

# CENTRAL NEW YORK DAIRY NEWS



September / October 2013 Volume 6 Issue 2

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## **The Academy for Dairy Executives**

Do you know a younger person who is or will be stepping into a management role on a dairy farm? The Central New York Dairy & Field Crops Team is working with PRO-DAIRY to offer *The Academy for Dairy Executives* program for the first time in Central New York. This program provides training and education in the areas of business management and financial management. This program has received rave reviews where it has been offered before.

### **Topics Covered in 3 Sessions Over 5 months**

- Family Business Management and Communication
- Financial Assessment
- Budgeting and Decision Making
- Building Effective Employee Teams
- Business Risk Management
- Strategic Planning

**Applications are now being accepted for the Central New York Academy to begin November 2013. For more information visit: [www.ansci.cornell.edu/prodairy/academy](http://www.ansci.cornell.edu/prodairy/academy) or contact Betsey Howland at [BLH37@cornell.edu](mailto:BLH37@cornell.edu) or (607) 592-6222. Applications due October 10, 2013.**

## **NYSERDA Money Available: It's a Great Deal!**

The New York State Energy Research and Development Authority has money available to help you improve energy efficiency on your farm. The NYSERDA Agricultural Energy Efficiency Program (AEEP) offers assistance in identifying electric and natural gas energy efficiency measures to eligible farms, including dairy farms. To qualify you must be paying a Systems Benefit Charge (SBC). Review your electric and/or your natural gas bill and you should find the SBC charge listed in the details of the bill. Few dairy farms have natural gas service. This program will more often apply to electric energy use and most all dairy farms qualify. There are only a few areas where farms receive power from a local electric cooperative where the SBC may not apply, although most farms in our area will qualify.

Once this program depletes the funds available for these incentives no further projects will be funded. So, get on board now before it's too late. This is an excellent program and I have witnessed many farms benefiting from it. Incentives are available to offset the cost of equipment or projects, including energy efficient facility and productivity improvements and expansions that support electric and natural gas efficiency improvements. Incentives are provided on a cost-shared basis up to \$250,000 per farm. They are cost-shared at a level of 75% of project costs based on the results of a site specific analysis or audit.

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Examples of the types of equipment that are eligible include such items as: Variable Speed Drive (VSD) for Milk Vacuum Pumps, VSD for milk transfer pumps, scroll compressors, compressor heat recovery, efficient lighting systems, plate coolers, ventilation fans, and many other energy efficient items.

If you plan on replacing any equipment of this type or plan on adding new equipment (such as fans—think of the heat waves this summer), now is the time to act. I can't imagine you will find a better deal (after cost-share) than is available now.

You must fill out a paper application (& mail it in). For questions or assistance you can call 1-800-732-1399. You can also review the details of this program online at: <http://www.nyserda.ny.gov/> Once connected to the site, you'll want to search for the PON 2644 Agricultural Energy Efficiency Program (AEEP). All the details of the program are outlined there.

## **Forage Shortfalls Again?**

Last year some people were short of forage because of the dry weather. This year some people will be short of forage because of the wet weather that delayed corn planting or caused some fields to not be planted at all. The strategies to deal with the shortfalls are pretty much the same.

Preserve what you harvest by following good storage and preservation practices. Determine your inventory and make plans earlier, rather than later, if you know you will be short of feed. Consider harvesting late cuttings of hay crop this fall. Consider the use of forage extenders in your ration. Wet brewers, soy hulls, citrus pulp, beet pulp, wheat midds, cottonseed, and other ingredients can stretch your forage supply if you add them early on. The forage they replace adds up over time. Consider heavier culling. Again, earlier culling will save forage over the long haul. Also, see if you can buy nearby corn for silage. Much of the late planted corn will have to be harvested for silage because it will not mature enough for grain. If you're looking for some guidance on how to price corn silage contact the office and ask for a fact sheet titled "How Do I Price Corn Silage?"

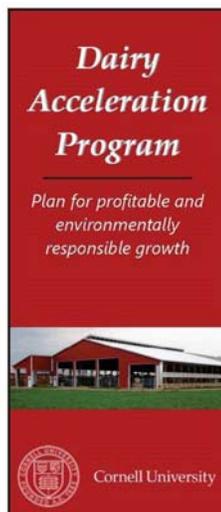
## **Immature Corn Silage**

Dr. Larry Chase from The Department of Animal Science offers the following tips for dealing with it.

- Immature corn silage will vary both in nutrient composition and dry matter content. Typically, it will be higher in crude protein, NDF and sugar but lower in starch than "normal" corn silage.
- Dry matter content will usually be low (< 30% DM) in immature plants. Ensiling wet corn silage can result in unusual fermentations and the resulting silage may cause decreased dry matter intake when fed to cows.
- Try to hold off on harvest until whole plant dry matter is > 32-34%.
- Forage analysis is essential to characterize the immature corn silage on your farm and determine how it can best be used in dairy rations.
- The energy value will probably range from 80-95% of normal corn silage.
- The economic value will be about 85% of normal corn silage before adjusting for dry matter content.

## Dairy Acceleration Program

The Dairy Acceleration Program is an initiative of Governor Cuomo, in partnership with the NY Department of Agriculture and Markets and the NYS Department of Environmental Conservation. The program is designed to enhance profitability of New York dairy farms and to maintain a commitment to environmentally responsible growth.



Funds may be used to:

- Hire a qualified business consultant to analyze feasibility of growth.
- Develop an initial combined evaluation of farm financial and environmental needs.
- Develop a Comprehensive Nutrient Management Plan (CNMP).
- Update a CNMP with the assistance of an AEM certified planner.
- Develop design plans for new construction or to remodel facilities to support production growth.
- Create a farmstead development plan.

To be eligible, the business must be a dairy cattle farm. They must have complete financial records for business planning. Preference is given to farms under 300 cows. You must complete and submit an application.

The Dairy Acceleration Program funding covers 80% of a project's cost. The farm is responsible for 20% of the project cost, which is paid directly to the service provider, including any in excess of established limits.

### Payments may include:

- **up to \$5,000 per farm to write a business plan or to develop a combination of a business and facility growth plan.**
- **Up to \$6,000 to develop a new Comprehensive Nutrient Management Plan (CNMP) for farms under 300 cows.**
- **Up to \$4,500 to update an existing CNMP for farms under 300 cows.**
- **Up to \$3,600 for an initial and combined evaluation of financial and environmental needs of the farm for farms under 300 cows.**

An application is available online (preferred), however it can be printed out and mailed to :

PRO-DAIRY Dairy Acceleration Program  
272 Morrison Hall  
Cornell University  
Ithaca, New York 14853

For more information, see:  
[http://ansci.cornell.edu/prodairy/dairy\\_acceleration/](http://ansci.cornell.edu/prodairy/dairy_acceleration/)

Call the Dairy Acceleration Program at (315) 683-9268  
or email: [dap@cornell.edu](mailto:dap@cornell.edu) for more information.



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