

Cornell Cooperative Extension

Central New York Dairy, Livestock and Field Crops

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

2019 4th 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

Cow Comfort Workshops Help to Unleash Milk Production Potential

Providing a comfortable environment for dairy cows not only benefits the cows, it helps in improve consumer confidence in dairy products. Improvements that are made in cow comfort on individual farms often results in increased milk production.

This year the Cornell Area Dairy Specialists across New York State, along with Pro Dairy, organized eight Cow Comfort Workshops across the state. Four of the workshops focused on free stall facilities. Four focused on tie stall facilities. The specialists worked together to plan and carry out the programs and also brought in some well know experts to assist. Dr. Rick Grant, PhD is the President of Miner Institute assisted with the free stall programs. He is well-known for his research surrounding stocking density and time budgets for dairy cattle. Dan McFarland, an agricultural engineer with Penn State Extension, assisted with the tie stall programs. He is known for his work on ventilation and heat abatement.

Two of the programs, one free stall and one tie stall, were held in our team's region. We also promoted and had people from our region attend a free stall program nearby to our west in Preble, New York. Dave Balbian, our team Dairy Management Specialist, presented information on ventilation and heat abatement at the three programs in and near our region. He also traveled to Watertown to present information in that region.

One of the topics covered during this program was partial budgeting. This is a process used to determine the economic viability of an investment on a farm that would improve cow comfort. **One of the attendees used this process to evaluate an investment he had already made in fans that he installed in his free stall barn per Dave Balbian's recommendations in the spring of 2019. He determined that he had paid for the capital investment of the fans in the very first year of their life.** It was a very nice real life example of the economic benefits of improving cow comfort.



Photo: Dan McFarland (far left) and Dave Balbian (hands extended) discussing ventilation in a tie stall barn in Cazenovia.



Sheep & Goat Nutrition Clinic

On most sheep and goat operations nutrition is one of the most underrepresented part of the farm. Quite often producers cannot find nutritionists who are willing to help them make up rations for their small ruminants. That being said they most often skip the balanced diets and try to feed their small ruminants the best they can. Dr. Tatiana Stanton, Extension Associate, Cornell University Small Ruminant Specialist, spoke in depth regarding how to properly balance diets for small ruminants. She also went into great detail the ingredients you need to keep an eye on. For example, sheep have a very low tolerance for copper, however goats can handle quite a lot more copper in their overall diet. She discussed if you have both species on the farm they will require different grains for their total diet. Dr. Stanton discussed in great depth how to feed small ruminants in all stages of their life from newborns up until breeding through gestation.

This workshop was held at the Chenango CCE office in November where 36 participants attended. Due to the demand of this topic, an additional workshop in Otsego County in January on this same topic.

Empire State Barley & Malt Summit - The Value in Local

Kevin worked with a state-wide committee that held the 3rd Empire State Barley and Malt Summit in Syracuse, December 16 and 17, 2019. The summit serves as an important venue for barley growers, maltsters, brewers, distillers, researchers and industry representatives to discuss how they can partner to grow this particular value chain. The emphasis this year was on how to value "local" in the brewing and distilling industry.



Panel discussion on sourcing malting barley seed moderated by Kevin Ganoe (at podium). Left to right: Dr. Mark Sorrels and Dan Sweeney, Cornell Small Grains Breeding & Genetics; James Gillum, Wheat Product Manager, KWS Cereals USA; Phil Atkins, New York Seed Improvement, Cornell University; Kaylyn Kirkpatrick brewing extension associate, Cornell AgriTech.

Field Crop specialist Kevin Ganoe played a role in the summit by putting together a survey of malting barley growers to assess their adoption of the best management practices outlined by the Cornell Malting Barley Work team. Survey results of fifteen growers indicate they have adopted these practices for the most part, but still some room to improve nitrogen use and harvesting at the correct moisture in particular.

Sourcing malting barley seed has been an issue and Kevin moderated discussion between a panel of research and seed industry representatives and the audience on solving this issue.

Meet & Greet with Dr. Chris Wolf, the new Milk Marketing Specialist at Cornell

Dr. Andy Novakovic, Cornell's Milk Marketing Specialist has officially retired. Prior to his retirement, a recruitment effort began to find his replacement. Cornell was fortunate to be able to hire Dr. Christopher Wolf away from Michigan State University.

Chris grew up on a typical Wisconsin dairy farm in southeastern Wisconsin. After completing his B.S. at the University of Wisconsin – Madison, he attended the University of California – Davis, where he received his PhD in 1997. He then joined the faculty in the Department of Agricultural Economics at Michigan State University, where he had a primary appointment in extension and research but also was involved in teaching. During his time

at MSU, Chris established himself as an outstanding scholar and educator and a leading authority on dairy agriculture. He has a long-standing and sincere interest in working with farmers and other industry members, Extension educators, and other stakeholders related to a diverse set of subjects relevant to production agriculture. Given his own background and its importance in Michigan, the dairy sector has always been of particular interest.

Dr. Novakovic was interested in having Chris spend some time touring around New York visiting dairy producers and dairy industry folks making personal connections with people involved with the dairy industry. This tour was coined as the "meet and greet" tour with Dr. Chris Wolf making multiple stops across New York with three stops in our region to meet people and discuss various topics related to milk marketing and the future of the dairy industry.



Dr. Andy Novakovic (standing right) makes a few comments after Dr. Chris Wolf (standing in front) answers a question from the group that met at King Brothers Dairy in Schuylerville.

QuickBooks Education for Producers: The need for digitized farm finances

Over the last several years, the agricultural industry has seen a significant consolidation of farm businesses. Many farm families have recognized the need to scrutinize their finances in

order to become better fiscal managers. Utilizing accounting software designed to create reports for monthly, quarterly and annual analysis has become imperative to help control costs for achieving overall farm success.

During the fall of 2019, 10 farms from the region participated in a 4-week mini course introducing QuickBooks for the farm business. The mini course taught folks how to log a chart of accounts, expenses, loans, milk check income/other income, balance sheet prep, profit and loss reports. Each participating farm was able to sit at a laptop with the most recent version of QuickBooks to input data designed to create a mock business while modeling the instructors cues.

♦ 150 - Equipment	Fixed Asset	0.00
♦ 151 - Farm Truck	Fixed Asset	0.00
♦ 160 - Accumulated Depreciation	Fixed Asset	0.00
♦ 201 - Accounts Payable	Accounts Payable	0.00
♦ 203 - AMEX Account	Credit Card	0.00

In addition to creating reports, folks discussed the importance of using data for budgeting, benchmarking and year over year analysis to assist them in making sound financial decisions for their farm businesses.

Other Educational Activities: October – December 2019

A Beef Quality Assurance Training for truckers (BQA) was held in Chenango County in December with 30 in attendance.

Ashley held a meeting in November on cattle specific Johne's disease at the Madison County CCE office with 15 attendees

Ashley conducted the Central NY Feeder Calf Sale which was held in Otsego County in December.

Nicole offered Sexual Harassment Trainings (various on farm and classroom setting) in October and November 2019.

Nicole offered training on the new Labor Laws; NYS Rules and Regulations for 2020 in December 2019.

Dave and Nicole conducted baseline interviews at two Otsego County Farms for the Dairy Advancement Program. One farm will receive funding for business planning and recordkeeping the other just recordkeeping.

Grant and Project Activities: October – December 2019

Dave continues to meet with a Precision Feeding Topic Specific Team in Madison County consisting of 12 farms who have their farms benchmarked so their feeding performance and profitability can be evaluated.

The NYS Farm Viability Institute granted funds for a 2 year project to implement an onboard training program for 50 farms in New York State. Nicole has been recruiting farms to participate in the onboarding program that will commence on October 31st. Currently, she has 4 farms willing to participate in the project with hopes of having 10 farms over the next 18 months.

Ashley received a grant from the National Cattleman's Association to hold Beef Quality Assurance Transportation Training meetings across the region. This training shows transporters how to keep cattle safe and healthy as they are moved. She will host one March 27 at the Unadilla Sale Barn.

Chobani Community Foundation Grant has provided funding for a New Product Development Start to Finish program in Delaware, Madison, Chenango, Otsego Counties. The 6-8 week course (starting fall of 2020) will give producers tools to develop/ market/finance their farm products. Producers will hear from other producers that have been successful in developing and marketing their new product ideas. The spring of 2021 will be follow up with producers involved with the program.

Nicole will be working on a land rental values based on soil types project. This will be building a survey to find correlation between soil types and land rental values. This will assist producers and land owners in determining land rental rates based on main soil types in their county.

Nicole is finishing up a Risk Management Grant that will offer a Crop Risk Management series for new or beginning farmers at the end of February/beginning of March.

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