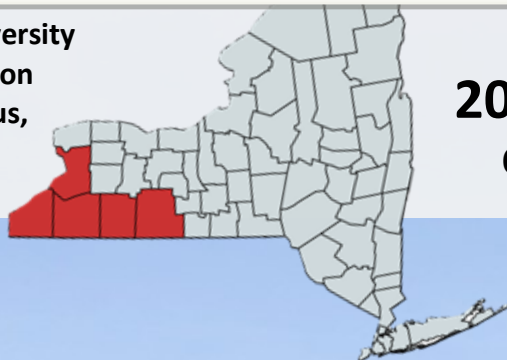


A partnership between Cornell University and the Cornell Cooperative Extension Associations of Allegany, Cattaraugus, Chautauqua, Erie, and Steuben counties.



## 2024 4th Quarter Report October 2024 - December 2024



**4th  
QUARTER  
2024  
BY THE  
NUMBERS**

**282**

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

**1,651**

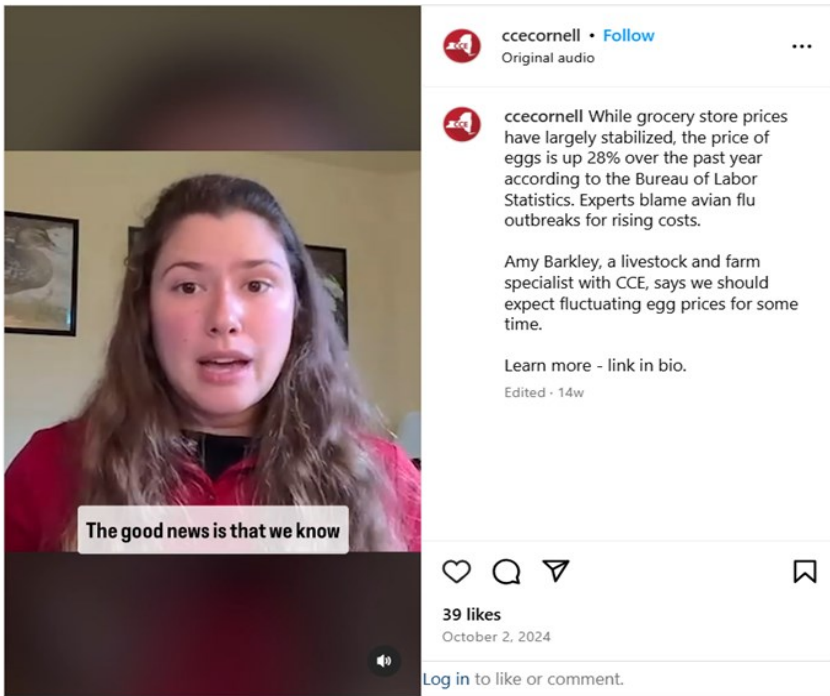
Event and program direct participants who've attended one of our 16 events & collaborations or have received our direct email/mail updates.

**88**

Website submissions, press releases, interviews, and Facebook posts providing timely information to a large audience of more than 20,000 indirects.



## HPAI Subject Matter Shared State-Wide



Through continued work as the statewide HPAI Subject Matter Expert on the CCE EDEN/DART team, Amy Barkley has been working to help the public understand how the outbreak is impacting the prices of eggs and poultry meat in the supermarket. 2024 was a bad year for HPAI, especially laying hens, resulting in the depopulation of over 10% of the nation's laying flock. Egg prices have skyrocketed as a result, and CCE continues to share information to media outlets across the state.

## Welcome Katie!

We're excited to welcome Katie Callero as our team's Dairy Management Specialist. Katie will be working on programming related to herd health, milk quality, calf care, nutrition, grazing, and more. You can reach Katie by calling 607-422-6788 or emailing [krc85@cornell.edu](mailto:krc85@cornell.edu).



Katie Callero's journey into the world of animal science began with her early fascination with animals as a child. Katie then pursued higher education at Cornell University, where she earned a Bachelor of Science degree with a major in Animal Science and a minor in Infectious Disease Biology, graduating with the distinction of cum laude. After graduation, Katie worked as a lab manager for a dairy cow research lab housed in Cornell's vet school that focuses on transition cows. This experience sparked her interest in the world of research, and she decided to return to Cornell University to pursue her Master's of Science. Her thesis was focused on the behavior and welfare of cows and calves in relation to separation.

Katie is eager to connect with local producers and learn about their needs. She will be spending her first few months on the team visiting our region's farms and agribusinesses to learn more about the successes and needs, and how she might be able to help. She has been an incredible asset to the team already and will be another resource for the farmers in our region!

## Crop Symposium

The Steuben County Crop Symposium provided research-based information to stakeholders, industry representatives, farmer and experts. The event brought together more than 20 people to discuss key agricultural topics, such as land rent pricing, integrated pest management, corn diseases, weed control, and hay stand productivity. Overall, the event facilitated valuable knowledge sharing and professional development within the local agricultural community. Great job, Katelyn Miller!



## Redesigned Farm Marketing Curriculum Delivers for NYS Veterans

In continuation of our partnership with Cornell Small Farm Program's Veteran Education Initiative, Farm Ops, Katelyn Walley worked to overhaul and redesign curriculum for more effective education. A seven week, virtual cohort was constructed to cover all of the important content related to creating a marketing plan for a farm business. Topics included defining a target customer, and the 4 P's (Price, Place, Promotion, and Product). Participants who completed the cohort and provided valuable redesign feedback are now working to implement their marketing plans utilizing mini-grant funds.

# Allegany County Highlights from SWNYDLFC

We often receive questions about soil samples from farmers all across the region and Allegany County, particularly regarding how to interpret the results. To address this common concern, Katelyn Miller wrote an article explaining what different values in a soil test report mean and how they can guide decisions on soil management. This resource aims to help farmers better understand their soil and make informed choices for improving crop productivity.



Farmers in Allegany County received one-on-one assistance in the areas of meat and egg pricing and marketing in an effort to bring quality, safe, compliantly labeled products to local markets. This provides valuable, farm-specific information to improve food safety, marketing, and long-term profitability.

SWNYDLFC has been working with an Allegany Dairy Farm as they continue a grant project with the Northeast Dairy

**Soils Analysis Report**  
with Agro-One Nutrient Guidelines  
generated by Cornell University

Dairy One  
730 Warren Road  
Belmont, NY 14803  
Phone: (800) 544-2017  
Fax: (800) 521-1392  
www.dairyone.com

Lab Sample ID: A  
Field Location: A  
Date Sampled: A  
Date Tested: A  
Statement ID: A  
Description: A  
County: A  
Email/Phone: A

Element	Symbol	Very Low	Low	Medium	High	Very High
Phosphorus (P)	4	0.00	0.00	0.00	0.00	0.00
Potassium (K)	100	0.00	0.00	0.00	0.00	0.00
Calcium (Ca)	1000	0.00	0.00	0.00	0.00	0.00
Magnesium (Mg)	100	0.00	0.00	0.00	0.00	0.00

Element	Value	Element	Value	Element	Value
pH	6.4	Manganese (Mn)	100	% OM	6.4
EC (µmhos/cm)	100	Zinc (Zn)	100		
EC (µmhos/cm)	100	Sulfur (S)	100		

8 Comments: Improve yield and plant quality as well as protect the environment with proper fertilization.

9 Nutrient recommendations provided by Cornell University. For assistance interpreting your report, contact your local Cooperative Extension Office at 1-800-544-2017 or <http://www.cornell.edu/soil/>. See for a complete list of Cornell Cooperative Extension Offices.

10 These are general comments. Always consult with your crop advisor for recommendations specific to your farm.

111. Lime rate is for 100% ENEC. To calculate actual rate, rate to use = recommended rate/NEC of lime source x 100.

112. This calculator tool calculates the amount of lime needed. Consult your advisor.

113. Excess lime rate for topsoiling and/or tillage only. 3. Excess lime rate for 3 years or before plowing.

Page 1 of 1 <http://www.cornell.edu/soil/> or <http://www.dairyone.com> for information.

Business Innovation Center. Staff met with the farm to discuss grant progress, implementation findings, and an educational effort to showcase the farm's work and share their findings from working through the grant application process.

## Cornell Cooperative Extension of Allegany County Agriculture Staff

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# Cattaraugus County Highlights from SWNYDLFC

Farm diversification is an exciting way to increase farm sustainability and profitability when implemented correctly to achieve farm goals. SWNYDLFC partnered with CCE-Cattaraugus to present "Does Money Grow On Trees? Maple, Mushrooms, and Business" alongside Cornell University staff to discuss the financial implications of farm diversification.

SWNYDLFC continues to work with a wide range of grass-based farmers on pasture management and developing a rotational grazing program design. This includes individualized consultations through phone calls, emails, and site visits.



Hay production is incredibly important to our region's farmers, and I've recently started working with one to help conduct soil tests, interpret the results, and make informed management decisions. Our discussions have focused on nutrient and lime applications, re-seeding strategies, and improving yields.

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# Chautauqua County Highlights from SWNYDLFC



The SWNYDLFC team worked with Chautauqua County farmers to report snow damage from the Thanksgiving lake effect storm and provided connections to resources to assist them with recovery efforts.

Soil plays a crucial role in supporting plant growth and maintaining ecosystem health, making its condition vital for agricultural productivity. One of the key factors influencing soil quality is compaction, which can limit water infiltration, root expansion, and nutrient availability. By assessing soil compaction in one of the farm's pasture, we worked together to identify areas where these issues may hinder plant growth and pasture productivity.



“You can’t manage what you can’t measure” is a standard Farm Business Management tagline that is so important for farm businesses. SWNYDLFC assisted a Chautauqua County beef farmer with developing a farm specific record keeping process and program. This will allow the farm to collect financial data on a regular basis for analysis and improvement.

## Cornell Cooperative Extension of Chautauqua County Agriculture Staff

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# Erie County Highlights from SWNYDLFC

A new corn disease, known as corn stunt, was identified this fall in four New York counties, including Erie County. The identification of this disease was made possible through the strong working relationship between our region’s farmers, bringing together local and statewide experts to address the issue.



Over 125 farmers and ag service providers attended the 2025 Stockmanship and Stewardship event at the Erie County fairgrounds in October. This event brought in nationally renowned speakers who discussed topics including industry trends, the national BQA quality audit results, facility designs, and a live cattle low stress handling demonstration.

There are often regulation changes and requirements that are implemented quickly and quietly—causing anxiety and stress for farm business owners. One such requirement was for LLC businesses to file with the Department

of Treasury. Our team shared information to farms through emails, paper mailings, and in individual conversations about this change.

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# Steuben County Highlights from SWNYDLFC



In early October, the SWNYDLFC team paired with CCE Steuben, Steuben Co Soil and Water, and the Cornell Waste Management institute to bring a mortality composting training to SWNY. Fifteen farmers, butchers, and DOT employees joined the training, which included a hands-on compost pile management review at Bluegill Farms in Bath.

During November's Crop Symposium, Katelyn Miller shared information about Integrated Pest Management (IPM). This is a toolbox of strategies farmers can use to manage pests by combining biological, cultural, physical, and chemical tools in a way that minimizes economic, health, and environmental risks. SWNYDLFC provides IPM support to farms through educational efforts, individual consultations, and industry connections.

As part of the Crop Symposium, Farm Business Management Topics were discussed including calculating land rental rates and negotiating agreements with non-operating landowners. Many farms rely on rented properties for their farm business production. In Steuben County, this has been a particular challenge as more and more landowners look to solar leases as a prevailing source of income.



## Cornell Cooperative Extension of Steuben County Agriculture Staff

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## SWNYDLFC 4th Quarter Events & Funded Projects

- 10/2 - CCE & HPAI RoundTable, Zoom
- 10/2 - LEAF Biosecurity, Zoom
- 10/2 - Interacting with the 4 P's, Zoom
- 10/5 - Maple, Mushrooms, and Business, EVL
- 10/9 - Product Marketing, Zoom
- 10/3 - Composting Mortality Workshop, Bath
- 10/16 - Marketing Channel Assessment, Zoom
- 10/23 - Cost of Production, Zoom
- 10/25 - Stockmanship and Stewardship, Hamburg
- 10/30 - Promotional Efforts, Zoom
- 11/6 - Managing Marketing Grants, Zoom
- 11/14 - Crop Symposium, Bath
- 11/19 - Ag In Service, Ithaca
- 11/21 - Ag In Service, Ithaca

### Funded projects that were completed or worked on in this quarter:

- NESARE: Optimizing the Economic Return of Poultry
- VAAFM: Value-Added Dairy Production
- NYFVI: Precision Feed Management for Beef Cattle
- NERME: Mitigating Tar Spot in SWNY
- Neonicatoid Seed Treatment
- PRO-DAIRY: Dairy Market Watch
- PRO-DAIRY: Dairy Advancement Program
- FarmOps: Marketing Cohort
- PFC: Technical Assistance for Farmers
- NERME: Farmers Market Benchmarking Survey
- SARE: Ag Educator Bootcamp
- CSFP: BF102 Markets and Profits
- AFTRNG: Non-Operating Landowner Outreach

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# 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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Risk Management  
Production Economics  
Market Analysis  
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Beginning Farmer Guidance  
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Herd Health and Troubleshooting  
Dairy Cattle Pasture and Grazing Support  
Animal Nutrition and Reproductive Management  
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Pest and Disease Management  
Field Trials and Troubleshooting



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