After a winter like 2013/2014, we’d hope that everyone would be prepared for cold weather. Just in case you’ve blocked last year’s freezing temperatures from your memory, here are some reminders to keep everyone on your farm warm, healthy and safe this winter.

1. **Get your flu shot!** Think December is too late to get vaccinated against the flu? Think again, and encourage your employees to get vaccinated too. You might consider setting up a flu shot clinic at your farm to make it more convenient. The more people on your farm that are vaccinated, the healthier and more productive your work force will be this winter.

2. **Dress appropriately for the weather.** Insulated, waterproof boots and wool socks are a must. Dressing in layers and wearing sweat-wicking clothes, a hat and gloves will keep you warm no matter your activity level.

3. **Know the signs of frostbite.** Last year was the first year in recent memory that many people really had to worry about frostbite in Western NY. The first signs are cold skin and a prickling feeling, then numbness and red or pale skin. This is frostnip, which won’t permanently damage skin. Give yourself a review on signs of the later and more dangerous levels of frostbite by looking up “signs of frostbite” at [http://www.mayoclinic.org](http://www.mayoclinic.org).

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**Focus Points**

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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.
4. **Look out for your Hispanic employees.** Last year was a shock to many who were born and raised in NY, so imagine what it was like for someone experiencing their first NY winter. Consider the fact that those used to warmer climates may not know strategies for layering clothing or recognizing frostbite. Taking them on an extra shopping trip to purchase warmer clothes or giving them a bit of advice can make for warmer, happier and more productive employees when the mercury heads south.

5. **Stay hydrated.** When it’s cold, many people tend to drink less; yet active farm employees still sweat and lose electrolytes during normal farm activity. Encourage employees to drink more by making hot and cold water readily available.

6. **Take proper care of machinery.** Make sure to train employees which tractors need to be plugged in at night to avoid problems starting in the morning—this is again something that new Hispanic employees have probably never done before.

7. **Pay extra attention to newborn calves:** dry them off, provide plenty of bedding (straw is best to allow for nesting) and feed them one gallon of warm colostrum within the first hour after birth.

8. **Take care not to rush cows when moving them.** Cows walk comfortably at 2 mph, while humans tend to walk at speeds of 4-5 mph. When cows are pushed to walk too fast, they are more prone to slip and fall. This is exacerbated by slippery conditions caused by snow and ice. Use a material like calcite to improve footing in areas prone to icing.

Wishing you all a safe and productive winter!

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### U.S. Department of Labor Certification

**2015 National Safe Tractor & Machinery Operation Program**

This course will qualify youth ages 14 and 15 years of age to be certified to operate farm equipment for hire. The course is scheduled to run Saturdays, 8am to Noon beginning January 17, 2015 - March 21, 2015.

The training program encompasses 32 hours of intensive instruction. Upon the completion of the training, each student will be required to take a 50 question knowledge test with a minimum passing score of 70%. Students who successfully pass the knowledge test will be permitted to take the Skills and Driving tests. After passing both the written test and driving tests, the students will receive their formal certification from U.S. Department of Labor.

The fee for the course is $25. Note: youth are also required to be current enrolled 4-H members. (Genesee County 4-H enrollment fees are: $25 per youth or $50 per family for Genesee County residents; $35 for out of county residents).

To request a registration packet please call: CCE - Genesee County at 343-3040, ext. 101 or email: genesee4h@cornell.edu.

**Deadline to Register:** January 12, 2015
Annual Farm Business Summary & Analysis Season and the 2014 Farm Bill

By: John Hanchar

Summary
- The 2014 Farm Bill with its focus on risk management based programs requires farmers and ranchers to make participation decisions by established target dates.
- Some farmers and ranchers will approach decisions based upon expected need, where expected need is based upon expected financial performance in a future period.
- The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business’ financial management practices for purposes of making 2014 Farm Bill related risk management decisions.

Background
The 2014 Farm Bill with its focus on risk management based programs - the Margin Protection Program (MPP) for Dairy, crop insurance and other insurance type programs - requires farmers and ranchers to make participation decisions regarding coverage levels and other program aspects by established target dates.

Some farmers and ranchers will approach decisions based upon expected need, where expected need is based upon projected financial performance for a future period, for example, the ability to meet cash obligations in a timely manner for the following year. Is an excess or deficit cash flow situation projected? Projected measures of financial performance will provide valuable information for decision making.

The next few months present good opportunities to examine your business’ financial management practices, specifically, for the ability to help with current and future 2014 Farm Bill related risk management decisions, but also, more generally, for the purpose of answering the following questions.

- Where is the business now financially?
- Where do I want it to be?
- How will I get the business to where I want it to be?

The statement “If you can’t, or don’t measure it, then you can’t manage it” with its emphasis on measuring past and expected outcomes underlies the value and need for sound financial management, especially as it relates to successfully managing risks.

Business Summary and Analysis Tools
Cornell University Cooperative Extension’s Dairy Farm Business Summary (DFBS) Program
- The objectives of the DFBS Program are to allow producers to analyze their production and financial situation, set future goals, and make sound financial decisions.
- The DFBS allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency as well as analyses of the cropping and dairy aspects the business.
Financial Statements for Agriculture (FISA) Program

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to achieve objectives similar to those of the DFBS Program.
- In practice, FISA’s ability to provide for peer to peer comparisons is limited.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

The DFBS program is a preferred financial management tool for summary and analysis for dairy farm businesses of all kinds. Both, the DFBS and FISA provide sound bases for developing financial projections.

Farm Business Summary and Analysis with the NWNY Dairy, Livestock, and Field Crops Program

If you are interested in improving your farm business’ ability to practice sound financial management, then please contact me to learn more about some of the tools available and their value and/or to discuss plans for completing a farm business summary and analysis for 2014. The Team has the capacity, using the above tools, to develop valuable farm business summary and analysis. The team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.
It’s not your grandfather’s weather anymore.

And it’s not last year’s Farm Bill.

New Farm Bill programs have a lot of protection to offer, but one thing is clear; in counties where crop insurance is offered, it provides the majority of available protection for producers. The new NAP-65 program can provide the best protection for all other crops. NAP now offers coverage up to 65% of the yield at 100% of the established crop value. It is available through your county Farm Service Agency (FSA).

Learn more about how other new programs work together with crop insurance and NAP. Talk to your crop insurance agent, FSA county staff and attend workshops and meetings to learn how to make the new programs work for you. These new crop programs are: the Supplemental Coverage Option (SCO), and, if you have base acres, either the Price Loss Coverage (PLC) or Agricultural Risk Coverage (ARC). To benefit from these protection plans, you must enroll by the deadlines.

To find an agent go to www.rma.usda.gov/tools/agent.html
For more information go to www.agriculture.ny.gov/AP/CropInsurance.html or call 800.554.4501
The New York State Department of Agriculture and Markets, in cooperation with the United States Department of Agriculture, Cornell Cooperative Extension, and the New York Pork Producers is scheduling a series of informational meetings around western New York on Swine Enteric Coronavirus Diseases. This includes Porcine Epidemic Diarrhea (PEDV) and another recent disease, Porcine Delta Coronavirus (PDCoV). These diseases have caused large losses in swine breeding facilities across the United States since their introductions and led to a suspension of the piglets and sows exhibit at the 2014 Great New York State Fair.

USDA Secretary Tom Vilsack issued a Federal Order on June 5, 2014 requiring the reporting of swine enteric coronavirus diseases including PEDV and PDCoV. Because of similar symptoms to other gastroenteritis, laboratory testing is required for diagnosis.

PEDV was first identified in the US in May 2013. PDCoV was first detected in the US in early 2014; as of November 12 it has not been identified in NY. Transmission is oral-fecal; pigs must consume the virus from infected feces to become infected. These coronavirus infections peak in colder temperatures, thus the timeliness of these educational meetings. Immunity is not lifelong, recurrences are common.

The featured speaker at the events will be Dr. Michael Pierdon, a partner in Four Star Veterinary Services, which provides consultation to swine producers throughout the eastern United States, including New York. Four Star Veterinary Services’ 10 veterinarians provide veterinary expertise to over 350,000 sows in the eastern U.S. Dr. Pierdon has extensive experience in the areas of biosecurity and disease eradication. He specializes in helping pork producers reduce disease risk and improve biosecurity to prevent infection and also implement successful eradication programs at infected sites.

Dr. Pierdon is a 2005 graduate of the University of Pennsylvania School of Veterinary Medicine and a 2009 graduate of the University of Illinois College of Veterinary Medicine Executive Veterinary Program in Swine Health Management.

The presentation will address swine breeders’ and veterinarians’ questions and concerns about PEDV. It will also interest feed dealers, machinery dealers, and others who regularly go to facilities housing breeding swine. NYS Education Department continuing education credits will be given to veterinarians and veterinary technicians who sign in and attend all of the session.

Dates & locations in WNY. Registration assists with planning refreshments:

**Monday, December 8, 7:00 p.m.**
Randolph Municipal Building, 72 Main Street, Randolph
RSVP to: Lisa Kempisty, 716-664-9502 x 203 or ljk4@cornell.edu

**Tuesday, December 9, 7:00 p.m.**
CCE - Genesee Co., 420 E. Main St., Batavia
RSVP to: Nancy Glazier 585-315-7746 or nig3@cornell.edu

**Wednesday, December 10, 7:00 p.m.**
Alfred State College Farm, 1254 Route 244, Alfred
RSVP to: Lynn Bliven 585-268-7644 x 18 or lao3@cornell.edu

For more information visit NYS Dept. of Ag & Markets website: http://agriculture.ny.gov/AI/PEDV_Outreach.pdf.
Planting a Small Silvopasture

By: Bill Verbeten

If you have an overgrown woodlot, a strong back, a chainsaw, a small tractor with a mower, a pile of grass and clover seed, and a rake then you can start establishing a small silvopasture on your land. This article describes a personal project of mine back home in Wisconsin planting a silvopasture on a small scale.

How do you plant a silvopasture?

Silvopastures can be established by cleaning up and partially clearing woodlots or planting trees into fields. For this article I’ll only discuss planting a silvopasture into an already wooded area. To establish a silvopasture in a forest you need to 1) increase the ground exposure to light by clearing brush and cutting down some trees and 2) plant pasture plants. This may sound simple, but it takes some time and patience to see the results. A lot of brush, branches, and fallen trees can be cleared by simply picking them up. If you don’t have an immediate need for firewood you can just make a pile that can serve as a windbreak for the animals you will eventually have in your silvopasture. A couple of goats can make a lot of progress on clearing out berry brambles, brush, and woodland plants, Figure 1. Small moveable electric fencing or ropes can keep them in a spot until they’ve cleared out the competing plants.

Once you clear the smaller material you’ll have some larger fallen trees that will need to be cut up or moved with a tractor. Some areas will be so overgrown that a Bush-Hog® or other rotary mower will be needed to cut down the thick bushes. One you clear the areas they should have plenty of light reaching the ground, Figure 2.

If needed some of the trees should be cut so that only about 30-40% of the ground is shaded. Grass growth is not as vigorous in areas with higher amounts of shade, Figure 3.

The key to successfully planting a silvopasture once you have enough light reaching the ground is to have adequate seed-to-soil contact. Simply broadcasting a bunch of seed on the ground doesn’t work. You need to have animals walk over it afterwards to “hoof” it in, use a small no-till drill, or get a rake and plant it by hand. The ground for this silvopasture is a very light sandy soil with many tree roots at the soil surface so tillage is impossible without destroying the trees. A no-till drill is not practical on these small, hilly woodlots. While goats have done some of the work, the majority has been planted by using a rake to pull back the top layer of mulch, broadcasting a lot of grass and clover seed by hand, raking the top layer of mulch back over the seed, and then using a small tractor to pack the seed in. The results have been great in test strips and larger areas. Orchardgrass, improved tall fescue varieties, and perennial ryegrass have all performed well in this project. They tend to be more shade tolerant than other types of grass.

For those of you that want to establish large-scale silvopastures it will probably be a lot easier to start with a field, convert it to a pasture or hay field, and then plant trees into it. Soil testing and fertilization for pastures should be your starting point for modifying the pH and increasing the silvopasture’s yield potential.
2015 Corn Congresses

The Corn Congresses are right around the corner! Come and get all the latest on corn production from Cornell researchers, extension, and local industry. Visit with all of your favorite local industry representatives at the Ag. Exhibitor Tradeshow and get answers to all your questions on the latest technology and innovations!

Crop & Pest Management with Unmanned Aerial Systems in NWNY
Bill Verbeten, Cornell University Cooperative Extension

Interseeding Cover Crops into Standing Grain Crops
Matthew Ryan, Cornell University Agroecologist

What’s your 30 Second Elevator Speech on GMO’s?
Margaret Smith, Cornell University Plant Breeder

Corn Yield Potentials & Sensing Technologies for On the Go Nitrogen Application
Quirine Ketterings, Cornell University Nutrient Management

Silage & Grain Corn Hybrid Variety Trials in WNY
Cover Crop Cocktails, Nitrogen, Adapt N & Corn Yields
David DeGolyer, WNY Crop Management Association

Status of Herbicide Resistant Weeds
Russ Hahn, Cornell University Weed Scientist

Western Bean Cutworm Continues to Increase!
Mike Stanyard, Cornell University Cooperative Extension

DEC Recertification points & Certified Crop Adviser Credits pending

January 14, Clarion Hotel, Batavia
January 15, Holiday Inn, Waterloo

Please make reservations by contacting:
Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu

RESERVATIONS MUST BE RECEIVED BY:
JANUARY 6, 2014

Cost:
$45, for those not enrolled in the NWNY Team through your local county extension office.
(If you do not receive Ag Focus, the monthly team newsletter, you are NOT enrolled.

$35, for those enrolled in the NWNY Team.
Corn Congress brochures will be coming in the next 2-3 weeks. Watch your mailbox!!!
A conference for operations managers will be hosted in Syracuse, on January 20 by PRO-DAIRY and the Northeast Dairy Producers Association. The conference will conclude on Wednesday, January 21 with a tour to Lawnhurst Farms in Stanley, Ontario County, NY. “Effective Management through Teamwork and Leadership” is the conference focus. The tour will include interaction with both the dairy and field crops teams at Lawnhurst.

Tour: Lawnhurst Farms, owned by Don Jensen and Family, is a multi-generational dairy farm that was started in 1925. Currently, the farm has approximately 1,500 milking and dry animals, with another 1,200 young stock being raised on the farm.

The herd currently has a 26,800 pound rolling herd average on 3 times milking, no rBST, with an average SCC of 200,000 or lower. Milk meters, activity monitors, and sort gates are utilized to monitor the herd, manage the reproductive program, improve cow handling, and minimize cow movement between groups. Cows are bedded every other day with separated dried manure solids that come from a digester. Wet calves are fed using automatic feeders in a calf barn built in 2009.

The farm has 2,100 tillable acres, where 900 acres of alfalfa hay, 1,000 acres of corn silage, and 200 acres of grain are grown. Scales are utilized to monitor yields and weigh all purchased commodities. Seventy-five percent of the manure is applied utilizing a dragline system.

Much of the success of Lawnhurst is attributed to quality and dedication of the employees. The workforce is comprised of 20 full-time personnel, evenly split between local and Hispanic, along with three key family members. Four of the key employees have been with Lawnhurst from 12 to 30+ years.

General Session: “Increasing Employee Engagement: Getting the Best Through Understanding Your Organizational Climate”, The Positive Power of Servant Leadership and a panel discussion “Communicating for Results”. Breakout sessions address human resources management and technical topics relating to dairy and crop management.

Conference Registration: Early bird registrations will be received through December 22. Details on fee, location, accommodations, and payment are available on the PRO-DAIRY Program website: http://ansci.cornell.edu/prodairy. Registrations can be made on-line or by mail. For questions, contact Heather Darrow, Conference Coordinator, at hh96@cornell.edu or (607) 255-4478.

The Operations Managers Conference provides dairy managers an excellent opportunity to help their key leaders tune up their leadership and management skills for improved teamwork and decision making on the farm. Register early to receive a discount.
Milk Quality Training

Improve Your Milk Check Through Quality Milk.

January 8th: What is Mastitis Costing your Farm?
- Analysis of Potential Lost Income.
- Mammary Physiology & the Basics of Mastitis Culturing.
- Knowing Your Mastitis Organisms.
- How to Take a Proper Milk or Bedding Sample for Culture

Presenters:
Dr. Kimberley Morrill, PhD, CCE Regional Dairy Specialist.
Dr. Theresa Taraska, DVM, CCE Lewis County Dairy Specialist.
Dr. Rick Watters, PhD, Quality Milk Production Services

February 5th: Importance of Cow Comfort, Environment & Equipment Maintenance
- Overview on milk samples and bedding samples submitted from week one.
- Scoring Systems to Implement On-farm to Monitor Cleanliness and Teat Health - who should you score, how to score, why they are a good idea.
- Cow Comfort and its Impact on Quality Milk.
- Cow Comforts Impacts on the Immune System.
- Impact of Equipment Maintenance.

Presenters:
Curt Gooch, Agricultural Engineer, Cornell ProDairy Program
Dr. Jerry Bertoldo, DVM-NWNY Dairy Specialist.
Dr. Paul Vinkler, DVM, Quality Milk Production Services
Dr. Rick Watters, PhD, Quality Milk Production Services

March 5th Importance of Record Keeping for Mastitis Control.
- Economic Impact of Management Changes to Improve Milk Quality.
- Residues & Treatment Records.
- Dairy Comp - The Value of Recordkeeping.
- Review of NYSCHAP Quality Milk Module

Presenters:
Dr. Michael Capel, DVM, Perry Vet Clinic
Dr. Dwight Bruno, DVM, New State Dept. of Ag and Markets.

One bulk tank sample and bedding sample per farm is included in the registration fee.

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Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.
Calf & Heifer Congress - 2014

“Birth to Breeding”

December 10, 5:30 - 9:00 p.m.
December 11, 9:00 a.m. - 5:00 p.m.
RIT Inn & Conference Center
5257 W. Henrietta Road, Henrietta

For conference details and registration information please visit:
http://www.cvent.com/d/k4qctr

For registration information contact:
Cathy Wallace:
585-343-3040 x138 or cfw6@cornell.edu

Upcoming Webinars:

Winter Strategies to Enhance Teat Health & Milk Quality
December 8, 1:00 - 2:00 p.m.
Presented by:
Leo Timms
Iowa State University
http://www.hoards.com/webinars

Treatment & Prevention of Subclinical Hypocalcemia
December 16, 1:00 - 2:00 p.m.
Presented by:
Garret Oetzel, Ph.D.
http://www.extension.org/pages/29156/upcoming-dairy-cattle-webinars#.VGTTsNh0zIV

2015 CDL Training for Genesee Co. Agriculture Producers

Information Meeting: January 7, 2015
7:30 p.m., CCE - Genesee Co. office, 420 East Main St., Batavia

Class Training: January 13 & 14, 2015
7:30 p.m., CCE - Genesee Co. office, 420 East Main St., Batavia

Cost: Class A, $625.00
Cost: Class B, $475.00

CDL Requirements are as follows:
◊ Class A must be 21 years of age
◊ Class B must be 18 years of age
◊ Must pass a DOT physical
◊ 4 hours of classroom instruction
◊ Must pass written exams
◊ 6 hours of drive time for Class A
◊ 3 hours of drive time for Class B

This training program is designed for producers and farm employees that have some experience with commercial truck operation.

To reserve a seat at the training sessions please contact:
Brandie at: 585-343-3040 x101 or
Jan Beglinger at: 585-343-3040 x132

This meeting is to answer any questions you may have about the program and to pick up the required training materials and medical forms.
By USDA Farm Service Agency

Agriculture Secretary Tom Vilsack, speaking at the National Milk Producers Federation annual meeting, on October 30th announced extended deadlines for the dairy Margin Protection Program. Farmers now have until December 5, 2014, to enroll in the voluntary program, established by the 2014 Farm Bill. The program provides financial assistance to participating farmers when the margin – the difference between the price of milk and feed costs – falls below the coverage level selected by the farmer.

“We want dairy producers to have enough time to make thoughtful and well-studied choices,” said Vilsack. “Markets change and the Margin Protection Program can help protect dairy producers from those changes.”

Vilsack encouraged producers to use the online Web resource at www.fsa.usda.gov/mpptool to calculate the best levels of coverage for their dairy operation. “Historical scenarios also can be explored to see how the Margin Protection Program would function should poor market conditions occur again in the future,” said Vilsack. The secure website can be accessed via computer, smartphone or tablet.

The U.S. Department of Agriculture (USDA) also extended the opportunity for public comments on both the Margin Protection Program & the Dairy Product Donation Program until December 15, 2014.

Comments can be submitted to USDA via the regulations.gov website at http://go.usa.gov/GJSA.

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Please visit our website:
www.reisdorfbros.com
December 2014

5  **MPP - Dairy Registration Deadline**, see page 14 for more details.
8  **Novel Swine Diseases Meeting**, 7:00 p.m., Randolph Municipal Building, 72 Main Street, Randolph. To register contact: Lisa Kempisty, 716.664.9502 x 203 or ljk4@cornell.edu
9  **2014 Agribusiness Economic Outlook Conference**, Warren Hall, Cornell University, Contact Gretchen Gilbert at: 607-254-1281 or gcg4@cornell.edu
10 **Novel Swine Diseases Meeting**, 7:00 p.m., CCE-Genesee Co., 420 East Main Street, Batavia. To register contact: Nancy Glazier at 585-315-7746 or nig3@cornell.edu
10 **Novel Swine Diseases Meeting**, 7:00 p.m., Alfred State College Farm, 1254 Route 244, Alfred. To register contact: Lynn Bliven at 585.268.7644 x 18 or lao3@cornell.edu
10-11  **Calf & Heifer Congress**, RIT Inn & Conference Center, 5257 W. Henrietta Road, Henrietta
11 **Late-Season Grazing Pasture Walk**, 3:00 - 4:30 p.m., Angus Glen Farms, 3050 Station Road, Watkins Glen. **RSVP**: Brett Chedzoy, 607.535.7161 or bjc226@cornell.edu

January 2015

8  **Milk Quality Training**, 10:30 - 3:00 p.m., for details see page 11.
14 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia. For details see page 9.
15 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo. For more details see page 9.

February 2015

4  **WNY Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
5  **Finger Lakes Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
5  **Milk Quality Training**, 10:30 - 3:00 p.m., for more details see page 11.

March 2015

5  **Milk Quality Training**, 10:30 - 3:00 p.m., for more details see page 11.