



Ag Focus

Have Corn Rootworms Found a Way to Fight Back against Bt?

By: Mike Stanyard

The larva of the western corn rootworm (CRW) is a major pest that feeds on the developing roots of corn. CRW only feeds on corn roots and puts continuous corn rotations at high risk when large populations of larvae are present. Traditionally, CRW management was accomplished through crop rotation away from corn or through the application of a soil insecticide at planting. In 2003, Monsanto became the first company to sell Bt rootworm-resistant hybrids on the market. The plant cells contain a protein which kills CRW when ingested. Other seed companies have followed with different proteins (both Bt and vegetative) for the management of CRW. CRW management with Bt corn has been successful and refuge requirements have been put in place in case resistant individuals ever emerged in the field population.

Possible Problems in the Midwest

This growing season the effectiveness of Bt as a management tool has come under some scrutiny in the Midwest. University researchers in Iowa and Illinois were getting reports of Bt fields that were suffering from high levels of root damage from CRW. In both cases, the corn hybrids contained Monsanto's Cry3Bb1 gene and the producers were using this same CRW protection the last three seasons. By the end of 2011, portions of four Midwestern states had observed increased feeding damage in Bt corn hybrids.



Severe root pruning to rootworm Bt (Cry3Bb1) corn in LaSalle County, IL, Sept. 13 (Mike Gray)

The "R" Word

Researchers at the University of Iowa recently published a paper, "Field-Evolved Resistance to Bt Maize by Western Corn Rootworm," <http://www.plosone.org/article/info%3Adoi%2F10.1371%2Fjournal.pone.0022629>. This is the first report of field-evolved resistance to a Bt toxin by western corn rootworm or any beetle species. Resistance to Bt in the insect world is not a new event.

Continue on page 3

Focus Points

Colostrum, more than just IgG	5
Group Housed & Fed Dairy Calves-Cost Summary & Analysis For Four Dairy Farms	6-7
Beef Production in NY: What's the Opportunity for 2012 & Beyond?	9
Time to Take Stock	10-11
Corn Congress	12
Regional Meetings & Programs	Back Cover



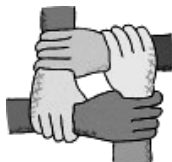
Jerry Bertoldo
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.281.6816 (cell)
grb23@cornell.edu



Greg Coffta
Hispanic Labor Management

Genesee County
585.208.8546 (cell)
gjc53@cornell.edu



Nancy Glazier
Small Farms Support

Yates County
315.536.5123 (office)
585.315.7746 (cell)
nig3@cornell.edu



John Hanchar
Farm Business

Livingston County
585.658.3250 x 112 (office)
585.233.9249 (cell)
jjh6@cornell.edu



Joan Sinclair Petzen
Farm Business Management

Wyoming County
585.786.2251 (office)
585.786.5148 (fax)
jsp10@cornell.edu



Mike Stanyard
Field Crops & IPM

Wayne County
315.331.8415 x 123 (office)
585.764.8452 (cell)
mjs88@cornell.edu



Cathy Wallace
Administration

Genesee County
585.343.3040 x 138 (office)
585.343.1275 (fax)
cfw6@cornell.edu



Jackson Wright
Dairy Management

Ontario County
585.394.3977 x 403 (office)



Ag Focus
Cornell Cooperative Extension of
Genesee • Livingston • Monroe
Niagara • Ontario • Orleans • Seneca
Wayne • Yates

Ag Focus is published Monthly by the
NWNy Team of CCE / PRO-DAIRY

Editor: Greg Coffta

Contributing Editors:

Jerry Bertoldo • Nancy Glazier
John Hanchar • James Kingston
Mike Stanyard Jackson Wright

Layout/Design: Cathy Wallace

Postmaster Send Address Changes:
NWNy Team—Cathy Wallace
420 E. Main Street, Batavia, NY 14020

Direct all inquiries & correspondence on advertising
space and rates to Cathy Wallace, advertising repre-
sentative at 585.343.3040 x 138 Fax: 585.343.1275

Also Serving

Monroe

249 Highland Avenue
Rochester, NY 14620
585.461.1000

Orleans

12690 State Route 31
Albion, NY 14411
585.798.4265

Seneca

308 Main Street Shop Centre
Waterloo, NY 13165
315.539.9252

To simplify information, brand names of products may be used in
this publication. No endorsement is intended, nor is criticism im-
plied of similar products not named.

Every effort has been made to provide correct, complete and up-to-
date pesticide recommendations. Changes occur constantly &
human errors are still possible. These recommendations are not a
substitute for pesticide labeling. Please read the label before ap-
plying pesticides.

By law and purpose, Cooperative Extension is dedicated to serving
the people on a non-discriminatory basis.

Mission Statement

The NWNy Dairy, Livestock & Field Crops team will provide lifelong
education to the people of the agricultural community to assist them in
achieving their goals. Through education programs & opportunities, the
NWNy Team seeks to build producers' capacities to:

- ◆ Enhance the profitability of their business
- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being in a safe work environment
- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural
sector, neighbors & the general public.

Many species have been induced to develop Bt resistance in the lab under controlled feeding and breeding conditions. However, examples of resistance under natural field conditions are very rare. If you place enough selection pressure on an insect population over time it will usually adapt.

A More Integrated Approach

The possibility of losing a great tool in the management of CRW is scary. A resistance management approach in conjunction with sufficient refuge acres is a keystone to this program. Remember, crop rotation to a non-host crop after corn is still a viable practice for CRW management here in NY. If you are in a continuous corn situation and are concerned about the Bt hybrid that you have been consistently planting, you have other options.

- Plant a hybrid with a different Bt toxin
- Plant a stacked hybrid with two Bt toxins
- Put down a soil insecticide at planting
- Use a high rate of a seed treatment for CRW control

Dr. Elson Shields, Cornell entomologist, will be discussing what this could mean for NY corn producers at Corn Congress in January.

New York Beef Producers' Association

*Annual Meeting
Feeder/Winter Conferences & Banquet
January 20-21
Embassy Suites Hotel
6646 Old Collamer Road
E. Syracuse*

For more information, contact:
Brenda Bippert, NY Beef Producer's Association
716.902.4305
nybeefproducers@aol.com
Or
Mike Baker, Cornell Beef Ext. Specialist
607.255.5923
mjb28@cornell.edu

***Support agricultural education every
mile of the way!***



Show your support for New York agricultural by purchasing an Ag Tag license plate. Twenty-five (\$25) of the initial cost & annual renewal fee goes directly to New York Agriculture in the Classroom's programs that foster awareness, understanding, and appreciation of our food and fiber system.

To order: www.dmv.ny.gov/cause.htm
Standard Custom Plate Initial Cost: \$53.75

***Educate Kids About Agriculture -
Buy an Ag Tag for your car or commercial vehicle***

CDL Training Programs

Both Genesee and Wyoming County CCE are offering CDL training in February 2012. Fees are very reasonable. Space is limited!

For information contact:

CCE - Genesee County

Kim Amey: 585.343.3040 x 123
Jan Beglinger: 585.343.3040 x132

CCE - Wyoming County

Debra Welch: 585.786.2251



WHO CARES...

...about Production in
your Dairy Herd?

From the farm to the food shelf, milk sustains
human nutrition and agricultural profits.

Our 20+ years of research on mycotoxins give
your cows the boost they need.

So remember, when it comes to caring
about your herd...

Alltech® DOES!

If you would like to learn how the
Alltech Dairy Advantage Program
can help you improve production
through overall health, contact us at
dairysolutions@alltech.com.



Alltech.com

 facebook.com/AlltechNaturally

 [@Alltech](https://twitter.com/Alltech)

Copyright, ©, 2011 Alltech, (GR: 10213). All Rights Reserved.

Colostrum, more than just IgG

By: Jackson Wright

In bovines, the placental membranes prevent the transfer of maternal immunoglobulins (IgG) to the calf. Immunoglobulins are critical to immunity and as a result the calf relies on colostrum to obtain immunoglobulins and subsequent protection from disease. This acquisition of immunoglobulins through colostrum is known as passive transfer or passive immunity. Conventionally, feeding high quality colostrum to calves as soon as possible after birth has been stressed to ensure a successful passive transfer; however, colostrum also provides the calf with high quality nutrition, beneficial growth factors and hormones, fluid, and warmth.

Colostrum is different from milk as it contains a mixture of both lacteal secretions and proteins found in blood serum. Colostrum production is under hormonal control and is influenced by estrogen, progesterone, corticosteroids, growth hormones, and prolactin. During late gestation high levels of estrogen and progesterone initiate colostrum production. At parturition, the spike in corticosteroids and drop in progesterone facilitate the transition to normal milk production. In general, the first six milkings after parturition are considered colostrum due to differences in milk composition.

These differences in milk composition include higher levels of protein, fat, carbohydrates, vitamins and minerals. In addition, high levels of fat and lactose provide the energy necessary for the calf to regulate its own body temperature. This is critical, as research has suggested that without this energy source calves' fat stores would only last about 18 hours. Moreover, colostrum represents the first time the newborn calf will obtain nutrients through digestion instead of from the placenta or maternal blood supply. In addition to energy, the high levels of vitamins and minerals in colostrum may be necessary to initiate the calf's metabolism and facilitate the development of its own digestive system. More interestingly, researchers have discovered that colostrum contains high levels of numerous growth hormones which include insulin-like growth factor I (IGF-I) and insulin-like growth factor II (IGF-II), epidermal

growth factor (EGF), transforming growth factor (TGF), insulin, cortisol, relaxin and thyroxine. Most notably IGF-I and II have been shown to be important for both mammary development and maturation of the digestive system, and may influence the long-term thrift and performance of the animal. Finally, because colostrum is fluid this helps hydrate the neonate and the warmth helps the calf overcome the initial shock of entering the world.

Combined, these factors show how high quality colostrum is more than just IgGs and feeding this first meal as soon as possible following parturition can influence the long-term thrift of the animal and improve performance as she transitions into the lactating herd.

Sponsored by your local AGROTAIN® nitrogen stabilizer representative

Nitrogen Miser

AGROTAIN® nitrogen stabilizer boosts yields in vast majority of trials across Corn Belt

By Harold Brecht



Harold Brecht

One of the basic rules of farming is to never base an input decision on only one year's results. Even the best product may have disappointing performance under adverse conditions, while a poor product may look good under ideal growing conditions. Time will tell.

That's why AGROTAIN® nitrogen stabilizer looks at data equaling more than 52 site years. These trials were conducted in a diverse range of geographies, environments and agronomic conditions at the University of Kentucky, Kansas State University, University of Illinois, Southeast Missouri State University, University of Delaware, University of Maryland, University of Missouri and Miles Farm

Supply. The compiled results were remarkably consistent:

- In the first set of trials, the use of AGROTAIN® stabilizer boosted yields in 41 of 52 site years. Yield increases ranged from a few bushels per acre to more than 50 bushels, with an average increase of 11.4 bushels.

Although performance may vary somewhat from year to year, research shows a yield bump of 11 bushels per acre with the addition of AGROTAIN® stabilizer. Contrast this to the average cost of AGROTAIN® stabilizer on urea, which is less than 6 cents per pound of urea-based nitrogen or about a bushel an acre with the cost of corn. Because UAN is 50 percent urea, the cost per pound of nitrogen

is less than 4 cents. It's not hard to do the math and see that an extra 11 bushels per acre provides a tremendous return on investment in today's market.

It's become a cliché to say that you can't control the weather. But "weather-proofing" your nitrogen for just pennies per pound of N, will minimize the effects of weather on nitrogen loss and maximize the yield potential on every acre you plant.

If you have a question for the Nitrogen Miser or would like more information on Stabilized Nitrogen Technology, don't hesitate to contact me at hbrecht@agrotain.com or 570-356-2910. Or call 888-425-8732 for more information.

AGROTAIN.COM

©2011 Koch Agronomic Services, LLC. All rights reserved. AGROTAIN® is a registered trademark of The Mosaic Company and is licensed exclusively to Koch Agronomic Services, LLC. AGROTAIN® nitrogen stabilizer is manufactured and sold by Koch Agronomic Services, LLC under an exclusive license from The Mosaic Company. 1211-16747-13-AgF

Group Housed & Fed Dairy Calves – Cost Summary & Analysis For Four Dairy Farms

Contributors: J. Hanchar, J. Karszes, J. Petzen and members from four NYS dairies.

Messages

- Results from four dairy farms suggest that adopters of group housed and fed dairy calf systems realize labor cost and other labor factor efficiencies for the wet calves group through efforts to substitute capital for labor.
- While adopters realize labor cost and other labor factor efficiencies for the birth to weaning group, other costs, including building, machinery and equipment ownership, and operating costs tend to be greater for group housed and fed systems when compared to hutch systems.
- Overall costs of raising an animal from birth to weaning are fairly similar for dairy farms having high quality dairy replacement programs using hutches and the four farms using group housed and fed systems for calves on milk.
- For farms feeding waste milk, feed costs are very sensitive to the price assigned to waste milk.

A More Labor Friendly System

On December 1, 2011, a sold-out crowd of about 275 dairy farmers and their advisors gathered in East Syracuse to learn why some farmers are enthusiastic about group-housing and feeding systems.

Frans Vokey, Cornell Cooperative Extension stated, “Word has spread that group-housed calf systems may afford dairy producers the opportunity to make calf rearing more enjoyable and rewarding and at the same time be better for the business.”

“I love calves but this system put the joy back into raising calves,” said Mary Kelly, Kelly Farms, who participated on a producer/veterinarian panel. That is how Mary summarized her remarks after describing her experiences with a hutch versus group housed and fed system. Mary Kelly’s description of caring for calves in a hutch system, which included references to wearing multiple layers of clothing, and

standing in front of a sink cleaning buckets for hours, was in stark contrast to her description of the current group housed and fed system that brought desired changes in lifestyle, and renewed joy and enthusiasm for raising calves.

Farm owners and calf managers are excited about raising calves in group housed and fed systems, because of the potential labor savings and more favorable work environment. However, potential adopters likely wonder about possible tradeoffs. These systems require initial capital investments in buildings, machinery and equipment that approach \$150,000 for facilities designed to house about 8 animals per pen in 10 pens. Likely questions include:

- I expect labor costs to decline, but how much can I expect building, machinery and equipment ownership, and operating costs to increase?
- How will other costs change, for example, feed costs, and what will be the expected costs of raising a calf from birth to weaning?

Approach

Cost summary and analysis for the birth to weaning group for four dairy farms help to answer the above questions. Prominent features of the approach to develop cost summary and analysis for the birth to weaning group follow.

- Enterprise cost summary and analysis, birth to weaning calves
- Variable (operating) and fixed (ownership) costs
- MS Excel spreadsheet “Dairy Replacement Enterprise Analysis” developed by Karszes, Cornell University
- Data based upon
 - ◇ tracking by four farm cooperators for various lengths of time in November 2011
 - ◇ farm financial records
 - ◇ estimates

Farm Descriptions

Farm 1

Group housed and fed calves, about 50 in number, are weaned at about 7 weeks at about 170 pounds. Facility consists of a calf area, housing 8 to 10 calves per pen, and an attached milk room. A continuously circulating, low line system delivers acidified salable milk and milk replacer to pens.

Farm 2

Calves are group housed and fed in numbers and facilities similar to above. A continuously circulating, high pipeline delivers acidified milk replacer to pens.

Farm 3

Acidified milk is available ad lib from plastic barrels through milk bars in a retrofit housing system with up to 20 calves per pen. Waste milk and some salable milk are fed. Waste milk is valued at \$326 per ton based upon a cost of production estimating approach.

Farm 4

Calves are housed, up to 25 per pen, in a relatively new group housing system with a central utility room, and fed via a mechanized feeding system. Waste milk, some salable milk, and some milk replacer are fed. Waste milk is valued at \$326 per ton based upon a cost of production estimating approach.

Karszes and others

Values reported here represent average values for 17 NY dairy farms where December 2007 prices were adjusted to November 2011 using farmer prices paid indices. The 17 farms had above average numbers of dairy cows, and high quality dairy replacement programs. Birth to weaning aged calves were raised predominately in calf hutches.

Results

Notable results for labor cost and other labor factor efficiencies include the following:

- For the group housed system farms, Farms 1 through 4, labor costs per animal completing range from \$34 to \$60. This range of costs is less than the average cost for hutch system farms described as “Karszes and others” of about \$84 per animal completing.

- Heifers per hour range from 12 to 33 for the group housed system farms compared to 11 for the hutch farms which are described as having high quality dairy replacement programs.
- Comparing Farms 1 through 4 to “Karszes and others” using the previous measure, does not reflect the possibility that group housed and fed system farms with lower heifer numbers per hour may be performing much better compared to where they were prior to the change.

Notable results for building ownership, feed, other and total costs include the following.

- Building ownership costs of \$41 and \$29 per animal completing for Farms 1 and 2, respectively, are greater than the average cost of \$14 for hutch systems. Group housed system Farms 3 and 4 realize costs of \$12 and \$8, respectively, and appear to benefit from spreading building ownership costs over more calves.
- Feed costs for Farms 1 through 4 range from \$167 to \$186 per animal completing. This range is somewhat higher than the hutch farms’ average cost of \$151, possibly reflecting greater feed consumption.
- Feed costs reported for Farms 3 and 4 are very sensitive to the value, price assigned to waste milk.
- Total costs for raising calves from birth to weaning for the group housed and fed system farms range from \$280 to \$339 per animal completing, and compare favorably to the total costs of \$319 for the farms with high quality, hutch system dairy replacement programs.

To learn more about this topic visit the team’s website at <nwnyteam.org> and click on “AgFocus



Commitment to Quality & Service

at Reisdorf Bros. Inc

Since 1912, providing you quality feed and independent service for Western NY Farmers.



Full Line of Complete Feeds at Competitive Prices

"Exclusive" Extruded Full Fat Soybeans

"Steamed Rolled" Flaked Corn

Customized Feeds and Complete Nutritional Feed Programs

Dairy Production Consultant

Full Line of Liquid Feed Supplements

Custom Spraying and Crop Service

Exclusive Manufacturer of "Country Magic Dog and Cat Food"

Working Relationships with Your Vet and Consultants for "YOUR Bottom Line,"

Plus Access to the Latest Technology in the Feed Nutrition Business

REISDORF
BROTHERS, INC.

Your Complete Farm Store & Feed Mill

1830 Perry Rd. North Java, NY 14113

Toll Free: 1.800.447.3717 585.535.7538 Fax: 585.535.0470

Please visit our website:

www.reisdorfbros.com

Beef Production in NY:

What's the Opportunity for 2012 and Beyond?

By: Nancy Glazier

Let's take a look into the crystal ball of beef as we enter the New Year. Cattle numbers are generally on a 10-year swing, with the herd size to swing upwards in 2015. We are at an all-time low with numbers.

As with any look into the future of agriculture, Mother Nature has her input. Last year and 2010 saw severe droughts in the southern plains states with Texas hardest hit. USDA/NASS estimated cow numbers were down 0.5% in 2011 and predicted to decline 3.9% in 2012, and continue to decline in 2013 by 2.8%. There may be one more year of drought conditions due to La Nina weather patterns. These number declines mean fewer calves next year, and the year after.

Feed prices are partly to blame for declining numbers. Corn prices shot up for 2011 with a small decline as 2011 wanes (December 9). Price per head to feed out cattle rose \$80 between January and October. Modified distillers and hay went up as well. Corn prices are predicted up in the spring. Price paid for feeders went up early in the year as supply dwindled. Many feedlot owners purchased stockers (500-600 lbs) early, fed them on available pasture prior to sending to their feedlots at 700-800 lbs.

Another prediction is corn acreage for 2012. The USDA predicts record acreage will get planted, the largest in world history. A high supply should bring the price down.

World demand for beef is at an all-time high. For the first time in history, the U.S. exported more beef than was imported. This was due to increased exports of low end cuts and grind to Mexico and increased exports of high end cuts to Japan and South Korea. With Japan raising age restrictions on age at slaugh-

ter to 30 months, this should further improve the export market for the U.S.

The trend is for beef prices to continue to rise. Price cycles are usually 5 years and we are currently 2 years into a high-price swing. Much of this upward cycle will weigh on our economy as well as the European Union. Time will be the judge if we see a double-dip in the recession.

For the first time, the retail market is driving wholesale prices nationally. Wal-Mart moved to promote Choice over Select cuts, they say in response to their consumers. The price spread has risen to \$ 0.20 per lb, predicted to stabilize between that and \$ 0.12. The consumer is looking for a high quality product for the flavor experience.



It will take time to build the cow herd back up. So, here in NY we should be sittin' pretty. We have 3 million acres of idle land that could be used for pasture. Marginal land is better suited for pasture than crop production. Our temperate climate is well suited to receive adequate rainfall for pasture and other crops.

So, will you grow your herd, or start a herd? Pencil it out. If yes, genetic selection is critical. If you are looking at the commodity market, marbling is the key. Choose your cows and bulls wisely. Carcass ultrasounding may be an important tool to assist with herd development. Local markets continue to grow as well.

So, will you grow your herd, or start a herd? Pencil it out. If yes, genetic selection is critical. If you are looking at the commodity market, marbling is the key. Choose your cows and bulls wisely. Carcass ultrasounding may be an important tool to assist with herd development. Local markets continue to grow as well.

Much of this information came from a webinar (online seminar) I heard with Dr. Shane Ellis. Shane is from Iowa State and will be at this year's NY Beef Producers Association's Feeders Conference January 20 in Syracuse. See elsewhere for the complete agenda for Friday and the Annual Meeting on Saturday the 21st. Both days look to be great educational opportunities.

Time to Take Stock

By Joan Sinclair Petzen

In farming, we have ups and downs; good years and bad. Weather, prices, the general economy and consumer attitudes can affect the bottom line for farm businesses. Sometimes we feel there are few things we can control that affect the financial performance of farm businesses. For a farm manager, the first step toward taking control is understanding the financial position of the business. Preparing financial statements can help you to evaluate the financial side of the business and determine a plan for monitoring and controlling financial performance.

The Balance Sheet

The balance sheet or statement of owner's equity uses a stock concept to summarize the financial position of a business at a given point in time. The balance sheet details the assets and liabilities of the farm

business. The balance sheet equation, "Assets minus liabilities equals owner's equity," shows the relationship between the assets of the business and the liabilities it is carrying. Owner's equity is what would remain in the event the business was liquidated and all the debts paid at the point in time the statement was prepared.

A balance sheet is prepared in a standard format. This format is used to organize the assets according to the ease of converting each group of assets into cash and liabilities of the business according to the time required for repayment of each type of debt.

Once a business has prepared a balance sheet, ratios can be used to gauge the solvency and liquidity of the business. One can evaluate the solvency or liquidity of an individual business over time or compare it to industry standards using ratios. Solvency measures the long term financial stability of a business. The ability of the business to service its debt in the short run is gauged by liquidity indicators.

Solvency ratios

Debt to asset ratio shows the amount of debt the business is carrying for every dollar invested in the business. It is calculated by dividing the total debt by the total assets.

$$\text{Total debt} \div \text{Total assets} = \text{Debt to asset ratio}$$

A debt to asset ratio of .30 means the business has thirty cents of debt for every dollar of assets it owns. This is a very stable business from a solvency perspective. If the debt to asset ratio climbs above .60, a business becomes more financially vulnerable. In this solvency situation, businesses generally have less financial flexibility to withstand a downturn in prices, a disease outbreak or crop failure.

The **percent net worth** quantifies the share of the assets an owner could expect to realize if the business were sold. Calculating percent net worth is a two-step process. First subtract total debt from total assets to determine the amount of net worth or owner's equity. Then divide the owner's equity by the total assets.

Harvest Farms, Balance Sheet December 31, 2011	
Current Assets	Current Liabilities
Cash	Accounts Payable
Accounts Receivable	Operating Lines of Credit
Stock	Current Portion of Inter. & Long T. Liabilities
	Inventory and Supplies
Intermediate Assets	Intermediate Liabilities
Breeding Livestock	Term debt with maturity less than 10 years
Machinery, Equipment, Vehicles	
Long Term Assets	Long Term Liabilities
Land & Buildings	Term debt with maturity greater than 10 years
Total Assets	Total Liabilities
	Net Worth

Step 1: Total assets – Total liabilities = Net worth

Step 2: Net worth (also called owner's equity) ÷ Total assets x 100 = Percent net worth or equity

When the percent net worth is 40%, the owners of the business would have forty cents left after all the debts were paid if it were sold out on the day the balance sheet was prepared. A business in this financial position needs to think about reducing debt to improve its financial flexibility. If the percent net worth is greater than 70%, the business is considered to be financially sound from a solvency perspective.

Liquidity ratios

Liquidity measures the ability of a business to meet its financial obligations in the short run. Current assets are readily converted to cash. Current liabilities must be paid within one year of the date the statement was prepared.

The **current ratio** shows the value of current assets available to service each dollar of current liabilities. It is calculated by dividing the current assets by the current liabilities.

$$\text{Current Assets} \div \text{Current Liabilities} = \text{Current Ratio}$$

A current ratio equal to one means there is exactly one dollar of current assets available to meet each dollar of current liabilities.

Working capital is a measure of the quickly available capital to meet short term obligations. It is the absolute value of liquid assets left after the current liabilities are met. It is calculated by subtracting the current liabilities from the current assets.

$$\text{Current Assets} - \text{Current Liabilities} = \text{Working Capital}$$

Using the balance sheet, an owner can capture a financial snapshot of the business. This statement helps gauge the financial stability of the business both in the short and long run. A balance sheet is typically prepared at the end of each year. In agriculture, where cash is often short, comparing the balance sheet from the beginning and end of the year can help a farm owner to evaluate the change in the financial position of the business. Ratios are used to help understand the relationship between assets and

liabilities both in the long and short run.

This article is the first in a series of three articles being prepared by the author to help farm managers become more familiar with the essential financial statements for managing a business.

Farm Insurance Specialists



Call now for your appointment



**Great American, Countryway,
Nationwide, Erie & Niagara**



We're the agent for over 500 NY farms.



(585) 624-2474

(800) 258-2494

www.NYfarminsurance.com

Honeoye Falls, NY



Corn Congress 2012

- ☛ *Corn Seeding Rates: Do they Interact with Hybrid Selection or N Rate?* Bill Cox, Cornell Agronomist
- ☛ *Leaf Blights & Ear Molds: Review of 2011* Gary Bergstrom, Cornell Plant Pathologist
- ☛ *Cover Crop Carbon & Nitrogen Content: Fall N Uptake & Credits for the Next Year*
Quirine Ketterings Cornell Nutrient Management
- ☛ *Bt Resistant Rootworms: Are they coming to NY?* Elson Shields, Cornell Entomologist
- ☛ *Recognizing Low-Level Herbicide Resistance, Dandelion Management in Zone-Tillage Corn, & More*
Russ Hahn Cornell Weed Scientist
- ☛ *Western Bean Cutworms Continue their Advance* Keith Waldron, NYS IPM Program
- ☛ *Residue Management Options on the Combine* Mike Stanyard, Cornell Cooperative Extension

DEC Recertification points & Certified Crop Advisor Credits pending

January 18, Clarion Inn, Batavia

January 19, Holiday Inn, Waterloo



Please make reservations by contacting: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu

RESERVATIONS MUST BE RECEIVED BY:

January 11, 2012



Corn Growers and Distillers Grain Users

We are now offering trucking between our ethanol plant and your farm through our new transportation subsidiary, Shelby Transportation, LLC.

Give us a call for an on-farm corn bid or a delivered DDG price, and remember, we offer payment to growers within 2 business days.

Also ask us for a quote for your other commodity trucking needs.

Please call for more information:

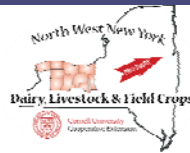
Corn: (866) 610-6705

Distillers Grain: (315) 247-1286

Shelby Transportation: (585) 798-6696



DAIRY SKILLS TRAINING



Management of the Transition Cow

Cornell Cooperative Extension Offices in Warsaw and Canandaigua
January 9, 11, 17, 19; 6:30–9:00 pm; Saturday on Farm Session to be announced

Topics:

- What Transition Cows Need
- Calving Management
- Performing Physical Exams
- Post-Calving Problems & Treatments
- Records, Protocols & Tracking Tools
- On Farm Visit for Hands on Practice

Cost: \$150 per person

Includes classroom materials
and on-farm workshop.

Registration & payment
required by: 1/5/2012

**Choose
Your
Preferred
Location
and Call
To
Register
Today!**

CCE—Ontario County
480 North Main Street
Canandaigua, NY
Contact Cathy (585) 343-3040, x138
cfw6@cornell.edu

CCE—Wyoming County
401 North Main Street
Warsaw, NY
Contact WCDI (585) 786-2251
WCDI@cornell.edu

www.WyomingCountyDairyInstitute.com

www.NWNYTeam.org

Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

KERSCH'S AG LIME

**Calcium Lime - Magnesium Lime
Gypsum - Sawdust - Pull Spreaders**

BEST SERVICES - PRODUCTS - PRICES

**Pull Spreaders Available
- or -
Custom Application**

KERSCH'S AG LIME

Gainesville, NY 14066

585-322-7778 585-734-0003

Serving Agriculture For 40 Years

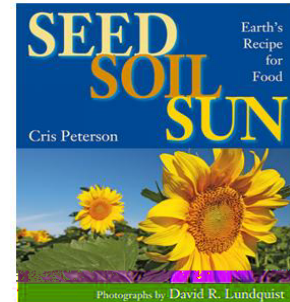


For quality
bovine hoof trimming
at reasonable prices, call

**Robert Sturm
585.813.3896**

New York Agriculture in the Classroom AGRICULTURE LITERACY WEEK March 19th-23rd, 2012

Ag Literacy Week unites communities and schools. Volunteers will bring New York agriculture into local schools by sharing miraculous process by which air and water combine with seed, soil, and sun to create nearly all the food we eat.



Volunteer as a reader or a teacher and get this year's book donated to your school library along with other educational resources from NYAITC.



Cornell University
Cooperative Extension
Genesee County

www.nyaged.org/aitc

For more information please contact:
your local CCE office
or
visit NYS Ag in the Classroom website
at www.nyaged.org/aitc

2012 DEC CORE Recertification Classes CCE - Monroe County

January 24

9:00 a.m. - 12:15 p.m.

DEC Rules & Regulations, Updates

January 26

1:00 - 4:15 p.m.

Water Quality: Ecology and Environmental
Considerations of Pesticides and Fertilizers

February 7

1:00 - 4:15 p.m.

Pesticide Ed I

February 14

9:00 a.m. - 12:15 p.m.

Pesticide Ed II

February 21

9:00 a.m. - 12:15 p.m.

Personal Protective Equipment and Interpreting
Pesticide & Fertilizer Labels

All classes are **3 CORE credits**

Individual sessions are \$40 for Monroe County en-
rollees, \$47 otherwise.

For more information contact:

Karen: 585.461.1000 x 225 or ksk8@cornell.edu

Tractor & Machinery Training/Certification

Comprehensive training aimed at youths desiring to
operate machinery on the farm. An excellent experi-
ence useful for those over 16 years old as well. For
dates, times, locations and registration fees call or e-
mail one of the following CCE offices convenient to
you within the region. Don't wait to call. Some regis-
trations close out in early January!

Genesee

Barb Sturm
585.343.3040 x122
bbs28@cornell.edu

Steuben

Kim Randall
607.664.2306
ksb3@cornell.edu

Ontario

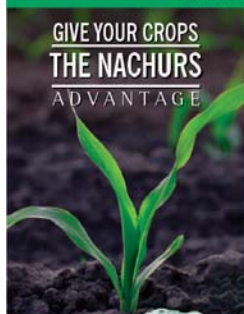
Amy Morrissey
585.394.3977 x429
alm72@cornell.edu

Wyoming

Holly Harwood
585.786.2251
hnh62@cornell.edu



LIQUID STARTER & FOLIAR FERTILIZER



- Higher yields, higher profits
- Highest quality liquid fertilizers
- Quality, precision placement, seed safe
- Foliar safe
- Low impurities and low salt
- True solution N-P-K
- Orthophosphate (available phosphorus)
- Highly soluble
- Up to \$3000 equipment rebate

800-622-4877 TOLL FREE 905-541-9041 MOBILE

www.nachurs.com



© 2011, Na-Churs Plant Food Company d/b/a NACHURS ALPINE SOLUTIONS. All rights reserved.

AGRI-FAB & Repair, Inc.

Grain Handling Specialists

**New & Used Grain Handling Equipment
Sales, Installation, Service, Millwrighting,
Crane & Electrical Services**

7695 Route 63 · Pavilion NY 14525

www.agrifabrepair.com

Phone: 585-584-9210 Fax: 585-584-9208

\$\$\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT for \$\$\$\$\$



CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423

585-538-4395 www.caledoniadiesel.com

OVER 250 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT



1999 Timpco 40' Hopper Grain Trailer,
air ride, excellent condition, ready to work.



1999 Volvo 6x6, All Wheel Drive; Cummins ISM 335 HP; 8LL; 116,513 Miles, 20,000# F/A, 46,000# R/A; Full Locking Rears, Double Frame, 7' Roller, 17' Bed, Tulsa Winch \$44,900



(1) 2002, (2) 2001, (4) 1999 Mack CL713, E7 460 HP; Eng. Brake, Eaton Fuller 8LL, Air Lift 3rd, 4th & 5th Axles, 3 Steerable, Dbl. Frame, Camelback Susp., 248" W.B., Alum. Whls., 2000 MAC 22' Alum. Box, Air Assist Gate, 2 Way Dump



(3) 2005 Sterling, 14L Detroit 515 HP, Jakes, 230,000 Miles, 8LL Trans., Haulmax Susp., 24.5 Tires, Alum./Steel Wheels, 210" W.B., Tri-Axle, 18,000# F/A, 46,000# R/A, 16' Length Steel Body - \$54,900 Each



(1) 1999 Ford F7500 C & C w/CAT 3406, Jakes, 13-Spd., Hendrickson Spring 46,000# R/A, 20,000# F/A, Full Lock, Double Frame, Heavy Spec, Hard To Find Chassis Or Longer Daycab, Excellent Condition - \$32,900



2007 Mack Vision C80M12, Mack 480 h.p., 18 spd., eng. brake, air ride susp., 191" w.b., 22.5 on alum., T/A, 14,000# F/A, 46,000# R/A, 416,632 miles, very clean day cab, ready to go, \$129,997, \$127,996.



2000 Mack DM950, 300 h.p. Mack diesel, 156,247 miles, 8LL Trans., Camelback susp., 224" w.b., Tri-Axle, 20,000# F/A, 46,000# R/A, HD Truck in good condition, double frame, air lift 3rd axle, McNeilus 10.5 Cu. Yd. mixer, WILL SEPARATE MIXER FROM CHASSIS, \$138,100, \$128,900



2002 Peterbilt 385, C12 CAT 425 h.p., diesel, 10 spd., eng. brake, 614,771 miles, air ride, 22.5 on alum., 185 w.b., T/A, 12,000# F/A, 40,000# R/A, wetline, good runner, just off road, ready to work, \$139,997, \$129,900.



2003 Kenworth T800, C12 CAT 445 h.p., diesel, eng. brake, 680,184 miles, Chalmers susp., 31" alum. body, 24.5 on alum., 32" w.b., 5 axle, 20,000# F/A, 46,000# R/A, alum. comp. elec. lmp, \$129,997, \$124,500.



2005 Western Star 4800, CAT C15 475 h.p., 18 spd., eng. brake, Haulmax susp., 244" w.b., 32" flat top spr., 22.5 on alum., T/A, 14,600# F/A, 46,000# R/A, 545,080 miles, \$129,997, \$123,500.



1998 Western Star 4964FX, CAT 3406E 475 h.p., 18 spd., eng. brake, Haulmax susp., 258" w.b., 24.5 on alum./alum., T/A, 12,000# F/A, 46,000# R/A, 443,812 miles, southern truck, \$129,997, \$123,500. Also 1998 Peterbilt & 1999 Western Star Oil Field/Water Truck



1998 Kenworth T800; CAT 475 HP; Jakes; 8LL; 20K RA; 44K RA; New-Way Air Ride; 14K Tag; Dbl. Frame; 25' Frame Behind The Cab; 248K Miles; Current Flatbed w/Knuckle Boom; Will Separate To Make Cab & Chassis On Request!!



2007 Freightliner Columbia Daycab CAT 475 HP, Jakes, 15-Spd., 14,600# w/ 46,000# FULL LOCKING, Double Frame, 400,000 Miles



2004 Freightliner FL80 94L Cab, CAT 3126 248 h.p., 8 spd., 307,206 body, spring susp., all steel whls., T/A, 12,000# F/A, 40,000# R/A, swing door, 348,530 miles, good runner, \$129,997, \$122,500.



2003 Peterbilt 357, ISM Cummins 305 HP Diesel, 188,916 Miles, Automatic, Haulmax Susp., 22.5 Tires, Alum./Steel Wheels, 217" W.B., 22,000# F/A, 46,000# R/A, NO RUST SOUTHERN TRUCK, \$129,997, \$122,500.



1999 Western Star 4964SX Cab & Chassis, CAT 600 HP, Eaton Fuller RTL0 18-Spd. Trans., Chalmers Susp., New 445/65R22.5 Steer Tires, 4 Lift Axles, 22.5 Drive Tires, Dual Stacks & Air Cleaners, Full Dbl. Frame, 20K FA, 46K Rears Full Lockers, 277" W.B. (Flatbed Removed)



(2) 2008 Peterbilt 385; CAT C13; Eng. Brake; Eaton Fuller 8LL; Dbl. Frame; Hendrickson Halmix Susp.; 20K FA; 46K RA; 231" W.B.; Alum. Frt.; McNeilus 10.5 Cu Yd Mixer; Remote In-Cab Controls



2008 Mack CXU613 Daycab; MP Mack Eng. 455 HP; 348K Miles; 18-Spd.; Eng. Brake; Air Ride Susp.; All Alum. Whls.; 225" W.B.; Tandem Axle; 14,000# FA; 46,000# RA; Wetline; Full Locking Rears - \$68,950



1998 International Paystar 5000, 460 h.p. Cummins diesel, 19-Spd., Engine Brake, Rubber Block Susp., 20' length, Tri-Axle, 20,000# F/A, 46,000# R/A, Alum. Composition, Good Running, Clean Double Frame Dump Truck w/Air Lift Tag, Box Line & Tarp, \$129,997, \$124,500



2002 Kenworth T800, C12 CAT 445 HP Diesel, 10-Spd., Eng. Brake, Air Ride, 430 Ratio, 179" W.B., 22.5 On Alum., T/A, 13,280# FA, 46,000# RA, 456,597 Miles, Very Clean, \$129,997, \$124,500



2002 Timpco 45'x102" Hopper Trailer; Excellent Condition



1998 Int'l 5200 PayStar, Cummins, Jakes Brake, 8LL Trans., air lift, 18,000# F/A, 46,000# R/A, vac. pump, rear discharge, Many Other Freightliner/Volvo/Alfa Romeo & Steel Tank Vans. Trucks In Stock & More Coming!



2000 Freightliner FLD; CAT C12 380 HP; Eng. Brake; Eaton Fuller 8LL; Air Lift 3rd, 4th, 5th, 6th; 4 Steerable; Dbl. Frame; Haul Max Susp.; 20K FA; 46K RA; 295" W.B.; Alum. Wheels; Alfab 23' Alum. Box



1998 Timpco 40' Hopper Grain Trailer, spring ride, ready road or field.

\$\$\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT for \$\$\$\$\$

NWNY Dairy, Livestock & Field Crops Team
Cornell Cooperative Extension
420 East Main Street
Batavia, NY 14020

NON-PROFIT
ORG.
PRSRT STD
US POSTAGE
PAID
BATAVIA, NY
PERMIT NO. 40

Postmaster Dated Material
Please Expedite



Cornell University
Cooperative Extension

Save the Date...

January 2012

- 18 WNY Corn Congress, Clarion Inn, 8250 Park Road, Batavia
- 19 Finger Lakes Corn Congress, Holiday Inn, 2468 Route 414, Waterloo
- 20-21 NY Beef Producers Annual Mtg., Embassy Suites Hotel, 6646 Old Collamer Road, E. Syracuse, For more information contact: Brenda Bippert: 716.902.4305 or Mike Baker: 607.255.5923
- 26 NY Corn & Soybean Expo, 8:30 a.m. - 3:30 p.m., Holiday Inn, 441 Electronics Parkway, Liverpool, Registration: juliacrobbins@gmail.com
- 27-28 Winter Green-Up Grass-Fed Grazing Conference, The Century House, 997 New Loudon Rd. (Route 9), Latham, NY, Contact: Gale Kohler, CCE-Albany: 518.765.3500

February 2012

- 8 WNY Soybean/Small Grains Congress, Clarion Inn, 8250 Park Road, Batavia
- 9 Finger Lakes Soybean/Small Grains Congress, Holiday Inn, 2468 Route 414, Waterloo
- 21 Step It Up Winter Grazing Conference, BW's, 11070 Perry Rd., Pavilion, Contact: Nancy Glazier: 585.315.7746



REMINDER....

January - April 2012 Dairy Farm Business Summary Program

Contact: John Hanchar: 585.233.9249 or jjh6@cornell.edu

Contact: Joan Sinclair Petzen: 585.786.2251 x122 or jsp10@cornell.edu

Dairy Skills Trainings in 2012!

Evening classroom sessions at CCE - Ontario & Wyoming, 6:30 - 9:00 p.m.
Plus farm visits with managers & consultants and hands-on exercises

- ⇒ **Transition Cow Management: January 9, 11, 17 & 19 (details on page 13)**
- ⇒ **Quality Forage Production & Strategies: February 14, 16, 20 & 23**
- ⇒ **Nutrient Management: March 13, 15, 20 & 22**
- ⇒ **Producing Quality Milk: May 1, 3, 8 & 10**



"Cornell University Cooperative Extension provides equal program and employment opportunities."