

# HARVEST NEW YORK GROWING NEW YORK'S AGRICULTURE & FOOD ECONOMY



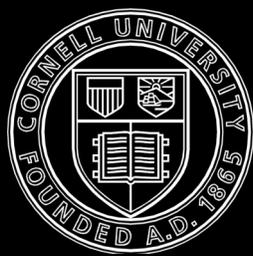
## QUARTERLY HIGHLIGHTS July-September 2017

### HARVEST NEW YORK

An innovative Cornell Cooperative Extension team that focuses on workforce development and business expansion projects that increase profitability and investment in key sectors of New York's agriculture industry.

### MAXIMIZING CONNECTIONS

Harvest New York Specialists respond to emerging issues and develop new opportunities using the research of Cornell University, the resources of Cornell Cooperative Extension and relationships with partnering organizations statewide.



### FARM STRATEGIC PLANNING

#### Reducing Dairy Labor and Expense

(Chautauqua Co.) A well-known commercial states, "...happy cows come from California." Well, that's only partly true because there is a pretty happy group of cows in western NY, as well.

Working with Harvest NY, an underutilized machinery shed was converted to a cow-friendly, labor-minimized facility. A calf warming / vet supply room was added into the design. This will allow the dairyman to handle neonates and/or parturition emergencies quickly and effectively.



Figure 1- Converted machinery shed. Calf warming room on right

Moving dry cows into this barn reduces the overcrowding in other groups on the farm, allows for more targeted management, and it is hoped will reduce peripartum metabolic upsets which can cost \$800- \$1000 per incident in treatment costs and lost productivity.

#### Progress Continues

(Wyoming Co.) Last quarter we reported on the design phase of a new freestall barn and its juxtaposition to existing facilities on the farmstead. This quarter, the farm broke ground on the site.



Figure 2- Site of new freestall barn in Wyoming County

Harvest NY was able to provide additional guidance to the farm

allowing them to complete the initial sitework in-house, on-time, and under budget. This paves the way for the next phase of construction to proceed ahead of schedule and take advantage of an opening in the contractor's schedule.

## LOCAL FOOD DISTRIBUTION

### Harvest NY Connects Farmers and Buyers

On September 25<sup>th</sup>, Harvest New York helped organize an event at 42 North Brewing Company, for the purpose of networking with one another. Buyers came from diverse industries, to include both public and private K-12s, hospitals, restaurants, and colleges. Similarly, we enthusiastically welcomed farmers of produce, livestock and honey to the table. It was not only intended to provide a platform for farmers and buyers to connect, but also to showcase NYS's many agricultural offerings that are readily able to be integrated into wholesale supply chains. A most willing partner, 42 North Brewing Company developed two menus, one catered towards restaurants, the other towards institutions, both of which featured NYS ground beef, care of Red Barn Provisions, and a variety of NYS grown produce. The tap room at 42 North was packed, the chitter chatter was deafening, the night continued long past the formal end time, and gratitude for the event was echoed from many. We hope, given the immense interest in this inaugural event, to host more networking opportunities in the future to connect NYS farmers to large scale buyers.



Photo Credit: Carl Moody

## FARM-BASED BEVERAGES

### From Field to Pint

Thanks to the support of a New York Farm Viability Institute grant, Harvest NY coordinated two Field to Pint tours, the first in Eastern NY on June 29<sup>th</sup> and the second in Western NY on August 4<sup>th</sup>. Designed to follow the life cycle of a pint of locally produced beer, more than 70 craft beer stakeholders toured a combination of businesses, to include NY Craft Malt, Argyle Craft Malts & Hops, Dry Town Hops, R.S. Taylor and Sons Brewery, and Dublin Corners Farm Brewery. The intention of these events was simple: networking and knowledge throughout the supply chain. With a supply-chain as localized as NYS craft beer is, it's imperative that each node of the supply chain not only knows one another, but understand the intricacies inherent to each node. Knowledge is another ingredient critical to success in this industry. As such, the tours highlighted the latest research from CU and CCE Specialists. On the malting barley side, joining the discussion were Gary Bergstrom (School of Integrative Plant Science), David Benscher (Research Support Specialist), Mike Stanyard (Northwest New York Field Crops Team Leader), Aaron MacLeod (Hartwick College Center for Craft Food and Beverage), and Aaron Gabriel (CCE-Albany County). On the hops side, were Steve Miller (CCE-Madison County) and Lily Calderwood (CCE- Capital District). These industries are interrelated and highly dependent on one another as success for this nascent, yet booming, NYS craft beer industry is dependent on the success of all involved. With attendees reporting back that they both networked and learned valuable information, Harvest NY is again connecting economic interests in New York State Agriculture.



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# DAIRY FOOD PROCESSING & MARKETING

## State Fair Dairy Product Awards

During Dairy Day at the New York State Fair in August, the winners of the 2017 Dairy Products Competition were announced. Harvest New York contributes to these awards by working with plants of many categories. Harvest New York assists in working with fluid milk plants throughout the entire year on improving shelf-life and quality of their milk. We also interact with cheese and yogurt facilities during training programs held both on-campus and on-site at the facility. Overall, there were several category award winners from Harvest New York's Western and Northern New York Regions. One of these 2017 winners was East Hill Creamery from Perry, NY located in Wyoming County. East Hill Creamery won the Gold Medal for Farmstead/Artisan Cow's Milk Hard Cheese with their cheese called Underpass. Underpass is a raclette style, semi-firm cheese, originating in the alpine regions of Switzerland and France, which is commonly melted and spread over potatoes, pickles, and meats.

Harvest NY works with artisan processors in many ways to assist their business development. In the case of East Hill Creamery; Harvest NY has provided assistance with employee training in various topics such as good manufacturing practices and food safety plan development. By Harvest NY providing this and other assistance, artisan processors are able to find new markets for their products which require this documented training and further focus their efforts on developing their business. Harvest NY congratulates East Hill Creamery and their cheesemakers on their award as well as all other award winning processors in Western and Northern NY. The recognition and exposure is well deserved.



Pictured: Gary and Betty Burley from East Hill Creamery.

## 3rd Quarter Dairy Training Update

Harvest New York assisted in facilitating several workshops in the 3<sup>rd</sup> Quarter of 2017 including *Certified Milk Inspector (CMI) Summer School*, *Dairy Science and Sanitation* and *Preventive Controls for Qualified Individuals (PCQI)*. This year's CMI School hosted 15 participants. Some of these participants are already CMIs, and others take the course to learn how to become a CMI. CMIs have been certified by New York State Department of Agriculture and Markets and are licensed in New York to perform dairy farm inspections. Dairy farms are required to have these inspections in order to ship milk to a processing facility. Therefore, having trained CMIs helps farms access markets, and dairy plants access an inspected, high quality milk supply in New York State. The *Dairy Science and Sanitation* course in August taught 19 individuals from dairy plants of all sizes the basics of how to produce safe and high quality dairy foods. Harvest New York taught *PCQI* courses in various locations across New York State. There were 93 total participants who learned about the Food and Drug Administration's *Food Safety Modernization Act's* Preventive Controls for Human Food regulation and what the FDA will be requiring. These individuals also received a certificate recognizing them as a Qualified Individual. This certificate gives them the ability to develop and maintain their facility's food safety plan. 45 of the participants of this course were from food manufacturing facilities and 40 of the participants represented New York State Department of Agriculture and Markets or the FDA.



Pictured: PCQI Participants

The FDA will be enforcing the new requirements to the industry. In late September, Harvest NY in conjunction with the Cornell Dairy Foods Extension delivered their first Foreign Supplier Verification Programs course. The Foreign Supplier Verification

Date	Course Name	Attendees	Length	Contact Hours
7/14	Preventive Controls for Human Food Seminar	10	0.5 Day	40
7/17 - 7/20	Certified Milk Inspector	14	4 Days	336
8/1 - 8/3	Preventive Controls for Human Food - Qualified Individual Training	20	2.5 Days	400
8/8 - 8/9	Dairy Science and Sanitation	19	2 Days	304
8/15 - 8/17	Preventive Controls for Human Food - Qualified Individual Training	19	2.5 Days	380
8/22 - 8/24	Preventive Controls for Human Food - Qualified Individual Training	18	2.5 Days	360
9/5 - 9/7	Preventive Controls for Human Food - Qualified Individual Training	26	2.5 Days	520
9/27 - 9/28	Foreign Supplier Verification Programs	19	1.5 Days	228

Programs regulation ensures that imported food products meet the same food safety standards as products produced domestically; effectively creating a level food safety playing field between imported and domestic food products. During this 1.5 day course 19 participants learned the details of this recently implemented regulation and how they will ensure compliance with its requirements.

# LIVESTOCK PROCESSING & MARKETING

## Third Quarter Update

After eight months of boots-on-the-ground data collection, the Northeast Packing House survey is complete. There are a total of 67 USDA red meat plants in NY, CT, MA, VT, RI, NH, ME, and Northern PA. Fifty-three plants were interviewed, and significant data collected.

We asked questions about processing capacity, distance animals travel to the plant, labor issues and strengths, daily constraints, and fees for processing.

The survey is part of a larger project with Cornell University, Tufts University and Design & Urbanism Architectural. LLC, on a research project titled, 'Overcoming Supply Chain Barriers to Expanding Northeast Ruminant Meat Production'. This project will examine the supply chain barriers to small and medium scale production of ruminant meat in the Northeast. The research project will implement research, extension, and education activities in pursuit of these three major objectives.

The research project will use quantitative modeling to understand the temporal and spatial dynamics of ruminant animal production, slaughter capacity, and distribution to markets in New York and New England; as well as, improve understanding of both constraints and potential capacity among producers, processors, and policy makers and develop strategies for confronting barriers and realizing capacity for production. The data collected from the survey will be available by the end of 2017, beginning of 2018. This data will be incorporated into Harvest New York programming and inform

future decisions.

Another quarter three highlight was the ability to grade carcasses at a large packing plant in PA. A week was spent in PA, where 10,000 beef, veal, and lamb carcasses were graded for yield and quality grades. This has given HNY the ability to understand carcass grading that can be worked into our future meat workshops.

In August, the second FSMA for Animal Foods was hosted at Cornell, in collaboration with Cooperative Feed Dealers. Twelve industry leaders were trained to become PCQI (Preventive Controls Qualified Individual) to be compliant with the federal law.



Pictured: PCQI Training

# AGRICULTURAL BUSINESS DEVELOPMENT & MARKETING

## Northern New York Craft Beverage Industry

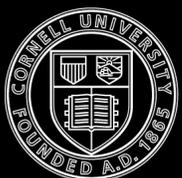
Harvest NY continues to work with the craft beverage industry across northern NY. Currently there is increased interest in starting more breweries, wineries, and distilleries. Each of these potential businesses bring in a new niche to the craft beverage industry in northern NY. Harvest NY provides support on development, establishment, and expansion for the potential and current industry. This also includes helping with licensing (state and federal) and regulations. Over the past few months, Harvest NY has been working with ten potential and current wineries, one potential brewery, and one potential distillery in Essex County, St. Lawrence County, Clinton County, and Jefferson County.

Harvest NY is wrapping up the Winery Cost Establishment and Expansion Project and New York State Hard Cider Supply Chain Analysis. In addition, two short educational videos are currently being create to provide educational information regarding the New York State American Viticulture Areas (AVA) and the Cold Climate Grape/ Wine Styles. The Winery Cost Establishment and Expansion workshop will be on November 18<sup>th</sup> from 10am to 2pm at the CCE St. Lawrence County office, located at 2043B NY-68, Canton, NY 13617.

The workshop will also include information regarding vineyard establishment and cost.



Photo Credit: RJ Anderson



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