



Credit: <https://usjerseyjournal.com/farm-safety-a-risk-with-consequences/>

## Rethinking Farm Safety

Kaitlyn Lutz

I was inspired to write about farm safety this month due to a very unfortunate accident. Last month, a young dairy farm employee was attacked and killed by a protective dam when she was attending to her calf.

The fact that I'm only inspired to write about farm safety after a horrific accident is part of the problem. Like many things in life, we put them on the back burner until the stove catches on fire and we're in emergency mode hoping our house doesn't burn down. Cue OSHA.

You all are aware of how dangerous farming is. You, sadly, are likely to all know someone who has been injured or lost their life due to a farming related accident. So, instead of quoting the numbers, let's talk about safety in a different way. Safety is a culture.

Take the maternity example. This could happen to anyone on any farm; however, let's think about the factors that play into creating a culture of safety to decrease risk. We can break it down into three areas that interplay - the herd, the people and the facilities.

**Herd** - Are your animals used to being treated in a low-stress manner? Are the maternity pens facilitating normal behavior to decrease stress (i.e., calving blinds)? If the answer is no, then your risk is higher.

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## Rethinking Farm Safety Cont.

**People** - Are your supervisors setting an example of low-stress handling for your new employees? Are employees trained in stockmanship - and not only in “perfect” conditions? If the answer is no, then your risk is higher.

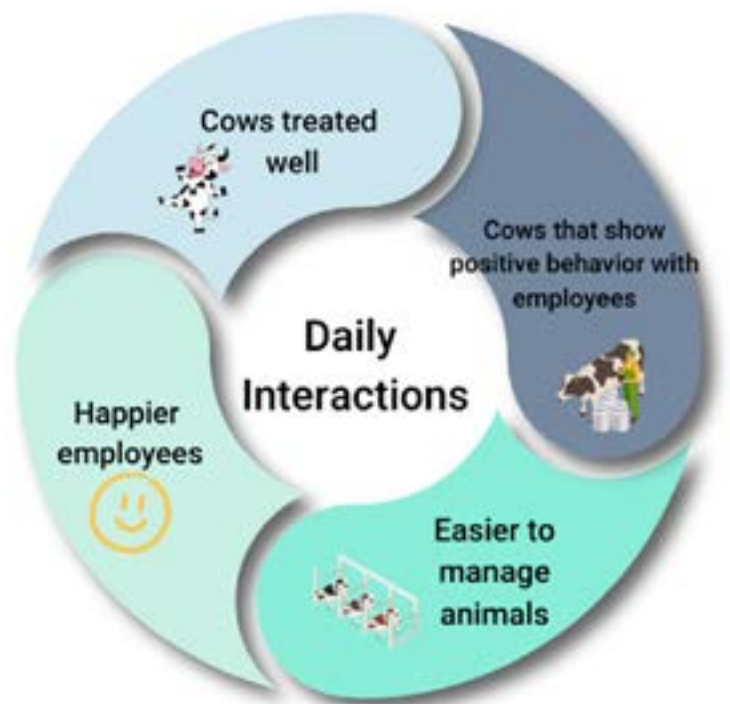
**Facilities** - Are your cows freshening in an area where they can separate themselves from others? Is the maternity pen clean and quiet? Are there escape routes (i.e., man-passes) in all your maternity pens? If the answer is no, then your risk is higher.

All these areas are interrelated, and I think it’s time we started to think deeply about the culture we are creating on our dairies. A study from 2012 done in New Zealand interviewed over 50 dairy farm employees, managers and owners with the goal of understanding how a dairy can create a positive culture to improve animal welfare. The reason they did the study was due to an increase in animal welfare issues and complaints on several dairy farms associated with one co-op. What they found through analyzing the interviews was that everyday interactions between animals, people and facilities really controlled welfare outcomes for both people and animals. Although this study looked at animal welfare culture, I think the same interactions directly apply to safety.

The diagram shown here looks like common sense, but is your dairy really where you want it to be in the areas of cow health, management and behavior? How about employee well-being? If not, where do we start? Maybe your employees aren’t as engaged as you’d like, maybe there are too many down cows due to slip injuries or maybe you’re frustrated with the parlor efficiency. Maybe the low hanging fruit is making some housing improvements so your employees can rest better, regrooving floors to reduce stress and injury or adjusting the holding area to improve cow flow. Each of these

upgrades directly affects these three areas of facilities, people and cows both mentally and physically.

A team of industry partners, including Cornell’s Ag Workforce Development and the NWNY team, is working together to develop a more systematic approach to farm safety that we can share with NY farms. We work in a risky industry and cultural change is slow, but we can only do it together. I look forward to working with you to help improve the culture of safety within your operation.



*Adapted from Burton et. al., 2012.*

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Hello!

As you've all probably heard, Nicole Tommell and I are working on a NYFVI grant to collect Cash Rent and Custom Harvest Fee survey data from farms across New York. To date, there is limited information available about rental rates and fees for crop harvesting. Farms can use this valuable information for their farm business planning to help improve decision making and profitability.

<https://farmbusiness.cornell.edu/cashrates/>

We're asking for help in distributing this survey through your newsletters, media outlets, farmer contact lists, agribusiness groups, presentations, social media, and word of mouth. The data that we collect, and the subsequent reports/findings/resources will be helpful for all of us to answer that call of "what's the average rental rate in my area" and "how much do people charge to combine oats".

Our central website for this project will be: <https://farmbusiness.cornell.edu/cashrates/>. Here we will include survey updates and resources as we continue to go along. Additionally, there are helpful outreach materials including printable surveys, newsletter versions, social media posts, email blurbs, and more. Please feel free to use any and all of the materials there.

We appreciate your help in spreading the word and will continue to populate the site with additional marketing materials!

Katelyn and Nicole



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## Optimizing Nitrogen Use with Pre-Sidedress Application

Jodi Letham

As the 2024 growing season is in full swing, managing nitrogen (N) effectively is crucial for farmers looking to maximize their crop yields and minimize environmental impacts. Pre-sidedress nitrogen application (PSNT) is an approach that helps improve nitrogen use efficiency, ultimately benefiting both crops and the environment.

PSNT involves adjusting nitrogen application rates based on soil nitrate levels measured before sidedressing. This ensures crops get the right amount of nitrogen when they need it most, reducing the risk of nitrogen leaching into the environment (Roberts & Vitousek, 2021). Applying nitrogen closer to the crop's peak demand period, such as the V6 to V8 growth stages in corn, ensures that the nutrient is available during critical growth periods, leading to better growth, higher yields, and improved crop quality (Smith et al., 2020). Additionally, optimizing nitrogen use with PSNT can cut down on fertilizer costs by preventing over-application, boosting farm profitability (Johnson & Morris, 2019).

Several best practices can help maximize the benefits of PSNT. First, conducting soil nitrate tests before sidedressing is essential to determine the existing nitrogen levels, enabling more accurate application rates (Roberts & Vitousek, 2021). Timing the nitrogen application is also key. Applying it when the crops are at the V6 to V8 growth stages ensures it's available when the plants need it most (Smith et al., 2020). Farmers might also consider split applications, with some nitrogen applied at planting and the rest during sidedressing, to improve efficiency and minimize losses (Johnson & Morris, 2019). Using nitrogen stabilizers, such as urease inhibitors or nitrification inhibitors, can further reduce nitrogen losses and enhance uptake by crops (Roberts & Vitousek, 2021).

Despite its advantages, PSNT does present some challenges. Weather conditions, particularly rainfall, can significantly affect PSNT effectiveness. Heavy rains can cause nitrogen to leach away, while dry conditions can limit its availability. Monitoring weather patterns and adjusting nitrogen

strategies accordingly is essential (Smith et al., 2020). Maintaining good soil health through practices like cover cropping, reduced tillage, and adding organic matter can also improve soil structure and nutrient availability, supporting better nitrogen management (Johnson & Morris, 2019). Additionally, utilizing precision agriculture tools, such as GPS-guided equipment and soil sensors, can improve the accuracy and efficiency of nitrogen application, reducing waste and improving crop outcomes (Roberts & Vitousek, 2021).

Pre-sidedress nitrogen application is a valuable practice for enhancing nitrogen use efficiency and boosting crop yields. As we move through the 2024 growing season, implementing best practices for PSNT—like soil testing, timely application, and using stabilizers—can help farmers manage nitrogen more effectively and increase profitability. Addressing challenges such as weather variability and leveraging technological tools can further enhance the benefits of PSNT, contributing to more sustainable farming practices.

Johnson, R., & Morris, T. (2019). Economic impacts of optimized nitrogen application in corn production. *Journal of Agricultural Economics*, 74(3), 355-367.

Roberts, T. L., & Vitousek, P. M. (2021). Managing nitrogen for sustainable agriculture. *Soil Science Society of America Journal*, 85(1), 1-16.

Smith, D. R., James, R. E., & Lee, C. D. (2020). Timing and methods of nitrogen application in corn production. *Agronomy Journal*, 112(2), 645-656.



Figure 1: PSNT samples need to be taken over 12-inch depth when the corn is 6-12 inches tall to provide an accurate prediction of nitrate availability from organic N. <http://nmsp.cals.cornell.edu/publications/factsheets/factsheet3.pdf>



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**Clean Titan**

**High HP**

**2015 MACK TITAN TD713 w/36" SLEEPER:** 605 HP Mack MP10; 18-Spd. Manual Transmission; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 246" WB; Dual Exhaust & Air Cleaners; 3.91 Ratio; Wetline; 274,608 Miles; Stk. # 6957 - **\$125,000**



**6,200 Gal. Alum. Fuel Tanker**

**2014 PETERBILT 367 FUEL TANK TRUCK:** Clean; Cummins ISX 550 HP; 18-Spd. Manual TRI-DRIVE; Double Frame Fuel Tank Truck w/Aluminum 6,200 Gal. Fuel Tank; (5) Compartments; (2) Reels; 20K Front Axle; 69K Full Locking Rears; Air Ride Susp.; 353,819 Miles; Stk. # 6938 - **\$95,900**



**Super Clean Fuel Truck**

**2007 MACK CTP713 FUEL TANK TRUCK:** Mack MP-405M; Allison Auto. Trans.; Clean, Double Frame Fuel Truck w/Allweld Manufacturing 4,700 Gal Fuel Tank (5) Compartments; 18K F/A; 46K Rears; Air Ride Susp.; 274" WB; 182" CT; 23"6" Frame Behind Cab; 209,176 Miles; Stk. # 6916 - **\$69,900**



**14K/46K Rears**

**500 HP**

**2014 KENWORTH T880 DAYCAB:** 500 HP Paccar MX13; 18-Spd. Manual; 14.6K F/A; 46K Full Locking Rears; Kenworth 8-Bag Air Ride Susp.; 12R22.4 Front Tires; 11R22.5 Rear Tires; 202" WB; 3.91 Ratio; 507,195 Miles; Stk. # 6965 - **\$59,900**



**Low Mile Mixer**

**2009 INTERNATIONAL PAYSTAR 5600i;** Cummins 430 HP; Engine Brake; Allison Automatic Trans.; 20K F/A; 65K Rears; Hendrickson Spring; 244" WB; PTO; Double Frame; Supreme 1400T Tailgate Chute; (2) Mixing Augers; Wide Rear Conveyor; 35,054 Miles; Stk. # 6901 - **\$119,500**



**4,400 Gal. Tanker**

**2008 PETERBILT 365 TANK TRUCK:** Double Frame w/4,400 Gal. Steel Tank; Cummins 410 HP; 13-Spd.; 14.6K F/A; 44K Full Locking Rears on Air Trac Susp.; 228" WB; 156" CT; 21" Frame Behind Cab; PTO; 529,094 Miles; Stk. # 6857 - **\$44,900**



**2000 PETERBILT 357 w/KUHN KNIGHT V180 VERTICAL FEED MIXER;** Truck Scale System; Cummins ISM (Recent In-Frame Overhaul); Allison Auto. (Reman Veller Trans.); 20K F/A; 46K Rears; 397,000 Miles; 6,889 Hours; Stk. # 6829 - **\$63,900**



**133,000 Miles**

**Allison Auto.**

**2008 INTERNATIONAL WORKSTAR 7600 DAYCAB:** 425 HP Cummins ISM; Allison 4500RDS Auto.; 20K F/A; 46K Locking Rears; Hendrickson Haulmaxx Susp.; 216" WB; 140" CT; 16" Frame Behind Cab; 4.78 Ratio; Wetline; 133,266 Miles; Stk. # 6973 - **\$54,500**



**Reman Detroit**

**Allison Auto.**

**2007 WESTERN STAR 6900 CAB & CHASSIS:** XD TRI-DRIVE; Double Frame; 490 HP Reman Detroit 14L Engine In 2015; Allison RDS4500 Trans.; 20K F/A; 69K Full Locking Rears; 272" WB; 330" Bridge; 25'6" Frame Behind Cab; Front Engine PTO; 7.17 Ratio; Stk. # 6481 - **\$62,500**



**Heavy Spec Auto.**

**42,000 Miles**

**2002 INTERNATIONAL 2574 CAB & CHASSIS:** Double Frame; 335+ HP Cummins ISM; Allison 4560P 5-Spd. Auto.; 20K F/A; 46K Full Locking Rears; Hendrickson Spring Susp.; 5.38 Ratio; 252" WB; 20'6" Frame Behind Cab; 174" CT; 42,229 Miles; Stk. # 6929 - **\$58,900**



**46K Rears**

**2013 PETERBILT 367 DAYCAB:** Very Clean; 390 HP Cummins ISX; Allison Auto. Trans.; 212" WB; 20K F/A; 46K Full Locking Rears; Wetline; Air Trac Susp.; 18,400 lb. Chassis Weight; 15' Frame Behind Cab; 130" CT; 213,229 Miles; Stk. # 6768 - **\$74,900**



**2015 WESTERN STAR 4900SB TRI-DRIVE DUMP TRUCK:** Double Frame; 560 HP Detroit DD16; 18-Spd. Manual; 20' Tub Style Steel body; 20K F/A; 57K Full Locking Rears; Plumbed For Pup Trailer; AirLiner Susp. 355,813 Miles; Stk. # 6780 - **\$91,900**



**2014 PETERBILT 367 DOUBLE FRAME SLEEPER TRUCK:** 48" Flat Top Sleeper; 550 HP Cummins ISX Engine; 18-Spd. Manual; 14.32K F/A; 46K Full Locking Rears; Neway Susp.; 232" WB; 436,000 Miles; Stk. # 6794 & 6795 - **\$51,900 EACH**



**Clean Garbage Trucks!**

**(2) 2007 INTERNATIONAL 7400 REFUSE TRUCK:** Hell 20-Yd. Rear Load Packer; DT466 260 HP; Allison Automatic Trans.; 12,350 lb. F/A; 46K Rears; Hendrickson HN Susp.; Double Frame; 198" WB; 130" CT; 14"6" Frame Behind Cab If Packer Removed; 5.57 Ratio; 105,000/91,000 Miles; Stk. # 6953/6954 - **\$34,900**



**Tri-Drive Vac Truck**

**2015 FREIGHTLINER 114SD TRI-DRIVE VAC TRUCK:** with Vac-Con System; 470 HP Detroit DD13; Eaton Fuller Auto. Trans.; Dumping Tank; Fresh Water Tanks; Dynablast 420,000 BTU Boiler; Telescopic Boom w/8" Suction Hose; 20K F/A; 69K Locking Rears; AirLiner Susp.; 4.56 Ratio; 160,524 Miles; Stk. # 6917 - **\$129,900**



**44,000# Rears**

**Qty. (3)**

**45,000 Miles**

**(2) 2007 MACK CHN613 DAY CAB TRACTOR;** Low Mileage; 380/410 HP Mack AC; 13-Spd. Manual; 14K F/A; 44K Rears On Camelback Susp.; 210" WB; Wetline; 63K/45K/53K Miles; Stk. # 6873/6872/6895 - **\$42,900**



**Low Mile/Hr. Packer**

**2012 MACK LEU613 PACKER:** Double Frame; Labrie Side Load Packer; 20K F/A; 46K Rears; Haulmaxx Susp.; Allison Auto. Trans.; LH/RH Side Drives; 212" WB; 180" CT; 20'6" Frame Behind Cab if the Packer is Removed. **\*\*\*HP Can Be Increased to 395-425 with Wetlure Flash\*\*\*** 59,375 Miles/13,276 Hours - **\$48,850**



**Long Heavy Spec**

**Allison Auto.**

**2009 MACK GRANITE GU813 CAB & CHASSIS:** Double Frame; Mack 395 HP; Allison Auto.; 20K F/A; 46K R/A; Air Ride Susp.; 280" WB; 20'6" Frame Behind Muffler; 174" Frame Behind Muffler To Center of Trunnion; 169,543 Miles; Stk. # 6550 - **\$58,900**



**24 ft. Alum. Box**

**2004 STERLING L9500 DUMP TRUCK:** Double Frame; Mercedes OM 460LA 18-Spd. Manual; 24' All-Alum. Body w/60" Sides and 6" Sideboards; Tarp; 20K F/A; 46K Locking Rears; Hendrickson HN Susp.; (4) 11K Steerable Lift Axles; 425/65R22.5 Front; 11R24.5 Drive Tires; 310" WB; 246" CVT; 24'6" Frame Behind Cab; 583,000 Miles; Stk. # 6931 - **\$69,900**



**Heavy Spec Chassis**

**NO RUST**

**2007 STERLING LT9500 CAB & CHASSIS:** Clean; Double Frame; 385 HP CAT C13; Allison Auto.; 20K F/A; 46K R/A; Hendrickson Spring Susp.; 248" WB; 184" CT; 21" Frame Behind Cab (Muffler Takes Up 14"); 276,988 Miles; Stk. # 6914 - **\$49,500**



**25,000 Miles**

**Allison Auto. Crane**

**2009 INTERNATIONAL 5600i w/NATIONAL 60E CRANE:** Cummins 425 HP; Allison Auto.; Full Lockers; 20K F/A; 46K Rears; Air Ride Susp.; 250" WB; PTO; Double Frame; 20-Ton Capacity Crane; 27' ft. - 66' ft. Section Boom; 25,576 Miles; 2,168 Hours; Stk. # 6915 - **\$93,900**



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**2000 OSHKOSH:** Detroit Diesel V8 500 HP Turbo Diesel Engine; Engine Brake; Automatic Trans.; 86,000 lb. GVWR; Two 55,000 lb. Winches; Aux. Winch; 6x6; Rear Wheel Steer; Exhaust Brake; Air Ride Susp.; PTO; Fifth Wheel; Ramp Plates; Central Tire Inflation System; Stk. # 6996 - **\$69,900**



**30 ft. Allison Chassis**

**2014 PETERBILT 365 CHASSIS:** Paccar MX13 455 HP; Allison Automatic Trans.; Double Frame; 20K F/A; 46K Rears; Hendrickson Haulmaxx Susp.; 278" WB; 208" CT; 30" Frame; Pintle Hook/Plumbed For Pup Trailer; 295,209 Miles; Stk. # 6952 - **\$72,900**

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## Secure Beef Supply Plan – What Producers Need to Know

Nancy Glazier

*This article was written by Dr. Danelle Bickett-Weddle, Preventalytics and Dr. Julia Herman, National Cattlemen's Beef Association. Edited by Nancy Glazier.*

All livestock producers should be concerned about the outbreak of H5N1 in dairy cows. So far, there have been no confirmed cases in beef. The outbreak in dairy cattle has shown how much work needs to be done if foot-and-mouth disease (FMD) were to show up in the US.

Fortunately, the U.S. has not had a case of FMD since 1929, though found in over two-thirds of the countries of the world! With global travel and trade, there is a risk of FMD introduction to the US. An FMD outbreak could cost the agriculture industry \$15 to \$100 billion. The National Cattlemen's Beef Association (NCBA) was an active partner alongside producers, veterinarians, state and federal government officials, and university experts to develop the Secure Beef Supply (SBS) Plan for Continuity of Business to help producers protect their herds from FMD. Recently, the USDA funded NCBA to develop more outreach materials and increase FMD awareness of producers, transporters, and other stakeholders.

Foot-and-mouth disease (sometimes called "hoof" and mouth disease) causes blisters on the feet and in the mouth of two-toed (cloven-hooved) animals like cattle, sheep, pigs, goats, deer, bison, and some wildlife. Cattle with FMD show signs of lameness, drooling, and do not want to move or eat because of the painful foot and mouth sores. FMD is a very contagious animal disease. It does NOT affect people or food safety. Meat and milk are safe to eat and drink.

At the beginning of an FMD outbreak, the USDA will recommend at least a 72-hour national movement standstill for cattle, sheep, pigs, goats, deer, elk, bison, and their germplasm (semen or embryos). This is one way to stop the spread of FMD. Movement controls will continue after the standstill ends in the areas around infected herds. Restarting movement will require a special permit, issued by state officials, after a producer meets certain requirements. The SBS Plan has guidance for producers who have cattle with no evidence of FMD infection to meet movement permit criteria that is listed here: <https://www.securebeef.org/beef-producers/permit-guidance>.

The SBS Plan supports FMD control for infected herds and business continuity for uninfected herds. Resources are provided to help producers prepare BEFORE an FMD outbreak. Following the SBS guidance will help producers with cattle that have no evidence of infection to limit disease exposure, move animals under a movement permit, and maintain business continuity. Producers can prepare now by:

- Having a National Premises Identification Number. The contact for NYS is Ms. Erin Bond, [erin.bond@agriculture.ny.gov](mailto:erin.bond@agriculture.ny.gov), or 518-457-3502.
- Writing an operation-specific enhanced biosecurity plan.
- Keeping movement records of animals, people, equipment, and other items onto and off your operation.
- Developing contingency plans for their operation in the case of limited movement.

Cattle should be observed often in an outbreak, so disease is seen quickly to limit FMD spread. Producers should report suspicious signs of disease to their herd veterinarian or officials.

Though this article was written highlighting the Secure Beef Supply plan, resources for other livestock can be found here, <https://www.vet.cornell.edu/animal-health-diagnostic-center/programs/nyschap/secure-food-supply>. Work with your herd veterinarian to build an enhanced biosecurity plan. To learn more about SBS Plans in NY, contact Dr. Eireann Collins, NYS Department of Agriculture and Markets at [eireann.collins@agriculture.ny.gov](mailto:eireann.collins@agriculture.ny.gov) or 518-457-3502.

This may seem like a daunting task but start your plan in stages. Begin with your premises ID and a map of your farm. Nancy can help you get started, too. Her contact information is inside the front cover.



*The photo shows clinical signs of foot-and-mouth disease in a dairy cow. <https://www.cfsph.iastate.edu/thelivestockproject/foot-and-mouth-disease-fmd/>*





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## Be Prepared for an Earlier Winter Wheat Harvest

Mike Stanyard

### 2024 Wheat Season In-Review

The NWNY wheat crop looks excellent! Growers were able to plant wheat from September into November. We had another reasonably mild winter with limited wet holes and winterkill losses. With temperatures above normal in March and early April, many fields received that early shot of nitrogen as field conditions were dryer than normal. Wheat responded and greened up early and was 7 to 10 days ahead of normal most of the season. Powdery mildew was not a real player early on and you could really tell which fields were sprayed for weeds in the fall. Most were able to hit the perfect time for most of their nitrogen when the first node came above ground at Feekes stage 6. The flag leaf was out early and stayed clean except for some cereal leaf beetle (CLB) larvae feeding and some stripe rust. Despite some good armyworm flights, larvae were not as prevalent as I thought they would be. I continue to see more roughstalk bluegrass each year. It is really visible as it matures and looks like an orange haze across the field. Osprey Xtra needs to be incorporated into many spray programs.

Wheat started to flower around May 20 and finished up the first week of June. Growers who sprayed a fungicide for Fusarium Head Blight (FHB) were able to clean up some stripe rust which showed up at the same time. The Fusarium Risk Assessment Tool (<http://www.wheatcab.psu.edu/>) predicted a high risk of FHB infection for most of the NWNY region during peak flowering. It will be interesting to see where vomitoxin levels end up between those that chose to spray and those that did not. Heads look big and hoping test weights will follow. Some fields were having issues with root rots and some lodging showed up the first week of June. Unfortunately, more fields will go down as we approached the finish line. As of June 16, USDA National Ag Statistics Service report rated the NY winter wheat crop as 38% excellent, 42% good, 16% fair and 4% poor.

### Harvest Preparation

Since much of our wheat was about a week ahead of normal development, be prepared to combine a little earlier (first week of July). Know your grain moisture and have the combine prepared to go when it is time to pull the trigger. As we know, weather and field conditions do not always cooperate during harvest. Many producers will start harvesting at 20% to avoid pre-harvest sprouting and dry it down to 13%. Producers who

don't have dryers and rely on field drying, run the greater risk of reduced grain quality. The first harvested wheat will have the best quality. If you did not spray a fungicide at flowering, vomitoxin from FHB could be a concern. Look for pink coloration and shrunken kernels in the heads. If these conditions are present, set the combine fans to high and try to blow these light kernels back onto the field.

### Grain Bin Preparation

Storage facilities should be inspected thoroughly prior to grain fill. Look for openings, leaky vents, fallen supports, and signs of rodents. Bird nests are always a treat to find in the auger or vents. Stored grain insects survive in old grain, so a thorough cleaning is the first line of defense. Clean up all remaining grain on the floor of the bin. Take a long-handled broom and remove any grain stuck to the walls, around the door, supports, ladder rungs and in the fan opening. If there are lots of fines remaining on the floor, clean up with a shop vacuum. It is amazing how many insect eggs and larvae are in a small amount of material. The same is true for grain handling equipment such as augers and drying bins.

After the bin is cleaned out, an insecticide application will help keep the grain mass clean. This can be more helpful the longer you keep the grain in storage. We are very limited when it comes to empty bin insecticide treatments and TEMPO® SC ULTRA is labeled. Diatomaceous earth is a non-insecticidal silica sand applied as a dust in the bin and below the floor. Storcide II was a major product used for insect protection but was canceled last year because it contained chlorpyrifos. It was not available for purchase after March 29, 2024, and existing stocks can still be used that remain on the farm.

It is not in the bin yet, but overall, winter wheat in NWNY looks fantastic and in great shape. Last year, New York hit a record high 81-bushel state average. If all the cards fall into place, I think we can beat that this year. I just hope the quality will be there as well.



Wheat Reeds Farm. Photo Credit M. Stanyard.

# AG WORKFORCE CENTRAL VIRTUAL OFFICE HOUR



**HOSTED BY  
RICHARD STUP**

Cornell Agricultural  
Workforce Development

Join us for our new Virtual Office Hour, occurring every other month featuring Cornell experts and guest speakers on timely topics for the agricultural workforce. July's topic will cover "Applying for the New York Farm Labor Overtime Tax Credit." New York farm employers who paid overtime to employees in the first half of 2024 may be eligible for an overtime tax credit from the state. This webinar will engage state employees and tax professionals in a discussion of the new program designed to help cover the cost of mandated farm labor overtime. Registration in advance is required.

**Guest panelists: Tim Pezzolesi NYS Department of Agriculture, and guest speakers invited from the NYS Department of Taxation and Finance and NYSDOL (TBA).**



10 JULY 2024



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# 2023 Dairy Farm Business Summary Results: Comparing Performance among Dairy Farm Businesses

John Hanchar

## Summary

- The Cornell College of Agriculture & Life Sciences, and CCE Dairy Farm Business Summary (DFBS) program is a valuable tool for managing a farm business.
- This article illustrates the use of the DFBS program's comparison abilities to identify possible areas for improvement.
- The illustration suggests that receipts, some measures of production, and others are similar when comparing the lower 75 percent of farms to the upper 25 percent of farms currently in the 2023 DFBS data set, while costs, profits, and efficiency differ -- here, groups are defined using a measure of profitability.

## Introduction

As of June 10, 2024, the number of dairy farm businesses cooperating in the DFBS program for the 2023 calendar year totaled 138. Participation enables producers to: analyze their financial situation; set future goals; and make sound financial decisions. Toward these ends, the DFBS program provides the cooperator with a comparison tool to compare their business' results to results from other farms. A user describes a comparison group based upon a single factor, or upon several size of business, rate of production, performance and other factors. This article illustrates the approach, and results.

The web based DFBS program's comparison tool generated results for 2023 for two groups of farms -- the lower 75 percent, and upper 25 percent, based upon the rate of return on all capital without appreciation. The upper 25 percent group numbered 36 farms, and generated a minimum rate of return on all capital without appreciation of 5.25 percent, while the lower 75 percent group numbered 102 farms.

## Results

Some measures of size, production efficiency, and economic performance were similar among the two groups, while others, for example, cost control, and profit measures differed (Table 1). Results suggest that the lower 75 percent, and upper 25 percent of farms differed considerably based upon profitability measures. An examination of receipts, and expenses from the income statement provides greater detail. Farm receipt values for the two groups were fairly similar per cow, and per cwt. by receipt item -- milk, dairy cattle, etc., and total. Groups were less similar regarding expenses, including when focusing on the largest expense items. While the top performing

group averaged 3.4 percent higher with respect to dairy grain and concentrate, the group averages for other key expense ranged from roughly unchanged to 14 percent lower when comparing the top 25 group to the lower 75 percent group (Table 2).

## Closing Thoughts

A cooperating farm business owner could generate meaningful peer to peer comparisons to similar farms based upon size, rates of production, performance, and other measures. Using results like those in Tables 1 and 2, a farm could compare its results to a group of top performers' results. The farm business owner could then work to identify possible areas for improvement based upon the results.

Table 1. Selected measures by factor by group, 2023 DFBS results, NYS, Jun 10, 2024.

Selected Factors	Group Average, lower 75% of Farms	Group Average, upper 25% of Farms
<b>Size of Business</b>		
Average number of cows	1,106	1,599
Worker equivalents	22.64	28.07
Total tillable acres	2,133	2,761
<b>Rates of Production</b>		
Milk sold per cow, pounds	27,186	28,128
Hay dry matter per acre, tons	3.32	3.56
Corn silage per acre, tons	18.9	21.07
<b>Labor Efficiency &amp; Costs</b>		
Cows per worker	51	57
Hired labor costs per cwt.	\$3.56	\$3.15
Hired labor cost, % of milk sales	15.7	13.8
<b>Cost Control</b>		
Grain & concentrate/cwt. milk	\$7.75	\$7.75
Labor & machinery/cwt. milk	\$8.29	\$7.26
Operating cost producing cwt.	\$20.05	\$17.37
<b>Income Generation</b>		
Gross milk sales per cow	\$6,177	\$6,393
Gross milk sales cwt.	\$22.72	\$22.73
Net milk sales per cwt.	\$20.74	\$21.08
<b>Profitability<sup>1</sup></b>		
Net farm income per cow	\$251	\$1,045
Net farm income per cwt.	\$0.92	\$3.71
Rate of return on all capital	2.27%	7.32%

<sup>1</sup>All profit measures are without appreciation.

Table 2. Selected expenses (\$ per cow) by item by group, 2023 DFBS results, NYS, June 10, 2024.

Selected Items, Operating Expenses	Lower 75 percent of Farms	Upper 25 percent of Farms	Percent Difference (vs "Lower ...")
Dairy grain & concentrate per cow	\$2,108	\$2,180	3.4
Hired labor per cow	\$967	\$885	-8.5
Machinery operating per cow	\$784	\$687	-12.4
Milk marketing per cow	\$540	\$464	-14.1
Fertilizers, seeds, sprays and other crop inputs per cow	\$391	\$390	-0.3

## Dairy Delights and Good Advice

Margaret Quaassdorff

Nestled atop a hill overlooking Seneca Lake, sits Shtayburne Farm Creamery, a quaint value-added dairy farm business run by the Hostetler Family. I spent an afternoon with brothers, Lorin and Lance and their family, who I found not only to be serving up ice cream flights and farmstead cheese, but good advice for those farmers interested in value-added dairy processing.



Originally from Pennsylvania, Mark and Mary Ellen Hostetler have been farming all their lives. Though the family moved to the Finger Lakes region in 2004, it was not until 2010 that the creamery and farm store opened. It was a decision made in 2008 by Lorin with the help of his parents, to diversify the income potential of the dairy without expanding the herd of 60-70 cows. Lance joined the creamery in 2019 and, with his creativity and passion for the family's farm products, became the cheese maker. Lorin now is the general manager of the cheese shop and farm, but spends most of his time caring for the cows on the farm.



About 20% of the milk produced on the farm goes to making Shtayburne Farm Creamery's value-added dairy products, and the remaining 80% of milk is contracted through the Fingerlakes Milk Cooperative, which is supportive of their members' small creameries. Though together on the same property, the farm and the creamery are treated as two separate businesses that work with each other.

Lorin said that, when starting out, working with your milk and plant inspector is really rewarding when you develop a good relationship. In the beginning, most of their equipment was purchased "used" out of Wisconsin, and Lorin worked closely with NY Ag & Markets to follow regulations and develop a setup that would cater to their business wants and needs. The brothers also talked about the importance of learning from other dairy processors before embarking on their own venture. This way they developed their product-making techniques and initial recipes. They also gained insight into right-sizing their operation for both startup and expansion potential, to ensure that they would not inhibit the success of the growing business.

The family agreed that, although the business is great, one of the hardest and most important aspects of being successful is the marketing portion; even more so than the regulatory. The family relies heavily on the traffic on Route 14 in the Finger Lakes for much of their sales, which are seasonal beginning Memorial Day weekend and continuing into the fall. They credit the fact that making cheese helps manage their inventory, as they can age some of the cheeses that do not sell right away, which allows them to hold it longer while it increases in value. Mark makes many of the deliveries to stores and to their distributor, and the family thinks it's fun to go into a grocery store and see their cheese on the shelf. The creamery also partners with other local businesses to sell products and they can be found featured on local tourism websites and guide maps.





When asked about one of the things he is most proud of about the creamery business, Lance mentioned the 2019 business decision to offer ice cream and cheese flights versus single scoops or samples. This decision made their offering fun and stood out as customers enjoyed the variety, and it also helped people to try other ice cream flavors and allowed the creamery to sell more ice cream. In true artisan fashion, Lance followed up by saying, "I like cheese over ice cream or anything else, because it is alive." His favorite (and one of mine too) is their Summit, a unique semi-hard farmstead cheese with complex savory, tangy, sweet and nutty flavors, that is "aged to the peak of perfection". Read more about it here: <https://www.shtayburnefarmcreamery.com/s/stories/how-summit-came-to-be-3>

inside, or enjoy the spectacular views of Seneca Lake from the outdoor seating area.



All of Shtayburne Farm Creamery's cheese is processed and packaged by hand in small batches. Any variety of cheese (including their fresh cheese curds) you can find in the shop is well-crafted and delicious. My favorite was something new to me...German Quark; a fresh spreadable cheese, similar to cream cheese, but lower in fat and higher in protein. Lance provided both a sweet and savory pairing of it, and I highly recommended you try some if you get a chance!



Lorin prides himself on the fact that their family business is a true farm to fork operation, where the cows can be milked at 4:30am, and by 4:30pm you can have fresh dairy products ready to consume. As the oldest generation on the farm today, Mark and Mary Ellen enjoy the ability to work together as family to create a product they are proud of, and be able to share their passion and knowledge with people who do not have an agriculture background.

People pay for entertainment and experiences in the Finger Lakes region, so the Hostetlers also offer farm tours using online platforms to schedule and book. Customers can see the cows and the farm processes, and then view the creamery setup through a large window while learning how their cheese and ice cream are made. Other farm products and merchandise are available to purchase in the farm store, and customers can choose to sit



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## Elevate Your Beef and Dairy Operations

October 25th & 26th, 2024 at the Erie County Fairgrounds

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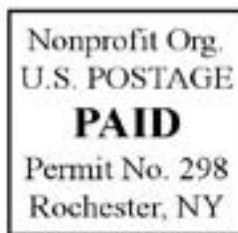
### **Event Highlights:**

- **Beef on Dairy Opportunities:** Discover the potential benefits of incorporating beef genetics into your dairy operations, creating additional revenue streams and improving carcass quality. Learn about market trends, breeding strategies, and value-added opportunities that can enhance profitability for both beef and dairy producers.
- **Cattle Handling Demonstrations:** Led by internationally renowned experts Curt Pate and Ron Gill, our cattle handling demonstrations will provide invaluable insights into effective stockmanship techniques, enhancing animal welfare and productivity on your farm.
- **Grazing Workshop:** Join Sarah Flack, a grazing expert, to explore rotational grazing techniques, pasture management, and soil health improvement practices tailored to beef and dairy producers' unique needs in the Northeast.
- **Consumer Insights Workshop:** Gain valuable insights into consumer perceptions of animal welfare and how they influence purchasing decisions. Explore how the BQA program aligns with consumer expectations, offering solutions to their concerns and strengthening trust in beef and dairy products.
- **BQA Transportation Opportunity:** Participate in a unique opportunity to learn about Beef Quality Assurance Transportation. Walk around a truck and trailer to learn pre-trip procedures, ensuring the safety and comfort of livestock during transit.

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## UPCOMING EVENTS

**July 9**

**Agritourism Workshops  
Monthly  
Urban Agritourism**

12PM - 1PM : ZOOM : Free

Registration:

[https://cornell.zoom.us/webinar/register/WN\\_-GtWRfiPSgakN-DObc-AsHg#/registration](https://cornell.zoom.us/webinar/register/WN_-GtWRfiPSgakN-DObc-AsHg#/registration)

**July 25**

**Cornell Cow Convos Podcast  
Episode 11**

Release for Listening

Listen Here:

<https://soundcloud.com/user-301921459-118136586/sets/cornell-dairy-convos>

**August 8**

**Hands-On Calving Workshop  
Genesee County**

1PM - 4PM : Genesee County  
Fairgrounds : \$40

Registration:

<https://nwnyteam.cce.cornell.edu/events.php>

**August 13**

**Agritourism Workshops  
Monthly**

Release for Listening

Registration:

<https://soundcloud.com/user-301921459-118136586/sets/cornell-dairy-convos>

**October 10**

**Hands-On Calving Workshop  
Niagara County**

1PM - 4PM : CCE Niagara  
County Office : \$40

Registration:

<https://nwnyteam.cce.cornell.edu/events.php>

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