

# IMPACT

NEW YORK'S LAND GRANT COLLEGE

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## DAIRY: SUPPORTING NEW YORK'S LEADING AGRICULTURAL INDUSTRY

The College of Agriculture and Life Sciences (CALS) has a long history of supporting New York's \$9 billion dairy industry from grass to glass: providing critical research and training in animal welfare, facility design, nutrition, food safety, quality control and environmental health. New York's 5,740 dairy farms produce over 1.5 billion gallons of milk annually, contributing \$2 billion in sales to the state's economy. Each new dairy farm job generates an additional 1.24 jobs in the local community, while each new job in a processing plant generates an additional 4.72 jobs, the highest multiplier in the state. The state's 103 processing plants provide an additional \$1.26 to the community for every dollar of product sold.



### SOME EXAMPLES:

- CALS research formed the basis for a new quality component for the USDA milk pricing system, resulting in an additional \$1.5 to \$3 million per year in quality bonuses to New York farmers, and \$68 million nationwide.
- CALS extension specialists help farmers make the transition to organic, the fastest growing segment in the New York dairy industry with \$60 million in annual sales, while scientists develop new breeds of regionally appropriate organic production field crops and conventional pesticide alternatives.
- New York is the top producer of cottage cheese in the nation, producing 171 million pounds in 2009. By improving the quality and quadrupling the shelf life of cottage cheese using carbon dioxide, CALS scientists boosted sales for the first time in 20 years.
- CALS provides critical training updates to approximately 75 certified milk inspectors, 300 registered dairy processing plant supervisors and 110 dairy laboratory personnel annually. The college's dairy extension team, focusing on both production and dairy foods processing, brings expertise and advice to more than 3,000 industry technicians and managers annually.
- PRO-DAIRY farm business management specialists work with producers to improve financial decision making. They also facilitate networking among 600 producers from 28 counties through the statewide Dairy Profit Discussion Groups.
- New York dairy farmers invest approximately \$18 million annually in product promotion. CALS economists analyze dairy advertising to ensure those dollars are well spent.
- Collaborations between CALS researchers and the NYS Cattle Health Assurance Program and Cornell Veterinary College Quality Milk Production Services help keep New York's dairy herds healthy. In 2009-10, a 23% increase in on-site monitoring of mastitis, cattle disease pathogens and human food-borne pathogens resulted in a higher quality, safer raw milk supply.
- The online Cornell Net Carbohydrate and Protein System helps farmers maximize the use of homegrown and purchased feeds, reducing annual feed costs by as much as \$13,000 per year for the average farm and minimizing nitrogen and phosphorus excretion into the environment.
- New York farmers have reduced nutrient runoff from agricultural sources to the Chesapeake Bay watershed thanks to CALS experts. One project demonstrated a 20% reduction in phosphorus—57 million pounds—being applied on New York farms in 2007 compared to 2000.

**These are just a few examples of the college's achievements and the collaborative programs that will continue to be major, innovative contributors to a thriving state economy and prosperous future.**

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