



North Country Ag Advisor

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**Cornell University
Cooperative Extension
North Country Regional Ag Team**

September 30, 2017

Day at the Farm in St. Lawrence County
10-2pm Gebarten Acres, 393 E. De Kalb, Hermon

October 7, 2017

Lewis County Family Farm Day
10-3pm Beller Farms, 10639 State Route 126, Carthage

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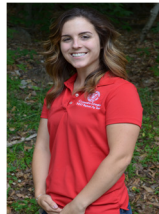
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Ag Advisor

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

Ag Advisor is published by the North Country Regional
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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

Emerging Corn Pest in Northern NY Prompts Farmer-Driven Research; Western Bean Cutworm Field Trial Results Available, Work Continues

By Kara Dunn



Clockwise from top: Western Bean Cutworm egg mass shadow, hatched larva, egg mass, July 2017; photos: Michael Hunter, CCE Jefferson County

The Western Bean Cutworm, an emerging pest of field and sweet corn in the Eastern U.S., prompted the farmer-driven Northern New York Agricultural Development Program to fund field research in 2016. The results of those trials are now posted at www.nnyagdev.org as the work continues in cornfields this summer.

In 2016, Northern New York farms had the highest trap counts for Western Bean Cutworm (WBC) according to scouting reports by Cornell Cooperative Extension field crops specialists and the statewide NYS Integrated Pest Management (IPM) WBC monitoring network. Nine of the top 10 highest trap count sites for WBC moths in 2016 were in St. Lawrence, Jefferson, Franklin, and Lewis counties.

While no economically-significant infestations have yet been recorded, corn growers are concerned that kernel feeding damage by the WBC larvae present an opportunity for mold and pathogen growth that would impact feed quality, animal health, and milk production.

The 2016 field research on working farms in Northern New York evaluated the effectiveness of corn seed modified to include a Bt trait developed to manage WBC. The research was

prompted by reports that some Bt corn was not adequately managing WBC.

“The 2016 research trials evaluating Bt corn with the Cry1F and Vip3A traits side-by-side showed failure of the Cry1F trait to adequately control Western Bean Cutworm. The Vip3A trait has worked well in Northern New York,” said Cornell University Cooperative Extension North Country Regional Ag Team Field Crops Specialist Michael Hunter.

Hunter and Cornell University Cooperative Extension North Country Regional Ag Team Field Crops and Soils Specialist Kitty O’Neil conducted the 2016 field trials in cooperation with Cornell University entomology, plant pathology, and IPM specialists.

The WBC research continues with new funding from the farmer-driven Northern New York Agricultural Development Program in 2017. As of late July, two cornfields in Jefferson County were found to have enough WBC egg masses and newly-hatched larva to require an insecticide treatment.

Female WBC moths look for pre-tassel corn to lay eggs. The eggs hatch and growing larvae eat tassels and make their way down the plant to the ear where they eat silks and eventually developing kernels underneath the husks. Peak population numbers occur in late July and early August.

“This year, because the corn tasseling is later than normal, Western Bean Cutworm damage may be partly avoided. The larva do not eat corn leaves so if there is no tassel for the larva to feed on, they will starve to death,” O’Neil explained.

The farmer-driven Northern New York Agricultural Development Program provides research and technical assistance to farmers in Clinton, Essex, Franklin, Jefferson, Lewis, and St. Lawrence counties. Funding for the Northern New York Agricultural Development Program is supported by the New York State Senate and administered by the New York State Department of Agriculture and Markets.

Is Your Corn Rusty?

By Mike Hunter

When corn silage harvest gets underway, you may notice rusty looking corn. This rusty appearance on the corn leaves is a disease called common rust. The symptoms appear as reddish brown blister-like formations, called pustules, on the plant. Common rust of corn is mainly found on the leaves of the corn plant.

Common rust is caused by a fungus called *Puccinia sorghi*. This disease usually appears after silking takes place, but this year it showed up earlier than expected. The development of common rust is favored by high humidity with nighttime temperatures of 65-70 °F and moderate daytime temperatures.

Puccinia fungus cannot overwinter in the northern climates. It spreads northward by wind-borne spores from the south. This fungus organism also does not survive on crop residue, so cultural practices will not influence the development of this disease.

Most field corn hybrids have very good resistance to common rust. Common rust of corn has not been shown to cause economic yield losses in New York; therefore, applying fungicides for control would not be a profitable decision.

The light to moderate rust-infested corn fields will raise questions about the corn silage quality and potential animal risks resulting from feeding rust-infected silage. Rest assured, there are no known toxic effects from feeding rust-infected corn silage, nor will it reduce palatability.

Information from Iowa State University indicates that when the corn is ensiled, the ensiling process creates enough heat and acids to kill the fungus and detoxify the forage. The sugars and other byproducts that are produced during the ensiling process should overwhelm any unpalatable tastes that the rust may cause.

Common rust might be present in your corn fields this year. Fortunately, it is a corn disease of minor economic importance in New York and is not expected to have any negative impact on forage quality. We will continue to rely on resistant corn hybrids to keep this disease in check.

If you would like any more information about common rust of corn or other corn diseases contact Mike Hunter 315-788-8450 or Kitty O'Neil 315-854-1218.

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Winter Cover Crops for Early and/or Late Fall Planting

By Kitty O'Neil

Summer has flown by rather quickly this year, despite its very, very late start. Now that it's September, we can turn our attention to planning for fall harvests and on to winter cover crops. Even late into the waning weeks of the growing season, we have several good options to protect soil over the winter. In early September, small grain cover crops can be sown for excellent protection from erosion, N capture, and early spring weed control. Hessian fly is a pest of some small grains species and those selections should not be planted until after the Hessian fly is no longer an issue in the fall, though this pest is not an issue most years. Some brassicas can provide good soil cover and are also promoted to penetrate shallow soil compaction zones for better water infiltration and drainage. This "biodrill" effect is more dramatic when these brassicas are planted in late August, however. Early September is the end of the window of opportunity for planting legumes, which can be effectively combined with grasses. Here's a list of some of the best winter cover crop options for NNY for early and late fall plantings.

Spring Oats

Oats are not winter-hardy in NNY, but they will germinate and grow more quickly than other grains in the fall, to provide quick cover and weed suppression heading into winter. Because fall-planted spring oats will be dead in the spring, they leave an easily decomposed mulch on the soil surface, which permits planting the next spring crop without additional field operations. Hessian fly is not a pest of oats, so they may be seeded at any time in the fall.

- Drill 80-110 lb/acre or broadcast 110-140 lb/acre. Use the high end of the seeding rates later in September. Oats will use 40-50 lb/acre of N in the form of fertilizer or manure. When sown in biculture with 30-40 lb/acre of hairy vetch, use the low end of these ranges and no N is needed.

Wheat, Spelt, Triticale, and Barley

Winter hardiness of these winter cereals from most to least winter hardy is rye > wheat = triticale > spelt > barley. Winter hardiness also varies by variety. Many winter barley varieties are generally not considered hardy enough to use as a reliable overwintering crop in NYS; they will be mostly dead in the spring. Wheat and triticale are good early fall-planted,

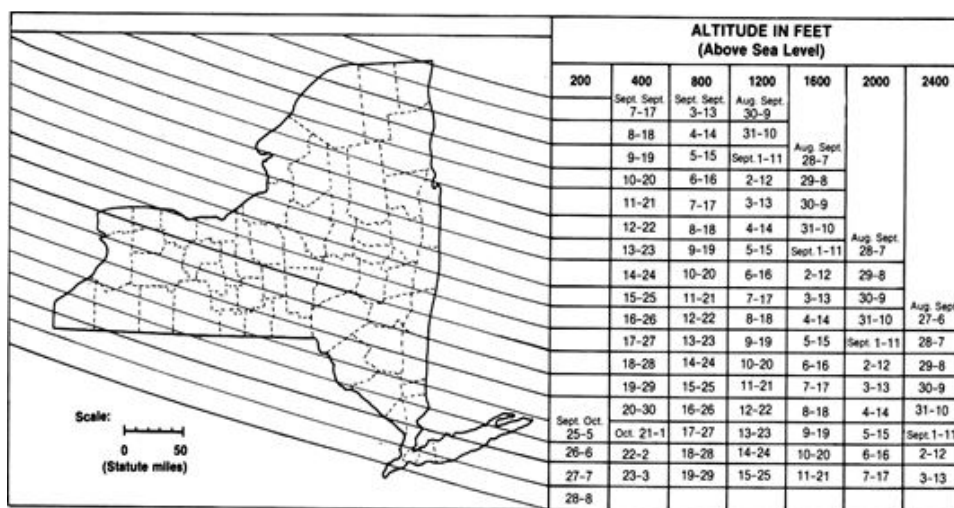


Figure 1. Hessian fly-free dates for fall-planted small grains in New York. From Cornell Guide for Integrated Field Crop Management

over-wintering cover crops. Wheat, spelt, and triticale grow more slowly than rye in the spring, making it easier to terminate and incorporate before growing too tall. These small grains should be seeded after their Hessian fly-free dates for best performance. Hessian fly-free dates for NNY range from September 1 to 25, depending on localized climates (see Figure 1). Hessian fly is not a pest of triticale so it may be seeded earlier. Many farmers completely ignore the Hessian fly risk regardless of the small grain species and often get away with it as it's not a pest problem every year. Earlier seeding of all small grains will improve winter survival and biomass production. These grains can also be sown with hairy vetch to improve organic fertility if planted early in the fall.

Use the lower end of these seeding rates if drilling into a well-prepared seedbed early in the fall and the higher rates for broadcast seeding, late fall planting, or for better weed suppression.

- Wheat: Plant 70-90 lb/acre after the Hessian Fly-free date until about Oct 1.
- Spelt: Plant 80-100 lb/acre after the Hessian Fly-free date until about Oct 10.
- Triticale: Plant 80-100 lb/acre from August 25 to Sept 25.

Winter or Cereal Rye

Rye is the most winter-hardy small grain. It will establish better than other choices in late, cold conditions (soil as cool as 34-40 °F) and will provide abundant biomass in the spring. It has strong weed-suppressive properties, which can also suppress subsequent crop growth in some instances. Rye can be used to clean up weed problems and build soil organic

fertility by frost-seeding medium red clover into the vegetative rye in early spring, harvesting the rye for straw and allowing the clover to grow through to the following spring. Rye can grow quickly in spring, and in a warm, wet spring, can be difficult to control, so be sure to terminate the stand early.

- Drill 60-140 lb/acre 1 to 1.5" deep or broadcast 90-200 lb/acre and cover 1" deep. Use the low end of the seeding rates in late September and higher rates in early October. Plant 70 lb/acre when sown in biculture with 20 -25 lb/acre of hairy vetch, or plant 60 lb/acre when frost-seeding with 15 lb/acre medium red clover in the spring.

Annual (Italian) Ryegrass

Annual ryegrass is a good cover crop choice on heavy, wet, or compacted soils and it will usually survive NNY winters. Annual ryegrass establishes quickly and grows vigorously, providing good winter cover and weed suppression. Annual ryegrass can be a challenge to control and terminate in the spring before it goes to seed. Plow or disk ryegrass in as soon as conditions permit or apply glyphosate before it is 6-9" tall and when the weather is 50 °F and sunny for best results. A second application is sometimes necessary.

- Drill 10-20 lb/acre ½ to 1" deep or broadcast 20-30 lb/acre and cover ½" deep. Use the low end of the seeding rates in late September and higher rates in early October. Plant with red clover using a 2/3 ryegrass and 1/3 clover mix at 15-25 lbs/acre.

Brassicas

Brassica cover crops are promoted for their excellent soil cover and for penetrating shallow soil compaction zones for improved water infiltration and drainage. Forage radish, turnip, and rapeseed can have this "biodrill" effect when planted in late August, but plants and roots do not get as large or deep when planted in September. Generally, late August is best for these warm season brassicas - early September plantings in cooler soils do not establish or grow as well.

Additional resources:

Cover Crops for Vegetable Growers website. T Björkman, 2017. School of Integrative Plant Science, Cornell University. <http://covercrops.cals.cornell.edu/index.php>
Cover Crops for Field Crop Systems, Smaranda et

al, 2016. Factsheet 93. Nutrient Management Spear Program, Cornell University. <http://nmsp.cals.cornell.edu/publications/factsheets/factsheet93.pdf>.

Planting Cover Crops Profitably, 3rd Edition. Ed. A. Clark. SARE Outreach. <http://www.sare.org/Learning-Center/Books/Managing-Cover-Crops-Profitably-3rd-Edition>
Northeast Cover Crops Handbook. M. Sarrantonio. 1996. A Comprehensive Guide to Cover Crop Species Used in the Northeast United States. S. Clark, USDA-NRCS. https://www.nrcs.usda.gov/Internet/FSE_PLANTMATERIALS/publications/nypmcpu10645.pdf

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

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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.



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Livestock

Bad Behavior: Paying Close Attention to Your Cattles' Attitude

By Ron Kuck

Cattle temperament has long been considered to influence individual production, efficiency in handling and performance. Livestock respond to stress in only two ways: flight or fight, and we never want to initiate this predator/prey response. We can avoid this with better handling facilities and techniques. Good, mild attitude can also be used by cow-calf producers as a genetic selection tool that will eventually bring calmer calves to the sale. Now animal scientists are considering that flighty behavior can influence the whole herd or group.

Some of the performance measurements that are impacted by flighty behavior are feed efficiency and weight gain. While reproductive success is complex, integrating many factors, Kansas State researchers have found that poor temperament contributes to lower fertility in heifers and mature cows. Other factors to consider after your bad actor leaves the farm is dressing percentage and meat quality. Isn't that the business you are really in?

To study and determine disposition of animals, scientists use three methods to grade their temperament: 1) pen scores, 2) chute scores, and 3) exit velocity.

Pen and chute scoring is based on a 1 to 5 ranking. Pen scores are taken by a person entering a penned group of cattle and applying a score between 1 and 5, where a score of 1 indicates that the cattle are not excited by humans and a score of 5 signifies that the cattle run into fences or charge humans when approached. Chute scores evaluate cattle on how they react to being secured in a working chute. Exit velocity is a measurement of how quickly cattle cover a set distance when released from a working chute. The faster they leave the chute, the more temperamental they are understood to be.

In addition to handler and cattle safety, selecting cattle for a calm temperament can pay off in any number of ways. Carcass quality potential is becoming a more important measure for cow/calf and stocker operators. Packers are placing more pressure on feedlots to source cattle that will produce a more desirable end product. Buyers will discount flighty and aggressive cattle at your farm and at the sale barn.



Sources:

Dr. Justin Rhinehart, Assistant Professor, UT Beef Cattle Extension Specialist

[John Maday, Editor, Bovine Veterinarian](#)

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Lamb and Goat - Direct-to-Consumer Market

By Betsy Hodge

Fall is the time that many of us market lambs that were born in the spring. Our pastures are running out and our daylight is getting short. We are starting to plan for barn space for the winter and it is time for the lambs to move on.

After selecting the replacements for the flock (a whole other topic), the lambs and kids that are left can be marketed in several ways. Remember you are not “getting rid of” the lambs, you are trying to market them. The main methods that farmers use to market lambs are direct to consumers for their freezer (freezer lamb or goat), this could also be to a restaurant, private buyers that buy your lambs and kids at the farm live, or auction sales locally or at the terminal market in New Holland.

Let’s look at direct marketing to local customers for their freezer (and later the grill). You, the seller, can set the price within reason. One way to figure out the price is to use what you would get in another market and add on processing and also your time and mileage delivering the lamb to the processor. It would be wise to add a little more if the market will bear it. Another way is to figure your costs per lamb from last year and see if you can charge that price per lamb. Let’s say it costs \$12,421 to raise 70 lambs (this is a real example). If you divide by the 70 lambs you get about \$177 per lamb to break even. If your lamb weighs 90 pounds that’s close to \$2.00 per pound live weight to break even. Now you need to add processing and time and travel. It figures out to be about \$3.00 per pound liveweight and \$8.50 a pound of retail cuts in the end (to break even). Keep this in mind when pricing your lambs. Don’t sell them too cheap.

When selling to local customers, and they are purchasing the whole lamb, the lamb can be processed at either a USDA facility or a Custom (NYS inspected) plant. If you are planning to sell retail cuts (or to restaurants) the lambs must be processed at a USDA facility. Technically when you sell someone a freezer lamb you are selling them the live animal and they own it when it goes to the processor (even if you drop it off for them).

If you send a 70 pound lamb to be processed, the lamb chops will be very small and your customers may not appreciate your lamb because it doesn’t look like what they are used to. Be sure to feed your lambs long enough to get them to a good size for their frame size. Most of

the hair lambs should be 90 pounds and our commercial Dorsets over 100 pounds for the freezer. Larger breeds like Suffolks and Hampshires will need to be even larger. Be sure to weigh your lambs so you know what you are selling.

Lambs are smaller than other livestock and well suited for fitting into family freezers and smaller family meals. Lambs generally have about a 50% yield for the carcass weight and then about a 75% yield of meat from that carcass or about 34 pounds of meat from a 90 pound lamb. If boneless cuts are chosen then the yield is lower although there will be as much meat. Goats are similar depending on the breed. Some goat buyers do not want their goat meat cut like a traditional lamb so be sure to ask how they would like it processed.

Many people are surprised at how small the chops are. Our lambs are smaller in general than the lambs used for processing for the grocery stores (ours are about 90-100 pounds live and the western lambs can be 140 pounds). The number of chops and steaks varies depending on the thickness you want. A larger framed lamb will yield bigger cuts assuming it was fed properly and long enough.

16 shoulder chops (or you could have shoulder roasts, boneless and rolled)
16 small lamb chops
16 small loin chops (usually packaged 4 chops together)
2 fore shanks
2 hind shanks
2 packages of riblets (good in stew)
2 bone-in leg roasts (5 to 6 pounds each) (many people have these cut in half or make leg steaks)
2-4 packages of meaty neck slices for stock or stew
Organ Meats, stew meat, or ground lamb, also can make sausage if you are doing several lambs and have enough ground meat.

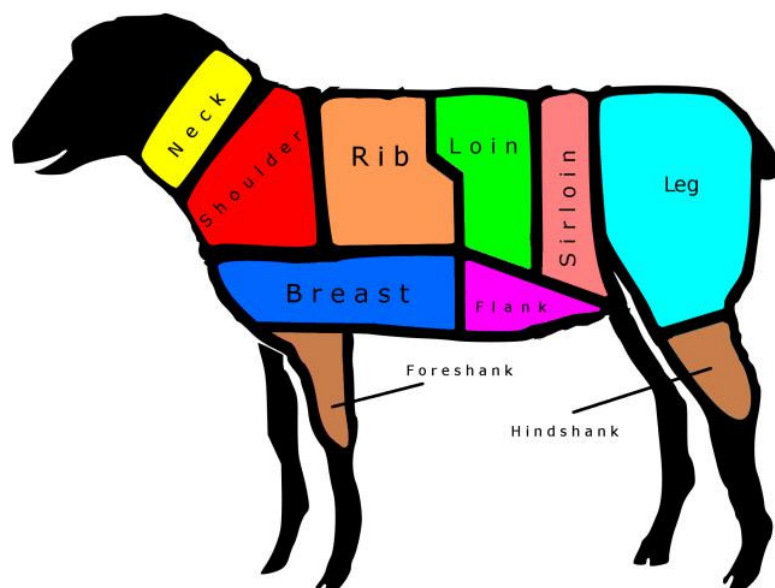
There are recipes available at the American Lamb Board site (www.americanlamb.com) that you can share with your customers. For example, they might not know what to do with shanks when all they have to do is put them in the crockpot with a chopped onion and a can of tomatoes for an easy dinner.

One easy way to advertise is to join Meat Suite and it’s free (www.meatsuite.com). Meat Suite has a website that consumers can search for local meat. You can put in a little story about your farm and how you raise your animals. Nice

pictures are always good, too. Consumers then contact you for purchasing the products but the website helps them find you.

Other good places to market your lamb and goat are to co-workers, farmers markets (go there and take orders and let people know you have lamb for sale even if you don't want to sell retail cuts at the market), Craigslist, the Pennysaver, Facebook, etc. Marketing takes time. Selling a consistent product over several years can help you build a customer base. Selling locally means lots of phone calls and working with people. There will be coordinating with dropping off and picking up and getting cut sheets correct and to the processor. If you don't think you would enjoy all this interaction, direct marketing might not be for you.

Go to our webpage, under livestock and local foods for a great handout on buying local meat (<http://stlawrence.cce.cornell.edu/agriculture/livestock/buying-locally-produced-meats>) and check out the Meat Suite site. Next month the topic will be selling at auction.



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Dairy

Report Published: Workforce Issues and the New York Dairy Industry

By Libby Eiholzer, CCE Northwest NY Dairy, Livestock, and Field Crops Team

While dairy farmers in New York State are heavily reliant on Hispanic workers to fill increasingly skilled positions on the farm, they are currently facing a myriad of concerns regarding this workforce. This report is a summary of a focus group conducted by Cornell of 12 employers of Hispanic dairy workers. The group discussed recruitment, retention, and employment of these workers. The participating farms had workforces made up of at least 50% Hispanic employees. The following is a review of the topics discussed.

Recruitment: Eleven out of the twelve participating employers said that while they currently are able to fill most job openings through referrals, they are concerned about finding qualified workers in the future. This is mostly due to competition from other employers and changes occurring through state and federal regulations.

Wages and Benefits: Employers think it is likely that overtime pay will eventually be required in New York State. They feel that they are currently offering competitive wages, but in the future may need to increase pay and offer more vacation time to stay competitive. Housing is a benefit currently offered but one that can be difficult to manage.

Immigration: While relatively few employees have been deported at this point, there is a feeling of fear amongst the Hispanic worker population regarding immigration enforcement. Employers would struggle greatly if they lost their employees through immigration enforcement or mandatory E-verify, and would have to look to other labor pools.

Farm Worker Advocacy: Participating farmers expressed concern regarding farm worker advocacy groups and a desire to see them move towards a more cooperative relationship with farm employers in order to truly help farm workers.

Farm Employment and the Consumer: Farmers already strive to be the best possible employers and do not feel that mandated guidelines for worker treatment will be created and enforced.

Collective Bargaining: These employers expect to see collective bargaining rights for farm workers within the next 10 years.

Robotic Milking: The adoption of technology will continue, including robotic milking systems. Due to the large capital investment required, the trend towards increased farm size will continue.

Hispanic Culture: Employers treat their Hispanic employees like all their other employees and make a special effort to understand their background and provide opportunities to enrich their lives while in the US.

Labor Law Compliance: While the Trump administration may make it easier for employers to comply with Federal labor laws, New York State laws continue to be tougher on employers than federal laws.

Additional Thoughts: Employers feel that they cannot advocate for their potentially undocumented workers without compromising their businesses, though they feel that it is extremely important for both their employees and their businesses.



This focus group was held just a few weeks after President Trump signed an Executive Order on immigration, which certainly brought immigration enforcement concerns to the forefront in agricultural communities. Despite this, the 12 farm employers had many other thoughts and concerns to discuss. Overall, the consensus was that there are many changes around the corner; we will eventually have a dairy farm workforce that is more skilled and includes fewer unauthorized immigrant workers.

To read the full report, visit

<https://dyson.cornell.edu/outreach/extension-bulletins/documents/Cornell-Dyson-eb1703.pdf>.

Thank you to Farm Credit Northeast AgEnhancement for providing funding for this project.

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Understanding the Cost of Lameness

By Lindsay Ferlito

At the Hoof Trimmers Association's annual Hoof Health Conference in Syracuse this July, some of the key topics focused on the use of footbaths, the treatment and cost of lameness and making changes to reduce lameness and help achieve the farm goals.



Lameness is one of the most expensive, and one of the most common, issues on dairy farms today. Dr. Chuck Guard talked about the true cost of lameness, which can range anywhere from \$10 to over \$550 per case. On average, herds with high lameness have increased days open, reduced milk per cow, less efficient milk production with an increased cost per unit of production, potentially an earlier exit from the industry, and increased culling rates. When a cow is lame, her risk of being culled is 2x the risk of a non-lame cow; however, that risk changes depending on what type of lameness a cow has. The risk of culling a lame cow compared to a sound cow is 1x if she has digital dermatitis (so no significant increased risk), 2x for foot rot (twice as likely), 1.5x for an abscess, 3x for an ulcer, and 4x if she has a complicated ulcer.

One key way to reduce the negative impact of lameness is to identify and treat lame cows as quickly as possible. Studies have shown that treating lame cows earlier is associated with faster recovery rates after treatment. However, cows are not always trimmed immediately after being identified as lame. A study in the UK surveyed farmers about lameness, and asked questions such as "what types of lameness do you get on your farm?" and "how soon after detection are lame animals treated?". Seventy-five percent of farms said they treated cows within 48 hours of her being classified as lame on farm, however, 13% said it could take up to 1 week to treat her. On a couple of farms that relied on the

hoof trimmer or vet to do all the lameness treatments, it could take up to one month before a lame cow was treated depending on when the next scheduled visit was. Farmers explained that cows might not be treated promptly due to time availability and lack of labor and proper equipment. One of the researchers said that during the study, a farm stated "the effects on profits [from a lame cow] are less immediately noticeable than mastitis".



Although they take a little bit of time to keep up, maintaining good records is very helpful in tracking your lameness prevalence over time and understanding how much lameness is actually costing you on your farm. With prompt identification and treatment of lame cows, accurate record keeping, and understanding the factors that could be causing lameness on your farm, you can reduce the negative impacts and costs of lameness. If you have any questions or would like a lameness assessment completed for your herd, contact Regional Dairy Specialist, Lindsay Ferlito (lc636@cornell.edu; 607-592-0290).

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<http://www.essexfarminstitute.org/event/advanced-grazing-clinic-2-days/>

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Farm Business

Farm Finance 101

By Kelsey O'Shea

NNYRAP FARM FINANCE 101

WANTED: 30 Great Dairy Leaders



Cornell Dairy
Executive Program

The Cornell Dairy Executive Program is now accepting applications for Class 13, to start on December 3, 2017. This unique, year-long program offers professional educational leadership and management principles for progressive dairy producers and agriservice personnel, focused on increasing their ability to run a successful dairy business and enhancing their understanding of the fast-changing dairy industry.

Class Information:

Class size is limited to 30 people to maximize small group interactions and peer to peer learning. Qualified applicants will be selected in the order which applications are received and notified on the 1st of the month following the date the application was received.

A typical day includes presentations, individual study, small group discussions, and roundtable discussions with faculty. With a potential schedule as follows:

Exec 1	Exec 2	Exec 3
<ul style="list-style-type: none">• Human Resource Management I<ul style="list-style-type: none">• Assessing Your Management Style• Leadership• Employee Engagement• Communication• Financial Management I<ul style="list-style-type: none">• Ratio Analysis• Ratio Relationships• Trends• Market Value vs. Cost Basis• Thinking Like a CEO• Effective Negotiations• Milk Pricing	<ul style="list-style-type: none">• Family Business Management<ul style="list-style-type: none">• Family and Business Mission• Communication and Relationships• Ownership vs. Management• Looking Towards Succession• Human Resource Management II<ul style="list-style-type: none">• Hiring and Interviewing• Performance Reviews• Disciplinary Procedures• Discharging• Financial Management II<ul style="list-style-type: none">• Tracking Performance• CFO Responsibilities• Financing Options	<ul style="list-style-type: none">• Financial Management III<ul style="list-style-type: none">• Investment Analysis• Net Present Value• Business Evaluation• Discounted Cash Flows• Human Resource Management III<ul style="list-style-type: none">• Managing Managers• Managing Multiple Sites• Helping Middle Managers Adjust• Leadership and Delegation• Compensation• Business Structures and Estate Planning• Dairy Industry Direction• Milk Marketing• Time Management

For full program information, fees, and application instruction, visit the [CDEP program website](#)

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Cornell University
College of Agriculture
and Life Sciences



Agriculture
and Markets

Southern Tier Stocker Initiative Short Course

Interested in learning about stocker cattle? This course is designed for farmers of all experience levels to learn about managing stocker cattle. This segment of the beef industry requires its own specific set of resources and places its own specific demands upon the manager.

Topics to be covered in four sessions:

Introduction to the stocker enterprise: Why needed? Why New York? Why is it for me?

Basic requirements: Accessing land, facilities, health management

Economic viability: Accessing Capital; Marketing; Risk management

Date, Time & Place:

Session 1. Saturday, September 30 10am - 2 pm
CCE Jefferson (Watertown) and CCE Franklin (Malone)

Session 2. Saturday, October 28 10 am - 2pm
CCE Lewis (Lowville) and CCE St. Lawrence (Canton)

Session 3. Wednesday November 29 6pm - 9pm
(Venues TBA; 2 locations)

Session 4. Wednesday December 13 6pm - 9pm
(Venues TBA; 2 locations)

A second series will be scheduled starting in late January/February that incorporates more field study.

Cost for 4 sessions: \$100/person. \$50/additional person from same family or farm.
Fee includes lunch and all materials.

To register contact Tatum Langworthy, Senior Administrative Assistant Cornell University
North Country Regional Ag Team P: 315-788-8450 Email: tlm92@cornell.edu
www.ncrat.cce.cornell.edu

For more information contact your local Extension educator or Mike Baker, Cornell Beef Specialist,
mjb28@cornell.edu, 607-255-5923.

Funded by the New York State Department of Agriculture and Markets project "Stocker cattle: Using underutilized grasslands to improve economic viability of the Southern Tier while providing viable careers for beginning farmers."



Cornell Small Farms Program

By Alyssa Couse, CCE Jefferson County

As part of my role as Agricultural Outreach at Cornell Cooperative Extension of Jefferson County, I help support the Cornell Small Farms Program's Northeast Beginning Farmers Project initiative called Farm Ops. These efforts provide veterans and active duty military/families with resources for entering the agriculture industry whether it is starting their own farm, working in agribusiness, or working for an existing farm through On the Job Training (OJT).



Info table at Soldier for Life- Transition Assistance Program in Clark Hall

Awareness of the program has increased exponentially and more and more people are expressing interest in pursuing agriculture after the military. Weekly outreach to military agencies in the local community has helped build a network and increase awareness of agricultural opportunities. Promotion via social media, Small Farms Quarterly article, Carthage Tribune article, blog post on the Military Family Learning Network, and presenting to groups such as Veterans Services Network and the American Legion Auxiliary, has resulted in more inquiries. In addition to resources such as guidebooks, online courses, scholarships, etc., interested persons are encouraged to attend existing CCE programming free of charge. Throughout the last year or so, several success stories have surfaced from the North Country. An Infantry Captain from Fort Drum volunteered on a local organic farm on Wellesley Island and is now running his own farm in his home town in New Hampshire. Another recent veteran started selling produce from his roadside stand and is planning to expand his farm with the guidance of CCE and organizations such as the Farmer Veteran Coalition. A local

veteran beef farmer recently played host to a farm tour for other vets and active duty members. This event was not only a rewarding experience for the farmer, but also the 15 attendees who left with resources and inspiration. A second farm tour took place on August 23rd at Cross Islands Farms. Over the next year, outreach will continue to build stronger relationships with veteran agencies, help find farms interested in the OJT opportunities, and help veterans and military families harvest experiences in agriculture.

Small Farms Quarterly article:

<http://smallfarms.cornell.edu/2017/04/03/trading-boots/>

Farm Ops website: <http://smallfarms.cornell.edu/projects/farm-ops/>



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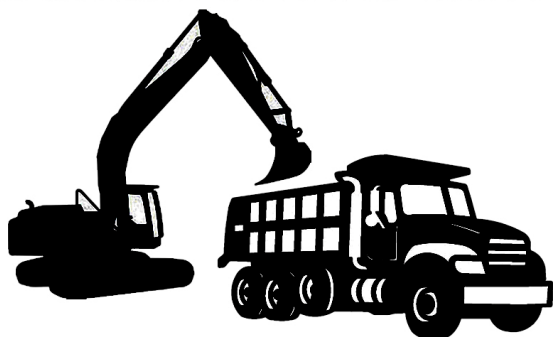
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Job Opportunity

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.



United States Department of Agriculture
National Agricultural Statistics Service
Northeast Regional Field Office



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



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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 t1m92@cornell.edu. Please provide all information requested below. Unless specified, your ad will run one time only, in the next monthly publication. Additional ads may be written on another sheet of paper. Please limit each ad to 25 words or less and include your contact information. **Deadline for submitting ads is the second Monday of the month for the following month's publication.**

NAME: _____ FARM NAME: _____

ADDRESS: _____ CITY: _____ ZIP: _____

PHONE: _____ AD SECTION: _____ MONTH(S) TO RUN AD: _____

AD: _____

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 Organic 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: 300 2nd cut/grass/alfalfa mix 4x5 round bales (wrapped) for sale in Plattsburgh. Call Marcel 518-563-0345 or George 518-561-3354.

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 t1m92@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

2017 Adirondack Harvest Festival, September 16, Essex County Fairgrounds

Southern Tier Stocker Initiative Short Course, for more information see page 16

2 Day Grazing Clinic, for more information see page 13

Day at the Farm in St. Lawrence County, September 30, 10am-2pm, Gebarten Acres, 393 E. De Kalb Road, Hermon

Lewis County Family Farm Day, October 7, 10am-3pm, Beller Farms, 10639 State Route 126, Carthage

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

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