As dairy farmers and those who work in the dairy industry, our interest in milk lies mostly in milk production. Hearing about innovations in dairy processing and trends in consumer demand are interesting to us, but aren’t really what we’re all about. A group of young dairy managers from Ontario County had the opportunity to learn about how supermarkets think about dairy products in April when we met at the flagship Wegmans store in Pittsford, NY. We were hosted by Ron Indovina, the Dairy Category Merchant, who is in charge of purchasing dairy case items for all Wegmans stores. We came away intrigued and a little overwhelmed by the wealth of information shared with us. Here’s a bit of the insight we gained from the other side of the dairy case.

⇒ Upstate Niagara Cooperative, Inc. supplies Wegmans with all the milk needed for Wegmans brand milk in its 84 stores, which are spread throughout MA, MD, NJ, NY, PA, and VA.
Mission Statement

The NWNY Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNY Team seeks to build producers’ capacities to:

- Enhance the profitability of their business
- Practice environmental stewardship
- Enhance employee & family well-being in a safe work environment
- Provide safe, healthful agricultural products
- Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.

Ag Focus
Cornell Cooperative Extension of
Genesee•Livingston•Monroe
Niagara•Ontario•Orleans•Seneca
Wayne•Wyoming•Yates

Ag Focus is published Monthly by the NWNY Team of CCE / PRO-DAIRY

Editor: Audrey Blount

Contributing Editors:
Jerry Bertoldo - Libby Gaige
Nancy Glazier - John Hanchar
Joan Sinclair Petzen - Mike Stanyard
Bill Verbeten

Layout/Design: Cathy Wallace
Postmaster Send Address Changes:
NWNY Team—Cathy Wallace
420 E. Main Street, Batavia, NY 14020

Direct all inquiries & correspondence on advertising space and rates to Cathy Wallace, advertising representative at 585.343.3040 x 138 Fax: 585.343.1275

Also Serving

Monroe
249 Highland Avenue
Rochester, NY 14620
585.461.1000

Orleans
12690 State Route 31
Albion, NY 14411
585.798.4265

Seneca
308 Main Street Shop Centre
Waterloo, NY 13165
315.539.9252

To simplify information, brand names of products may be used in this publication. No endorsement is intended, nor is criticism implied of similar products not named.

Every effort has been made to provide correct, complete and up-to-date pesticide recommendations. Changes occur constantly & human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying pesticides.

By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis.

Mission Statement
Wegmans actually loses money on every gallon of conventional Wegmans brand milk that it sells! This milk is what’s known as a “loss leader” for Wegmans, meaning that they sell it below market cost in order to increase sales elsewhere in the store. As milk is such a popular item, it’s worthwhile for Wegmans to sell it below cost because it encourages people to come to the store. They can then make up for the loss on milk in the sales of other products. (Another example of a loss leader is the super cheap turkeys sold for Thanksgiving; the store loses somewhere in the neighborhood of 8 million dollars every year on this item.) What items help them make up for that loss? Wegmans’ profit margin on organic milk is very high, and this item is growing steadily.

Has anyone ever noticed that certain Wegmans brand products are offered only in organic? We asked why. Indovina responded that they would only do that when they can offer the organic product at a price equal to or lower than the conventional product. In one example, Wegmans’ supplier for organic carrots had such a small demand that they were very expensive to produce. By giving one supplier all their carrot business, Wegmans made it possible for the grower to supply organic carrots at a lower price. Now Wegmans can sell organic carrots at a price equal to or lower than the price for conventional carrots. This discussion brought up an interesting question: would Wegmans ever offer only organic milk? Would that even be possible? Some producers said they’d be happy to make the switch if they were promised to be paid a price that would be profitable for them. But the question of whether or not farms would be able to provide the required amount of pasture land necessary to meet organic standards raised doubts.

Though touring a supermarket was a very different experience from our usual farm tours, the group’s overall impression was positive. One group member commented on how great it was to be able to meet someone who is as passionate about his job as Indovina. Purchasing dairy products isn’t what dairy farmers are all about, but it’s certainly interesting to hear from someone who is all about it.
Still Time To Plant Buckwheat

Guaranteed Price for this year is $28.50 per cwt.

Buckwheat is fast growing—70 days from planting to harvest. It can be planted as late as mid-July in many areas, allowing for a double crop after wheat or rye.

Buckwheat improves the soil and suppresses weeds.

Buckwheat needs very little attention during the growing season.

Buckwheat makes a great rotation crop.

Buckwheat often grows well on low-fertility land.

Buckwheat is a high-yield crop. The Birkett Mills offers growers a specially developed, high-yield seed variety.

Buckwheat requires no chemicals and little or no fertilizer, producing savings in labor, fuel and chemical inputs.

There is still time to plant buckwheat. So, let’s talk. We’re looking primarily for full-production, contracted commercial, or, if you are a certified organic farm, we’ll contract organic buckwheat as well. And, for those not wishing to contract, we also offer both commercial and organic cover crop buckwheat seed.

This year start managing price stability, crop size and the changing export market, contract with The Birkett Mills, where both price and market are guaranteed before you plant.

Birkett Mills

Penn Yan, NY
Get complete info at www.thebirkettmills.com/growers
(315) 536-3311 or Fax: (315) 536-6740

$28.50 - RECORD HIGH PRICE!
To feed or not to feed – the additive dilemma

By: Jerry Bertoldo

Considering whether to add feed ingredients that are not basic nutrients has been on the dairy producer’s mind for years. All sorts of claims from manufacturers, retailers and salesmen exist, some of them well founded, others not. How can you really decide whether a feed additive is worth the money to give it a try?

Dr. Mike Hutjens, a well-know Professor Emeritus from the Department of Animal Sciences at the University of Illinois, had some thoughts on the subject at a recent meeting in Syracuse. He suggests that four “R’s” be looked at before signing on for any additives regardless of an attractive cost per day per cow.

Response: What is the product supposed to do – improve digestibility, milk yield and components, reduce stress, improve health, promote a growth response or drive feed intake?

Returns: What is the cost: benefit ratio? What animals should be targeted?

Research: Has the product been tested using accepted scientific methods with proper controls and statistically significant results rather than “feed ‘em and weigh ‘em” type farm trials? Ask for published findings!

Results: Can the outcome of additive adoption be effectively captured by DHI records, herd summaries or graphic representation?

The risk of no return or loss on investment may be dependent on your particular situation despite what sound research trials may have reported. Conditions within the herd may change over time making it necessary to review even what appears to be a success story once or twice a year.

Dr. Hutjens offers three lists to categorize feed additives, first grouped by economic impact and within each group by order of potential benefit.

The “priority” list
- Monensin (Rumensin®)
- Yeast and yeast culture
- Sodium bicarb/S-carb
- Silage inoculants
- Organic trace minerals
- Biotin

The “as needed” list
- Propylene glycol (300-500 ml. once daily)
- Calcium propionate (150 gm.)
- Niacin (3 gm. protected; 3 gm. unprotected)
- Mycotoxin binders (clay based or yeast cell MOS compounds)
- Protected choline (15 gm./day)
- Anionic salts
- Acid based preservatives for dry hay and high moisture corn (0.5 – 1.0%)

The “watch” list
- Essential oil compounds (0.5 – 1.5 gm.)
- Direct fed microbials (probiotics)
- Feed enzymes
- Chromium

As with all products there are knock off versions of an original good performer that may have quality or performance issues. Brand X choices often are cheaper for good reason. They may not have been tested well. The package label may read the same despite inherent shortcomings. No additive area is as full of this quandary as the microbials whether silage inoculants, probiotics or yeast products. Rumen buffers and inert fats join into that mix as well. It is a “buyer beware” world out there. Be careful and do your homework!
Cash Rent Expense for Farm Land – 2013 Survey Data are Available

By: John J. Hanchar

Summary
Not surprisingly, cash rent expenses per acre vary considerably over the ten counties in the NWNY Region depending upon productivity differences, intended use and other local supply and demand factors.

Today, results from initial, late 2008 survey efforts by the United States Department of Agriculture/National Agricultural Statistics Service (USDA/NASS) through the most recent efforts for 2013 are available online.

Survey results suggest that cash rent expense for non-irrigated cropland by county over the ten county NWNY Region varied from 35 to 85 dollars per acre.

Cornell Cooperative Extension (CCE) staff often receive calls from individuals asking “What is the going cash rent for farmland in my area?” Many in the CCE system have ideas based upon word of mouth and perhaps some spotty statistics for the local area that they serve.

Not surprisingly, actual cash rent expenses for farmland vary over some range. Variability in productivity, intended use and other local supply and demand factors yield a wide range of cash rent values.

Historically, the lack of a consistent data set characterized the situation. The availability of data by county changed when USDA/NASS responded to customer requests and new requirements of the 2008 Farm Bill. Today, results from initial, late 2008 survey efforts by the USDA/NASS through the most recent efforts for 2013 are available online.

The averages reported in Table 1 were obtained by going to: http://www.quickstats.nass.usda.gov/ and using the query menu on the page to make the following selections

Program: Survey
Sector: Economics

<table>
<thead>
<tr>
<th>County</th>
<th>Average Cash Rent Expense, Non-Irrigated Cropland (Dollars Per Acre)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Genesee</td>
<td>69</td>
</tr>
<tr>
<td>Livingston</td>
<td>75</td>
</tr>
<tr>
<td>Monroe</td>
<td>50</td>
</tr>
<tr>
<td>Niagara</td>
<td>35</td>
</tr>
<tr>
<td>Ontario</td>
<td>68</td>
</tr>
<tr>
<td>Orleans</td>
<td>68</td>
</tr>
<tr>
<td>Seneca</td>
<td>51</td>
</tr>
<tr>
<td>Wayne</td>
<td>48</td>
</tr>
<tr>
<td>Wyoming</td>
<td>85</td>
</tr>
<tr>
<td>Yates</td>
<td>65</td>
</tr>
</tbody>
</table>

Source: USDA/NASS.

Please note that the values reported in Table 1 are averages. Individual observations likely vary over a wide range of values. Averages for some counties are also available for irrigated crop land and pasture land. Farmer prices paid indices available from USDA/NASS could be used to adjust the above to current price levels.

If an individual is interested in understanding guidelines associated with renting farm real estate, including approaches for establishing starting prices for negotiations from both the landlord’s and renter’s perspectives, then the following resource available at www.nwnyteam.org under the Ag Focus tab should prove valuable: Guidelines for Renting Farm Real Estate in the Northeastern United States.
With the passage of the 2014 Farm Bill by Congress a new Margin Protection Program (MPP) will be implemented. Farmers will be able purchase margin protection to protect a margin from $4.00 to $8.00. The premium level is based upon the producer’s production during the base period. The base period includes the last three years. The producer will receive a base equal to the highest annual production during that period. Producers will also be required to determine the portion of their milk they want to cover. All in all, the new program requires producers to make more choices with respect to how they protect their margin between milk and feed prices.

Presently, the USDA is in the rulemaking process. Until those rules are complete, the Milk Income Loss Contract (MILC) Program remains in place. Since milk prices are relatively high and feed low, it is unlikely producers will receive MILC payments before the new program is implemented. Producers are encouraged to learn all they can as the program unfolds to allow them to make sound decisions about participation in the MPP.

Land Grant University dairy policy experts are working to develop decision making tools to allow producers to explore the outcomes of different coverage choices. They have also produced a letter that explains the provisions of the Farm Bill: www.dairymarkets.org/PubPod/Pubs/IL14-01.pdf. A team of experts discusses the provisions of this new legislation in a short podcast that can be viewed at: www.dairymarkets.org/PubPod/Podcast/Misc/. The National Milk Producers Association has developed resources that detail the dairy provisions of the 2014 Farm Bill: http://www.futurefordairy.com/. Most recently the American Farm Bureau Federation released a video on these changes. You can find it and videos detailing other provisions of the farm bill at: http://fbvideos.org.

According to Cornell’s Dr. Andrew Novakovic, “Although the FSA rules are essential before a farmer can be certain about program details, this will be mostly an issue for farm businesses that have complicated ownership structures, owners with multiple businesses, recent start-ups, farmers who anticipate major expansions, and other similarly complex situations. For many of our farmers, they could begin thinking about what makes sense for them prior to the release of the detailed rules with the understanding that they will want to re-check their thoughts before finalizing a sign-up decision.”

At this point, it is important for farmers to stay informed about the impending program and be poised to make decisions about signup once the final rules are available. Universities are preparing decision making tools to help producers evaluate both the level of margin protection to purchase and the percentage of their base production they want to cover.
New Technology for Corn Nitrogen Needs

By Bill Verbeten

Farmers and agronomists are constantly looking for better tools to improve crop production, and corn nitrogen is no exception. In an effort to account for the spatial variability within every field and the temporal variability of nitrogen due to weather farmers are beginning to use two new tools, GreenSeeker and Adapt-N, on a small scale in northwestern NY. While these tools have great potential to improve corn nitrogen management it is important to understand what they require to work well and the situations where their use may not be warranted until more experience is gained with them.

GreenSeeker

What is it? The GreenSeeker was developed at Oklahoma State University for use in wheat. It uses the normalized difference vegetation index (NDVI) values (0 to 1) to determine crop health status. Over time it has been adapted for use in corn. Generally recommended nitrogen fertilizer levels are low at low NDVI values, increase in the middle range, and decline again as NDVI values continue to increase. The idea is that the low NDVI plants have lower yield potential so there is no need to apply much nitrogen. Corn plants in the mid-range of NDVI values have higher yield potential, and require more nitrogen to reach those yields. Finally the high NDVI corn plants have higher yield potential, but already have more of the nitrogen they need to finish producing those yields. This technology easily allows for variable rate nitrogen management. Boom mounted and handheld sensors are available. Examples can be seen in Figure 1.

What is required? A nitrogen rich strip at corn planting, the GreenSeeker sensors, and high clearance equipment for a later sidedress nitrogen application (past V6) are needed to effectively use the GreenSeeker in corn. The nitrogen rich strip (placed in fields with different soil types, varieties, planting dates, etc.) is necessary to calibrate NDVI readings.

When does it work? For a GreenSeeker to effectively measure corn health there needs to be a high enough leaf area index (LAI) to have the sensors not be biased by bare soil. This occurs around the V6 stage in corn. Wheat did not have this problem as it covers the soil more quickly.

When does it fail? Early adopters in Ontario, Canada have found that scanning at the traditional early sidedress timing (V4-V5) biases the...
GreenSeeker because too much bare soil is present, which results in lower NDVI values regardless of corn nitrogen status. Scanning and applying sidedress nitrogen at or after V6 overcomes this issue.

**How much does it cost?** For each GreenSeeker unit mounted on a spray boom/toolbar a farmer can expect to pay between $3000 and $4000. Farmers in our region are placing them every 10-20 feet on their equipment, requiring a $20,000+ investment for using this technology. Handheld GreenSeekers sell for around $500 and we are currently using them for some ongoing nitrogen response research trials.

**Current use and research:** About half a dozen GreenSeeker equipped applicators are in commercial use in northwestern NY. A collaborative research project between Agrinetix, Quirine Ketterings of Cornell University, regional farmers, and our Extension team is being conducted during the 2014 season.

**Adapt-N**

**What is it?** Adapt-N is a web-based, modeling software developed by Harold Van Es at Cornell University. It uses farmer/agronomist inputs along with weather data to estimate the corn sidedress nitrogen needs. For detailed information about this tool, check out the instructional videos and Adapt-N manual on our website.

**What is required?** An Adapt-N account and a lot of accurate information are needed to effectively use this tool to determine corn nitrogen needs. If inputs are constant within a management zone in a field, then variable rate nitrogen is possible, but each zone needs to be modeled separately.

**When does it work?** If the model inputs are accurate then the Adapt-N software usually gives a reasonable sidedress nitrogen recommendation in corn. As the old saying goes if you put “garbage in” you will get “garbage out.” Adapt-N gives better recommendations with later sidedress nitrogen application timing (V6 or later) because more of the growing season is in the model. Checking the model with traditional nitrogen soil tests, GreenSeeker technology, or potentially tissue testing can help validate/calibrate the model. Cash grain farmers have been the majority of early adopters in our region along with some of the consulting agronomists.

**When does it fail?** If the input data is inaccurate, Adapt-N will not give an accurate corn sidedress recommendation. Challenges encountered by early adopters have included underestimating corn yield (often due to not having accurate records), problems documenting manure inputs (variable nutrient analysis, un-uniform application rates, losses during incorporation, etc.), overestimating root depths (plow pans and poor drainage limit root growth), and incorrect soil OM levels (these can be highly variable across a field). Do not use default values in the program for your field inputs. Nitrogen credits from cover crops are not currently modeled in Adapt-N. Dairy farms have generally had more difficulty in using Adapt-N than their cash-grain counterparts, but it can still be used if the input information is accurate.

**How much does it cost?** Farmers can expect to pay $2-3 per acre to run the Adapt-N model unless a volume discount applies. Full product descriptions are available at http://www.adapt-n.com/products/.

**Current use and research:** Individual farmers and consultants are continuing to use Adapt-N in our region. Like any new tool some farmers have tried it and have moved on to other tools for various reasons. It has been used by Extension specialists in other regions with mixed success. We will continue to monitor and evaluate Adapt-N as part of our ongoing on-farm research efforts. Questions about Adapt-N should be directed to Bianca Moebius-Clune at bnm5@cornell.edu.
Dairy Facts… Did You know?

- Milk is New York’s leading agricultural product. Milk sales account for one-half of total agricultural receipts. Production in 2012 was 13.2 billion pounds with a preliminary value of $2.56 billion. NY is the nation’s 3rd leading producer.

- More than 17 million gallons of milk are consumed in the United States each day.

- 83% of households purchased yogurt in 2012.

- NY is the number one producer of cream cheese and cottage cheese in the country.

- NY milk production increased by 2.2% in 2013, compared to 0.4% growth nationwide. That same year, the state produced 695 million pounds of yogurt, nearly triple the amount in 2009, and was the number one producer of yogurt in the country.

- U.S. dairy farms produce roughly 196 billion gallons of milk annually.

- A cow will produce an average of nearly 7 gallons of milk each day. That’s more than 2,500 gallons each year.

- Did you know the U.S. enjoys about 48 pints of ice cream per person, per year? That’s more than any other country! On average, that means each of us consume 48,000 calories and spend $144 a year ($3/pint), just on ice cream.

- Annual per capita butter consumption in the U.S. (now 5.6 pounds), has risen 25 percent in the last decade to a 40-year high, according to American Butter Institute.

- More than 51,000 U.S. dairy farms provide milk, cheese and yogurt to the United States and other countries. About 97% of all dairy farms are family-owned.

- Dairies create a ripple effect on the agricultural economy and the economic well-being of rural America. When a dairy farmer sells a dollar of milk, it generates economic activity of $3, and every $1 million of U.S. milk sales generates 17 jobs.

When a dairy farm spends money locally, it creates a multiplier effect of more than 2 1/2 TIMES the original dollar spent.
BECAUSE HAVING ONLY ONE IS JUST SILLY

WHEN YOU’RE READY TO TAKE WEED CONTROL SERIOUSLY
GET YUKON WITH TWO MODES OF ACTION FOR THE ULTIMATE WEED CONTROL IN ANY CORN ACRE

Gowan USA The Go To Company
1.800.883.1844
www.gowanco.com

Yukon Herbicide

For more information:
Dave Pieczarka
315.447.0560
2014 NY All Forage Fed Bull Test Wraps Up Year Two

By: Nancy Glazier

The second year of the 112-day bull test concluded May 7. There were 16 bulls consigned from ten farms. Three farms were from Pennsylvania, one from Virginia, and six from New York. The data generated will help breeders and beef producers identify young bulls that excel in forage-based performance. The concept for a New York test was developed by a group of producers looking for evaluations done. The purpose of the test is to develop and evaluate the performance and quality of young bulls on a typical commercial forage diet. As the predominant feedstuff used in a cow/calf operation is forage, the data collected will assist producers in selecting bulls raised in conditions similar to the environment under which they will be expected to perform.

The bulls were delivered to the beef unit at Cornell University’s Ruminant Center (CURC) January 8 & 9. They were randomly assigned to two groups based on frame scores which estimates weight at a fixed body composition. The estimated body weights and environmental conditions are inputted into the Cornell Value Discovery System computer model to compute days to reach this weight. As nutrient requirements vary based on where a bull is in relation to its final weight, and there is a large variation in mature size of these bulls, randomly assigning bulls in this manner reduces one significant source of variation. The test officially started January 15 after a week for transition and commingling.

Two diets were fed. Pen 14 will be fed triticale silage; pen 15 will be fed haycrop silage. Intake by pen will be measured. At the test midpoint (56 days) the feed was switched with Pen 14 fed the haycrop silage and Pen 15 fed triticale silage. These silages were fed since they were readily available at CURC. Sammi Clark, Territory Sales Manager for Kent Feeds has donated minerals for the duration of the test. Calcium carbonate was added to the triticale silage to help balance calcium.

Cumulative average daily gain for pen 14 was 1.6 lb; cumulative gain was 1.8 lb. Overall gain of the 16 bulls was 1.7 lb. Breeding soundness exams were completed as well as carcass ultrasounds. The full report is posted to our website under Current Research.

The goal for 2015 is to reach current capacity of 30 young bulls. The test will remain a forage test housed at the beef unit at Cornell’s Ruminant Center. An advisory council will be formed to move the test forward with research components of value to beef producers.

For more information contact:

Nancy, 585-315-7746, nig3@cornell.edu
or
Mike Baker, Cornell Beef Extension Specialist, 607-255-5923, mjb28@cornell.edu.
• Competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.

• Give us a call to discuss our new higher protein (33%-34%) Distillers Grain.

• Bulk commodity and grain transportation services available through our subsidiary, Shelby Transportation. Give us a call for a transportation quote.

Call now for more information:
Corn: (866) 610-6705
Distillers Grain: (315) 247-1286
Shelby Transportation: (585) 734-4747
Commitment to Quality & Service

at Reisdorf Bros. Inc

Since 1912, providing quality feed and independent service for Western NY Farmers.

Full Line of Complete Feeds at Competitive Prices
“Exclusive” Extruded Full Fat Soybeans
“Steamed Rolled” Flaked Corn
Customized Feeds and Complete Nutritional Feed Programs
Dairy Production Consultant
Full Line of Liquid Feed Supplements
Custom Spraying and Crop Service
Exclusive Manufacturer of “Country Magic Dog and Cat Food”
Working Relationships with Your Vet and Consultants for “YOUR Bottom Line”
Plus Access to the Latest Technology in the Feed Nutrition Business

REISDORF
BROTHERS, INC.

Your Complete Farm Store & Feed Mill
1830 Perry Rd. North Java, NY 14113
Toll Free: 1.800.447.3717 585.535.7538 Fax: 585.535.0470

Please visit our website:
www.reisdorfbros.com
Save the Date...

**June 2014**

5  *Small Grains Management Field Day*, 9:30-Noon, Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY. DEC & CCA credits available. RSVP or for more information contact: Jenn Thomas-Murphy at jnt3@cornell.edu or Gary Bergstrom at gcb3@cornell.edu

8  *Agri-Palooza*, Noon-4:00 p.m., Breezyhill Dairy, 2690 North Sheldon Rd., Strykersville, NY.

24  *Seed Growers Field Day*, NYSIP Foundation Seed Barn, Ithaca, NY.

**July 2014**

8-12  *Yates County Fair*, Old Route 14A, Penn Yan, Contact: 315.536.3830

15-19  *Genesee County Fair*, 5056 E. Main Street, Batavia, Contact: 585.344.2424

15-19  *Hemlock Little Worlds Fair*, 7370 Water Street, Hemlock, Contact: 585.367.3370

16  *NY Weed Science Field Day*, 8:30 a.m. - 11:30 a.m., H.C. Thompson Research Farm, Freeville, NY

16  *NY Weed Science Field Day*, 2:00 p.m. - 5:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY

16-19  *Seneca County Fair*, 100 Swift Road (Corner of Swift & North Road), Waterloo, Contact: 315.539.9140

17  *Aurora Farm Field Day*, Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY.

22-26  *Ontario County Fair*, 2820 County Road #10, Canandaigua, Contact: 585.262.3247

23  *Perennial Biofeedstock Energy Tour & Presentations*, Registration: 9:30 a.m. - 10:00 a.m., USDA-NRCS Big Flats Plant Materials Center, 3266 Route 352, Big Flats. For more information contact: Paul Salon, 607.562.8404 or paul.salon@ny.usda.gov. 3.5 CCA credits & 1 pesticide credit pending approval. To register go to: [http://events.r20.constantcontact.com/register/event?oeidk=a07e9bbx2kg9aca8020&llr=fzz4ttqab](http://events.r20.constantcontact.com/register/event?oeidk=a07e9bbx2kg9aca8020&llr=fzz4ttqab)

31  *Monroe County Fair*, Northampton Park, Hubbell Rd. (near ski hill & lodge) Ogden, Contact: 585.262.3247

**August 2014**

1-3  *Monroe County Fair*, Northampton Park, Hubbell Rd. (near ski hill & lodge) Ogden, Contact: 585.262.3247

5-6  *Stockmanship & Cattle Handling for Beef and Dairy Producers*, Finger Lakes area & times TBD

5-6 & 7  *Empire Farm Days*, Rodman Lott & Son Farms, 2973 State Route 414, Seneca Falls, NY. Free Admission, Parking $10

9-16  *Wyoming County Fair*, 70 Main Street, Pike, Contact: 585.493.5626

11-16  *Wayne County Fair*, 250 W. Jackson Street, Palmyra, Contact: 315.597.5372

14  *NY Corn & Soybean Crop Tour*, Swede’s Farm, Pavilion, NY

Building Strong and Vibrant New York Communities
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.