Economics of Double Cropping Winter Cereals for Forage Following Corn Silage on NY Dairy Farms

By: John J. Hanchar

This article draws from recently published work completed by Cornell University researchers. Please see <http://blogs.cornell.edu/whatscroppingup/2015/07/> for a more complete reporting of the work titled “Double Cropping Winter Cereals for Forage Following Corn Silage: Costs of Production and Expected Changes in Profit for New York Dairy Farms.” Due to space constraints, the following article focuses on results. For background, methods and other details please see the full article cited above.

Summary

- Economic analysis suggests that double cropping a winter cereal for forage following corn silage has the potential to be an economically attractive, beneficial change in practice for dairy farms in NY. This includes double cropping’s role in successfully managing risks related to meeting forage needs of the herd over time. Risks can relate: to variability in forage production due to, for example, weather extremes; and/or to rising forage needs relative to land constraints.

- Costs of production analysis suggests that double cropped winter cereals likely compare favorably to costs and/or values of alternative forages over a range of expected winter cereal yields.
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.
Partial budget analysis suggests that adoption of double cropped winter cereals as forages could be an economically beneficial change in practice for dairy farms (expected changes in profit exceed zero over a range of key factors).

Break-even analysis suggests that producers should establish yield goals of around 2 tons dry matter (DM) per acre to ensure that expected changes in benefits associated with a double cropped winter cereal are greater than or equal to the expected changes in costs under the most demanding, least favorable set of assumptions (75 lbs. N/acre at green-up and a corn silage yield reduction of 1 ton DM per acre).

Results are sensitive to a number of factors including expected winter cereal yield, expected value of forage, spring N addition needed, expected effect on corn silage yield and others.

**Economics of Winter Cereals for Forage Following Corn Silage**

Economic analysis sought to answer three questions: (1) What are the costs of production associated with double cropped winter cereals for forage following corn silage? (2) What are the expected changes in profit associated with double cropping? and (3) What yield levels ensure that adoption of a double cropped winter cereal will be a profitable change? For this analysis, five general scenarios were defined: Northern NY, Conventional Tillage, Triticale; NNY, Reduced Tillage, Triticale; NNY, No Till, Cereal Rye; Central NY, Conventional Tillage, Cereal Rye; Western NY, No Till, Triticale. Costs and expected changes in profit are expressed in terms of 2014 dollars.

Costs of production per ton of winter cereal DM varied by scenario and by other key factors, including expected winter cereal yield and N needs for the winter cereal. For scenarios where the winter forage averaged 2 ton DM per acre without the need for extra N at green-up, costs of production estimates averaged $94 per ton DM and ranged from $83 for no-till in Northern NY to $118 per ton DM for conventional tillage scenarios also in Northern NY. When 75 lbs. of N per acre were needed to obtain the same 2 tons DM/acre winter forage yield, costs of production estimates averaged $122 per ton DM and ranged from $111 for no-till in Northern NY to $145 per ton DM for Northern NY conventional tillage scenarios.

Analysts used partial budgeting to estimate expected changes in profit associated with double cropping winter cereals versus no winter crop, and minimum winter forage yields that generate expected changes in profit greater than or equal to zero (Table 1).

**Table 1. Expected change in annual profit and minimum winter forage yield that generates an expected change in profit greater than or equal to zero by spring N application; tillage, harvest system; and expected change in corn silage yield.**

<table>
<thead>
<tr>
<th>Spring N application</th>
<th>Conventional tillage</th>
<th>Reduced tillage, wide swath &amp; merge harvest</th>
<th>No-till</th>
<th>Conventional tillage</th>
<th>No-till, merge harvest</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Northern NY</td>
<td>Northern NY</td>
<td>Northern NY</td>
<td>Central NY</td>
<td>Western NY</td>
</tr>
<tr>
<td></td>
<td>Triticale</td>
<td>Triticale</td>
<td>Cereal rye</td>
<td>Cereal rye</td>
<td>Triticale</td>
</tr>
<tr>
<td>Same corn yield</td>
<td>175</td>
<td>10</td>
<td>219</td>
<td>54</td>
<td>229</td>
</tr>
<tr>
<td>1 ton DM/ac. less corn</td>
<td>229</td>
<td>64</td>
<td>226</td>
<td>61</td>
<td>235</td>
</tr>
<tr>
<td></td>
<td>0.7</td>
<td>1.7</td>
<td>0.7</td>
<td>1.6</td>
<td>0.6</td>
</tr>
<tr>
<td></td>
<td>1.0</td>
<td>1.9</td>
<td>1.0</td>
<td>2.0</td>
<td>0.9</td>
</tr>
<tr>
<td></td>
<td>1.3</td>
<td>2.3</td>
<td>1.0</td>
<td>2.0</td>
<td>1.9</td>
</tr>
<tr>
<td>No N needed for winter cereal</td>
<td>0.7</td>
<td>1.7</td>
<td>0.7</td>
<td>1.6</td>
<td>0.6</td>
</tr>
<tr>
<td>75 lbs. N/acre at green-up for winter cereal</td>
<td>1.0</td>
<td>1.9</td>
<td>1.0</td>
<td>2.0</td>
<td>0.9</td>
</tr>
</tbody>
</table>

--- Expected change in profit (dollars per acre) ---

--- Breakeven winter cereal yield (tons DM per acre) ---

Table values represent averages for three farm sizes (100, 500 and 1,000 cows). Nitrogen cost fixed at $0.57 per lb. of N, and value of winter cereal as a forage fixed at $180 per ton DM. Winter cereal forage yield fixed at 2.0 ton DM per acre.
2015 New York Corn & Soybean Growers Association Yield Contests

The annual corn and soybean yield contests sponsored by the New York Corn & Soybean Growers Association are underway. See below for the top 5 yields to beat from last year!

The 2015 yield contest rules and entry form can be found and downloaded from the NY Corn & Soybean Growers Association web page at http://www.nycornsoy.org/. Entry forms have to be postmarked by Monday, August 17 and sent to Mike Stanyard at 1581 Route 88 N, Newark, NY 14513. Cost is $30 per entry. This year the grand corn and soybean champions win an all expense paid trip for two to the 2016 Commodity Classic in New Orleans, LA.

The deadline for the National Corn Yield Contest sponsored by the National Corn Growers Association is August 3 and the entry form can be found on their webpage at http://www.ncga.com/for-farmers/national-corn-yield-contest. Please remember that this is a different contest than the state contest sponsored by the NYC&SGA. I would encourage growers to enter both contests. Applicants in the NGCA contest can use their contest harvest results to fulfill the requirements in the NYC&SGA contest as long as they fill out the entry form and pay the entry fee by August 17.

Good Luck!

<table>
<thead>
<tr>
<th>Rank</th>
<th>Entrant Name</th>
<th>Town</th>
<th>County</th>
<th>Hybrid Brand</th>
<th>Number</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corn Contest</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Matt Kludt</td>
<td>Kendall</td>
<td>Orleans</td>
<td>DEKALB</td>
<td>DKC 52-04</td>
<td>282.35</td>
</tr>
<tr>
<td>2</td>
<td>Bob Pawlowski</td>
<td>Verona</td>
<td>Oneida</td>
<td>Pioneer</td>
<td>P0993AM1</td>
<td>261.53</td>
</tr>
<tr>
<td>3</td>
<td>Adam Coots</td>
<td>Savona</td>
<td>Steuben</td>
<td>Pioneer</td>
<td>P0533AM1</td>
<td>255.12</td>
</tr>
<tr>
<td>4</td>
<td>Gary Germeo</td>
<td>Holley</td>
<td>Orleans</td>
<td>Invision FS</td>
<td>44R22VT3</td>
<td>248.01</td>
</tr>
<tr>
<td>5</td>
<td>Todd DuMond</td>
<td>Auburn</td>
<td>Cayuga</td>
<td>Pioneer</td>
<td>P0216AM</td>
<td>245.16</td>
</tr>
</tbody>
</table>

| **Soybean Contest** | | | | | | |
| 1    | John Mizro       | Auburn  | Cayuga | Pioneer      | 92Y51        | 83.30  |
| 2    | John Mizro       | Auburn  | Cayuga | NK Brand     | NK-S17       | 80.06  |
| 3    | Travis Walton    | Linwood | Livingston | Asgrow     | 2431        | 74.98  |
| 4    | Leslie Hamilton  | Leicester| Livingston | Asgrow     | 2431        | 72.33  |
| 5    | Arnold Richardson| Red Creek| Cayuga | Pioneer      | P19T01R      | 71.57  |
Upcoming Webinars:

Expert Tips for Healthy Backyard Poultry
August 6, 6:00 - 7:00 p.m.
Hosted by:
Andy Schneider, also known as:
“The Chicken Whisperer®”
http://healthybirdswebinar.com (password: Chickens)

Milking Ration Fiber for all it’s worth
August 10, 1:00 - 2:00 p.m.
Presented by:
Rick Grant, Miner Institute
http://www.hoards.com/webinars

Fall Prevention for Agricultural Producers
August 27, 1:00 - 2:00 p.m.
Presented by:
Dan Neenan, NECAS
https://agn.memberclicks.net/live-webinars

CALEDONIA DIESEL, LLC

CONSTRUCTION EQUIPMENT RENTALS

- Excavator –mini 6,000lbs to large 100,000lbs, wheeled
  - Long Reach Excavators 60-65ft reach
  - Dozers- Small to Large
  - Off-Road Articulating Dumps 25-30 ton
- Motor Graders
- Wheel Loaders 2yd to 5yd+ bucket, Backhoes
  - Rollers- single, tandem, padfoot

CALL JIM CARSON – RENTAL MANAGER 585-538-4395 or jcarson@caledoniadiesel.com

Check out WWW.CALEDONIA DIESEL.COM for available equipment and rates
June 3 brought the conclusion of the third year of the forage-based bull test, a unique university-based test with only forages fed. There were 25 bulls consigned from 10 farms. Weights and body condition scores (BCS) were taken every 28 days. The bulls averaged 2.1 lbs. per gain for the 140 day test. Last year’s gain was 1.8 lbs. and the first year was 2.1 lbs.

Feed and refusals were weighed daily to estimate intake by pen. Nutrition modeling software was used to estimate individual intake and project gain. Gain, based on estimated intake from the model was 0.84 lbs/day. We are hoping to work with the software researchers to edit formulas for forage-based diets. This will benefit the dairy industry as well.

Ages varied from 211 to 340 days with the average 260 days. Gain can vary depending on the stage of growth. To account for this, Weight per Day of Age (WDA) is calculated, dividing weight by the age in days. Average WDA was 2.0 for this year, compared to 2.1 last year and 2.4 in 2012-13.

An issue that arose again this year was internal parasite resistance. A couple of the bulls looked a bit unthrifty and were dewormed with Ivomec® pour-on. We decided to take a closer look at all the bulls by taking fecal samples to determine actual parasite loads. Samples were sent to MidAmerica Research, Inc. based in Wisconsin. Samples were collected and nearly all the bulls had high egg counts. They were randomly assigned to two groups based on egg counts and were treated with either Ivomec® injectable or Safeguard® oral drench. Fecals were collected 2 weeks after treatments; bulls treated with Safeguard® significantly provided better control. See Table 1.

Carcass ultrasound exams were performed June 3. One of the measurements, Ribeye area, averaged 8.65 sq. in with a range of 6.60 to 11.90.

Breeding soundness exams were conducted June 4. Twenty-three of the bulls were classified as satisfactory potential breeders, one was deferred due to immaturity, and one was classified as unsatisfactory due to small scrotal circumference. These results were greatly improved from the previous two years partly due to bulls being a bit older.

So, what have we learned in three years? First, and foremost, for the bull test to be successful it needs to be producer-driven. An advisory group was formed to move the test forward to meet the needs of participating and potential consignors. The test continues to grow in numbers with word spreading across the Northeast and beyond.

Cattle can perform on a forage diet. The three year average gain was 2.0 lbs/day with gains of well over 2 lbs or more seen on dry hay and haylages in the three years of the test. Recent work with the dairy industry looking at forage digestibility ‘pools’ will also benefit the bull test and beef industry by...
adjusting nutrition models to more accurately account for forage diets.

The test provides an opportunity for consignors to monitor and assess breeding lines in their herds. It has also provided an opportunity to look at other aspects of production with a similar group of cattle. An example is internal parasite resistance, which will benefit producers in the state as well. Vitamins and minerals may be one of our focus areas for the upcoming year.

The past reports are posted to Mike Baker’s Beef Cattle Management site here: http://beefcattle.ansci.cornell.edu/eventsprograms/cornell-all-forage-bull-test/. We are now planning for the 2016 test. Let me know if you’d like more information. Please page 2 for contact information.

<table>
<thead>
<tr>
<th>Date</th>
<th>Treatment</th>
<th>P-value</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Ivomec Injectable</td>
<td>Safeguard Oral drench</td>
</tr>
<tr>
<td>11-Feb</td>
<td>108.4</td>
<td>108.4</td>
</tr>
<tr>
<td>11-Mar</td>
<td>38.1</td>
<td>2.4</td>
</tr>
</tbody>
</table>

* Fecal samples were taken on February 11. Based on these results bulls were randomly assigned to either Ivomec injectable or Safeguard (oral), which was administered February 25. Second set of fecals were taken on March 11.

- Competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.

- Give us a call to discuss our high protein (31%+) 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
Effective October 1, 2014 OSHA’s Local Emphasis Program or LEP was extended for another year. This means they will be continuing to perform random, unannounced compliance inspections on dairy farms within New York State, and, like last year, they will be focusing their efforts on the “Dairy Dozen.” The Dairy Dozen are areas on dairy farms where hazards are frequently identified and/or where citations for violations are often issued.

The Dairy Dozen includes:
1. Manure Storage and Collection Structures
2. Dairy Bull & Cow Behavior / Worker Positioning
3. Electrical Systems
4. Skid Steer Operation
5. Tractor Operation
6. Guarding of Power Take-Offs (PTOs)
7. Machine Guarding - Field/Farmstead Equipment
8. Lockout – Unexpected Energy Release
9. Hazard Communication
10. Confined Space
11. Horizontal Bunker Silos
12. Noise

The area where the most citations were issued last year was #9: Hazard Communication. More specifically, these citations were for poor or nonexistent written hazard communication programs; missing or unavailable safety data sheets; improperly labelled containers; and insufficient or no employee training.

As was mentioned in a recent OSHA webinar, the things the inspectors are primarily going to be looking for are:

- **Hazard Communication Program** – Is there a written, comprehensive program?
- **Safety Data Sheets** – Is there a Safety Data Sheet for each and every chemical used on the farm? Are they accessible? Do the employees know where to find them?
- **Container Labelling** – Can the label tell me what is in the container? Can the label tell me what the hazard is?
- **Employee Training** - Are the employees being trained? Is there documentation to support (prove) that training?

**Where to Start**
A good place to start is with a publication from OSHA itself: *Hazard Communication – Small Entity Compliance Guide for Employers That Use Hazardous Chemicals* (OSHA 3695 03 2014), and is available on-line at: https://www.osha.gov/Publications/OSHA3695.pdf. This publication presents the requirements of Hazard Communication Standard 2012 (HCS 2012) in a no nonsense, but easy to understand, manner. The appendices in the back provide some templates for writing and implementing a training program that will satisfy HCS 2012.

You should have at least one centrally located, up-to-date file with all the safety data sheets (SDS). However, it may be more practical to also have a readily accessible 3-ring binder in key areas (shop, pesticide storage, dairy, etc.) with SDS for the materials commonly found in that particular area. You might be able to find a bright yellow binder (highly visible) at an office supply store or there are some safety supply companies that offer them specifically for SDS.
All of the containers should have a legible label on them when you take delivery. If not, your supplier should be able to secure a new one for you along with the SDS.

In the construction industry they have regular safety trainings, nicknamed “toolbox talks” or “tailgate trainings.” These can be as informal as a safety review of the day’s to-do list during the morning coffee break, or as formal as a supplier or OSHA trainer giving a 45-minute seminar. In either case the training topic and attendees are documented on a form which is kept on file. The form should be set up for the attendee to print and sign his/her name as proof of attendance. A sample form can be found here: http://www.nycamh.org/qdynaمونو/download.php?docid=648

Additional Resources
And while we’re on the subject, the New York Center for Agricultural Medicine and Health (NYCAMH) is now part of the New York OSHA Workgroup. The workgroup has created a set of materials to assist producers in becoming more compliant with OSHA regulations. These materials are available in a downloadable PDF format - http://nycamh.com/oshن-ny-dairy-lep/. If that’s not enough, there are links to even more materials and programs from other regions of the country. http://nycamh.com/oshن-ny-dairy-lep/useful-links/

You now have all the tools and materials necessary to assemble a compliant hazard communication pro-
Winter grain harvest should be just about wrapped up. That leaves a lot of open ground out there to plant some cover crops. We also ended up with quite a few prevented planting corn and soybean acres this spring. Some of that ground will go into winter small grains like wheat, rye and barley this fall. If you do not grow winter grains in your rotation, it is a good opportunity to get that ground covered up. There is also an opportunity to grow some more forage acres. This wet growing season has not been stellar for corn production. Crops like sorghum, forage oats and triticale can help fill in some of those forage losses. The past couple of years have shown us that the first half of August has been the optimal planting window for success of most cover crops.

There has been a huge emphasis on soil health, and cover crops are an important piece of this puzzle. There are a lot of options when it comes to choosing a cover crop species (See table). You have to ask yourself, “What do I want to accomplish?” is it soil conservation, increase organic content, a trap crop for nitrogen, comply with conservation payments or weed control? Some other things to consider is cost (See table). Do you want a species that winterkills or overwinters? Is compaction an issue? Do I need some extra forage? We know that there is a benefit to keeping something growing and covering our fields at all times. It looks like there is also a benefit to planting multiple species together. Mixing tap root and fibrous root species together helps create soil microorganism biodiversity.

We know radishes do a great job of loosening up the soil when there is a compaction issue. However, there is some concern that we may not get the nitrogen back that we put into them. Radishes degrade very quickly in the early spring. Is all the nitrogen gone by the time the corn is ready for it? It might be more beneficial to plant an overwintering species like a winter grain or ryegrass with the radish to pick up that N and keep it around longer so the corn can utilize it when it needs it most.

We have seen cover crops planted with many different drills, air flowed, broadcast and aerially applied. All can be successful; however, proper calibration can be tedious and frustrating. Most planters do not have settings for some of these non-traditional plants. Take the time to work it out! You do not want to waste your time by putting on too little and you do not want to waste money by putting on way too much.

**Preventative Planting Acres**
If a cover crop is being planted following a planned corn or soybean crop, check herbicide labels if a pre-emerge was applied. Some of the small seeded cover species may not be able to be planted due to plant back restrictions. Penn State has a great herbicide reference table for cover crops, [http://extension.psu.edu/plants/crops/soil-management/cover-crops/herbicide-persistence/herbicide-carryover-table](http://extension.psu.edu/plants/crops/soil-management/cover-crops/herbicide-persistence/herbicide-carryover-table). The folks at Purdue University have also put out good a reference, “Cover Crops for Prevented Planting Acres,” [https://ag.purdue.edu/agry/extension/Documents/PreventedPlantingCovers2015.pdf](https://ag.purdue.edu/agry/extension/Documents/PreventedPlantingCovers2015.pdf).

**Extra Forage**
There are a couple of options for the early August planting date. A common choice is spring/forage oats. They are usually in the boot stage by mid-October. I have seen from 1.5 to 2 tons dry matter per acre. You can add annual ryegrass to the mix and field peas or clover if higher protein is desired. Planting winter triticale has become popular after corn silage harvest. It is harvested in May just after flag stage emergence (GS 9). We have seen 2-4 tons of dry matter per acre in NY. See the Winter Triticale Forage factsheet at [http://nmsp.cals.cornell.edu/publications/factsheets/factsheet56.pdf](http://nmsp.cals.cornell.edu/publications/factsheets/factsheet56.pdf) for specifics.
<table>
<thead>
<tr>
<th></th>
<th>Drilled</th>
<th>Broadcast</th>
<th>Price/lb.</th>
<th>Winterkill?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Rye Grass</strong></td>
<td>10-20 lbs.</td>
<td>20-30 lbs.</td>
<td>$.80/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Sorghum-Sudangrass</strong></td>
<td>30-40 lbs.</td>
<td>30-40 lbs.</td>
<td>$.60/lb.</td>
<td>Y</td>
</tr>
<tr>
<td><strong>Crimson Clover</strong></td>
<td>12 lbs.</td>
<td>20 lbs.</td>
<td>$1.46/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>White Clover</strong></td>
<td>5-9 lbs.</td>
<td>7-12 lbs.</td>
<td>$4.70/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Red Clover</strong></td>
<td>7 lbs.</td>
<td>10 lbs.</td>
<td>$2.64/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Field Peas/Austrian Winter Peas</strong></td>
<td>120/50 lbs.</td>
<td>140/60 lbs.</td>
<td>$.70/.92/lb.</td>
<td>Y/N</td>
</tr>
<tr>
<td><strong>Hairy Vetch</strong></td>
<td>15-20 lbs.</td>
<td>25-30 lbs.</td>
<td>$2.68/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Forage Radishes</strong></td>
<td>8-10 lbs.</td>
<td>12 lbs.</td>
<td>$2.60/lb.</td>
<td>Y</td>
</tr>
<tr>
<td><strong>Forage Turnips</strong></td>
<td>4-7 lbs.</td>
<td>10-12 lbs.</td>
<td>$2.50/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Oats (Spring/Forage)</strong></td>
<td>80-110 lbs.</td>
<td>110-140 lbs.</td>
<td>$.43/lb.</td>
<td>Y</td>
</tr>
<tr>
<td><strong>Triticale</strong></td>
<td>80 lbs.</td>
<td>110 lbs.</td>
<td>$.52/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Wheat</strong></td>
<td>70 lbs.</td>
<td>100 lbs.</td>
<td>$.33/lb.</td>
<td>N</td>
</tr>
<tr>
<td><strong>Winter Cereal Rye</strong></td>
<td>60 lbs.</td>
<td>85 lbs.</td>
<td>$.30/lb.</td>
<td>N</td>
</tr>
</tbody>
</table>
Commitment to Quality & Service

at Reisdorf Bros. Inc
Since 1912, providing you quality feed and independent service for Western NY Farmers.

Full Line of Complete Feeds at Competitive Prices
“Exclusive” Extruded Full Fat Soybeans
“Steam 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
Middle managers are vital to the success of production agriculture and New York FarmNet is seeking to learn more about the management skills of middle managers. NY FarmNet’s Middle Management Survey requires approximately 20 minutes of your time and is available online now through September 7, 2015. The results of this survey will help NY FarmNet develop training programs for middle managers across New York State. The information is also beneficial to employers seeking to develop training programs outside those offered by NY FarmNet.

This research study, specifically focusing on the perceived skills of middle managers, is a first of its kind. “As farms continue to grow in size and add additional employees, the need for highly trained middle managers is increasing,” stated Ed Staehr, Executive Director of NY FarmNet. Staehr continued by stating that, “Many middle managers are performing invaluable human resource management functions of hiring, firing, motivating, and training employees.” Success in these areas requires a high level of knowledge, skills, and training. Prior research has revealed that the implementation of these vital skills can impact farm profitability. However, many middle managers lack training in these important areas.

Both middle and senior level managers involved in production agriculture are needed to complete this study. New York FarmNet is committed to furthering and developing agricultural managers, equipped with the necessary skillsets to ensure long-term success and sustainability of the agricultural industry. If you are a senior or middle manager and willing to participate in this important research, you can take the survey directly at: https://cornell.qualtrics.com/SE/?SID=SV_3CMkV8vcVN7Zav3

All responses are confidential. If you have any additional questions regarding the survey or its use, please e-mail Ed Staehr at aes6@cornell.edu
Pre-Harvest Field Day

Wednesday, August 26th
Mulligan Farms, 5403 Barber Rd, Avon
10:00 a.m.- 3:00 p.m., No registration necessary

10:00 a.m.- 12:30 p.m.: Under the Tent Talks

Corn Harvest
*Maturity, Hybrid Differences, Digestibility, Harvest Considerations*
Ev Thomas – Oak Point Agronomics, Hammond, NY
Ev Thomas has worked as an agronomist in Northern NY state for 42 years, first with Cornell University Cooperative Extension, then with the William H. Miner Agricultural Research Institute in Chazy, NY, including managing its 680-acre crop operation.

Conventional Hay Crop and Alternative Winter Forage
*Hay-in-a-day, Double Cropping, Triticale and Sorghum, Harvest Factors Affecting Nutrients and Quality*
Tom Kilcer – Advanced Ag Systems, Kinderhook, NY
Tom Kilcer is a Certified Crop Advisor and Certified Pesticide Applicator with 34 years of experience as a Cornell Cooperative Extension multi-county Field Crop and Soils Educator. For the past 3 years as private consultant, he has been conducting cutting edge research on forage, plant nutrition, and bio-industrial crops in partnerships with both university and private industry.

Preservation
*Inoculant & Bunk Plastic Choices*
Todd Ward, Direct Dairy Nutrition Services, LLC, Delevan, NY
Todd Ward serves farms across the North East as an independent dairy nutritionist. He is a registered Professional Animal Scientist and has 25 years of experience working in dairy nutrition.

Poor Fermentation
*Mycotoxins, Binders, what to look for in your Silage due to the conditions of the 2015 growing season*
Max Hawkins, Alltech, Noblesville, IN
Dr. Hawkins works with the Alltech Mycotoxin Management Team providing Risk Assessment and Technical Support at all levels. He brings years of experience that includes not only mycotoxin management but livestock production, nutrition, breeding and genetics covering all livestock species.

12:30 p.m. - 1:00 p.m.:
Lunch off the grill, hamburgers & hotdogs.

1:15 p.m. - 3:00 p.m.:
Harvest Equipment Displays and Information Presentation

Attendees will have time after lunch to walk around the equipment on display and then each dealer will highlight the features of their harvesting equipment and answer questions. They will inform the audience of the distinctive features of harvesting machinery, processing units, maintenance points, calibration and on-board technology. For more information visit www.nwnyteam.org.
Forage Strategies – A Brew of Needs, Weather and Machinery

By: Jerry Bertoldo

Our frustrating summer weather will add extra challenges to the corn harvest on top of the hay crop woes already in the mix. Maturity figures in heavily towards what nutrient values can be expected at harvest while the dry matter can greatly impact the type of fermentation and the quality of what is fed out.

The growing conditions will most likely change the corn maturity timeline, kernel starch characteristics, fiber digestibility and increase the risk of mycotoxins. How your particular hybrid selection will feed out of the bunk, silo or grain bin can be influenced by the harvest date and processing used. Dry matter, kernel harness and stover lignification will change the preservation and feed out characteristics of corn whether it is processed or not, what type of processor is used, what the length of cut is or how “tight” the processing is set.

Hay crop is not a once a season event like corn. This year has made putting up haylage dicey and making dry hay a bad word. Hay-in-a-day with its wide swathing, unconventional times of cutting and out of the box processing ideas may have been the best answer to making haylage in these weather conditions.

Relentless attention to packing, inoculant use, organic acid application and quick covering with plastic (especially oxygen barrier ones) will help level out the negative impacts inherent with variations from ideal harvest conditions.

Potential forage shortages will spike interest in alternative crops such as fall planted triticale and integrating forage sorghum both capable of providing high yields and competing with traditional hay crop species and corn respectively.

The NWNY Team in cooperation with area farm equipment dealers and agriservice specialists has organized a Pre-Harvest Field Day to help producers sort out these issues and opportunities. This will be an excellent opportunity for farm employees and owners/managers alike to come out and hear from some of our top regional experts on what they can do to ensure that what goes into storage will come out as high quality feed as possible. Hope you can join us!
Register Now for:
Beef Quality Assurance Training
Empire Farm Days

Tuesday, August 11, 4:00 - 7:00 p.m.

This 3 hour BQA training opportunity includes classroom & chute-side training with Cornell University Beef Extension Specialist Dr. Mike Baker.

“This new training opportunity at Empire Farm Days is a great way to expand on the cattle handling education demonstrations and provide added value to the beef producers attending the show,” says NY Beef Council ED Carol Gillis.

The 4:00 - 7:00 p.m. program will conclude with beef sandwiches for participants. To receive certification, BQA program participants will need to demonstrate their ability to give a subcutaneous injection.

To register for this special training opportunity, contact Carol Gillis at 315-339-6922 or cgillis@nybeef.org

Manure Pit Safety Demonstration
Benton Fire Department
Monday, August 17, 7:00 p.m.

NECAS Agricultural Safety Director Dan Neenan will offer the 2 hour safety education demonstration while Tom Eskildsen, Soil & Water and Nancy Glazier, CCE’s NWNY Team, will discuss the county’s current availability of monitoring and training, in particular the concern of the high levels of Hydrogen Sulfide with Gypsum bedding.

Attendees will learn critical information about the hazards of working around manure pits, the importance of air quality monitoring, and the need to know how to properly use breathing apparatus, harnessing, and rigging.

For more information, please contact Office of Emergency Management at 315-536-3000 or e-mail Tom Eskildsen at teskildsen@rochester.twcbc.com.

Eliminate the guesswork.
Agro-One provides soil, manure, plant tissue, and water analysis.

Now offering SLAN and Solvita soil testing.
Contact us for more information.

Agro-One
Agronomy Services
Measurement to Management
www.dairyone.com | 1-800-344-2697
www.facebook.com/dairyone
Livestock Behavior Expert Dr. Temple Grandin to Visit Ontario County

Speaking events open to farmers, autism advocates, and general public

**Thursday and Friday, September 17 & 18, 2015**

World-renowned animal behavior expert Dr. Temple Grandin will speak at several locations in Ontario County, on September 17 & 18, 2015. An ardent advocate for the humane treatment of animals and one of the most widely-recognized autistic professionals in the country, Grandin is a noted speaker and author of many books including *Humane Livestock Handling* and *Animals Make Us Human*. She is a professor of Animal Science at Colorado State University and also designs livestock systems that more closely match the natural instincts of livestock, reducing stress and unintended injuries.

Temple Grandin will speak at three different events during her visit to the region:

**Livestock handling talk and farm walk-through**

**Thursday, September 17, Noon – 3:30 PM**  
Lawnhurst Farms, LLC, 4124 County Rd. 5, Stanley

This event is designed for dairy and beef farmers to help them improve livestock handling. There will be time after the program for questions and book signing.

Cost: $25 per person, includes a BBQ Beef lunch. Space is limited & lunch will be guaranteed only for those who pre-register. Please register by September 10, 2015 at www.nwnyteam.org or by writing out a check payable to CCE and mailing it with names of attendees to CCE-Genesee Co., Attn: Cathy Wallace, 420 E Main St. Batavia, NY 14020.

**Public lecture**

**Dr. Temple Grandin: My Life with Autism & the Livestock Industry**  
**Thursday, September 17, 7:00 PM**

Vandervort Room

Hobart and William Smith Colleges, Geneva

This event is free and open to the public. Dr. Grandin will have time to meet participants and sign copies of her books.

**2015 Happiness House Autism Conference**

**“Thinking Across the Spectrum”**

**Friday, September 18, 8:30 AM**

Keynote address by Dr. Temple Grandin  
Crosswinds Wesleyan Church  
3360 Middle Cheshire Rd., Canandaigua

A conference on autism for families and professionals presented by Happiness House in Canandaigua. Conference details available at: www.happinesshouse.org

These events are independently hosted by Cornell Cooperative Extension Northwest New York Dairy, Livestock and Field Crops Team and Happiness House, with support from the Northeast Dairy Beef Quality Assurance Contract through the Beef Checkoff, Hobart and William Smith Colleges’ Global Initiative on Disability, Finger Lakes Institute, and Upstate Niagara Cooperative, Inc.
Beef Quality Assurance – The Right Thing to Do

By: Nancy Glazier

Beef Quality Assurance is a national program that provides training to beef cattle producers in food safety, proper cattle handling techniques, handling of animal health products, injection sites, and record keeping. The goal of this program is to maximize consumer confidence and acceptance of beef by focusing the producer's attention to daily production practices that influence the safety, wholesomeness, and quality of beef and beef products. Many beef cattle buyers, feeders, packers, and retail outlets are requiring that the beef they purchase be produced by BQA certified cattle producers. Also, many "added value" sale opportunities for feeder and stocker cattle require BQA certification.

The NWNY Team is working with the NYS BQA committee to conduct A BQA in a Day training during Empire Farm Days. The training will take place in the Beef Tent from 4 – 7 pm and will include the classroom and chuteside portions. Upon completion, all participants will become level 1 certified. After submission of the Veterinary Client Patient Relationship form signed by your vet, you will become level 2 certified. To register contact Carol Gillis, Executive Director of the NY Beef Council at 315.339.6922 or cgillis@nybeef.org. Only those registered are guaranteed a free beef dinner!

The state committee is again planning October as BQA Month! Though it won’t be October yet, our kick-off event will be A BQA in a Day training at Runnings, 3191 County Rd 10, Canandaigua on Saturday, September 19. The event will run from 10 am – 2 pm and include a free lunch for those registered, thanks again to our sponsors. This will be a unique opportunity for the public to learn about beef production, too, where they can stop by and watch and talk to industry experts to get their questions answered. To register for this event, contact Nancy Anderson, CCE Ontario at 585.394.3977 x427 or nea8@cornell.edu.

I will be conducting trainings during October and am looking for sites around the 10 counties. One is already planned in Bloomfield, Ontario County and possibly 2 in Yates County. If you are interested in becoming certified or hosting, please let me know! This could also include a Dairy BQA. My contact information is 585.315.7746 or nig3@cornell.edu.
AUGUST 2015

1  Orleans County Fair, www.orleans4-hfair.com
5-9  Niagara County Fair, www.cceniagaracounty.org
6-9  Monroe County Fair, www.mcfair.com
10-15  Wayne County Fair, www.waynecountyfair.org
11-13  Empire Farm Days, Rodman Lott & Son Farms, 2973 State Route 414, Seneca Falls. Free Admission, Parking $10
11  BQA in a Day at Empire Farm Days, 4:00 - 7:00 P.M., (in the Beef tent). Contact: Carol Gillis: 315-339-6922 or cgillis@nybeef.org. See page 17 for more details.
15-22  Wyoming County Fair, www.wyomingcountyfair.org
17  NYCAMH Manure Pit Safety Demo, 7:00 p.m., Benton Fire Hall, Benton Center. Contact: Nancy Glazier: 585-315-7746. See page 17 for more details.
20  NY Corn & Soybean Crop Tour, Swede Farms, LLC, Pavilion
26  Pre-Harvest Field Day, 10:00 a.m. - 3:00 p.m., Mulligan Farms, 5403 Barber Road, Avon. For more details see page 14.

SEPTEMBER 2015

2  Soil Health Field Day, 12:30 p.m. - 6:00 p.m., Dueppengiesser Dairy Company, 7835 Butler Road, Perry. RSVP by: August 19. Contact: Wyoming Co. SWCD: 585-786-5070 orwcswd@frontiernet.net
17  Temple Grandin Visit, 12:00 - 3:30 p.m., Lawnhurst Farms, LLC, 4124 County Road #5, Stanley. RSVP by: September 10. For more details see page 18.
17  Dr. Temple Grandin: My Life with Autism & the Livestock Industry, 7:00 p.m., Vandervort Room, Hobart and William Smith Colleges, Geneva. Free and open to the public. For more details see page 18
18  Happiness House Autism Conference “Thinking Across the Spectrum”, Keynote Speaker: Dr. Temple Grandin, 8:30 a.m., Conference details at: www.happinesshouse.org
19  BQA in a Day at Runnings, 10:00 a.m. - 2:00 p.m., 3191 County Road #10, Canandaigua. Contact: Nancy Anderson: 585-394-3977 x427
19  Livingston Co. Farm Fest, 10:00 a.m. - 3:00 p.m., Noblehurst Farm, Craig Road, York
26  Fun on the Farm, 11:00 a.m. - 4:00 p.m., Black Brook Farm, 4556 Kyte Road, Shortsville