

Cornell Cooperative Extension – A Local Perspective on Dairy Industry Education in Western New York

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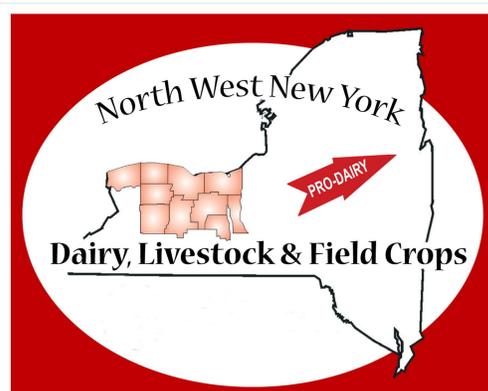
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Cornell Cooperative Extension in NY

- Each county association is a local not-for-profit entity
- Local, State and Federal primary funding partners
- Regional teams provide access to highly trained professionals



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Local Extension in New York

- Driven at grassroots level
 - A blessing
 - Industry and farm level input to establish priorities and partner to support and promote education
 - County funding is a major component of funding stream (21% of total budget in Wyoming County in 2015)
 - And a curse
 - State mandates heavily affect local counties' ability to contribute to support of Cornell Cooperative Extension
 - Grants, contracts and program revenue have become a much larger aspect of funding in recent years (46% of total local budget in 2015)



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Some Examples

- Dairy Farm Business Analysis
- Western New York Crop Management Association
- Agricultural Workforce Development



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Dairy Farm Business Analysis

- Long a priority of CCE in Western New York. Strong participation in Cornell Dairy Farm Business Summary
- Extension Specialists Button and Allhusen in the 1970's and 1980's fostered a culture valuing farm level economic analysis
- Pro-Dairy Program embraced business management education for farm managers in both finance and human resources since its early years



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Western New York Crop Management Association

- **Started with a CCE piolet project over 3 years in mid-1980's**
- Established as a cooperative to continue work in field by field crop scouting, nutrient planning and economic evaluation
- Nutrient management became part of "normal" operations of a dairy before CAFO was implemented by EPA at the Federal level and NYS DEC
- Organization was poised with staff in place to become certified nutrient management planners and responded by adding farmstead planners when needed to meet CAFO requirements



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Agricultural Workforce Development



- Dairy Skills Training – Dairy Institute
- Agriculture in the Classroom



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Dairy Skills Training – Dairy Institute

- Need identified in Wyoming County by producers, industry, county farmland protection plan and county-wide strategic plan
 - 700 participants from over 200 farms since 2007
- Grant funding from NY Farm Viability Institute used to develop and establish a curriculum based program
 - 4 - 2½ hour technical lectures, generally in the evening
 - 1 – 6 hour on-farm hands-on sessions at a Alfred State College or a local dairy
 - 12 different courses



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Dairy Skills Training – Dairy Institute

- Partnership with Pro-Dairy to offer lectures statewide via webinar to several CCE sites. Each region organizes a separate on-farm session
- Regional extension team now manages the program in Western New York
- Certain courses offered completely on farm in one or two day format



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Agriculture in the Classroom



- Bringing agriculture education to the classroom at all levels to build awareness of the industry and career opportunities
- Funding provided by State Senator Gallivan for implementation throughout his district with Senate outreach funds
- Utilizing skilled 4-H agricultural educators to develop lessons, visit classrooms and teach
- **2015 - 612 classroom lessons and 15,602 students reached**



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CCE in WNY

- Driven at grassroots level
- Introduction of new service concepts – WNY Crop Management
- Curriculum based approach to workforce development
 - For producers – Dairy Institute
 - For students – Agriculture in the Classroom



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