



North Country Ag Advisor

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Ag Advisor

Cornell Cooperative Extension of
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Counties

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<http://ncrat.cce.cornell.edu/>

Our Mission

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

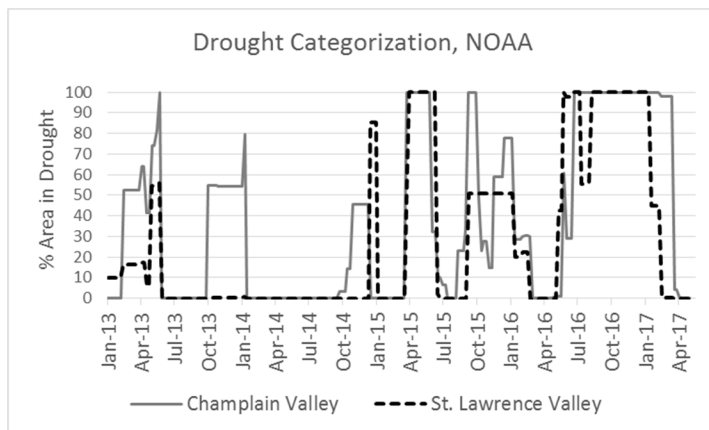
Field Crops and Soils

2016 Drought in the Rearview

By Kitty O'Neil, PhD, CCA

2016 drought conditions are drastically improved, but not gone, for NYS and the Northeast. Much of the Northeast recorded above-normal precipitation and above-normal temperatures for the last week in April, and rain began to fall in early May. The region has been characterized by short-term wetness and long-term dryness, and lingering impacts from the long term dryness are still influencing the drought depiction in the region. As the environment slowly responds to short term moisture, small improvements are detectable, but the complete elimination of dryness and drought in the region will take time.

For some context for the weather over the past year, the percentage of the Champlain Valley and St. Lawrence Valley areas that were categorized in any type of drought between January 2013 and May 2017 is shown in the graph below. We've only very, very recently returned to non-drought conditions according to NOAA criteria. The Champlain Valley mostly returned to normal in March 2017, while the St. Lawrence Valley finally lost all dry and drought categorizations in February 2017. The North Country spent most all of 2016 in some sort of a drought categorization, while in 2013 to 2015, we spent only brief periods in these categories. The amount of time with no or limited rainfall is what led to the severity of the 2016 drought.

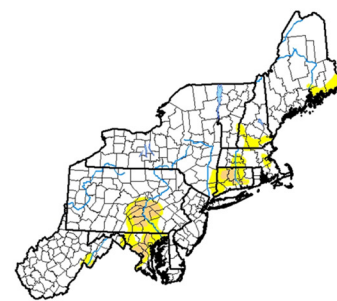


Many effects of the 2016 drought will linger into 2017. Though most grasses can survive extended dry conditions, some hay fields and pastures may have areas that did not survive the drought. Additionally, many grass fields were grazed or mowed too short due to limited forage availability. This stress, in addition to the drought stress, could cause death of grasses and legumes in extreme cases. Many hay seedlings planted in spring 2016 were failures. Many of those

fields remain open into spring 2017, and will need to be dealt with. 2017 annual crops such as corn, soybeans, and new seedlings will be fine – assuming proper planting and as long as we receive adequate rain in a typical pattern. Paul Hetzler, Horticulture & Natural Resource Educator with CCE of St. Lawrence County, cautions that we may continue to see drought effects in our forests, orchards, and vineyards into 2017 and beyond. Many trees were severely stressed by the 2016 drought, and are still responding to it with increased pollen and seed production this year. Some trees will exude sap and goo atypically in 2017 and will succumb to pest pressures, as their defense mechanisms are now compromised. Many trees will die, but they may not appear dead for a couple of years. Trees respond more slowly than annual and perennial ag crops.

The current (May 2, 2017) Northeast US drought map is shown below. For comparison, the October 4, 2016 map is also shown.

U.S. Drought Monitor
Northeast



May 2, 2017
(Released Thursday, May 4, 2017)
Valid 8 a.m. EDT

Drought Conditions (Percent Area)						
	None	D0	D1	D2	D3	D4
Current	88.81	8.19	3.00	0.00	0.00	0.00
Last Week	85.33	13.22	3.45	0.00	0.00	0.00
3 Months Ago	39.25	25.92	26.94	6.78	1.10	0.00
Start of Calendar Year	30.54	25.80	31.99	10.29	1.39	0.00
Start of Water Year	21.72	37.96	20.73	12.91	6.68	0.00
One Year Ago	62.87	33.66	3.47	0.00	0.00	0.00

Intensity:
D0 Abnormally Dry
D1 Moderate Drought
D2 Severe Drought
D3 Extreme Drought
D4 Exceptional Drought

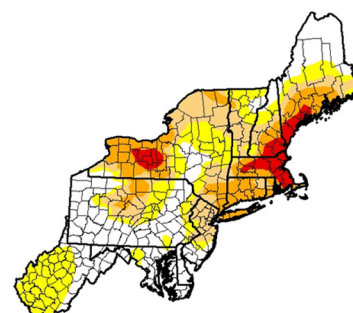
The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. See accompanying text summary for forecast statements.

Author:
Brian Fuchs
National Drought Mitigation Center



<http://droughtmonitor.unl.edu/>

U.S. Drought Monitor
Northeast



October 4, 2016
(Released Thursday, Oct. 6, 2016)
Valid 8 a.m. EDT

Drought Conditions (Percent Area)						
	None	D0	D1	D2	D3	D4
Current	34.89	24.13	19.01	16.36	5.61	0.00
Last Week	21.72	37.96	20.73	12.91	6.68	0.00
3 Months Ago	34.35	44.83	19.00	1.82	0.00	0.00
Start of Calendar Year	62.10	31.30	6.60	0.00	0.00	0.00
Start of Water Year	21.72	37.96	20.73	12.91	6.68	0.00
One Year Ago	71.27	22.95	5.78	0.00	0.00	0.00

Intensity:
D0 Abnormally Dry
D1 Moderate Drought
D2 Severe Drought
D3 Extreme Drought
D4 Exceptional Drought

The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. See accompanying text summary for forecast statements.

Author:
Brian Fuchs
National Drought Mitigation Center



<http://droughtmonitor.unl.edu/>

Keep an eye out for Black Cutworm in Corn Fields

By Mike Hunter, CCA

Weather conditions, late planting, and higher Black Cutworm moth reports in western states suggest a higher risk of Black Cutworm damage in New York corn fields. Black Cutworm larvae have light grey to black grainy skin (photo 1). No-till and reduced tillage fields with crop debris, cover crops, or weeds are attractive egg laying sites for cutworm moths. Spring-tilled fields with good early season weed control are less attractive egg laying sites. Insecticide treatments are warranted and can provide good control if applied when 5% or more of the corn seedlings are cut and the larva are less than ½ inch long.



Photo credit: Iowa State University

Be on the lookout for Glyphosate-Resistant Horseweed... aka Marestalk

By Mike Hunter, CCA

Marestalk is a winter or summer annual which reproduces by seed (See Fig 1 and 2). A mature marestalk plant is capable of producing as many as 200,000 seeds. It will germinate in the spring or late summer and reaches heights of 6 feet tall. Most notable about marestalk is the seeds can easily be dispersed by wind. The seeds are attached to a featherlike structure or pappus, similar to a dandelion. Research studies in the mid-Atlantic Region of the U.S., suggest that once the seeds get into the sky they can easily disperse more than 100 miles.

Glyphosate-resistant marestalk is found in areas of central and western New York State and Ontario, Canada. It will be very easy for glyphosate-resistant marestalk to spread to our region via windblown seeds. I would encourage everyone to be on the lookout for marestalk, particularly if you have a population that was sprayed with

glyphosate and survived. If you suspect that you have it on your farm and would like a positive identification, feel free to contact Mike Hunter (315-788-8450) or Kitty O'Neil (315-854-1218).



Fig 1. Marestalk Rosette
University of Illinois



Fig 2. Mature Marestalk
University of Nebraska

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- Neighbor complaints/relationships regarding land leases, manure or pesticides
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Dairy

It Pays to Invest in Dry Cow Cooling

By Lindsay Ferlito

Even though May started off cool and rainy, summer is just around the corner, which means so are the negative effects of heat stress on cows that aren't adequately cooled. Accordingly to Elanco, the order in which you should install heat abatement throughout the barn is: holding area, dry cows, fresh cows, high production cows, and finally low production cows. So once the holding area is taken care of, the next place to focus on is the dry/pre-fresh cows.

Studies continually show the benefits of cooling lactating cows (increased lying time, increased DMI, increased milk production, better reproduction, etc.), and also the benefits of cooling dry cows, on both the unborn calf and the cow during her next lactation. "It's profitable to cool cows everywhere in the US... except Alaska" said Dr. Albert De Vries (University of Florida) at the Cow Comfort Conference in Syracuse this spring. He presented a summary of studies showing a benefit to cooling dry cows of 1.2 to 6.3 kg/cow/d of milk in the next lactation, averaging about 5 kg/d, or 11 lbs/cow/d (Figure 1).

Cooling during the dry period increases milk yield in the next lactation

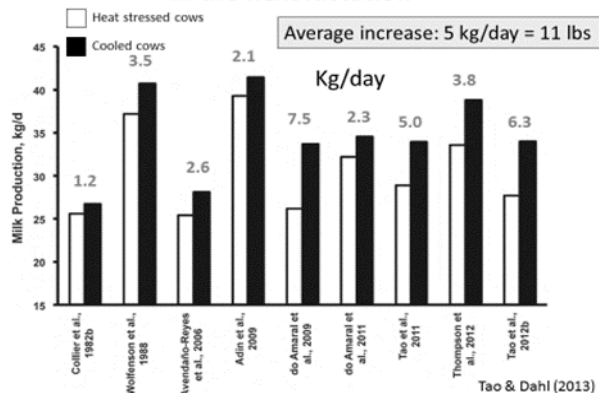


Figure 1. Graph from by Tao and Dahl (2013), and presented by Dr. De Vries (2017), summarizing several studies showing increased milk production due to cooling in the dry period.

The more hot days you have, the greater the return will be on your investment in dry cow heat abatement, as seen in the next graph (Figure 2). On average in New York, there are about 80 heat stress days (days with THI > 68), which is close to the US average of about 90 days. That means heat stress in the dry period alone is costing NY producers an average of \$112/cow/year (using the average of 11 lbs/d), compared to \$233/cow/year in Florida.

Milk and economic losses in the next lactation 10 states with the most dairy cows + Florida

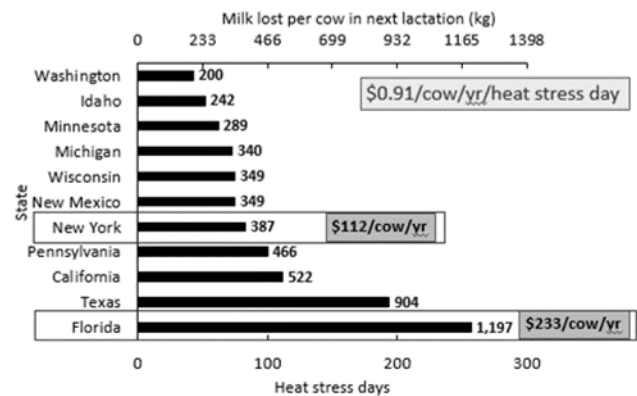


Figure 2. Graph from Dr. De Vries (2017), showing the economic benefit of cooling dry cows in NY and the U.S.

As Dr. De Vries said, it pays to cool dry cows almost everywhere, including NY. Even with low milk prices, and when the milk increase due to cooling dry cows is only a couple pounds/d/cow, it still pays to invest in fans and sprinklers for dry cows (Figure 3). Another scenario (not shown here), included the cost of having to build a new dry cow barn (at \$2500/stall), and even then it was still profitable in the majority of the US to make that investment given the return seen in milk production in the next lactation.

Net present value/cow/year, no barn cost

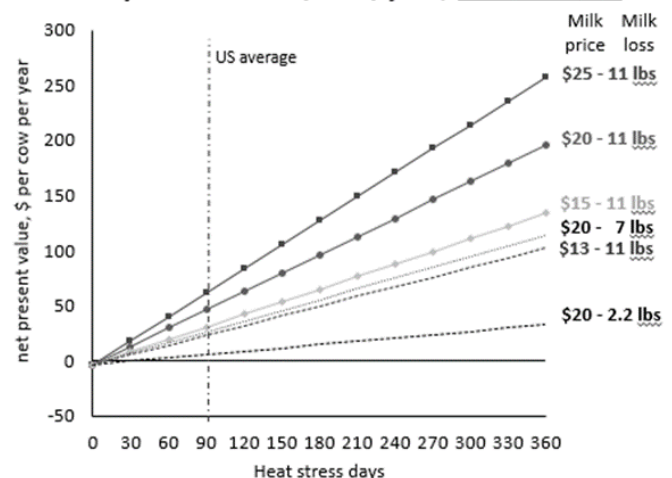


Figure 3. Graph from Dr. De Vries (2017), showing the impact on profitability of cooling dry cows based on various milk prices and milk losses.

Overall, cooling dry cows is very profitable when just looking at milk production, and the value increases when you include the benefits to the unborn calf. In most cases, the investment of dry cow cooling (fans and sprinklers) will payback in less than one year (with the full benefit seen after one full lactation after cooling dry cows). For more information on heat stress, water needs, and the benefits of dry and lactating cow heat abatement, please visit our website

(<https://ncrat.cce.cornell.edu>), and look under Dairy – Management and Facilities) or contact me (Lc636@cornell.edu).

Tetracycline - Milk Tanker Testing, Hoof Health, and the VFD

By Kimberley Morrill, PhD

Tetracycline has been regarded as one of the best treatment options for hairy heel warts (digital dermatitis) in dairy cattle. Often applied as a topical and then wrapped, it is popular on dairy farms and with hoof trimmers. Starting January 1st, 2017, hoof trimmers are no longer able to supply tetracycline as it falls under the new Veterinary Feed Directive (VFD). In order to purchase tetracycline powder the dairy farmer must first have a valid veterinary-client-patient relationship (VCPR) with a licensed veterinarian that is familiar with the farm and its practices. Then the veterinarian needs to work with the farmer to develop a protocol for the treatment of digital dermatitis – this outlines how much of the product can be used, how the product is to be used, and the withdrawal time. Once the protocol is complete, a prescription can be written and the farmers can purchase the tetracycline to be used by the hoof trimmer.

Beginning on July 1st, 2017, the Food and Drug Administration (FDA) will begin a pilot program in which one in every 15 milk tankers will be tested for tetracycline residue. The tolerance level for tetracycline is set at 300 parts per billion; however, the use of tetracycline as a topical treatment for digital dermatitis is considered an extra-label use of the product, and carries a **zero** tolerance level in milk. This means that even if you are following an established protocol for treatment of digital dermatitis with tetracycline and have a residue, you

are at fault.

To reduce your risk of a residue:

- Work with your veterinarian and hoof trimmer to develop a treatment protocol for digital dermatitis.
- Make sure your hoof trimmer is staying compliant with the protocol – i.e.. how much tetracycline is actually being used? How many cows are being treated?
- Keep detailed treatment records.
- Work with your hoof trimmer to develop a pro-active, preventative hoof health plan
 - ⇒ Use of foot baths
 - ⇒ Hygiene
 - ⇒ Routine hoof trimming



There are a number of reasons to do **estate planning.** And one really good reason to do it **NOW.**

Estate planning may be tough to talk about, but planning a secure future for your family isn't something you can afford to put off. In a farm business, high land and business valuations could turn your property into a difficult tax burden for you or your heirs. If you're planning to retire comfortably and keep your business in the family for future generations, now is the time to make it happen.

Call a Farm Credit East adviser today so we can help you start the conversation, work through complex issues and devise a plan to keep your net worth within the family.

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NEWS RELEASE

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FOR RELEASE: IMMEDIATELY

Environmental Conservation Management Practices Grant Funding Available

Plan for long term viability and environmental stewardship.

Grant funds are available for business planning, development or update to Comprehensive Nutrient Management Plans, and the design of environmental conservation practices, through the Dairy Acceleration Program.

The Dairy Acceleration Program (DAP) is an initiative of Governor Cuomo in partnership with the NYS Department of Agriculture and Markets and the NYS Department of Environmental Conservation designed to enhance profitability of New York dairy farms while maintaining a commitment to environmentally responsible dairy farming. The program is coordinated through Cornell PRO-DAIRY and in collaboration with Cornell Cooperative Extension.

Environmental planning funds may be used for the development or update of Comprehensive Nutrient Management Plans (CNMP) and the design of eligible best management practices (BMPs) identified in the farm CNMP, including the construction inspection and as built certification for that practice. Farms must have lactating dairy cattle and be shipping milk. Dairy farms and heifer boarding operations under the medium CAFO size are eligible to apply for CNMP funds. Dairy farms and heifer boarding operations under the large CAFO size are eligible to apply for design funds. Application information is available online at prodairy.cals.cornell.edu/dairy-acceleration. (Or contact Caroline Potter, PRO-DAIRY, 272 Morrison Hall, Ithaca, NY 14853 at (315)683-9268.)

The planning one farm implemented through DAP better positioned them for the future and helped them secure additional grant funding. A concrete drive-in manure storage was constructed at the 270 milking-cow Davis Valley Farm LLC, Eagle, NY with the fortuitous timing of a convergence of funding from the Dairy Acceleration Program (DAP), Environmental Quality Incentives Program (EQIP) through USDA-NRCS, and NYS Agricultural Nonpoint Source Program funds through their local Soil and Water Conservation District.

The farm was purchased in 1979 by James. Jr. Davis and his wife Cynthia. Son James Davis III and his wife Amanda are also now partners. The farm family has applied for grant funding over many consecutive years, and put in place zone tillage, buffer strips and other conservation practices that gained points in the application process. In 2016 everything aligned. In July they broke ground and completed their project in November. They are now entering their first spring with manure storage of this capacity. "They have utilized the resources of DAP for engineering a new waste storage and transfer system. Harvest NY helped formulate ideas prior to the engineering phase and EQIP and NYS Agricultural Nonpoint funds were used for the build. They

Diversity and Inclusion are a part of Cornell University's heritage. We're a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.

are a farm that does an excellent job with a number of things,” says Joan Petzen, Acting Executive Director, Cornell Cooperative Extension of Wyoming County.

The farm family previously cut hay in 40-acre batches throughout the summer to coordinate with manure application. Now they can better time spreading around weather conditions and concentrate on spreading when growing plants need the nutrients. The family is also focused on improving neighbor relations by not being forced to apply manure during unfavorable conditions for odor. “We used to spread every week. We tried to spread twice a week as we never wanted to get caught with a break down. This allows us to store and utilize nutrients when and where we should be putting them down and to avoid winter spreading. We’ve been trying to figure out ways to fund this on our own. It’s hard to make this kind of investment, but as a whole it makes our farm more valuable. Now our challenge is getting all of the manure out,” says Davis III.

The family initially received DAP funding for financial planning and evaluated the farm and adding robotic milking machines. After analysis, the family decided to hold off because of low milk prices. “We’ve always done this in-house because we’re good with numbers. DAP exposed me to the financial advisor and now I see and understand the benefits. It allowed us to project our revenues. Expansion with the current milk prices is hard. We want to do a project once and do it right,” says Davis III. The farm family is planning to go through the financial analysis process again, to re-evaluate robots and their options.

They also used DAP funding for engineering and environmental structure design for the manure storage. “DAP covered a big share of the engineering,” says Davis III. They also added a concrete apron in front of the storage to collect any manure that may drop while loading tankers. The Davis family had done pre-construction planning, so prior to the grant awards they knew the best site on the farm.

Tim Terry, Regional Farm Strategic Planning Specialist, Harvest NY Team, had surveyed the site, located underground lines, and provided the engineer with a scaled plan. “It expedited the whole project and is helpful to identify actual costs,” says Terry. “We pro-actively pre-plan.”

Having that level of planning present in an application likely contributed to their success, says Petzen. On-farm projects to address water quality concerns can be proposed for cost-share funding from the NYS Agricultural Nonpoint Source Program through Soil and Water Conservation Districts during annual funding rounds. The Program, which has run annually since 1994, is competitive and oversubscribed, often with around \$40 million in applications submitted and \$13 to \$15 million available to fund the highest-ranking projects for water quality, says Greg Albrecht, CNMP Specialist/AEM Program Coordinator with the NYS Dept. of Ag & Markets. For more information on funding opportunities, including EQIP, contact your local District office, USDA-NRCS office, and Cornell Cooperative Extension office for their respective programs.

###

Livestock

Ready, Set, Pasture

By Betsy Hodge

As of May 6th, and the last ewe has lambed at the Extension Learning Farm in Canton. Our plan is to lamb and be done just in time to go to rotational grazing. As a matter of fact, we are letting them graze some already, but not really in an organized way. We are just trying to get some good nutrition into them because it is hard to feed grain with 99 lambs running around. They are getting second cut hay, part of a day of pasture (mostly to get out of the mud in the barnyard area), and minerals.

I would say the grass isn't quite ready here (May 6th). There is grass out there, but with temps in the low 40s and 50s predicted there isn't going to be a lot of growth in the next week. Then we we'll undoubtedly get a warm spell and the grass will get ahead of us; that's the challenge of grazing.

As a farm manager you have to manage your flock, manage your pasture, manage your forages, wrangle the help, and now you have to manage you parasites too. Let's look at some of the things to keep in mind to discourage the parasite load on your pasture. This is called 'evasive grazing.'

In setting up your rotation you need to consider the size and the number of paddocks. To implement 'evasive grazing,' your sheep or goats should have 35 days minimum (60 is better) before they return to re-graze a paddock. They should only be in each paddock for 3-5 days, so you need to have at least 8 paddocks to make this happen. It might mean just dividing some of the paddocks you have into smaller sections; more smaller paddocks is better, if you can make it work.

The correct size of paddock it takes for your flock to be done in 5 days depends totally on what plant species are growing, the time of year, and the weather. You will have to experiment to figure it out. We can do some approximations with the rising plate meter if it is a standard grass and legume pasture.

So meanwhile, with a longer interval between grazings, the quality of the pasture may be lower than if you went back on it sooner. There are a couple solutions to this challenge. One is to graze other types of animals on it – like cattle or horses. Goats and sheep are too similar and share parasites, so you can't count them as multispecies grazers for cleaning up parasite larva.

Another option is harvest some pasture as hay. This can be one of the best ways to "clean it up". Hay, haylage, or

baleage taken off before the next grazing takes the larva off too. They don't survive in the forage, so you have cleaned them off the pasture or at least diminished their numbers. The other way to use this technique is to graze hay fields towards the end of the summer when your main pasture rotation is getting too contaminated.

Be careful of the barnyard as this area tends to collect parasites. Move waterers and mineral/grain feeders out to the pasture to discourage animals from congregating near the barn. Youngstock especially will hang around the barnyard while the adults are out eating and nibble away on the short contaminated grass. The barnyard is especially bad in the spring and fall when there is dampness and warm weather. You can also eliminate the barnyard by removing forage completely or by fencing it off during part of the summer (at least 35 days). Feeding some hay in the barn, or in feeders in the barnyard at night, may encourage them to eat hay rather than pick at the grass in the barnyard, but we all know they prefer grass to anything. One of my favorite sayings is, "your barnyard is not a pasture".

Snails can be a challenge in wet areas. It is best to avoid wet spots if possible or at least don't force animals to graze very wet areas. Shady hedgerows are another favorite snail hangout. Snails (or rather the slime trails they leave) carry liver flukes from deer that can make your sheep and goats very sick and even die later in the winter. Keep an eye out for them. There seem to be a lot of them in the spring when it is damp, and then again in the fall when there is a heavy dew.

At this time there is no practical way to measure the parasite contamination on the pasture. You can only take into account the weather and the animals you have put on it so far during the grazing season. You can monitor your animals by doing fecal egg counts and FAMACHA scoring, but that is a another article or two.

At the Extension Learning Farm, we FAMACHA check our sheep 3 or 4 times over the summer and normally only de-worm 8-10 sheep at the most. Many of those are not that bad, but I don't like to take any chances with ewes feeding triplets on pasture with no supplementation; they are working hard.

It may seem like you can't do enough to help keep the parasites under control but everything you add to your arsenal will help. Strategic de-worming – the right de-wormer at the

right time and only to those animals that need it – along with pasture strategies — will allow you to effectively manage parasites on your farm.

CCE usually offers the Integrated Parasite class during the summer. The agenda includes evasive grazing, fecal egg counting, and using FAMACHA scoring to selectively de-worm your animals. The class is detailed, so watch for it if you're interested. Also there is a good website at www.wormx.info.

Assessing the Calving Season

By Ron Kuck



Calving season has already started for some producers while others might be close to finishing up.

When your calves are on the ground and pasture rotation is set, this would be a good time to evaluate last year's breeding program by using benchmarks from CHAPS III (Cow Herd Appraisal Performance System)*. CHAPS III is a state-of-the-art beef production record system designed to provide you with vital information about your managerial decisions and your herd's performance. These reproduction and performance values are provided to encourage producers to critically evaluate their own operations. With data available from your operation, you may compare your performance to industry benchmarks. If you do not have data, find out how you can compile the figures. If you are able to do some comparisons and discover you are missing the mark, ask the question why. Don't forget to congratulate yourself when matching these benchmarks. Don't stop there, and ask another question: how did I achieve them, and can I do even better?

CHAPS III Benchmarks

Pregnancy = 93.6%: The number of cows pregnant divided by the number of cows exposed, multiplied by 100.

Calving = 93%: The number of calves divided by the number of cows exposed, multiplied by 100. This takes into consideration cows that lost their calf after pregnancy confirmation. Ideal is less than ½% but should be no more than 1%.

Distribution of Calving Dates: This would be a picture of how calving dates are scattered across an existing calving season (60 – 90 day calving window ideal).

Calves born the 1st 21 days of calving window = 62.8%

All Calves born in 42 days of calving window = 88.0%
(include # of calves in 1st 21 days)

All calves born in 63 days of calving window = 95.9%
(include # of calves in 1st 42 days)

Reproduction, pasture management, and cow/calf health is much easier with a shorter calving season. Restricting the breeding season to 60 to 90 days will produce a more uniform calf crop which enhances marketing opportunities. It is easier to match up your pasture rotation and forage supply when all animals are in the same production cycle. Vaccination programs are more effective when animals are similar in age. Breeding also improves when the cow herd is in the same reproductive cycle.

A focused calving season is important for many of you who have major time restrictions in your daily lives. Nobody enjoys the stress and worry of calving season over an extended period of time.

And remember to spend 5% of your time keeping your cows and calves healthy and then you won't have to spend 100% of your time when they're ill.

Sources

John F. Grimes, Ohio State University Extension
Drovers Magazine

*CHAPS III was developed by the North Dakota State University Extension Service through the North Dakota Beef Cattle Improvement Association (NDBCIA) and has been reviewed and approved by the National Cattlemen's Beef Association - National Integrated Resource Management - Coordinating Committee



Cornell University
Cooperative Extension
Jefferson County

Twilight Beef Farm Tour

June 7, 2017 from 7:00 PM~9:00 PM

Valley Trail Ranch ~ Larry M. Larabee

3220 Fuller Rd, Carthage

www.vtranch.org



Valley Trail Ranch is home to world class Angus genetics from the best cows and sires on the market.

Focus is on calving ease, weaning and yearling weights, docility and producing great heifers and bulls.

Herd is fully vaccinated and tested Johnes and BVD free.

NY Beef Producer Guest Speaker: Rich Brown, Equity Angus, Port Byron, NY
(www.equityangus.com)

Topics: Genetics, EPD, and Bull Selection and Criteria

Cost: \$5.00 or free if you become a member of NY Beef producer Association at meeting

RSVP : Mellissa Spence at 315-376-5270 or mms427@cornell.edu, or
Ron Kuck at 315-788-8450 (office), 315-704-8810 (cell) rak76@cornell.edu
Registration allows us to communicate any cancellations or changes in arrangements.

Brought to you by: NY Beef Producers Association Region 7-Jefferson and Lewis Counties and Cornell Cooperative Extension

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Farm Business



Cornell University
Cooperative Extension
North Country Regional Ag Team

Business Planning Workshop (2 Sessions)

Details: This will be a two session workshop for anyone looking to start, or update their business plan. Bring your existing plan or use one of my templates. The first session will focus on crafting, developing, and polishing of the business plans components of: intro, marketing, and SWOT analysis. The second session will focus on crafting a solid 12 month budget with a focus on how to be realistic and adaptive.

St Lawrence County Extension Farm (back Classroom): June 20th, and 27th

Watertown Extension: June 21st and 28th

Clinton County Extension: June 22th and 29th

Time: 6:30pm - 8:30pm

Cost: \$15/session so \$30 for both.

To sign up please contact:

Kelsey O'Shea, Farm Business Management Specialist, kio3@cornell.edu or 315.379.9192

Tatum Langworthy, Sr. Admin, tlm92@cornell.edu or 315.788.8450

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New York State
Department of
Agriculture &
Markets

Crop Insurance

FARMER SUCCESS STORY

North Country Family Dairy Finds Good Return on Investment in Crop Insurance

Parish, NY — For seventy-five years, three generations of the Gilbert family have farmed Adon Farms in Parishville. North Country dairy and crop farmers like the Gilberts need to engage in active risk management. In the fields, manure, lime and tile drainage make the most of the relatively poor soils. In the farm office, contracting milk, feed and fuel, and purchasing crop insurance, lend support to best farming practices.

“Currently we milk about 1,250 cows and crop about 3,200 acres (of grain and corn silage, alfalfa, and hay). We’ve grown since ‘83 to twenty times our original size,” says Tony Gilbert, who manages the cropping. The farm is truly family-run; his mother Adriane handles the finances, and his son Nick works in the fields in the summer, and in the barn with Tony’s brother Andy in the winter. The acreage allows them to, ideally, grow all of the forages and grains that they need.

Speaking of his challenges, Gilbert says, “With the diversity of land that we have, you always have one area or another that’s a crop loss. In a very dry year, our sandy, gravelly grounds might suffer. In a wet year they flourish.”

Crop insurance can even out some of the inevitable ups and downs.

Some years, Gilbert has considered skipping crop insurance enrollment to save money, and each time he was glad that he didn’t. “The problem on a large dairy, or any dairy for that matter, if you don’t limit your risk you open yourself up to some bad times when milk prices get low.”

The prevented planting provision, available in most crop insurance policies for field crops, pays for yield losses when weather keeps you out of the fields before the June late planting deadline. With the North Country’s shorter growing season, Gilbert calls this “an asset.”

Gilbert encourages both beginning and established farm-



Nick and Tony Gilbert, Adon Farms- Parish, NY

ers to consider forward contracting and crop insurance to help even out cash flow and ensure continuity for future generations.

“If you can look at our cost return on crop insurance, it definitely is a big payback,” he says.

The Gilberts have learned about crop insurance by reading, and with the help of their agent. The New York State Department of Agriculture and Markets Crop Insurance Education Program offers fact sheets, presentations, and other resources on their website. Educators from the program, which is funded by USDA Risk Management Agency (RMA), provide in-person workshops, talks at producer meetings, and staff booths at major farm shows throughout the year.

Crop insurance must be purchased from a licensed agent. Enrollment deadlines vary by crop. Most spring-planted field crop policies must be enrolled by March 15th of the growing year. A special type of crop insurance for pasture and hay, to insure against drought, has an enrollment deadline of November 15th for the following growing year.



Risk Management Agency
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The New York State Department of Agriculture and Markets has partnered with USDA Risk Management Agency (RMA) to provide crop insurance education to New York State farmers. For more information, please visit the NYS Crop Insurance Education website at www.agriculture.ny.gov/API/CropInsurance.html or call 518-457-4531. The RMA website is: www.rma.usda.gov. To find a crop insurance agent, ask a neighbor for a recommendation, contact your local Farm Service Agency (FSA) office or use the USDA RMA crop insurance agent locator tool on the web at www.rma.usda.gov/tools/agent.html

SAVE THE DATE

New York Women in Agriculture Conference Friday, November 3rd, 2017

Registration begins at 8am
Conference starts at 9am

Double Tree
6301 State Rte 298
East Syracuse, New York 13057



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Agricultural Energy Audits Available to New York Farms Through NYSERDA

New York farms can cut energy use and energy costs with the Agriculture Energy Audit Program

Last spring, NYSERDA launched the [Agriculture Energy Audit Program](#). The Program offers farms and on-farm producers **no-cost energy audits**. No up-front costs are required from the farmer as NYSERDA pays the consultant directly. Three levels of audits are offered. The Level II audit adheres to ANSI/ASABE S612 standards and can be submitted with EQIP applications or to other third parties for funding consideration.

The next EQIP deadline is June 18, 2017. Farmers are encouraged to sign up for the audit immediately and begin the application process with their local NRCS office. Level II audits are required for EQIP applications. The audit does not have to be completed by June's deadline but farmers must be enrolled in the AEAP program to qualify.

Audits are available on a first-come, first-served basis. The program runs through the end of the 2017 or until funds are expended. For general information or to request flyers for your office call 800-732-1399 or email aEEP@nyserda.ny.gov.

To discuss the program further contact the Program Manager, Lisa Coven, at extension 839 or lisac@ensave.com.

Applications available at <https://nyserda.seamlessdocs.com/f/AgAudit>



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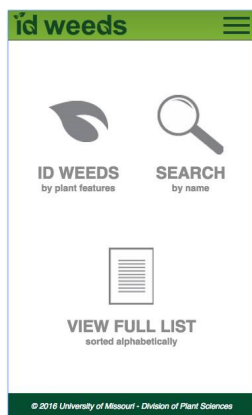
Our Dairy Specialists: Terry White, Scott Durant, and Mike Watson (ARPAS Certified)



Gold Star Dairy Services:

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

app of the MONTH



The University of Missouri has updated its free ID Weeds app to be more user friendly. The app contains information on more than 430 weed species common to fields, pastures, lawns, gardens, and aquatic areas in Missouri and the surrounding area. The app allows users to choose from drop-down boxes to input plant characteristics and then identify the weed. Each weed contains detailed information and at least one photograph to help narrow down the choices. Users can also search by scientific or common name, or choose from an alphabetical list of all the weeds in the app.

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

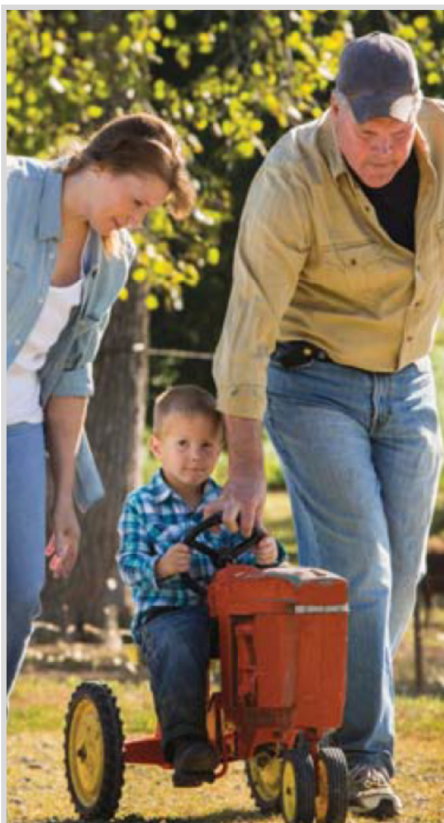
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Classifieds

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

Livestock

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

Crops

FOR SALE: Horse oats-recleaned aged whole white oats. 40lb bag, \$6.00. Call 315-654-2405.

Farm Machinery, Equipment, and Supplies

FOR SALE: Delaval 2 inch pipe line, 2 Patz gutter cleaners (counter clockwise), Patz conveyer (silage or grain), Van-dale silo unloader, Winco 35kw generator. Call 315-778-9271.

FOR SALE: Calico Cattle Trailer, 24ft goose neck 8ft wide, hay rack on top. \$4500 OBO. Call 585-353-1386.

How to Advertise in NNY Regional Ag Classifieds

Farmers: Advertising in *North Country Regional Ag Classifieds* is **FREE** for farmers. To place an advertisement, email details to Tatum Langworthy at tlm92@cornell.edu by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.

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

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

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

North Country Regional Ag Team reserves the right to reject any advertisement deemed unsuitable for our publication.

North Country Regional Ag team does not endorse any advertised product or business - we are providing an informational service only.

Becky Worley

NACHURS Marketing Coordinator

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

What's Happening in the Ag Community

Day on the Farm, June 10 at Windsong Dairy, 20981 Fassett Road, Adams Center, NY

Sundae on the Farm, June 11, Rocklan Dairy (7762 State Route 11, Chateaugay, NY) and Poppydale Farms (LaCount St, Chateaugay, NY)

Business Planning Workshops, see page 14 for more information

Farm Open House, June 20, 10:00am – 7:00pm, North Ridge Dairy (Tim & Renee Alford and Family), 1624 County Route 48, Lacona, NY

Common Ground Alliance, July 11, Old Forge, NY

2017 Adirondack Harvest Festival, September 16, Essex County Fairgrounds

"Save the Date" - New York Women in Ag Conference , November 3, see page 17 for more information

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