



North Country Ag Advisor

www.nnyrap.cce.cornell.edu

"Your trusted source for research-based knowledge"



**Western Bean Cutworm
Report**

Page 3

**Sheep and Goat Update for
October 2016**

Page 13



**Cornell University
Cooperative Extension**
Northern New York Regional Ag Team

October 25, 2016

Hoof Health
10-3pm Miner Institute

October 26, 2016

Hoof Health
10-3pm Extension Learning Farm, Canton

October 27, 2016

Hoof Health
10-3pm CCE Lewis County

Kitty O'Neil
Field Crops & Soils
315-854-1218
kao32@cornell.edu



Michael Hunter
Field Crops & Soils
315-788-8450
meh27@cornell.edu



Kim Morrill
Dairy Management
603-568-1404
kmm434@cornell.edu



Lindsay Ferlito
Dairy Management
607-592-0290
lc636@cornell.edu



Ron Kuck
Livestock
315-788-8450
rak76@cornell.edu



Betsy Hodge
Livestock
315-379-9192
bmf9@cornell.edu



Kelsey O'Shea
Ag Business Management
315-379-9192
kio3@cornell.edu



Tatum Langworthy
Sr. Administrative Assistant
315-788-8450
tlm92@cornell.edu



Ag Advisor

Cornell Cooperative Extension of
Clinton, Essex, Franklin,
Jefferson, Lewis, St. Lawrence
Counties

Ag Advisor is published by the
NNY Regional Ag Team collaborating with Harvest NY

Layout/Design: Tatum Langworthy

Anika Zuber
Dairy Processing
585-813-3539
adz8@cornell.edu



Mackenzie Waro
Livestock Processing and Marketing
607-287-1292
mlw55@cornell.edu



Lindsey Pashow
Ag Business and Marketing
518-569-3073
lep67@cornell.edu



Table Of Contents

<i>Western Bean Cutworm Report</i>	3
<i>Ear to the Ground</i>	4
<i>Drought Assistance Cost-Share Funding Available for Jefferson and Lewis Counties</i>	6
<i>Understanding Footbaths and Risk Factors for Lameness</i>	8
<i>Four Reasons Why Keeping up with Farm Records should be a Priority</i>	12
<i>Sheep and Goat Update for October 2016</i>	15
<i>Agritourism: A Working Farm Experience</i>	16
<i>2016 Calf Conference</i>	18

Contact us directly through our website:
<http://nnyrp.cce.cornell.edu/>

Our Mission

"The Northern New York Regional Ag Team aims to improve the productivity and viability of agricultural industries, people and communities in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex Counties by promoting productive, safe, economically and environmentally sustainable management practices, and by providing assistance to industry, government, and other agencies in evaluating the impact of public policies affecting the industry."

Field Crops and Soil

Western Bean Cutworm Report

By Mike Hunter

In September, it was not difficult to find Western Bean Cutworm (WBC) larva in NNY corn fields. The populations found were still way below any economic damage level; however, we would like to share the trap counts with growers in the region. We are also asking for reports of any notable or significant Western Bean Cutworm damage found in field corn as you check your corn before grain harvest.

Western Bean Cutworm was first found in New York State in 2009. Since 2010, we have been monitoring WBC moth presence in NNY. The Western Bean Cutworm is an emerging pest in NY that has the potential to cause economic losses in field corn, sweet corn, and dry beans. We monitor and record the number of male moths caught in bucket traps using pheromone lures. The damage to the corn is caused by the Western Bean Cutworm larva feeding on the ears of corn.

Throughout NYS there were 69 WBC traps monitoring moth presence in field corn in 26 counties. There are 32 WBC traps located throughout Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex counties. We are still considered the “hot spot” for Western Bean Cutworms in New York State. The NNY region claimed 9 of the top 10 high WBC trap counts in the entire state...certainly nothing we want to brag about. In fact, NNY recorded the five highest individual trap counts; listed in the table below.

County	Town or Township	Total Moths
Franklin	Malone	1662
Jefferson	Hounsfield	947
Jefferson	Clayton	815
Franklin	Dickinson Center	756
Lewis	Martinsburg	647

We did not have any significant increases in the number of WBC moths caught in locations where we had previous year trap counts. For some reason the WBC moth counts in most Lewis County locations were down significantly from previous years. The average number of WBC moths caught per trap in the state was 252. The 32 NNY sites averaged 388 moths per trap for the season, down from the 2015 average of 534 moths. The drop in the WBC moth populations may have been impacted by the drought conditions in parts of NNY.

Despite the lowered moth counts recorded at some of our locations, we found plenty of Western Bean Cutworm larval



feeding damage in corn. In Jefferson County, we found WBC damage to 18 to 20% of the inspected corn ears in a field where only 201 WBC moths were caught the entire season. This may sound like a lot of damage but it still is not considered to be economic damage in field corn. With our current populations of WBC in NY, yield losses are not likely. Our biggest concern caused by the kernel feeding is the impact that it may have on fungal pathogen growth. If the environmental conditions are right, this could lead to the mycotoxins developing in the damaged grain.

Before you get too complacent and sit back and say you don't have to worry because you plant Bt corn, remember that not all Bt corn will control Western Bean Cutworm. Just because you may be planting Bt corn hybrids that control European corn borer does not mean that it will control Western Bean Cutworm. Currently, only Bt corn with the Cry 1F or Vip 3A protein are considered to be effective against the WBC. There are now several recent reports coming from the field in Michigan, Indiana, Ohio, and Ontario, Canada, suggesting that there are many failures of the Cry 1F controlling Western Bean Cutworm this year. If you have any of these corn hybrids planted and are finding any WBC feeding damage we are extremely interested in visiting those fields to assess and document the damage.

Continued onto page 4

Bt corn hybrids with the Cry 1F Bt trait are found in Herculex 1 and Xtra; most Acremax (AM), Intrasect and TRIsect; and Agrisure E-Z Refuge products (3122, 3220, 5122, 5222). Refer to the University of Wisconsin-Madison and Michigan State University "Handy Bt Trait Table (April 2106 version)" found at <http://bit.ly/1Qq3AKf>. For those that do not have access to the internet and would like a print copy of the table referenced please contact your local Cornell Cooperative Extension office.

With a growing concern from corn growers and agribusinesses in NNY that the WBC feeding on corn can lead to increased mycotoxin levels, the Northern New York Agricultural Development Program funded an on-farm research project titled "Evaluation of the Efficacy of Bt Corn for the Control of Western Bean Cutworm in NNY." In 2016, we planted four large scale replicated corn trials on farms in Jefferson, Lewis, St. Lawrence, and Franklin Counties. We are comparing different Bt corn traits for the control of WBC and will also sample the grain from each of the four hybrids planted and check for the presence of ear molds and mycotoxins. Once the

harvest season is complete and the data is analyzed, stay tuned for our final report in a future issue of the Ag Advisor.

We would also like to acknowledge the following for assisting with the weekly monitoring efforts in NNY: Melissa Spence (CCE Lewis Co.), Joel Kloster (CCE Lewis Co.), Joe Larwrence (PRO Dairy), Mike Kiechle (Garden of Eden Farm, Jefferson Co.), Cassondra Kiechle (CCE Jeffeson Co.), Glen Yousey (Seedway), Harry Fefee (CCE Franklin Co.), and Billy Bullock (CCE St. Lawrence Co.).

In 2017, we will continue to monitor the populations of Western Bean Cutworm in NNY. If you have any additional questions contact Mike Hunter (315-788-8450) or Kitty O'Neil (315- 379-9192).

Ear to the Ground

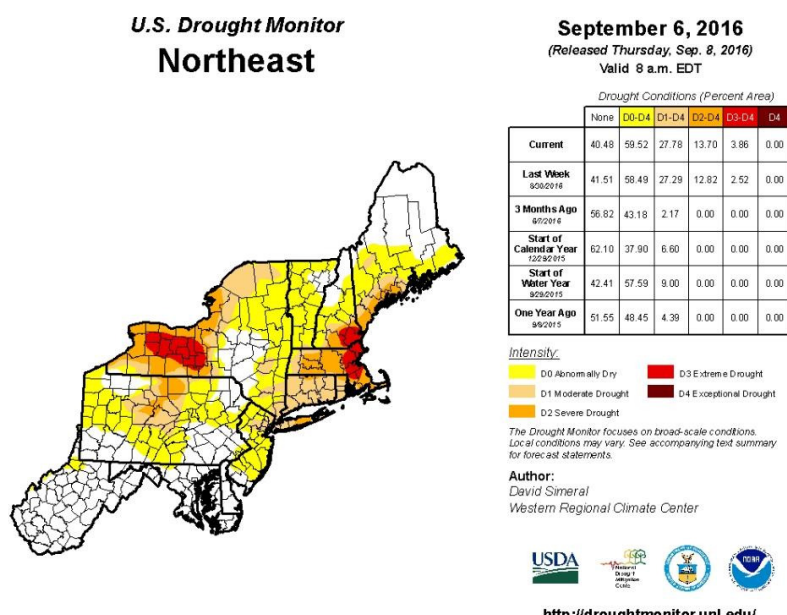
By Kitty O'Neil

The September 6, 2016 Drought Monitor map, shown below, indicates an expansion of Extreme Drought (D3) areas in the NYS's Finger Lakes and in southeastern New Hampshire. The experts at the Climate Center base these classifications on short-term precipitation deficits (30–60 day), low stream flows, and dry soil conditions. The entire North Country is categorized as D0, D1, or D2 as of September 6th. The Northeast US continues in an overall dry pattern with no significant rainfall accumulations observed across the majority of the region.

In the past week or so, 0.05 – 1.6 inches were reported in some areas of NYS, but we are still in desperate need of rain. Average temperatures were one-to-five degrees above normal across the much of the region with the greatest temperature anomalies observed in northern Maine. Eighty-six percent of NYS is categorized as D0-D4 drought, as are 62% of Pennsylvania, 84% of Vermont, 74% of New Hampshire, 44% of Maine, and 100% of Massachusetts, Connecticut, and Rhode Island. The nine Midwestern states are in much better shape with only 9% of their combined area assessed as any of the drought categories.

Many folks across NNY have reported digging holes or ditches for construction projects and finding bone-dry soils down to 3 or 4 feet or beyond. Many trees are showing

evidence of drought stress this fall, losing leaves without turning fall colors. Lots of snow and rain are needed this winter to return us to normal soil conditions.



Northern NY Dairy Institute Hoof Health Workshop

*Keynote Speaker Neil Andrew, ZINPRO
Account Manager Northeast*

Topics of Discussion:

- Identifying lame cows in a tie stall and free stall barns.
- Designing and managing foot baths.
- Classroom and on-farm activities.

Tuesday, October 25, 2016

10AM-3PM

Miner Institute, Chazy

Wednesday, October 26, 2016

10AM-3PM

Extension Learning Farm, Canton

Thursday, October 27, 2016

10AM-3PM

Cornell Cooperative Extension
of Lewis County, Lowville



PERFORMANCE MINERALS®

For more information contact
Tatum Langworthy at 315.788.8450
or email tlm92@cornell.edu

Registration will be held each day at 9:45AM
Cost is \$30.00 if registered before 10/14/2016;
\$40.00 at the door .

Register online:

https://reg.cce.cornell.edu/_10512



Cornell University
Cooperative Extension
Northern New York Regional Ag Team

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and
Individuals with Disabilities and provides equal program and employment opportunities.

Drought Assistance Cost-Share Funding Available for Jefferson and Lewis Counties

By Lindsay Ferlito

As of mid-September, Jefferson County is still designated as D2 drought zone. Authorities continue to push for this to be updated to a D3 zone which would make more disaster assistance programs available to farmers in this region. Fortunately, however, the USDA Farm Service Agency offices in Jefferson and Lewis Counties have announced the availability of USDA Emergency Conservation Program (ECP) funding – “The Emergency Conservation Program, administered by the U.S. Department of Agriculture (USDA) Farm Service Agency (FSA), provides emergency funding and technical assistance to farmers and ranchers to rehabilitate farmland damaged by natural disasters and to implement emergency water conservation measures in periods of severe drought.”

Sign-up for the funding runs for 60 days and begins on Monday, September 19, and ends on Friday, November 18, 2016. It's possible that cost-share funding will be approved for practices that have already been completed this summer (such as hauling water or digging a new well), so check with FSA if you already have incurred some costs. In addition to signing up for ECP, farmers should continue to document and record any losses or expenses due to the drought.



UNITED STATES DEPARTMENT OF AGRICULTURE
FARM SERVICE AGENCY

DISASTER ASSISTANCE FACT SHEET

September 2015

Emergency Conservation Program (ECP)

According to the USDA Disaster Assistance Fact Sheet on the ECP, “as determined by FSA county committees, ECP participants may receive cost-share assistance of up to 75 percent of the cost to implement approved emergency conservation practices. Qualified limited-resource producers may receive cost-share assistance of up to 90 percent of the cost to implement approved emergency conservation practices.

To rehabilitate farmland, ECP participants may implement emergency conservation practices, such as:

- Installing pipe to an existing or newly developed source of water because the primary source is inadequate
- Providing water for livestock during periods of severe drought
- Constructing and deepening wells for livestock water
- Developing springs or seeps for livestock water

Other conservation measures may be authorized by FSA county committees with approval from FSA state committees and the FSA national office.”

The full fact sheet can be found online at:

https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdfiles/FactSheets/2015/ecp_2015.pdf

For more information, please contact Glenn Bullock (FSA County Executive Director, Jefferson and Lewis Counties) at 315-782-289, or a CCE extension specialist.

SOIL HEALTH

FIELD DAY

Friday, October 28, 2016

Beginning at 9:00 am Smithville Fire Dept., 13727 County Rd 63, Adams, NY

PRESENTATIONS

Paul Salon, NRCS Soil Health Specialist
National Soil Health Assessment Project & preliminary results of interseeding cover crops into corn in NY and PA.

Mike Hunter, Cornell Cooperative Extension
Herbicide and cover crop termination

John Kemmeren, Chenango County farmer
Find out how 40 years of no-tilling resulted in healthy, high organic-matter soils have allowed him to cut fertilizer inputs by 75% while increasing yields!!! Plus, other soil health benefits!!

Shawn Bossard, SUNY Morrisville
Dawn Roller Crimper/Corn Planter set up

IN FIELD DEMONSTRATIONS

4 different demo plots at 2 local farms
Each demo will show different methods to establish cover crops

NRCS Soil Scientist, Amy Langner
Inherent and dynamic properties of soil within a soil test pit in the field

Interseeder and No Till Drill will be on display

FREE HOT LUNCH!

Catered home-grown, local foods



Dave Komorowski
USDA-NRCS Resource Conservationist
(315) 782-7289 Ext. 114

**NYS DEC
Pesticide &
CCA credits
available**



*This program is made possible by SARE
funding through Cayuga County
Soil & Water Conservation District*



www.sare.org

Understanding Footbaths and Risk Factors for Lameness

By Lindsay Ferlito

Lameness is one of the biggest issues on dairies across the globe, costing producers money and negatively impacting cow comfort and welfare. Studies indicate that the average prevalence of overall lameness in lactating cattle in the U.S. ranges from 11 to 55%, with some individual farms having even higher rates. The average severe lameness prevalence is much lower, but still a concern for a lot of dairies.

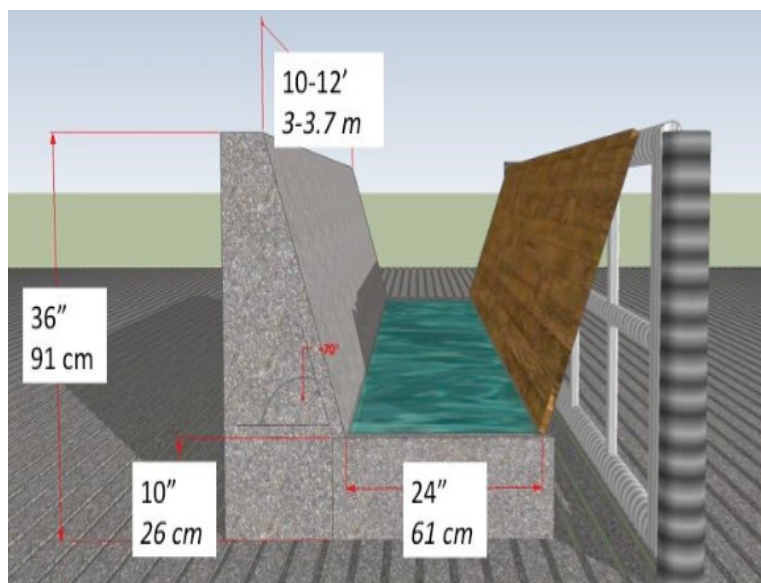
Abnormal gait (lameness) is a symptom of an injury, disease, or an issue usually with a cow's hooves or leg joints. Lesions and diseases can be either infectious – caused by a bacteria, fungus, or virus (ex: digital dermatitis, foot root, heel horn erosion), or they can be non-infectious (ex: sole or toe ulcer, thin sole, white line disease, abscess, hemorrhage). Either way, lameness is multifactorial and affected by several management and facility factors on the farm (see the list in the next column).

Improving lameness can be a significant challenge on some dairies, but in some cases this problem can be a 'low hanging fruit.' For example, footbaths are a good tool for preventing digital dermatitis, but only when designed and managed properly. A recent study presented by Noelia Silva-del-Rio at the American Dairy Science Association annual conference this summer assessed footbath usage on 21 dairies in CA, and found room for improvement. Only 19 dairies were actually using a footbath, and only one dairy was running a footbath for the dry cows. Additionally, most footbaths were

improperly sized, with 90% being too short (<10 feet) and almost 2/3 were wider than the recommended 2 feet.

In addition to footbaths, the following are significant factors that have been shown to have an effect on lameness and may be areas where producers can make improvements:

- **Stall base:** Deep-bedded stalls are associated with lower overall and severe lameness compared to mattress/mats/waterbeds/concrete stalls.
- **Stall cleanliness:** More contaminated (dirty) stalls are associated with higher overall and severe lameness
- **Flooring:** Rubber in the alleys to and from the parlor is associated with lower overall lameness.
- **Alley cleanliness:** More frequent removal of manure from alleys (keeping alleys cleaner) is associated with lower severe lameness and a cleaner standing surface helps reduce infectious diseases that cause lameness .
- **Time away from pen:** More time spent away from the pen in the parlor and holding area is associated with higher lameness.
- **Herd size:** Larger herd size is associated with lower overall lameness .
- **Access to pasture:** Having access to pasture at some point during a lactation (even just during the dry period) is associated with lower overall lameness .
- **Brisket board:** A brisket board height (above the stall base) of greater than 6 inches and having concrete fill behind the brisket board are associated with higher lameness.
- **Nutrition:** Ruminal acidosis is a risk factor for lameness.
- **Body condition score:** Cows with low BCS (<2) are at a greater risk for mild and severe lameness.
- **Hoof trimming frequency:** Trimming hooves only based on hoof overgrowth is associated with higher lameness.



The recommended footbath dimensions. Diagram courtesy of Dairyland Initiative, University of Wisconsin-Madison.

For more information on how to design and manage the proper footbath or how to identify lame cows in either a tie-stall or freestall, attend one of our upcoming Hoof Health Workshops:

Oct 25 @ Miner Institute,
Oct 26 @ CCE Canton,
Oct 27 @ CCE Lowville,

Or contact your regional dairy specialists for more information (Lindsay Ferlito – 607-592-0290, lc636@cornell.edu; Kimberley Morrill – 603-568-1404, kmm434@cornell.edu).

Veterinary Feed Directive – What, Why, and How Does it Impact You?

By Kimberley Morrill, PhD

Focusing on the goal to help ensure safe food and sustainable use of antibiotics for animals and humans, the FDA published a revised Veterinary Feed Directive (VFD) to promote the responsible use of antibiotics for food-producing animals. This regulation (going into effect 01/01/2017) will require a VFD for all medically important antibiotics (those important in human health) administered in feed, and a veterinary prescription for all medically important antibiotics used in water.


These products have been available over the counter, but beginning 01/01/2017, a VFD must be issued by a licensed veterinarian operating in the course of his/her professional practice and in compliance with all applicable veterinary licensing and practice requirements, including issuing the VFD in the context of a veterinarian-client-patient relationship (VCPR). A VFD is similar to a veterinary prescription for producers to obtain and use medically important antibiotics in feed in accordance with the FDA-approved directions for use.

Across animal agriculture, there are many in-feed antibiotics that will be affected by this guidance including: neomycin, Tylosin, Virginiamycin, chlortetracycline, and oxytetracycline. Ionophore, coccidiostat, and bacitracin products will not require a VFD unless used in combination with medically important antibiotics. This means that you do not need a VFD to use Rumensin, as it is not a medically important antibiotic.

As we move closer to 01/01/2017, start the conversation with your veterinarian sooner, rather than later (or last minute). Make sure you have a VCPR in place. Review what antibiotics you are currently using on your operation and why (not just VFD, but all antibiotics). Discuss what your needs are, and what disease challenges your animals face. Review your treatment protocols and record keeping.

SUGGESTED STEPS FOR A SUCCESSFUL TRANSITION:

1. Start the conversation with your veterinarian to learn about the details of the new VFD regulation.
2. Immediately establish a VCPR, as required by state regulation. This is also required for the National FARM program beginning 01/01/2017.
3. Start reviewing your current list of medications to see what might be affected.
4. Add a step in your current record-keeping procedures for recording and filing VFD documentation.



Cook's Wildlife Buffet

Alfalfa, Soybeans, Corn

Conrad & Yvonne Cook

1105 State Highway 72
Potsdam, NY 13676

(315) 265-6788

Taken at Deer Valley Trails

Photo by Roger & Amy Cook Photography, Gouverneur, NY

**NORTHERN NEW YORK
FARMER'S MARKETING CO-OP**
RT. 26, LOWVILLE, NY

NNY IS THE ONLY NEW YORK STATE
LIVESTOCK MARKET OWNED AND OPERATED
BY LOCAL FARMERS.

**AUCTION EVERY MONDAY AND THURSDAY AT
2:00 P.M. CALVES FOLLOWED BY DAIRY, MISC.
THEN BEEF. DAIRY CONSIGNMENT AUCTION
SECOND WEDNESDAY OF EACH MONTH.
COMPLETE FARM DISPERSAL SERVICE
AVAILABLE ON YOUR FARM OR AT OUR
AUCTION FACILITY.**

**IF YOU HAVE ANY QUESTIONS OR NEED TO
ARRANGE TRUCKING TO NNY, THEN CONTACT
THE MARKET.**

PRESIDENT: DARRYL ROGGIE VICE PRESIDENT: DAN O'BRIEN TREASURER: PAUL WAITE SECRETARY: MIKE SULLIVAN	MARKET MANAGER & AUCTIONEER TED SIMMONS 376-7441
--	---

Impact of Housing and Environment on Pre-weaned Calf Health – Research Results

By Kimberley Morrill, PhD



The USDA – National Animal Health Monitoring System (NAHMS) report states that 12.47% of pre-weaned heifers in the U.S. are affected by respiratory illness, with 93.4% of these calves being treated with antibiotics. Calf

respiratory disease is associated with decreased average daily gain, increased age at first calving, decreased milk production in first lactation, and increased culling in the first 30 days. All of these factors lead to an increased cost of production and decreased revenue.

In 2016, we received a grant from the Northern New York Ag Development Program to investigate respiratory illness in pre-weaned calves across Northern New York. The objectives of the project were 1) evaluate environmental and air quality parameters across different types of calf housing facilities; 2) evaluate rates of respiratory illness in pre-weaned calves; and 3) determine the impact of environmental factors, air quality, and housing type on calf health.

This was an observational study in which calf facilities were evaluated on a single visit during June, 2015.

Housing included hutches (n = 9), individual pens in a barn (n = 11), and group pens in a barn (n = 9).

Facility and calf pen evaluations included: wind speed, temperature, relative humidity, heat stress index, bedding type, bedding composite sample for bacteria counts, nesting score of calf pens, calf health scoring, and airborne bacteria. Data were analyzed to determine the impact of housing type, environmental, and air quality variables on calf respiratory score.



A total of 29 facilities and 437 pre-weaned calves were evaluated. Calf facility temperature averaged 76°F (range 60 to 86°F) with a relative humidity of 21.5% (range 10 to 78%) and a heat index of 70°F (range 43 to 88°F). Temperature and airborne bacterial counts were greater in hutches as compared to individual and group pens. Humidity was similar for hutches and group pens, but greater than individual pens. Gram

negative airborne bacterial counts were lowest in individual pens. No difference in heat index was observed across housing type.

Mean calf respiratory score was 2.5 (range of 0 to 9) on a 12 point scale; 13.33% of calves evaluated scored greater than 5, indicating a respiratory challenge. Prevalence of respiratory illness in pre-weaned calves ranged from 0 to 50% of calves on a per farm basis (mean = 11.05% of calves/farm), with 44.82% of farms having no respiratory illness and 10.32% of farms having 30 to 50% of evaluated calves exhibiting signs of respiratory illness. There was a negative correlation between respiratory score and pen temperature.

There was a trend for group housed calves to have higher respiratory scores compared to calves in hutches and individual pens. There was no influence on respiratory score by bedding type, ventilation system, relative humidity, airflow, or airborne bacterial counts. Data collected from this study suggests that respiratory illness continues to be a challenge on NNY dairy farms, even when weather is temperate.



Currently we are working on a follow-up study to evaluate rates of respiratory illness during cold stress (to be done this winter) as well as during transition weather (fall and spring) when the temperature fluctuates greatly during a short period of time. Our goals are to identify respiratory illness triggers, and work with producers to develop management strategies to prevent and reduce respiratory illnesses in calves.



The Right Feed. The Right Time. The Right Place.

The Right Company

Our Dairy Specialists: Terry White, Scott Durant, and Mike Watson (ARPAS Certified)



Gold Star Dairy Services:

- Commodity Contracting
- Farm Goals 2.1
- Ration Balancing on NDS Rumen Model
- Feed Delivery on Company Owned Trucks



**BROWN'S
FEED
INC.**

BOB LAISDELL, JR

Dairy Nutrition Specialist

315/894-5021

800/564-5021

CELL 315/778/3118

Email - rlaisdell@gmail.com

MATTHEW A. LAISDELL

Dairy Nutrition Specialist

315/894-5021

800/564-5021

CELL 315/408-5041

Email - mlaisdell@yahoo.com

124 W. Orchard Street Frankfort, New York 13340

Ace Hoof Trimming

"We Save More Cows"



Dairyland Hoof Care Institute Inc. Graduates

Jason Chamberlain (315) 486-0028

Colton Aubin (315) 767-1242

We operate a fully hydraulic standup chute for a stress-free experience

Farm Business

Four Reasons Keeping up with Farm Records Should be a Priority

By Kelsey O'Shea

With the end of summer approaching and corn harvest underway, there are a million things to do on the farm. With the current state of commodity prices and the potential for prolonged low prices, it can be difficult to even think about making time to look at the books. However, the businesses that will perform the best during the downturn are those that are biting the bullet and keeping a close eye on their financials in real time. Here are four reasons why keeping up with farm records should be a high priority:

1. It prevents repeating and making mistakes: It is important to realize that as a farm owner and operator, you are making countless decisions each day to keep your farm running. These decisions need to be made quickly to deal with situations as they arise, but with quick decisions sometimes come mistakes, or choices, that don't ultimately align with the long-term plan. This is when taking the time to complete and review farm records pays off. You will be able to see if incorrect or unnecessary purchases were made, or if the appropriate discounts are being applied. You can then address those issues immediately, ultimately saving you money.

2. It reveals potential production issues before/as they arise: This may seem obvious, but when times get busy in the field it can be difficult to keep up with the monitoring of production levels on the farm. It becomes easy to not notice small changes until these issues have become so severe they cannot be ignored. By monitoring monthly financials in a timely manner, even small variations in income will reveal the basics about production levels on the farm.

3. It is one of the strongest tools to provide to your lender:

After working in agricultural lending for four years, I can say that one of the best ways to keep your relationship with your lender strong is to provide them with your financials in real time. By sharing your quarterly financials with them, you can accomplish the following: communicating the financial health of your business in real time, help identify issues as they arise, and give them the evidence and information they need to advocate for the needs of your business. When times get tough, lenders want to do what's best for your business financially. The tricky part is getting everyone to agree on exactly what that is. By

providing your lender with your financials in real time you will have the support to evaluate financial choices and make decisions.

4. It can boost morale: This may seem counterintuitive. How can looking at losses or breakeven boost morale? By monitoring your businesses monthly, and making management changes to react to current conditions you can then see the benefits of those management changes in the next month. This can provide a much needed feeling of progress and success when commodity prices are not cooperating. In addition, after talking with other farmers, watching the news, and having that last tractor breakdown all in the same day it can be easy to feel really negative about farming. By working through your finances monthly you may find that your business is performing better than it "feels."

There are many resources available for managing your farm's records: from Cornell Farm Records Books to Quickbooks software to Farm Credit East Records Services. The important part is that you choose a records system that works for your operation and that you will keep up with in real time. For more information on farm record keeping, contact Kelsey O'Shea at kio3@cornell.edu.

Farm Drainage Systems

-GPS- Tile Installation-



Ken Gerber 315-212-4658
Conrad Gerber 315-955-5639

Rock Haven Acres LLC.
24403 CR 47
Carthage, NY 13619

NNYRAP FARM FINANCE 101

By Kelsey O'Shea

Ever wish you paid more attention in that accounting class? Maybe you're a bit rusty on financial ratios, or looking to learn something new. Each month I will go over an accounting or finance topic as it relates to your farm business, so stay tuned. For the first month we will start with the basics:

The Accounting Equation: the basis for all financial statements.

Equity = Assets - Liabilities *in other words* **Equity** = Everything you own - All debt/loans

Example: Equity in a tractor = Value of tractor - What is owed on the loan

Various Kinds of Assets and Liabilities:

Short Term

Assets – This includes cash and items that could be readily converted into cash within 12 months if needed. Examples: accounts receivable, crop inventories, or short-term investments.

Liabilities – This includes debts that will need to be paid within the next 12 months. Examples: operating lines of credit, CCC loans, and cropping notes.

Intermediate Term

Assets – This usually includes items that have a useful life of anywhere from 2-15 years. Examples: machinery/equipment, vehicles, livestock, and some retirement accounts.

Liabilities – This includes any and all loans associated with the above listed assets; in addition, general lines of credit are usually considered intermediate liabilities.

Long Term

Assets – This includes items that have a useful life of over 15 years. Examples: land and buildings, some fixtures (grain bins etc), and some retirement accounts.

Liabilities – This includes the loans associated with the above listed assets.

The North Country Ag Advisor is converting to an electronic version.

Please fill out information below and mail to Tatum Langworthy at 203 North Hamilton Street, Watertown, NY 13601, or email this information to TLM92@cornell.edu.

NAME: _____ FARM NAME: _____

ADDRESS: _____ CITY: _____

ZIP: _____ PHONE: _____

EMAIL: _____

☐ I DO NOT have internet access and would like to receive a paper copy, of the NNY Ag Advisor.

Conventional Parlors vs. Robots

A workshop on how to evaluate your options

Wednesday, November 9, 2016
7PM -9PM
St. Lawrence County BOCES
40 W. Street
Canton, NY 13617

Cost is \$35 if registered by November 1;
\$40 at the door.

Register online at
https://reg.cce.cornell.edu/_10512



- ◇ *Jason Karsazes* will be presenting his method of analysis of the per unit cost of harvesting milk for both conventional parlors and a robot parlor.
- ◇ We will look at the total capital investments involved with each parlor and how those affect net worth and future plans.
- ◇ This is an interactive workshop, so definitely come with questions!!
- ◇ Workshop will include printed materials and evening refreshments.

For more information contact Kelsey O'Shea at 315.955.2795
or email kio3@cornell.edu.



Cornell University
Cooperative Extension
Northern New York Regional Ag Team

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Are you interested in advertising in *The North Country Ag Advisor?*

**We reach ag communities across Jefferson, Lewis, Franklin,
Essex, Clinton, and St. Lawrence Counties.**

**For more information contact
Tatum Langworthy at 315-788-8450 or
TLM92@cornell.edu.**

Livestock

Sheep and Goat Update for October 2016

By Betsy Hodge

Graded Sheep and Goat Sale with Empire Livestock in Gouverneur – October 15, 2016.

This is a special sheep and goat sale set up in cooperation with the staff at Empire Livestock. They have agreed to drop the commission to \$5.00 per head if we have 200 lambs and goats at the sale. If we can give them an idea of what is coming in ahead of time, they can let the buyers know and possibly prearrange orders. When you have an idea what you might send, please let me know, much like we do when we organize a truck (bmf9@cornell.edu or leave a message at my office 315-379-9192, x227).

We hope to have an actual USDA grader on site to do the grading. If we are lucky, we can get him to do some training the evening before the sale or maybe even at the sale in the morning. More details will be provided on the grading training by email and newspaper.

Sheep, lambs, goats, and kids can be brought in Friday the 14th or the morning of the 15th. We are working on how the lambs will be grouped — by owner or by grade and size, etc. Producers are encouraged to stay and help grade and group lambs that are coming into the sale. Please let me know if you can stay and help.

Because we are planning the sale, there won't be any trucks planned until after the sale in October. If this is successful we may want to push the sale back to the end of September in the future.

We appreciate Empire's interest and cooperation in trying to get a successful North Country Sheep and Goat Sale going. They are doing sheep and goat sales at other sale barns around the state in October as well.

Wool Pool – October 22, 2016.

The Wool-Pool will be held somewhere at the Extension Learning Farm. Many areas of our facility are in transition/construction at the moment, but it will be here somewhere.

Please bring your dry, clean wool in wool bags or contractor bags. Wool bags are available from www.midstateswoolgrowers.com. You may have to call them to find the wool bags as they don't always show up on

their internet catalog (800-841-9665). It may be possible to bring some ahead of time, but we need people to come the day of the pool and help load the truck. Wool will be labeled and you will receive a receipt for your wool. The wool goes to Canada, gets sorted there and you eventually get a check (sometimes in February). The pool is usually a great time to visit and catch up with one another and we all go out to eat together afterwards.

The pool will start at 9:00 am. Canadian Wool Growers will again be sending a truck so you won't be charged for trucking once your wool makes it to Canton. I don't have the price at this time, but will try to get an idea of the price and send it out by email. In the past we have gotten a fair price for our wool.

To let us know how much wool you plan to bring please contact one of the following: Sandy VonAllmen (315-769-7209), Roger Hastings (518-529-6665), or Betsy Hodge (315-379-9192).

Integrated Parasite Management and FAMACHA Class – Saturday, October 29, 2016, 10:00 am to 3:00 pm at the Extension Learning Farm in Canton. \$35.00 per person (\$10.00 for additional from same farm).

Parasites can be very frustrating when you are trying to make the most of your pastures and keep your animals outside eating grass. This class teaches you the principles of evasive grazing. Different parasites cause different symptoms and need different de-wormers to treat them. However, treating all the animals in your flock at once can lead to de-wormers that don't work! Come and find out how to strategically treat your flock. We will be using microscopes to look at fecal egg counts as well as doing hands-on FAMACHA scoring with our sheep flock. Learn to be a worm manager.

Register with the CCE St. Lawrence office at 315-379-9192, Extension 237 or 227 or email me at bmf9@cornell.edu.

Save the date – December 2-4, 2016. Dairy Sheep Association Symposium at Cornell. Check out the program at www.dsana.org. Contact Mike Thonney for more information at mlt2@cornell.edu. Even if you don't plan to milk sheep you will find some interesting topics at this meeting so consider attending.

Harvest NY

Agritourism: A Working Farm Experience

By Lindsey Pashow



Agritourism has many definitions across the world, but the main concept is to bring visitors to a farm for a visit and potential sales. The farm can be a variety of different enterprises from a farm stand, bed and breakfast, corn maze, petting zoo, farm winery, farm brewery, farm distillery, cheese making, pick your own, etc.. It is a way for the public to experience what a working farm is all about. They basically want to see the good side of farming and have a wonderful experience.

So what makes a wonderful experience for the general public?

- **Clean and Tidy Farm:** If you have a lot of stuff and equipment try to hide it out of site. A messy farm is not appealing to the public.
- **Restrooms:** This is a must for every public location. They will expect that the restrooms are clean and functioning.
- **Story:** The public likes to hear a story of the general who, what, when, where, why, and how of farm operation. The public has limited information about how a working farm actually works.

- **Parking:** A designated parking location with clear signage is a must.
- **Accessibility for Everyone:** Since the farm will be open to the public, it must comply with federal and state regulations to make it accessible to the entire public.
- **Payment Options:** People now expect multiple forms of payment options. Most people don't carry cash, so plan on taking a second form of payment.
- **Hours of Operation:** Make sure to have consistent hours of operation. It is fine to be a seasonal operation, but make it clear when you will be operating. This means updating every location that hours are posted.
- **Insurance:** You'll want to have complete liability insurance that covers your farm and especially for having visitors. It only takes one person getting hurt to lose everything that you've worked so hard to establish.

The important thing behind agritourism is to make sure the public has a good experience and tells other people about that experience. For more information regarding what makes a good tourist experience contact your local tourism office.



TEL: 315-846-5951

Commercial & Residential - Fully Insured - Free Estimates
Trucking - Septic Service - Septic Pumping - Trash Removal
Roll-Off Containers - Recycling - Snow Removal - Excavation

Portable Restroom Rentals Available

P.O. Box: 34 Belleville, NY 13611
Email: johnallensanitation@gmail.com - Website: johnallensanitation.com

app of the
MONTH



Farms.com Classifieds



The Farms.com Classifieds App is North America's #1 free buy and sell farm and agriculture classifieds mobile app. Find hundreds of farming and agricultural classifieds, including livestock, poultry, pets, seed, feed, crops, buildings and storage, auctions, power supplies, events and announcements, antiques, careers and employment, farm real estate, fencing and gates, services and contractors, and more.



Put the **PLUS+** in your herd productivity



Save time to milk additional cows per day and increase milk production



Potential to save water and energy



More milk per cow



Impact on feed cost and downtime



Greater labor efficiency



Products in concentrated forms that use less packages, formulated to your needs

DeLaval Dairy Service - Adams, New York
DeLaval Dairy Service - Postdam, New York

is a registered trademark of Tetra Laval Holdings & Finance S.A. and "DeLaval" is a registered trade/servicemark of DeLaval Holding AB. © 2016 DeLaval Inc. DeLaval, 11100 North Congress Avenue, Kansas City, Missouri 64153-1296. www.delaval-us.com

 **DeLaval**

PRO-DAIRY

2016 Calf Conference

November 7 & 14, 2016
10AM-1PM

Farm Credit East, Burrville

November 4 & 18, 2016
10AM-1PM

North Bangor Fire Department

Topics of Discussion:

- Birth through weaning
- Calf health & nutrition
- Housing & ventilation
- Classroom & on-farm training

Lunch will be provided.

Register online at https://reg.cce.cornell.edu/_10512

Pre-registration by October 28, 2016 is \$50.00.

Cost at the door is \$75.00.

For more information contact Tatum Langworthy at
315-788-8450 or tlm92@cornell.edu.



Cornell University
Cooperative Extension
Northern New York Regional Ag Team

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities



CHOOSE A HEALTHIER, MORE PROFITABLE HERD

YOUR HEIFER CALVES ARE YOUR LEGACY. PREDICT HOW HEALTHY THEY WILL BE AS COWS BY PROACTIVELY TESTING THEM WITH CLARIFIDE® PLUS.

CLARIFIDE® Plus provides unique genomic predictions for mastitis, lameness, metritis, retained placenta, displaced abomasum and ketosis. And with a powerful new economic index—the Dairy Wellness Profit Index™ (DWP\$™)—producers have the unprecedented ability to choose and plan for a healthier and more profitable herd.

To learn how CLARIFIDE Plus can help make your life easier by selecting heifers to help build a healthier herd, contact your Zoetis representative or visit clarifideplus.com.

CLARIFIDE
plus



clarifideplus.com

© 2015 Zoetis Inc. All rights reserved. All trademarks are the property of Zoetis Inc., its affiliates and/or licensors. All other trademarks are the property of their respective owners. CLR-00114

DAIRY WELLNESS MAKES A DIFFERENCE™

zoetis.

Classifieds

For Farmers only: To place a free classified advertisement in NNY Regional Ag *Classifieds*, please fill out this form and mail to: **Tatum Langworthy** at **Cornell Cooperative Extension of Jefferson County, 203 North Hamilton Street, Watertown, NY, 13601**. Or, you may email your ad to **Tatum Langworthy** at tlm92@cornell.edu. Please provide all information requested below. Unless specified, your ad will run one time only, in the next monthly publication. Additional ads may be written on another sheet of paper. Please limit each ad to 25 words or less and include your contact information. **Deadline for submitting ad(s) is the second Monday of the month for the following month's publication.**

NAME: _____ FARM NAME: _____

ADDRESS: _____ CITY: _____ ZIP: _____

PHONE: _____ AD SECTION: _____ MONTH(S) TO RUN AD: _____

AD: _____

Cornell Cooperative Extension Associations of Jefferson and Lewis Counties reserve the right to reject any advertisement deemed unsuitable for our publication.
Cornell Cooperative Extension Associations of Jefferson and Lewis Counties do not endorse any advertised product or business. We are providing an informational service only.

Livestock



Crops

FOR SALE: 100-125 acres of standing corn for sale. Early dent on 8/24/16. Canton area. Greg Hargrave, 315-869-8802.

FOR SALE: 25 acres of standing corn, 102-day variety in the Winthrop area. Audra and Rich Hickman, 315-212-1386.

FOR SALE: Barley straw for sale. 150-200 small square bales. Arnold Chapin, 315-854-4513.

Farm Machinery, Equipment, and Supplies

FOR SALE: Large thermal pride oil furnace. Make an offer. Call 315-482-9092.

FOR SALE: Military trailers, tires like new. Call 315-482-9092.

FOR SALE: Kory Wagon Model 6672, good rubber, several to choose from. Call 315-482-9092.



How to Advertise in NNY Regional Ag Classifieds

Farmers: Advertising in *NNY Regional Ag Classifieds* is **FREE** for farmers. To place an advertisement, fill out the "For Farmers only" form in this publication or email to Tatum Langworthy at tlm92@cornell.edu by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.

Fine Print: To qualify for free advertising, you must meet all of the following criteria:

- You must own, rent, or be employed on a farm.
- Your farm must be actively engaged in the production of agricultural commodities, such as milk, meat, eggs, produce, animal by-products, or feed, etc.
- Your goods must relate to farming.

Anyone wishing to purchase a larger display ad in the newsletter, should call Tatum Langworthy at (315) 788-8450 for more information. (All income generated from the sale of ads goes to publication and mailing costs.)

NNY Regional Ag reserves the right to reject any advertisement deemed unsuitable for our publication.

NNY Regional Ag does not endorse any advertised product or business—we are providing an informational service only.

CCE Northern NY Regional Ag Team
203 North Hamilton Street
Watertown, New York 13601

What's Happening in the Ag Community

Poultry Cutting, October 11, SUNY Cobleskill

NNY Dairy Institute Hoof Health Workshop, see page 5 for more information.

Conventional Parlors vs. Robots Workshop, see page 14 for more information.

Soil Health Field Day, see page 7 for more information.

2016 Calf Conference, see page 18 for more information.

Making Links: Producers "Meat" Consumers, November 11-12, 2016, Ramada Inn, Watertown

2017 Cow Comfort Conference, March 20-21, 2017, Holiday Inn, Liverpool

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.