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

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 wool and yarn l

SECOND EDITION

Compiled by

Linda Eastley

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

By
Linda Eastley
Wayne A. Knoblauch

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BACKGROUND

The Farming Alternatives Directory was first introduced in the fall of 1986 as a result of a survey of New York State Cooperative Extension field staff conducted by the Farming Alternatives Project. The survey asked respondents to list any agents or specialists (including themselves) who had experience relating to alternative commodities, marketing strategies, or farm-based enterprise development. We then contacted the referred agents and specialists to determine the specific nature of their involvement in farming alternatives.

During the fall of 1987, additional respondents were identified. Their responses were added to those in the first edition as were updates of staff listed in the first edition. The Extension field staff which are included in this edition have expertise ranging from indepth knowledge to only some familiarity with a topic. Every effort was made to obtain accurate, complete, and up-to-date information; however, we recognize that this is not an exhaustive list of all the field staff and specialists who have experience with alternative farming enterprises. If you wish to be included, please contact us at:

Farming Alternatives Project
443 Warren Hall
Department of Agricultural Economics
Cornell University
Ithaca, New York 14853-7801
(607) 255-9832

PURPOSE OF THE DIRECTORY

The purpose of this directory is to enable Cornell Cooperative Extension field staff to easily 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.

ORGANIZATION OF THE DIRECTORY

The directory is divided into two main sections. The first section presents subject headings under which are listed the names of Cooperative Extension field staff with related experience. Individuals may be listed more than once within the subject index. Next to each agent's name is the county which he or she represents; regional specialists are indicated by the term specialist instead of by county.

The second section of the directory contains the names, addresses, and phone numbers of the agents or specialists. This section is arranged alphabetically without regard to county or subject area, and a brief statement is provided on each person's experience as it relates to farming alternatives.

THE FARMING ALTERNATIVES PROJECT

The Farming Alternatives Project was initiated in September of 1986 as a multidepartmental effort of Cornell University, sponsored by the New York State Department of Agriculture and Markets. Its purpose is to support the efforts of New York's farm families in evaluating and developing new farm-based enterprises and marketing strategies.

Rather than focusing on specific commodities, the Project emphasizes the business planning, marketing, and management issues involved in developing any new or nontraditional farm-based enterprise. Project staff provide information, referrals, educational programming, and resource materials for use by Extension agents and others helping farmers pursue new opportunities in agriculture.

Since its inception, the Farming Alternatives Project has conducted a statewide survey of Cooperative Extension field staff and a survey of agricultural innovators in New York; conducted a highly successful series of workshops for farm families on Exploring and Evaluating New Farm-Based Enterprises; developed a series of publications and fact sheets as resources for Extension agents, farmers, and others; produced a video entitled "Farming Alternatives: Innovation on Northeast Farms"; conducted inservice training for agents and others from four Northeastern states; held a very successful conference for educators, policy makers, and researchers; and is completing an indepth handbook and trainer's manual on "Evaluating New and Nontraditional Enterprises for Your Farm".

The Project was recently selected as a Model Program by the National Extension Task Force on Alternative Agricultural Opportunities, and was also selected by USDA as a contributor for the 1988 Yearbook of Agriculture.

Project Directors are Dr. John R. Brake, W.I. Myers Professor of Agricultural Finance, Department of Agricultural Economics; David W. Gross, Senior Extension Associate, Department of Natural Resources; and Wayne A. Knoblauch, Associate Professor, Agricultural Economics. Judy Green is Coordinator of the Project.

SUBJECT INDEX**CROPS****Field Crops (Specialty):**

Peter Barney (St. Lawrence)
 Varon Blackburn (Madison)
 James Capron (Specialist)
 Martin Culik (Ontario)
 Thomas Gallagher (Albany)
 Stephen Hadcock (Columbia)
 Nathan Herendeen (Specialist)
 Thomas Kilcer (Rensselaer)
 Nathan Leonard (Jefferson)
 Kenneth Piester (Columbia)
 Bruce Tillapaugh (Wyoming)

Flowers:

John Ameroso (NYC)
 Daryl David (Ulster)
 John Farfaglia (Niagara)
 Ralph Freeman (Suffolk)
 John Mishanec (Schenectady)
 Walter Nelson (Erie)
 Edward Rutkowski (Specialist)

Fruit (Specialty):

Mary Concklin (Columbia)
 Monika Crispin (Tompkins)
 Francis Dellamano (Oswego)
 Joseph Huth (Albany)
 Edward Rutkowski (Specialist)
 Kenneth Silsby (Specialist)
 Stephen VanderMark (St. Lawrence)
 Frank Wiles (Tioga)
 Thomas Zabadal (Specialist)

Ginseng:

Robert Beyfuss (Greene)

Greenhouse and Bedding Plants:

Joel Allen (Columbia)
 Monika Crispin (Tompkins)
 Daryl David (Ulster)
 Ralph Freeman (Suffolk)
 Leslie Hulcoop (Dutchess)
 Joseph Huth (Albany)
 Steven Isaacs (Orleans)
 David Jennings (Rensselaer)
 Shirley Kline (Monroe)
 Walter Nelson (Erie)
 Stephen VanderMark (St. Lawrence)

Herbs:

John Ameroso (NYC)
 Thomas Ching (Rockland)
 Caroline Kiang (Suffolk)

John Mishanec (Schenectady)
 Stephen VanderMark (St. Lawrence)

Hydroponics:

Thomas Ching (Rockland)
 John Farfaglia (Niagara)

Mushrooms:

Robert Beyfuss (Greene)

Organic/Low Input:

James Capron (Specialist)
 Thomas Ching (Rockland)
 Monika Crispin (Tompkins)
 Martin Culik (Ontario)
 Thomas Kilcer (Rensselaer)
 Shirley Kline (Monroe)
 Stephen VanderMark (St. Lawrence)

Turf:

Maria Cinque (Nassau)

Vegetables (Specialty):

Joel Allen (Columbia)
 John Ameroso (NYC)
 Robert Beyfuss (Greene)
 Varon Blackburn (Madison)
 Thomas Ching (Rockland)
 Monika Crispin (Tompkins)
 Martin Culik (Ontario)
 Joe Cuniglio (Specialist)
 John Farfaglia (Niagara)
 Harold Hogan (Ulster)
 Kenneth Hotopp (Schoharie)
 Joseph Huth (Albany)
 Caroline Kiang (Suffolk)
 Thomas Kilcer (Rensselaer)
 Shirley Kline (Monroe)
 Nathan Leonard (Jefferson)
 John Mishanec (Schenectady)
 Thomas Nally (Monroe)
 Carole Noeller (Orleans)
 Edward Rutkowski (Specialist)
 Stephen VanderMark (St. Lawrence)
 Frank Wiles (Tioga)
 Dale Young (Oswego)

FISH/GAME**Aquaculture:**

James Briggs (Hamilton)
 David Greene (Specialist)
 David White (Specialist)
 Mark Malchoff (Warren)

Fallow Deer:

Keith Severson (Oswego)

Game Birds:

Stewart Ackerman (Specialist)
 Varon Blackburn (Madison)
 David Dykeman (Columbia)
 Kristen Park (Specialist)

Rabbits:

See LIVESTOCK/ANIMALS

FOREST/TREE RESOURCESChristmas Trees:

James Briggs (Hamilton)
 Stephen Childs (Wyoming)
 Daryl David (Ulster)
 John Farfaglia (Niagara)
 David Jennings (Rensselaer)
 John Mishanec (Schenectady)
 Walter Nelson (Erie)
 Richard Robinson (Dutchess)
 Dale Young (Oswego)

Maple:

James Briggs (Hamilton)
 James Capron (Specialist)
 Stephen Childs (Wyoming)
 Daryl David (Ulster)
 John Farfaglia (Niagara)
 Kenneth Hotopp (Schoharie)
 David Jennings (Rensselaer)
 John Mishanec (Schenectady)
 Walter Nelson (Erie)
 Richard Robinson (Dutchess)

Woodlot/Tree Crops:

Thomas Gallagher (Albany)
 Kenneth Hotopp (Schoharie)
 John Mishanec (Schenectady)
 Richard Robinson (Dutchess)
 Dale Young (Oswego)
 Stephen VanderMark (St. Lawrence)

LIVESTOCK/ANIMALSBeef:

Gary Bigger (Specialist)
 Shirley Burgess (Orange)
 Russell Coombe (Franklin)
 Betsy Farr (St. Lawrence)
 Thomas Gallagher (Albany)
 William Snedeker (Dutchess)
 Craig Trowbridge (Jefferson)
 David Weaver (Erie)
 Cathy Wickswat (Rensselaer)

Bees:

Alan White (Sullivan)

Game Birds:

See FISH/GAME

General Livestock:

Varon Blackburn (Madison)
 David Dykeman (Columbia)
 Steven Hadcock (Columbia)

Goats:

Thomas Gallagher (Albany)
 David Weaver (Erie)

Guinea Pigs:

David Weaver (Erie)

Horses:

Shirley Burgess (Orange)
 Jennifer Ervin (Dutchess)

Poultry:

Stewart Ackerman (Specialist)
 David Dykeman (Columbia)
 Kristen Park (Specialist)
 Gerald Skoda (Sullivan)

Rabbits:

Shirley Burgess (Orange)
 David Weaver (Erie)

Sheep:

Gary Bigger (Specialist)
 Shirley Burgess (Orange)
 Betsy Farr (St. Lawrence)
 Thomas Gallagher (Albany)
 John Mishanec (Schenectady)
 William Snedeker (Dutchess)
 David Weaver (Erie)

MANAGEMENT AND MARKETINGFarm Business Management:

Stewart Ackerman (Specialist)
 Varon Blackburn (Madison)
 Monika Crispin (Tompkins)
 Francis Dellamano (Oswego)
 George Field (St. Lawrence)
 June Grabemeyer (Specialist)
 Stephen Hadcock (Columbia)
 Brad Huffines (Seneca)
 Kenneth Lucia (Fulton)
 John Mishanec (Schenectady)
 Thomas Nally (Monroe)
 David Reville (Wayne)
 Cathy Wickswat (Rensselaer)

Farm/Home Based Businesses:

Eileen Ciance (Washington)
 Chad Dawson (Specialist)
 Bruce DeYoung (Specialist)
 Suzanne Doin (Clinton)
 Eileen Donahoe (Cortland)
 George Field (St. Lawrence)
 Nancy Fink (Essex)
 Mary Futtrup (Niagara)
 Peg Howe (Cattaraugus)
 Patrice Jenkins (Greene)
 Jonas Kauffman (Genesee)
 Nancy Lerner (Albany)
 Mary Misek (Lewis)
 Robert Rich (Cattaraugus)
 Doug Ververs (Oswego)
 Judy Webster (Wyoming)
 Jeanne Winters (Saratoga)

Kenneth Hotopp (Schoharie)

Paul Lehman (Niagara)

Mark Malchoff (Warren)

David White (Specialist)

Marketing:

John Ameroso (NYC)
 Mary Concklin (Columbia)
 Monika Crispin (Tompkins)
 Francis Dellamano (Oswego)
 Bruce DeYoung (Specialist)
 Harold Hogan (Ulster)
 Joseph Huth (Albany)
 Steven Isaacs (Orleans)
 Shirley Kline (Monroe)
 Thomas Nally (Monroe)
 Kenneth Silsby (Specialist)
 Gerald Skoda (Sullivan)
 William Snedeker (Dutchess)
 Craig Trowbridge (Jefferson)
 Stephen VanderMark (St. Lawrence)
 Frank Wiles (Tioga)
 Dale Young (Oswego)

RECREATION/TOURISM**Bed and Breakfast:**

Stephen Billings (Ulster)
 James Briggs (Hamilton)
 Eileen Ciance (Washington)
 Chad Dawson (Specialist)
 Bruce DeYoung (Specialist)
 Nancy Fink (Essex)
 Stephanie Holzer (Cattaraugus)
 Kenneth Hotopp (Schoharie)
 Patrice Jenkins (Greene)
 Karen Robinson (Oneida)
 Richard Robinson (Dutchess)

Other:

James Briggs (Hamilton)
 Shirley Burgess (Orange)
 Chad Dawson (Specialist)
 Bruce DeYoung (Specialist)

ALPHABETICAL LIST OF EXTENSION FIELD STAFF

ACKERMAN, Stewart Program area: Poultry Specialist
 R.S. Western NY
 249 Highland Ave
 Rochester, NY 14620
 Phone: (716) 461-1000

Experience: Use of computers in business planning and analysis; new opportunities in poultry meat production; experience with game birds.

ALLEN, Joel Program area: Administration;
CIP/Agriculture; Consumer
Horticulture
 Columbia Co. Coop. Ext.
 Coop. Ext. Ctr. Box 90
 Hudson, NY 12534-9748
 Phone: (518) 828-3346

Experience: Works in helping set up garden center, nursery, perennial, and bedding plant operations; has worked with asparagus; uses marketing and business management approach.

AMEROSO, John M. Program area: Urban Horticulture
 100 Clinton St.
 Brooklyn, NY 11201-4203
 Phone: (718) 237-0920

Experience: Direct marketing, NYC Greenmarkets, diversification of crops, unique vegetables, herbs, cut flowers, roadside dried wildflowers.

BARNEY, Peter Program area: Field Crops
 St. Lawrence Co. Coop. Ext.
 Univ. Shopping Ctr.
 125 Main St. E.
 Canton, NY 13617
 Phone: (315) 379-2311

Experience: Production and marketing of canola and buckwheat, some experience with sweet white lupine production and barley for straw.

BEYFUSS, Robert L. Program area: Horticulture
 HCR 3 Box 906
 Cairo, NY 12413-9503
 Phone: (518) 622-9820

Experience: Cultivation of American Ginseng, Shiitake mushrooms.

BIGGER, Gary Program area: Dairy, Livestock
Specialist
 R.S. Western Plains
 420 E. Main St.
 Batavia, NY 14020
 Phone: (716) 343-3040

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, Field Crops

Experience: Experience with his own bed and breakfast enterprise.

BLACKBURN, Varon Q.
 P.O. Box T
 Morrisville, NY 13408-0640
 Phone: (315) 684-3001

Program area: Farm Management

Experience: Farm enterprise changes including: small grains to nursery stock; corn to potatoes; wheat to asparagus. Livestock crop residue grazing management; game management on farmland; pheasants, ducks, geese.

BRIGGS, James
 Hamilton Co. Coop. Ext.
 PO Box 112
 Courthouse
 Lake Pleasant, NY 12108
 Phone: (518) 548-6191

Program area: CIP, 4-H, Agriculture

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.

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
 Farm and Home Center
 486 N. Main St.
 Canandaigua, NY 14424
 Phone: (716) 394-4171

Program area: Field Crops Specialist

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: Agriculture, Consumer Horticulture

Experience: Christmas trees and maple syrup production.

CHING, Thomas
 Rockland Co. Coop. Ext.
 62 Old Middletown Rd.
 New City, NY 10956-2737
 Phone: (914) 683-4002

Program area: Consumer Horticulture

Experience: Organic gardening, both vegetable and ornamental; hydroponic herb culture.

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.

CONCKLIN, Mary
 Columbia Co. Coop. Ext.
 Coop. Ext. Ctr. Box 90
 Hudson, NY 12534-9748
 Phone: (518) 828-3346

Program area: Fruit

Experience: Production (pests, cultural practices, 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.
 RR#2, Box 381A
 Malone, NY 12953
 Phone: (518) 483-6767

Program area: Field Crops, Farm Management

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.
 615 Willow Ave.
 Ithaca, NY 14850
 Phone: (607) 272-2292

Program area: Agriculture, Consumer
 Horticulture

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.

CULIK, Martin N.
 480 N. Main St.
 Canandaigua, NY 14424
 Phone: (716) 394-4110

Program area: Agricultural/CRD

Experience: Extension and research experience with cropping systems and crop rotations; reduced-input systems, alternative crops (Canola, legume cover crops), and use of legumes in crop rotations and overseeding/interseeding systems.

CUNIGLIO, Joseph
 R.S. Capital District
 146 State St., 4th floor
 Albany, NY 12207
 Phone: (518) 462-2553

Program area: Market Vegetables
 Specialist

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: Consumer Horticulture,
 Ornamental Horticulture

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 Business
 Development Specialist

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.

DELLAMANO, Francis
 Oswego, Co. Coop. Ext.
 Coop. Ext. Headquarters
 Main St.
 Mexico, NY 13114
 Phone: (315) 963-7286

Program area: Agriculture, 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 Specialist

Experience: Service business management 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.

DOIN, Suzanne
 Clinton Co. Coop. Ext.
 Old Courthouse Bldg.
 Margaret St.
 Plattsburg, NY 12901
 Phone: (518) 561-7450

Program area: Home Economics

Experience: Coordination, programming 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
 P.O. Box 5590
 County Office Bldg.
 Cortland, NY 13045
 Phone: (607) 753-5077

Program area: Home Economics

Experience: Has contacts with Small Business Development Centers at SUNY-Binghamton and SUNY-Plattsburgh.

DYKEMAN, David
 Columbia Co. Coop. Ext.
 Coop. Ext. Ctr. Box 90
 Hudson, NY 12534-9748
 Phone: (518) 828-3346

Program area: 4-H Animal Science

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 commerical horse farmers.

FARFAGLIA, John
 Niagara Co. Coop. Ext.
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651

Program area: Consumer Horticulture,
 Floriculture, Ornamental Horticulture

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: Agriculture, Dairy,
 Livestock

Experience: Feeder pigs and also cooperative beef marketing, heifer raising.

FIELD, George
 St. Lawrence Co. Coop. Ext.
 Univ. Shopping Ctr.
 125 Main St. E.
 Canton, NY 13617
 Phone: (315) 379-2311

Program area: Farm Management

Experience: Farm business management and exploring options with people; has done small business workshops.

FINK, Nancy
 Cooperative Extension Center
 P.O. Box 388
 Westport, NY 12993
 Phone: (518) 962-4810

Program area: Home Economics

Experience: Bed and breakfast inns, home based businesses.

FREEMAN, Ralph
Suffolk Co. Coop. Ext.
246 Griffing Ave.
Riverhead, NY 11901
Phone: (516) 727-7850

Program area: Floriculture

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 Economics

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 Management, Field 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.

GRABEMEYER, June C.
County Road 143 & Rt. 14N
P.O. Box 217
Alton, NY 14413
Phone: (315) 483-6918

Program area: Farm Management Specialist

Experience: Financial analysis of existing enterprises and alternatives.

GREENE, David
R.S. Sea Grant Great Lakes,
Lake Erie
21 S. Grove St.
East Aurora, NY 14052-2398
Phone: (716) 652-5453

Program area: Youth Education, Lake Erie Resources Specialist

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. Box 90
Hudson, NY 12534-9748
Phone: (518) 828-3346

Program area: Dairy, Farm Management

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.

HERENDEEN, Nathan
 R.S. Western Plains
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651

Program area: Field Crops Specialist

Experience: Experience with canola, buckwheat, lupine, and hard red spring wheat.

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

Program area: Administration; CIP/
 Agriculture, Vegetables

Experience: Works with specialty vegetables, Chinese vegetables and with direct marketing techniques such as corn festivals.

HOLZER, Stephanie
 Cooperative Extension Center
 Parkside Dr.
 Ellicottville, NY 14731-9708
 Phone: (716) 699-2377

Program area: Home Economics

Experience: Bed and breakfast inns.

HOTOPP, Kenneth
 Schoharie Co. Coop. Ext.
 41 S. Grand St.
 Cobleskill, NY 12043
 Phone: (518) 234-4303

Program area: Agriculture; CIP

Experience: Experience with developing forest resource based hobby/enterprises such as cross-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.

HOWE, Peg
 Parkside Drive
 Ellicottville, NY 14731-9708
 Phone: (716) 699-2377 ext. 102

Program area: Consumer Economics/
 Housing

Experience: Small business development including home-based.

HUFFINES, Brad
 321 E. Williams
 Waterloo, NY 13165
 Phone: (315) 539-9252

Program area: Agriculture

Experience: Financial analysis of existing farm enterprises.

HULCOOP, Leslie C.
 Farm and Home Center
 Box 259
 Millbrook, NY 12545
 Phone: (914) 677-5006

Program area: Commercial Horticulture

Experience: Containerized gardening, 3-dimensional gardening, new artificial soil mixes.

HUTH, Joseph
 Martin Road, RD#2, Box 131
 Voorheesville, NY 12186
 Phone: (518) 765-3510

Program area: Agriculture

Experience: Direct marketing; vegetable, small fruit, and bedding plant production.

ISAACS, Steven
 Orleans Co. Coop. Ext.
 P.O. Box 150
 20 South Main St.
 Albion, NY 14411-0150
 Phone: (716) 589-5561

Program area: Agriculture

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: Consumer Horticulture,
 Ornamental Horticulture

Experience: Consulting on horticultural 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.

KAUFFMANN, Jonas
 Cooperative Extension Center
 420 E. Main St.
 Batavia, NY 14020-2599
 Phone: (716) 343-3040

Program area: CIP; Agriculture

Experience: General business development; workshops and counseling, small and home-based businesses.

KIANG, Caroline
 Suffolk Co. Coop. Ext.
 246 Griffing Ave.
 Riverhead, NY 11901
 Phone: (516) 727-7850

Program area: Consumer Horticulture

Experience: Consumer education concerning specialty vegetables, oriental vegetables, and herbs; identification and production of oriental vegetables.

KILCER, Thomas
 Rensselaer Co. Coop. Ext.
 Courthouse Congress and 2nd Sts.
 Troy, NY 12180
 Phone: (518) 270-4000

Program area: Agriculture, Field
 Crops; CIP

Experience: Working with alternatives 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.

KLINE, Shirley T.
 249 Highland Ave.
 Rochester, NY 14620
 Phone: (716) 461-1000

Program area: Commercial Vegetables

Experience: Direct marketing, including U-pick; storage of vegetables; greenhouse vegetable production; maintaining soil structure in vegetable production; organic vegetable production.

LEHMAN, Paul
 Niagara Co. Coop. Ext.
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651

Program area: Agriculture; CIP

Experience: Farm tourism: currently developing an agritour planner which would facilitate tours of professional groups to farms of interest; awareness of marketing niches, ideas.

LEONARD, Nathan
 223 J.B. Wise Place
 Watertown, NY 13601-2597
 Phone: (315) 788-8450

Program area: Agriculture/Agronomy

Experience: Canola, Jerusalem artichokes, brassicas for forage, no-till.

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 home based 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: Agriculture

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 Natural
Science

Experience: Fisheries and commercial rafting.

MISEK, Mary
Lewis Co. Coop. Ext.
P.O. Box 72
Lowville, NY 13367
Phone: (315) 376-5270

Program area: Home Economics

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: Agriculture

Experience: Has worked extensively in part-time farming programming; has done workshops on woodlot management for part-time farmers--hardwood, Christmas tree, and maple syrup production, some work with specialty vegetables; resource person for part-time farming on questions concerning herbs, Christmas trees, sheep, flowers.

NALLY, Thomas
Monroe Co. Coop. Ext.
Coop. Ext. Ctr.
249 Highland Ave.
Rochester, NY 14620
Phone: (716) 461-1000

Program area: Agriculture,
Vegetables; CIP

Experience: General knowledge of marketing requirements for minor and major vegetable crops both wholesale and retail; experience in agribusiness 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: Agriculture, Flori-
culture, Ornamental Horticulture

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 520
 Liberty, NY 12754
 Phone: (914) 292-6180

Program area: Poultry Specialist

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 Box 90
 Hudson, NY 12534-9748
 Phone: (518) 828-3346

Program area: Field Crops,
 General Agriculture

Experience: Experience with hard red spring wheat and sweet white lupine.

NOELLER, Carole
 Orleans Co. Coop. Ext.
 P.O. Box 150
 20 South Main St.
 Albion, NY 14411
 Phone: (716) 589-5561

Program area: Vegetables

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 14413-0217
 Phone: (315) 483-6918

Program area: Administration;
 CIP/Agriculture

Experience: Farm manager, 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 13424-9998
 Phone: (315) 736-3394

Program area: Home Economics,
 Consumer Education

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; Natural Resources

Experience: Bed and breakfast start-up and 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.
 21 S. Grove St.
 East Aurora, NY 14052
 Phone: (716) 652-5453

Program area: Vegetables, Small Fruit
 Specialist

Experience: Has worked with asparagus, gladiolus, and small fruits such as raspberries, and strawberries.

SEVERSON, Keith
 Oswego Co. Coop. Ext.
 Main St.
 Mexico, NY 13114
 Phone: (315) 963-7286

Program area: Dairy and Field Crops

Experience: Familiar with fallow deer farming and STAR system for sheep.

SILSBY, Kenneth
 R.S. Western NY
 Farm and Home Center
 4487 Lake Ave.
 Lockport, NY 14094
 Phone: (716) 433-2651

Program area: Fruit Harvest Management, Handling, Marketing Specialist

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
 Ferndale-Loomis Rd.
 Liberty, NY 12754
 Phone: (914) 292-6180

Program area: Agriculture

Experience: Marketing and development--obtained 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: Agriculture, Livestock

Experience: Production and marketing of livestock: direct marketing of sheep and lamb; freezer trade beef, innovative marketing.

STAATS, Louis
R.S.

Program area: Natural Resources

Uihlein Sugar Maple Research Lab.
Sugar House
Bear Cub Rd.
Lake Placid, NY 12946
Phone: (518) 523-9337

Experience: Coordinating and programming for training workshops on maple syrup production and for the maple tour during the summer; research in maple production technology; some work with woodlot management.

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

Program area: Field 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.

VERVERS, Doug
Oswego Co. Coop. Ext.
Coop. Ext. Headquarters
Main St.
Mexico, NY 13114
Phone: (315) 963-7286

Program area: Small Business

Experience: Coordinating, programming, and consulting in small business start-up and management. Marketing and advertising a specialty. Also experienced in quality control and statistical analysis.

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, Consumer
Horticulture

Experience: Production and marketing of greenhouse crops, bedding plants, starter plants, small fruits, vegetables, and herbs; also has experience with minimum/low pesticide use and with forestry products.

WEAVER, David
 Erie Co. Coop. Ext.
 Coop. Ext. Ctr.
 21 S. Grove St.
 East Aurora, NY 14052-2398
 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 Economics,
 Human Development

Experience: Home child care and day care businesses: uses 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
 RR#1, Box 520, Ferndale-Loomis Rd.
 Liberty, NY 12754
 Phone: (914) 292-6180

Program area: General Agriculture

Experience: Beekeeping

WHITE, David
 R.S. Sea Grant Lake Ontario-Eastern
 52 Swetman Hall
 SUNY
 Oswego, NY 13126-3599
 Phone: (315) 341-3042

Program area: Recreation Facilities,
 Sportfisheries Specialist

Experience: Assists in the design, management, and operation of recreation facilities providing services supportive to Lake Ontario recreation--marinas, boat launching, campgrounds, fish cleaning stations, etc.

WICKSWAT, Cathy S.
 Rensselaer Co. Coop. Ext.
 County Courthouse
 Congress & 2nd Sts.
 Troy, NY 12180
 Phone: (518) 270-4000

Program area: Dairy Management

Experience: Dairy alternatives, dairy replacements, enterprise analysis.

WILES, Frank
 Tioga Co. Coop. Ext.
 56 Main St.
 Owego, NY 13827
 Phone: (607) 687-4020

Program area: Agriculture, Livestock

Experience: Direct marketing of fruit and vegetables; has worked with production of early summer squash, early and late strawberries, and sweet potatoes; also has experience with rye hay for mulch for strawberries.

WINTERS, Jeanne
 Saratoga Co. Coop. Ext.
 50 W. High St.
 Ballston Spa, NY 12020
 Phone: (518) 885-8995

Program area: Home Economics

Experience: Small business/home based business programs; decision making process.

YOUNG, Dale
 Oswego Co. Coop. Ext.
 Coop. Ext. Headquarters
 Main St.
 Mexico, NY 13114
 Phone: (315) 963-7286

Program area: Vegetables

Experience: Production and marketing of vegetable commodities--everything from asparagus to zucchini. Also, experience in Christmas tree farming and forestry.

ZABADAL, Thomas
 R.S. Finger Lakes Grapes
 County Office Bldg.
 110 Court St.
 Penn Yan, NY 14527
 Phone: (315) 536-3381

Program area: Grapes Specialist

Experience: Seeded and seedless table grape production and marketing.