the largest commodity specific programs for corn, soybean and wheat in NY.

This year's programs looked at addressing new pest issues and providing potential crop management options for growers to continue to succeed in 2023. We had specialists from Michigan State, Ontario Ministry of Agriculture, and the Miner Institute along with Cornell faculty and regional CCE specialists. Forty different industry sponsors set up booths to support our programs and educate growers about their new products.



Almost 750 participants attended the four congresses. Participants learned valuable information on reducing spray drift, herbicide resistance, and controlling new diseases and below ground pests. There was also some new and interesting topics such as biologicals, Biochar and digital agronomy. Everyone praised the interaction with friends and farmers they hadn't seen in years and visiting the exhibitor booths. Many needed their DEC pesticide applicator credits that were hard to get during COVID. We were also able to introduce the new Cornell weed scientist and honor two retiring faculty who have been tremendous contributors to our programs for 40 years.

Northwest NY Region Dairy Farm Business Summary (DFBS) Cooperators, a Significant Source of Economic Activity in 2022

John Hanchar

Through the first quarter of 2023, applying financial management skills, owners of 35 dairy farm businesses from the region cooperated with regional specialists, PRO-DAIRY staff, and agribusiness consultants to complete DFBS's for 2022. Cooperators learned about the strengths and weaknesses of their businesses using

- their farm's summary and analysis results
- DFBS data for the Northwest NY region as a whole, and
- DFBS data for a group of most profitable businesses by size using the DFBS Program's Two Page Comparison Report

Research studies conclude that producers using DFBS with analysis achieve greater levels of profit compared to producers that do not. Greater profitability contributes to enhanced economic viability, increasing the likelihood that businesses

- achieve financial objectives
- have the capacity to invest in replacement and, or expansion assets
- are able to maintain and, or increase employment levels

Estimates using DFBS results suggest that the 35 cooperating businesses from the region invested a total of about \$25.5 million in land, buildings and improvements in 2022, and a total of \$28.4 million in machinery and equipment. Estimates suggest that the 35 farms employed a total of about 708 worker equivalents, excluding operators, where an equivalent represents 230 hours worked per month for 12 months. The farms generated a total of about \$337 million in farm receipts from milk, cattle, crops and other revenue producing sources

