

FARMING ALTERNATIVES

A DIRECTORY OF COOPERATIVE EXTENSION FIELD STAFF WITH EXPERIENCE IN ALTERNATIVE FARM ENTERPRISES

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 ck foods forest products maple syru and sugar produ
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 organic products fruits and vegetables dry beans and g
 r processed goods with organic ingredients biotech prod
 od and tissue products for specialized markets chinchil
 od and turf dried flowers ornamental shrubs and trees
 grown flowers (mums, pansies, glads) bedding plants cu
 ing services yard maintenance ground covers container
 tion hardy ornamentals locust (for posts, seeds) process
 esauce cider chocolate covered raspberries farm winerie
 ouse syrups cheeses ice cream preserves, jams, jellies b
 sauces and condiments recreational and other services v
 port fishing waterfront recreation on-farm bed and bre
 nds hay rides "anything that you can spend a day in tl
 ating/hunting preserves wine trail horseback riding gui
 her farm family/household enterprises wool and yarn l

Compiled by
 Karene Andrus
 Wayne Knoblauch
 for
THE FARMING ALTERNATIVES PROJECT

Department of Agricultural Economics
 New York State College of Agriculture and Life Sciences
 A Statutory College of the State University
 Cornell University, Ithaca, New York 14853

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**A DIRECTORY OF COOPERATIVE EXTENSION FIELD STAFF
WITH EXPERIENCE IN ALTERNATIVE FARM ENTERPRISES**

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INTRODUCTION

Among New York's farm and rural families, there has been increasing interest in nontraditional agricultural commodities, innovative marketing strategies, rural enterprise development and farm diversification. In 1986, Cornell Cooperative Extension and the New York State Department of Agriculture and Markets initiated the FARMING ALTERNATIVES PROJECT, to provide information and programs on agricultural diversification and enterprise development.

This directory has been developed as one means of supporting the efforts of Extension field staff to respond to inquiries and to develop local programs relating to farming alternatives. Because of the sheer number of alternative enterprises being considered by farm families, and because of the lack of solid economic data, production data, and campus backstopping for many of these enterprises, any single agent or county is unlikely to have expertise in more than one or a few types of alternatives. However, as we look statewide, the range of experience among field staff is quite impressive.

This directory is intended to be used by Extension field staff to identify colleagues with some degree of expertise or at least familiarity with a given type of enterprise. Contact with these individuals may prove helpful in designing programs or responding to local inquiries. Included in the directory are agents and regional specialists with experience in one or more of the following:

1. diversification or conversion of an existing farm operation, such as conversion of a dairy operation to a vegetable farm;
2. new or nontraditional agricultural crops, livestock food and forest products such as specialty vegetables or game;
3. innovative, entrepreneurial approaches to marketing such as mail order or direct wholesaling;
4. innovative production systems such as organic farming, hydroponics, aquaculture, energy or input-reducing systems;
5. innovative products and services which make use of farm family or natural resources such as bed and breakfasts, farm tours, or winter recreation facilities.

Organization of the Directory

The directory is divided into two main sections. The first section contains the names, addresses, and phone numbers of Cooperative Extension field staff and regional specialists who have varying degrees of interest and involvement in farming alternative topics. This section is arranged alphabetically without regard to county or subject area. A brief statement is provided on each person's EXPERIENCE AS IT RELATES TO FARMING ALTERNATIVES. It must be remembered, however, that this experience often represents only a minor part of their overall responsibilities. The second section of the directory presents subject headings, under which are listed the names of agents with related experience. Individuals may be listed more than once within the subject index.

Procedures Used to Obtain Listings

In the fall of 1986, the Farming Alternatives Project conducted a survey of Cooperative Extension field staff and regional specialists. In this survey, we asked the respondents to list any agents or specialists whom they felt had particular experience(s) relating to alternative commodities, marketing, or enterprise development. In most cases, we then contacted the recommended agents and specialists in order to determine the specific nature of their involvement in farming alternatives. In many cases, these conversations led to further referrals. Every effort was made to make the information contained in this directory accurate and complete, however, we recognize that this is not an exhaustive list of all the field staff and specialists who have experience in farming alternatives.

Request for Your Help

In order to make this a truly useful directory we need your help in verifying its accuracy and completeness, as well as your comments on format. Please send suggestions for changes in the directory to:

Farming Alternatives Project
443 Warren Hall
Cornell University
Ithaca, NY 14853

ALPHABETICAL LIST OF EXTENSION FIELD STAFF

- ACKERMAN, Stewart**
R.S. Western NY
249 Highland Ave
Rochester, NY 14620
Phone: (716) 461-1000
Program area: Poultry
Experience: Use of computers in business planning and analysis; new opportunities in poultry meat production; experience with game birds.
- ALLEN, Joel**
Columbia Co. Coop. Ext.
Coop. Ext. Ctr. Rt 66 RD 1
Hudson, NY 12534
Phone: (518) 828-3346
Program area: Admin; CIP/Agr; Consum Hort
Experience: Works in helping set up garden center, nursery, perennial, and bedding plant operations; has worked with asparagus; uses marketing and business management approach.
- BARNEY, Peter**
St. Lawrence Co. Coop. Ext.
Univ. Shopping Ctr.
125 Main St. E.
Canton, NY 13617
Phone: (315) 379-2311
Program area: Fld Crops
Experience: Production and marketing of canola and buckwheat, some experience with sweet white lupine production and barley for straw.
- BIGGER, Gary**
R.S. Western Plains
420 E. Main St.
Batavia, NY 14020
Phone: (716) 343-3040
Program area: Dairy, Livestock
Experience: Works with dairy replacement raising, beef, sheep, and swine.
- BILLINGS, Stephen**
Ulster Co. Coop. Ext.
P.O. Box 3494
74 John St.
Kingston, NY 12401
Phone: (914) 331-1680
Program area: Dairy, Fld Crops
- BRIGGS, James**
Hamilton Co. Coop. Ext.
PO Box 112
Courthouse
Lake Pleasant, NY 12108
Phone: (518) 548-6191
Program area: CIP; 4-H; Agr
Experience: Pond management; utilization for fish or recreation; experience with recreational businesses such as campgrounds, guiding--ski touring; has also worked with bed and breakfasts, maple syrup and x-mas tree production; rafting, and craft enterprises.
- BUERGER, Robert**
R.S. Sea Grant Long Island, NYC,
Hudson
Marine Sci. Research Ct.
SUNY
Stonybrook, NY 11794
Phone: (516) 632-8730
Program area: Marine Recreation industries
Experience: Works with tourism and marketing of marine services, but can also help with other small service related businesses.
- BURGESS, Shirley**
Orange Co. Coop. Ext.
Farm and Home Ctr.
239 Wisner Ave.
Middletown, NY 10940
Phone: (914) 343-1105
Program area: Horse, Livestock
Experience: Experience with rabbits, beef, sheep and horses--especially in horse related recreational enterprises.
- CAPRON, James**
R.S. Fingerlakes
P.O. Box 217
County Rd 143 and Rt. 14 N.
Alton, NY 14413
Phone: (315) 483-6918
Program area: Fld Crops
Experience: Experience with canola, organic grains, popcorn, maple syrup.

CHILDS, Stephen

Wyoming Co. Coop. Ext.
401 N. Main St.
Warsaw, NY 14569
Phone: (716) 786-2251

Program area: Agr; Consum Hort
Experience: Christmas trees and maple syrup production.

CIANCE, Eileen

Washington Co. Coop. Ext.
County Office Building Annex
1 Lower Main St.
Hudson Falls, NY 12839
Phone: (518) 747-2861

Program area: Home Ec Cloth/Text
Experience: Coordinating and programming of small business and bed and breakfast workshops; is developing a childcare as a business program; has also done a sewing business program.

CINQUE, Maria

Nassau Co. Coop. Ext.
Plainview Complex
1425 Old Country Rd.
Plainview, NY 11803
Phone: (516) 454-0900

Program area: Turf
Experience: Turf, sod production; consulting on problems of established golf-courses, could also help with start-up.

CONKLIN, Mary

Columbia Co. Coop. Ext.
Coop. Ext. Ctr. Rt. 66 RD 1
Hudson, NY 12534
Phone: (518) 828-3346

Program area: Fruit
Experience: Production (pests, harvest, storage) and marketing of small and tree fruits; has much experience with u-pick marketing and roadside stands.

COOMBE, Russell

Franklin Co. Coop. Ext.
11 Brewster St.
Malone, NY 12953
Phone: (518) 483-6767

Program area: Fld Crops, Farm Mgmt
Experience: Beef production and some marketing especially feeder calves;

has worked with conversion of dairy to part-time beef.

CRISPEN, Monika

Tompkins Co. Coop. Ext.
225 S. Fulton St.
Ithaca, NY 14850
Phone: (607) 272-2292

Program area: Agr; Consum Hort
Experience: Experience with direct marketing of fruits and vegetables, and some horticultural crop marketing; also has experience with wholesale marketing of vegetables, cooperative marketing, organic farming, and business planning and evaluation of alternatives.

CUNIGLIO, Joseph

R.S. Capital District
1215 Western Ave.
Albany, NY 12203
Phone: (518) 462-2553

Program area: Markt Veg
Experience: Experience with sweet potatoes, garlic, and rice; some experience with specialty vegetables.

DAVID, Daryl

Ulster Co. Coop. Ext.
P.O. Box 3494
74 John St.
Kingston, NY 12401
Phone: (914) 331-1680

Program area: Consum Hort, Ornam Hort
Experience: Horticultural business start-up and consulting, primarily production--greenhouse, bedding plants, perennials, Christmas trees

DAWSON, Chad

R.S. Sea Grant Lake Ontario,
St. Lawrence River
Main St.
Mexico, NY 13114
Phone: (315) 963-7286

Program area: Tourism, Small Bus Develop
Experience: Recreational business development: business feasibility, management, and advertising, farm vacations, bed and breakfast businesses, farm tours, lodging,

campgrounds, sport fisheries.
Looking at resource base and how it
fits into recreational businesses.

DELL, Joseph

R.S. Central Southern Tier
225 S. Fulton St.
Ithaca, NY 14850
Phone: (607) 272-2292
Program area: Fld Crops
Experience: Production, pricing, and
marketing of hay; has also worked in
conversion of dairy to hay
production.

DELLAMANO, Francis

Oswego, Co. Coop. Ext.
Coop. Ext. Headquarters
Main St.
Mexico, NY 13114
Phone: (315) 963-7286
Program area: Agr, Fruit
Experience: Roadside marketing
especially labor rules; part-time
farm management.

DeYOUNG, Bruce

R.S. Sea Grant Long Island, NYC,
Hudson
Cornell University Lab 39
Sound Ave.
Riverhead, NY 11901
Phone: (516) 727-3910
Program area: Business Management
and Marketing
Experience: Service business manage-
ment and marketing with a special
interest in family owned enterprises
and home based businesses such as bed
and breakfasts, guide services, and
food enterprises; has worked mainly
with marine enterprises.

DiGREGORIO, Maria

Otsego Co. Coop. Ext.
123 Lake St.
Cooperstown, NY 13326
Phone: (607) 547-2536
Program area: Dairy, Livestock
Experience: Investigation of laws
and licensing for business start-up;
has also worked with deer farming and
llama production but was not heavily
involved.

DOIN, Suzanne

Clinton Co. Coop. Ext.
Old Courthouse Bldg.
Margaret St.
Plattsburg, NY 12901
Phone: (518) 561-7450
Program area: Home Ec
Experience: Coordination, program-
ming for workshops on small and home
based businesses. Works with
decision making considerations
concerning family/home situation and
value clarification in home business
start-up.

DONAHOE, Eileen

Cortland Co. Coop. Ext.
P.O. Box 5590
County Office Bldg.
Cortland, NY 13045
Phone: (607) 753-5077
Program area: Home Ec
Experience: Coordinating and pro-
gramming in small and home based
businesses: has specific information
on childcare, clothing and textile,
and bed and breakfast businesses,
contacts with Small Business
Development and Technical Assistance
Center at SUNY-Plattsburgh.

DONNELLY, Thomas

Delaware Co. Coop. Ext.
P.O. Box 184
NYS Rt. 10
Hamden, NY 13782
Phone: (607) 865-6531
Program area: Agr, Farm Mgmt, Fld
Crops
Experience: Has worked with maple
syrup production and marketing alter-
natives; also has experience with
honey.

DYKEMAN, David

Columbia Co. Coop. Ext.
Coop. Ext. Ctr. Rt. 66 RD 1
Hudson, NY 12534
Phone: (518) 828-3346
Program area: 4-H Animal Sci
Experience: Has worked in starting
game bird operations especially
ringneck pheasants, some quail and
rouffed grouse: has information on
suppliers, sources of gamebird stock,

costs, applications for licensing, and some marketing information; has also worked with backyard laying operations and freezer trade livestock.

ERVIN, Jennifer

Dutchess Co. Coop. Ext.,
Program Assistant
P.O. Box 259
Farm and Home Ctr. Rt. 44
Millbrook, NY 12545
Phone: (914) 677-5006
Program area: Horse Farming
Experience: Works with 4-H program and also with commercial horse farmers.

FARFAGLIA, John

Niagara Co. Coop. Ext.
Farm and Home Center
4487 Lake Ave.
Lockport, NY 14094
Phone: (716) 433-2651
Program area: Consum Hort,
Floricult, Ornam Hort
Experience: Horticultural specialties--production of dried flowers and outdoor cut flowers production of hydroponic tomatoes--mainly supportive in area of pest control; also works in Christmas tree start-up, production, and marketing, and in perennial production, i.e., herbaceous flower garden perennials.

FARR, Betsy

St. Lawrence Co. Coop. Ext.
Univ. Shopping Ctr.
125 Main St. E.
Canton, NY 13617
Phone: (315) 379-2311
Program area: Agr, Dairy, Livestock
Experience: Feeder pigs and also cooperative beef marketing.

FIELD, George

St. Lawrence Co. Coop. Ext.
Univ. Shopping Ctr.
125 Main St. E.
Canton, NY 13617
Phone: (315) 379-2311
Program area: Farm Mgmt
Experience: Farm business management and exploring options with people;

has done small business workshops.

FIELD, Bruce

Oneida Co. Coop. Ext.
Coop. Ext. Ctr.
Rd. 1 Second St., Box 126
Oriskany, NY 13424
Phone: (315) 736-3394
Program area: Agr, Fld Crops, Veg
Experience: Maple syrup: production, and some work with special marketing.

FREEMAN, Ralph

Suffolk Co. Coop. Ext.
246 Griffing Ave.
Riverhead, NY 11901
Phone: (516) 727-7850
Program area: Floricult
Experience: Greenhouse business development: start-up, expansion, and marketing; working with bedding plants, perennial, cut flowers, tropical foliage.

FUTTRUP, Mary

Niagara Co. Coop. Ext.
Farm and Home Center
4487 Lake Ave.
Lockport, NY 14094
Phone: (716) 433-6773
Program area: Home Ec
Experience: Home based cottage industries, especially in clothing and textiles; works with a variety of rural and non-rural clients.

GALLAGHER, Thomas

Albany Co. Coop. Ext.
Martin Rd. RD 2, Box 131
Voorheesville, NY 12186
Phone: (518) 765-3510
Program area: Farm Mgmt, Fld Crops, dairy
Experience: Experience with converting dairy to beef, veal, or hogs; also has experience with goats and sheep, use of sewage sludge for field crops, and development of poplar trees for cash--pulpwood and chips.

GREENE, David

R.S. Sea Grant Great Lakes, Lake Erie
21 S. Grove St.
East Aurora, NY 14052
Phone: (716) 652-5453

Program area: Youth Ed, Lake Erie Resources
Experience: Mariculture and aquaculture: experience with intensive pond culture and cage raising of fish especially crayfish for bait, and walleye perch.

HADCOCK, Stephen

Columbia Co. Coop. Ext.
 Coop. Ext. Ctr. Rt. 66 RD 1
 Hudson, NY 12534
 Phone: (518) 828-3346
Program area: Dairy, Farm Mgmt
Experience: Experience with dairy alternatives such as replacement raising; works in farm management, ag engineering--ventilation, construction; has some experience with hard red spring wheat and sweet white lupine.

HANNAN, Jesse

R.S. Fingerlakes
 321 E. Williams St.
 Waterloo, NY 13165
 Phone: (315) 534-9252
Program area: Dairy, Livestock
Experience: Works with dairy replacement raising, beef, sheep, and swine.

HERENDEEN, Nathan

R.S. Western Plains
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651
Program area: Fld Crops
Experience: Experience with canola, buckwheat, lupine, and hard red spring wheat.

HIMELRICK, David

R.S. Great Lakes grapes
 412 E. Main St.
 Fredonia, NY 14063
 Phone: (716) 672-2191
Program area: Grapes
Experience: Production and marketing of seedless table grapes.

HOGAN, Harold

Ulster Co. Coop. Ext.
 P.O. Box 3494
 74 John St.

Kingston, NY 12401
 Phone: (914) 331-1680

Program area: Admin; CIP/Agr, Veg
Experience: Works with specialty vegetables, chinese vegetables and with direct marketing techniques such as corn festivals.

HOTOPP, Kenneth

Scholharie Co. Coop. Ext.
 41 S. Grand St.
 Cobleskill, NY 12043
 Phone: (518) 234-4303
Program area: Agr; CIP
Experience: Experience with developing forest resource based hobby/enterprises such as x-country skiing and hiking trails, maple syrup production, and other woodlot management; also has experience with bed and breakfasts and has helped convert dairy to vegetable enterprises.

HUTH, Joseph

Albany Co. Coop. Ext.
 Martin Rd. RD 2, Box 131
 Voorheesville, NY 12186
 Phone: (518) 765-3510
Program area: Agr
Experience: Experience with direct marketing--farmers markets, and roadside marketing.

HUTT, Guy

Essex Co. Coop. Ext.
 Agricultural Ctr.
 Sisco St.
 Westport, NY 12993
 Phone: (518) 972-8291
Program area: Agr
Experience: Experience with direct marketing, farmers markets and with sheep, forages and marketing wool; uses business management approach.

ISAACS, Steven

Orleans Co. Coop. Ext.
 P.O. Box 150
 20 South Main St.
 Albion, NY 14411
 Phone: (716) 589-5561
Program area: Agr
Experience: Marketing of horticultural crops and goods.

JENNINGS, David

Rensselaer Co. Coop. Ext.
 Courthouse Congress and 2nd Sts.
 Troy, NY 12180
 Phone: (518) 270-4000
Program area: Consum hort, Ornam Hort
Experience: Consulting on horti-
 cultural crops and businesses;
 experience with Christmas trees: does
 spring program for those interested
 in Christmas trees which covers
 taxes, marketing, pest control,
 planting, pruning, etc.

KIANG, Caroline

Suffolk Co. Coop. Ext.
 246 Griffing Ave.
 Riverhead, NY 11901
 Phone: (516) 727-7850
Program area: Consum Hort
Experience: Consumer education con-
 cerning specialty vegetables,
 oriental vegetables, and herbs;
 identification and production of
 oriental vegetables.

KAUFFMAN III, Jonas

Genesee Co. Coop. Ext.
 Coop. Ext. Ctr.
 420 E. Main St.
 Batavia, NY 14020
 Phone: (716) 343-3040
Program area: CIP; Agr
Experience: Small and home based
 business development, process of
 registering, sales tax, and permits.

KILGER, Thomas

Rensselaer Co. Coop. Ext.
 Courthouse Congress and 2nd Sts.
 Troy, NY 12180
 Phone: (518) 270-4000
Program area: Agr, Fld Crops; CIP
Experience: Working with alterna-
 tives to dairy such as hay production,
 alternative field crops such as hard
 red spring wheat, popcorn, and forage
 peas; has done much work with low
 cost soil improvement--reduced till,
 no-till, and with ways of reducing
 herbicides; has also worked with
 production of sweet potatoes.

LEE, Lynn

Columbia Co. Coop. Ext.

Coop. Ext. Ctr. Rt. 66 RD 1
 Hudson, NY 12534
 Phone: (518) 828-3346
Program area: 4-H
Experience: Deer farming: has
 gathered materials on breeding,
 nutrition, facilities, management,
 pest and disease, and marketing.

LEHMAN, Paul

Niagara Co. Coop. Ext.
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651
Program area: Agr; CIP
Experience: Farm tourism: currently
 developing an agritour planner which
 would facilitate tours of profes-
 sional groups to farms of interest;
 awareness of marketing niches, ideas.

LERNER, Nancy

Albany Co. Coop. Ext.
 Martin Rd. RD 2, Box 131
 Voorheesville, NY 12186
 Phone: (518) 765-3520
Program area: CIP
Experience: Program coordinating in
 small and home based business:
 general start-up workshops, workshops
 on specific aspects of business,
 workshops on homebased clothing and
 textile, day care and food
 enterprises.

LUCIA, Kenneth

Fulton Co. Coop. Ext.
 57 E. Fulton St.
 Gloversville, NY 12078
 Phone: (518) 725-6441
Program area: Agr
Experience: Coordinating resources
 in alternative land uses for profit.

MALCHOFF, Mark

Warren Co. Coop. Ext.
 HCR 02 Box 23B
 Schroon River Rd.
 Warrensburg, NY 12885
 Phone: (518) 623-3291
Program area: CIP, 4-H Natur Sci
Experience: Fisheries and commercial
 rafting.

MISEK, Mary

Lewis Co. Coop. Ext.
 P.O. Box 72
 Lowville, NY 13363
 Phone: (315) 376-5270
Program area: Home Ec
Experience: Does extensive general programming in area of small business; works with whole scope of small, basically rural entrepreneurship in coordination with other agents in her county; primarily coordinating function.

MISHANEC, John

Schenectady Co. Coop. Ext.
 615 State St.
 Schenectady, NY 12305
 Phone: (518) 372-1622
Program area: Agr
Experience: Has worked extensively in part-time farming programming; has done workshops on woodlot management for part-time farmers--hardwood, x-mas tree, and maple syrup production, some work with specialty vegetables; resource person for part-time farming on questions concerning herbs, x-mas trees, sheep, flowers.

NALLY, Thomas

Monroe Co. Coop. Ext.
 Coop. Ext. Ctr.
 249 Highland Ave.
 Rochester, NY 14620
 Phone: (716) 461-1000
Program area: Agr, Veg; CIP
Experience: General knowledge of marketing requirements for minor and major vegetable crops both wholesale and retail; experience in agri-business development and promotion.

NELSON, Walter

Erie Co. Coop. Ext.
 Coop. Ext. Ctr.
 215 Grove St.
 East Aurora, NY 14052
 Phone: (716) 652-5401
Program area: Agr, Floricult,
 Ornam hort
Experience: Greenhouse start-up and consulting, floriculture and ornamental horticulture start-up and consulting; has some experience with

Christmas tree production.

PARK, Kristen

R.S. Eastern N.Y.
 P.O. Box 670
 59 N. Main St.
 Liberty, NY 12754
 Phone: (914) 292-6180
Program area: Poultry
Experience: Turkey production; familiar with new opportunities in poultry meat production; some work with game birds.

PIESTER, Kenneth

Columbia Co. Coop. Ext.
 Coop Ext Ctr Rt 66 RD 1
 Hudson, NY 12534
 Phone: (518) 828-3346
Program area: Fld Crops, Agr Gen
Experience: Experience with hard red spring wheat and sweet white lupine.

RACKOWSKI, Carole

Orleans Co. Coop. Ext.
 P.O. Box 150
 20 South Main St.
 Albion, NY 14411
 Phone: (716) 589-5561
Program area: Veg
Experience: Experience with vegetables including minor crop vegetables and muck vegetables.

REVILLE, David

Wayne Co. Coop. Ext.
 P.O. Box 217
 Rt. 14 N. and Co. Rd. 143
 Alton, NY 14413
 Phone: (315) 483-6918
Program area: Admin; CIP/Agr
Experience: Farm employee relations: has put together workshops and resource packets on this.

ROBINSON, Karen

Oneida Co. Coop. Ext.
 Coop. Ext. Ctr.
 Rd. 1 Second St. Box 126
 Oriskany, NY 13424
 Phone: (315) 736-3394
Program area: Home Ec, Consum Ed
Experience: Bed and breakfast coordinating and programming.

ROBINSON, Richard

Niagara Co. Coop. Ext.
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651
 Program area: CIP; Natur Resour
 Experience: Bed and breakfast start-up--has information kits; working to develop the associations of bed and breakfasts and is currently organizing a newsletter with fact sheets for those already in business; also has experience with woodlot management, especially Christmas trees.

RUTKOWSKI, Edward

R.S. Lake Erie
 Coop. Ext. Ctr.
 215 Grove St.
 East Aurora, NY 14052
 Phone: (716) 652-5453
 Program area: Veg, Small Fruit
 Experience: Has worked with asparagus, gladiolas, and small fruits such as raspberries, and strawberries.

SILSBY, Kenneth

R.S. Western NY
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651
 Program area: Fruit Harvest
 Mgmt, Handling, Mktg
 Experience: Production and marketing of tree fruits and small fruits including cherries, apples, blueberries, strawberries, and rhubarb; has worked with direct marketing--pick your own, farmers markets, wholesale; has worked with on-farm cider manufacturing.

SKODA, Gerald

Sullivan Co. Coop. Ext.
 P.O. Box 670
 59 N. Main St.
 Liberty, NY 12754
 Phone: (914) 292-6180
 Program area: Agr
 Experience: Marketing and development --grants for studying duck, and turkey production; working with some free

range chicken; has done workshops on duck, turkey, poultry production.

SNEDEKER, William

Dutchess Co. Coop. Ext.
 P.O. Box 259
 Farm and Home Ctr. Rt. 44
 Millbrook, NY 12545
 Phone: (914) 677-5006
 Program area: Agr, Livestock
 Experience: Production and marketing of livestock: direct marketing of sheep and lamb, freezer trade beef, innovative marketing.

STAATS, Louis

R.S.
 Uihlein Sugar Maple Research Lab.
 Sugar House
 Bear Cub Rd.
 Lake Placid, NY 12946
 Phone: (518) 523-9337
 Program area: Natural Resources
 Experience: Coordinating and programming for training workshops on maple syrup production and for the maple tour in summer; research in maple production technology; some work with woodlot management.

TILLAPPAUGH, Bruce

Wyoming Co. Coop. Ext.
 401 N. Main St.
 Warsaw, NY 14569
 Phone: (716) 786-2251
 Program area: Fld Crops
 Experience: Hybrid oil sunflower and sunflower for bird seed, sweet white lupine, hard red spring wheat, and some work with buckwheat.

TROWBRIDGE, Craig

Jefferson Co. Coop. Ext.
 Empsall Plaza
 223 JB Wise Pl.
 Watertown, NY 13601
 Phone: (315) 788-8450
 Program area: Dairy
 Experience: Beef production and marketing--working mainly with part-time farmers; has worked to organize cooperative marketing of feeder calves.

VALLEY, Norman

Oswego Co. Coop. Ext.
 Coop. Ext. Headquarters
 Main St.
 Mexico, NY 13114
 Phone: (315) 963-7286
 Program area: Small Business
 Experience: Coordinating, program-
 ming, and consulting in small
 business start-up and management.

VANDERMARK, Stephen

St. Lawrence Co. Coop. Ext.
 Univ. Shopping Ctr.
 125 E. Main St. E.
 Canton, NY 13617
 Phone: (315) 379-2311
 Program area: 4-H, Consum Hort
 Experience: Production and marketing
 of greenhouse crops, bedding plants,
 started plants, small fruits,
 vegetables, and herbs; also has
 experience with minimum/low pesticide
 use and with forestry products.

VOILAND, Michael

R.S. Sea Grant Lake Ontario
 SUNY
 Brockport, NY 14420
 Phone: (716) 395-2638
 Program area: Sportfisheries
 Experience: Experience with charter
 fishing and tackle shops along Great
 Lakes and inland where applicable;
 also has experience with aquaculture.

WEAVER, David

Erie Co. Coop. Ext.
 Coop. Ext. Ctr.
 215 Grove St.
 East Aurora, NY 14052
 Phone: (716) 652-5453
 Program area: Dairy, Livestock
 Experience: Experience with sheep,
 swine, beef, some goat, and with
 rabbit and guinea pig for research--
 involved mainly in production.

WEBSTER, Judy

Wyoming Co. Coop. Ext.
 401 N. Main St.
 Warsaw, NY 14569
 Phone: (716) 786-2251
 Program area: Home Ec, Hum Develop
 Experience: Home childcare and day

care businesses: has materials from
 Cornell, helps in decision making
 process, licensing, taxes, Social
 Security, insurance, and professional
 organizations available; also works
 with home sewing businesses.

WHITE, Alan

Sullivan Co. Coop. Ext.
 P.O. Box 670
 59 N. Main St.
 Liberty, NY 12754
 Phone: (914) 292-6180
 Program area: Agr Gen
 Experience: Beekeeping

WHITE, David

R.S. Sea Grant Lake Ontario-Eastern
 52 Swetman Hall
 SUNY
 Oswego, NY 13126
 Phone: (315) 341-3042
 Program area: Rec Facilities,
 Sportfisheries
 Experience: Assists in the design,
 management, and operation of recrea-
 tion facilities providing services
 supportive to Lake Ontario recreation
 --marinas, boat launching, camp-
 grounds, fish cleaning stations, etc.

WILES, Frank

Tioga Co. Coop. Ext.
 56 Main St.
 Owego, NY 13827
 Phone: (607) 687-4020
 Program area: Agr; Livestock
 Experience: Direct marketing of
 fruits and vegetables; has worked
 with production of early summer
 squash, early and late strawberries,
 and sweet potatoes; also has experi-
 ence with rye hay for mulch for
 strawberries.

YOUNG, Dale

Oswego Co. Coop. Ext.
 Coop. Ext. Headquarters
 Main St.
 Mexico, NY 13114
 Phone: (315) 963-7286
 Program area: Veg
 Experience: Production and market-
 ing of vegetable commodities--every-
 thing from asparagus to zucchini.

ZABADAL, Thomas

R.S. Finger Lakes grapes

County Office Bldg.

110 Court St.

Penn Yan, NY 14527

Phone: (315) 536-3381

Program area: Grapes

Experience: Seeded and seedless
table grape production and marketing.

SUBJECT INDEX

ANIMAL/LIVESTOCK/POULTRY

Aquaculture

James Briggs
David Greene
Michael Voiland

Beef

Gary Bigger
Shirley Burgess
Russell Coombe
Betsy Farr
Thomas Gallagher
Jesse Hannan
William Snedeker
Craig Trowbridge
David Weaver

Bees

Thomas Donnelly
Alan White

Dairy Replacements

Gary Bigger
Stephen Hadcock
Jesse Hannan

Deer

Maria DiGregorio
Lynn Lee

Game Birds

Stewart Ackerman
David Dykeman
Kristen Park

General Livestock

David Dykeman

Goats

Thomas Gallagher
David Weaver

Guinea Pigs

David Weaver

Horse

Shirley Burgess
Jennifer Ervin

Llama

Maria DiGregorio

Poultry

Stewart Ackerman
David Dykeman
Kristen Park
Gerald Skoda

Rabbits

Shirley Burgess
David Weaver

Sheep

Gary Bigger
Shirley Burgess
Thomas Gallagher
Jesse Hannan
Guy Hutt
John Mishanec
William Snedeker
David Weaver

Swine

Gary Bigger
Betsy Farr
Thomas Gallagher
Jesse Hannan
David Weaver

CROPS

Christmas Trees

James Briggs
Stephen Childs
Daryl David
John Farfaglia
David Jennings
John Mishanec
Walter Nelson
Richard Robinson

Field Crops

Peter Barney
 James Capron
 Joseph Dell
 Thomas Gallagher
 Stephen Hadcock
 Nathan Herendeen
 Thomas Kilcer
 Kenneth Piester
 Bruce Tillapaugh

Forest/Woodlot/Maple

James Briggs
 James Capron
 Stephen Childs
 Thomas Donnelly
 Bruce Field
 Thomas Gallagher
 Kenneth Hotopp
 John Mishanec
 Richard Robinson
 Louis Staats
 Stephen Vandermark

Fruit

Mary Conklin
 Monika Crispin
 Francis Dellamano
 David Himelrick
 Edward Rutkowski
 Kenneth Silsby
 Stephen Vandermark
 Frank Wiles
 Thomas Zabadal

Herbs

Caroline Kiang
 John Mishanec
 Stephen Vandermark

Horticulture/Floriculture

Joel Allen
 Monika Crispin
 Daryl David
 John Farfaglia
 Ralph Freeman
 Steven Isaacs
 David Jennings
 John Mishanec
 Walter Nelson
 Edward Rutkowski
 Stephen Vandermark

Organic/Low Pesticide Use

Monika Crispin
 Thomas Kilcer
 Stephen Vandermark

Turf

Maria Cinque

Vegetables

Joel Allen
 Monika Crispin
 Joe Cuniglio
 John Farfaglia
 Kenneth Hotopp
 Caroline Kiang
 John Mishanec
 Thomas Nally
 Carole Rackowski
 Edward Rutkowski
 Stephen Vandermark
 Frank Wiles
 Dale Young

FARM MANAGEMENT

Stewart Ackerman
 Monika Crispin
 Francis Dellamano
 Maria DiGregorio
 George Field
 Stephen Hadcock
 Kenneth Lucia
 John Mishanec
 Thomas Nally
 David Reville

MARKETING

Mary Conklin
 Monika Crispin
 Francis Dellamano
 Harold Hogan
 Joseph Huth
 Guy Hutt
 Steven Isaacs
 Thomas Nally
 Kenneth Silsby
 Gerald Skoda
 William Snedeker
 Craig Trowbridge
 Stephen Vandermark
 Frank Wiles
 Dale Young

RECREATION/TOURISM

Bed and Breakfast
Stephen Billings
James Briggs
Eileen Ciance
Chad Dawson
Bruce DeYoung
Eileen Donahoe
Kenneth Hotopp
Karen Robinson
Richard Robinson

General

James Briggs
Robert Buerger
Chad Dawson
Bruce DeYoung
Kenneth Hotopp
Paul Lehman
Mark Malchoff
Michael Voiland
David White

SMALL/HOME BASED BUSINESSES

Eileen Ciance
Bruce DeYoung
Suzanne Doin
Eileen Donahoe
Mary Futtrup
Jonas Kauffman III
Nancy Lerner
Mary Misek
Norman Valley
Judy Webster