

Quarterly Report: July-Sept 2018

*Serving Chenango, Fulton, Herkimer, Madison, Montgomery, Otsego,
Saratoga and Schoharie Counties*

Educational Activities

Twilight Beef Producer Meetings

Ashley and CCE of Delaware County put together a pasture walk in conjunction with Dr. Mike Baker at the farm of Paul and Winnie Nelson in Schoharie, NY. Forty-five producers came to learn about the opportunities for grass fed stocker cattle in our area. The Nelson's explained how they purchase their cattle in May and then feed them on pasture until October. Once October comes around the cattle head back to West Virginia where they came from, to their next stage of life. The Nelson's have been running this type of operation for 8 years now and are very pleased with the rate of gains they are seeing by management intensive grazing. Also discussed were different options for waterways, handling systems, fencing and management practices.



Cornell University Beef Specialist Mike Baker talks about the opportunities for stocker cattle in Central NY at the Nelson Farm near Schoharie, NY



Chrissy Claudio, right, describes the use of their livestock handling equipment at the Omara farm during a twilight meeting near Hubbardsville, NY. Also pictured owner Paul Omara (left) and Corey Claudio (center).

Ashley conducted a second twilight meeting and pasture walk in late July at Endless Trails Farm in Madison County. The meeting was well attended by about 35 cattle farmers in the area and a few even drove from a few hours away. We started the meeting off with being introduced to what they do at Endless Trails Farm and then we were given a tour. Regional Field Crops Specialist Kevin Ganoe walked through the grasses and explained what they were. We finished our night off at their handling facility, where Ashley McFarland discussed different options for chute's and answered questions on specific systems. (McFarland)

Pre-Harvest Corn Silage Meetings

A total of 55 people attended these hands on training held at 5 farms throughout our region. Kevin and Dave discussed optimum harvest timing, kernel processing scoring, particle size, recent research on fiber digestibility, what effect this year's weather will have on corn silage quality and yield, bunker silo packing and optimal fermentation. Also discussed late season leaf diseases that always crop up at the end of the season, weed control, and nitrogen management. (Balbian, Ganoe)



Field Crop Specialist Kevin Ganoe discusses using growing degree days to recognize when to start dry matter sampling corn silage at Welcome Stock Farm in Schuylerville, NY

Empire Farm Days- Ashley McFarland gave two presentations to beef cattle producers at Empire Farm Days back in August. One topic she addressed was how to determine if a beef steer or heifer is ready to be processed. She went over the different locations on the animals to look at to determine whether or not the animal is ready to be butchered. Not every market has the same demand for their product, so the weight of the animal may vary 200-300lbs. Other alternatives and indicators of determining the finish of the beef animal were discussed. The other topic Ashley addressed was what to look for when purchasing feeder calves. (McFarland)

Current Projects and Grants:

Risk Management Crop Insurance Grant: Nicole worked with Dr. Jenny Ifft and Jerzy Jaromczyk at Cornell to incorporate crop insurance educational programs with a potential for dairy disaster educational programs in the CNYDFL region. This would include speakers, podcasts, newsletters etc. (Tommell)

NYFVI Grant: Using forage quality testing to improve the corn silage hybrid selection process on dairy farms: Additional samples were taken this summer that were inaccessible when our initial fermented samples were taken in January and February. In some cases, they represented a different crop year. A final set of fresh samples is being taken again in the fall of 2018. (Balbian, Ganoe)

Dairy Acceleration Program (DAP); Applications continue to come in as the emphasis of this program has changed to be centered on resiliency of dairy farms. This quarter we facilitated two applications. (Balbian, Tommell)

Chobani / Pro-Dairy - Blueprint For Change: Chobani is donating money to Cornell to help dairy farmers through this difficult time. The money will cover DAP business planning and also cover the

cost for educational meetings in our region. There will be three in our region, Morrisville, Norwich and Oneonta. (Balbian, Tommell)

Grasstravaganza: This event spearheaded by NRCS will be held July 25-27, 2019 at SUNY Cobleskill. The CNYDLFC team continues to serve on the planning committee and will help provide educational content for this parts of this event. (Balbian, Ganoe, McFarland, and Tommell)

Emerging Issues and Individual Assistance



Corn that is rolled up (left) indicating drought stress on July 9 in the Schoharie Valley. Soybeans with soybean aphids on the underside of their leaves that were in numbers over the economic threshold and need to be treated. This was near Fort Hunter on August 6, 2018

Kevin fielded questions on the drought conditions in July, when to apply fungicides for white mold in soybeans and when to control soybean aphid in soybeans. Continued questions from those wanting to renovate pastures and hay fields. (Ganoe)

Gave the new Field Crops and Livestock Coordinator at NYS IPM, Jamie Cummings a tour of the region and looked at some of the pest management problems facing our area. (Ganoe)

Dave's individual consultations dealt with dairy nutrition, remodeling some older barns for dairy replacements, ventilation, stall design, and dealing with the low milk prices. An expanding organic grass fed herd needed advice on winter feed supplies. (Balbian)

Nicole talked to farms about land rental prices, barn remodeling and wanting to move to robotic milking and had various meetings with lenders and USDA/FSA. (Tommell)

Ashley helped farms look at alternatives like stored feeds since the pasture was not growing back. She also worked with a few new farmers to find their niche market to set themselves apart from the

rest of the industry and helped a few dairy farms switch to beef. This switch is often challenging due to the different requirements, management practices and equipment. (McFarland)

Nicole met with Pro-Dairy, SCDFC, NY Farm Net, as a member of the Kick Off to Succession Planning Committee. She also met with Dr. Rich Stup and Sandy Buxton on creating a Labor Road Show. (Tommell)

Met once this quarter with two different dairy farm profit teams, one struggling cash flow wise and is trying to secure a loan to buy more cows the other is seeking advice on how to best exit the business because of serious health issues. (Balbian, Tommell)

In-Service and Professional Development:

Attended Pro-Dairy Conference White Eagle Conference Center (Tommell)

Attended SCORE Business Meeting with USDA/FSA (Tommell)

Public Relations

The team had an exhibit or presence at a number of events held regionally and at a statewide level:

- Empire Farm Days
- Sundae on the Farm, Dykeman Dairy, Fultonville
- A Day on the Farm, Rogers Orchard, Johnstown
- Central NY Farm Progress Show, Mohawk
- NYS Fair Beef Day
- NYS Livestock Evaluation
- Junior Livestock Show
- Mohawk Valley Show and Sale

Next Quarter and Future Activities

- Team starting quarterly newsletter in January (Balbian, Ganoe, McFarland, and Tommell)
- Kick off the Using Precision Feed Management to Improve Profitability on Dairy Farms in Madison County. (Balbian)
- Continue work on the Dairy Acceleration Program (Balbian, Tommell)
- Meet with 2 Dairy Profit Teams (Balbian)
- Carry out the Calving & Neonatal Care Workshop program with other Dairy Specialists in NY (Balbian)
- Work on planning 2 Forage Quality Seminars in our region February 2019 (Ganoe, Balbian)
- Finish the NYFVI Corn Silage hybrid project. (Ganoe, Balbian)
- Continue with individual assistance on facilities & dairy nutrition (Balbian)
- Plan for Dairy Day for 2019. (Balbian)

- Plan for Corn Day for 2019. (Ganoe)
- Plan for Field Crop Pest Management meetings in January 2019
- Beef Vaccination Meeting- January (McFarland)
- Sheep & Goat Vaccination Meeting- January (McFarland)
- Work with other Cornell University and key industry people to conduct Empire State Barley and Malt Summit in Holiday Inn, Liverpool, NY, December 12th and 13th, 2018. (Ganoe)
- Livestock Techniques- including Castration, Tagging, Implanting, Tagging Ear notching)- February (McFarland)
- EPD's – understand what to look for and what your goal is for each selection- March (McFarland)
- Marketing Meeting's – March/April (McFarland)
- Handling system options (McFarland)
- Opportunities in Dairy/Livestock Meetings in January (Balbian, McFarland, and Tommell)
- Aspiring Farmer workshops with Madison County (Tommell)
- Continue working on the Regional Ag Team Retreat Planning Committee for a Spring/Summery 2019 date. (Tommell)
- Chobani Blue Print for Change meetings Oct 30, 31, Nov 1 (Tommell)
- STAND (Stakeholders Team up for Action in New York Dairy) Meeting (Otesaga Hotel, December 10-12, 2018) Requested to attend by Tom Overton and Richard Stup (Tommell)
- Determining Land Rental Rates / Land Value Assessment – November/ December 2018 (8 County total) (Tommell)
- Succession Plan Kickoff Meeting December 14, 2108 Doubletree Syracuse, NY (Tommell)
- Succession Plan workshop series First Quarter 2019 (3 total, Morrisville, NY) (Tommell)
- Montgomery County Economic Development Grant Facilitation of Meetings First Quarter 2019 (Tommell)
- Eastern NY Labor Road Show First Quarter 2019 (Tommell)
- Feeder calf Sale- December 7th, 2018 (Schoharie/ Otsego)