

# EASTERN NY COMMERCIAL HORTICULTURE TEAM

[http://enych.cce.cornell.edu/index\\_real.php](http://enych.cce.cornell.edu/index_real.php)



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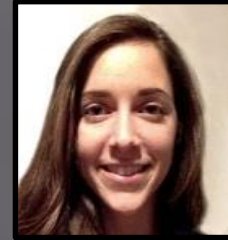
Kevin  
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Maire  
Ullrich



Amy  
Ivy



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Wallis



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Chuck  
Bornt



Dan  
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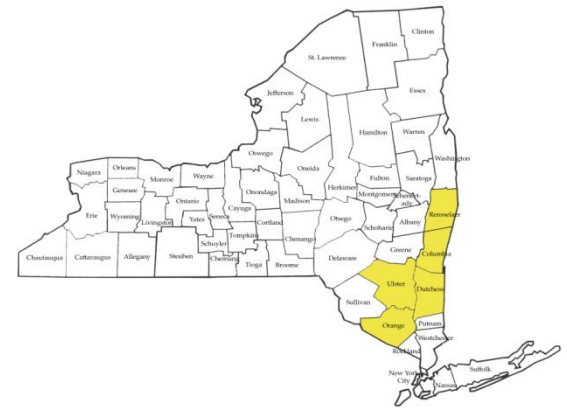
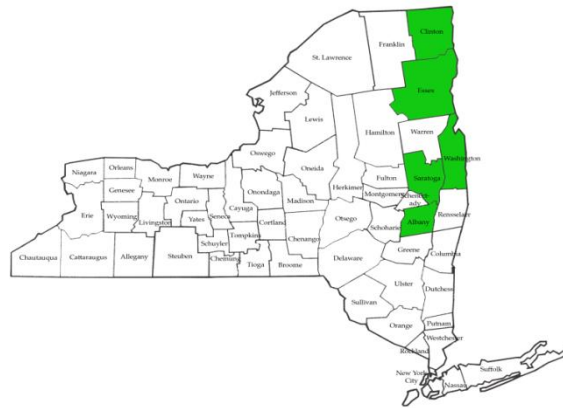
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# EASTERN NY COMMERCIAL HORTICULTURE TEAM

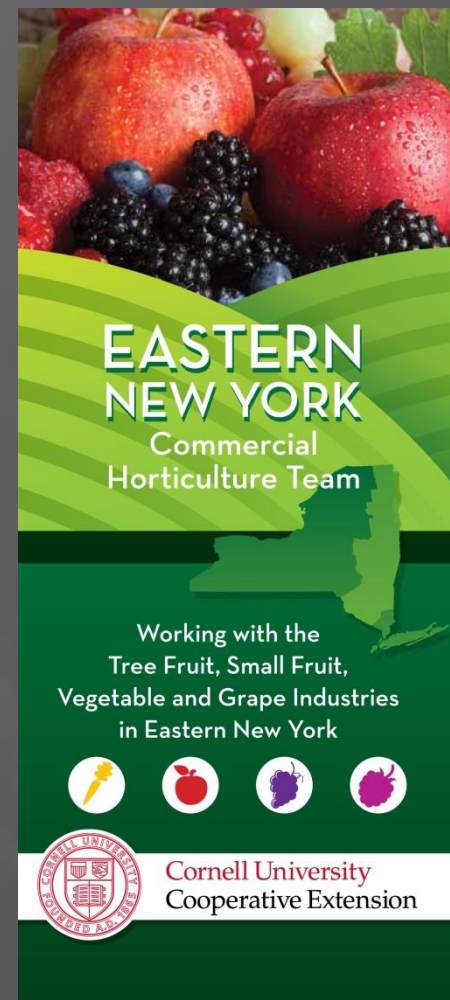
- ▣ Combined 3 existing regional teams plus additional associations
  - Capital District Vegetable and Small Fruit Program
  - Hudson Valley Fruit Program
  - Northeast New York Fruit Program



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

- ▣ Association Resource that is enhanced by addition of expanded specialist coverage
- ▣ Provide high quality extension for farmers and associated businesses in the regions
- ▣ Carry out applied research and demonstration trials on farms
- ▣ Specialized educators with formal relationships with faculty
- ▣ Replacement in part for faculty R/E positions

# VALUE OF REGIONAL AREA TEAMS

- ▣ Sharing of workload
  - Research and extension
  - Reporting
  - Newsletters – quality, impact

$N \geq 3$  changes the workload dynamic

- ▣ Uniform oversight
  - AMG representing the Counties – program oversight
  - Salary and management of grants and contracts



# CORNELL AGRICULTURE TEAMS

## THE PARTNERSHIP IN ACTION!

	2005	2015	Change
Total Regional Program Budgets	2,004,000	3,807,000	90%
Association Shares	1,473,000	1,782,000	21%
Smith-Lever (Federal)	336,000	620,000	85%
Program Generated Income	195,000	1,406,000	620%
Total Educator FTE	25.5	37.5	47%
Total Support Staff FTE	2.5	12.0	380%

# CORNELL AGRICULTURE TEAMS

## THE PARTNERSHIP IN ACTION!

ENY Commercial Hort	2005	2015	Change
Total budget	409,000	953,000	133%
Association Shares	359,000	529,000	47%
Smith-Lever (Federal)	31,000	163,000	426%
Program Generated Income	19,000	261,000	1,274%
Total Educator FTE	5.5	12.0	118%
Total Support Staff FTE	0	4.0	

# AGRICULTURE TEAMS BY DOLLAR (PROJECT #)

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

22 faculty



# Our future has to be seen through the prism of:

- ▣ Major changes at the University level – the next 10 years will change more than in the last 40!
  - 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
- ▣ 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 – The ENYCHT represents a new model that integrates Cornell and Association positions.