



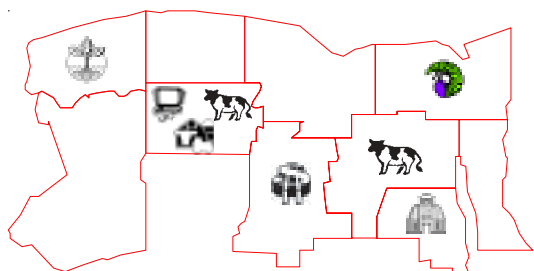
North West New York Dairy, Livestock & Field Crops Program



Cornell University
Cooperative Extension



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for a partial year during 2005.**

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Executive Director, Wayne County
Executive Director, Livingston County
PRO-DAIRY, Cornell University
Ag Program Leader, Monroe County
Executive Director, Yates County
Ag Program Leader, Niagara County
Executive Director, Genesee County
Executive Director, Monroe County
PRO-DAIRY, Cornell University
Executive Director, Ontario County
Executive Director, Orleans County
Ag Program Leader, Livingston County
Executive Director, Niagara County

Building Strong & Vibrant New York Farm Communities

Cornell Cooperative Extension is an equal opportunity, affirmative action educator & employer.

NWNY Team Continues to Emphasize the Following Goals:

- ↻ Integrated Resource & Environmental Management
- ↻ Workforce Education
- ↻ Farm Management for Improved Economic Viability
- ↻ Technology Adoption for Farm Business

Activities

Activities held over the past year have helped the team to better reach their goals. These activities have included the following:

- ↻ 4-H Careers in Agriculture Demonstrations & Opportunity Discussions
- ↻ Advanced Farm Financial Management Workshop
- ↻ Ag Tours for Ag Agents from across U.S.
- ↻ Basic Farm Financial Management Workshop
- ↻ Beef Quality Assurance - Chute Side Training
- ↻ Calf Specialist Hands-On Training Course (Calf Mgr Training)
- ↻ Cash Flow Budgeting
- ↻ Conesus Lake Watershed (New Farms Added)
- ↻ Conservation Initiative (a USDA program)
- ↻ Corn After Sod Nitrogen Study
- ↻ Corn Congresses
- ↻ Cow Assess II – Hoof Health Workshop
- ↻ Dairy Farm Business Summary (DFBS) Program
- ↻ Developed Agenda for Statewide Series of Grazing Meetings
- ↻ DFBS Program Regional Meeting
- ↻ ESN in Field Corn Plot
- ↻ Graze NY Program Participant
- ↻ Grazing Plans
- ↻ High Meadows Farm Tour, Delhi, NY
- ↻ Herdperson Training Course
- ↻ Individual Advisory Committees
- ↻ Low Input Sustainable Farming Conference
- ↻ Managing Financial Risk to Strengthen Your Business
- ↻ Marketing Pastured Based Production
- ↻ Maximizing the Feed Management Program
- ↻ Mortality Composting Discussions & Demonstrations
- ↻ National Association of County Ag Agents – hosted professional improvement conference.
- ↻ Pasture Walks
- ↻ Pest & Crop Management Congress (2nd Year)
- ↻ Publications & Electronic Communications
- ↻ Row Spacing for Corn Silage Production – Economics
- ↻ Soybean/Small Grain Congresses
- ↻ Soybean TAg Team
- ↻ Winter Grazing Meeting

Grant Funded Projects

The NWNY Team has secured over \$152,000 in additional grant money for the following special projects listed below.

- \$ Agricultural Worker Certification Program – Calf Manager Training**
- \$ Agricultural Worker Certification Program – Herdperson Training**
- \$ Conesus Lake Watershed/Altria Foundation Grant – Ag Environmental planning & outreach to additional farms in the Conesus Lake Watershed area.**
- \$ Northeast Center for Risk Management Education's Risk Management Education Competitive Grants Program – Managing Financial Risk Through Improved Farm Financial Management Project 21 Month Program.**
- \$ Northeast Soybean Promotion Board – On- Farm Soybean IPM Education Programs.**
- \$ Small Farms Program Grant – Support of the 2005 Low Input Sustainable Farming Conference.**
- \$ Wayne County Soil & Water Conservation District, Senator Walsh – Grazing Plans completed by the NWNY Team in Wayne County "Graze NY".**

Impact Statements

This year the NWNY Team prepared 6 impact statements that were distributed throughout the year:

- 1) Beef Quality Assurance: Chute Side Training**
- 2) Conesus Lake Watershed: Research & Outreach**
- 3) Managing Financial Risk: By Improving Farm Financial Management**
- 4) Cow Access II: Hoof Health Workshop**
- 5) NACAAAM/PIC: in Western New York**
- 6) Soybean TAg Team: in Western New York**



Corn Congress - 35th Anniversary

2005 marked the 35th anniversary of Corn Congress! Close to 500 attendees and exhibitors participated at the Batavia and Waterloo sites. Presentations from specialists, Cornell faculty, and industry reps. covered a wide range of corn related topics such as nitrogen management, seed treatments, new reduced tillage equipment, weed management, hybrid selection, plant populations, and new compound for starling control.



Maximizing the Feed Management Program

Nineteen participants in total attended this program conducted in two separate areas. These two-day programs covered forage quality, feed analysis, dry matter calculations, silo and feed bunk management and feed related health issues. Attendees were asked to make calculations and participate in exercises related to curriculum concepts. Six host farms gained insight into their feed management practices through discussion of class findings.



Beef Quality Assurance - Chute Side Training

Thirty-six participants learned proper management practices to improve the quality of the human food they produce. This included cattle handling, genetics, record keeping, and proper use of pharmaceuticals and biologicals. Chute side training is one of the requirements for BOA certification.



Pest & Crop Management Congress

Thirty participants learned about a diverse range of topics designed for the small dairy farm. The Team and invited speakers covered topics including: corn hybrid selection, small grain selection, triticale vs. barley, cover crops, manure management and storage, fly management, and soybean pest management.



Farm Business Summary & Analysis

The third opportunity in the **Risk Management Project** was the completion of a farm business summary and analysis. Twenty farm businesses collected, summarized, and analyzed financial condition and performance information for the first time. They identified areas for possible change and monitoring performance using Cornell's Dairy Farm Business Summary (DFBS), or other (Farm Credit staff, tax practitioners, farm business consultants) farm business summary and analysis programs. The team also worked with 20 continuing cooperators of the DFBS program.



Conesus Lake Watershed Outreach

Implementation of Best Management Practices (BMP) on farms continues. Downstream monitoring detects changes in nutrients and bacteria depending on up-stream practices and storm events. Genetic profiling of bacteria showed that geese contribute more bacteria to monitored watersheds than dairy in spring runoff periods. Three farms were added to the BMP implementation through funds from the Altria Foundation in 2005



Pasture Walks

Pasture walks at 6 locations provided education on dung beetles, stand persistence, pasture management, organic dairying, fencing, and species selection to 98 farm cooperators. Other pasture walks focused on organic certification and pasture for sheep and hog farms.



Graze NY

The team cooperated with Wayne County Soil and Water Conservation District and the local extension office to receive state funding through the Graze NY Program. Ten grazing plans have been completed and presented to producers. Plans were not exclusive to beef and included chickens, sheep, hogs, and buffalo. Six have proceeded to follow recommendations and implement their plan.



Advanced Farm Financial Management

The Lake Ontario Fruit Program and Finger Lakes Resource Conservation Council cooperated to offer workshops in four locations as part of the grant funded project **Managing Financial Risk through Improved Farm Financial Management**. Over 45 participants learned: budget analyses – partial, whole farm, and capital and others; time value of money concepts; and using a financial calculator to understand financing options to wisely use borrowed capital.



Calf Managers Training

A 4-day, combined classroom and hands-on program designed to give calf specialists both technical information and practical pointers on calf care and health management. Elements of anatomy, immunology, nutrition and sanitation were presented by a experienced doctorate level faculty.



Nat'l Assoc. of County Agricultural Agents

Team members assisted in showcasing western NY agriculture to this national audience of extension educators. Farms participated in tours for livestock, dairy, nutrient management planning, alternative manure recycling systems, water quality (Conesus Lake Project), vegetables, fruit, and grass-based agriculture. Ag businesses participated with milk processing/marketing, livestock processing, machinery manufacture, vegetable processing, fruit processing and grape-wine processing/marketing.



Marketing Pastured Based Production

Assisted in organizing and recruiting speakers for a series of six meetings held in western New York. These meetings covered wholesale channels tapping niche markets, direct marketing, and the regulations involved in direct marketing. USDA's Grazing Lands Conservation Initiative funded these meetings. These sessions helped 117 participants improve their marketing skills.



Cow Access II - Hoof Care

This one day program focused on the number one economic disease of dairy cattle. 30 participants at three locations received technical information, close-up demonstrations and hands-on practice of proper hoof trimming and treatment techniques.



ESN in Field Corn

Corn plots with 8 different dry nitrogen fertilizer treatments (products and rates) including Urea, Super U, and ESN were applied broadcast and below the seed. ESN is a new polymer coated Urea that gradually releases nitrogen as the polymer breaks down. No significant yield differences were detected in a year of below average rainfall and associated drought stress.



Basic Farm Financial Management Workshops

These two day workshops held in four locations provided the second educational opportunity in the **Managing Financial Risk Project**. The 35 participants learned to measure financial condition and performance using financial statements, and developed skills to construct the statements. The average score on a pre workshop quiz was less than 60 percent, while the average scores for the group on a post workshop quiz were over 75 percent. Many individuals improved their score by over 40%.



Soybean TAg Team

A Soybean Tag Team of six soybean producers in Orleans County met monthly through the growing season. Sessions covered production opportunities and IPM with a focus on soybean rust, soybean aphid, and spider mite sampling and management. This project was funded through a grant secured by the NYS IPM program awarded by the Northeast Soybean Research Board.



Soybean & Small Grains Congresses

Over 250 attendees learned how to identify and manage soybean rust, a potentially devastating new fungus which has the potential to severely reduce soybean yields in NY. Other topics included: straw marketing, soybean aphid management, slug management, increasing soybean yield and quality, and small grain variety choices for '05.



Corn after Sod Nitrogen Study

The Team cooperated with the Cornell Nutrient Management SPEAR Program on a three year study on corn nitrogen needs of corn following sod. Parameters measured included: whole plant weight, N content in leaves, plant population, soil fertility, and stalk N levels. Results of year one showed no yield increases when additional nitrogen was added.