



Register by
Friday, January 4, 2019

44 West Street, Suite 1
Walton, NY

Cornell Cooperative Extension
Delaware County

JANUARY 10, 2019

• SUNY DELHI •

Farrell Hall

CATSKILL REGIONAL AGRICULTURE CONFERENCE

DAIRY
LIVESTOCK
GRAZING
VEGETABLES

Trade show featuring local agri-service providers

SPONSORED BY THE WATERSHED AGRICULTURAL COUNCIL AND
CORNELL COOPERATIVE EXTENSION OF DELAWARE COUNTY



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CATSKILL REGIONAL AGRICULTURE CONFERENCE

EARLY-BIRD SESSIONS

- Transitioning Farms: Farmer Panel • Grow Your Business
- Intro to Beef Farming in the Catskills

<h4 style="text-align: center;">LIVESTOCK</h4> <ul style="list-style-type: none"> • Managing Dairy Health • Dairy Benchmarking for Success! • Dairy x Beef Cross-bred Calves: An Opportunity for Dairy Farms 	<h4 style="text-align: center;">LUNcheon</h4> <p style="text-align: center;">Consumer Focused Marketing</p>
<h4 style="text-align: center;">DAIRY</h4> <ul style="list-style-type: none"> • Grazing Hacks: Practical Tips and Tools for Grazing Efficiencies • Approaches to High Performance from Pasture • Multi-Species Grazing 	<h4 style="text-align: center;">VEGETABLES</h4> <ul style="list-style-type: none"> • Soil Health for Vegetable Production • High Tunnel Soil Fertility and Disease Management • Hemp Q&A

Watershed Agricultural Council

Delaware County
Cornell Cooperative Extension

nycwatershed.org

Sponsored by:

Catskill Regional Agriculture Conference
SUNY Delhi • January 10, 2019 • 10 a.m. - 3:30 p.m.
Registration deadline: Friday, January 4, 2019
You must pre-register to guarantee lunch

Fee: By January 4, \$25 (includes local foods lunch)
 Late registration or at the door, \$35 (includes lunch only if available)

Name: _____
 Phone: _____
 Number attending: _____ Total \$ _____
 Email: _____

Online Registration is available (scan QR code or use URL below)
https://reg.cce.cornell.edu/CatskillAgConference2019_212
 So that we can ensure we are meeting the needs of all our constituents, we appreciate the following information:

Race: (Check one) African American Asian Pacific Islander Other
Ethnicity: (Check one) Hispanic Non-Hispanic

Please make checks payable to: CCE of Delaware County
 Return to: Kim Holden, 44 West Street, Suite 1, Walton, NY 13856
 For more information, call (607) 865-7090 or visit
www.ccedelaware.org or www.nycwatershed.org
 Directions: www.delhi.edu/admission/visit-delhi/directions/

I understand that this is a public event and that the Watershed Agricultural Council will be taking pictures and recording workshops. By my registration and attendance, I acknowledge my participation and hereby authorize the Council 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 Council of the New York City Watersheds, Inc. Furthermore, I hereby consent that such photographs and recordings shall be the property of the Council and that they shall have the right to sell, duplicate, reproduce and make other uses of such photographs and recordings as they may desire free and clear of any claim whatever on my part. I fully understand the comprehensive nature of this release and voluntarily consent to it.

Catskill Regional Agriculture Conference

Thursday, January 10, 2019 • SUNY DELHI • Farrell Hall

Workshop Schedule

Registration starting 9:30 am

EARLY-BIRD SESSIONS & TRADE SHOW

10:00 am

Transitioning Farms

Larry Hulle, WAC Ag Program Manager, & **Nate Townsend**, WAC Whole Farm Planning Coordinator

A panel of local farmers discuss how they are making the most of opportunities to successfully position their farm for the future. Learn about their challenges and successes involved with expanding and adding enterprises to their business. Panel includes: **Paul & Gwen Deysenroth**, **Chris & Judy DiBenedetto** and **Dan & Angela Schmid**.

Grow Your Business

Ray Pucci Delaware County Chamber of Commerce
Ray will chair a round-table discussion with Howard Garrity, Small Business Administration, Les Howard, SCORE, a representative from the Small Business Development Center, the Entrepreneur Assistance Center in Binghamton, and a representative from USDA Rural Development.

Intro to Beef Farming in the Catskills

Rich Toebe, Livestock Educator, CCE Delaware County

Beef farming is a great fit for the Catskill Region of New York. This talk will explain the different opportunities for beef production including marketing options and the resources needed to run an efficient farm. Rich will also cover the basics on breed choice, nutrition, reproduction, animal health, and provide some sample budgets.



DAIRY



GRAZING



LIVESTOCK



VEGETABLES

11:00 am



Managing Dairy Health: Relying Less on Antibiotics

Dr. Hubert Karreman, VMD

Dr. Karreman's presentation is for all dairy producers and will address supportive and non-antibiotic therapies for managing diseases and infertility. Based on his knowledge and experience as a veterinarian working extensively with organic herds, he will discuss alternative approaches to treating cattle which may be useful to all dairy producers in managing a future where antibiotic use may be further limited.



Grazing Hacks: Practical Tips and Tools for Creating Grazing Management Efficiencies

Troy Bishopp, Grass Farmer & Grazing Specialist for the Upper Susquehanna Coalition

After 34 years of grazing cows, you pick up creative ways of making systems work and establish improved decision-making. The Grass Whisperer will stimulate thinking, whether it's rolling out bales, inexpensive water systems, streamlined pasture designs or the power of observation to find farm/life balance while increasing profit.



Storing and Feeding Hay Crops to Livestock Efficiently

Rich Taber, CCE - Chenango County

Feed costs are the largest expense in raising livestock. Typical feeds fed during the non-grazing season are large dry bales, baleage, and small square bales. Frequently the manner in which hay crops are fed results in high percentages of waste and loss. This presentation outlines ways of efficiently storing and feeding hay crops that will result in good animal performance and minimum waste.



Soil Health for Vegetable Production

Crystal Stewart, Vegetable Specialist ENY Horticulture Team
Jean-Paul Courtenis, Roxbury Farm



Crystal and Jean-Paul will discuss how to assess and manage soil health by reducing the impact of tillage on the soil and by incorporating cover crops into a variety of rotations. The focus of their presentation will be on vegetable cropping systems. Group discussion of field crops is also welcome.

NOON LOCAL FOOD LUNCHEON & TRADE SHOW NOON

Consumer Focused Marketing

A market strategy centered on a target consumer positions the farm to take advantage of whatever trend or technology comes to a market. Understanding your consumer through simple market research can be used to the farm's advantage. Matt will provide a synopsis of the difference between "push" and "pull" marketing and how you can capitalize on market knowledge. Matt works for Cornell Cooperative Extension as Ag Marketing Specialist. Matt works with a diverse mix of produce and livestock producers in the southern tier of NY.

Matt LeRoux,

CCE Tompkins County



1:40 pm



Dairy Benchmarking for Success!

Mariane Kiraly & Paul Cerosaletti, CCE-Delaware County

Join Mariane Kiraly and Paul Cerosaletti for a timely session on dairy farm benchmarks. We will discuss financial measures, ration measures, milk and crop production targets appropriate for dairies in this region. Use the information from this session to develop goals for your own operation based what is typical and reasonable for small dairy farms.



"Grass, A Tale of Two Farmers" Approaches to High Performance from Pasture

Nathan Weaver Grass Fed Dairy Producer & **Benjamin Hepler** Grass Finished Beef Producer, CCE Delaware County

Nathan and Ben will cover how they manage their pastures for the finishing of beef and the production of milk. This session gives you a side by side comparison of how two different farming enterprises utilize the same resource to produce a quality product.



Holistic Approaches to Ruminant Animal Health

Dr. Hubert Karreman, VMD

How do livestock owners learn to not reflexively reach for antibiotics? In this talk learn not only prevention strategies, but also treatments for pneumonia, internal parasites and lameness. Prevention will include housing/feeding/vaccination considerations, and treatments will include alternative treatments ranging from biologics and botanical materials to some "energetic" options like homeopathic remedies for individuals and the whole herd.



High Tunnel Soil Fertility and Disease Management

Ethan Grundberg, Vegetable Specialist ENY Horticulture Team

Ethan will discuss year round nutrient management for high tunnels with a specific focus on results from a SARE Partnership Grant-funded study on nitrogen availability in winter greens production. Grundberg will also review some common pests and diseases encountered in high tunnel vegetable production and several options for their management.

2:40 pm



Dairy x Beef Cross-bred Calves: An Opportunity for Dairy Farms

Dr. Mike Baker, Cornell University

Dr. Baker's presentation will discuss the opportunity to enhance/diversify dairy farm income by using dairy-beef crosses on a targeted percentage of the herd to increase calf value for stocker cattle markets. He will discuss this opportunity and how farms implement the program, as well as how it can feed into a stocker cattle program.



Multi-Species Grazing

Dr. Hubert Karreman, VMD

This talk will discuss the benefits and challenges of having cattle, sheep, pigs, poultry and horses graze pastures on your farm. Topics will include: types of forage and different ways animals graze, fencing considerations, water, and protection from predators. Internal parasitism will be discussed and management methods to reduce pressure build-up through the grazing season.



Grassfed Livestock Production

MacKenzie Waro, Strauss Brands

Grass-Fed? Grass-Finished? Pasture-Raised? All-Natural? What does a producer really need to know in order to raise and sell into the grass-fed meat market? MacKenzie, Northeast Livestock Manager for Strauss Meats, and previously meat marketing specialist with CCE Harvest NY, will decipher the terms and labels that can be used on meat labels as well as raising practices for the retail grass-fed meat market.

Hemp Q&A

New York is cultivating the industrial hemp market and supporting new opportunities to grow this multi-million dollar crop. The 2018 growing season yielded important research data and direction for those looking to incorporate hemp into their growing operation. Come get the latest information with regard to permits, growing information, and potential markets.

