

Empire State Producers Expo

# EXPO



January 16-18, 2018

SRC Arena & Event Center, Syracuse, New York



**WELCOME TO THE 2018 EMPIRE STATE PRODUCERS EXPO!**

*GROWING FOR THE HEALTH OF NEW YORK*

**EDUCATIONAL SESSIONS** – All educational session will be held at the SRC Arena & Events Center.

***DEC pesticide recertification credits and Certified Crop Advisor credits will be available.*** Attendance throughout a session is required for DEC credits.

**TRADE SHOW** – Will be on the main floor of the SRC Arena. Over 150 Exhibitors will be present to visit with growers from 8:00 AM – 5:00 PM on January 16, 8:00 AM – 5:00 PM on January 17, and from 8:00 AM – 1:30 PM on January 18.

**LUNCH** – Will be available for purchase in the SRC Arena main floor. Lunch is not included in your EXPO registration.

**ON-SITE PARKING** – Free on-site parking is available. Alternatively, overnight guests can park for free at the Holiday Inn, 441 Electronics Parkway Liverpool, 13057, (315) 457-1122, and take the free shuttle bus to the SRC Areana.

**HOLIDAY INN SHUTTLE SCHEDULE TO SRC ARENA:** The shuttle bus runs continuous loops every morning at 7:30am, 8am, 8:30am, 9am and 9:30am. It will run continuous loops in the afternoon at 3:45pm, 4:15pm, 4:45pm, 5:15pm and 5:45pm (Tuesday and Wednesday). On Thursday the afternoon shuttles will leave at 3:30pm, 3:45pm, 4:15pm, 4:30pm and 5:15pm. The shuttle bus ride is about 15 minutes

**LODGING** – The official hotel for the Empire State Producers Expo is The Holiday Inn Liverpool (Thurway) (complementary shuttle to Expo). 37 Electronics Parkway Exit of the Thruway. Rooms are available for \$100 per night. The cutoff date for booking is December 18, 2017. Contact the Holiday Inn at 315-457-1122 and ask for the Expo Rate. Open parking lot with free parking. Hotel to provide dedicated shuttle to Expo.

# Monday, January 15

## BECKER FORUM – FARM EMPLOYMENT PRACTICES: PLANNING FOR THE FUTURE

### HOLIDAY INN CONVENTION CENTER, LIVERPOOL

441 Electronics Parkway, Liverpool, NY 13088

- 8:30 AM**      **Registration and Refreshments**
- 9:00 AM**      **Welcome and Introduction**  
**Industry Involvement in State Level Labor Issues**  
*Rick Zimmerman, New York State Vegetable Growers*
- 9:20 AM**      **Accurate Wage Recording and Avoiding Payroll Mistakes**  
*Ann Margaret Pointer and Joshua Viau, Atlanta office of Fisher Phillips Law Firm*
- 10:00 AM**      **Break**
- 10:15 AM**      **Current Agricultural Workforce Initiatives at USDA**  
*Kristi Boswell, Senior Advisor to the U.S. Secretary of Agriculture*
- 10:55 AM**      **Federal Labor Regulations Affecting Farm Employers**  
*Ann Margaret Pointer and Joshua Viau, Atlanta office of Fisher Phillips Law Firm*
- 11:45 AM**      **Lunch**
- 12:45 PM**      **Guidelines for Making Housing Work Including H-2A Program Requirements**  
*Maureen Torrey, Torrey Farms, Elba, NY*
- 1:25 PM**      **How Other Regions of the United States are Using the H-2A Program**  
*Kameron and Mark Martens, Agri-Placements, Fairview, Oklahoma*
- 2:05 PM**      **Review of the H-2A Process**  
*Melissa Buckley and Jeanette Lazalle, New York State Department of Labor*
- 2:45 PM**      **Break**
- 3:00 PM**      **Producer Panel: Current Status of H-2A and Future Guest Worker Topics**  
*Moderator: Paul Baker, Cornell*  
*Panelists: Allison DeMarree, DeMarree Fruit Farms, Williamson, NY*  
*Peter Russell – Russell Farms, Appleton NY*  
*Kathleen Walker, Lakeview Orchards, Burt, NY*
- 3:50 PM**      **Speaker Roundtable – Questions and Answers with All of the Speakers**
- 4:30 PM**      **Adjourn**

## Tuesday, January 16

Registration opens at 8:00 AM  
 Trade Show | 8:00 AM - 5:00 PM  
 PSA Training | 9:00 AM - 5:30 PM  
 Educational Sessions | 9:00 AM - 5:00 PM

- 9:00 AM      **Produce Safety Alliance (PSA) Training**  
               **Snap Beans/Peas**  
               **Berry Session I: Industry Trends**  
               **Emerging Markets – Hops**  
               **Tomatoes: Transplants, Trellis and Varieties**
  
- 10:15 AM     **Break and Visit Trade Show**
  
- 10:45 AM     **Cabbage**  
               **Berries Session II – Weed Management**  
               **Emerging Markets – Malting Barley**  
               **Tomatoes: Mulch, Water and Weed Control**
  
- 12:00 PM     **Lunch and Visit Trade Show**
  
- 2:00 PM      **Beets/Carrots**  
               **Berry Session III – Soil and Plant Health**  
               **Emerging Markets – Profitable Log-Grown Shitake Mushrooms**  
               **Tomatoes: Disease, Pests, Prevention**
  
- 3:15 PM      **Break and Visit Trade Show**
  
- 3:45 PM      **Weed Management**  
               **Berry Session IV – Spotted Wing Drosophila (SWD) Farmer to Farmer**  
               **Emerging Markets – Hemp**  
               **Tomatoes: Moving from Field to Market for a Profit**

Tuesday, January 16, 2018					
Time	Allyn Hall Gym	MP Room 9	Otis Suite 10	A182	A292
9:00 AM	SNAP BEANS/PEAS	BERRY SESSION I	HOPS	PSA GROWER TRAINING COURSE	TOMATOES
10:15 AM      BREAK AND VISIT TRADE SHOW					
10:45 AM	CABBAGE	BERRY SESSION II	MALTING BARLEY	PSA GROWER TRAINING COURSE	TOMATOES
12:00 PM      LUNCH AND VISIT TRADE SHOW					
2:00 PM	BEETS/CARROTS	BERRY SESSION III	SHIITAKE MUSHROOMS	PSA GROWER TRAINING COURSE	TOMATOES
3:15 PM      BREAK AND VISIT TRADE SHOW					
3:45 PM	WEED MANAGEMENT	BERRY SESSION IV	HEMP	PSA GROWER TRAINING COURSE	TOMATOES

## Wednesday, January 17

Registration opens at 8:00 AM  
 Trade Show | 8:00 AM - 5:00 PM  
 PSA Training | 9:00 AM - 5:30 PM  
 Educational Sessions | 9:00 AM - 5:00 PM

- 9:00 AM      **Sweet Corn**  
**Using CSF and NEWA Online Tools**  
**High Tunnel**  
**Marketing to Millennials**
  
- 10:15 AM     **Break and Visit Trade Show**
  
- 10:45 AM     **Scope of What the Washington Fruit Industry is Doing: Past, Present and Future**  
**Onion SLB Fungicide Resistance Workshop**  
**Biopesticides**  
**Greenhouse**  
**The Business Side of Cut Flower Farming**
  
- 12:00 PM     **Lunch and Visit Trade Show**
  
- 2:00 PM      **Fruit Quality – Fruit Finish Issues**  
**Onion Pest Management**  
**Talking to Customers about GMOs**  
**Greenhouse**  
**Biological Control of Insects in Cut Flower Farming**
  
- 3:15 PM      **Break and Visit Trade Show**
  
- 3:45 PM      **Tree Fruit IPM: Sudden Apple Decline**  
**Onion Feature Presentation**  
**New Soil Health Innovations, Initiatives, and Farmer Networking**  
**Precision Irrigation**  
**Weed Management and Soil Health in Cut Flower Production**

Wednesday, January 17, 2018					
Time	Allyn Hall Gym	MP Room 9	Otis Suite 10	A292	A296
9:00 AM		SWEET CORN	CSF AND NEWA	HIGH TUNNEL	MARKETING TO MILLENNIALS
10:15 AM      BREAK AND VISIT TRADE SHOW					
10:45 AM	TREE FRUIT	ONIONS	BIOPESTICIDES	GREENHOUSE	CUT FLOWER
12:00 PM      LUNCH AND VISIT TRADE SHOW					
2:00 PM	TREE FRUIT	ONIONS	GMO	GREENHOUSE	CUT FLOWER
3:15 PM      BREAK AND VISIT TRADE SHOW					
3:45 PM	TREE FRUIT	ONIONS	SOIL HEALTH	PRECISION AG	CUT FLOWER

## Thursday, January 18

- 9:00 AM      **Technologies to Reduce Production Risks Associated with Weather**  
**Soil Health**  
**Root Crops**  
**Beginning Farmer Track**  
**Social Media Marketing – Being Proactive Instead of Reactive**
- 10:15 AM      **Break and Visit Trade Show**
- 10:45 AM      **Tree Fruit IPM II: Chemical Control**  
**Wildlife Management**  
**Vine Crops**  
**Beginning Farmer Track**  
**Unique Marketing Opportunities**
- 12:00 PM      **Lunch and Visit Trade Show**
- 2:00 PM      **Hard Cider – Session I**  
**Beginning Farmer Track**
- 3:15 PM      **Hard Cider – Intersession (PWT Working Group)**
- 3:45 PM      **Hard Cider – Session 2 Tasting**

Thursday, January 18, 2018					
Time	Allyn Hall Gym	MP Room 9	Otis Suite 10	A292	A296
9:00 AM	TREE FRUIT	SOIL HEALTH	ROOT CROPS	BEGINNING FARMER	SOCIAL MEDIA MARKETING
10:15 AM      BREAK AND VISIT TRADE SHOW					
10:45 AM	TREE FRUIT	WILDLIFE	VINE CROPS	BEGINNING FARMER (TRADE SHOW FLOOR)	UNIQUE MARKETING OPPORTUNITIES
12:00 PM      LUNCH AND VISIT TRADE SHOW					
2:00 PM		HARD CIDER		BEGINNING FARMER	
3:15 PM      HARD CIDER PWT MEETING					
3:45 PM		HARD CIDER		BEGINNING FARMER	

# 2018 EXPO SCHEDULE OVERVIEW

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2:00 PM		HARD CIDER		BEGINNING FARMER	
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## MONDAY, JANUARY 15

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- 8:30 AM**      **Registration and Refreshments**
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- 1:25 PM**      **How Other Regions of the United States are Using the H-2A Program**  
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*Panelists: Allison DeMarree, DeMarree Fruit Farms, Williamson, NY*  
*Peter Russell – Russell Farms, Appleton NY*  
*Kathleen Walker, Lakeview Orchards, Burt, NY*
- 3:50 PM**      **Speaker Roundtable – Questions and Answers with All of the Speakers**
- 4:30 PM**      **Adjourn**

## **TUESDAY, JANUARY 16**

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### **PRODUCE SAFETY ALLIANCE GROWER TRAINING COURSE**

**A182**

Session organized by Craig Kahlke and Robert Hadad, CCE, and Elizabeth Bihn, Cornell

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|-----------------|---|
| <b>9:00 AM</b>  | <b>Module 1: Introduction to Produce Safety</b>                 |
| <b>10:00 AM</b> | <b>Module 2: Worker Health, Hygiene, and Training</b>           |
| <b>11:15 AM</b> | <b>Module 3: Soil Amendments</b>                                |
| <b>12:45 PM</b> | <b>Module 4: Wildlife, Domestic Animals, and Land Use</b>       |
| <b>1:30 PM</b>  | <b>Module 5: Agricultural Water - Part I: Production Water</b>  |
| <b>2:30 PM</b>  | <b>Module 5: Agricultural Water - Part 2: Postharvest Water</b> |
| <b>3:30 PM</b>  | <b>Module 6: Postharvest Handling and Sanitation</b>            |
| <b>4:30 PM</b>  | <b>Module 7: How to Develop a Farm Food Safety Plan</b>         |
| <b>5:15 PM</b>  | <b>Final Questions and Evaluations</b>                          |
| <b>5:30 PM</b>  | <b>Adjourn</b>  |

DEC credits applied



## TUESDAY, JANUARY 16

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### SNAP BEANS/PEAS

#### ALLYN HALL GYM

Session organized by Julie Kikkert, CCE

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- 9:00 AM**      **Announcements and DEC Credit Sign-up**  
*Julie Kikkert, CCE*
- 9:05 AM**      **Weed Management Update for Processing Green Peas and Snap Beans in 2018**  
*Mark VanGessel, University of Delaware, Georgetown, DE*
- 9:30 AM**      **Status of Cucumber Mosaic Virus in Snap Beans in New York and Wisconsin**  
*Brian Nault, Cornell*  
*Russell Groves, University of Wisconsin, Madison, WI*  
*Research supported by New York Vegetable Research Association/Council*
- 9:50 AM**      **Progress in the Application of Remote Sensing to White Mold Management in Snap Beans**  
*Ethan Hughes, Rochester Institute of Technology, Rochester, NY*  
*Jan van Aardt, Rochester Institute of Technology, Rochester, NY*  
*Carl Salvaggio, Rochester Institute of Technology, Rochester, NY*  
*Sarah Pethybridge, Cornell*  
*Julie Kikkert, CCE*  
*Research supported by USDA USDA NIFA Critical Agricultural Research and Extension Grants Program*
- 10:15 AM**      **Adjourn**  
DEC credits applied
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### BERRY SESSION I – INDUSTRY TRENDS

#### MP ROOM 9

Session organized by Laura McDermott, CCE

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- 9:00 AM**      **Welcome and DEC Credit Sign-up**
- 9:05 AM**      **Berry Industry Trends: Creating Opportunities for NYS Growers**  
*Courtney Weber, Cornell*
- 9:35 AM**      **Extending the Strawberry Production Season in the Northeastern U.S.**  
*Kaitlyn Orde, University of New Hampshire, Durham, NH*
- 10:05 AM**      **NYS Berry Growers Association Annual Meeting**  
*Dale Ila Riggs, NYSBGA, Stephentown, NY*
- 10:15 AM**      **Adjourn**  
1.0 DEC credits in 10, 1a, 22

## TUESDAY, JANUARY 16

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### EMERGING MARKETS - HOPS

#### OTIS SUITE 10

Session organized by Lily Calderwood, CCE

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- 9:00 AM**      **Welcome and NEHA sign-up**  
*Lily Calderwood, CCE*
- 9:05 AM**      **Serious Hop Production and Our Approach to Fertility at Pedersen Farms**  
*Rick Pedersen, Pedersen Farms, Seneca Castle, NY*
- 9:40 AM**      **Lessons on Hop Harvest Timing**  
*Lily Calderwood, CCE*
- 10:15 AM**      **Adjourn**
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### TOMATOES: TRANSPLANTS, TRELIS AND VARIETIES

#### A292

Session organized by Amy Ivy, Crystal Stewart, and Teresa Rusinek, CCE

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- 9:00 AM**      **Welcome**  
*Crystal Stewart, CCE*
- 9:05 AM**      **Announcements and DEC Credit Sign-up**  
*Amy Ivy, CCE*
- 9:10 AM**      **What's New from Industry?**
- 9:15 AM**      **Growing Tomato Transplants at Maple Lane Produce**  
*Nelson Hoover, Maple Lane Produce, Penn Yan, NY*
- 9:30 AM**      **Discussion Breakout 1: Tomato Varieties, Trellis & Support, Transplant Production**  
*Nelson Hoover, Maple Lane Farm, Penn Yan, NY*  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*
- 9:50 AM**      **Discussion Breakout 2 Rotate: Tomato Varieties, Trellis & Support, Transplant Production**  
*Nelson Hoover, Maple Lane Produce, Penn Yan, NY*  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*
- 10:15 AM**      **Adjourn**  
DEC credits applied

## TUESDAY, JANUARY 16

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### CABBAGE

#### ALLYN HALL GYM

Session organized by Christy Hoepting, CCE

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Christy Hoepting, CCE*
- 10:50 AM**      **Control of Ragweed with Pre-emergent Herbicides**  
*Christy Hoepting, CCE*  
*Darcy Telenko, CCE*  
*Research supported by CRDP*
- 11:05 AM**      **What's New from Industry?**
- 11:10 AM**      **Reminders of New Worker Protection Standards (WPS) for 2018 as They Affect Cabbage Production**  
*Donald Nelson, PCSII, NYS DEC, Region 7, Cortland, NY*
- 11:40 AM**      **Varietal Tolerance to Black Rot: The Difference Variety Makes**  
*Christine Smart, Cornell*  
*Holly Lange, Cornell*  
*Research supported by CRDP*
- 12:00 PM**      **Adjourn**  
DEC credits applied
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### BERRY SESSION II - WEED MANAGEMENT

#### MP ROOM 9

Session organized by Laura McDermott and James O'Connell, CCE

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- 10:45 AM**      **Considerations for Adapting a Rolled Mulch System for Berry Crops**  
*John Wallace, Cornell*
- 11:15 AM**      **Abrasive Weeding - Air-propelled Abrasive Grits Reduce Weed Abundance and Increase Yields**  
*Sam Wortman, University of Nebraska, Lincoln, NE*
- 11:45 AM**      **What's New from Industry?**
- 12:00 PM**      **Adjourn**  
1.0 DEC credits in 10, 1a, 22

## TUESDAY, JANUARY 16

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### EMERGING MARKETS – MALTING BARLEY: TECHNICAL UPDATES, ECONOMICS AND OPPORTUNITIES

#### OTIS SUITE 10

Session organized by Cheryl Thayer, CCE

*Research and Extension activities supported by New York State Department of Ag & Markets, Genesee Valley Regional Market Authority, and NYFVI*

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**10:45 AM**      **Malting Barley 101: A Brief Introduction Highlighting the Current State of the Craft Beer Supply Chain**  
*Cheryl Thayer, CCE*

**10:55 AM**      **Malting Barley Production Economics**  
*John Hanchar, CCE*

**11:15 AM**      **Integrating Malting Barley into Your Crop Rotation**  
*Corey Mosher, Mosher Farms, Bouckville, NY*

**11:25 AM**      **Report Card from Commercial Field Surveys: Are We Achieving Malt Quality Specs?**  
*Gary Bergstrom, Cornell*

**11:40 AM**      **Highlights and Recommendations from the Empire State Barley and Malt Summit**  
*Gary Bergstrom, Cornell*

**11:50 AM**      **Questions of the Panel**  
*John Hanchar, CCE*  
*Corey Mosher, Mosher Farms, Bouckville, NY*  
*Gary Bergstrom, Cornell*

**12:00 PM**      **Adjourn**  
DEC credits applied

## TUESDAY, JANUARY 16

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### TOMATOES: MULCH, WATER AND WEED CONTROL

**A292**

Session organized by Amy Ivy, Crystal Stewart, and Teresa Rusinek, CCE

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- 10:45 AM**      **Welcome**  
*Crystal Stewart, CCE*
- 10:50 AM**      **Announcements and DEC Credit Sign-up**  
*Amy Ivy, CCE*
- 10:55 AM**      **What's New from Industry?**
- 11:00 AM**      **Experiences with Bio-degradable Mulch on 45 Acres at Sunscape Farms**  
*Nate Savage, Sunscape Farms, Rochester, NY*
- 11:20 AM**      **Breakout 1: Tomato Weed Control, Mulching, Water Management**  
*Nate Savage, Sunscape Farms, Rochester, NY*  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*
- 11:40 AM**      **Breakout 2 Rotate: Tomato Weed Control, Mulching, Water Management**  
*Nate Savage, Sunscape Farms, Rochester, NY*  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*
- 12:00 PM**      **Adjourn**  
DEC credits applied
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### BEETS/CARROTS

**ALLYN HALL GYM**

Session organized by Julie Kikkert, CCE

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- 2:00 PM**      **Announcements and DEC Credit Sign-up**
- 2:05 PM**      **Controlling Weeds in Small-seeded Crops Using Cultivation**  
*Bryan Brown, NYS IPM Program*  
*Daniel Brainard, Michigan State University, East Lansing, MI*  
*Sam Hitchcock Tilton, Michigan State University, Lansing, MI*  
*Research supported in part by USDA NIFA OAREI Competitive Grant*
- 2:35 PM**      **What's New from Industry?**

## TUESDAY, JANUARY 16, CONT.

- 2:40 PM**      **Incorporating Reduced Risk Insecticides into Carrot Pest Management**  
*Russell Groves, University of Wisconsin, Madison, WI*
- 3:10 PM**      **Question and Answer Period**
- 3:15 PM**      **Adjourn**  
DEC credits applied
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### BERRY SESSION III – SOIL AND PLANT HEALTH

#### MP ROOM 9

Session organized by Laura McDermott, CCE

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- 2:00 PM**      **Announcements and DEC Credit Sign-up**
- 2:05 PM**      **Why Can't I Grow Strawberries Anymore? Results of Strawberry Survey in Eastern NY**  
*Laura McDermott, CCE*  
*Research supported by NYFVI*
- 2:25 PM**      **Diagnosing and Managing Soilborne Pathogens**  
*Kerik Cox, Cornell*
- 2:55 PM**      **Hands-on Diagnostics**  
*Kerik Cox, Cornell*
- 3:15 PM**      **Adjourn**  
1.25 DEC credits in 10, 1a, 22
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### EMERGING MARKETS – PROFITABLE LOG-GROWN SHIITAKE MUSHROOMS

#### OTIS SUITE 10

Session organized by Steve Gabriel, Cornell Small Farm Program

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- 2:00 PM**      **Profitable Log-Grown Shiitake Mushrooms**  
*Steve Gabriel, Cornell Small Farm Program*  
*Mariann Garrison-Johnston, Wintonbury Farm, Philadelphia, NY*  
*Ron Delaney, Tiny House Farm, Augusta, NY*  
*Research supported by USDA Specialty Crop Block Grant Administered by NYS and NYFVI*
- 3:15 PM**      **Adjourn**

## TUESDAY, JANUARY 16

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### TOMATOES: DISEASES, PESTS, PREVENTION

**A292**

Session organized by Amy Ivy, Crystal Stewart, and Teresa Rusinek, CCE

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- 2:00 PM**      **Welcome**  
*Crystal Stewart, CCE*
- 2:05 PM**      **Announcements and DEC Credit Sign-up**  
*Amy Ivy, CCE*
- 2:10 PM**      **What's New from Industry?**
- 2:15 PM**      **Developments in Bacterial Diseases of Tomatoes**  
*Christine Smart, Cornell*
- 2:35 PM**      **Breakout 1: Tomato Diseases, Pests, Cultural Considerations**  
*Christine Smart, Cornell*  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*
- 2:55 PM**      **Breakout 2 Rotate: Tomato Diseases, Pests, Cultural Considerations**  
*Christine Smart, Cornell*  
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- 3:15 PM**      **Adjourn**  
DEC credits applied
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### WEED MANAGEMENT

**ALLYN HALL GYM**

Session organized by Julie Kikkert and Darcy Telenko, CCE

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- 3:45 PM**      **Announcements and DEC Credit Sign-up**  
*Julie Kikkert, CCE*
- 3:50 PM**      **Emerging Weeds in NY Cropping Systems: Identification, Control and Management Options**  
*John Wallace, Cornell*
- 4:50 PM**      **Question and Answer Period**
- 5:00 PM**      **Adjourn**  
DEC credits applied

## TUESDAY, JANUARY 16

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### BERRY SESSION IV – SPOTTED WING DROSOPHILIA (SWD) FARMER TO FARMER

#### MP ROOM 9

Session organized by Laura McDermott and Jim O'Connell, CCE

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**3:45 PM**      **Farmer to Farmer Discussion: Managing SWD – Is it Possible on U-Pick and Diverse Fresh Market Farms? Share Successes and Challenges with Other Growers in this Informal, Guided Conversation Format**

**5:00 PM**      **Adjourn**  
1.25 DEC credits in 10, 1a, 22

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### EMERGING MARKETS - HEMP

#### OTIS SUITE 10

Session organized by Maire Ullrich, CCE

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**3:45 PM**      **Welcome**

**3:50 PM**      **Cornell Research Update on Hemp**  
*Christine Smart, Cornell*

**4:10 PM**      **2 Years of Hemp - Insights from JD Farms**  
*Dan Dolgin and Mark Justh, JD Farms, Eaton, NY*

**4:25 PM**      **Planting Hemp in 2018 - Rules & Regulations**  
*NYS Department of Agriculture & Markets, Albany, NY*

**4:45 PM**      **2018 and Beyond - Processing and Market Potential**  
*Judson Reid and Cheryl Thayer, CCE*

**5:00 PM**      **Adjourn**



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## TUESDAY, JANUARY 16

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### TOMATOES: MOVING FROM FIELD TO MARKET FOR A PROFIT

**A292**

Session organized by Amy Ivy, Crystal Stewart, and Teresa Rusinek, CCE

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- 3:45 PM**      **Welcome**  
*Crystal Stewart, CCE*
- 3:50 PM**      **Announcements and DEC Credit Sign-up**  
*Amy Ivy, CCE*
- 3:55 PM**      **What's New from Industry?**
- 4:00 PM**      **Fresh Ideas for Marketing Tomatoes at Plowbreak Farm**  
*Kara Cusolito, Plowbreak Farm, Burdett, NY*
- 4:20 PM**      **Breakout 1: Tomato Harvesting Procedures, Increasing Sales for Retail & Wholesale, Profitability Tips from Field to Market**  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*  
*Elizabeth Higgins, CCE*  
*Kara Cusolito, Plowbreak Farm, Burdett, NY*
- 4:40 PM**      **Breakout 2 Rotate: Tomato Harvesting Procedures, Increasing Sales for Retail & Wholesale, Profitability Tips from Field to Market**  
*Amy Ivy, CCE*  
*Crystal Stewart, CCE*  
*Teresa Rusinek, CCE*  
*Elizabeth Higgins, CCE*  
*Kara Cusolito, Plowbreak Farm, Burdett, NY*
- 5:00 PM**      **Adjourn**
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### POSTER SESSION

**2<sup>ND</sup> FLOOR ABOVE TRADESHOW**

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**Eastern Broccoli Project**

*Christy Hoepfing,*

**New Soil Health Innovations and Initiatives**

*David Wolfe, Cornell*

**iPiPE – A New Source for Local and National Pest Information**

*David Ludwig, Intern CCE, Darcy Telenko, CCE*

## WEDNESDAY, JANUARY 17

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### SWEET CORN

#### MP ROOM 9

Session organized by Marion Zuefle, NYS IPM Program, and Julie Kikkert, CCE

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- 9:00 AM**      **Announcements and DEC Credit Sign-up**  
*Marion Zuefle, NYS IPM Program*
- 9:05 AM**      **Managing Corn Earworm Using GMO Varieties, Conventional and OMRI-approved Insecticides in Sweet Corn**  
*Brian Nault, Cornell*  
*Dan Olmstead, NYS IPM Program*  
*Abby Seaman, NYS IPM Program*  
*Research supported by New York Vegetable Research Association/Council*
- 9:35 AM**      **What's New from Industry?**
- 9:40 AM**      **Herbicide Options for Sweet Corn in 2018**  
*Mark VanGessel, University of Delaware, Georgetown, DE*
- 10:10 AM**      **Adjourn**  
DEC credits applied
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### USING CSF AND NEWA ONLINE TOOLS TO UNDERSTAND SHORT- AND LONG-TERM CROP RISKS ON YOUR FARM

#### OTIS SUITE 10

Session organized by Dan Olmstead, NYS IPM Program, Allison Chatrchyan, Cornell Institute for Climate Smart Solutions

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- 9:00 AM**      **Welcome**  
*Dan Olmstead, NYS IPM Program*  
*Allison Chatrchyan, Cornell Institute for Climate Smart Solutions*
- 9:05 AM**      **Short-term Crop Risk Management with NEWA Online Tools**  
*Dan Olmstead, NYS IPM Program*  
*Research supported by New York State Department of Agriculture and Markets*
- 9:40 AM**      **Long-term Crop Risk Management with CSF Online Tools**  
*Allison Chatrchyan, Cornell Institute for Climate Smart Solutions*
- 10:15 AM**      **Adjourn**  
DEC credits applied

## WEDNESDAY, JANUARY 17

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### HIGH TUNNEL

**A292**

Session organized by Judson Reid and Amy Ivy, CCE

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- 9:00 AM**      **Announcements and DEC Credit Sign-up**  
*Judson Reid, CCE*
- 9:05 AM**      **Long-term High Tunnel Soil Nutrient Management**  
*Judson Reid, CCE*  
*Research supported by NYFVI in collaboration with NOFANY*
- 9:30 AM**      **High Tunnel Cherry Tomato Production at Sunscape Farm**  
*Nate Savage, Sunscape Farms, Rochester, NY*
- 10:00 AM**     **Pruning Research Update - Cherry Tomatoes**  
*Amy, Ivy, CCE*  
*Research supported by NNY ADP*
- 10:15 AM**     **Adjourn**
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### MARKETING TO MILLENNIALS

**A296**

Session organized by Megan Burley, CCE

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- 9:00 AM**      **Welcome**  
*Megan Burley, CCE*
- 9:05 AM**      **Blue Apron - Ingredient and Recipe Meal Kit Service**  
*Jill Gould, Blue Apron, Senior Manager on The Farm Partnerships Team, New York, NY*
- 10:15 AM**     **Adjourn**

## WEDNESDAY, JANUARY 17

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### SCOPE OF WHAT THE WASHINGTON FRUIT INDUSTRY IS DOING: PAST, PRESENT, AND FUTURE

#### ALLYN HALL GYM

Session organized by Mario Miranda Sazo, CCE

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- 10:45 AM**      **Business Plans in Pursuit of Excellence**  
*Tom Auvil, North American Plants, OR*
- 11:25 AM**      **Creating and Managing High Performance Orchards**  
*Tom Auvil, North American Plants, OR*
- 12:00 PM**      **Adjourn**
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### ONION SLB FUNGICIDE RESISTANCE WORKSHOP

#### MP ROOM 9

Session organized by Christy Hoepting, CCE

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Christy Hoepting, CCE*
- 10:50 AM**      **Managing Stemphylium Leaf Blight of Onion with Fungicides in New York Featuring 2017 Trial Results**  
*Christy Hoepting, CCE*  
*Research supported by NYFVI*
- 11:05 AM**      **Current Status of Fungicide Resistance to Stemphylium Leaf Blight of Onion in New York**  
*Frank Hay, Cornell*  
  
*Research supported by NYFVI*
- 11:25 AM**      **Fungicide Resistance Theory: How Best to Preserve the Longevity of our Fungicide Classes**  
*Kerik Cox, Cornell*
- 11:50 AM**      **Putting It All Together: Improved SLB Fungicide Program - Effective, Affordable, and with Best Resistance Management Practices**  
*Christy Hoepting, CCE*  
*Frank Hay, Cornell*  
*Kerik Cox, Cornell*
- 12:00 PM**      **Adjourn**  
DEC credits applied

## WEDNESDAY, JANUARY 17

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### BIOPESTICIDES: HOW THEY WORK, WHY THEY DON'T, AND IMPORTANCE OF FORMULATION ON ACTIVITY AND USE

#### OTIS SUITE 10

Session organized by Darcy Telenko, CCE

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Darcy Telenko, CCE*
- 10:50 AM**      **Biocontrols of Soilborne Plant Diseases: How They Work...and When They Don't**  
*Alyssa Collins, Penn State University, Manheim, PA*
- 11:25 AM**      **Formulations of Biologicals and Their Impact on Activity**  
*Mila Pearce, BASF, Research Triangle Park, NC*
- 11:55 AM**      **What's New from Industry?**
- 12:00 PM**      **Adjourn**  
DEC credits applied
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### GREENHOUSE

#### A292

Session organized by Neil Mattson, Cornell

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Neil Mattson, Cornell*
- 10:50 AM**      **Developing an Integrated Pest Management Plan for Your Vegetable Greenhouse**  
*Elizabeth Lamb, NYS IPM*  
*Research supported by NESARE*
- 11:25 AM**      **Beneficial Nematodes: A Tool to Control Several Greenhouse Vegetable Pests**  
*John Sanderson, Cornell*  
*Research supported by NYFVI*
- 12:00 PM**      **Adjourn**  
DEC credits applied

## WEDNESDAY, JANUARY 17

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### THE BUSINESS SIDE OF CUT FLOWER FARMING

**A296**

Session organized by Dana Dore-Hadad, Chicory Blue Gardens, and Lily Calderwood, CCE

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**10:45 AM**      **The Business Side of Cut Flower Farming**  
*Jamie Sammons, Jayflora Flower Farm, Fonda, NY*  
*Jed Radliff, Jayflora Flower Farm, Fonda, NY*

**12:00 PM**      **Adjourn**

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### FRUIT QUALITY - FRUIT FINISH ISSUES

**ALLYN HALL GYM**

Session organized by Craig Kahlke, CCE

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**2:00 PM**      **Announcements and DEC Credit Sign-up**  
*Craig Kahlke, CCE*

**2:05 PM**      **Preventing Fruit Rots and Spray-associated Lenticel Issues in Apples**  
*Srdjan Acimovic, Cornell*

**2:40 PM**      **Managing Lenticel Issues**  
*Rob Blakey, Washington State University Extension, Prosser, WA*

**3:15 PM**      **Adjourn**  
1.0 DEC credits in 10, 1a, 22

## WEDNESDAY, JANUARY 17

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### ONION PEST MANAGEMENT

#### MP ROOM 9

Session organized by Christy Hoepting, CCE

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- 2:00 PM**      **Announcements and DEC Credit Sign-up**  
*Christy Hoepting, CCE*
- 2:05 PM**      **Highlights from 2017 Muck Onion Herbicide Trials**  
*Christy Hoepting, CCE*  
*Research supported by ORDP*
- 2:30 PM**      **What's New from Industry?**
- 2:35 PM**      **Unravelling the Interactions Among Variety, Fertility, Yield, Onion Thrips and Diseases, and Implications for Improved Management Practices**  
*Ashley Leach, Cornell*  
*Brian Nault, Cornell*  
*Research supported by NY SCBG and NESARE*
- 3:15 PM**      **Adjourn**  
DEC credits applied
- 

### TALKING TO CUSTOMERS ABOUT GMOS

#### OTIS SUITE 10

Session organized by Maire Ullrich, CCE

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- 2:00 PM**      **Announcements and DEC Credit Sign-up**
- 2:05 PM**      **Answering Customers and Media Questions about GMOs**  
*Samara Sit, Cornell*  
*Maire Ullrich, CCE*
- 3:15 PM**      **Adjourn**

DEC credits applied

## WEDNESDAY, JANUARY 17

---

### GREENHOUSE

**A292**

Session organized by Neil Mattson, Cornell

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- 2:00 PM**      **Announcements**  
*Neil Mattson, Cornell*
- 2:05 PM**      **Lighting Greenhouse Crops: Costs, Benefits, and Is It Time to Dive into LEDs?**  
*Neil Mattson, Cornell*  
*Research supported by NYSERDA*
- 2:40 PM**      **What Does It Cost to Heat a Greenhouse? And Strategies to Save on Heat**  
*Kale Harbick, Cornell*
- 3:15 PM**      **Adjourn**
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### BIOLOGICAL CONTROL OF INSECTS IN CUT FLOWER FARMING

**A296**

Session organized by Dana Dore-Hadad, Chicory Blue Gardens, and Lily Calderwood, CCE

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- 2:00 PM**      **Announcements and DEC Credit Sign-up**  
*Lily Calderwood, CCE*
- 2:05 PM**      **Biological Control of Insects in Cut Flower Farming**  
*Carol Glienester, IPM Labs, Locke, NY*  
*Research supported by NESARE*
- 3:15 PM**      **Adjourn**

1.25 DEC credits categories 10, 1a, 24, 3a



## WEDNESDAY, JANUARY 17

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### TREE FRUIT IPM: SUDDEN APPLE DECLINE

#### ALLYN HALL GYM

Session organized by Tessa Grasswitz, CCE

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- 3:45 PM**      **Welcome and Announcements**  
*Tessa Grasswitz, CCE*
- 3:48 PM**      **Sudden Apple Decline: The Pennsylvania Experience**  
*Kari Peter, Penn State University, Biglerville, PA*
- 4:28 PM**      **Sudden Apple Decline: The New York Perspective**  
*Kerik Cox, Cornell*  
*Tessa Grasswitz, CCE*  
*Research supported, in part, by ARDP*
- 4:55 PM**      **What's New from Industry?**
- 5:00 PM**      **Adjourn**  
1.0 DEC credits in 10, 1a, 22
- 

### ONION FEATURE PRESENTATION

#### MP ROOM 9

Session organized by Christy Hoepting, CCE

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- 3:45 PM**      **Announcements and DEC Credit Sign-up**  
*Christy Hoepting, CCE*
- 3:50 PM**      **Onion Breeding in the 21st Century: Classical and New Approaches**  
*Michael J. Havey, USDA-ARS, University of Wisconsin, Madison, WI*
- 4:40 PM**      **Bacterial Disease Update: Surchlor Registered and Trialed - What is Causing the Problems?**  
*Steve Beer, Cornell*  
*Jean Bonasera, Cornell*  
*Jo Ann Asselin, Cornell*  
*Research supported by NYFVI and ORDP*
- 5:00 PM**      **Adjourn**  
DEC credits applied

## WEDNESDAY, JANUARY 17

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### NEW SOIL HEALTH INNOVATIONS, INITIATIVES, AND FARMER NETWORKING

#### OTIS SUITE 10

Session organized by David Wolfe, Cornell

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- 3:45 PM**      **Welcome**  
*David Wolfe, Cornell*
- 3:50 PM**      **The New NYS Soil Health Initiative**  
*David Wolfe, Cornell*
- 4:00 PM**      **Tools for Choosing and Managing Cover Crops in Relation to Soil Health Goals**  
*Thomas Björkmann, Cornell*
- 4:20 PM**      **Grower Panel**  
*Moderator: Paul Salon, USDA-NRCS*
- 4:50 PM**      **Questions and General Discussion**
- 5:00 PM**      **Adjourn**
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### PRECISION IRRIGATION

#### A292

Session organized by Darcy Telenko, CCE

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- 3:45 PM**      **Welcome**  
*Darcy Telenko, CCE*
- 3:50 PM**      **Precision Irrigation Opportunities for Growers: How and Why We Should Irrigate - An Example in NY Orchards**  
*Jaume Lordan Sanahuja, Cornell*
- 4:40 PM**      **Using Soil Electrical Conductivity Measurements for Precision Water Management in Vegetable Crops - Year 1 Research Update**  
*Darcy Telenko, CCE*  
*Erasmus Oware, University at Buffalo, Buffalo, NY*  
*Ruoyo Ding, University at Buffalo, Buffalo, NY*  
*Luis Cruz, USDA NRCS*  
*John Whitney, USDA NRCS*  
*Research supported by NYFVI*
- 4:55 PM**      **What's New from Industry?**
- 5:00 PM**      **Adjourn**

## WEDNESDAY, JANUARY 17

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### WEED MANAGEMENT AND SOIL HEALTH IN CUT FLOWER PRODUCTION

**A296**

Session organized by Dana Dore-Hadad, Chicory Blue Gardens, and Lily Calderwood, CCE

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**3:45 PM**      **Weed Management and Soil Health in Cut Flower Production**

*Lily Calderwood, CCE*

**5:00 PM**      **Adjourn**

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### POSTER SESSION

**2<sup>ND</sup> FLOOR ABOVE TRADESHOW**

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**Eastern Broccoli Project**

*Christy Hoeping,*

**New Soil Health Innovations and Initiatives**

*David Wolfe, Cornell*

**iPiPE – A New Source for Local and National Pest Information**

*David Ludwig, Intern CCE*

*Darcy Telenko, CCE*

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## THURSDAY, JANUARY 18

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### TECHNOLOGIES TO REDUCE PRODUCTION RISKS ASSOCIATED WITH WEATHER

#### ALLYN HALL GYM

Session organized by Mario Miranda Sazo, CCE

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**9:00 AM**      **Discussion: Potential Use of Hail Netting in the Northeast and Other Technologies to Reduce Production Risks Associated with Weather**

*Tom Auvil, North American Plants, OR*

*Mario Miranda Sazo, CCE*

*Helios Group, Italy*

*Drape Net, Australia*

**10:15 AM**      **Adjourn**

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### SOIL HEALTH

#### MP ROOM 9

Session organized by Ryan Maher, Cornell Small Farms Program

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**9:00 AM**      **Cover Cropping in a Cold Climate - Practices at the Food Farm**

*Janaki Fisher-Merritt, Food Farm, Wrenshall, MN*

**9:45 AM**      **Adapting Strip Tillage for Organic Vegetable Systems**

*Ryan Maher, Cornell Small Farms Program*

*Research supported by USDA NIFA Organic Research and Extension Initiative*

**10:15 AM**      **Adjourn**

DEC credits applied

## THURSDAY, JANUARY 18

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### ROOT CROPS

#### OTIS SUITE 10

Session organized by Charles Bornt, CCE

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- 9:00 AM**      **Announcements and DEC Credit Sign-up**  
*Charles Bornt, CCE*
- 9:05 AM**      **Root Crop Diseases: From Top to Bottom**  
*Sarah Pethybridge, Cornell*
- 9:25 AM**      **Cultivating Small Seeded Crops**  
*Bryan Brown, NYS IPM Program*
- 9:55 AM**      **Handling and Storing Root Crops**  
*Jason Plate, Bejo Seeds, Inc., Geneva, NY*
- 10:15 AM**      **Adjourn**  
DEC credits applied
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### BEGINNING FARMER TRACK

#### A292

Session organized by Anu Rangarajan, Cornell, and Kat McCarthy, Cornell Small Farm Program

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- 9:00 AM**      **Welcome**  
*Kat McCarthy, Cornell Small Farm Program*
- 9:05 AM**      **Buying Equipment for Your Current and Future Scale of Operations Part A**  
*Shane LaBrake, Independent Consultant, Accokeek, MD*  
*Research supported by NYFVI*
- 10:15 AM**      **Adjourn**

## THURSDAY, JANUARY 18

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### SOCIAL MEDIA MARKETING - BEING PROACTIVE INSTEAD OF REACTIVE

**A296**

Session organized by Megan Burley, CCE

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- 9:00 AM**      **Welcome**  
*Megan Burley, CCE*
- 9:05 AM**      **Dealing with Social Media Criticisms**  
*Sarah Cornelisse, Penn State University, State College, PA*
- 10:15 AM**     **Adjourn**
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### TREE FRUIT IPM II: CHEMICAL CONTROL

**ALLYN HALL GYM**

Session organized by Tessa Grasswitz, CCE

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- 10:45 AM**      **Welcome and announcements**  
*Tessa Grasswitz, CCE*
- 10:47 AM**      **Rainfastness of Insecticides and Other Weather-related Effects on Pesticide Efficacy**  
*John Wise, Michigan State University, Fennville, MI*
- 11:27 AM**      **New Chemical Control Products for Tree Fruit Pests**  
*Art Agnello, Cornell*  
*Research supported, in part, by Agro-chemical industry*
- 11:58 AM**      **What's New from Industry?**
- 12:00 PM**      **Adjourn**  
1.25 DEC credits in 10, 1a, 22

## THURSDAY, JANUARY 18

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### WILDLIFE MANAGEMENT

#### MP ROOM 9

Session organized by Darcy Telenko, CCE

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Darcy Telenko, CCE*
- 10:50 AM**      **Minimizing Wildlife Impacts in Vegetables by Utilizing Repellency Tactics**  
*Darcy Telenko, CCE*  
*Research supported by NYFVI*
- 11:05 AM**      **Update on Avipel Research in Corn**  
*Ken Wise, NYS IPM Program*
- 11:30 AM**      **Grower Panel: What Is and Isn't Working in Managing Wildlife on Our Farm**  
*Mark Zittel, W.D. Henry & Sons, Eden, NY*  
*Bruce Reed, Reed's Farm, Geneva, NY*
- 11:55 AM**      **What's New from Industry?**
- 12:00 PM**      **Adjourn**  
DEC credits applied
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### VINE CROPS

#### OTIS SUITE 10

Session organized by Charles Bornt, CCE

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- 10:45 AM**      **Announcements and DEC Credit Sign-up**  
*Charles Bornt, CCE*
- 10:50 AM**      **Fungus or Bacteria: Which is Which in My Vine Crops**  
*Christine Smart, Cornell*
- 11:15 AM**      **Tips for Handling and Storing Various Vine Crops**  
*Steve Reiners, Cornell*
- 11:35 AM**      **Managing Mildews with Resistant Varieties and Fungicides**  
*Margaret McGrath, Cornell*
- 12:00 PM**      **Adjourn**  
DEC credits applied

## THURSDAY, JANUARY 18

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### BEGINNING FARMER TRACK

#### TRADE SHOW FLOOR

Session organized by Anu Rangarajan, Cornell, and Kat McCarthy, Cornell Small Farm Program

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- 10:45 AM**      **Welcome**  
*Kat McCarthy, Cornell Small Farm Program*
- 10:50 AM**      **Buying and Scaling a Tractor and Appropriate Equipment Part B**  
*Shane LeBrake, Independent Consultant, Accokeek, MD*
- 12:00 PM**      **Adjourn**
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### UNIQUE MARKETING OPPORTUNITIES

#### A296

Session organized by Megan Burley, CCE

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- 10:45 AM**      **Welcome**  
*Megan Burley, CCE*
- 11:00 AM**      **Utilizing Corporate Business as a Marketing Outlet**  
*Allison Dehonney, Urban Fruits and Vegetables, Buffalo, NY*
- 11:30 AM**      **The Good Food Farmers Network - CSA Model**  
*Hilary Corsun, Dog Wood Farm, Old Chatham, NY*
- 12:00 PM**      **Adjourn**



## THURSDAY, JANUARY 18

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### HARD CIDER - SESSION 1

#### MP ROOM 9

Session organized by Craig Kahlke, CCE

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- 2:00 PM**      **Welcome**  
*Gregory Peck, Cornell*
- 2:05 PM**      **The New York State Cider Supply Chain**  
*Lindsey Pashow, CCE*
- 2:20 PM**      **Breeding Apples for the Cider Industry**  
*Susan Brown, Cornell*
- 2:35 PM**      **Panel Discussion: Reflecting on England's Cider Orchards and How We Grow Cider Apples in NY**  
*Gregory Peck, Cornell*
- 3:15 PM**      **Adjourn**
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### HARD CIDER - INTERSESSION

#### MP ROOM 9

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- 3:15 PM**      **Hard Cider PWT Working Group Meeting**
- 3:45 PM**      **Adjourn**
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### HARD CIDER - SESSION 2 TASTING

#### MP ROOM 9

Session organized by Craig Kahlke, CCE, and Gregory Peck, Cornell

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- 3:45 PM**      **Welcome and Tasting**  
*Gregory Peck, Cornell*
- 5:00 PM**      **Adjourn**

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## THURSDAY, JANUARY 18

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### BEGINNING FARMER TRACK

**A292**

Session organized by Kat McCarthy, Cornell Small Farm Program, and Anu Rangarajan, Cornell

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- 2:00 PM**      **Welcome**  
*Kat McCarthy, Cornell Small Farm Program*
- 2:05 PM**      **What is My Job? Writing Effective Job Descriptions**  
*Elizabeth Higgins, CCE*  
*Research supported by Risk Management Education and USDA Beginning Farmer and Rancher Development Program*
- 2:45 PM**      **Marketing Your Farm Through Your Employee Handbook**  
*Kat McCarthy, Cornell Small Farm Program*  
*Research supported by Risk Management Education and USDA Beginning Farmer and Rancher Development Program*
- 3:15 PM**      **Establishing Effective Training Plans**  
*Mary Jo Dudley, Cornell Farmworker Program*  
*Research supported by Risk Management Education and USDA Beginning Farmer and Rancher Development Program*
- 4:00 PM**      **Adjourn**
- 

### POSTER SESSION

**2<sup>ND</sup> FLOOR ABOVE TRADESHOW**

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**Eastern Broccoli Project**

*Christy Hoepfing,*

**New Soil Health Innovations and Initiatives**

*David Wolfe, Cornell*

**iPiPE – A New Source for Local and National Pest Information**

*David Ludwig, Intern CCE*

*Darcy Telenko, CCE*