



Live In-Person or Virtual

EARLY BIRD 10:00 am

Creating an Efficient Broiler Enterprise
Amy Barkley, *CCE Livestock and Beginning Farm Specialist*



Adding meat chickens to your farm offerings is an attractive proposition. Chickens require relatively few inputs, have a quick turnaround, and can be processed on-farm. Amy will discuss how to efficiently raise broilers and review typical costs (both the obvious and sneaky ones) associated with their production. She will also discuss considerations for making a profit and how to grow this enterprise with the least risk.

EARLY BIRD 10:00 am

Stand Out at Farm Stands!
Panel Discussion with Local Farmers



Farm stands have become a shopping destination for loyal local customers and traveling foodies alike. A panel of local producers will share their insights and experiences on how to operate a thriving farm stand. This discussion will be invaluable to those looking to start a new farm stand or expand an existing one. Growers and food entrepreneurs who seek to utilize this marketing channel can benefit as well.

LUNCH 12:00 noon

Climate Policies and What They Mean for Us

Zach Spangler, *CCE Ag Climate Resiliency*



Climate change is a popular topic of conversation in all industries. Zach will discuss the potential impacts climate change policies on NYS agricultural producers.

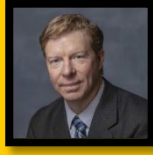
Scan code to register
Registration closes January 6th
More information @ ccedelawre.org



11:00 am

How is Your Milk Price Determined & Understanding that PPD!

Dr. Christopher Wolf, *Cornell University*



It has always been a challenge for dairy producers to understand how their farm-gate price is determined. In his presentation, Dr. Wolf will explain how milk is priced today, the factors which influence it, and how the exceedingly complex (the seemingly unpredictable) Producer-Price Differential (PPD) is calculated.

1:40 pm

Lowering Bulk Tank Somatic Cell and Keeping it Low

Dr. Paul Virkler DVM, *Quality Milk Production Service*



Improved milk quality through reduced bulk tank somatic cell count (SCC) is desirable from an economic and animal health perspective. In addition to milk quality premiums and market access, low SCC ensures that cows are efficiently utilizing the feed nutrients necessary to produce milk. In his presentation, Dr. Virkler will draw on his decades of experience working with farms on improving milk quality with proven methods of managing SCC.

2:40 pm

Innovative Approaches to Terminating Winter Rye Cover Crops

Panel Discussion with John Burgin & The Hanselmans



Winter cereal cover crops have gained widespread adoption in Delaware County due to their soil health benefits. Come learn about the innovative ways that Delaware County farms managed termination of their cover crops in 2022. These practices included roller-crimping and bush hogging in combination with herbicides, as well as planting-green and late termination.

1 NYSDEC
Pesticide Credit

DAIRY

Stocker Cattle – How it can Work in New York

Mike Baker, *Livestock Specialist Emeritus, Cornell University*



Stocker cattle as an enterprise has a great deal of potential in New York State. The abundance of available land, excellent forage production, and climate are some of our local advantages. In his presentation, Dr. Baker will explain the opportunities inherent with stocker cattle and share some experiences gained from two years of custom grazing stockers on his farm.

Basics of Breeding Selections for Your Herd or Flock



Selecting replacement females or breeding sires is one of the most important decisions you make to improve long-term success. This talk will cover the 'why' and 'how' to go about it, starting with your farm's individual goals and evaluation of your current animals. Production traits, conformation, EPD's or EBV's will all be reviewed; as well as how to make the "match-ups".

Status of Dung Beetles in New York State

Ken Wise, *NYS Extension IPM Coordinator*

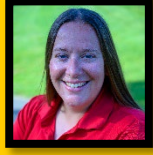


Dung beetles play an important role in the cycling of animal manures back into the soil and also compete with flies for the dung. Ken will explain the basic biology of dung beetles and summarize data collected in 2022 across NY state (including 2 Delaware County farms) on dung beetle populations, their impact on fly populations, and the effects of feed through insecticides on dung beetle viability.

LIVESTOCK

Management Tools for Grazing Success

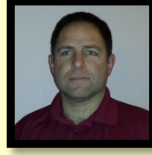
Betsy Hicks, *CCE Dairy Management Specialist*



Monitoring the condition of your pasture throughout the grazing season is a key to staying nimble with your grazing plan. Betsy will discuss ways she monitors important factors for grazing on her cow-calf beef operation to stay on top of changing pasture conditions, as well as the Pasture Regrowth Monitoring Project.

So you have a Hayfield You Want to Graze...

Aaron Gabriel, *CCE Area Field Crops Specialist*



Explore the why, when, and how of grazing hay fields for your particular farm. Aaron will discuss some of the basic principles involved. A discussion exploring individual farm situations will follow.

Planning and Designing Your Fence Project

Misty Widmar, *Kencove Product Specialist*



Misty has owned and operated her own beef farm for over 20 years. In addition, she also works at Kencove Farm Fence where she shines as a Product Specialist! Misty will walk you through the process of planning your project, designing a fence, choosing materials and tools, and executing a fence build. Whether a permanent perimeter or temporary paddock, a good fence makes a world of difference.

GRAZING

Weed ID and Management Options

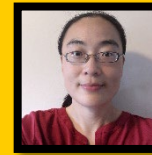
Erik Smith, *CCE Area Field Crop Specialist*



Weeds increase the cost of growing vegetables, reduce crop yield and quality, and can create a reservoir for pests and diseases. Erik will cover basic weed identification and options for integrated weed control, with an emphasis on preventative measures and innovations in environmentally friendly eradication.

Introduction to Soils and Soil Health

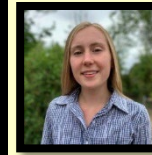
Jinjing Yin, *CCE Area Commercial Horticulture Specialist*



Healthy soil is the basis of productive plants and a successful farm. When the soil is in balance, the need for costly and potentially harmful fertilizers and pesticides is reduced. In this presentation, Jinjing will show you how to build and maintain healthy soils. The topics covered include: soil basics, interpretation of soil test results, organic matter, and cover cropping.

Expand Your Offerings with Uncommon Fruits

Anya Osatuke, *CCE Small Fruits Extension Specialist*



Anya Osatuke will discuss four uncommon, but in-demand fruit crops: pawpaws, kiwiberries, juneberries, and honeyberries. Her talk will review how and when these crops were introduced to the US, their growing requirements, production challenges folks have experienced, and recent developments in breeding and production.

VEGETABLES

Calculating Cut Flower Profitability

Jennifer Marks, *Trademarks Flower Farm, Clifton Springs NY*



So, you know how to grow all kinds of flowers... That's amazing! But how do you know which flowers are actually making money for your farm business, and which ones are costing you money? Join Jenny of Trademarks Flower Farm for a talk on calculating profitability, an essential process for a healthy bottom line.

Considering a U-Pick Cut Flower Operation

Lindsey Pashow, *CCE Ag Development & Marketing Specialist & Owner, Adirondack View Vineyard and Lavender*



Have you considered offering u-pick cut flowers at your farm? In this session we discuss starting a u-pick flower farm with special considerations to marketing, farm layout, customer service, pricing, varieties, events, and value-added options. Lindsey will share her insights gained from operating a large-scale lavender and mixed-variety u-pick operation, as well as marketing strategies useful to all growers.

Wedding Opportunities for the Farmer Florist

Fran Parrish, *Heirloom Soul Florals, Lockport NY*



Fran Parrish, will share how flower farmers can supplement their farm businesses with profitable wedding floral offerings. Attendees will discover big picture and anecdotal insights into the wedding floral experience, including strategies for client relations, marketing, booking processes, and more. If you've been considering getting into wedding floral but don't know where to start, or if you need to improve your existing wedding program, this talk is for you!

FLOWERS

CATSKILL REGIONAL AGRICULTURE CONFERENCE

January 12, 2023



DAIRY



LIVESTOCK



GRAZING



VEGETABLES



FLOWERS

18 Workshops for All Types of Farms

DAIRY: *How is Your Milk Price Determined & Understanding that PPD!, Lowering Bulk Tank Somatic Cell and Keeping it Low, Innovative Approaches to Terminating Winter Rye Cover Crops*

LIVESTOCK: *Stocker Cattle – How it can Work in New York, Basics of Breeding Selections for Your Herd or Flock, Status of Dung Beetles in New York State*

GRAZING: *Management Tools for Grazing Success, So you have a Hayfield You Want to Graze.... Planning and Designing Your Fence Project*

VEGETABLES: *Weed ID and Management Options, Introduction to Soils and Soil Health, Expand Your Offerings with Uncommon Fruits*

FLOWERS: *Calculating Cut Flower Profitability, Considering a U-Pick Cut Flower Operation, Wedding Opportunities for the Farmer Florist*

EARLY BIRD & LUNCH: *Creating an Efficient Broiler Enterprise, Stand Out at Farm Stands!, Climate Policies and What They Mean for Us*

Brought to you by:

Cornell Cooperative Extension
Delaware County



Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by calling Kim Holden at 607-865-7090 by January 5, 2023, to ensure sufficient time to make arrangements. Requests received after this date will be met when possible. The Watershed Agricultural Council is an Equal Opportunity Provider and Employer. The Watershed Agricultural Council is funded by the New York City Department of Environmental Protection, U.S. Forest Service, U.S.D.A. and other sources.

JANUARY 12, 2023

SUNY Delhi

Live In-Person or Virtual

CATSKILL REGIONAL AGRICULTURE CONFERENCE

DAIRY

LIVESTOCK • GRAZING

VEGETABLES • FLOWERS

SPONSORED BY:

THE WATERSHED AGRICULTURAL COUNCIL

AND

CORNELL COOPERATIVE EXTENSION
OF DELAWARE COUNTY



For more information, call Kim (607) 865-7090
or visit www.ccedelaware.org
Campus Map & Directions: www.delhi.edu/admission/visit-delhi/directions/

Ethnicity: (Check one) _____ Hispanic _____ Non-Hispanic _____ Choose not to disclose

Race: (Check one) _____ White _____ Black _____ Choose not to disclose
_____ Native American _____ Asian _____ Pacific Islander _____ Other

Gender: (Check one) _____ Female _____ Male _____ Choose not to disclose

So that we can ensure we are meeting the needs of all our constituents, we appreciate the following information:

I intend to participate by zoom only (don't reserve lunch for me)

Number attending: _____ x \$35 Total \$ _____

Phone: _____

Email: _____

Name: _____

Fee: \$35

Return to: Kim Holden, 44 West Street, Suite 1, Walton, NY 13856

Please make checks payable to: CCE of Delaware County

or clip this page and mail

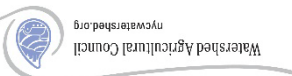


Online Registration (recommended)
scan QR code or
go to www.ccedelaware.org

SUNY Delhi • January 12, 2023 • 10 a.m. - 3:30 p.m.
Registration deadline: Friday, January 6, 2023

Catskill Regional Agriculture Conference

I understand that this is a public event and that the event sponsors (Cornell Cooperative Extension and Watershed Agricultural Council) will be taking pictures and recording workshops. By my registration and attendance, I acknowledge my participation and hereby authorize the sponsors to use photographs, video recordings of my image and audio recordings of my voice, which I have voluntarily allowed to be taken by representatives of the sponsors. Furthermore, I hereby consent that such photographs and recordings shall be the property of the sponsors and that they shall have the right to, duplicate, reproduce and make other uses of such photographs and recordings as they may desire and clear of any claim whatsoever on my part. I fully understand the comprehensive nature of this release and voluntarily consent to it.



You can choose how you want to participate, live in-person at SUNY Delhi, or from your home via a virtual zoom meeting. We will email zoom meeting links for all workshops to everyone registered. Registration will begin at 9:30 am with Early Bird sessions at 10:00 am. Dairy, Livestock, Grazing, Vegetables, and Flower tracts start at 11:00, 1:40 and 2:40. At noon in-person attendees will enjoy a delicious local food lunch while learning about climate policy impacts on farms.

Cornell Cooperative Extension
Cornell Cooperative Extension of Delaware County, in partnership with the Watershed Agricultural Council, will be hosting the 20th Annual Catskill Regional Agriculture Conference on Thursday, January 12, 2023, beginning at 10:00 AM in Farrell Hall at the SUNY Delhi campus. After two years of holding the conference virtually, we will be back in person, but offering the conference virtually at the same time. Come and join farmers from around the region for this premier agricultural event. Our top-notch speakers will be presenting timely information about dairy, livestock, vegetable, cut flower production as well as grazing management with a focus on effective practices for farmers in the Catskill Region.

In Person @ SUNY Delhi or Virtual via Zoom

20th Annual
CATSKILL REGIONAL
AGRICULTURE CONFERENCE
January 12, 2023