

## CORNELL NWNY PROGRAM HIGHLIGHTS OCTOBER – DECEMBER 2016

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

### Beef Workshop Certifies Producers

Beef Quality Assurance Committee is a tool to promote consumer confidence in beef production by educating producers on good cattle husbandry and proper vaccination handling and record keeping. The national voluntary program was developed based on scientific research. For certification, New York requires a classroom portion or self-study and test, along with a chute side portion. Recertification is needed every three years and is accomplished by attending an hour-long educational event covering a health topic. The NWNY Team hosted a workshop in Seneca County to certify and recertify 18 producers. The host farm's veterinarian provided valuable information for producers on safe vaccination handling and use, administering injections properly and working with a veterinarian for herd health.



### Growing Malting Barley in NY: Production Economics



Changes in supply and demand conditions for malting barley include the effects of policies designed to boost economic activity attributed to the production, marketing, and consumption of malting barley and its products. This changing environment underlies farmer interest in the economic potential associated with barley production for malt. Team members worked with Cornell University specialists, producers and others to develop analysis designed to answer four questions.

- What are costs of production?
- What is the value of production?
- What is the value of expected profit?
- How sensitive are results to variability in key factors?

Information from the analysis will contribute positively to farmers' decision making efforts regarding malting barley.

Analysts developed enterprise budgets under various conditions – for example, spring vs. winter varieties; varying tillage practices; standard vs. intensive management; and others. Enterprise budgets comprise: value of production; costs of production (variable and fixed inputs); and profit, for example, return above variable costs, and return to management.

A total of approximately 90 growers, maltsters, brewers, researchers, extension educators and others learned the following at two malting barley industry meetings (Batavia and Albany, December 2016).

- Profit estimates vary -- negative to positive -- depending upon yield and price received by the farmer for barley
- Producers can apply estimates to make decisions regarding malting barley production's place in their cropping systems; understanding variability plays an important role
- Understanding yield, quality, price, costs, profit interactions associated with suggested changes in production practices are key moving forward

Producers looking to evaluate malting barley's possible fit in cropping systems achieve better results from their decision making efforts when they apply a better understanding of expected economic effects and expected variability in outcomes.

## Labor Roadshow

Throughout 2016, Libby Eiholzer has been representing Cornell University as a member of the Agricultural Workforce Development Council. The AWDC is a group of NY farmer organizations working together to prepare and retain a skilled farm workforce. In an effort to update farmers on recent changes in farm labor regulations and share best management practices, the AWDC prepared a “Labor Roadshow”, which was presented in Oakfield, Auburn, Saratoga Springs and Watertown, NY in November 2016.



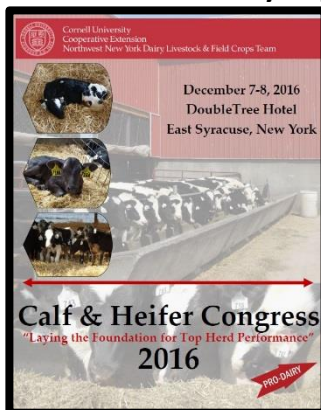
As a member of the education committee of the AWDC, Libby helped develop and present materials to aid farmers in better managing their farm worker housing. She also presented a talk on health and safety. Other speakers included several lawyers specializing in agricultural labor law.

A total of 198 farmers attended four meetings held across the state, 49% of which were dairy or livestock farmers. The remainder were fruit and vegetable farmers or members of supporting industry. The majority of attendees responded to a survey in which they rated the presentations highly at 8.7/10.

When asked what they would do differently as a result of what they had learned at the conference, attendees noted that they would work towards improving their compliance with DOL and OSHA regulations. They cited the knowledgeable speakers, useful information, and opportunity to ask questions as highlights of the conference. The majority of attendees also indicated that they would be interested in a follow-up webinar.

To have this many farmers attend the conference was significant, as the topics discussed were areas that are seeing increased government oversight, more frequent fining, and heightened public scrutiny. Helping farmers stay on the forefront of labor trends and regulations will help them to save money by avoiding fines, and also improve the public’s perception of agricultural labor practices.

## Resources for Dairy Replacement Management



Raising dairy heifers is an important enterprise on any dairy farm and an area of ever-changing technology. It also represents a challenge to keep basic best management practices first and foremost with employees. Highlighted by the annual Calf & Heifer Congress in December, the team provided an excellent lineup of training opportunities on calf and heifer management during the last quarter of 2016. In addition to the annual two-day, industry supported Congress that attracts producers, academics, students and agribusiness, team dairy specialists organized and delivered an on-farm, Dairy Skills Training “Calf Care” module. 18 workers and managers participated in this on-farm opportunity over two days. Descriptive walk arounds with host dairy staff and in-the-trenches calf-side discussions earned high mark evaluations. Through a statewide webinar series organized by PRO-DAIRY, a team member co-presented winter seasonal calf care concerns and engaged 45 individuals via the internet. Individual farm troubleshooting and training related to calf care is a continuing service that helps distinguish the NWNy team as valuable resource.

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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.