



A partnership between Cornell University and CCE Associations in these nine counties: Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne and Wyoming.

QUARTERLY HIGHLIGHTS

July - September 2020

Dairy Farm Business Summary (DFBS) Cooperators, a Significant Source of Economic Activity in 2019



Applying financial management skills, owners of about 40 dairy farm businesses from the region cooperated with regional specialists, PRO-DAIRY staff, and agribusiness consultants to complete DFBS's for 2019. Cooperators learned about the strengths and weaknesses of their businesses using:

- Their farm's summary and analysis results
- DFBS data for the Northwest New York region as a whole, and
- by using DFBS data for a group of most profitable businesses by size using the two page Comparison Report

Research studies conclude that producers using DFBS with analysis achieve greater levels of profit compared to producers that do not. Greater profitability contributes to enhanced economic viability, increasing the likelihood that businesses have the capacity to invest in replacement and/or expansion assets, and maintain and/or increase employment levels. Estimates using DFBS results suggest that the cooperating businesses invested a total of \$5.9 million in land, buildings and improvements in 2019, and a total of \$7.2 million in machinery and equipment. Estimates suggest that the roughly 40 farms employed a total of 760 worker equivalents, excluding operators, where an equivalent represents 230 hours worked per month for 12 months, and generated a total of about \$224.1 million in farm receipts from milk, cattle, crops and other receipt sources.

Webinars on Heat Stress Management for Dairy Cattle

New York State averages four months a year with temperatures above 70 degrees. At these warm temperatures along with humidity, dairy cows and calves struggle to maintain their body temperatures, which can lead to negative effects on their milk production, health and growth. As cows need to be healthy and producing milk to keep farms economically viable, the issue of mitigating heat stress is of critical importance to dairy farmers.

Research has shown that cows in the New York region who have minimal heat abatement during times of heat stress will produce up to 306lbs (almost 36 gallons) less per year than cows that were cooled during the same time period. Using the milk price for July 2020, that could mean a ~\$11,300 loss for a single farm that milks 200 cows.

As the summer heated up, the NWNYS Team collaborated with the neighboring SWNY Team to present a webinar titled "Heat Stress: Key Indicators and Management Strategies" during the last week of July 2020. It was presented in English one day, and in Spanish the following day. The webinars helped farmers to better detect heat stress in their cows (especially by early signs), and led them through detailed solutions for lowering incidences of heat stress in their animals, and saving costs associated with heat stress.

The webinars had 50 total live views, and the recordings posted on YouTube have been viewed 257 times by farmers and agri-business professionals across the region. Farmer response showed this to be a useful series indeed.

Heat Stress: Key Indicators and Management Strategies

Alycia Drwencke, Libby Eiholzer, and Margaret Quaassdorff



Cornell Cooperative Extension
Southwest NY Dairy, Livestock and Field Crops Program



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New Soybean Yield Potential Database Advances Expertise on Farms

Advances in yield monitor technology have increased the availability of crop yield data for both farm managers and researchers. An exciting project is strengthening the utility of this data through a process of data cleaning. Initiated in 2019, "Assessment of Soybean Yield Potentials with Yield Monitors in Western New York," is funded by New York Corn & Soybean Growers Association Soybean Checkoff and led by the NWNy team in collaboration with Professor Quirine Ketterings, and the Cornell Nutrient Management Spear Program.

Our work has focused on soybean yield data as part of a regional project to evaluate soil type-specific yield potentials on individual farms and to develop a yield potential database for soybeans, which currently does not exist. Yield monitor data allows for the evaluation of both spatial and temporal yield variability for all fields, soil types, and management zones within a specific farm. This information will help identify areas of high yield potentials and areas of stable yield versus variable yield over time. When three years or more of this data is available, the yield data can then be used to develop yield stability maps for farmers. These maps will help farmers make improvements in nutrient management.

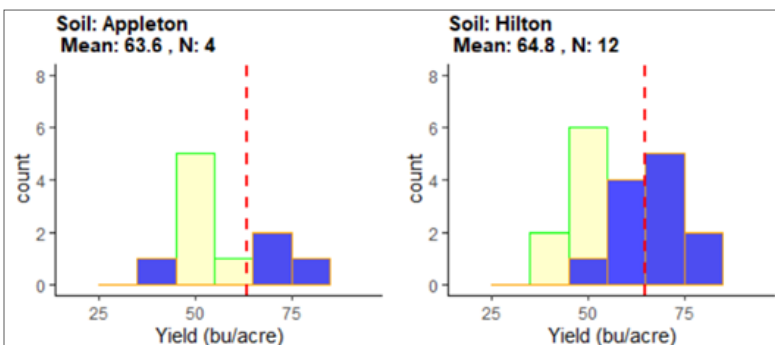


Figure 1: Multi-year histograms of yield data for each soil type represented by farm.

Fourteen farms across multiple counties in northwest New York participated and received soybean grain yield reports showing the yield for (1) the farm per year of data submitted, (2) each of the fields for which we received yield records in the current year, and (3) yields per soil type within a field and current year as well. More than 6,000 acres worth of data has been added to a growing database of yield values for specific soil types. Once we have sufficient amounts of data, yield potentials per soil type can be derived. This project will be strengthened as farmer participation expands across the state.

The New NWNy Team Blog Provides Timely Updates

CCE Northwest New York Dairy, Livestock and Field Crops team members worked together to launch the NWNy Team Blog on August 21, 2020. The blog features timely content developed by NWNy team specialists, that is available to viewers in one convenient location. The goal for this blog is to share with farmers and allied industry professionals, technical and applicable resources regarding all aspects of dairy farming, livestock and small farms, field crops and soils, and topics related to farm business management and precision agriculture. The blog will also feature Crop Alerts, Dairy Alerts, bilingual (Spanish) resources and more! Posts appear chronologically on the left-hand side of the page. Additionally, readers can browse posts by category/topic or search a specific 'keyword' tag, located on the right-hand side of the page.

The NWNy team is very excited to try this new information platform, and subscribers will automatically receive an email notification with the latest updates. Subscribing to our blog allows you immediate access to the new content as we produce it. The blog is free for everyone to use, explore and enjoy. Since launching, the blog has reached over one thousand subscribers! We hope you enjoy the blog, and are looking forward to engaging with you in the future.

<http://blogs.cornell.edu/nwny-dairy-livestock-field-crops/>