

Other Educational Activities October-December 2018

Thirty producers attended a Beef Quality Assurance Training in Springfield Center.

Ashley spoke at the CNY Sheep growers Annual Meeting with 40 producers attendance.

Ashley spoke to over 250 students on beef cattle production at four schools participating in the educational portion of the NY Beef Council Top Cut competition.

Dave collaborated with the Cornell College of Veterinary Medicine with a meeting about Salmonella Dublin in Richfield Springs.

Annual Feed Dealers meeting, a Cornell program for nutritionists was held in Ballston Spa with 12 participants.

Nicole worked on a committee with PRO-Dairy, SCDFC Team and NY Farm Net staff on a Succession Planning Kick Off Meeting held in Syracuse. Follow up meetings to be held 2019 in Morrisville.

Kevin worked with a state-wide committee that held the Empire State Barley and Malt Summit in Syracuse in December and he organized and moderated the farmer panel.

Grant and Project Activities October-December 2018

Final silage testing and results were presented at meetings held participating producers in the NYFVI grant *Using forage quality testing to improve the corn silage hybrid selection process on dairy farms.*

Nicole is working on a crop insurance grant, with Dr. Jenny Ifft and Jerzy Jaromczyk to incorporate crop insurance educational programs with a potential for dairy disaster educational programs in the CNYDLFC region. This would include speakers, podcasts, newsletters etc.

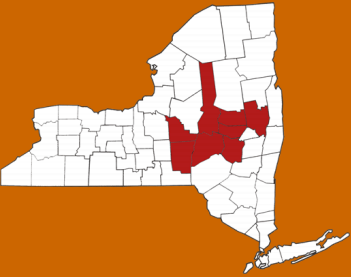
Received a Topic Specific Team grant from the NY Farm Viability institute for a Precision Feed Management project with 10 farms in Madison County.

The team continues to work with NRCS and SUNY Cobleskill on the Grasstravaganza to be held July 25-27, 2019 at Cobleskill.

Team Members

<b>Kevin H. Ganoe, MS, CCA</b> <i>Area Field Crop Specialist</i> Phone: 315-866-7920 Ext 230 Cell: 315-219-7786 E-mail: khg2@cornell.edu	<b>David R. Balbian, MS, PAS</b> <i>Area Dairy Specialist</i> Cell: 518-312-3592 E-mail: drb23@cornell.edu	<b>Ashley McFarland, PAS</b> <i>Area Livestock Specialist</i> Phone: 315-866-7920 Ext. 228 Cell: 315-604-2156 E-mail: am2876@cornell.edu	<b>Nicole L. Tommell, M.Ag.Ed</b> <i>Area Farm Business Management Specialist</i> Cell: 315-867-6001 E-mail: nt375@cornell.edu
--	---	--	---

2018  
Fourth  
Quarter  
Report



The Central New York Dairy, Livestock & Field Crops Program

is a Cornell Cooperative Extension partnership between Cornell University and the CCE Associations in 8 counties

Cornell Cooperative Extension  
Central New York Dairy, Livestock and Field Crops

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



CNY Beef Producers Members: Maidens Family, Dr. Mike Baker, Hammond Family, Ross Family, MacKenzie Waro, Ashley McFarland, Palmer Family, Nelson Family

Central NY Beef Producers Fall Feeder Calf Sale Leads to Higher Prices!

Obtaining a higher price for their cattle is one way beef producers can improve the profitability of their farm. Buyer’s are typically looking for a quantity of calves the same breed and size that is larger than one farm can supply. By pooling their calves together into similar lots producers can take advantage of the quantity purchases by buyers.

The Central N.Y. Beef Producers have come together with Livestock Specialist Ashley McFarland, and State Beef Extension Specialist Dr. Mike Baker to put on a feeder calf sale in the fall the past four years. The group has a set of management protocols, valued by buyers, that must be met for animals going through the auction. Calves are graded by a USDA certified grader and those that do not fit into the standard grade will not be allowed in the sale. Animal’s that are sold in this sale are selling for a premium price because producers followed the specific protocols that have been set.

This fall was the most successful sale to date. Animal numbers were lower than originally hoped for but the quality was some of the highest to date. This fall, the sale had record prices producers averaging \$100 more per head than the hub for feeder cattle in NYS that particular week. The 44 calves, 21 steers and 23 heifers, sold for a high price of \$1.46/lbs. (Av. Wt. for lot 734lbs), a low price of \$1.01/lbs. (Av. Wt. for lot 458lbs) and an average sale price of \$1.26/lbs. (Av. Wt. for sale 656lbs)

The sale also saved producers hard earned dollars by reducing shipping costs, shrink and improving overall health. Next time you consider selling calves give this sale a thought.





Dairy Management Specialist David Balbian talks to participants about the communication and record keeping needed among working with calves on a dairy farm.

## Calving and Neonatal Calf Care Training

Recognizing the signs of an impending birth are not always known by everyone working with cattle on today's dairy operations. The calving process and early calf care really sets the stage for the long term health & productivity of these animals when they enter the milking string. Improper care can result in health challenges for the cow, lower milk production for that upcoming lactation, and even death of the cow in some severe cases.

The calving process and the first few hours after birth are critical periods that can also impact the

health of the newborn calf. Research has shown us that early nutrition, and how much early nutrition, a newborn calf receives can influence that animal's milk production by several thousand pounds of milk.

David Balbian with Pro-Dairy staff, veterinarians, and other CCE Regional Dairy Specialists all teamed up to carry out this program. Day 1 covered calving assistance, assessing the calving situation, and delivery and immediate calf care. Day 2 covered initial calf care, medications and supplementation, sanitation, & how to conduct a physical exam of the newborn calf. Twenty people attended each day's program.

## Blueprint for Change: Navigating Dairy Decision Making

Blueprint for Change seminar was a collaborative effort between PRO-Dairy and the CNYDLFC Team. The meeting was scheduled Oct 30-Nov 1, 2018 in Madison, Otsego and Chenango Counties. It was sponsored by Chobani and drew a very diverse crowd of people, which included producers, ag professionals and people in supportive ag roles.

The main topic of discussion was the importance of change in a business. The theme of the program took a nod from Spence Johnson's management book, "Who Moved My Cheese". Nicole Tommell delivered the presentation followed by reinforcement activities to visualize internal/ external business forces and the overall business lifecycle. In addition to the presentation, Dr. Tom Overton supplied the participants with literature on various business topics.

Caroline Potter from Pro-Dairy's Dairy Acceleration Program gave a small final presentation on funding opportunities that exist within Pro-Dairy.



Farm Business Management Specialist Nicole Tommell talks to Blueprint for Change participants about how to adapt to internal and external business forces

## Determining Rental Rates on the Farm

Determining fair rental rates on farm land can be a difficult task. Dr. Jenny Ifft from the Dyson School at Cornell designed a fact sheet titled "Pricing Rental Farmland in New York". Nicole Tommell then created a workshop for renters and land owners on determining land rental values. Over the course of 3

weeks, Nicole Tommell visited 6 extension offices and delivered a workshop titled "Determining Land Rental Rates". Nicole directed discussion on where to find USDA land rental prices and values, Dr. Ifft's new website:

<http://www.farmland.dyson.cornell.edu>

and other interesting information requested by the groups. Folks were genuinely pleased with the new data that was presented to them. During the 2 hour session, the group worked through various examples and reviewed county specific data. Each meeting was very well attended. However, due to the weather in Otsego/ Madison counties and some cancellation, Nicole has rescheduled meetings for each office in March.



## Manure Storage and Management Workshop

Manure storages allow manure to be stored until conditions may be more favorable for spreading thus reducing the loss of nutrients to the environment. When manure is applied more timely so that a crop can utilize the nutrients there is less of a chance for loss by runoff or leaching. However the cost of manure storage is high (\$250-\$500,000) so even with available cost-share funding to offset those costs dairy and livestock producers must make sure they make wise decisions when it comes to building and utilizing the storages.



Karl Czymmek, Nutrient/CAFO/Environmental Management Specialist for the PRO-Dairy Program explains why manure storage can help farms conserve nutrients while protecting the environment.

Kevin Ganoe worked with Lisa Kuehnle, Nutrient Management Specialist for the Schoharie County Soil and Water District to put on a meeting designed to help dairy and livestock producers in Schoharie and surrounding counties make a knowledgeable decision when putting together a manure storage and handling system. The twenty seven in attendance heard Karl Czymmek, Curt Gooch, Peter Wright, from the PRO-Dairy Program, Cornell University present information on types of storage, bedding options and maintenance and operation. Also discussed were comparing owning hauling and spreading equipment vs utilizing a custom operator, emergency planning in case of a spill and spreading manure according to a nutrient management plan.