

Date: July 2, 2019

To: 4-H Staff with agriculture related responsibilities

From:

Jennifer L Collins  
Extension Educator, 4-H Youth Development

RE: New York State 4-H Agri – Business Career Conference

The 43rd Annual New York State 4-H Agribusiness Career Conference will be held on October 17-18, 2019 at SUNY Cobleskill and local agri-businesses. The conference is co-sponsored by NYS 4-H, the State University of New York (SUNY) at Cobleskill and the NYS Farm Bureau Foundation for Education. This career exploration conference is open to all youth ages 14 and over who wish to become more aware of opportunities with agriculture and also the academic requirements for professional positions available in the various agri-businesses. It will feature mini-tours to farms and businesses in the Cobleskill area as well as seminars, guest speakers and guided tours of the SUNY Cobleskill agriculture facilities.

A participation fee of \$100.00 per youth and \$80 per chaperone will include all overnight accommodations and meals. (If a participant wishes to come for just one day, that is acceptable, but the cost of the program is the same.) Participants and chaperones will be staying at The Super 8 located at 955 East Main Street Cobleskill. . Please note, if your participants are coming in on Wednesday night, it is their own responsibility to make and pay for hotel reservations for that night.

**Note:** *The full registration fee of 100 per youth and \$80 per chaperone is due September 12. There will be absolutely no refunds after September 12 due to hotel expenses. A \$ 50.00 late fee will be charged per participant for registrations received between September 12 and September 26, 2019.*

Please provide this **ENTIRE PACKET** to potential participants with the exception of this first page. We need them to be aware of all expectations. **Again this year!! We are offering five scholarships for attendees. Please see the enclosed scholarship application!!!!**

Cars and vans will be needed for Thursday, October 17th for a round trip of approximately 50 miles to various mini tour stops. If your county has an association vehicle, we ask that you allow your chaperone to drive it on this trip. Please check the box on the registration form and indicate the passenger capacity. Please let your chaperones know that we will assign them which mini tour they will be going on according to the vehicles we have available to get the participants to their tours. Chaperones request for mini tours will be accepted but not guaranteed as this trip is for the youth. **Please be sure all chaperones are background and DMV checked through your office**, prior to the event.

Enclosed is a list of chaperone and participant expectations. Trip coordinators are asked to select chaperones whose age and experience will encourage the confidence and respect of youth participants. **Please make sure your chaperone is background checked and has a completed Medical Consent form for every participant they are in charge of prior to attending.**

**Enclosures:**

1. Mini-Tour Descriptions
2. Conference Agenda
3. SUNY Cobleskill Study Group Descriptions
4. Registration Sheet
5. Guidelines for Participants and Expectations
6. Mini-tour Pre-Registration
7. Letter to Participants
- 8) Scholarship Application
- 9) Campus Map

July 2, 2019

Dear Agri-business Career Trip Participant:

We are pleased that you will be joining us on October 17-18, 2019 for the 43rd Annual New York State 4-H Agri-Business Career Conference (ABC). Registration is between 9:45 a.m. and 10:15 a.m. on Thursday, October 17 at the State University of New York (SUNY) at Cobleskill, Champlin Hall (upstairs). **Lunch is included on Thursday**, and we will be starting the program right at 10:15 a.m. so plan to arrive on time.

You should bring the following:

1. If you have not already given an emergency medical treatment form to your chaperone, please be sure to complete it and bring it with you.
2. Clothing appropriate for mid October. Don't forget comfortable walking shoes, a raincoat and/or umbrella.
3. If you have a digital camera or phone, bring it with you...it will be useful for the activities we have planned. Please don't forget to bring any cables to transfer pictures to a computer and your instruction manual as well.
4. Evening activities will all take place at the Rec Center on campus.

Please give your family the information below in case they have to get in touch with you:

Thursday afternoon:	On the road, Cobleskill College
Thursday evening:	Campus Rec Center. Then the night is spent at the Super 8 Hotel, 955 East Main Street Cobleskill 518-234-4888
Friday:	Cobleskill College

We look forward to seeing you on October 17th.

Sincerely,

Jennifer L Collins  
Extension Educator  
4-H Youth Development

## **Participant Expectations**

As a participant you are representing the Cornell Cooperative Extension Program of your County.

You are expected to participate fully in all parts of the program.

The program planned will be a full schedule. It will be necessary to be on time and to stay with the groups during tours.

Be sure to report in with your chaperone on a regular basis. Report any problems, accident or illness to your chaperone. Respect and adhere to directions of all chaperones, even if it is not the one you came with. All chaperones are responsible for all of the participants.

Boys and girls are not permitted in each others' hotel rooms.

Alcohol, illegal drugs, and smoking of any kind is not permitted.

Music and television played in hotel rooms should be kept at a level so as not to disturb other hotel guests. Talking and activities in the hall should also be at levels not disturbing to other hotel guests.

Everyone is expected to adhere to the scheduled curfew.

Any damage to hotel property will be the responsibility of the individual.

No participants will leave the hotel or any part of the event on campus without a chaperone assigned by their county. All participants should follow reasonable direction or request made by any chaperone for the event.

Use of common sense, courtesy and respect is expected of all participants.

Get the most of the experience by participating fully and asking questions throughout the program.

## **CHAPERONE EXPECTATIONS**

Chaperones are expected to participate fully in the program.

Chaperones are ultimately responsible for participants assigned to them by their county. However, it is appropriate to offer guidance and discipline to any participants in the program in the absence of their chaperone.

Chaperones should make sure their participants are in their room and quiet before retiring for the evening. Chaperones should also observe announced curfew. Chaperones are responsible for seeing that their participants are up and ready on time in the morning.

Chaperones should report any problems to any member of the event committee.

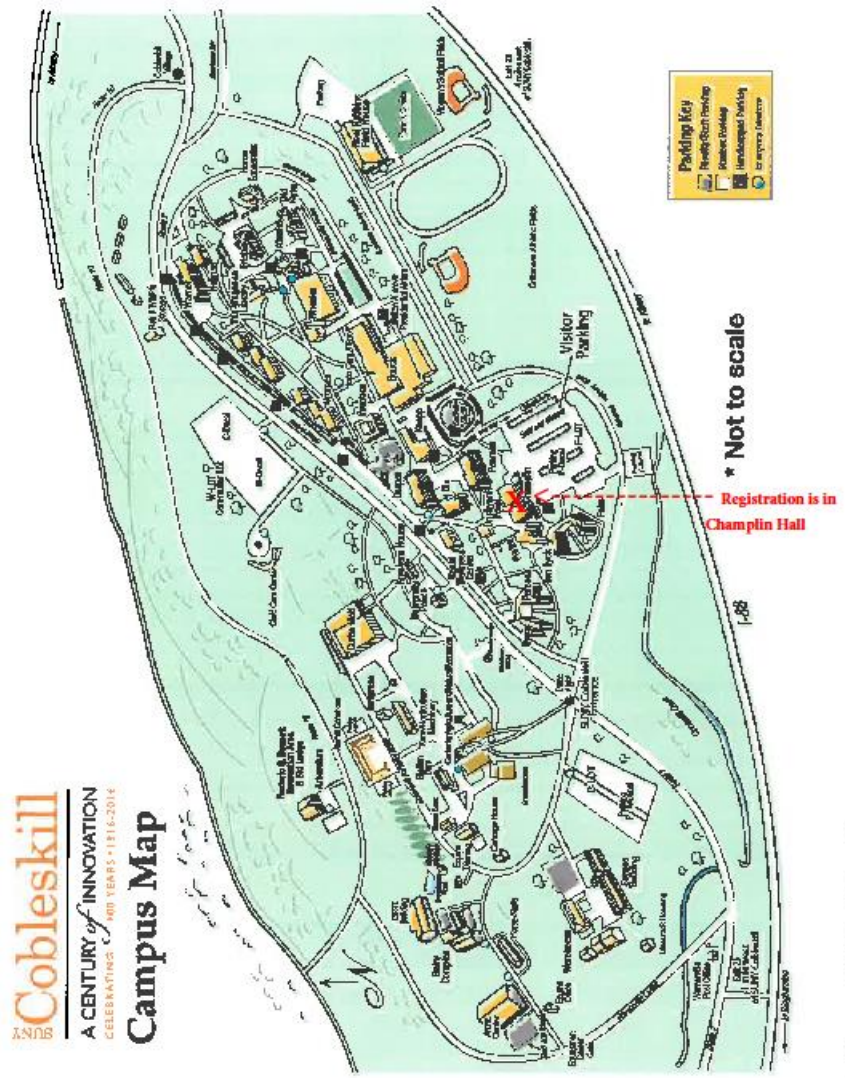
## 2019 ABC Conference Agenda

### **Thursday, October 17**

9:45 a.m. – 10:15 a.m.	Registration/Mixer activity at Champlin Hall (Upstairs)
10:15 a.m. - 11:15 a.m.	Welcome, orientation and 2 year vs. 4 year college panel
11:30a.m.-12:00 noon	Buffet Lunch
12:30 p.m. – 1:30 p.m.	First Mini -Tour
2:00-3:00 p.m.	Second Mini –Tour
3:45-5:00 p.m.	“ACI Lab”(Agriculture Career Investigation) Curtis Mott Chaperone Meeting during ACI Lab
5:30 p.m.	Banquet at SUNY Cobleskill at Champlin Hall
6:00 p.m.	ACI Group Presentations
7:30 p.m. - 9:30 p.m.	Activities at Campus Rec Center
9:30 p.m.	Leave for Super 8 Hotel

### **Friday, October 18**

8:00 a.m.	Check out of Hotel
8:15- 8:45 a.m.	Breakfast and Campus Welcome at Champlin Dining Hall
8:45 a.m.-10:15 a.m.	Campus Tours
10:30 a.m.-11:30 a.m.	First Workshop
11:45 a.m. – 12:45 p.m.	Second Workshop
1:00 p.m.	Fill out Evaluations and Lunch at Champlin Dining Hall and then depart for home.



Link to a clearer campus map is: <http://www.cobleskill.edu/about/map-and-directions.asp>



## *New York State 4-H Agri-Business Career Conference*

### *Mini-Tours*

#### **TRACT 1**

**Schoharie Valley Farms:** Once the largest carrot growing farm east of the Mississippi, Schoharie Valley Farms is now owned and managed by the Ball Family. See how diversification has helped make this farm a popular stop for local shoppers of fresh produce as well as major tourist attraction. How much does the farm store add to the operation and how did the farm survive during the rain of this past summer?

**Speaking With the Vet:** Learn about the experiences of a veterinarian. What does he or she enjoy, and what attracted them to their career? Interested in becoming veterinarian? Then this tract is for you.

#### **TRACT 2**

**Sweet Tree Farm:** This operation produces grass fed beef, natural pork, poultry, eggs and pure maple syrup. Hogs and laying hens are raised on pastures and NOFA-certified grains. Animal agriculture processing techniques will be discussed.

**The Stables at Sunny Knolls Farm:** An equestrian farm located on 160 acres of open rolling fields and offers Horse Boarding, Training, Trail Rides, Riding Lessons, Birthday Parties, and Apartment Rentals for college students. The Farm is a popular living choice for students who wish to bring their horse to college with them as it is close to campus and provides plenty of space to ride. Hay is grown on the farm and ample pasture is available for spring, summer and fall grazing.

#### **TRACT 3**

**Milk Quality Lab- SUNY Cobleskill:** The Quality Milk Production Services (QMPS) serves dairy producers in New York State and across the nation from four laboratories located in Canton, Cobleskill, Geneseo and Ithaca. QMPS has developed over the years from being primarily a diagnostic program to one with a comprehensive education focus designed to offer assistance to dairy producers for mastitis monitoring, prevention and surveillance.

**Jack Miller's Tractor & Truck:** A full line New Holland dealer here to meet all your parts, sales, and service needs. We sell both new and used equipment and carry a wide variety of top brands such as New Holland, Woods, Ferris, Pequea, Buhler, and Bradco. Jack Miller's Tractor has been family owned and operated since 1980.

# *New York State 4-H Agri-Business Career Conference*

## *Mini-Tours (continued)*

### TRACT 4

**Beekman Farm:** Beekman 1802 is a farm and retail business that has quickly earned worldwide acclaim for its premium “lifestyle” line of food, beverage and home goods items. Starting with a small line of goat milk soaps and cheeses in 2008, Beekman 1802 now offers hundreds of items through its retail shop located in Sharon Springs, online sales and through Target stores nationwide. Its owners, Brent and Josh, were featured in their own Discovery/Plant Green channel reality show, “The Fabulous Beekman Boys” in 2009 and 2010 and, as a team, won ABC’s “Amazing Race” in 2012. This visit will include a tour of their farm, the largest Grade-A goat dairy in the county, and a stop by their retail shop in Sharon Springs.

**Thistle Hill Weavers:** A world-renowned weaving operation specializing in high-end and historic reproduction woven goods. Thistle Hill uses sheep and exotic fiber produced in New York State to weave textiles for some of the country’s most exclusive hotel, residential and museum clients (Mount Vernon, Monticello and Lincon’s birthplace to name a few). Their work has also been featured in a number of films and television shows including the *Chronicles of Narnia* and HBO’s *John Adams* series. Rabbit Goody, the business’s owner, is an internationally-acclaimed textile historian and lecturer. This visit will include a tour of Thistle Hill’s incredible weaving factory.

### TRACT 5

**Hessian Hill Farm:** A highly diversified family operation that produces sheep, hogs, cattle, chickens, horses and hay on its 350 acres. The Goblet family also produces a significant variety of floral and vegetable crops in their high tunnel operations and sells these items along with value-added bottled and packaged products through regional farmers’ markets and at the farm during annual open house events. At Christmas time, Hessian Hill offers Christmas trees and a variety of agri-tourism events at the farm.

**Wellington’s Herbs and Spices:** Includes a 45-acre farm with certified organic fields and specializes in the production, drying and blending of a large variety of herbs and spices. The business also produces vegetables in their high tunnels and fields for sale at regional farmers’ markets and through their on-farm retail store, where customers can also buy the Wellington’s famous prepared food, dessert and teas.

### TRACT 6

**Osborne Family Farm:** At its currently location since 1990, the Osborne Family Farm is a modern 400-acre dairy focused on top-notch cattle genetics. The family milks 120 cows with robotic milkers and each year, markets dairy seedstock in the Northeast and beyond. The family has installed robotic milkers in the last two years and has renovated and upgraded all of their barn and milking facilities with a focus on energy efficiency. Osborne Family Farm also raises grass-fed beef cattle on the home operation near the village of Sharon Springs.

**Weathertop Farm:** owned and operated by Kate Miller, produces a wide variety of culinary and medicinal herbs that are used to make a branded line of artisanal foods and natural wellness products. Kate grows and forages for numerous types of fruit, mushrooms and herbs that are picked at the peak of ripeness and made into Fiery Cider, teas, and shrubs & switchel products that are sold at local markets and to retailers and restaurants.



## **New York State 4-H Agri-Business Career Conference**

### **Study Sessions**

#### **Agricultural Business Management & Food Systems**

Agricultural Business Management and Food Systems programs at SUNY Cobleskill are designed to expose students to all of the components of agricultural and food marketing channels in the U.S. and around the globe. Courses in these programs are focused on management of farm businesses, farm input suppliers, marketing and sales, food processing, food product development and agricultural economics. Food-oriented businesses make up a large portion of the U.S. economy and represent excellent employment opportunities for graduates both here and abroad. The challenge of producing, marketing and distributing food in ways that ensure food security as global populations grow and ensuring farm/food business viability is a primary focal point of these programs.

#### **Floriculture, Nursery Management and Landscape Development and Soils/Crops/Turf/Recreation & Sports Area Management**

The trees, shrubs, flowers, and landscapes of our nation are the working tools of the professional florist, greenhouse grower, nurseryman, landscape contractor and grounds man. Daily involvement with ornamental plants in careers that enrich the lives of all those served is a reward of employment in the field of ornamental horticulture. Career opportunities include floral design, greenhouse production and management, wholesale florist sales, production and sale of nursery crops, garden center sales, design, installation or maintenance of private and commercial landscapes.

The crop production and soil science program emphasizes the science and practices of increasing both the quantity and quality of food and forage crops through soil management procedures. It includes soil testing information, a study of the role of various chemical elements in plant nutrition, the recognition of hunger signs in crops and correction of soil deficiencies by proper use of lime and fertilizer. Integrated pest management is stressed by the study of modern techniques of insect disease and weed control. Career opportunities include crop farm operator/manager, pest control specialist, conservation aide, orchard operator or manager, farm products sales, soil technician and/or field research assistant. Recreation and Sports Area Management prepares students to manage, maintain and preserve public and private recreational facilities, including parks, ski areas, campsites, nature centers and athletic complexes. Turfgrass Management trains students to be golf course superintendents, lawn care specialists and athletic field managers. On-campus facilities include three golf greens, turf plots comprised of a variety of grass species, small sod farm, five athletic fields and turfgrass equipment workshop. A local golf course is also used for instruction.

#### **Equine Studies & Thoroughbred Management**

Nationally, the horse industry generates \$18 billion annually. New York State has a major equine industry and is ranked 3rd in the nation with respect to dollars generated. New York has both a significant pleasure horse and racing industry. Over \$2.5 billion are wagered at NY tracks annually. There are many career opportunities including working directly with horses at race tracks, riding stables and brood mare farms, as grooms, drivers, trainers, barn managers, riding instructors, veterinarians, and veterinary assistants. Other job opportunities include positions as sales people, store managers, insurance adjusters and writers.



# **New York State 4-H Agri-Business Career Conference**

## **Study Sessions (continued)**

### **Agricultural Engineering Technology**

The Agricultural Engineering Technology programs offer the opportunity for students to develop the practical skills involved in operating, servicing and selling mechanized agricultural, light industrial and turf equipment. The Diesel Technology offering is also housed in these training facilities. The ever-increasing mechanization of farm and industry generates a demand for technical specialists who have a working knowledge of today's modern labor-saving equipment. Well-equipped agricultural engineering technology laboratories provide the setting for developing technological skills and abilities. Here, students gain experience in modern technology by working with computers, diesel and gasoline engines, transmissions and final drives, hydraulics, air conditioning, farm structures equipment, welding, farm machinery and electricity. The College farm provides a practical laboratory for the study and operation of agricultural and light industrial machinery.

Students study and analyze the features of today's equipment in order to select that type which will provide optimum performance for a given task. The fundamentals of managing a dealership are also subjects for study and observation. Graduates sell, service and install agricultural and light industrial equipment for dealerships and manufacturers. Future farm owners, managers and employees are shown effective methods for operation, adjustment, maintenance and repair of the farm equipment they will own and use. Courses offered in the department emphasize safety and various methods and techniques for conserving energy.

### **Livestock Studies**

The enlargement of marketing facilities in the northeast has greatly influenced the production of beef cattle, sheep, rabbits, poultry, and swine. Employment opportunities include owner/renter, manager/partner, herdsman of a farm enterprise, as well as the business and service aspects of DHIA supervisor, meat packing industry, and other areas of sale of products which service production agriculture.

### **Canine Behavior:**

SUNY Cobleskill is one of only a few accredited colleges in the country that offer canine programs. The canine concentration under the Animal Science BT degree is designed for students interested in learning about training and managing dogs. ABC participants will be experience a series of demonstrations of various tracking/search skills.

### **Dairy Production**

The livestock and its products are primary sources of agricultural wealth in America. The value of animals on New York State farms alone is approximately a quarter of a billion dollars. The dairy herds of the State produce annually over 5 million tons of milk. This makes New York third in the nation in value of dairy products.

### **Fisheries Technology**

In order to meet the environmental challenge of today, it is necessary to organize a force of environmental technicians trained in the application of sophisticated modern approaches to natural resource management, ecology, wildlife law enforcement, and laboratory techniques for fish and wildlife. Opportunities include both field and laboratory work. It also includes professional conservationists who maintain our fish and wildlife population.

**2019 NEW YORK STATE 4-H AGRI-BUSINESS  
CAREER CONFERENCE  
REGISTRATION and PAYMENT IS DUE by  
September 12, 2019**

NEW THIS YEAR...Online Registration. Please go to  
[https://apps.cce.cornell.edu/event\\_registration/main/events\\_landing.cfm?event=20194HABC\\_221](https://apps.cce.cornell.edu/event_registration/main/events_landing.cfm?event=20194HABC_221)

To register your 4-H members and chaperones.  
Registration must be completed by a 4-H Educator.  
Please forward payment (checks payable to CCE  
Herkimer) to:  
CCE Herkimer  
Attn: Jennifer Collins  
5657 State Route 5  
Herkimer, NY 13350

**New York State 4-H  
2019 Agri-Business Career Conference  
Mini-Tour and Workshop**

Tract 1	Schoharie Valley Farms	Speaking with the Vet
Tract 2	Sweet Tree Farm	The Stables at Sunny Knolls Farm
Tract 3	Milk Quality Lab	Jack Miller Garage
Tract 4	Beekman 1802	Thistle Hill Weavers
Tract 5	Hessian Hill Farm	Wellingtons Herbs and Spices
Tract 6	Osborne Family Farm	Weathertop Farm

***Choose/rank three tracts:***

First Choice \_\_\_\_\_

Second Choice \_\_\_\_\_

Third Choice \_\_\_\_\_

***Rank the following Campus Study Sessions with 1 being your first choice and 8 being your last choice:***

\_\_\_ Agriculture Business and Food Systems

\_\_\_ Floriculture, Nursery Management, Soils/Crops/Turf/Recreation & Sports Area Management

\_\_\_ Fisheries Technology

\_\_\_ Agriculture Engineering Technology

\_\_\_ Dairy Production

\_\_\_ Livestock Studies

\_\_\_ Equine Studies & Thoroughbred Management

\_\_\_ Canine Behavior

Name: \_\_\_\_\_ County: \_\_\_\_\_

This form should be filled out and returned to your County 4-H Office prior to THEIR Deadline, so that it can be sent with your counties' registration. If not, you will be placed in tracts/sessions of our choice rather than yours.

# 4-H Agri-Business Career Conference Scholarship Application

Five scholarships will be awarded by SUNY Cobleskill to cover the cost of the registration fee for the 4-H Agri-Business Career Conference. Preference will be given to first time attendees, especially those from counties who have not participated in this trip in the recent past. However, all are encouraged to apply.

Deadline for submission is September 12, 2019. Please submit application with registration materials. **Send a check for the registration, if you receive a scholarship, we will return your check un-cashed at the conference. If you receive a scholarship and do not attend, your check will be cashed.**

Name: \_\_\_\_\_ County \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Years in 4-H \_\_\_\_\_

4-H Age: \_\_\_\_\_ Grade: \_\_\_\_\_

4-H Activities:

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Other Activities (i.e. school, community, etc.):

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Please attach a 300 word essay with application stating why you are interested in Agri-Business and attending this trip.