

Cornell Cooperative Extension

Central New York Dairy, Livestock and Field Crops

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January 2, 2020

To: Central New York Agricultural Businesses

From: David R. Balbian, Area Dairy Management Specialist, Cornell Cooperative Extension,
Central New York Dairy, Livestock & Field Crops Team

Re: **2020 Central New York Dairy Day**

Enclosed you will find an announcement of our upcoming 13th Annual Central New York Dairy Day. Our focus is strictly on dairy production & economic issues facing the dairy industry.

We will again have our traditional agribusiness trade show. Exhibit tables will be available for you that are covered with a white tablecloth. The tables are 6 feet by 2.5 feet. Electrical outlets are available, but be prepared to run an extension cord in some instances. The room will be set up some time during the night before, so you may set up your exhibit anytime after 7:00 a.m. on the morning of March 10th as long as you are completely set up by 10:00 a.m. The trade show opens at 10:00 a.m.

Some of you folks and/or your employees have PAS certification with ARPAS (American Registry of Professional Animal Scientists). As an added bonus this event has been approved for 2 PAS continuing education credits. Events like the annual Cornell Nutrition Conference are approved for credits. This program provides another opportunity for those credits to be earned.

The fee to have an exhibit at the trade show will be \$100. Below is an attached registration form for the trade show. Please follow the instructions below.

Please **include a business card** that we can scan and put in the program. Please do not staple the card to your registration. If a card is not available, please fill out the following:

Company Name: _____

Your Name (or the person that will be there): _____

Company Address: _____

Contact Information (phone, email): _____

If you would like to be listed as a program sponsor, but **DO NOT** want to have an exhibit table please place an X here _____.

Make checks payable to Cornell Cooperative Extension (\$100 per sponsor, even if you do not want to have an exhibit at the event) and mail it with this form to: Cornell Cooperative Extension of Herkimer County, 5657 State Route 5, Herkimer, NY 13350. To register online and pay with a credit card see <http://cnydfc.cce.cornell.edu>. Scroll down to the bottom of the page and click on "Sponsorship." There you will find the 2020 Dairy Day event. When paying online, please scan your business card and email it to herkimer@cornell.edu or you may mail it to the above address.

Your exhibitor's fee **does not** include registration for the program. You and any of your staff that attend will need to register (use the registration form in the enclosed announcement) by filling out the registration form and enclosing \$30 per person. (Or, register online.) **To guarantee your listing in the program, please return this form by March 6, 2020 to be a Central New York Dairy Day Sponsor.**

Dairy, Livestock and Field Crops Team of Cornell Cooperative Extension serving
Chenango, Fulton, Herkimer, Madison, Montgomery, Otsego, Saratoga and Schoharie Counties

2020 Central New York Dairy Day

How can YOU improve your milk price and milk income?

When: Tuesday, March 10, 2020
10:00 am – 3:00 pm

Where: The Otesaga Resort Hotel, 60 Lake St., Cooperstown

Cost: \$30 per person (includes the best buffet lunch you will ever eat!)

AGENDA

10:00 a.m. **Trade Show Opens, Registration, Coffee & Danish**

11:00 a.m. **Pathogen based treatment and milking time audits can improve milk income.**

Dr. Rick Watters DVM, Quality Milk Production Services, Warsaw, NY

11:45 a.m. **How can I boost my butterfat percent while not decreasing milk production? Old wives' tales on what depresses butterfat & how to improve it.**

Dr. Tom Overton, Animal Science, Cornell University

12:30 p.m. **Lunch & visit Trade Show**

2:00 p.m. **Think you can't affect milk protein percent? Think again. With milk protein values up in value it can pay again to go after a boost in milk protein. Are there other benefits as well?**

Dr. Chuck Schwab, Emeritus Professor, University of New Hampshire

2:45 p.m. **Final wrap up questions / discussion**

3:00 p.m. **Adjourn**

Registration must be received in the office by Friday, March 6, noon. NO EXCEPTIONS

This program qualifies for 2 PAS Continuing Education Credits from the ARPAS office in Illinois.

Registration is \$30 per person (includes lunch): Pre-registration is required!

Please fill out the registration form below and return it along with your check payable to CCE to:

Cornell Cooperative Extension of Herkimer County, 5657 State Route 5, Herkimer, NY 13350

Pay with credit card online at <https://cnydfc.cce.cornell.edu/event.php?id=987>

Please call 315.866.7920 if you have any questions.

Registration must be received in the office by Friday, March 6, noon. NO EXCEPTIONS

Organization/Farm: _____

Name _____ Number attending: _____ @ \$30.00/person Total: \$ _____

Address _____ City _____ NY Zip _____

Phone _____ Email _____

Cornell Cooperative Extension of Herkimer County
5657 State Route 5
Herkimer, NY 13350

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RETURN SERVICE REQUESTED

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Register for meetings online and pay by credit card. Find this event and more at the Central New York Dairy, Livestock & Field Crops Team website: <http://cnydfc.cce.cornell.edu/> Find the meeting you want under "Upcoming events" and follow the instructions to register & pay online. Credit card payments accepted online only, not at the CCE Office.

Find us online at: <http://cnydfc.cce.cornell.edu/>

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and individuals with Disabilities and provides equal program and employment opportunities
Please contact the Cornell Cooperative Extension if you have any special needs.