

North Country Ag Advisor

www.ncrat.cce.cornell.edu

"Your trusted source for research-based knowledge"





VOLUME 2 ISSUE 8 AUGUST 2017

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



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





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

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



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

Kelsey O'Shea Ag Business Management 315-955-2795 kio3@cornell.edu



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



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

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

Layout/Design: Tatum Langworthy

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





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

Lindsey Pashow Ag Business and Marketing 518-569-3073 Iep67@cornell.edu



Table Of Contents	
Field Crops Pest and Pathogens Updates	3
Labels - What Can You Believe?	4
Feedlot Management in Western Canada	8
Shining a Light on Better Udder Prep	10
Farm Finance 101	12
New York State American Viticulture Area	14
Upcoming Events and Programs	Back cover

Contact us directly through our website: 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

Field Crops Pest and Pathogen Updates

By Kitty O'Neil and Mike Hunter

Western Bean Cutworm (WBC) season is just beginning

Despite its name, WBC is a corn pest in NNY. Adult WBC moths are able overwinter in NNY and also arrive on weather fronts during the season. Peak WBC numbers occur in late July and early August. Cornell Cooperative Extension installs a network of WBC traps across NNY and the rest of the state to monitor population size. Female WBC moths emerge, or arrive, and look for pre-tassel corn fields to lay eggs. This year, tasseling will be later than normal, so WBC damage may be partly avoided. Fields at the greatest risk are those in pre-tassel to full-tassel stage during and shortly after peak flight, which lasts about three weeks. WBC eggs hatch and growing larvae eat tassels and make their way down the plant to the ear, where they eat silks and, eventually, the developing kernels underneath the husks. There are 2 ways to control WBC in the field – Bt traits in the seed or chemical application at the time of larvae hatching. The window of opportunity for chemically controlling this pest occurs between egg hatching and larvae's arrival inside the ear – a span of only a few days. Once the larvae are inside the ear, chemicals are not effective. Some Bt traits are no longer providing adequate control of WBC, so some Bt fields must be scouted and sprayed similar to non-Bt corn. Two Bt events, Cry1F and Vip3A have been advertised to have activity against WBC. However, the Cry1F event found in Herculex and SmartStax corn hybrids has provided incomplete control of the WBC in NNY. Results from our NNY 2016 research trials to evaluate these traits side-by-side showed failure of the Cry1F trait to adequately control WBC. The Vip3A trait has continued to work well in NNY though its effectiveness is beginning to be questioned in the Midwest US states. Report any WBC damage to your seed dealer, agronomist, or CCE so the field can be checked.

Impact of Northern Corn Leaf Blight (NCLB) may be more serious this year

NCLB is caused by a fungal pathogen and can cause significant yield losses in corn. Impacts of NCLB are worsened by cool, wet weather, susceptible varieties, and development of lesions early in the season, before tasseling. Cool, wet, and humid conditions have been prevalent this season, so infections are likely. Spores are windblown and are also present in corn residues on the soil surface. Rain splashes spores up onto the plant from the residues and from previously developed lesions low on the plant. Wet, overcast days and humid nights ensure periods of several hours of water on leaf surfaces, perfect for the fungus to start an infection. Lesions are often observed after periods of rainy weather, heavy dews, and along shaded or low portions of fields where leaves remain wet all night and into the morning hours. Often, symptoms don't develop until late in the season when days become cooler. This year's weather will probably allow infections to occur early. Lesions will appear 7 to 12 days after infection, when leaf tissues begin to die. The greater the upper leaves' surface area lost to lesions, the less photosynthetic capacity the plant has for ear and grain development. Hot, dry weather restricts disease development and spread.

There are a number of fungicides that can help reduce to losses when disease develops. This may be a year when those treatments can help your fields, if you've scouted and found lesions on leaves at or above the ear leaf and it's early enough in the season. These fungicides have been shown to have <u>no</u> effect in the absence of disease symptoms on upper leaves or late in the season. Fungicides should be applied at disease onset and when conditions for disease are expected to continue. A sprayer that can apply over tall corn is needed to apply these fungicides or they can be flown on.



A typical, cigar-shaped lesion characteristic of Northern Corn Leaf Blight. Photo by K. O'Neil, early August 2015.

For more information about field crop and soil management, contact your local Cornell Cooperative Extension office or NNY Cornell University Cooperative Extension Regional Field Crops and Soils Specialists, Mike Hunter and Kitty O'Neil.

Livestock

Labels and Claims - What Can You Believe?

By Betsy Hodge

A new farmer recently asked me to explain some of the labels he has heard tossed around by farmers and others in agribusiness. There are many claims out there, but only a few are certifiable and many are not provable even with testing. That doesn't mean you should ignore the labels, just be sure to ask lots of questions so you know what you are getting when buying breeding stock or even locally grown meat.

Johne's Free, OPP Free, Scrapie Free, and Foot Rot Free These are all diseases that can be tested, but not with 100%
certainty. If a farmer tests her flock regularly and works with a
veterinarian then she can say that her flock has not tested
positive for OPP, Johne's, or Scrapie, but they can't say for
sure that it doesn't exist in their flock. I am reasonably sure
our Extension flock is Johne's free because I have been
working with the flock for almost 30 years and have not had a
single case. However, I can't claim that the flock is Johne's
free because it cannot be tested reliably. The test will only
show positive results when the sheep are already shedding
the organism (but they could be carrying the disease which
doesn't show up until animals are about 4 years old). On the

other hand, at home I have purchased ewes that initially

dishonest, but missed this disease.

appeared very healthy and then lost several to Johne's. The farmer that sold them to me was not aware of Johne's so

assumed a few ewes had died from parasites. He wasn't being

There are programs for testing for Ovine Progressive Pneumonia (OPP) with the aim of helping you eliminate OPP from your flock if you have it. The program takes dedication. You can definitely reduce the incidence of OPP in the flock by following the program, but it would be hard to be sure you actually OPP free. For more information, visit: http://www.oppsociety.org.

The USDA had a scrapie certification program that included monitoring flocks for five years and if no scrapie showed up and no cull animals tested positive you were considered scrapie free. Even that was no guarantee, however. You could at least be confident the flock owner was educated about scrapie and was watching for it. There are still scrapie certification programs for those that want to export animals. See the info at https://www.aphis.usda.gov/aphis/ourfocus/animalhealth/animal-disease-information/sheep-and-goat-health/national-scrapie-eradication-program/ct_scrapie_home.

Foot rot is also tricky. A flock can have a carrier in the group but will appear to be foot rot free. When combined with healthy animals, they can infect the rest of your flock. I don't believe there is a test for foot rot so this one is a challenge to avoid. If you have it in the flock it can be hard to get rid of until you cull the carrier. There is no good way to find the carrier.

"Bio-secure" and "closed flock" are terms sometimes bandied about. Bio-secure implies that a farmer requires visitors to wear plastic over-boots and takes other precautions to keep their farm from contamination by potential pathogens. A closed flock is one that hasn't had animals from other farms introduced for some period of time. At some point, they are likely to bring in a buck or ram from another flock to avoid inbreeding, so ask questions. A closed flock does not guarantee health.

Grass-fed really means forage-fed. The flock or herd is fed only forages with no grain. Sometimes farmers expand on that and say "grass-finished." This is usually mentioned regarding meat. You might even see grass-fed, grain-finished. The USDA grass-fed certification has been withdrawn, but the rules are still at the website (https://www.ams.usda.gov/services/auditing/grass-fed-SVS). Some consumers find grass-fed meat desirable. Having a grass-fed flock requires very high quality forages and the right herd genetics.

Antibiotic Free – An animal that has never been treated with antibiotics or fed low levels in the feed for growth can be called antibiotic free. Sick animals in the flock can still be treated with antibiotics when sick, but then can not be marketed as antibiotic free.

Hormone Free – You can not claim that your animals are hormone free. They have naturally occurring hormones. You could claim "no added hormones", but not hormone free.

Organic – Organic means you follow USDA organic practices and are certified by a certifying agency like NOFA-NY (https://www.nofany.org/). Technically you can't sell the meat as organic unless it is processed in an organic slaughterhouse. The regulations can be viewed at https://www.ams.usda.gov/grades-standards/organic-standards.

There are other claims like "selected for parasite resistance".

Ask what that means - does it mean they never de-worm and whatever survives is bound to be parasite resistant? Or does that mean they FAMACHA score all their sheep regularly and use that and fecal egg counts to select replacements? It is a great trait to select for, but also no guarantee that the sheep or goats will be parasite resistant in your management system.

One last tip for purchasing breeding stock - try to find animals that come from a farm that manages their animals the way you plan to manage yours. If you pasture your stock, look for animals from a pastured flock. If you plan to show in a serious way, look for animals from show flocks, etc.

Most shepherds and goat owners are honest and will tell you what they know about their animals. However, it is a good idea to observe the flock and ask about production records

and health challenges. What about sore mouth, prolapses, abortions, etc.? What one person considers normal could be another's outbreak. Ask about diets and minerals and vaccinations. Do your best to select good stock from established farms where the farmer will help you if you run into trouble.

EmpireFarmDays

The North Country Regional Ag Team will be at the Empire Farm Days on Tuesday, August 8th. Displays and Exhibits are again at Rodman Lott and Son Farms, 2973 State Route 414, Seneca Falls, NY

Look for our booth in the Cornell Building (Number 400 on the map) at the west edge of the Exhibit Area.

If you need assistance, stop by an Information Booth or ask anyone in an EFD STAFF shirt for help. Visit the Welcome Center at Lot #504 for a complimentary bag of chips, compliments of New York's potato growers and processors.

Enjoy the show!

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

LOVES

waterskiing, hockey, farm-fresh vegetables and



record-keeping.

As an accounting specialist at Farm Credit East, Mark Hughes enjoys record-keeping ... a lot. In fact, keeping his clients' records up-to-date, accurate, and compliant with the latest ag-related rules and regulations is a passion that he brings to every project. Whether providing on-farm accounting services, or preparing weekly, monthly or quarterly reports through the mail, Farm Credit East accounting specialists are committed to giving your business the solid records you need to assess your financial condition with confidence and to capture more profit.

Record-keeping may not be everyone's cup of tea, but Mark's passion for accurate records will help you keep your business healthy and on track — because WE ARE YOU.



Burrville, NY 800.626.3276 • Potsdam, NY 800.295.8431 FarmCreditEast.com/Recordkeeping

Our associates love what they do. How about you? Send us your selfie at FarmCreditEast.com/WeAreYou

Organic Field Day



Dairy Calf Care Feeding and Management Tools

with Dr. Kim Morrill, North Country Regional Dairy & Calf Specialist

Tuesday, August 15, 2017

12:30 p.m.-2:30 p.m.

Meeks Farm

25793 Waddingham Road Evans Mills, NY 13637

Calf Care Feeding and Management Tools

Use of Refractometer on the farm:

- To estimate colostrum IgG to separate high quality colostrum from low quality colostrum
- To measure and monitor total solids in milk fed to calves
- To estimate IgG in blood serum to evaluate effective passive transfer
- As time permits: Parasite control for grazing young stock





Contact Ron Kuck at 315-788-8450, 315-704-8810 or <u>rak76@cornell.edu</u>

No fee or RSVP required but registration allows us to communicate any cancellations or changes in arrangements.

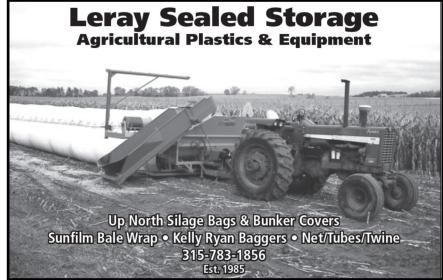
Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Custom Harvest



Chopping, Hauling, Bunk Packing and Baling

Justin Yoder 1890 Hobbs Rd Mannsville, NY 13661 315-408-5616







DAIRY WELLNESS MAKES A DIFFERENCE™

zoetis.

Feedlot Beef Management in Western Canada

By Ron Kuck



At December's meeting of the NY Beef Advisory Council in Ithaca, Dr. Daryl Nydam, Associate Professor at the College of Veterinary Medicine Cornell University, presented a photo tour of feedlot beef production in Western Canada. Dr. Nydam had the opportunity to take a group of his veterinary students out west to get some practical experiences that were different from the mostly dairy work they tend to find here in the Northeast.

I'll describe how one feedlot management group (Feedlot Health Management Services) operates as an example of how differences in the beef industry exist. The overall scope of feedlot management might not translate well to our part of the world, but certainly the management principles and ideas can . One interesting note on feeding: Their feeding program is specific to the agronomic realities of southern Alberta and is based on barley silage and grain.

The feedlot south of Calgary, Alberta has a capacity of 100,000 head. Each pen holds 250-300 animals. The location of the feedlot is interesting. In one of the photos from the slideshow you could see the auction barn in the foreground and the Cargill processing plant in the background.

Most of the cattle are sourced through auction. They are usually sold and bought in lots of 5-8 head, but on a few occasions, animals are bid on one at a time, similar to NNY.

Dr. Nydam asked our group to guess how many farms the animals were sourced from to fill each pen. Most of us guessed 2-5 farms. The answer was that 75-100 different farms were represented in each pen. You will see, as our discussion develops, how this fact influences the health management protocols used.

With any large group of comingled cattle, respiratory disease is the big issue in the economics of feedlot production. A number of studies have found a higher incidence of Bovine Respiratory Disease (BRD) in auction market versus ranchderived calves. Furthermore, the incidence of BRD increases with the level of commingling. To manage this risk, the feedlot uses Proprietary Sorting Algorithms and Execution Tools developed by Feedlot Health Management Services (FHMS) to factor in purchase price, feed, health care, death loss, and other costs associated with feedlot management. Upon arrival at the feedlot receiving chute, cattle are sorted as a low risk or high risk feeder. They are then grouped based on the gender, weight, feeding program, purchase price, and finished marketing plan. Protocols for each specific group of cattle includes suggested vaccines, prophylactic treatments, parasite control, and performance products.

FHMS has established prophylactic and therapeutic regimes for the control of what they call *undifferentiated fever/bovine* respiratory disease (UF/BRD). These protocols are based on

the quality of the calves purchased, with poorer quality calves having more BRD risks. If a feeder does become ill, they are put on an antibiotic protocol described just for that individual. This is where ID and record keeping are invaluable in the decision making and management in this or any feedlot situation.

What is different about FHMS is what they call Individual Animal Management. This targets production strategies (feeding programs, implant strategies, beta-agonists, etc...) and marketing programs at the <u>individual animal level</u> rather than the "average" pen, allowing maximum net profitability.

You can see more about Feedlot Health Management Services at www.feedlothealth.com.

Job Opportunity

Field Enumerator position open for Jefferson and Lewis counties. Work is intermittent part time collecting data from farm and ag related operations for USDA reports. Reliable transportation with clean registration, license and insurance required as is occasional out-of-area travel for training. Ag background and basic computer skills beneficial. Compensation is an hourly wage and mileage reimbursement. If interested contact the field supervisor at grjarcher@aol.com. or at the below phone numbers.





Dale Archer Supervisory Field Enumerator

Home: 315-221-4052 Cell: 315-528-0955 Watertown, NY FO: 518-457-5570 Fax: 518-457-7621

Albany, NY



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

The Right Company

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



Gold Star Dairy Services:

- Commodity Contracting
- Farm Goals 2.1

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

Dairy

Shining a Light on Better Udder Prep

By Lindsay Ferlito

Harvesting quality milk is dependent on what happens all around the farm, including in the pen and in the parlor. Stalls and alleyways must be kept clean, as this will help keep cows clean and reduce the time it takes in the parlor to clean and prep cows for milking. Once in the parlor, the focus should be on cleaning the teats and getting milk out of cows as cleanly and efficiently as possible. Below are some examples of how producers are taking steps to improve udder prep in the parlor.

The Latest in Parlor Technology

Every day it seems like there is a new piece of technology available to dairies to streamline tasks, provide more data, or improve cow health or comfort, and the milk parlor is no exception. Here is one example of a simple, yet smart idea that was implemented in a local parlor at North Ridge Dairy, owned in addition to Locust Hill Farm by the Alford family. They have installed parlor deck lights to illuminate the udder of each cow as she stands in the parlor. These lights are LED and low voltage, so they don't require a lot of energy to operate. Additionally, the lights are housed in a waterproof case to ensure they survive life in the parlor. The lights can be installed in almost any new or existing parlor.

The parlor lights are designed to improve visibility of the teats and udder to ultimately improve udder prep and cleanliness during and after milking. Owner Tim Alford said his workers love the lights. Regarding the impact that the lights have had on udder prep, Alford said, "you can see better. If you can see better, you can do a better job".

Milking Protocols

The National F.A.R.M. Program requires dairies with non-family hired workers to have written SOPs for all tasks on the dairy, including milking. These protocols should be offered in the language spoken by the workers. Additionally, it's always a good idea to have a second set of eyes to review your parlor and udder prep SOPs, and have somebody regularly evaluate the parlor to see if these SOPs are being followed. This could mean asking a consultant that works with your dairy, going through a parlor evaluation offered through Quality Milk Production Services, or asking your local extension specialist.







PRO-DAIRY

Reducing Replacement Heifers Rearing Cost through Improved Reproductive Management

Replacement cows generated by the heifer rearing enterprise are critical to the future of dairy farms. Nevertheless, raising heifers represents a major cost burden accounting for as much as 15 to 20% of the total cost of production. Thus, minimizing the duration of the non-lactating period by reducing days to pregnancy can help reduce farm operating costs. We will present new research data evaluating different reproductive management programs for dairy heifers in commercial dairy farms. The impact of these strategies on the reproductive performance and economics of heifers during their nonlactating period and their first lactation will be discussed.

Fresh Cow Calcium Supplementation-To Treat or Not to Treat

A recent large trial conducted on farms in New York State has provided insight into which cows truly benefit from oral calcium supplementation. We will review the trial results to help you make practical decisions regarding post-calving calcium supplementation in your herds.

Supported by:





Summer Dairy Research Update:

- Heifer Reproduction
- Hypocalcemia



Julio O. Giordano, DVM, MS, PhD
Cornell University
St. John Family Sesquicentennial
Assistant Professor – Dairy Cattle Biology & Management
Department of Animal Science



Magdalena Masello Souza, DVM
Cornell University
PhD Student—Dairy Cattle Biology & Management
Lab



Matt Curler, DVM

Dairy Health & Management Services, LLC

Where:

Miner Institute 1034 Miner Farm Rd.

Chazy, NY

Registration is free, but you need to register so we have refreshments and dessert for everyone. To register, contact:

Tatum Langworthy by Aug 28th tlm92@cornell.edu 315-788-8450

When

Date: Wednesday Aug 30th

Time: 7-9 PM

RSVP with:

- Name
- Farm/Clinic/Business
- # Attending



PRODAIRY.CALS.CORNELL.EDU

Farm Business

Farm Finance 101

By Kelsey O'Shea

Ever wish you paid more attention in that accounting class? Maybe you're a bit rusty on financial ratios, or looking to learn something new. Each month I will go over an accounting or finance topic as it relates to your farm business, so stay tuned. This month is on knowing financial statements.

While farming, the focus tends to be on the bottom line - can I pay my bills and still pay myself? Most of the time farmers are forced to use some financial statements because their bank requires it or because they help with tax preparation. Here is a refresher on the various financial statements that can be used to regularly evaluate the health of your business:

- Balance Sheet These show a snapshot of the financial status of the businesses. They are recorded as of one day (usually at year end each year) and show the balance of all assets and liabilities then leading to the calculation of Equity or Net Worth (equity=assets-liabilities).
- **Income Statement** This is the recording of the financial happenings usually over the course of one year. It records all the income, less all of the expenses associated with operating your business. It is important to note that the income statement is the closest to what is filed on a schedule F for federal and state income taxes (although they're not exactly the same).
- Cash Flow Statement This is the recording of the movements of cash within a business over the course of the year. This statement ties the income statement to the balance sheet and with the three completed gives a complete financial picture of the business. The cash flow statement is made up of three parts: operating, investing, and financing activities. There are two methods to completing the cash flow statement:
 - 1. Direct Method Reports all the major sources of gross cash receipts and expenses under operating activities along with the other cash activity in investing and financing.
 - 2. Indirect Method Uses net income from the income statement as a starting point and then makes adjustments for non-cash items and then cash based items. So an increase in an asset (such as a purchase of equipment) is subtracted from net income while an increase in a liability would be added to net income.

Precision Hoof Care

(Formerly Table Top Trimming)

Mark Savage

2044 Thayer Hill Road Boonville, NY 13309 315-765-1211 cell Balanced feet....not just smaller feet. 315-942-3245 home

-GPS- Tile Installation-



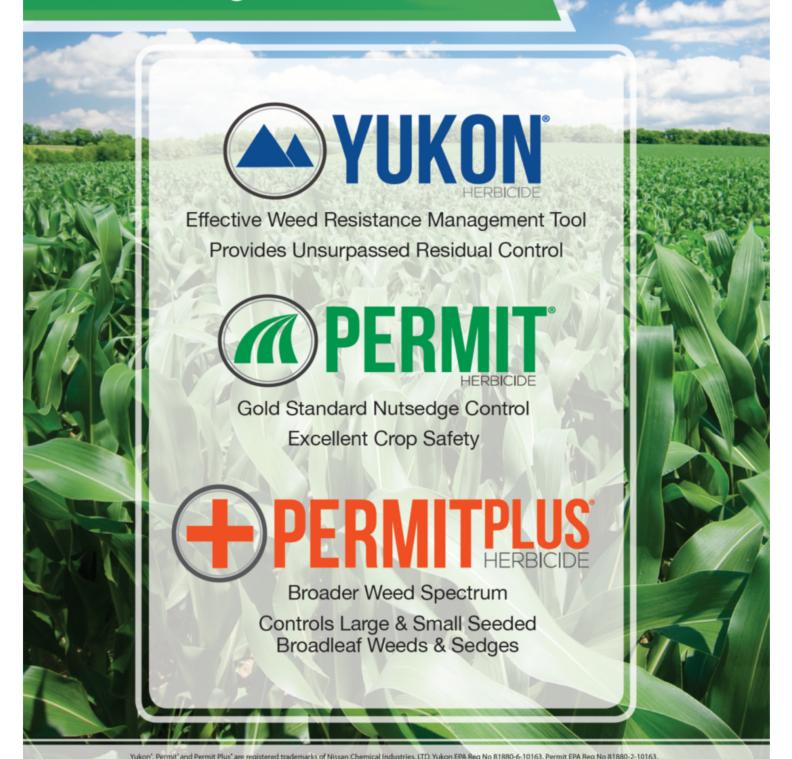
Farm Drainage Systems

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

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

Protect Your Corn Yield with Gowan Branded Post-Emergence Herbicides!





Harvest NY

New York State American Viticulture Areas

By Lindsey Pashow, HNY

An American Viticulture Area (AVA) is a designated grape growing area with specific geographical boundaries that have been approved by the federal government's Alcohol and Tobacco Tax and Trade Bureau (TTB). The AVA gives wineries the ability to label their wine with their area's AVA if 85% of the grapes in the bottle come from that particular AVA region. An AVA provides recognition of the grapes grown in that particular area and that the environmental conditions bring out characteristics in the grape that are unique from other areas of the world.

One way to look at how an AVA can help a region is by looking at other wine region areas of the world. In France

they have the Appellation d'Origine Controlée (AOC) system which defines which grape varieties and winemaking practices are approved for the geographical regions, villages, or vineyards. Champagne is a good example, because technically it is a sparkling wine, but it is distinctive to France. In parts of the world, if you label a bottle of sparkling wine as a Champagne it is considered illegal or not recognized by the industry. This is because a true Champagne comes from the Champagne region and is made under the AOC rules. Pouilly-Fuissé is another example of AOC rules in which the grape that is in the bottle is not only a Chardonnay, but it is grown in the Maconnais region.

Currently New York State has nine AVAs throughout the state. The current AVAs are Cayuga Lake, Champlain Valley of New York, Finger Lakes, Hudson River Region, Long Island, Niagara Escarpment, North Fork of Long Island, Seneca Lake, and The Hamptons. Even though some of the AVAs have the same varieties of grapes each of the areas are different which brings a different style of wine from each AVA.



John Allen Sanitation Located in Belleville, NY

Locally sourced Fiber Bedding



Local family owned and operated business that places our customers first. We have been in business for over thirty-five years and plan on continuing our services for future years to come. Our reputation for service and dependability are recognized throughout Jefferson, Lewis, St. Lawrence, Franklin, and Northern Oswego counties.

- Promotes Cow Comfort
- Highly Absorbent
- Alternative to Sand, Straw and Shavings
- Available Year Round

We are affiliated with bedding producers in Central and Northern New York Hours of Operation: Monday - Friday 9am - 5pm.

Email: johnallensanitation@gmail.com (315) 846 5951

Call us today for competitive pricing, quality service, and community pride!

PRO-DAIRY

Reducing Replacement Heifers Rearing Cost through Improved Reproductive Management

Replacement cows generated by the heifer rearing enterprise are critical to the future of dairy farms. Nevertheless, raising heifers represents a major cost burden accounting for as much as 15 to 20% of the total cost of production. Thus, minimizing the duration of the non-lactating period by reducing days to pregnancy can help reduce farm operating costs. We will present new research data evaluating different reproductive management programs for dairy heifers in commercial dairy farms. The impact of these strategies on the reproductive performance and economics of heifers during their nonlactating period and their first lactation will be discussed.

Fresh Cow Calcium Supplementation-To Treat or Not to Treat

A recent large trial conducted on farms in New York State has provided insight into which cows truly benefit from oral calcium supplementation. We will review the trial results to help you make practical decisions regarding post-calving calcium supplementation in your herds.

Supported by:





Summer Dairy Research Update:

- Heifer Reproduction
- Hypocalcemia



Julio O. Giordano, DVM, MS, PhD
Cornell University
St. John Family Sesquicentennial
Assistant Professor – Dairy Cattle Biology & Management
Department of Animal Science



Magdalena Masello Souza, DVM Cornell University PhD Student—Dairy Cattle Biology & Management Lab



Mark Thomas, DVM, DABVP-Dairy Dairy Health & Management Services, LLC

Where:

Murcrest Heifer Barn - 31721 State Rt 12, Copenhagen, NY (Lynn and Peggy's residence)

Registration is free, but you need to register so we have refreshments and dessert for everyone. To register, contact:

Tatum Langworthy by Aug 27th tlm92@cornell.edu 315-788-8450

When:

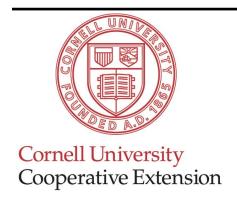
Date: Tuesday Aug 29th Time: 7-9 PM

RSVP with:

- Name
- · Farm/Clinic/Business
- # Attending



PRODAIRY.CALS.CORNELL.EDU



CCE Shop Meeting: Farm Truck Clinic

Friday, August 11, 2017 12:30PM to 2:00PM

Copenhagen Fire Hall, Main St., Copenhagen



SEE THE LIGHT! BE SURE YOUR EQUIPMENT IS SAFE FOR HIGHWAY DRIVING!

Watch a mock DOT-style inspection of a farm truck performed by the NYS Police Commercial Vehicle Enforcement Unit.

Registration, licensing, inspection, and other issues associated with farm trucks will be discussed.

Bring any and all questions to be answered.

Call by Wednesday, August 9, to register.

Peggy Murray

Cornell Cooperative Extension
of Lewis County

315-376-5270

Ron Kuck

Cornell Cooperative Extension
of Jefferson County
315-788-8450

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

New York Hops

By Sara Bull, CCE Clinton County

A recent "Field to Pint" tour put on by Cornell Cooperative Extension's Harvest NY was recently held in Washington County. This tour gave hops and malting barley producers, as well as brewers, a chance to discuss opportunities and challenges in New York State. Back in the late 1800s, New York Lastly, remember that there is a significant amount of work State was one of the top producers of hops and, at first glance, it looks like a fairly simple crop to grow. On top of that, the Farm Brewing Law passed in 2012 will require all farm brewers to use at least 90% local hops by 2024. There are currently lots of opportunities, but also many challenges, for hops growers in New York State.

When hops production in New York State was at its peak, we produced millions of pounds of dried hops. In the late 1800s and early 1900s, production dropped rapidly and guite significantly due to disease pressure, aphids, and spider mites. It became easier and eventually more lucrative to grow row crops, especially when prohibition went into effect. Today, it is slightly easier to grow hops due to new disease resistant varieties and integrated pest management protocols.

Right now many of the hops used by NYS brewers come from the western United States and Europe, but each year they try to use more local product. Farm brewers are actually legally obligated to do so. Because of this, interest in hops production by farmers and landowners seems to be growing. Before you jump right in though, consider not only the finances and marketing, but the work that will need to go into them as well.

The initial investment to start growing hops usually ranges from \$12,000-\$15,000 per acre (Steve Miller, Cornell Cooperative Extension Hops Specialist). On top of the initial investment in plants, labor, trellises, etc., there is a significant cost in harvesting machines and other equipment. If you choose to purchase a harvesting machine instead of harvesting by hand, the cost will probably be around \$30,000-\$35,000. Other equipment needed may include tractors, trailers, drying equipment, and storage space.

Another challenge is finding a market for your hops. Growing hops in New York is usually more expensive than growing hops in the Pacific Northwest so it's hard to stay competitive on a pound for pound basis, but if you can find brewers or distributors that value a high-quality, local product then you can sell your hops for a higher price (within reason). One thing to remember is that most brewers don't buy whole hops, but instead use pelleted hops. That's another processing step that costs money and time. One option is to buy your own pelletizer for thousands of dollars, or you can deliver your

hops to a processor who is equipped with a pelletizer. It's important to know which direction you want to go and understand the costs associated with each.

that still needs to be put into the plants after the initial setup. Even though we have come a long way with disease and pest management, the problems never go away. Frequent scouting and timely management is a must. Growing hops can be profitable and enjoyable, but it may not be as easy as it appears at first glance.

Contact your local CCE office for more information about growing hops in NNY.



It's great to be part of a farm community.

We have the #I farm insurer" with over 100 years of experience in agriculture behind us. They help us offer you top of the line protection for your farm or ranch operation, with flexible coverages and exceptional claims, underwriting and risk management services.

We offer Nationwide farm and ranch insurance and would welcome the chance to discuss it with you.

Northern Insuring Agency, Inc. Randall Glitz (518) 561-7000 randyg@northerninsuring.com



"30% SHL Fittancial Report: Greed on statutory data.

Products underwritten by Rationwide Agribusiness Insurance Company, Permitted Mutual Insurance Company, Allied Property and Casualty Insurance Company, Allied Property and Casualty Insurance Company, Home Office: The Company, Home Office: The Company, Home Office: The Company, Home Office: The Company, I a CoSMI, Sobject to underwriting guidelines, review and approach. Products and discounts not sublished to all persons in all states. Nationwide and the Matinswide Mutual Residence of the Matinswide Mutual Residence Company, 6:3017 Nationwide GPO-0292 60 (06,16) Sil 3929.

FLORENCE SAND & GRAVEL



CRUSHED & SCREENED STONE
CATTLE BEDDING SAND
HIGH MAGNESIUM AGG LIME
MULCH & TOPSOIL
GRADING & LAND CLEARING
EXCAVATING
DRIVEWAYS
SITE WORK
TRUCKING
LOW BOY & DUMP TRAILER

JIM 315-245-4945

SCOTT 315-396-4678

app of the MONTH





ID Weeds is produced by the University of Missouri's College of Agriculture, Food and Natural Resources' Division of Plant Science.

ID Weeds allows you to search for weeds by their common or latin name, view a list of weeds, or identify weeds based upon a number of different characteristics. Details about each weed are presented, along with photograph(s) of the weed specified.





It's great how farming brings people together.

We offer Nationwide farm and ranch insurance and would welcome the chance to discuss it with you.

LASHOMB INSURANCE AGENCY

Star L Bashaw Phone: (518)483-3598 bashaws@nationwide.com



Nationwide and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2016 Nationwide GPO-0292AO (06/16)

Classifieds

For farmers only: To place a f	ree classified advertisement in NNY	Regional Ag <i>Cla</i>	ssifieds, please fill out this f	orm and mail to: Tatum Lang	worthy at
Cornell Cooperative Extension o	f Jefferson County, 203 North Ha	amilton Street,	Watertown, NY, 13601.	Or, you may email your ad	to Tatum
Langworthy at tlm92@cornell.ed	$\underline{\mathbf{u}}$. Please provide all information	requested belo	w. Unless specified, your a	ad will run one time only, in	the next
monthly publication. Additional a	ds may be written on another she	et of paper. Ple	ease limit each ad to 25 w	ords or less <u>and include you</u>	r contact
information. Deadline for submitt	ing ads is the second Monday of th	e month for the	following month's publication	ntion.	
!					
NAME:		FARM NAM	E:		
<u> </u>					
I ADDRECC		CITY		710.	
ADDRESS:		CITY:		ZIP:	
PHONE:	AD SECTION:		MONTH(S) TO RUI	N AD:	
AD:					
i					

Livestock

FOR SALE: Black Angus Bulls, grass fed, excellent condition. Call 315-482-3109 or 315-289-4593.

FOR SALE: Cross Island Farms
Certified Organic and 100% Grass-fed
mixed breed goats for sale for your
herd, hobby farm or table. Call Dani or
Dave at 315-482-3663 or email
organic@crossislandfarms.com.

Crops

FOR SALE: U-Pick berries in Season by appointment in Cross Island Farms "Enchanted Edible Forest." Call 315-482-3663 or email organic@crossislandfarms.com for more information or reservation.

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 tim92@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.

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

What's Happening in the Ag Community

Empire Farm Days, August 8th - 10th, Seneca Falls, NY

CCE Shop Meeting: Farm Truck Clinic, for more information see page 16

Organic Field Day, Dairy Calf Care Feeding and Management Tools, for more information see page 6

PRO-DAIRY Summer Dairy Research Update: Heifer Reproduction and Hypocalcemia, for more information see page 11

2017 Adirondack Harvest Festival, September 16, Essex County Fairgrounds

"Save the Date" - New York Women in Ag Conference , November 3, 2017

Please note that Cornell University Cooperative Extension, nor any representative thereof, makes any representation of any warranty, express or implied, of any particular result or application of the information provided by us or regarding any product. If a product or pesticide is involved, it is the sole responsibility of the User to read and follow all product labelling and instructions and to check with the manufacturer or supplier for the most recent information. Nothing contained in this information should be interpreted as an express or implied endorsement of any particular product, or as criticism of unnamed products. The information we provide is not a substitute for pesticide labeling.