Integrated Nutrient Management Program Work Group  
Minutes February 13, 2002

Attending: Greg Albrecht, Caroline Rasmussen, Peter Wright, Shawn Bossard, Danny Fox, R. David Smith, Karl Czymmek, Quirine Ketterings, Paul Cerosaletti (via speaker phone)

Nutrient Management on Small Farms – R. David Smith  
Dave is the co-chair of the Small Farms PWT (aka Small Farms Task Force) and a Professor in the Animal Science Department.

- See attached handout.
- Small farms have a need for nutrient management but the Small Farms PWT doesn’t have expertise to support their needs.
- Stats: 92% of NY’s 32,000 farms are small. 50% of NY’s 7.25 million acres are in small farms. Small farms produce 40% of the state’s farm gate receipts. Small farms contribute to the social fabric of rural communities.
- Web site: [http:www.cals.cornell.edu/agfoodcommunity/smallfarms.cfm](http:www.cals.cornell.edu/agfoodcommunity/smallfarms.cfm). Get links to other sites that have a connection to small farms to Tammy Hinman (th82@cornell.edu).
- Small Farm Grant Program:
  - Up to $ 5,000 given to support small farm directed programs.
  - This year received 39 proposals have $ 37,000 to give out.
- Small Dairy Focus Group Study. 45 small dairy farm operators in 4 focus groups in April/May 2001. See handout from Nov. 01 inservice.
  - Audience Characteristics: Personal and family goals are always ranked before $. Are not profit driven. Will trade off production and profit for quality of life. They feel that CU tries to define success within “our box”. They don’t trust CU. Also there is tension between small and large farm community.
  - How small farms gather information is different than large farms. Much of the research is size neutral but the presentation should not be. (Shawn) “Young Farmer group would rather meet in someone’s kitchen than at a restaurant.” (Danny) “Larger farms, ie NEDPA, want cutting edge experts – can’t bring them into someone’s kitchen.” Most small dairy farmers can not travel long distances to meetings because they have to milk on both ends of the day. They are also unwilling to come and hear about research done on 500 cow farms with the trailer that “this works for small farms too”. But this leads to a “catch 22 situation”. (Shawn) “How much time do I spend on people who can’t take time to make their business more successful?”
- How can we reach out to Small Farms? Major education source for this audience is Country Folks Magazine. Articles on the Dairy or Environmental Page would be a good way to communicate. Pay them: many of these farmers have been involved in SARE – compensated at $ 200/day. Work under way to make planning process part of EQIP funding.
- Small Farm Producers like to learn from other farmers. Farmer panels and farm case studies also work. Can we outreach the Small Farms with our limited resources? We often have to “go for the low hanging fruit” to show program success. Maybe we should change how our success as educators is measured!
- Marketing our message / work to Small Farms: Many of our materials could be rewritten to have a small farm bend. Suggestion: Pare down ProDairy web site articles to Country Folks article. CAFO -> AFO. Right now small farms feel insulated from environmental pressure. We need to get the word out that AFO regulation is coming and that an aggregate of small farms may have a greater mass imbalance than large farms. Other farmers, not Cornell, may want to make this point.
Dave is meeting with Ed Harwood and Mike Voiland next week. Dave suggested that the interface between the Small Farm and INM work teams could be a model for work team cooperation.

Opportunity to start pilot whole farm forage systems study - Paul Cerosaletti
- Paul met with one of the farms that he has been working with (Robertson Farm) and they would like to increase their level of forage management.
- This year would like to come up with a strategic plan to improve forage systems on farm.
- Can we use DAFOSYM and other tools to start this process? Fits well with CU-Wisc. collaboration project. Paul will send out a description and time-line describing “R-farm pilot”.

Follow-up and deliverables resulting from each meeting need to be identified – Quirine Ketterings
- What are knowledge gaps (research needs) and extension needs identified during our meetings?
- Deliverables can be identified in bi-weekly meetings and prioritized by PWT and Stakeholders at annual or biannual meetings.
- Identified projects / research becomes part of PWT agenda.

Identified Projects • February 13, 2002 (INM on Small farms presented by Dave Smith) :
1. Look at Barb Bellows AEM brochures and ProDairy materials – rewrite to appeal to Small Farm producers.
2. Work materials above into County Folks article(s).
3. Send Dave Smith (via Tammy) links to nutrient management web sites.

Upcoming Meetings:
All of our meetings for the rest of the semester will be in 133 Emerson Hall from 12:00 to 1:30. The following discussion leaders are tentatively scheduled:

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<td>Greg Albrecht</td>
<td>The Effect of Improved Crop Yields on Whole Farm Mass Nutrient Balances</td>
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<td>March 13</td>
<td>Tim Fessenden</td>
<td>Nutrient Management Planning from a Producers Prospective</td>
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<td>Max Pfeffer</td>
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