

**Cultivating LEADership
E-NEWSLETTER**

December 18, 2009

FROM THE DIRECTOR:

Season's Greetings, Everyone! I have three short items to share with you this month:

First, if you haven't already done so, please pre-register for the NYS Agricultural Society Annual Forum to be held at the Holiday Inn Liverpool on Thursday, January 7, 2010. Please visit <https://www.ezway.net/nysas/> to register. This year's theme will be on WATER, something very important to us all, and very relevant to our industry. We have a great lineup of speakers, and I am confident that this will be a very interesting forum. And of course, the forum serves as the largest annual gathering of LEAD alumni, so why not come and reconnect with your old friends and colleagues? We hope to see you there!

Second, I wanted to give you a year-end reminder to please make a contribution to LEAD if you are able. To date, 43 of our 342 alumni (about 13%) have made a contribution to our class 13 fundraising campaign. This is well short of the 30 – 40% that normally contribute during the first year of a new class. I know this has been a very difficult year for most, but any amount you can give would be greatly appreciated. FYI, alumni contributions total just over \$10,000 to date, or about 20% of the \$50,000 we have raised in total thus far (the rest coming from corporate and friend donations). Too, current class members are already stepping up with their own contributions; a quarter of the class having made a personal financial contribution beyond their tuition payment. While having already raised \$50,000 sounds pretty good, realize that we are still \$30,000 short of our fundraising goal for this fiscal year (July 1, 2009 – June 30, 2010). We need your contribution to raise that last \$30,000 – thank you!

Finally, I would like to take this opportunity to wish you all a very happy holiday season, and a prosperous New Year. Thank you for your support, and we hope to see you again soon!

ALUMNI UPDATES:

Alumnus Receives Holstein Association USA Award

Schuylerville, NY resident *Jan King (class 6)* of Kings-Ransom Farm, LLC has been named the Holstein Association USA's 2009 Distinguished Young Holstein Breeder. Kings-Ransom Farm milks 900 Registered Holsteins and farms 2,450 acres. Milking three times per day, their herd currently averages 27,132 pounds of milk, 988 pounds of fat and 844 pounds of protein.



NY Farm Bureau Awards and Discussion Meet Finalists Includes LEAD Alumni

The Discussion Meet contest is an activity designed to build critical skills in young active farmers. By participating, members build basic discussion skills, develop a keen understanding of important agricultural issues and explore how groups can reach consensus and solve problems. Participants are judged on their cooperative attitude, analysis of the topic, problem solving and implementation strategies and their deliveries. The top four finalists include *Ryan Akin (class 12)*. Akin is from Canandaigua and works for Hemdale Farms as the forage and feed manager.

Jamie Edelstein (class 12) of Ira, Cayuga County won the Excellence in Agriculture Award from New York Farm Bureau at the organization's state annual meeting. The farm bureau each year honors outstanding young farmers ages 18 to 35 who compete in statewide competitions during the fall. The Excellence in Agriculture Award recognizes young farmers for their contributions to agriculture and to Farm Bureau. Jamie and his wife, Maggie were judged on their involvement in agriculture, leadership ability and their participation in Farm Bureau and other organizations. The Edelsteins own Wyllie Fox Farm, a small, diversified organic vegetable farm. The couple received \$1,000 from Dodge and the New York Farm Bureau Young Farmer & Rancher Program, a Stihl MS 290 Farm Boss Chainsaw and an expense-paid trip to compete the American Farm Bureau Federation Convention in January.

CALS Outstanding Alumni Awards

The College of Agriculture and Life Sciences and the CALS Alumni Association award winners represent a wide range of interests and accomplishments, and each has strong roots in the college. Each winner has achieved success in business, professional or other vocational endeavors; shown leadership on behalf of CALS and Cornell University, and made a significant contribution to the betterment of society through community service. *Lawrence Eckhardt (class 2)* is co-owner of Capital Area Agricultural Consulting, Inc. and is also president of Kinderhook Creek Farm, Inc. He has been president of the NYS Vegetable Growers Association for more than 18 years, has served on the CALS Advisory Council and CCE of Rensselaer County's Agriculture Program Committee and is currently the director of the NY Agricultural Innovation Center. In addition, he is a founding director and member of the board of directors of the NY Farm Viability Institute and an active member of the NYS Farm Bureau.

Former LEAD NY director, Brian Earle also received the Outstanding Faculty/Staff Award. Earle taught in the Department of Communication for nearly 40 years and is the only faculty member to ever have received all four top teaching and advising honors in CALS. He served as director for LEAD classes 3 and 4 and continued to play key role as the etiquette trainer for many other LEAD classes.

UPCOMING EVENTS:

What: Northeast Cooperative Council Annual Meeting (NECC), Leaders Forum and COBANK Northeast Customer Meeting

When: March 18-19, 2010

Where: Doubletree Hotel, Syracuse, New York

Details: Please visit <http://cooperatives.aem.cornell.edu/partners.htm#one> for more details

What: A Farm to Table Agricultural & Culinary Study Tour in California



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When: February 7-13, 2010

Where: California

Details: This unique study tour is designed for anyone who has an interest in learning more about California's vast and diversified food and agricultural industry. Tour participants will make lasting friends as they learn about successful business strategies and travel together with other agricultural and culinary leaders from across the United States. For more information, please contact Mark Linder at mark.p.linder@gmail.com, or by phone at 916-799-8345

What: USDA's 2010 Agricultural Outlook Forum – Sustainable Agriculture: The key to Health and Prosperity

When: February 18-19, 2010

Where: Crystal Gateway Marriott Hotel, Arlington, VA

Details: Please visit www.usda.gov/oce/forum for more details

RESOURCES:

STATE TO HELP DAIRY FARMERS ADDRESS MARKET VOLATILITY Workshops Scheduled for Auburn, Bath, Dryden and Richfield Springs To Give Producers an Edge in Buying, Selling

New York State Agriculture Commissioner Patrick Hooker today announced four upcoming workshops designed to help dairy farmers optimize their income while minimizing risk during times of uncertain and volatile milk and input prices.

Managing the Margin workshops will teach producers effective risk management strategies they can use to control price risks and improve their bottom line. "These workshops will help producers better understand volatility in markets, how that volatility is changing, and what it means for managing the farm business," the Commissioner said. "The challenge for producers today is much more than just a "good" milk price; rather, it is how profits are made at the margin, a margin that is constantly changing." Each day-long program is being coordinated by the State Department of Agriculture and Markets Crop Insurance Education Program and funded by the USDA Risk Management Agency. The full-day program was developed and will be conducted by John Berry, a former dairy farmer who now works for Cooperative Extension in Pennsylvania.

"Milk prices have always had their peaks and valleys; and input costs, such as feed and fertilizer, vary unpredictably as well," the Commissioner said. "John will explain what the financial sector calls "margin risk management" and how dairy farmers, regardless of their herd size, can better plan buying and selling decisions to ensure a greater margin."

REGISTER NOW

The four workshops sponsored by the Department are all scheduled for January. The program begins at 10:00 a.m. and runs until 3:00 p.m. There is a \$15 registration fee, which secures a spot at the workshop and lunch. Space is limited, so early registration is recommended.

Tuesday, January 12 - Bath Bath Civil Defense Center, State Route 54
North, Bath
RSVP to Jim Grace at 607-664-2316 or email jwg8@cornell.edu



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Wednesday, January 13 - Dryden Dryden Fire Hall, Route 13, Dryden
RSVP to Sharon VanDeuson at 607-753-5078 or email shv7@cornell.edu

Thursday, January 14 - Auburn Cooperative Extension of Cayuga
County, 248 Grant Avenue, Auburn RSVP to Daniel Welch at 315-255-
1183 x234 **Friday, January 15 – Richfield Springs** Tally-Ho Restaurant,
State Route 20, Richfield Springs

RSVP to Kevin Ganoë at 315-866-7920 x230 or email khg2@cornell.edu

The New York Farm Viability Institute, in conjunction with the New York Center for Dairy Excellence, will offer five additional workshops in other regions of the State in February. Those dates and locations will be announced soon by the New York Center for Dairy Excellence.

“Risk management is a critical skill for today’s farmers, whether we are looking at getting through a low milk price cycle, or positioning ourselves for the time when prices rebound,” said John Lincoln, co-owner of Linholm Dairy Farm in Bloomfield, and Board of Directors Chair for the New York Farm Viability Institute. “We are excited about expanding the reach of workshop opportunities to more parts of the State. Collaborative efforts like this one create the greatest bang for the buck for New York’s dairy farmers.”

Funding for the workshops is provided by the USDA Risk Management Agency and the New York State Department of Agriculture and Markets as a component of their cooperative agreement to provide risk management and crop insurance education to New York State producers.

JOB ANNOUNCEMENTS:

Be sure to check of LEAD NY’s website, www.leadny.org for up-to-date job opportunities!

POSITION: Director of Emerging Issues – Glynwood Center

LOCATION: Cold Spring, NY

PREFERRED HIRING RANGE: DOE

SUMMARY OF POSITION: Please visit

<http://www.glynwood.org/About/OpportunitiesatGlynwood.html> for more details.

POSITION: Director – Dairy Industry Services – NYS Dept. of Ag & Markets

LOCATION: Albany, NY

GRADE: M-4

PREFERRED HIRING RANGE: \$90,000 - \$114,000

REPORTS TO: Deputy Commissioner

SUMMARY OF POSITION: The Division of Milk Control and Dairy Services is responsible for all aspects of the State’s dairy industry from cow to consumer. The Division has a dual role to both protect the health and safety of the people of New York State and to help promote the agricultural economic development of the dairy industry through various economic controls and programs. The Division seeks to protect the



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public health while promoting an economic marketing environment that allows all segments of the industry to prosper.

POSITION DESCRIPTION: The Director of the Division of Milk Control and Dairy Services, under the general direction of the Deputy Commissioner, is responsible for implementation of the Agriculture and Markets Law and rules and regulations pertaining to all aspects of milk and milk product sanitation from dairy farms through processing plants. The Director is also responsible for regulating and promoting the New York State dairy industry through various economic controls and programs affecting pricing and marketing of milk and milk products. These activities include licensing, producer security, market orders, milk promotion, auditing, market analysis, dairy research, and statistics.

MINIMUM QUALIFICATIONS: A Master's Degree in Accounting, Agricultural Education, Statistics, Agricultural Economics, Milk Marketing, Food or Dairy Science, and Food or Dairy Technology or a closely related field **AND** six years of experience* in formulating and administering milk marketing orders and dairy promotion orders; developing market statistics and research for policy guidance; devising accounting and reporting procedures; and conducting research on issues in the dairy industry and analysis of competitive market and milk pricing practices; **OR** six years of experience* in the management and administration of a major program involving the inspection and regulation of milk or milk products, which includes the manufacturing, processing and/or storage of these products.

*Four years of the above experience must have been in a high level administrative capacity, which includes significant responsibility for the direction, supervision, and evaluation of both the program and professional staff.

Substitutions:

A Bachelor's Degree in the above specified fields **AND** eight years of qualifying experience which must have included four years as a high level administrator as described above.

An Associate's Degree in the above specified fields **AND** ten years of qualifying experience which must have included four years as a high level administrator as described above.

TO APPLY: Forward letter of interest and resume by January 8, 2010 to:
Robin Springer, NYS Department of Agriculture and Markets
Division of Human Resources Management
10B Airline Drive, Albany, NY 12235
Telephone: 518-457-3216, Fax: 518-457-8852
E-mail: humanres@agmkt.state.ny.us

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You may also view the LEAD New York web site at www.leadny.org .

Please feel free to contact our office at any time with questions or comments!

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