



Educational Activities

Calf Management Training

A series of webinars were held four evenings during October and November at the CCE offices in Herkimer and Ballston Spa. These webinars covered topics like providing healthy environment for growth, calf nutrition and what data to collect to assess animal performance. An on-farm session was held after the webinars at a dairy located in Fultonville. (Balbian)



Calf manager Josh Kilmartin describes how he raises healthy calves for Dykeman and Sons, Inc. to training participants.



Aaron Gabriel from CCE Washington County asks questions of the speaker panel at the Tile Drainage School.

Tile Drainage School

Improving drainage of soil can make for more profitable crop production but you need to be aware of all of the regulatory and technical aspects before you begin. This school helped participants understand the economic benefits of tiling, how to meet regulatory requirements before tiling, the environmental concerns of tile drainage and how to lay the tile

correctly to achieve the drainage desired. A joint program with the Capital Area Agriculture & Horticulture Program held in Ballston Spa with over 90 people attending. (Ganoe)

Income Tax Strategies for Agricultural Producers

2015 was a high income year for many agricultural producers but they don't always know how to reduce their business's tax liability in those years. Paul M. VanDenburgh, Vice President and Sr. Farm Business Advisor & Tax Specialist, for Farm Credit East led participants through a variety of topics such as prepay, income averaging, tax bracket management, retirement funding, and health care tax

implications. At these sessions held in Herkimer, Norwich and Fonda he also touched on strategies for producers that have losses from weather damage and income from timber sales. (Ganoë)

Margin Protection Program (MPP)

Dave spoke at a MPP meeting in Schoharie with a dozen people attending. The continued program deadline extensions (along with changing market conditions) provided another opportunity to speak to producers at a meeting in Fonda with 20 attending that program. (Balbian)

Annual Feed Dealers Meeting

This is an annual program for Cornell faculty to provide research updates to the feed industry. Most of the 25 attendees were feed industry people, local veterinarians, and a few of producers. (Balbian)

Current Projects and Grants

National Fish and Wildlife Foundation Precision Feed and Corn Nitrogen Management Grants

This was a wrap up meeting for producers participating in the Precision Feeding and Nitrogen Management programs in the Upper Susquehanna watershed. Robin Jerauld and Dave presented information on precision feed management and Mark Schmidt and Kevin summarized the corn nitrogen management part of the project. 30 people attended this program held at Brooks BBQ in Oneonta. (Balbian, Ganoë, Jerauld and Schmidt)

NYFVI Grant Application

A proposal was submitted to the NY Farm Viability Institute to use PFM to organize four dairy discussion groups. The primary focus is to be on the economics of feeding dairy cows and to determine individual roadblocks and solutions for improvement on participating farms. A part time technician would be hired. The total grant is for a bit under \$150K. It would run over an 18 month period beginning October 2015. (Balbian)

Low Cost Milking Parlor

Low Cost Milking Parlor resource guide is being organized. The NYFVI approved a \$500 grant to pull this together. This was special money from the Hannaford Supermarket chain that they had to spend in their market area. (Balbian)

Speaking Opportunities:

Kevin presented information on growing malting barley at the Farmhouse Malt and Brewery "Maltster in the Making" seminar in Owego in December. This program draws potential maltsters from around the country. (Ganoë)

Emerging Issues and Individual Assistance

Dave met once this quarter with two different dairy farm profit teams. (Balbian)

Continue to work with farms on the Dairy Acceleration Program. Right now the second round of funding is still on hold because some signatures on paperwork by NYSDEC and Ag & Markets have not taken place. Once this happens there will be another big initiative for farms to participate. (Balbian)

In addition to the Margin Protection Program meetings conducted, Dave has met with individual farmers at their farm and over the phone on this topic. Varying approaches and situations have made this program very farm specific. (Balbian)

Coordination with Farm Net on two farms this quarter. In both cases the issues dealt with family dynamics and what the future may hold for these farms. (Balbian)

In-service & Professional Development:

Dave attended the annual Cornell Nutrition Conference in Syracuse. This is an excellent opportunity to stay abreast of the latest research in Dairy Nutrition. Speakers come from all over the country as do participants and a few even attend from other countries. (Balbian)

David and Kevin attended a regional program for CAFO farms in Ballston Spa to stay abreast of environmental issues and challenges these larger farms face. It was sponsored by New York Farm Bureau with presentations by Pro Dairy and NYSDEC staff. (Balbian and Ganoe)

Next Quarter and Future Activities

Continue work on the Dairy Acceleration Program. I am acting as a facilitator for this program across our region. (Balbian)

Continue with individual assistance on facilities & dairy nutrition (Balbian)

Continue working on the program for the 2015 Central New York Dairy Day and Corn Day programs. (Balbian and Ganoe)

Continue working on statewide small grains meetings for first week of February. (Ganoe)