



## CORNELL NWNY PROGRAM HIGHLIGHTS APRIL – JUNE 2015

*Serving:  
Genesee, Livingston, Monroe,  
Niagara, Ontario, Orleans,  
Seneca, Wayne, Wyoming,  
& Yates Counties*

### **Safety Trainings Help Farms Avoid Fines & Keep Employees Safe**

In 2013, the Occupational Safety and Health Administration (OSHA) announced a Local Emphasis Program (LEP) to conduct surprise safety inspections on dairy farms in New York State through September 30<sup>th</sup> of 2014. In response to this, the NWNY Team partnered with the New York Center for Agricultural Health and Medicine (NYCAMH) in 2014 to offer safety training to dairy farm employees throughout the NWNY region. A grant from the New York State Department of Labor continues to support this effort.

Since then OSHA announced a second LEP to continue conducting surprise safety inspections through September 30, 2015. Since the first LEP was announced in 2014, the team's bilingual dairy specialist completed 113 trainings in which she trained 1,066 employees on 37 farms. Two articles were also featured in Ag Focus in 2015 featuring safety concerns and resources.

The two farms in the team's region that were inspected in 2014 received minimal fines and were able to reduce them significantly. One out-of-region farm that was not well prepared for the inspection was cited with \$18,200 in fines that they were unable to reduce. Safety is a major concern on dairy farms and providing training not only helps to keep our farm employees safer, but also helps farms to prepare for possible inspections and avoid large fines.



*The team's bilingual dairy specialist Libby Eiholzer conducts a safety training*

### **Dairy Farm Business Summary (DFBS) Cooperators, a Significant Source of Economic Activity in 2014**

Applying financial management skills, owners of 45 dairy farm businesses from the region cooperated with regional specialists, PRO-DAIRY staff, and agribusiness consultants to complete DFBS's for 2014. Cooperators learned about the strengths and weaknesses of their businesses using their summary and analysis results, DFBS data for the Western New York region as a whole, and by using DFBS data for a group of most profitable businesses by size using the 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 have the capacity to invest in replacement and, or expansion assets, and maintain and, or increase employment levels. Estimates using DFBS results suggest that the 45 cooperating businesses invested a total of \$25 million in land, buildings and improvements in 2014, and a total of \$19.6 million in machinery and equipment. Estimates suggest that the 45 farms employed a total of 743 worker equivalents, excluding owner, operators, where an equivalent represents 230 hours worked per month for 12 months, and generated a total of \$ 267.2 million in cash farm receipts from milk, cattle, crops and other receipt items.



### **Pasture Walk Highlights Small Dairy's Success**

Winter meetings provide an overview of key education topics. On-farm meetings such as pasture walks are a great way for producers and agency staff to learn and reinforce by seeing what is discussed indoors. About 25 participants learned the importance of soil and forage sampling and how they relate to one another, balancing a ration with pasture utilization, and pasture pests. Presenters were on hand from the NWNY Team and agribusinesses to lead the discussion. These topics were part of the panel discussion at our winter grazing conference and were highlighted at a successful small grazing dairy this summer in Genesee County.



### **Dairy Businesses Advance Employee Transition Cow Skills**

The Transition Cow Module of Dairy Skills Training wrapped up in April with an on-farm hands-on learning session. Twenty two participants stretching from Strykersville to Palmyra attended modules at either Ontario (7) or Wyoming (15) Cornell Cooperative Extension offices. These individuals represented 19 different dairy farms and dairy industry businesses. Participants learned about the ideal environment for a pre-fresh cow from internationally renowned Dr. Kathryn Proudfoot. Additional topics included post-partum infectious and immunological diseases, post calving metabolic disorders, monitoring and treatment for transition cow disorders, records protocols and tracking tools for assessing and improving transition cow performance.



*Cornell University's Dr. Sabine Mann discussing how to interpret blood test results.*

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### *Building Strong and Vibrant New York Communities*

Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.