“Accommodations for persons with special needs may be requested by contacting Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu by February 27, 2015”

Diversity and Inclusion are a part of Cornell University’s heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.

“CCE does not endorse or recommend any specific product or service. This program is solely intended to educate consumers about their choices.”
Morning Agenda:

9:30 a.m.  
**Registration**  
Sign-up for FSA Borrower Training Credits

9:45 a.m.  
**Introductions & Introductory Points**

10:00-10:30 a.m.  
**Impact of Milk Components on the Milk Check**  
Jason Karszes (Canandaigua)  
Kathy Barrett (Batavia)  
Cornell PRO-DAIRY Program

10:30-11:15 a.m.  
**Understanding Income over Feed costs and it’s Impact on Profitability**  
Betsey Howland  
Cornell PRO-DAIRY Program

11:15-12:00 p.m.  
**Nutrition’s Impact on Milk Components Part 1**  
Dave Balbian (Canandaigua)  
Tom Overton (Batavia)

Afternoon Agenda:

12:00-1:00 p.m.  
**LUNCH**

1:00-1:45 p.m.  
**Nutrition’s Impact on Milk Components**  
(continuation of morning presentation)  
Dave Balbian (Canandaigua)  
Tom Overton (Batavia)

1:45-2:30 p.m.  
**Case Farm Example**  
Producer story of increased profitability through improved milk components

Registration Information

To register and pay on-line:  
http://nwnyteam.cce.cornell.edu/index_real.php

Name:________________________
Name:________________________
Farm/Business Name:________________________

Address:________________________

County:________________________
Phone:________________________
Email:________________________

Location Attending:  
☐ 3/2/15 CCE-Ontario County  
☐ 3/9/15 CCE-Genesee County

Your **RESERVATION** must be received by:  
February 27, 2015

_____ $40.00 not enrolled in NWNY Team **  
_____ $35.00 if enrolled in NWNY Team  
_____ $30.00 ea. Additional person same farm/business with pre-registration

** If you do not receive the monthly newsletter Ag Focus either by mail/email you are NOT Enrolled in the NWNY Team

Please make your check out to: CCE

Please mail to:  
CCE-Genesee / NWNY Team  
Attn: Cathy Wallace  
420 East Main Street, Batavia, NY 14020

Approved for FSA Borrower Credits

For dairy farmers, the pleasure of historically high milk prices in 2014 has turned into the prospect of significantly lower milk checks for 2015. The component based pricing system for milk offers a means to achieve higher profits with the same level of milk production. Many producers have gained and maintained higher milk components even with Holsteins consistently surpassing the 3.5% BF and 3.0% MP standards.