

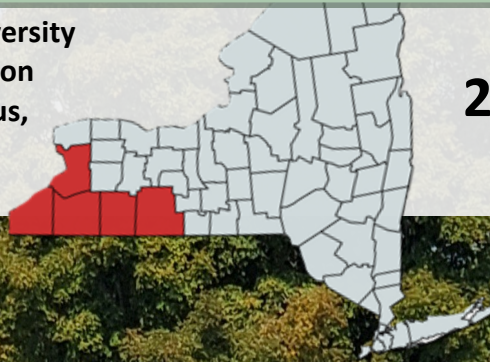
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# Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

[swnydlfc.cce.cornell.edu](mailto:swnydlfc.cce.cornell.edu)

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



## 2025 1st Quarter Report

January 2025 - March 2025



**1st  
QUARTER  
2025  
BY THE  
NUMBERS**

**560**

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

**608**

Event and program direct  
participants who've attended  
one of our 14 events/  
collaborations or have received  
our direct email/mail updates.

**83**

Website submissions, press  
releases, interviews, and  
Facebook posts providing timely  
information to a large audience  
of more than 88,316 indirects.

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## Transition Heifer Calf Workshop



The "Transition Heifer Calf Workshop" was a collaboration with Cornell's Pro-Dairy program to bring timely information on heifer management to our region's dairy producers. Thirteen different farmers from three different counties, Erie, Chautauqua, and Cattaraugus, gathered together for a full day, hands-on educational opportunity. In the morning, participants were able to discuss best practices in nutrition and inventory management. The afternoon was spent discussing calf health and vaccine protocols with a veterinarian and a hands-on practice evaluation of the host farm's facilities for their heifer calves with an engineer.

## Setting Your Farm Financial Resolutions

### SETTING YOUR FARM FINANCIAL RESOLUTIONS

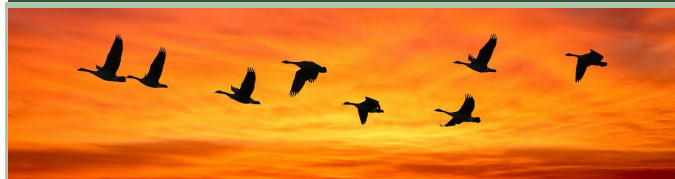
The start of a new year is the perfect time for farm businesses of all shapes and sizes to reset their financial management. Join this INTERACTIVE workshop to start your farm off on the right path towards financial success in 2025. Topics include Record Keeping, Tax Management, Financial Goals, and Strategies for Profitability. Participants will receive downloads that can be used throughout the year and a quarterly farm financial checklist.



Friday, 2/28 – Virtual Webinar

Setting your Farm Financial Resolutions helped farmers start their new year off right! Recordkeeping, tax management, financial goals, and strategies for improving profitability were shared in the free webinar, and participants received downloads to assist in recordkeeping, including a quarterly farm financial checklist.

## Providing Support in the Face of HPAI



Amy continued her work as the CCE statewide subject matter expert on Highly Pathogenic Avian Influenza (HPAI), leading through the worst national losses

and highest NYS case loads of the outbreak to date. As part of her leadership, she organized and delivered two widely attended educational webinars. The first, *"Raising Laying Hens: Is it all it's cracked up to be?"*, helped prospective backyard poultry keepers evaluate the practicality of producing eggs at home during a time of record-high egg prices. The second, *"Avian Disease and Highly Pathogenic Avian Influenza: The Latest Updates and What It Means for Poultry Health"*, featured expert insights from Dr. Jarra Jagne of the Cornell College of Veterinary Medicine and Dr. Chad Wall of NYS Dept. of Ag & Markets, focusing on disease symptoms, prevention, and biosecurity. Together, the webinars reached over 700 participants—both live and via recordings—including a significant number of poultry owners from the region.

## Shop Talk: Drone Discussion



The "Shop Talk: Drone Discussion" brought together nearly two dozen attendees to explore key topics surrounding drone usage in agriculture. The discussion focused on regulations regarding drone licensing, with a particular emphasis on compliance for pesticide applications and crop scouting. Participants gained insight into current industry standards, best practices for drone operations and the evolving legal landscape. The session provided valuable information for those looking to integrate drones into agricultural practices while ensuring regulatory compliance.

## Thank You Katelyn!



Our team has some bittersweet news to share. On March 24th, we said goodbye to the amazing Katelyn Walley-Stoll. Katelyn was the founding member of the SWNY Dairy, Livestock, and Field Crops Team, serving as both our Team Leader and Farm Business Management Specialist. Over the past five and a half years, her leadership and energy helped grow our team to five members who serve farms across our five-county region. Her passion, expertise, and enthusiasm will be truly missed.

We're thrilled for Katelyn as she steps into her new role as Agriculture Team Leader with CCE Chautauqua. While she's no longer on our team, we're excited she's staying within CCE and continuing to support agriculture in our region. Congratulations, Katelyn — we can't wait to see all the great things you'll accomplish!

In the meantime, please don't hesitate to reach out to any of our specialists with your questions — we're here to help! The Farm Business Management Specialist position has been posted, and we're actively recruiting. We're looking forward to welcoming a new team member soon!

**Thank you for the continued support of our newsletter sponsors!**

**We continue to receive extremely positive feedback about our printed/mailed monthly editions of "Crops, Cows & Critters". We couldn't do it without the advertising that helps us offset our costs.**

**Our sponsors include: Wild Acres Family Farm, Country Crossroads Feed & Seed, Farm Credit East, NY FarmNet, Advanced Dairy Services, Progressive Dairy Solutions, Fertrell, and Ernst Seeds.**

# Allegany County Highlights from SWNYDLFC

**"THE CURRENT 2022 → PRESENT OUTBREAK OF HPAI IS THE LARGEST AND LONGEST ANIMAL DISEASE OUTBREAK IN THE HISTORY OF THE UNITED STATES"**

USDA APHIS HPAI annual report

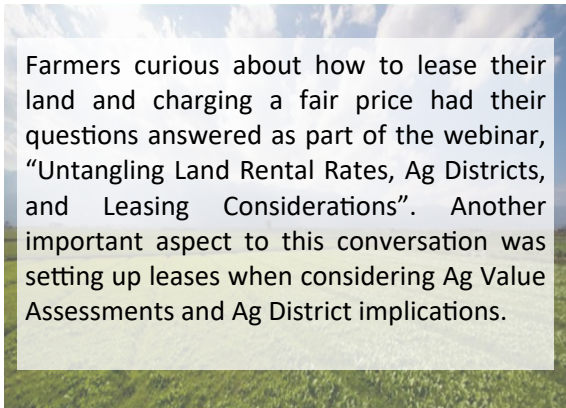
Poultry producers attended two webinars focused on raising laying hens, identifying and reporting Highly Pathogenic Avian Influenza, and understanding the various poultry diseases that can cause economic damage that look similar to HPAI. Speakers included Dr. Jarra Jagne from Cornell's Vet School and Dr. Chad Wall from the NYS Department of Ag and Markets.



"Shop Talk: Integrated Weed Management" was hosted in Andover, where Mike Hunter, Field Crop IPM Specialist, shared valuable insights on managing weeds across various production systems, including pasture, soybeans, and corn. Attendees also had the opportunity to earn DEC pesticide application credits.

Producers in our region have seemed to be struggling with mycotoxins in their crops and prepared feed for dairy and livestock. In response to these calls, we organized a webinar entitled "Managing Mycotoxins: A Guide for Livestock Producers" with guest speakers John Winchell from Alltech and Dr. Alex Navarro from Perry Vet to help farmers mitigate the effects of mycotoxins on farm before they become a more serious problem.

Farmers curious about how to lease their land and charging a fair price had their questions answered as part of the webinar, "Untangling Land Rental Rates, Ag Districts, and Leasing Considerations". Another important aspect to this conversation was setting up leases when considering Ag Value Assessments and Ag District implications.



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# Cattaraugus County Highlights from SWNYDLFC

"Shop Talk: Drone Discussion" hosted in West Valley brought together close to 2 dozen producers and industry representatives. This meeting was an open discussion between participants and covered the legalities of drone use, nuances of pesticide applications, and allowed everyone to connect with their peers.



The "Robotic Manure Collector Tour" at Nichols Dairy Farm offered a unique opportunity for farmers to see how new manure management technology, which uses robots to help farmers save time on labor, works on a functioning dairy farm. Twenty-eight attendees braved the cold to learn about the robotic manure collectors and the sales representative was able to offer insight on the financial investment associated with the system.



Amy is working directly with a beginning beef farmer to design an effective rotational grazing system for their pastures. By creating a system that's effective and well thought out, it will serve them well for many years to come, allowing them to expand their business as they grow.



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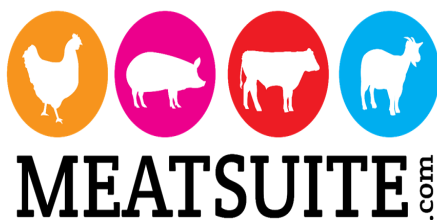
# Chautauqua County Highlights from SWNYDLFC



As our friends over at Pro-Dairy tend to say, if you are going to have livestock, you are going to have deadstock.

Amidst new regulation changes, Katie and Kathy Barrett interviewed Kirsten Workman and Jason Oliver on the Cornell Cow Convo podcast about livestock mortality management practices. They discussed the best options, benefits, and challenges involved. The podcast also included a link to an updated fact sheet with the new rules.

A Farmer's Market and Meat Marketing workshop was held in March in Jamestown, featuring guest speaker Matt LeRoux from Cornell's Dyson school. Meat producers learned about creating bulk bundles to help manage their inventory and increase their customer base. Farmers selling at farmers markets learned about stall design, customer flow, and improved methods for check-out.



Our producers are facing a large production risk in their corn – the disease Tar Spot. In a joint presentation with Sarah Pethybridge, Associate Professor of Plant Pathology at Cornell Agritech, we were able to share information on identification, risks, and management options available for producers.

## Cornell Cooperative Extension of Chautauqua County Agriculture Staff

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# Erie County Highlights from SWNYDLFC



Our team hosted a Farmers Market and Meat Marketing Workshop in March in East Aurora. Our guest speaker, Matt LeRoux from Cornell's Dyson School, shared tips about farmers market stall design and order flow in addition to introducing the concept of creating bulk bundles to assist in inventory management and selling meats.

Farmers curious about how to lease their land and charging a fair price had their questions answered as part of the webinar, "Untangling Land Rental Rates, Ag Districts, and Leasing Considerations. Another important aspect to this conversation was leasing land when considering Ag Value Assessments and Ag District implications.



Katie consulted with 2 different Erie County dairy farmers regarding the NY Ag & Markets Dairy Modernization grant that was available through the Farm and Food Growth Fund. She also served as their technical assistance contact on their grant applications.

The passing of the Birds and Bees Act legislation bans the use of neonicotinoids, except for emergency use exemptions. In response, we are conducting a three-year research study on corn and soybeans, with two fields in Erie County recruited to participate.



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# Steuben County 1st Quarter Highlights from SWNYDLFC

NYS veterans joined Katelyn and Amy for a webinar introducing keeping bees as an agricultural enterprise. In this presentation, we covered equipment, costs, rearing timelines, and the seasonal work required of a beekeeper in addition to the practicality of adding honey and other bee products to your farm offerings.



We have been providing support to farmers and landowners with their land leasing and renting questions, offering guidance on pricing considerations and helping navigate the complexities of leasing agreements.

Following the flooding from Hurricane Debby, Amy continues to work with a local producer to renovate flood-damaged pastures, with the goal of making them more productive than how they were before the flood.



Producers in our region have seemed to be struggling with mycotoxins in their crops and prepared feed for animals. In response to these calls, we organized a webinar entitled “Managing Mycotoxins: A Guide for Livestock Producers” with guest speakers John Winchell from Alltech and Dr. Alex Navarro from Perry Vet to help farmers mitigate the effects of mycotoxins on farm before they become a more serious problem.

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## SWNYDLFC 1st Quarter Events & Funded Projects

### Events:

- 1/17 - Robotic Manure Collector Tour, Farmersville Station
- 1/24 - Produce Auction Meeting, Clymer
- 1/29 - Leasing, Ag Districts, and Rental Rates, Zoom
- 2/11 - GVPA Winter Meeting, Freedom
- 2/26 - Farm Ops Basics of Beekeeping, Zoom
- 2/27 - Managing Mycotoxins for Livestock, Zoom
- 2/28 - Setting your Farm Financial Resolutions, Zoom
- 3/4 - Farmer's Market & Meat Marketing, East Aurora
- 3/11 - Farmer's Market & Meat Marketing, Jamestown
- 3/11 - HPAI Response: Raising Laying Hens, Zoom
- 3/18 - HPAI Response: Avian Disease and HPAI, Zoom
- 3/19 - Shop Talk: Integrated Weed Management, Andover
- 3/19 - Farm Ops Fencing Basics Part 1, Zoom
- 3/24 - Transition Heifer Calf Workshop, Little Valley
- 3/26 - Farm Ops Fencing Basics Part 2, Zoom
- 3/27 - Shop Talk: Drone Discussion, West Valley

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

- **NERME:** Mitigating Tar Spot in Southwest New York
- **NERME:** Creating Active-Learning, Grab n' Go Pesticide Safety Education Modules and Toolkits
- **NYS DAM:** 2025-2026 Integrated Pest Management (Bioeconomy) - Neonicotinoids Implementation
- **NERME:** Improving Production Outcomes and Reducing Parasite Resistance in Small Ruminants in Southwest New York Using Targeted Deworming Strategies
- **SARE:** Optimizing the Economic Return of Pasture-Raised Slow-growth and Conventional Broilers
- **BFRDP:** Empowering Refugee, Immigrant and Black Beginning Farmers through Personalized, Culturally Adapted Training & Education at PFC
- **NYFVI:** Precision Feed Management for Beef Cattle
- **Cornell Small Farms BF 102:** Exploring Markets and Profits
- **AFT RNG:** Non-Operating Landowner Outreach
- **Farm Ops:** Beginning Farmer Training

# Connect with our Team!

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

## Team Leader & Farm Business Management Specialist

*Position Announcement is Open!*

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



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Livestock Pasture and Grazing Support  
Beginning Farmer Guidance  
Livestock Health and Welfare



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Dairy Cattle Pasture and Grazing Support  
Animal Nutrition and Reproductive Management  
Automated Milking Systems and Farm Technology



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Variety Selection  
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Pest and Disease Management  
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Database Management  
Program Development  
Advertising Point of Contact  
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