Eastern NY Commercial Horticulture Team

http://enych.cce.cornell.edu/index_real.php

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Eastern NY Commercial Horticulture Team

- Combined 3 existing regional teams plus additional associations
  - Capital District Vegetable and Small Fruit Program
  - Hudson Valley Fruit Program
  - Northeast New York Fruit Program

Three year process of developing good will and trust
Eastern NY Commercial Horticulture Team

- 13 extension educators covering 16 counties
  - Vegetables  877 farms - 17,283 acres
  - Tree Fruit  855 farms - 13,625 acres
  - Small Fruit 364 farms - 883 acres
  - Grapes     146 farms - 617 acres
  - Business Management / Marketing
  - Economic development
  - GAPS
Value of Regional Area Teams

- Provides associations with broader skill sets at more affordable cost
- Provide high quality extension for farmers and associated businesses in the regions, by:
  - Carrying out applied research and demonstration trials on farms
  - Having specialized educators with formal relationships with faculty
- Replacement in part for faculty R/E positions
Value of Regional Area Teams

- Enhanced connection/collaboration with similar programs statewide and nationally

- Team sharing of responsibilities
  - Increased efficiency in production of newsletters, maintaining websites, meeting reporting requirements, newsletter quality and impact

- More efficient grantsmanship

  $N \geq 3$ changes the workload dynamic
Value of Regional Area Teams

- Uniform oversight
  - AMG representing the Counties – program oversight
  - Salary and management of grants and contracts
## Cornell Agriculture Teams: The Partnership in Action!

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2015</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Regional Program Budgets</td>
<td>2,004,000</td>
<td>3,807,000</td>
<td>90%</td>
</tr>
<tr>
<td>Association Shares</td>
<td>1,473,000</td>
<td>1,782,000</td>
<td>21%</td>
</tr>
<tr>
<td>Smith-Lever (Federal)</td>
<td>336,000</td>
<td>620,000</td>
<td>85%</td>
</tr>
<tr>
<td>Program Generated Income</td>
<td>195,000</td>
<td>1,406,000</td>
<td>620%</td>
</tr>
<tr>
<td>Total Educator FTE</td>
<td>25.5</td>
<td>37.5</td>
<td>47%</td>
</tr>
<tr>
<td>Total Support Staff FTE</td>
<td>2.5</td>
<td>12.0</td>
<td>380%</td>
</tr>
</tbody>
</table>
# Cornell Agriculture Teams

**THE PARTNERSHIP IN ACTION!**

<table>
<thead>
<tr>
<th>ENY Commercial Hort</th>
<th>2005</th>
<th>2015</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total budget</td>
<td>409,000</td>
<td>953,000</td>
<td>133%</td>
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<tr>
<td>Association Shares</td>
<td>359,000</td>
<td>529,000</td>
<td>47%</td>
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<tr>
<td>Smith-Lever (Federal)</td>
<td>31,000</td>
<td>163,000</td>
<td>426%</td>
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<tr>
<td>Program Generated Income</td>
<td>19,000</td>
<td>261,000</td>
<td>1,274%</td>
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<tr>
<td>Total Educator FTE</td>
<td>5.5</td>
<td>12.0</td>
<td>118%</td>
</tr>
<tr>
<td>Total Support Staff FTE</td>
<td>0</td>
<td>4.0</td>
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</tbody>
</table>
### Agriculture teams by dollar (project #)

<table>
<thead>
<tr>
<th>Funding source</th>
<th>Faculty led</th>
<th>Educator led</th>
</tr>
</thead>
<tbody>
<tr>
<td>NYS</td>
<td>$162,058 (19)</td>
<td>$88,000 (2)</td>
</tr>
<tr>
<td>USDA</td>
<td>$508,452 (15)</td>
<td>$362,106 (5)</td>
</tr>
<tr>
<td>Federal S/L</td>
<td></td>
<td>$74,998 (4)</td>
</tr>
<tr>
<td>Regional (e.g. SARE, NEIPM)</td>
<td></td>
<td>$972,532 (20)</td>
</tr>
<tr>
<td>Commodity groups</td>
<td>$6,442 (6)</td>
<td>$82,341 (20)</td>
</tr>
</tbody>
</table>

22 faculty
Major changes at the University level – the next 10 years will change more than in the last 40!

(40% of faculty are older than 60 years of age)

- The new budget model
  - Every extension faculty represents a lost teaching opportunity
- Rearrangement/merging of departments
  - School of Plant Science
- Loss of extension faculty, and increased number of faculty with R/T responsibilities
Sequestration

Ongoing stressors at the state and county government (zero increase is the new good!)

The need for increasing levels of external support for both on and off campus activity

Potential for Federal Formula capacity funds to go competitive
Teams are the only way that we as a system can take control of our own destiny!

In NY a unique partnership between local government and Cornell University (CL 224) – The ENYCHT represents a new model that integrates Cornell and Association positions.