

To Register: call Kim at (607) 865-7090, email [kmh19@cornell.edu](mailto:kmh19@cornell.edu), visit [www.ccedelaware.org](http://www.ccedelaware.org) or scan code below

**EARLY BIRD 10:00**

**Innovative Ag Technology**

Connor Young,  
Watershed Agricultural Council



Learn about WAC's new competitive grant program supporting innovative farm equipment and precision technology that improves air and water quality while strengthening farm operations and generating practical lessons for other farmers. Hear application details, funding categories, and upcoming opportunities for participating farms.

**Swipe, Sell, Succeed - Panel**

Ryan Nethery, Upland Farm  
Dawn Perry, D&D Farm

Learn how a Point-of-Sale (POS) system can streamline your farm's direct-to-consumer sales. This workshop covers why farms benefit from POS tools, the types of data these systems collect, and how that information can strengthen both financial records and marketing decisions. Hear directly from local farmers using a variety of POS platforms during our panel discussion and Q&A.

**Beyond the Bacon: Starting Your Small-Scale Pork Operation**

Adam McFarland, Top Notch Livestock

Adam will discuss the basics of feeder pig selection and requirements to get a finished hog with quality meat including housing requirements, feed & nutrition, health, harvest timing, etc. He will cover breeding gilt and boar selection and knowledge needed to start your own breeding herd.

**What is a Local Food System and Am I a Part of It?**

Cheryl Bilinski, CCE - Harvest NY



A Local Food System is more than just a feel-good buzzword. Cheryl will help us understand what a Local Food System means and how all farms and consumers fit in the picture and benefit from a thriving Catskill's Local Food System.

**LUNCH 12:00**



**11:00 am**

**Farm Financial Fitness: Essential Tax Updates & Planning Tools**

Andy Gilbert, NY Farm Net



Ever wonder if you are getting the most out of your accounting and tax planning methods? In this session, Andy will discuss key attributes to successful record keeping and tax planning. Accounting systems on dairies can get complex, yet with proper planning, documentation and tax preparation, many different deductions and credits can be earned.

**1:40 pm**

**Strategies to Maximize Forages in Your Feed Program**

Don Burkard, Dairy NExT Nutrition Consulting



Forages should make up the greatest portion of dairy cattle diets and the quality of forages fed as well as specific feed management practices can greatly influence milk production on dairies. As a 20+ year dairy nutrition consultant, Don Burkard will present how to monitor and improve the quality and quantity of our forage. Don will also lay out key management practices that can be applied to your crop plans this year to allow your diets to be successful every day.

**2:40 pm**

**Empowering Cows with Automated Health Monitoring**

Julio Giordano, Cornell University



The evolving landscape of dairy farming, technology and innovation are transforming how farmers manage herd health, reproduction, and productivity. Dr. Giordano will share practical applications of many available automated health monitoring systems, such as collars, boluses and AI technologies. You will learn how these technologies are revolutionizing cattle care by offering real-time insights into individual cow well-being and providing data, reducing labor demands, and improving animal welfare.

**DAIRY**



**Animal Behavior and Handling Systems**

Dirk Schubert, Hession Hill Farm



Livestock handling should be safe and easy for both the animal and the farmer. Dirk will explain the science behind animal behavior. He will then connect these concepts to handling system design, layout, and connection to the rest of the farm including training animals to the system. Examples will include cattle and small ruminants.

**LIVESTOCK**



**Improving Pasture Quality and Productivity**

Sarah Flack, Sarah Flack Consulting



Sarah will dig into common pasture problems and ways to create higher yielding pastures with better nutritional quality. She will cover the full "Graziers Tool Box" of pasture improvement options including varied stock density, grazing heights and residuals; improving soil health and fertility; no-till and frost seeding, full renovation and more.

**GRAZING**



**Incorporating Beneficial Insects into Your Pest Management Program**

Betsy Lamb, Cornell IPM



While cultural and chemical methods of pest management may seem to get all the attention, incorporating beneficial insects into your high tunnel or field production shouldn't be ignored. Learn to identify the beneficials that are already at work there and how you can get more work out of them! Betsy will discuss both adding commercially available beneficials and encouraging the native ones that are present as ways to add biological control.

**VEGETABLES**



**Marketing Great Flowers, Selling to Florists**

Jess Beretz, Farmhouse Floral Design



Have you considered selling wholesale to florists? Or how to make your flowers last longer? You have the growing part down, and now are ready for the next step? Jess will discuss how to properly harvest and market your flowers to your desired audience. Jess will share her experience as both a grower and a florist, focusing on what florists really want to buy. Jess has over a decade of experience in the wedding industry as well as a lifetime of flower production knowledge.

**Selecting Replacement Females for Your Herd or Flock**

Ashley McFarland, CCE CNY Dairy, Livestock Team



Selection of female replacement animals is a critical management skill that enhances the productivity and profitability of the farm. Ashley will cover what makes a good replacement female, how to know how many you need, age and weight benchmarks for ideal growth rates and breeding targets, and nutrition and feed management strategies.

**Grazing Equipment: A Hands-on Experience**

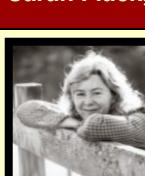
Dan Vredenburgh, Ben Hepler, Watershed Agricultural Council, Dan Flaherty, Natural Resources Conservation Service



After a short introduction of grazing equipment, you will have the opportunity to go to three stations to put your hands on grazing equipment. Hard fencing (energizers, insulators, tools); Temporary fencing (posts, reels, wires); and Watering systems (troughs, floats, fittings, pipe). Come with your questions and leave with answers.

**Grazing from the Livestock Perspective**

Sarah Flack, Sarah Flack Consulting



What does it take to finish a lamb or steer on pasture or meet the nutritional needs of livestock producing a lot of milk? Sarah will discuss design and management of grazing systems to achieve meeting high nutrition demands from pasture including increasing pasture intake; changing supplemental feed; managing plant variety, maturity, height and residuals; and new technologies.

**Tips for Getting the Most Out of OMRI-listed Pesticide Applications**

Ethan Grundberg, CCE Eastern NY Commercial Horticulture Program



Most growers don't enjoy spraying pesticides. However, investing in the proper equipment and taking the time to ensure the most efficacious pesticide applications are both critical for growers who are interested in spraying less on the farm. Grundberg will cover topics such as nozzle selection, OMRI-listed adjuvant use, evaluating spray coverage, and sprayer calibration.

**FLOWERS**



**Soil Health & Nutrient Management**

Jinjing Yin, CCE Capital Area Agriculture and Horticulture Program



This presentation will cover the concept of soil health, different ways of improving soil health, how to interpret soil test results and nutrient management for cut flower production.

Scan code to register and pay online



**Lavender 101**

Monica Cutillo-Cody, Owner of Farmstead 1868



Learn about all things lavender! The history, uses, benefits, and different varieties. Interested in picking a location to grow your own? What's the difference between varieties? What do you do with the lavender once you have it in your garden or on your farm? Join Monica for a discussion about it all!

