

# North Country Ag Advisor

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### "Your trusted source for research-based knowledge"





Cornell University Cooperative Extension Northern New York Regional Ag Team February 7 & 14, 2017 Calf Management Workshop 10-3pm Farm Credit East, Burrville

February 7, 2017 Managing Risk in a Dairy Downturn 12-2pm Clinton County Extension Office

> February 9 & 16, 2017 Calf Management Workshop 10-3pm Miner Institute, Chazy

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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."

**Ag Advisor** Cornell Cooperative Extension of Clinton, Essex, Franklin, Jefferson, Lewis, St. Lawrence

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#### Contact us directly through our website: http://nnyrap.cce.cornell.edu/

## Field Crops and Soils

### Managing Western Bean Cutworm with Bt Traits - A Reality Check By Mike Hunter and Kitty O'Neil

The Western Bean Cutworm (WBC) is an emerging pest in NY that has the potential to cause economic losses in field corn, sweet corn, and dry beans. There is a growing concern from corn growers and agribusinesses in NNY that the WBC feeding on corn ears can lead to increased mycotoxin levels. Since 2010, the presence of WBC moths throughout the state has been monitored using bucket traps with pheromone lures. Based on these WBC trap monitoring efforts, Northern New York (NNY) is considered a "hot spot" for the Western Bean Cutworm in New York State.

Current management strategies available for the control of WBC in corn would be the use of foliar insecticides or selecting transgenic corn hybrids with specific Bt traits. Foliar insecticide treatments are effective, but applications are difficult to time correctly. Two Bt traits, Cry 1F and Vip 3A, have been reported to have activity on WBC. There have also been reports from Michigan, Indiana, Ohio, and Ontario, Canada, suggesting varying levels of control of WBC with the Bt corn trait containing the Cry 1F protein.

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 (January 2017 version)" found at <u>http://bit.ly/2js3FGb</u>. 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.

The Cornell Cooperative Extension NNY Regional Ag Team received funding from the Northern New York Agricultural Development Program to initiate an on farm research project titled "Evaluation of the Efficacy of Bt Corn for the Control of Western Bean Cutworm in NNY". In 2016, four large-scale replicated corn trials were planted on farms in Jefferson, Lewis, and Franklin counties. We compared 4 sets of Bt corn traits for the control of Western Bean Cutworm and the presence of ear molds on WBC damaged corn ears. Corn grain samples from all treatments were also tested for the presence of mycotoxins. We included 2 corn varieties with traits that are used to control WBC: Cry1F and Vip3A, and a variety that combines both traits. We compared these 3 trait packages to a corn variety with Cry1A.05+2Ab2 which is known to provide no control of WBC. Through these NNY on-farm studies, we detected varying levels of WBC control from the Cry 1F trait in New York corn fields. Results from two of the sites (Table 1 and 2) showed that the Cry 1F Bt trait provided no control of WBC when compared with the susceptible corn variety planted in the trial. Another site (Table 3) demonstrated that the Cry 1F hybrid provided some suppression, but not control, of WBC. The earliest planted trial (Table 4) had minimal to no WBC damage across all treatments. The lack of Western Bean Cutworm presence in the corn at this site was likely due to the fact that the corn had tasseled prior to the arrival of the WBC moths in the season; the WBC moths do not like to lay eggs on corn with emerged tassels. The feeding damage of the Western Bean Cutworm larva is typically limited to ear tip kernel feeding (Photo 1). While this trial was not designed or set up to evaluate yield losses attributed to the Western Bean Cutworm, we do not feel that corn yields were affected by WBC feeding damage found at any of these locations. At the current WBC damage levels observed in NNY, it is not likely that WBC has reduced corn yields.

Type of Bt(s)	WBC Damaged Ears %
Cry1F + Vip 3A	0 b
Vip 3A	0 b
Cry 1F	21.5 a
Cry 1A.05 + 2Ab2	13.5 a
WBC Trap Count: 553 Planted May 17, 2016	

Table 1. Copenhagen site, Jefferson Co.

Type of Bt(s)	WBC Damaged Ears %			
Cry1F + Vip 3A	0 b			
Vip 3A	0 b			
Cry 1F	18.75 a			
Cry 1A.05 + 2Ab2	18.00 a			
WBC Trap Count: 190 Planted May 21, 2017				

Table 2. Turin site, Lewis Co.

Continued on page 4

	Type of Bt(s)	WBC Damaged Ears %		
	Cry1F + Vip 3A	0 b		
	Vip 3A	2.25 b		
	Cry 1F	9.75 ab		
	Cry 1A.05 + 2Ab2	21.25 a		
WBC Trap Count: 756				
Planted May 25, 2017				

#### Table 3. Nicholville site, Franklin Co.

	Type of Bt(s)	WBC Damaged Ears %	
	Cry1F + Vip 3A	0 a	
	Vip 3A	0 a	
	Cry 1F	1.75 a	
	Cry 1A.05 + 2Ab2	1.25 a	
WBC Trap Count: 313			
Planted May 11, 2017			

#### Table 4. Chateaugay site, Franklin Co.

One of the concerns corn growers have is that the kernel feeding damage from the WBC larva presents an opportunity for growth of harmful pathogens. If the environmental conditions are right, this could lead to mycotoxins developing in the damaged grain. Six ear molds and rots were identified on the damaged corn ears in our trial. We found Fusarium Ear Rot, Gibberella Ear Rot, Rhizopus Ear Rot, Penicillium Ear Rot, Trichoderma, and Cladosporium. Some of these were likely a result of the WBC damage. We also collected corn grain samples from each treatment in each of the 4 on-farm trials and sent them to DairyOne for a mycotoxin panel screening. Despite as much as 21.5% of the ears damaged, there were no harmful mycotoxins detected in corn grain samples from this research project.



We would like to acknowledge the support and assistance from the following individuals that made this project possible: Logue Farms, Murcrest Farm, Conway Farm, JPL Farm, Joe Lawrence, Harry Fefee, Elson Shields, Gary Bergstrom, Jaime Cummings, Ken Wise, and Keith Waldron. We would also like to recognize the importance of the financial support from the Northern New York Agricultural Development Program that made this project possible. We will replicate this on-farm project in 2017, to further evaluate the control of WBC with Bt corn hybrids under a different set of growing conditions and WBC populations. If you have any further questions or would like more information about this on-farm research project, contact Mike Hunter (315)788-8450 or Kitty O'Neil (315)379-9192.

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\* Based on a six month survey of Farm Credit East 2016 tax preparation clients. For complete survey results, visit FarmCreditEast.com/taxsurvey.

**NNY REGIONAL AG TEAM 2016** 

## New York State Crop Insurance Basics 2017





Crop insurance helps producers manage risk. In exchange for annual premiums, crop insurance plans provide payments called "indemnities" when yields or revenues fall below covered levels. On average, over the past five years, New York producers received \$2.39 in indemnities for every \$1 they paid in premiums.

#### Crop Insurance Deadlines 2017

2/1: Onions 3/15: Barley (spring), Beans (dry, green - processing, green - fresh), Cabbage, Corn, Forage Seeding (spring), Grain Sorghum, Green Peas, Oats (spring), Potatoes, Soybeans, Sweet Corn (fresh-market, processing), Tomatoes (processing), Whole Farm Revenue 5/1: Nursery (field grown and container) 7/31: Forage Seeding (fall) 9/30: Barley (winter), Forage Production, Wheat (winter) 11/15: Apiculture, Pasture and Hay 11/20: Apples, Grapes, Peaches, Tart Cherries Monthly: Dairy, Swine (Livestock Gross Margin)





Whole Farm Revenue Protection allows diversified arowers to insure their whole operation rather than individual crops.

**Managing Drought Risk** By December 2016, New York state producers had received over \$8 million in 2016 drought-related indemnities.

(Excluding area-based products such as Pasture, Rangeland, Forage; total will likely continue to increase as additional claims are processed.)







## Dairy

### **Understanding Dairy Cow Lying Behavior**

By Lindsay Ferlito

Almost all dairy producers agree that a cow that gets more rest (spends more time lying down) will be healthier and produce more milk. Although lying time and behavior are topics that have been discussed for years, researchers continue to discover new information on how important lying time is and all the factors that can affect lying behavior at the cow and herd level.

In addition to data collected from controlled research, technology is now commercially available to track individual cow activity, steps, and lying behavior on-farm. This allows producers to flag cows that have large changes in behavior and activity and monitor them for other potential issues. Lying time requirements and behavior (including lying bouts which are the number of times a cow gets up and down each day) vary from cow to cow and can change over time depending on a cow's production level, health status, and stage of lactation. On average, mature lactating cows lie down 10-12 h/d, dry cows lie down around 13-14 h/d, and in the day or two before calving lying time decreases and the number of lying bouts increase. Data from the Miner Institute suggests 1 hour of additional lying time could be worth about 3.5 lbs of milk/cow/d, so whether or not you can measure lying time on your dairy, it is still a good idea to evaluate your facility and consider making changes to improve lying time.

- Improve stall base: Cows prefer a soft, well-bedded lying surface. Cows have higher lying time and fewer, but longer, lying bouts on deep-bedded stalls compared to mattresses. Fewer lying bouts suggest that once she is in the stall and lying down she is comfortable and prefers to remain lying down, compared to a cow that keeps shifting position up and down to get comfortable. Additionally, lame cows will spend more time lying down on deep-beds, which allows them to get off their feet to rest and recover.
- Improve bedding: In all types of stalls (deep-bed or mattress), lying time is higher when there is more bedding. Cows spend more time lying down when the bedding is well maintained and kept level, clean, and dry.
- Reduce stocking density: Studies indicate that lying time can be reduced when stalls are overcrowded, even at just 109% stall stocking density.
- Improve stall size: Design your stalls based on your

cow size. Lying time increases when stalls are longer and wider, and when brisket boards are removed or made less aggressive.

- Implement heat abatement strategies: Lying time and production are higher when heat stress is minimized through the use of fans and sprinklers throughout all stages of lactation.
- Reduce time spent in holding area: Cows only have 24 hours in a day to get everything done. They spend about 11-12 hours lying down, 3-5 hours feeding, 5 hours standing in the alleys and stalls, which only leaves about 3 hours per day for milking. This means cows need to get from the pen through the parlor and back to the pen in less than 3 hours total each day. When cows have limited time in the pen, they will be forced to choose between resting and feeding, both of which are necessary to keep them healthy and producing well. Reducing time spent in the holding area can increase lying time and production.



### 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

## 2017 Calf Management Workshops



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## Farm Business

#### Incase You Missed It - Grants for Small, Beginning Farmers By Kelsey O'Shea

On December 16<sup>th</sup>, 2016, Liz Higgins, from the Eastern NY Horticulture team, joined us in Plattsburgh, NY, to lead a discussion on the current grants and other incentives available for beginning and small farms. Liz comes to the ENYH team with experience with the USDA, economic development, and watershed management. She began by discussing where the funds come from: federal programs through the USDA, FSA, NRCS, AMS, or Rural Development, and state programs (NYS). She also pointed out that if you register online through FSA or NRCS you can be notified about upcoming opportunities. She clarified that there are three main sources of funds including: subsidized loans, tax incentives, and grants/cost sharing programs. Discussing the subsidized loans, she pointed out the NYS Farm Worker Housing Program that is currently administered by Farm Credit. There is currently still funding available for this program, and the incentive is 0% interest (with a small fee for administration from Farm Credit East). The savings from this program can amount to quite a bit of interest over the life of the loan.

Next she discussed the tax incentives. The first example is the agricultural sales tax exemption, which eliminates the payment of sales tax on supplies and capital purchases for farming operations. The form used to claim the exemption is an ST-125, and is available on NYS's website. To qualify, you should be filing a Schedule F with your federal 1040 Tax return (or through a 1065 Partnership Return), and purchases must be used 50% or more in a farming operation. For this purpose, 'farming' can also include harvesting timber and other forestry operations, and commercial horse boarding. In addition, should you purchase a tractor, vehicle, or other large capital purchase, it is best to keep a log of the miles or hours that it is used for farming purposes to indeed prove more than 50% use. NYS also offers two income tax credits, which are claimed when you file your annual tax return. The Farmers' School Tax Credit is offered to full time farming operations that meet the eligibility test as outlined in the instructions (Form IT-217I). This program returns a large portion of school taxes paid during the year (percentage based on base acreage and eligible taxes paid) as a refund. In addition, the NYS Manufacturer's Tax Credit (IT-641) takes all eligible town and county taxes paid during the year and returns 20% as a refund. This is limited to operations that are a "qualified NYS manufacturer" per the listed rules in the instructions on IT-641I. The calculation of these credits,

and determining your eligibility, can be complex, and it is best to consult a tax practitioner who specializes in agricultural business.

Liz then went on to discuss grant programs and match funded programs. There are both federal and state programs that can help farms get started or expand. Some key points to take away were the following: these grants take time and are not ideal for work that needs to be done quickly, the procurement policies can be very specific (from sealed bid contracting, to certified contractors, etc.), and most are reimbursement structured, so you must provide the money up front and then get reimbursed. There is a NYS New Farmer Grant that will fund a minimum of \$15,000 and a maximum of \$50,000, and can fund a maximum of 50% of the total project cost. The idea was for 20-60 projects to be funded statewide. The eligible businesses include owners that are 18 years of age or older

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

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PRESIDENT: DARRYL ROGGIE VICE PRESIDENT: DAN O'BRIEN TREASURER: PAUL WAITE SECRETARY: MIKE SULLIVAN MARKET MANAGER & AUCTIONEER TED SIMMONS 376-7441 and who materially participate in a business that is in the first 10 years of operations . Eligible expenses include the purchase of new or used machinery and equipment, supplies, and or construction/improvement of physical structures used exclusively for agricultural purposes. The next grant discussed was the Value Added Producer Grant, administered through the USDA. Eligibility includes producers or producer groups (including co-ops) that are looking for funds to plan activities or capital purchases related to producing and marketing a value added agricultural product. The maximum award amount for planning is \$75,000, and capital cost is \$250,000, and there is a match funding requirement of \$1 for every \$1 funded.

In conclusion, Liz stressed the importance of really evaluating your situation: aAm I a good fit for the grant, and does my project line up with the grant's mission? She clarified that it is important to balance your time and effort with the likelihood of getting funded. Some other good questions to consider before applying: Is this project still going to be relevant by the time the funding comes in, can I complete a solid application in the time needed, and can I get the upfront funding or match funding needed?

#### Managing Risk in a Dairy Downturn...

February 7, 2017 Clinton County Extension 12-2PM

February 8, 2017 Farm Credit East, Burrville 10AM-12PM

February 9, 2017 St. Lawrence County Cooperative Extension 10AM-12PM

#### Cost: \$15

Speakers: Peggy Murray and Kelsey O'Shea

#### **Topics covered:**

- Income over feed cost
- Effect of not getting premiums
- Lender relationships
- Update on milk prices, bad cost cutting
  - What bills to pay
  - Keep or sell your heifers
  - Labor and OSHA update

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## Livestock

### Frozen Waterers - Good for Hockey, Not for Livestock

By Ron Kuck



The facts are that no matter what your livestock cold your animals may need to consume 30-50% more feed just to stay warm. During a winter cold blast, you will need to keep plenty of hay and grain available so they can burn those extra calories and that means livestock producers need to be

paying extra attention to the drinking water needs of their animals too. Yes, water is the most important nutrient all year around, especially in the winter.

The necessity of a clean and reliable year-round source of water cannot be overemphasized. Frozen water sources and/ or improperly functioning automatic waters are major contributors to limiting water intake which curbs feed intake which restricts available calories to burn. Limited water intake depresses animal performance and well-being guicker and more drastically than any other feedstuff.

Rookies and even experienced livestock farmers often mistakenly believe that animals can meet their water requirements by eating snow or licking ice. With daily water requirements varying from three gallons (sheep) to 14 gallons (cattle), your livestock would need to spend every waking hour eating snow just to meet their requirements. Ice and snow consumption also lowers body temperature and increases maintenance energy needs, so it should be discouraged.

Consider Beef, Sheep, and Goats. We know that a dairy cow given free access to water will produce more milk than a cow on a restricted drinking schedule. It is logical to suggest that other ruminants will respond in a similar manner. Keeping open water available should result in higher weaning weights, bigger average daily gain, and healthier dams, calves, lambs, and kids. Chopping ice twice per day should be looked upon as an investment not an unhappy chore. Remember, the days when you most want to stay by the wood stove are the days it pays the most to keep your waterers free from icing over.

**Envision your chickens** this winter trying to stay warm. Give them an added ration of cracked corn or scratch grains for of choice is, during extreme extra calories to burn. Adequate and available water allows them to eat more grain. Also, if your hens and meat birds free range in the summer and eat lots of bugs (protein), be aware that their diet has now changed for the winter. Make sure you're feeding them a high-quality laying or broiler grain because now all of their food and nutrients comes from you.

> Although horses are not technically classified as livestock, it is important to note the most common wintertime cause of colic is limiting water consumption. When water intake is decreased, your horse has an increased chance that its intestines may become impacted and colic can then occur. Horse owners and managers need to be aware that equines are reluctant to drink ice cold water. You might want to provide warm water or tap water from the house if possible.

For all classes of livestock, consumption is higher when the water temperature is 37°F or above. Tank heaters may be required to ensure that water sources do not freeze. Be sure to follow manufacturers' recommendations to prevent fires and electric shocks or electrocution of livestock. If heaters are not used, unfrozen water should be provided several times a day.

Ensuring adequate water intake will encourage top health and peak performance of livestock and help prevent serious conditions such as colic, impaction, and even starvation. Remember, give 5% of your time to keeping your animals well. You then won't have to give 100% of your time when they're ill. It is far less stressful on both the animal and owner.



Taken at Deer Valley Trails

Photo by Roger & Amy Cook Photography, Gouverneur, NY

**Cook's Wildlife Buffet** 

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### 2017 Cow Comfort Conference

"Working with What You Have and Looking Towards the Future"

## March 20-21, 2017

Keynote speaker - Gordie Jones

Holiday Inn 441 Electronics Parkway Liverpool, New York 13088

#### **REGISTER ONLINE TODAY!**

https://reg.cce.cornell.edu/cowcomfortconference2017\_10512

#### **Topics Include:**

- Understanding the importance of cow comfort
- Facility design
- Understanding when to retrofit and when to rebuild
- The economics of cow comfort
- Using on-farm automation to improve cow comfort
- National FARM Program updates
- Producer panel discussing on-farm automation, manure solids bedding, and retrofitting barns







Cornell University Cooperative Extension Northern New York Regional Ag Team

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



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Cornell University Cooperative Extension

Location: Farm Credit East Burrville, NY

Cost: \$35 for preregistration and \$40 at the door. Cost includes lunch.

To register or for more information contact: Tatum Langworthy NNY Regional Ag Team 315.778.8450 or tlm92@cornell.edu

Farm Service Agency Borrower Credit approved.

## **Don't Be Lame!** Winter Dairy Management March 10th, 2017 10am to 3pm

The Winter Dairy Management 2017 program will focus on keeping cows on their feet and free from lameness. The program will address preventing hoof problems and how to identify lameness issues as quickly as possible.

- Identifying Lameness ASAP Strategies and Protocols for Consistently Identifying Lameness.
- Economic Impact of Lameness How Lameness Impacts Your Bottom Line.
- Facilities Impact on Lameness.
- Managing Facilities for Lameness Prevention.
- Humane Culling Decisions and Transportation.

#### **Presenters:**

- Vic Daniels Vic's Custom Clips Quality Hoof Care, Ontario, Canada.
- Chip Hendrickson, Technical Expert AgroChem Hoof Care.
- Lindsay Ferlito, NNY Regional Dairy Specialist Cornell Cooperative Extension.
- Dr. Rob Lynch, DVM, Dairy Herd Health and Management Specialist Cornell University - PRO-DAIRY.
- Curt Gooch, Sr. Extension Associate Cornell PRO-DAIRY, Department of Biological and Environmental Engineering.



Cornell University

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

### PRODAIRY.CALS.CORNELL.EDU

## At this time, support for livestock teaching, research, and extension from the Cornell Department of Animal Science and CALS is uncertain.

There is a crucial need to advance/grow/vitalize the livestock industry in New York. While dairy farming is the big driver of agriculture in the state, the number of beef and livestock farms now outnumber the 5400+ dairy farms (*NASS 2012 AG Census*).

**On September 30, 2018, the College of Agriculture and Life Sciences** (CALS) at Cornell University will no longer fund the Cornell Sr. Extension Associate (Beef Cattle) position, currently filled by Dr. Mike Baker. Additionally, within a few years, Drs. Mike Thonney and Tatiana Stanton will retire. Dr. Baker and Dr. Stanton (part-time) are the only ones with full extension appointments as extension associates. Swine and poultry production are no longer represented.

We need more support for livestock in the Department of Animal Science that comes with research and extension responsibilities. Currently the emphasis of the department is either in dairy or pre-vet programs. There are few opportunities for practical classes for livestock production in the department.

This is the opportune time to inform CALS about the need for positions and/or restructuring. If the livestock industry is interested in continuing some level of support, then it is incumbent that they make this known to:

Dr. Pat Johnson, Chair, Department of Animal Science 149 Morrison Hall, Cornell University Ithaca, NY 14853 (607) 255-2862 paj1@cornell.edu

You can express your personal concerns by letter, phone, or email. You can also use the letter below as a guide.

Thank you for your continued support of our livestock programming, Ron Kuck, Dairy/Livestock Educator CCE Jefferson County & Northern NY Regional Ag Team Betsy Hodge, Livestock Educator CCE St. Lawrence County & Northern NY Regional Ag Team

#### Example Letter:

To: Dr. Pat Johnson, Chair, Department of Animal Science 149 Morrison Hall, Cornell University Ithaca, NY 14853 (607) 255-2862 paj1@cornell.edu

Re: Support for livestock production from the Dept. of Animal Science at Cornell University

Dear Dr. Johnson,

Right now there is a strong need to advance/grow/vitalize the livestock industry in the state. While dairy farming is and will remain the big driver of agriculture in NYS the number of beef and livestock farms now outnumber the 5400+ dairy farms (*NASS 2012 AG Census*). At the same time, support for livestock teaching, research, and extension from the Department of Animal Science at Cornell is uncertain.

When livestock producers have a question, request educational workshops or results from up to date research, often the first call/email/text is to the local Cornell Cooperative Extension office. Extension educators and producers rely on their campus connection with Cornell. While the internet is useful on some occasions for sourcing information, livestock production techniques applicable to Oklahoma or Texas often do not apply here in New York.

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We need additional support for livestock from the Department of Animal Science that comes with both extension and research responsibilities.

Respectfully, (Your Name)

#### **Empire Graded Sheep and Goat Sale Report** By Betsy Hodge

Last summer, Empire Livestock Sales in Gouverneur was interested in holding a graded sheep and goat sale in the fall. Ron Kuck, CCE Jefferson, and I met with Ken Kurtz, general manager of Empire, and talked about what we were trying to do. In the past, we have sent many truckloads of lambs to New Holland Sales in Pennsylvania. New Holland is the terminal market for lambs and goats in the northeast. In other words, many times lambs and goats sold at local sales are trucked to New Holland and sold again. Most of the animals that are sold in New Holland are sold for slaughter to the northeast ethnic markets.

A graded sale involves grading the lambs and kids and grouping them by weight and grade. That means grouped by tens, 50-59 pounds, 60-69 pounds, etc... The grades are Blue, Green, and Red, and sometimes the order varies by sale which is good to bad. In our case, Blue was best, Green was next, and Red was the lowest. We were fortunate to have Levi Geyer, a real USDA grader helping with the sale. He graded the animals and also had many suggestions for improving the sale in the future. I am happy to report that he also thought we had a nice bunch of lambs for sale and helped by calling buyers to let them know.

The staff at Empire Livestock had recently attended an animal handling workshop. They had a lot of work to do weighing individual animals and then re-sorting them by size into separate pens and then keeping track of which lamb belongs to which producer after co-mingling them. The staff worked well into the night to get things ready for the sale. All of the animal handling I saw was very well done. Producers brought in their lambs on Friday for the Saturday sale. A few came in on Saturday, but we were successful at getting the bulk of them in on Friday. The sale totals were 306 lambs and about 400 total animals, the rest being cull ewes and goats. There were some nice goat kids sold and a few larger "steer" goats (year old in good body condition) that sold well.

Below is a table listing sale animal weights and prices. The 306 lambs listed here were sold in several groups. Each group was brought in and the buyers bid on the whole lot. This part of the sale went very quickly! Most of the lambs were commercial white face wool sheep or hair sheep. There were a few Tunis, some Jacob, and a couple wool type sheep. After the graded lambs were sold, the cull ewes and all the goats and goat kids were sold individually. This part of the sale took a long time. More on goat prices later.

The table below lists the groups in order by grade and then weight so you can see the difference between the prices offered for the different grades. Lamb prices are also shown in the graph on the next page. It is easy to see that Blue grade brought the best prices and Red, the lowest. The total value of the lambs sold during the graded part of the sale was \$34,697.

The 60-100 lb Blue grading animals brought the best prices per animal. That doesn't necessarily mean they were the most profitable because there may be different costs associated with raising lambs to different weights. There is also some natural variability between lambs so even though we raised them the same way some will weigh 100 pounds and some will weigh 70. Maybe the smaller ones were triplets or the ewe mom had less milk. It is clear that it makes the most sense to send well fed, Blue grading animals to the sale. See the explanation of grades at the end of the article.

The difference between an 80 pound Blue and an 80 pound Green is \$43.10 per animal. That is a big chunk of money in the lamb world. Now, we all have a few animals that will never grade Blue and it doesn't hurt to send them to the sale, but you can't expect to get paid the same amount for lower grading animals as you do for the Blues. And if they were

Ave Weight	Grade	No. of Animals	Price per pound	Ave Price per Animal	Total price for group
47	Blue	3	\$1.50	\$70.50	\$211.50
55	п	18	\$1.83	\$100.65	\$1,811.70
64	"	64	\$1.85	\$118.40	\$7,577.60
74	"	59	\$1.63	\$120.62	\$7,116.58
84	"	43	\$1.60	\$134.40	\$5,779.20
93	"	25	\$1.43	\$133.99	\$3,349.75
110	"	28	\$1.20	\$132.00	\$3,696.00
198	"	1	\$0.65	\$128.70	\$128.70
36	Green	4	\$1.30	\$46.80	\$187.20
44	"	7	\$1.37	\$60.28	\$421.96
55	"	11	\$1.35	\$74.25	\$816.75
62	"	16	\$1.40	\$86.80	\$1,388.80
74	"	15	\$1.25	\$92.50	\$1,387.50
83	"	4	\$1.10	\$91.30	\$365.20
94	"	2	\$0.83	\$78.02	\$156.04
102	"	1	\$0.80	\$81.60	\$81.60
38	Red	2	\$0.35	\$13.30	\$26.60
50	"	1	\$1.25	\$62.50	\$62.50
60	"	1	\$1.28	\$76.80	\$76.80
92	"	1	\$0.60	\$55.20	\$55.20
Total					\$34,697.18



mixed in with your animals in a producer group they might bring your whole price down.

The goats brought good prices too. They ranged from \$20.00 per head for small scrawny kids to \$250.00 per head for large well-fed wethers. All the cull ewes and goats were graded, but they weren't separated into groups or by grade.

Of course, we all want to figure out how this sale compared to New Holland since that is usually our best alternative auction market. One big difference is the shrink. In the past I have kept track of the shrink on our animals from the Extension farm and my home flock. Shrink generally runs close to 15% (about 10 pounds on a 70 pounds lamb). At the Empire Sale I compared the weights from lambs taken on Thursday and sold on Saturday. The average shrink was just under 2 pounds with the range from 5 pounds as a high to a couple lambs that actually gained weight. Trucking was \$3.00/head for Gouverneur compared to \$10.00/head (or sometimes more) for New Holland. Also, quite a few producers were able to bring their own animals to the sale.

Prices at New Holland were very high in early September due to the Festival of Sacrifice when over 12,000 lambs were sold over a few days. Prices were a little depressed the end of September and just started to rebound when we held our sale on October 15<sup>th</sup>. I looked through several sales for a good representative price to the 80 pound lamb and used two different examples for the 60 pound lamb. So to compare...

#### 87 pound lamb:

**Empire:** 87 lbs – 2 shrink = 85 x \$1.60/lb = \$136.00 – \$3 for trucking – \$5 for commission = \$128.00

**New Holland:** 87 lbs – 13 shrink = 74 x \$1.93/lb = \$143.00 - \$10 for trucking – \$5 for commission = \$128.00

#### 67 pounds lamb:

**Empire:** 67 lbs – 2 shrink = 65 X \$1.85/lb = \$120.25 – \$3 trucking – \$5 commission = \$112.25

New Holland – 2 different sales since they varied some 67 lbs – 7 shrink = 60 x \$1.93/lb = \$115.80 – \$10 trucking – \$5 commission = \$100.80 67 lbs – 7 shrink = 60 x \$2.29/lb = \$137.40 – \$10 trucking – \$5 commission = \$122.40

I only compared Blue grading lambs since they are really what we are striving to sell. There is a chance that your thinner lambs might do better at a bigger sale depending on who is there buying. I was glad to see 3 big buyers at our graded sale. I think they appreciated being able to buy the lambs in lots. One buyer would have preferred to have the hair and wool sheep separated although it shouldn't matter if they are graded. Our prices compared well to the New Holland prices from the same time period. The buyers know those lambs are going to shrink again when they load them up and take them to their final destination and take that into consideration when they are deciding on the price they can pay.

Now we need to decide what to do in the future. Do we want to plan one or two sales for next fall? If so, what would be the best timing both for marketing and or producers looking to sell animals? I like the idea of supporting a local business and I was impressed with the animal handling I saw there. Levi Geyer has suggestions for making it less labor intensive for the folks at the sale barn which should help with their costs. Please share any feedback you have with me.

#### **Explanation of Grades**

**Blue:** Associated with lambs expected to grade Upper 2/3 Choice to Prime based on carcass confirmation and quality. This grade is associated with animals that tend to be thickly muscled throughout, are moderately wide and thick in relation to their length, and have moderately plump and full legs, moderately wide and thick backs, and moderately thick and full shoulders and a modest degree of fat covering.

**Green:** Associated with lambs expected to grade in the lower 1/3 Choice based on carcass confirmation and quality. Lambs are slightly thick muscled throughout, they tend to be slightly wide and thick in relation to their length and tend to have slightly plump and full legs, slightly wide and thick backs, and slightly thick and full shoulders with a slight to small degree of fat covering.

**Red:** Associated with lambs expected to grade below Choice based on carcass confirmation and quality. Lambs are slightly thin muscled throughout, are moderately narrow in relation to their length and have slightly thin, tapering legs, and slightly narrow and thin backs and shoulders. Lambs also show very little to no fat covering.

**Betsy's interpretation of the grades:** Blues are nice, well-fed, but not fat, healthy looking lambs. Greens are in the middle, and Reds look like they got yanked off pasture in November and there hasn't been any grass out there in awhile.

## Harvest NY

### **Livestock and Small Farm Resources**

#### By MacKenzie Waro, HNY

The Cornell Small Farms Program has great resources for livestock and small farms. These resources come in the form of books, online courses, and online resources. 'Guide to Farming in NY', 'On Farm Poultry Slaughter Guidelines', and 'Guide to Direct Marketing Livestock and Poultry', are a few of the print and online resources that are available. These guidelines can be found at <u>http://</u> <u>smallfarms.cornell.edu/resources/</u>. These resources are a great guide for production, regulation, and marketing.

#### Cornell Beef Program has a blog:

https://blogs.cornell.edu/beefcattle/. You can subscribe at the link provided. You will start to receive emails about what is going on around the state and region in the beef industry. Through this you can get upcoming information on Beef Quality Assurance, Master of Beef Advocacy, and much more. Once you are BQA certified, you will be able to use that on your marketing information.

#### Cornell Sheep Program also has a blog:

<u>http://blogs.cornell.edu/newsheep/</u>. Follow and you will get information in regards to sheep and goats. This includes upcoming courses, flocks for sale, farms looking for replacement animals, upcoming and on-going research, and more.

Cornell Small Farms is also the host to the USDA, 5A, and Custom Exempt Slaughter house map. This map is being updated and should be final by March. Once it is updated, you will find it here: <u>http://smallfarms.cornell.edu/resources/</u> <u>livestock/slaughterhouse-map/</u>.

There are resources available for you, the livestock, and small farm owner. If you cannot find what you are looking for, please reach out to me and I can try to point you in the right direction.





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### **Moonshining to New York Farm Distillery License**

#### By Lindsey Pashow, HNY

Last year you've received articles regarding starting a winery, brewery, or cidery. So now it is time to mention a distillery. You'll see some helpful links at the end of the article to help you start your distillery.

In New York State there are many options for a distillery license based on the product you'd like to use to make the alcohol with, or the yearly quantity of product that you may want to make. A New York State farm distillery license may be the inexpensive option with most incentives available for someone starting a distillery. A farm distillery requires that 75% of the products used in the process be from New York State, however water does not count as a product. New York State has a diverse amount of product that can be used; some examples include corn, potatoes, malting barley, rye, wheat, and fruit. With a farm distillery license, the distillery is able to manufacture and wholesale up to 75,000 gallons of NYS-labelled liquor per year.

A farm distillery license has the benefit of being able to sell by the glass at the distillery, at tastings at many locations such as farmers markets, charitable events, licensed premises, and also sell at all of those locations by the bottle. Other licensing for distiller, rectifier, and brandy producer do not allow for the sales by the bottle on the distillery premises. If you are interested, the links are listed below. Please note that you'll need to start the federal process for licensing first.

#### Links:

Wholesale Application Instructions: <u>http://www.sla.ny.gov/system/files/Wholesale-Application-Instructions-061713.pdf</u> Wholesale Application: <u>http://www.sla.ny.gov/system/files/Wholesale-Application-06012016.pdf</u> Wholesale Fee Chart: <u>http://www.sla.ny.gov/system/files/Wholesale-Fee-Chart-03112016.pdf</u> Alcohol Label Information NYS: <u>http://www.sla.ny.gov/system/files/Advisory\_2014-7\_-\_Brand\_Label\_Registration.pdf</u> U.S. Department of the Treasury: Alcohol and Tobacco Tax and Trade Bureau: <u>https://ttb.gov/index.shtml</u> Starting a Farm (Cornell University): <u>http://www.nebeginningfarmers.org/resources/guides/farming-guide/</u> NYS Wine, Beer, Spirits & Cider – One Stop Shop: <u>http://esd.ny.gov/nysbeveragebiz.html</u> New York State Distillery Guild: <u>http://www.nydistillers.org/</u>

Remember, you will need to contact New York State Agriculture and Markets (1-800-554-4501) when the time comes to arrange an inspection of your farm distillery.

### THIS THE LAST FREE ISSUE OF THE PAPER VERSION OF

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Farm Name	
Street Address	
City	State
Zip code	

Manure Managers Forum: Proper Handling, Value and Dangers

Thursday, February 23, 2017 Farm Credit East Burrville, NY 10AM - 3PM

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Road Safety Emergency Response Systems Confined Space Safety Fertilizer Nutrient Value Hydrogen Sulfate Issues

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## **Classifieds**

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ADDRESS:		CITY:		ZIP:
PHONE:	AD SECTION:		MONTH(S) TO RUN AL	):
AD:				

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#### Livestock

**FOR SALE:** Piglets \$30.00 for 30 pounds. Muscovy ducks \$10.00 each. Contact Enose Miller.



#### Crops

**FOR SALE:** Square bales—great for horses or ruminants, \$2.50 each. Call 315-287-1802.

**FOR SALE:** 1st, 2nd, 3rd Dry Wrapped Round Bales, VG Quality, Delivery Available. Call 315-346-1741.

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

#### Farm Machinery, Equipment, and Supplies

**FOR SALE:** Complete DeLaval milking system, vac pump 2 motors, 200' pipeline + vac line vats, hot water heater tank and washer, 6 units, pre-cooler. Call 315-642-3381.

**FOR SALE:** Ideal brand gutter cleaner. Complete unit, CCW chain, already removed from barn. Call 315-348-8184.



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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

Managing Risk in a Dairy Downturn, see page 9 for more information.

Shop Meeting on Tillage, 12-2pm, Feb 15 at 9922 County Rte 152, Adams, NY Shop Meeting on Tillage, 12-2pm, Feb 17 at 5918 Swiss Road, Castorland, NY

2017 Calf Management Workshops, Feb. 7th & 14th at Farm Credit East, Burrville. 2017 Calf Management Workshops, Feb, 9th & 16th at Miner Institute, Chazy.

Lamb Cutting, SUNY Cobleskill, February 3, 2017.

Miner Institute Corn Congress, Chazy, Feb 1, 2017, and Crop Congress, Canton, NY, Feb 2, 2017.

Manure Managers Forum, see page 18 for more information.

Beef Cutting 2.0 + Pork Cutting 2.0, SUNY Cobleskill, March 20-24, 2017.

Farm Transfer and Estate Planning, March 8th at Mo's Pub & Grill (Malone), or March 9th at Ramada Inn (Watertown) both days from 10AM-3PM.

Don't Be Lame! Winter Dairy Management, see page 12 for more information.

**SAVE THE DATE** - 2017 Cow Comfort Conference, for more information see page 11.

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