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Subject: Wage News, Small Farms Courses, Stocker Profitability, Dairy Culture Coach
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1.7.2021 Updates from the SWNY Dairy, Livestock, and Field Crops Program

Farm Wage News for New York

Cornell Agricultural Workforce Development shares information on the recent decision to maintain the current overtime threshold. New York's Farm Laborer Wage Board recommends retaining the 60-hour overtime threshold until the board reconvenes in November of 2021. However, the scheduled increase in minimum wage did go into effect at 12:00 AM on December 31, 2020. For upstate NY, minimum wage is now \$12.50/hour. The entire article can be viewed [here](#).

Cornell's Second Block of Online Small Farms Courses Starting Soon!

The first block of Cornell Small Farms online courses, which are shared as live webinars, begin January 11th! All lectures will be recorded to review on your own time. Topics include: [Exploring Markets and Profits](#), [Veggie Farming, Part 2](#), [Woodland Mushroom Cultivation](#), [Introduction to Beekeeping](#), [Writing a Business Plan](#), [Holistic Financial Planning](#), [Social Media and Online Marketing](#), [Season Extension with High Tunnels](#), [Introduction to Tree Fruit Production](#), and [Sheep Production](#). To see these and other courses, visit the [Small Farms website](#).

Calculating Closeouts for Stockers Can Improve Decision-Making and Profitability

Most of the stockers in the Northeast are brought in from pasture and sold or begin the finishing process on-farm. Following the transition of those animals, a closeout can be created for each group or pen sold. This evaluation reviews the animals' yearly performance, looking at items including feed intake, death loss, revenue, expenses, and profit/loss and helps to develop an annual record to help make decisions moving into subsequent seasons. The University of Wisconsin has developed a series of open-access close-out spreadsheet to help with the evaluation, which can be found [here](#).

If you are interested in sharing your evaluation, [Dr. Mike Baker](#) from Cornell University will use the data to determine the trends on a state-wide basis.

COVID-19 Food Industry Update

The New York State Department of Agriculture and Markets recently shared information on the vaccination plan, determining if you are eligible for it, and updates on the quarantine guidelines. More details and resources can be found [here](#).

Next Week is the Virtual CORE Pesticide Training

Join us for another round of CORE training to obtain your pesticide license or receive 1.75 DEC recertification credits in the CORE category. [Register](#) online for [January 12th](#) from 9am – 10:50am or [January 14th](#) from 11am – 12:50pm for only \$20. We will provide an overview of the basic information involved in the pesticide application certification process and will present the basics of Integrated Pest Management (IPM) as well as general pesticide safety, regulations and pesticide resistance. Feel free to contact [Josh Putman](#) with any questions. We hope to see you there!

Reminder - Southwest New York Field Crop Series Set For January 19-21, 2021

Join Field Crops Specialist, [Josh Putman](#), for a virtual program we recently received 3.0 DEC recertification credits for. The “Southwest New York Field Crop Series” will provide growers an opportunity to learn about problematic weeds, diseases, and insects of SWNY and best management practices. This virtual learning opportunity will be offered on [January 19th](#), January 20th and January 21st, from 11am – 12pm of each day. The cost of registration is \$45 per person and your registration fee covers all 3 classes. DEC credits will be given at the conclusion of each day. Credits were awarded in categories 1a, 10, 21, and 23 for this series. Registration can be done by selecting the following link: <https://tinyurl.com/ycul2s3o>

Dairy Culture Coach Winter 2020

The latest and final version of Dairy Culture Coach, put together by Libby Eiholzer with the NWNYS Dairy, Livestock, and Field Crops program is now available. Topics include: Communicating with Your Multicultural Team, What's Happening in Mexico and Guatemala, Recognizing Your Team, and Covid-19. The PDF can be viewed [here](#).

Transitioning to Supervisor Course Offered

Supervisors are critical to the success of farm businesses. They have a major impact both on employees’ daily work experiences and on the production performance of the business. The Agricultural Supervisory Leadership certificate helps farm supervisors and managers learn and apply human resource management practices and leadership skills that foster rewarding workplaces and drive business results. Confident managers who thoughtfully apply leadership and management skills improve employee performance, develop teams, reduce employee turnover, and increase employee engagement. The six courses within the certificate program will offer extensive practice and engagement activities to build confidence and skill sets.

Upcoming Events

Our team has been keeping our [events page on our website](#) as up to date as possible. You’ll find SWNYDLFC generated programming and more. Several of our industry partners have been providing helpful webinars to help keep producers up-to-date while also addressing seasonal needs.

You are receiving this email because you have enrolled/subscribed to the SWNY Dairy, Livestock, and Field Crops Program through your local county extension office or through our contact form. To discontinue receiving updates from our program, simply reply to this email with “stop”. If you have any questions, please reach out. If you know of someone who would benefit from our team’s resources or is interested in learning more, please share the online contact form available at: https://cornell.qualtrics.com/jfe/form/SV_eVG2c8y0BtXaRgx

IMPORTANT NOTE FROM OUR TEAM: *Cornell Cooperative Extension’s Southwest New York Dairy, Livestock, and Field Crops Program prioritizes the health, safety, and well-being of our staff,*

constituents, and community members. **We are dedicated to continuing our exceptional programming and support services for the agricultural community in our region during this time of uncertainty.** Our team is continuing to answer requests for phone, email, and mail consultations while developing research-based virtual programming and resources to support our farm businesses. We are still able to travel throughout the region to conduct on-farm visits and research while following proper social distancing guidelines. We continue to communicate via weekly email updates and have increased our paper mailings. We are proud to be in positions where we can help farmers manage their businesses during this time and hope that you and your family stay safe and healthy!

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COVID-19 response:

Need information? View the following Cornell CALS and CCE Resource Pages Updated Regularly

General Questions & Links:

<https://eden.cce.cornell.edu/>

Food Production, Processing & Safety Questions:

<https://instituteforfoodsafety.cornell.edu/coronavirus-covid-19/>

Employment & Agricultural Workforce Questions:

<http://agworkforce.cals.cornell.edu/>

Cornell Small Farms Resiliency Resources:

<https://smallfarms.cornell.edu/resources/farm-resilience/>

Financial & Mental Health Resources for Farmers:

<https://www.nyfarmnet.org/>

Cornell Farmworker Program

www.farmworkers.cornell.edu

www.trabajadores.cornell.edu (en espanol)