



# North Country Ag Advisor

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**Drought Assistance Available**  
**Page 8**

**Preconditioning for Profit**  
**Page 13**

**2016 Feed Dealer Seminars**  
**Page 15**



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

November 7, 2016  
2016 Calf Conference  
Farm Credit East, Burrville

November 9, 2016  
Conventional Parlors vs. Robots  
St. Lawrence County BOCES

November 14, 2016  
2016 Calf Conference  
Farm Credit East, Burrville

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**Ag Advisor**  
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Counties

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Table Of Contents	
Chemical-free Weed Control in Pastures and Hay	3
Farm Safety Week	5
Powered Teat Dips: What's the Verdict?	6
Drought Assistance Available	8
Preconditioning for Profit	13
Livestock Programs for 2016	14
2016 Feed Dealer Seminars	15
Are you Entering a Hard Cider Renaissance?	16
Upcoming Events and Programs	Back Cover

Contact us directly through our website:  
<http://nnyrap.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.”



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# Field Crops and Soils

## Chemical-free Weed Control in Pastures and Hay Fields

By Kitty O'Neil

Each season, we field lots of questions about which herbicides should be used to control pasture and hay field weeds such as thistles, milkweed, yellow rattle, jimsonweed, horseweed, or goldenrod, or... Well, you name the weed, it comes up in pasture and hay field conversations. Now, there are plenty of herbicides available that may well control each one of these weed problems, but rarely without also causing collateral damage to desirable forage legume species. Additionally, most herbicides for hay or pasture come with restrictions on the interval between application and when the field may be grazed or cut for hay, from just a few days to one full season. There's another way, and I'd argue an easier way, to control all of these weedy species at once, while also protecting your desirable legume species, and therefore the feed value of your forage stand. *Mowing.*



Well-managed grass pasture at the Extension Learning Farm in Canton, NY. (photo by K. O'Neil, 2015)

Pasture weeds can be controlled very thoroughly by *mowing after animals have grazed*. Mowing pasture may seem counterproductive, but it's actually a very productive practice. Paddocks and pastures can become weedy when animals eat desirable plants, leaving behind plant species that are unpalatable, such as thistles or burdock. If left as is, those undesirable species have a competitive advantage over all the good species that were grazed. Overgrazing greatly worsens this effect. In the long term, the pasture weed species thrive and can spread while the good grasses and legumes have to spend root reserves to regrow. Weeds can also shade grasses and legumes, further impeding their growth. In the case of overgrazing, desirable grasses and

legumes can be forced right out of the stand, in favor of weeds and undesirable plants. Mowing behind the animals is a good approach for keeping pasture weeds to a tiny minimum. Many weed species do not tolerate mowing, while desirable grasses and legumes respond well to mowing a few times per year. Mowing just once per year will not be as effective as mowing twice, timed to clip weed species *before they mature* and disperse seed. And, if you skip a year, the weeds will probably increase again, until regular mowing is resumed. Mowing regularly also benefits desirable grasses and legumes by removing mature stems and seedheads from the stand. Animals don't generally want to eat those anyway. Clipping the mature stems encourages new growth. Keep the mower high, no shorter than 6-8" off the ground, for best results. Thistles, burdock and milkweeds are 3 troublesome weed types commonly found in sheep, cattle, and horse pastures and each can be controlled with mowing. We deal with two types of thistles in NNY – Canada thistle and bull thistle. Bull thistle (*Cirsium vulgare*) is a biennial, meaning it needs two growing seasons to mature and produce seed. In its first year, the bull thistle grows from seed and produces a deep taproot and a short 'rosette' above ground in late summer and early fall. Mowing will not affect the rosette as it stays beneath the knives. In its second year, bull thistles send up a tall, flowering stem. Mowing after buds and flowers are formed, but before mature seed is produced, is ideal for the best control of bull thistles. Bull thistles generally flower only once. Because of its biennial habit, 2 or 3 seasons of mowing are required to see a reduction in bull thistle numbers. Common burdock (*Arctium minus*) is also a biennial. It generally matures in late summer and spreads only by seed, so well-timed mowing is very effective for control.

Canada thistles (*Cirsium arvense*) are a little different, but a similar mowing strategy will work. Canada thistles are perennial and spread by seed and with a creeping root system. You'll notice that, unlike bull thistles that are often solitary plants, Canada thistles occur in patches or colonies with many plants in one small area. Once Canada thistles become established, a few years of mowing is required to get them under control. The most effective strategy for reducing this thistle is to mow a few times per season with the goal of depleting the energy reserves stored in its creeping perennial root system.

***Continued on page 4.***

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Mow infested areas when the thistles first produce flower buds. Because they’re perennial and have larger, well-established root systems, the Canada thistles will regrow and produce another crop of flower buds – so mow them again. Mow each time they produce flower buds (which could be 3-4 times per season) and, after a few seasons, Canada thistle numbers will drop dramatically. Common milkweed (*Asclepias syriaca*) is also a perennial and spreads by underground stems. The same mowing strategy will work to control milkweed, but it may challenge your faith. Mowing may appear initially to make milkweeds worse, but that’s simply their strategy to try and survive clipping treatment. Mowing persistently at the opportune times will reduce its numbers and spread. With both Canada thistles and burdock, timing and persistence are critical.

*Hay fields can respond to mowing as well.* By definition, hay fields are mowed at least once per year, right? But some hay fields can become weedy if that first mowing is delayed until July or later. Many early season hay field weeds have plenty of time to fully mature and go to seed if the field is not cut until mid- to late summer. After a few seasons of late first cutting, some weeds can begin to dominate the stand. One example of such a problem weed in late-cut hay fields is yellow rattle (*Rhinanthus crista-galli* L), which is a worsening problem in several areas in NNY. Yellow rattle is an annual parasitic plant, attacking grass roots to acquire some of their nutrients. Heavy infestations of yellow rattle can wipe out a hay field. This weed can become a much larger problem in fields where first cutting is not mowed until late June or July

or even August. Optimal first cutting time is late May or June 1. Yellow rattle generally does not become well established in fields cut at this time as it disrupts seed production and survival of this species. Some good news about yellow rattle – despite its devastating effect, it can be eradicated with just a couple of years of earlier mowing as it appears its seeds are short-lived in the soil.

Mowing is a great, chemical-free strategy for pasture improvement, but whenever trying to reduce a pasture or hay field weed problem, remember to also consider soil fertility. A low pH or insufficient nutrients can lead to or exacerbate a weed problem too and should be ruled out or addressed as one of the first steps toward a solution.

Additional resources:

1. Uva, R., J. Neal, and J. DiTommaso. 1997. *Weeds of the Northeast*. Cornell University Press, Ithaca, NY, USA.
2. *2015 Cornell Guide for Integrated Field Crop Management*. Edited by W. Cox. Ithaca, NY: Cornell University Cooperative Extension.
3. Curran, W and D. Lingenfelter, 2009. Weed Management in Pasture Systems. Penn State Extension.
4. Eaton, A. et al, 2013. Yellow Rattle: A Grass-attacking Weed in New Hampshire Hay Fields. Univ. New Hampshire Extension.

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# CCE Forage Exchange

by Kitty O’Neil

In response to the severe drought across much of NYS this year and the potential need for supplemental forage on dairy and livestock farms across the state, CCE has reanimated its online [CCE Forage Exchange](http://forage-exchange.cce.cornell.edu) website. Folks with surplus forage or corn may use this site to post a free advertisement for forages they wish to sell. Interested buyers will access this site to search for suitable forages to purchase and they’ll make arrangements directly with sellers. The URL for the Forage Exchange website is below, as well as a link to a “how to post an ad” video. Be aware when viewing the video that the website will look slightly different when using different browsers.

Forage exchange: <http://forage-exchange.cce.cornell.edu>  
How to post an ad video: <https://youtu.be/Olrwm9drrgU>

## Farm Drainage Systems -GPS- Tile Installation-



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# Farm Safety Week

*By Anita Deming, CCE Essex County*

Farm Safety week is dedicated to reminding rural communities that agriculture is one of the most dangerous occupations in the U.S. and farm injuries and fatalities are preventable through implementing safety plans and using common sense. The most recent data from the U.S. Department of Labor indicates that farming accounted for 568 fatalities and an estimated 70,000 injuries per year. Farming is particularly dangerous as people (including seniors and children) live on farms 24 hours/d. Other factors include large unpredictable animals, large hardened steel equipment sometimes operated on hills, chemicals, increased potential for fires, and long exhausting hours during planting and harvest.

Planning and preparation can help farmers and homeowners minimize risk on their property, and protect their loved ones and employees. There are many places to find information on preventing accidents and minimizing their impact, including the Extension Disaster Education Network (EDEN) <http://eden.cce.cornell.edu>. They have lists for emergency kits, “go bags”, and training videos.

In addition to accidents and weather disasters to prepare for, there are several occupational hazards such as hearing loss, repetitive joint damage, lung impacts from breathing dust, and zoonotic diseases that accompany agricultural work. For information on these hazards contact: New York Center for Agricultural Medicine and Health [www.nycamh.org](http://www.nycamh.org). They can come to your farm to audit your risk factors.

Minimizing risks using personal protective equipment and doing jobs the right way every time can help workers avoid illness and injury. Still, emergency situations can happen when you least expect it, and the first few minutes are crucial. It’s important to have a plan and ensure that everyone knows what to do in a fire, power outage, pesticide exposure, illness, injury, or other sudden emergencies. These plans should include: evacuation procedures, steps to ensure the safety of others, who to contact, and a safe meeting area. Additionally, you should have an emergency phone call list for Emergency Services, hospitals, power, and repair services, and designate an emergency contact person to coordinate communications within your family.

Just a little bit on our emergency response system: When you contact 911, they will ask you for details of the emergency to determine the level of response needed and whether it is a potential terrorist or mass casualty problem. Providing 911 GPS addresses will help tremendously in finding the accident

scene. In certain cases, they may activate special teams, such as the high angle rescue team for silo rescues or the Self Contained Breathing Apparatus (SCBA) team for entering certain manure storages. If the incident is wide spread as were the Hurricane Irene washouts, the State Emergency Management System (SEMO) or even the Federal Emergency Management Agency (FEMA) will be activated.

The first steps in a disaster are to rescue injured people; if there are too many for the town to handle then they will activate the Mutual Aid Plan. As the disaster goes on, there is the need to identify the impact on people, roads, and other public systems with an eye toward evaluating if this disaster qualifies for State or Federal funding. This means you will be asked for estimates of the economic value of your losses over and above personal losses. Phones will likely be out, so if you have access to phones, please find out how your neighbors are doing and relay that information as well. If you have to relocate, each town has emergency shelters and there are County Animal Response Teams for your animals. Be sure to include resources for your pet in your ‘Go Bag.’

So remember that “Safety is No Accident” and your time preparing and insuring against disaster may save lives — in addition to money. Contact your local CCE Office for more information on what you can do to prevent and minimize your risk of farm accidents.



# Dairy

## Powdered Teat Dips: What’s the verdict?

By Kimberley Morrill, PhD

During winter months, some farms modify teat dipping practices to proactively reduce the risk of frostbite in the herd. This practice is more common for farms where cows are less protected from environmental conditions in the barn or along laneways to and from the parlor. Different management changes for post dip management include blotting the teat end after post dipping to reduce excess moisture, switching to a different formulation of dip intended for winter, switching to a powder based dip, or discontinuing dipping completely. While frostbite is the main concern because it can have major implications to the cow’s health, there may be a longer, but more subtle effect to the udder and teat health on the farm, secondary to extreme temperature fluctuations in winter. In addition, some of these management strategies leave cows at a potentially higher risk for mastitis-causing pathogens. Teat skin chapping and increased hyperkeratosis of the teat ends can reduce the ability to achieve clean teat ends, increase bacterial colonization of teat ends, and put cows at higher risk for mastitis and higher somatic cell counts.



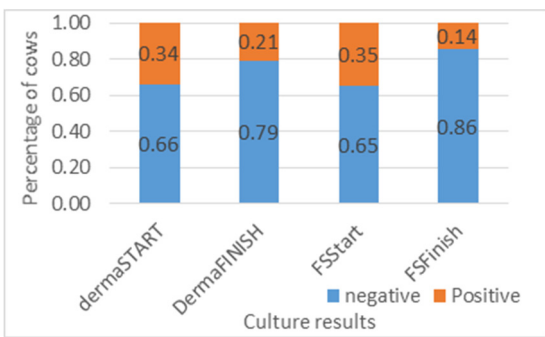
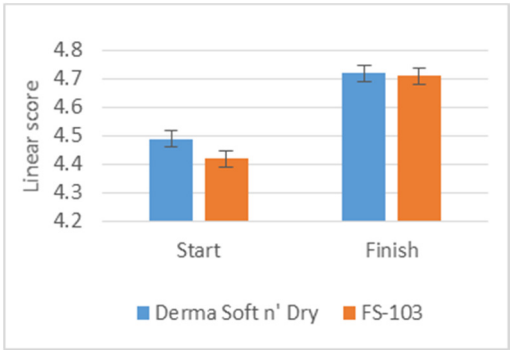
Some management strategies for protecting teat ends from harsh weather may not be as protective as other strategies. Changes in teat dip products can result in a reduction in mastitis prevention, especially for contagious pathogens (specifically *Staph aureus*) if post dip products are not as effective. In Northern New York, several farms will utilize a powdered teat dip in the winter months, however the efficacy of this type of product has been questioned many times.

**Objective:** In 2016, the Northern New York Ag Development Program funded a research project to compare a powdered teat dip to a traditional iodine based teat dip during winter on clinical mastitis, subclinical mastitis, somatic cell count, teat skin condition, and teat end health.



**Trial:** A total of 331 cows (or 1324 quarters) were enrolled in the study on January 4<sup>th</sup>, 2016, and remained on the study for 44 days. Each cow was assigned to one of two post-dip treatments: a powdered chlorhexidine acetate (0.5%) based teat dip (Derma-Soft), or a traditional 1% iodine based teat dip (FS-103). Cows were evaluated three times during the study for teat end scoring and teat skin condition scoring. Clinical mastitis events were tracked by the farm in Dairy Comp 305 and individually infected quarters cultured at QMPS to determine the pathogen responsible for the infection. Subclinical mastitis was evaluated prior to the start of the study and at the end of the study by performing aerobic cultures and somatic cell counts of individual quarters.

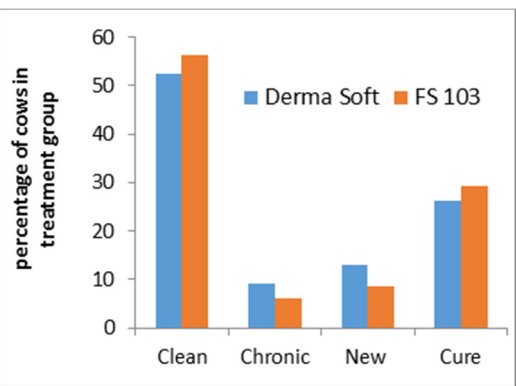
**Results:** Linear score increased for both treatment groups throughout the duration of the trial (Figure 1). There was a trend for cows on the powdered dip to have a higher linear score (4.61 vs 4.56), however there was no treatment time interaction. No treatment difference was observed for teat skin condition or teat end score.



At the beginning of the trial, 869 quarters had a negative culture, while 459 had a positive culture. These numbers were 1,097 and 231 at the conclusion of the

study. By treatment, the powdered treatment quarters had a 13% decrease in positive culture results, while the iodine based dip group had a greater decrease in positive culture results (21%).





There was no difference between treatment groups for cows to remain pathogen free throughout the trial duration or for cows that tested positive at the

beginning of the trial and negative at the end of the trial (cured). There was a trend for cows on the powdered dip treatment to have a greater number of cows that were positive for an organism at the start and finish of the trial (chronic) as compared to those cows on the iodine based teat dip. There was greater risk of new infection (odds ratio =1.5886) for cows on the powdered dip treatments as compared to cows on the iodine based dip.

Quarters were grouped to evaluate the risk of new infection. Quarters on the traditional iodine based teat dip were more likely to have a negative culture result at the conclusion of the trial as compared to quarters being treated with the powdered teat dip (odds ratio = 0.6213). There was a greater risk for quarters on the powdered dip treatment to develop a positive culture result for a minor mastitis organism (odds ratio =1.6303) or for Staph aureus (odds ration = 2.3223), as compared to cows on the iodine based teat dip. There was no difference for coliform or strep organisms among the treatment groups.

**Conclusion:** Use of a powdered based teat dip increases the risk of new infections, especially those caused by *Staph aureus* and minor mastitis organisms. There is no difference in linear score, teat end score, or teat skin condition based on treatment.



Taken at Deer Valley Trails

Photo by Roger & Amy Cook Photography, Gouverneur, NY

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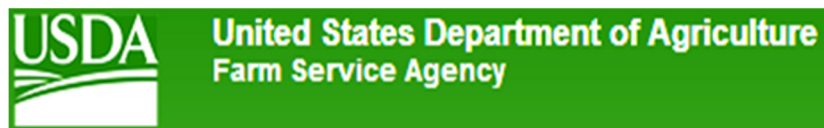
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## Drought Assistance Available to Jefferson, Lewis and St. Lawrence County farms

By Lindsay Ferlito



### **Emergency Farm Loans**

As of mid-October, Jefferson County remains a D2 drought zone, but Jefferson and Lewis Counties have been declared primary natural disaster areas (St. Lawrence County remains a contiguous disaster area). This new disaster declaration opened up Emergency Farm Loans for producers in Jefferson and Lewis Counties, available through the USDA Farm Service Agency (FSA). According to their website, "these loans help producers who suffer qualifying farm related losses directly caused by the disaster in a county declared or designated as a primary disaster or quarantine area. Also, farmers located in counties that are contiguous to the declared, designated, or quarantined area may qualify for Emergency loans." The Emergency Farm Loan Program is not a funding or cost-share program, but a low interest loan. Applications and questions should be directed to Peter Elmer, USDA FSA Farm Loan Manager, at [peter.elmer@ny.usda.gov](mailto:peter.elmer@ny.usda.gov) or 315-782-7289.

### **Emergency Conservation Program**

Additionally, the Emergency Conservation Program (ECP) is still available to producers in Jefferson and Lewis Counties. As described on the website, "the Emergency Conservation Program, administered by the USDA 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." Producers may receive cost-share funding up to 75% to offset the costs of implementing emergency conservation practices. Sign-up for ECP funding began on September 19, and runs for 60 days, ending 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 digging a new well), so check with FSA if you already have incurred some costs. Also, be sure to check with FSA before starting any new projects. The full fact sheet can be found online at: [https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdafiles/FactSheets/2015/ecp\\_2015.pdf](https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdafiles/FactSheets/2015/ecp_2015.pdf).

### **Livestock Forage Disaster Program**

As of Monday Oct 3, 2016, Jefferson County has been a D2 (severe drought) zone for eight consecutive weeks, making funding available to eligible producers from the Livestock Forage Disaster Program (LFP). According to the USDA

website, the LFP "provides compensation to eligible livestock producers who have suffered grazing losses for covered livestock on land that is native or improved pastureland with permanent vegetative cover or is planted specifically for grazing. The grazing losses must be due to a qualifying drought condition during the normal grazing period for the county.

To be eligible for LFP, producers must:

- Own, cash or share lease, or be a contract grower of covered livestock during the 60 calendar days before the beginning date of a qualifying drought or fire;
- Provide pastureland or grazing land for covered livestock, including cash-rented pastureland or grazing land that is either:
  - Physically located in a county affected by a qualifying drought during the normal grazing period for the county; or
  - Rangeland managed by a federal agency for which the otherwise eligible livestock producer is prohibited by the federal agency from grazing the normally permitted livestock because of a qualifying fire.
- Certify that they have suffered a grazing loss because of a qualifying drought or fire; and
- Timely file an acreage report for all grazing land for which a loss of grazing is being claimed."

Lastly, producers must be in Jefferson County to qualify (not Lewis), and funding will be a one-time monthly payment. The fact sheet can be found online at: [https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdafiles/FactSheets/2016/2016\\_livestock\\_forage\\_disaster\\_program.pdf](https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdafiles/FactSheets/2016/2016_livestock_forage_disaster_program.pdf)

For more information, please contact Glenn Bullock (FSA County Executive Director, Jefferson and Lewis Counties) at 315-782-289, a CCE extension specialist, or Peter Elmer for an FSA Loan at 315-782-7289.





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# Merck Dairy C.A.R.E. and FARM Animal Care Webinar Series

By Lindsay Ferlito

On January 1, 2017, Version 3.0 of the National FARM Program takes effect, and will apply to almost all producers shipping milk in the United States. To help producers better prepare for the newest version, the FARM Program (administered by The National Milk Producers Federation and Dairy Management Inc.) and Merck have partnered to offer free online webinars on employee training and animal care. These webinars will cover a variety of topics and highlight the updated requirements that are part of Version 3.0 of the FARM Program.

The webinars are free, they start at 12pm EST, and they can be accessed by visiting the website (<http://nationaldairyfarm.com/merck-training-materials>). The webinars will be recorded, so if you miss one, you can go back and watch it once it's posted to the website (online, click "watch" beside the webinar you want). Additional training videos on animal care, management, and stockmanship can be found at: <https://www.dairycare365.com/>.

**Webinar Schedule:**

- September 29, 2016 – Dairy Stockmanship Skills
- October 6, 2016 – Calf Care
- October 20, 2016 – Euthanasia Guidelines
- November 3, 2016 – Handling Non-Ambulatory Cattle
- December 8, 2016 – Record Keeping and Drug Residue Prevention: An Industry Opportunity
- December 15, 2016 – Building Stronger Herd Health Programs
- January 12, 2017 – Cattle Marketing
- January 26, 2017 – Preparing for the Unexpected





**PRO-DAIRY**

# 2016 Calf Conference

**November 7 & 14, 2016**  
**10AM-3PM**  
Farm Credit East, Burrville

**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.



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# Farm Business

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## 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. This month is on measures of liquidity.

**Working Capital:** a measure of liquidity, the capital of business used in day to day operations. It shows your business' ability to cover expenses that will come due within one year using assets that are transferable to cash within that same year. A healthy value for this ratio is dependent on the size of the operation, but generally should be 25% of annual expenses. Some farms may also include their available credit into their working capital number.

Working Capital = Current Assets—Current Liabilities

**Current Ratio:** a financial ratio used to identify a farm's liquidity and short term health/viability. It compares a business's amount of current assets to current liabilities.

A healthy current ratio would be 2:1, indicating that you have enough current resources to cover your current liabilities and have some reserves.

Current Ratio = Current Assets/Current Liabilities

What happens if your ratios aren't in the healthy range? A low current ratio does indicate that there could be a cash flow problem. Ways to help improve current ratio include: restructuring debt over longer terms (so long as the collateral and repayment structure make sense), cutting costs to reduce expenses, improving production to increase gross income, or selling non-essential assets to pay down debt and reduce current liabilities. Overall, there will be periods when liquidity ratios are not as strong as we would like them to be. The important thing is to be aware of this, and work to improve the financial situation in a timely manner.

### 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: \_\_\_\_\_

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





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# Livestock

## Preconditioning for Profit

*By Ron Kuck*

Improving the genetics of your cowherd, monitoring their level of nutrition, and managing them through calving season are all critical to your success. Preconditioning your calves, however, might provide the greatest dollar return to your time and management.

“Preconditioning your calves is a no-brainer. It makes money for everybody in the chain and improves the quality of beef for consumers,” says Dan Thomson, Jones Professor of Veterinary Medicine at Kansas State University and the host of DocTalk on RFD-TV. “We’ve got to get more producers to precondition their calves.”

This message was received loud and clear last month at the NNY Beef Producers dinner meeting in Canton, NY. Sponsored by Merck and Canton Animal Clinic, 100+ beef producers heard from buyers representing Meyer Foods and Conquest Cattle Feeders, LLC on the type of cattle they prefer. Cattle buyers, whether they are backgrounders or feedlots, are demanding preconditioned calves. Preconditioning is defined as calves that are vaccinated, castrated, dehorned, internal and external parasite control, water trough and bunk broke, and weaned for 30-45 days on the farm prior to marketing.

In general, vaccination protocols are very similar between those developed by marketing organizations and those by pharmaceutical companies. Both recommend that calves be vaccinated with IBR, BVD, PI3, BRSV, 7-way clostridial vaccine, *Mannheimia haemolytica*, and *Haemophilus somnus*. \*5 way leptos is optional.

***Always consult your veterinarian for recommendations specifically suited for your farm and animals.***

Most protocols developed by marketing organizations continue to include booster vaccinations as part of the program. However, more of today’s vaccines do not offer label instructions to repeat vaccination in two to four weeks as they previously have. **However, giving booster vaccinations even with today’s technology advancements allows for a higher immune level and a second opportunity to develop a strong immune system if vaccine failure occurred during the first round of shots.** The second round should be given three to four weeks after the first round to ensure a high level of immune response.

During a presentation at the 2015 Cattle Industry Convention, Tom Brink, CEO of the American Red Angus Association and a former vice president at JBS Five Rivers cattle feeders, cited multi-year data that calves with a full course of preconditioning vaccines and at least a 45-day weaning period prior to shipping experienced a 30% reduction in sickness and a 50% reduction in mortality. Based on the data, Brink calculates that preconditioned calves are actually worth a market premium of about \$95 per head.

“Getting more producers to precondition is one of the most important issues our industry faces,” Thomson says. “It’s an animal welfare issue, it’s an economic issue and it’s a beef quality issue. But the benefits of preconditioning go beyond better health. Other positive impacts of preconditioning for calf producers and the entire industry include food safety and antibiotic use.”

Backgrounders, feedlots, and industry leaders, along with Cornell Cooperative Extension, continue to campaign for producers to implement the management program that improves animal health and welfare, increases beef quality, and puts dollars in your pocket on sale day.

*Adapted From the May 2016 issue of Drovers, by Greg Henderson.*

We are currently working with Empire Livestock Marketing – Gouverneur, to conduct a graded feeder sale December 10, 2016. A graded lamb and goat sale took place October 15, 2016.

*Ron Kuck Dairy/Livestock Educator CCE Jefferson County/ NNY Regional Livestock Team*

*Betsy F. Hodge; Livestock Educator CCE St. Lawrence / NNY Regional Livestock Team*

*Michael J. Baker, PAS, PhD Beef Cattle Extension Specialist Cornell University*

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## Cornell Cooperative Extension Livestock Programs – Fall 2016

*By Betsy Hodge*

October 22<sup>nd</sup> - Wool Pool - Extension Learning Farm (ELF), Canton—9:00am

*Contact Betsy with amount of wool you plan to bring.* Wool should be brought in wool bags or contractor bags and be clean and dry. Canadian Wool Growers are sending a truck and we will load it that morning. Most producers stay and work at the pool and then we go to lunch after. Location will be the machinery barn down the road between the main farm and the Kennedy Farm, on the north side. Address is 2000 State Highway 68, Canton.

October 29<sup>th</sup> – Integrated Parasite Management/FAMACHA class – ELF, Canton – 10:00am - 3:00pm

\$35.00 per person (\$10.00 for additional from same farm) includes lunch and materials. Come and learn about managing your pastures to avoid worm build-up, the types of de-wormers, which worms they work on, and how to FAMACHA score and selectively de-worm your flock. Hands-on training with the microscope and sheep. Registration required (see below).

November 4<sup>th</sup>—Charcuterie – Meat and cheese boards for the holidays – 6:30-8:00pm – ELF Kitchen, Canton

\$20 per person or \$30 per couple. Learn to use local meats and cheeses to make a delicious tray for the holidays. We are hoping to have pairings of wine, beef and cider as well. Please register and bring your own cutting board.

November 5<sup>th</sup> – Poultry Processing Workshop – 9:00am to 12:00pm – ELF, Canton

Learn to process poultry and cut up a chicken for sale. We will also talk about food safety and regulations. Mackenzie Waro, Harvest NY Regional Meat Processing and Marketing Specialist will be present. Registration required for this workshop.

November 11-12 – Making Links – Producers “Meat” Consumers – Ramada Inn, Watertown

Friday 12:30-7:30pm and Saturday 8:15am-1:30pm. Call for a brochure. Marketing, grading, pricing, food safety, social media, meat cutting, processing, panel discussions, and a dinner with Jessica Ziehm, Executive Director of the NY Animal Agriculture Coalition – Animal Welfare is not Rare, its Well Done! Cost \$40-\$60 dollars.

November 16-17 – Beef/Dairy Tour to Cargill Processing Plant - Wyalusing, PA

We will leave Canton around noon and travel to Binghamton, visiting some beef farms on the way down. We will stay overnight in Binghamton and travel to the Cargill plant in the morning. The plant tour lasts most of the morning and then we will come home. Registration required and a block of rooms will be reserved for you to make your own reservation.

Also watch for a lamb meat cutting demo in early December in the Extension Learning Farm kitchen in Canton.

For more information or to register please contact CCE St. Lawrence at 315-379-9192, ext. 227 for Betsy or Bobbi-Jo at ext. 237, email Betsy Hodge at [bmf9@cornell.edu](mailto:bmf9@cornell.edu), or check our webpage at [stlawrence.cce.cornell.edu](http://stlawrence.cce.cornell.edu).

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## 2016 Feed Dealer Seminars

The Feed Dealer Seminars are specifically targeted for nutritionists, veterinarians, crop and management consultants, extension educators, and dairy producers with specific interest in nutrition-oriented topics. They are designed to blend the latest concepts in feeding and other management aspects of dairies with field level application. This year, the topics include some agronomic presentations. They have been conducted annually as a road show with multiple sites in New York for many years with an additional Vermont location held during the past several years in collaboration with the Northeast Agribusiness and Feed Alliance.

Locations: Held at 6 sites in New York and 1 in Vermont

Speakers:

Tom Overton, Ph.D., Professor of Dairy Management and Director, PRO-DAIRY program, Cornell University  
Joe Lawrence, M.S., Dairy Forage Systems Specialist, PRO-DAIRY program, Cornell University

Topics:

- Forage quality and digestibility – What we can and can’t influence in the field
- Feeding strategies based upon forage quality and availability
- Cornell Corn Silage Hybrid Trials – A new look
- Agronomic and feeding strategies for winter forage crops

Date	Time	Location	Contacts
Nov 14	6 PM to 9 PM	Cornell Cooperative Extension, Ballston Spa, NY	Dave Balbian – (518) 312-3592
Nov 15	10:30 AM to 2:30 PM	American Legion Post #27 49 Wilson Road Middlebury, VT	Sue Kinner – (518) 783-1322
Nov 16	8 AM to 11 AM	Holiday Inn, Oneonta, NY	Paul Cerosaletti or April Lucas – (607) 865-6531
Nov 16	6 PM to 9 PM	Miner Institute, Chazy, NY	Wanda Emerich – (518) 846-7121 ext 117 Sara Bull – (518) 561-7450
Nov 17	12 PM to 3 PM	Ramada Inn, Watertown, NY	Ron Kuck or Tatum Langworthy – (315) 788-8450
Nov 17	6 PM to 9 PM	Ramada Inn, Cortland, NY	Betsy Hicks or Jen Atkinson— (607) 391-2660 ext 403
Nov 18	10 AM to 2 PM	Cornell Cooperative Extension, Batavia, NY	Cathy Wallace – (585) 343-3040 ext 138



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# Harvest NY

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## Are We Entering a Hard Cider Renaissance?

*By Lindsey Pashow, HNY and Jesse Strzok, ENYCHP*

It's hard not to notice the interest in hard cider across New York with devoted tap handles in many bars, restaurants, and cideries. Ranging in size from Slyboro and Bellwether to Angry Orchard and 1911, all of whom are calling New York their home. New producers are popping up across the state to meet consumer demand due in part to New York's Farm Cider law.

In early America, prior to the Temperance movement, hard cider was regularly consumed at all times of the day and many hard cider apple varieties were grown to meet this demand. Although cider from any apple variety with fermentable sugars can be made into a hard cider, certain varieties have quantities and ratios of sugars, acids, tannins, and other traits which lend themselves to more complex and flavorful ciders. Research is being done at Cornell University on orchard management for cider varieties and in production of hard cider.



If you're interested in starting a cidery, we've included a list of helpful links:

Wholesale Application Instructions: <http://www.sla.ny.gov/system/files/Wholesale-Application-Instructions-061713.pdf>

Wholesale Application: <http://www.sla.ny.gov/system/files/Wholesale-Application-06012016.pdf>

Wholesale Fee Chart: <http://www.sla.ny.gov/system/files/Wholesale-Fee-Chart-03112016.pdf>

Alcohol Label Information NYS: [http://www.sla.ny.gov/system/files/Advisory\\_2014-7\\_-\\_Brand\\_Label\\_Registration.pdf](http://www.sla.ny.gov/system/files/Advisory_2014-7_-_Brand_Label_Registration.pdf)

U.S. Department of the Treasury – Alcohol and Tobacco Tax and Trade Bureau: <https://www.ttb.gov/index.shtml> (Hard Cider is listed under wine.)

FAQ: <http://esd.ny.gov/nysbeveragebiz/faq.html>

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

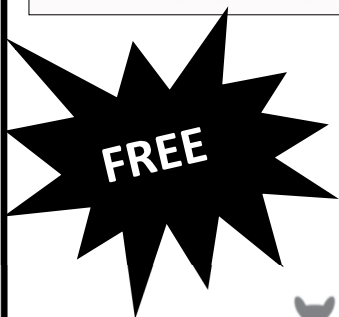
NNY IS THE ONLY NEW YORK STATE  
LIVESTOCK MARKET OWNED AND OPERATED  
BY LOCAL FARMERS.

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.

<b>PRESIDENT: DARRYL ROGGIE</b> VICE <b>PRESIDENT: DAN O'BRIEN</b> <b>TREASURER: PAUL WAITE</b> <b>SECRETARY: MIKE SULLIVAN</b>	<b>MARKET MANAGER &amp; AUCTIONEER</b> <b>TED SIMMONS</b> 376-7441
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# app of the MONTH



Moocall is a non-invasive calving alert system for beef and dairy farmers. It notifies the farmer around one hour before calving.

## *Manage Your Herd*

- Add cows and heifers by tag number, name, or image
- Set due dates
- Add calving events
- Keep track of bull used
- How birthing went
- Phone will ring when calving sensor triggers

*Guaranteed you won't miss a birthing experience.*



## Put the **PLUS+** in your farm™



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Cornell University  
College of Veterinary Medicine  
Animal Health Diagnostic Center

P.O. Box 5786  
Ithaca, New York 14852-5786  
t. 607 253-3900, f. 607 253-3637  
e. jj34@cornell.edu  
ahdc.vet.cornell.edu



Backyard Poultry Survey 2016

1. Location of Farm:

County: City/Town/Village:

2. Bird Information:

How long have you kept poultry?

Flock size:

☐ 0-10

☐ 10-50

☐ 50-100

☐ More than 100

Species:

☐ Chickens (layers or broilers)

☐ Turkeys

☐ Guinea Fowl

☐ Pheasants

Source of Birds:

☐ Hatchery

☐ Feed Store

☐ Swap Meet

☐ Farm

☐ Other-Specify

Breeds:

If known, Number of:

Females:

Males:

3. Housing:

Type of Coop:

How often coop is cleaned:

Fenced in area around coop?

YES

NO

Type of fencing:

4. Biosecurity practices:

Introduced new birds in flock?

YES

NO

Allow visitors in Poultry coop & yard?

YES

NO

Change footwear before entering coop?

YES

NO

Hand washing before & after handling birds?

YES

NO

5. Nutrition:

Buy Feed?

YES

Where:

NO

Make own feed?

YES

NO

Use Feed supplements?

YES

NO

Have breakdown of ingredients?

YES

NO

☐ Oyster Shell

☐ Green leafy vegetables

6. Disease:

Any current/prior disease problems in flock??

YES

NO

☐ Sudden Death

☐ Intestinal Respiratory

☐ Neurologic (paralysis, weakness)

☐ Egg production drop

☐ External parasites (lice, mites, ticks)

☐ Weight loss

☐ Foot problems (lameness, swelling, etc.)

7. Veterinary Care:

Use of veterinary services (previous 12 months)

YES

NO

Use of Vaccines: Are birds vaccinated?

YES

NO

8. Please provide contact info if interested in participating in an anonymous environmental Salmonella testing study. You will be provided results and your info will be kept confidential.

Name:

Phone:

Email:

Thank you for your participation! Forms can be emailed, faxed or mailed after completed – Email/Fax/Mail info at top right of form!

In partnership with the NY State Department of Agriculture & Markets' Veterinary Diagnostic Laboratory Program  
Cornell University is an equal opportunity, affirmative action educator and employer.

jjp091416





# 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 [t1m92@cornell.edu](mailto:t1m92@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 ads 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.

<div>Livestock</div> 	<div>Farm Machinery, Equipment, and Supplies</div> <div><b>FOR SALE:</b> Large thermal pride oil furnace. Make an offer. Call 315-482-9092.</div> <div><b>FOR SALE:</b> Military trailers, tires like new. Call 315-482-9092.</div> <div><b>FOR SALE:</b> Kory Wagon Model 6672, good rubber, several to choose from. Call 315-482-9092.</div> <div><b>FOR SALE:</b> Ideal brand gutter cleaner. Complete unit, CCW chain, already removed from barn. Call 315-348-8184.</div> <div><b>FOR SALE:</b> Rissler TMR Mixer 300 cubic feet. \$4000 or best offer. Call 315-783-7823 or 315-783-7074.</div>	<div>How to Advertise in NNY Regional Ag Classifieds</div> <div><b>Farmers:</b> Advertising in <i>NNY Regional Ag Classifieds</i> is <b>FREE</b> for farmers. To place an advertisement, email details to Tatum Langworthy at <a href="mailto:t1m92@cornell.edu">t1m92@cornell.edu</a> by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.</div> <div><b>Fine Print:</b> To qualify for free advertising, you must meet all of the following criteria:<ul style="list-style-type: none"><li>• You must own, rent, or be employed on a farm.</li><li>• Your farm must be actively engaged in the production of agricultural commodities, such as milk, meat, eggs, produce, animal by-products, or feed, etc.</li><li>• Your goods must relate to farming.</li></ul></div> <div>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 support publication and mailing costs.)</div> <div><b>NNY Regional Ag reserves the right to reject any advertisement deemed unsuitable for our publication.</b></div> <div><b>NNY Regional Ag does not endorse any advertised product or business—we are providing an informational service only.</b></div>
<div>Crops</div> <div><b>FOR SALE:</b> 100-125 acres of standing corn for sale. Early dent on 8/24/16. Canton area. Greg Hargrave, 315-869-8802.</div> <div><b>FOR SALE:</b> 25 acres of standing corn, 102-day variety in the Winthrop area. Audra and Rich Hickman, 315-212-1386.</div> <div><b>FOR SALE:</b> Barley straw for sale. 150-200 small square bales. Arnold Chapin, 315-854-4513.</div>		

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

What's Happening in the Ag Community

<i>Charcuterie, November 4, 2016, 6:30pm-8:00pm, CCE Extension Learning Farm, Canton.</i>
<i>Poultry Processing Workshop, November 5, 2016, 9:00am-12:00pm, CCE Extension Learning Farm, Canton.</i>
<i>2016 Calf Conference, see page 10 for more information.</i>
<i>Conventional Parlors vs. Robots Workshop, see page 12 for more information.</i>
<i>Making Links: Producers “Meat” Consumers, November 11-12, 2016, Ramada Inn, Watertown.</i>
<i>Feed Dealer Seminars, see page 15 for more information.</i>
<i>NEDPA Labor Roadshow, November 18, 2016, 9:30am-4pm, Ramada Inn, Watertown.</i>
<b><i>SAVE THE DATE - 2017 Cow Comfort Conference, March 20-21, 2017, Syracuse.</i></b>

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.