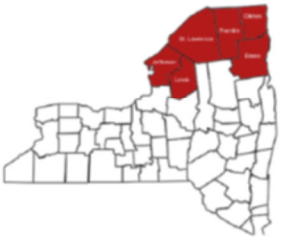

North Country Ag Advisor

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"Your trusted source for research-based knowledge"

David Fisher and Lou Ann King of Mapleview Dairy in Madrid, NY, receive the Agri-service Award from PRO-DAIRY Director Tom Overton and NYS Agriculture Commissioner Richard Ball

Cornell University Cooperative Extension
North Country Regional Ag Team

October 31, 2017
Feeder School
9-1pm CCE Learning Farm, Canton

November 1, 2017
Feeder School
9-1pm Miner Institute, Chazy

November 3, 2017
New York Women in AG Conference
8-4pm Double Tree Hotel, Syracuse

VOLUME 2 ISSUE 10 October 2017

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Ag Advisor
Cornell Cooperative Extension of
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Counties

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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

Don't Ignore Marestail!

By Mike Hunter

Marestail (a.k.a Horseweed) is a weed that can be found in many crop fields, fallow areas, ditch banks, and along roadsides in NNY. This is a weed that is becoming a big problem for growers in Western New York because there are now significant populations of glyphosate and ALS resistant marestail in that area of the state. We have not identified any resistant populations of marestail in NNY yet, but it does not mean that we don't have any. It is not be a matter of *if* we end up with glyphosate resistant populations of marestail; it is a matter of *when*.

Tillage practices can influence weed species shifts. Intensive tillage practices will reduce population densities of marestail. This may be one reason that we don't really think too much about marestail or consider it a problem in NNY. However, as we begin to see a transition to more no-till management in our area, we will also begin seeing much higher populations of marestail showing up in our fields. For those not familiar with what marestail looks like, I took this photo of marestail in a no-till soybean field in NNY (see photo 1).

Marestail is a winter or summer annual weed that reproduces by seeds. Seeds can germinate in the spring or late summer. Those seeds that germinate in late summer will overwinter as a small rosette of leaves and grow a flowering stem in the early spring. To successfully manage marestail in no-till cropping systems, it is important to implement control tactics in both the fall and spring.

No-till growers that find marestail seedlings in the fall, after harvest, should consider a fall burndown herbicide. It is especially important to do this if the field will be rotated to soybeans in the spring. If we were to find glyphosate- and ALS-resistant marestail, it is more difficult to control this weed with post-emergence herbicide programs in soybean than it is in corn. Instead of using just glyphosate as the fall burndown program, we should consider including 2,4-D ester in the tank mix.

Let's be diligent and keep a lookout for potential herbicide resistant populations of marestail in NNY. We need to remain proactive and try manage herbicide resistant weeds to the best of our abilities. If you are finding higher populations of marestail or are not getting adequate control of this weed please contact Mike Hunter 315-788-8450, or Kitty O'Neil 315-854-1218.

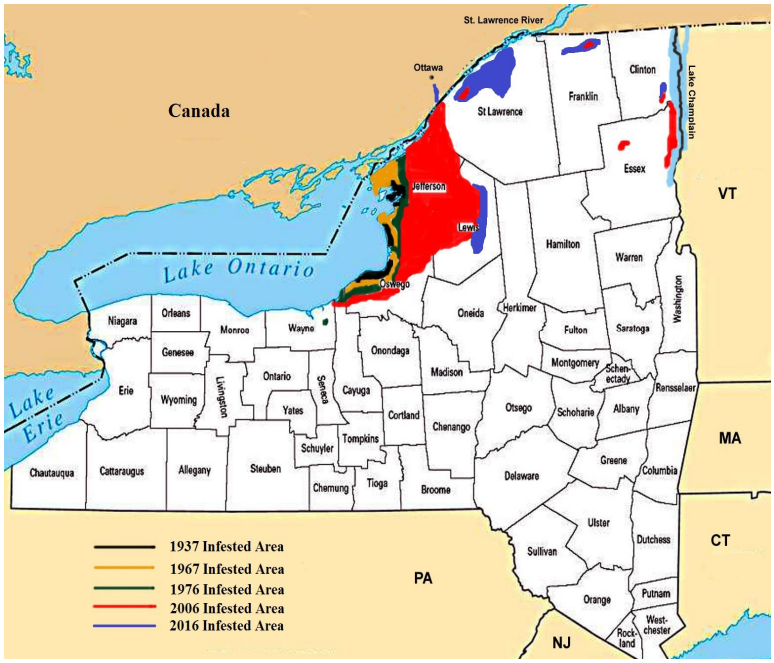
Photo 1. Marestail in no till soybeans.

Alfalfa Snout Beetle - Hunting Season is Now Open

By Kitty O'Neil

Calendars have turned to October and the weather has turned cooler. It's the best time of year to hunt and diagnose Alfalfa Snout Beetle (ASB) infestations in alfalfa and alfalfa-grass hayfields and pastures. Over the past several years, ASB has been found in 9 counties in Northern NY and in Ontario, Canada. The map below highlights known infestations as of 2016. Newly infested fields were discovered in St. Lawrence and Franklin Counties in fall of 2013.

Fall is the best time to find the insect due to its 2-year subterranean life cycle. It takes 2 years for an ASB larvae to hatch from an egg, develop, pupate, and emerge from the soil as an adult beetle. Adults emerge from the soil in the spring (year 1), feed on new alfalfa shoots, and begin looking for a new field to lay eggs. Adult ASB do not fly but may be seen during this very brief springtime window, walking across roads or lawns looking for a suitable host plant to lay eggs. Alfalfa is a favorite host plant, but ASB will also use red and white clover, broad-leafed dock, wild carrot, wild strawberries, blackberries, dogwood, and a few other legumes and weeds. Eggs are laid at the base of a host plant and when they hatch, new larvae begin feeding on alfalfa roots. In late fall (of year 1), hatched larvae burrow deep into the soil and remain for a full year (year 2), developing into adults. In spring of year 3, new adults emerge from the soil and begin the cycle again, by walking to a new host plant area to deposit their eggs. ASB eggs and young larvae can be transported in soil that is moved from one place to another. hey can be 'imported' onto your farm with gravel or topsoil, in hay from infested fields, on shared farm equipment, and in waterways.



Geospatial expansion of Alfalfa Snout Beetle through 2016. (Map from Dr. Elson Shields' www.alfalfasnoutbeetle.org.)

Fall is the easiest time of year to scout for affected alfalfa plants and to hunt for ASB larvae in a suspect field or pasture. In the spring and summer, ASB larvae live deeper in the soil profile and are therefore difficult to find. In the fall however, they move toward the soil surface and feed on alfalfa roots. To hunt for ASB, grab a spade and walk into an alfalfa or alfalfa-grass field. Before doing any digging, visually scan the field for areas with declining alfalfa plants or areas where alfalfa has disappeared. Using a spade, dig up a few plants that appear to be struggling and check the roots for signs of larval feeding. If there are patches within the field where alfalfa is gone, check a few plants at the margin of the affected area. Dig up individual plants and check the tap root for holes, channels or other signs of grub feeding. Healthy roots appear light colored and strong. Damaged roots will be darker brown, rough and may even look like a well-used woodpecker tree. Inspect the roots, but also look for ASB larvae or grubs in the soil around the roots. ASB larvae are about ¼ to ½" long, white with a reddish-brown head, and are legless. Larvae may be found in the soil near the roots or burrowed into the root or crown plant tissues. Plants with severely damaged roots will pull easily from the soil without using your spade.

If you do find ASB larvae in your field, corrective action is needed right away to get them under control. Without control, they'll spread to neighboring fields and pastures. To date, no chemical control is available for ASB. The only available controls for ASB are crop rotation and entomopathogenic nematodes. Rotation of alfalfa with non-host crops such as corn, small grains, and soybeans breaks the life cycle and reduces populations of ASB. Be aware however, that ASB may move into neighboring fields if alfalfa is nearby. In heavily infested fields, rotation crops should be present for 2+ years before reseeding alfalfa. ASB populations can be minimized by keeping alfalfa stands for only 3 years – the seeding year plus 2 production years. Adding a 4th or 5th year allows the beetle population to multiply to extremely high levels.

A native biological control method is also available. Entomopathogenic nematodes have been found to be effective at dramatically reducing populations to sub-economically important levels in Cornell research trials. Professor Elson Shields at Cornell has identified nematodes, native to Northern NY, which parasitize ASB and dramatically reduce their numbers. These nematodes have been applied to alfalfa fields throughout Northern NY and have persisted though rotations at levels which provide long-term control of ASB. Dr. Shields's lab is teaching farmers to grow and apply these nematodes to their own infested fields.

White, legless Alfalfa Snout Beetle larvae eating inside an alfalfa

ASB-resistant alfalfa varieties are under development at Cornell and are commercially available. It should be noted that resistant varieties alone are not enough to control ASB; nematode treatment is also needed.

Limit spread of ASB on your fields by cleaning all farm machinery thoroughly before moving it from an infested field. Store first-cut hay from infested fields for at least 2 months before moving it off-farm or onto a clean field. Only accept delivery of soil or gravel from clean sources.

Now is the best time to scout for ASB damage on your alfalfa fields. Contact a Regional Crops Specialist for assistance or to report an infestation (Mike Hunter: 315-788-8450, or Kitty O'Neil: 315-854-1218).

NNY Weather Summary for April 1st through August 31, 2017

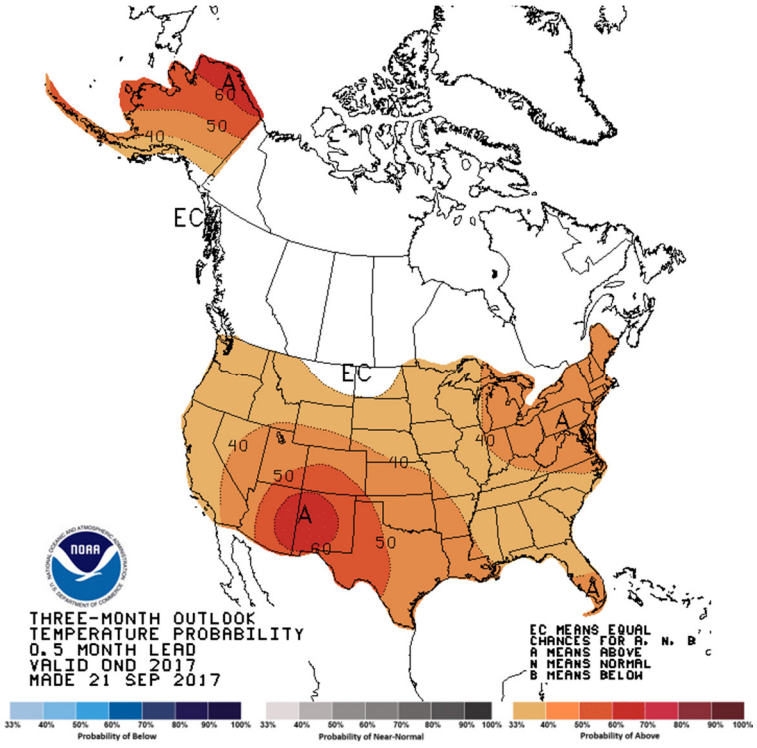
		- - - - - - - Accumulation Since April 1, 2017 - - - - - - -					
		- Precipitation, in -			- GDD Base 50F -		- GDD Base 40F -
County	Town/Village	Total	DFN	Days	Total	DFN	Total
Clinton	Champlain	23.87	+1.95	80(+11)	1756	-185	3075
	Ellenburg Depot	23.95	+4.17	92(+23)	1594	-177	2873
	Beekmantown	**18.89**	**-0.28**	78(+12)	1823	-142	3145
	Peru	19.17	+1.53	74(+9)	1852	-88	3185
Essex	Whallonsburg	22.10	+2.55	75(+9)	1881	-72	3232
	Ticonderoga	25.09	+4.08	74(+9)	**1907**	-149	**3258**
Franklin	Bombay	28.55	+8.06	82(+12)	1762	-116	3075
	Malone	26.44	+6.13	92(+22)	1724	**-23**	3036
	Chateaugay	29.78	+8.96	**97(+25)**	1666	-117	2958
Jefferson	Rodman	27.85	+8.90	74(+10)	1700	-189	3034
	Cape Vincent	23.15	+6.60	87(+24)	1631	-162	2954
	Evans Mills	29.71	+10.89	80(+18)	1756	**-255**	3106
	Redwood	30.51	+9.93	86(+19)	1665	-246	2985
	Antwerp	26.37	+7.45	**71(+9)**	1643	-202	2966
Lewis	Talcottville	22.31	+2.29	74(+10)	**1470**	-121	**2769**
	Martinsburg	29.25	+10.92	71(+10)	1661	-135	2986
	Carthage	27.75	+9.11	77(+15)	1656	-191	2985
St. Lawrence	Gouverneur	28.30	+8.44	84(+16)	1604	-150	2919
	Hammond	31.09	+11.08	83(+16)	1626	-149	2940
	Ogdensburg	31.44	+11.50	85(+15)	1717	-138	3031
	Canton	31.50	+10.68	85(+14)	1727	-142	3037
	Madrid	31.46	+11.21	84(+15)	1703	-144	3009
	North Lawrence	30.15	+9.06	89(+18)	1750	-152	3067
	Louisville	**33.34**	**+11.91**	93(+23)	1716	-108	3024
Average		27.17	+7.38	82(+15)	1708	-148	3027

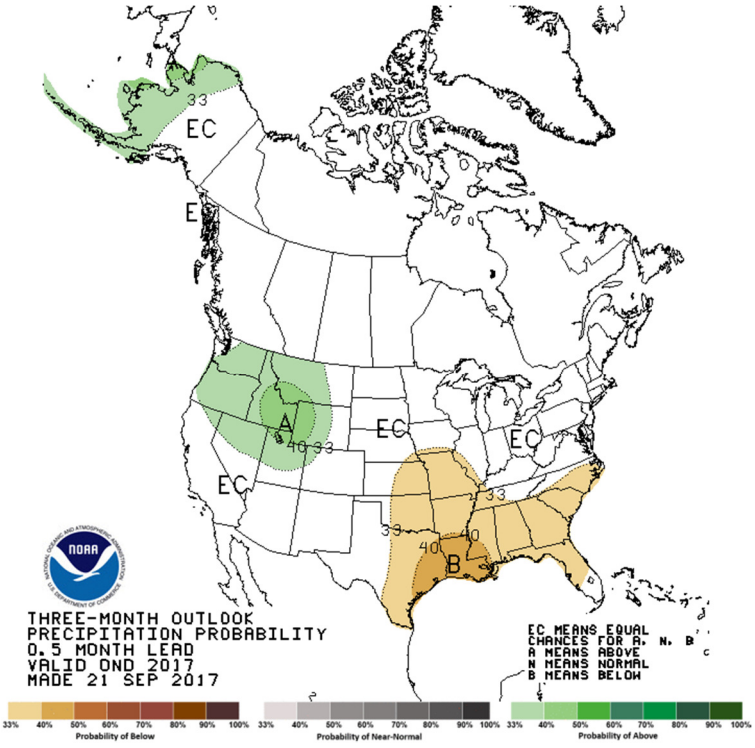
* Precipitation in inches, temperature in Fahrenheit, DFN = difference from 15-year average, Days = days with precipitation (difference from normal days with precipitation, in parentheses). Calculated from ACIS NRCC 2.5-mile gridded datasets. Highs and lows in each column are bold and highlighted red.

Wet and cool weather has been the common story across NNY this season, but some areas have been wetter or cooler than others. Clinton County has not seen quite as much rain as other areas while St. Lawrence County appears to be generally the wettest on average. The region has seen an average of 37% more rain and 22% more rainy days than normal. Every location listed has had more rainy days than typical and the range is from 9 more (+14%) to 25 more (+35%) than average. Rainy weather delayed planting most forage seedings and row crops this spring and has made hay and haylage harvest quite difficult across NNY all season. First cutting was delayed by a few weeks and it only got worse from there. Because of the difficult hay harvest options, many hay fields were mowed and chopped while still a bit wet, so ruts are a common observation across the region. NNY saw essentially no opportunity for making dry hay until late July and August, well beyond peak quality. Hay will be in short supply this winter and good quality hay will be even harder to find. More fields were left open this season as they were not fit to plant until beyond the acceptable time frame. Some forage seedings were planted beyond the latest recommended date of May 15, and are consequently poor stands with dense weed problems.

All locations remainat or below normal GDD due to extra cloudy and rainy days and below average temperatures. Combined with the late planting dates for grain and silage corn and soybeans, this low GDD accumulation often means reduced chances of a mature crop at harvest time, or at the first killing frost. Though a few small areas of NNY already saw a light frost on September 1, most areas have not yet frozen. Cool temps in late August slowed crop development but a hot spell in late September has helped may fields make significant progress toward maturity. Even with this late heat, most locations remain below normal GDD accumulations this year.

- Weather outlook for October-November-December is warmer than average with roughly normal precipitation (see maps below). NOAA's 3-month outlook maps show a greater than 50% chance of warmer than average temperatures for the Northeastern U.S., including NNY. Precipitation prediction is for typical rainfall or, more specifically, a tossup between above and below normal tendencies. We have had some late fall GDD, which has dramatically helped crop maturation. Full maturation will also depend on when we get that first hard frost.





Marketing Your Lambs and Goats at the Auction

By Betsy Hodge

When you sell animals at the auction you should assume you are selling them to the end market or for slaughter. If you want to sell breeding stock or pets, you should advertise them as such on Craigslist, on posters at the feed store, or through your breed association. There will be some people at the auction looking to bring home a sheep or goat, but most will be buying for the meat market. There are several types of auctions. In NNY, your local weekly auction is most likely geared to selling cull dairy cows. There are sometimes buyers there looking for a few sheep or goats, but not much competition to bring up the price. Our local auction in Gouverneur, Empire Livestock, is holding a special graded sale for sheep, lambs, goats, and kids. There are several of these types of sales (or at least specific sheep, lamb, and goat sales) around the state at the appropriate holidays and especially in the fall when most farmers are selling their spring crop of lambs. These special sales are advertised to lamb buyers and can produce some good prices for good animals (the right type for the holiday or time of year and generally healthy, well fed animals).

There is also a terminal market – a large auction where slaughterhouses and procurement come to buy lambs and goats. Often lambs and goats bought at the local sales are trucked to the terminal market and sold again. Our northeast terminal market is the auction in New Holland, Pennsylvania. They hold lamb sales on Mondays and Thursdays. You can check the prices at the Cornell Sheep Website (www.sheep.cornell.edu – click on "Links" and then on New Holland Monday sale prices). It is also interesting to follow the numbers of animals at the sale.

At sheepgoatmarketing.info (also a link at the Cornell Website) you can look at the ethnic calendar and see what types of lambs and kids are required at which holidays. Plan to send your animals about ten days before the holiday. Just keep in mind that sometimes there are too many animals sent on the holidays and the price can drop or there are so many animals there that it is kind of a zoo to unload.

Another strategy is to hold your lambs until January or February; if you lambs are born later in the year and you have the barn space, this strategy could pay off. The supply of lambs is much lower in January, February, and March, and you can get premium prices for nice lambs at that time of year. Of course, the weather can affect your trucking abilities, but if you can't make it one Saturday you might be able to go the next. You could also hold just your smaller lambs that look like they need a little more feed, assuming you can come up with enough numbers to make the trucking efficient when it comes time to move them. Trucks or trailers can hold between 50 and 250 lambs depending on the size of the vehicle.

In the past, Extension has organized some large truckloads of sheep and goats to go to New Holland at various times during the year. Now, many producers organize the trucking themselves and share trucking with other producers. I am happy to publicize the truckloads to help you recruit if you are setting up trucking or trucking your own and want to fill the trailer. It doesn't hurt to call ahead to either the local auction or the terminal market if you are bringing more than a few head and see if they think it is a good week to do so. They can also recruit buyers if they know what is coming in each week.

Our group normally trucked the animals on Saturday for the Monday sale at New Holland. The animals are more likely to get into good pens with water and hay if they are there before the sale. They will also get graded and sorted ahead of time when the staff is less tired.

There are costs to auction marketing. In direct marketing the cost is usually your time, whereas with the auction it is trucking, yardage, commission, and shrink. Trucking will range from $9-$18 depending on the size of the truck and how full it is. Yardage is the feed and care for your animals while they are at the sale barn and is usually less than $1. Commission runs from $5-$9 per head depending on the location. The commission goes to support the staff and buildings at the sale barn. They are handling many lambs and it takes a lot of work to run a good lamb and goat sale.

For most graded sales it is important to deliver your animals the day before the sale with their scrapie tags in place. The scrapie tags are unique to each farm and are free to you. I have the forms you need to fill out and send in to get them from the USDA. It takes a couple weeks so plan ahead. Getting your animals to the sale a day ahead allows the staff to get the grading and grouping done before the sale starts.

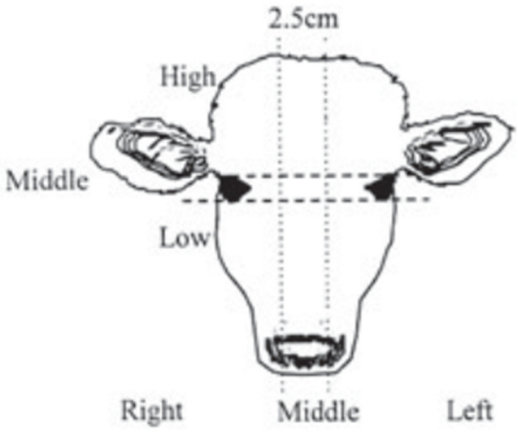
Auctions can be a convenient way to sell your lambs and goats if you are too busy or have too many to sell directly to consumers. Tatiana Stanton from Cornell University explains, “There is always a risk with timing, of course, and a lot of how successful you are at marketing at an auction has to do with how many serious buyers the auction has drawn, what supply is like versus demand, and how well your animals fit the market demand.” Using some common sense on timing and the types of animals you send will help you get the most return at the auction.

Cowlicks: An Indicator of Attitude?

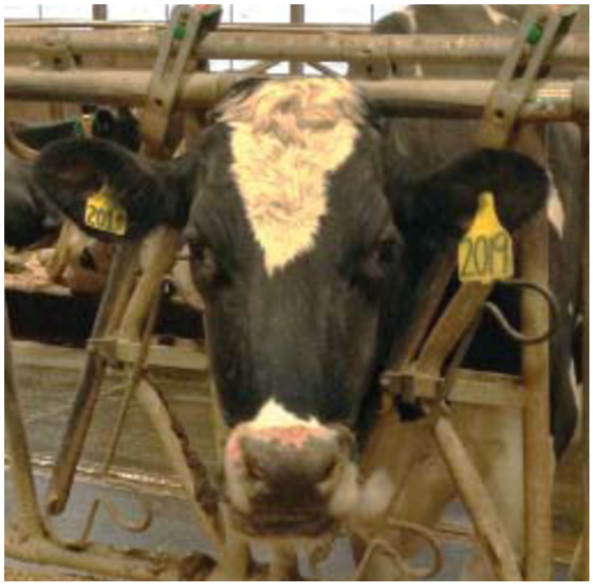
By Alyssa Couse , CCE Jefferson County

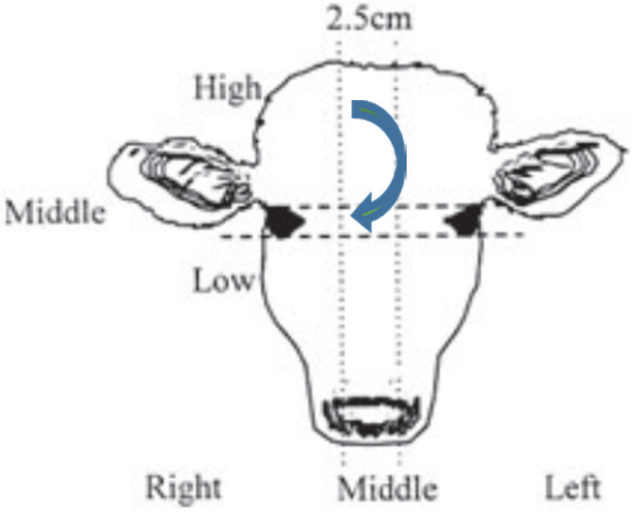
Wouldn't it be nice to be able to look at a calf and predict how it will fit into your herd in the future or how easily it might be trained to lead as a 4-H show heifer? Looking at the facial hair whorl, technically known as a trichoglyph, may be an easy visual indicator of cow temperament, reaction to novel environments, and even breeding soundness. It's hypothesized that facial hair whorl pattern and temperament are connected because hair follicles and skin develop from the same epithelium, or layer of cells, as the nervous system. The brain is the control center of the nervous system, so it is crucial for it to develop properly to allow the animal to function and behave normally. So is a normal facial whorl indicative of a well-developed brain?

Several studies have used facial hair whorls as a tool to evaluate temperament. Location on the face, shape, and direction of the whorl are important features to observe. Hair whorls are considered to be high if they are located above the eyes or low if they are below the eye line. You can note where the whorl is located laterally but it seems that its vertical location is the most useful. The ideal whorl to look for is one with a round epicenter that is centrally located between the eyes.

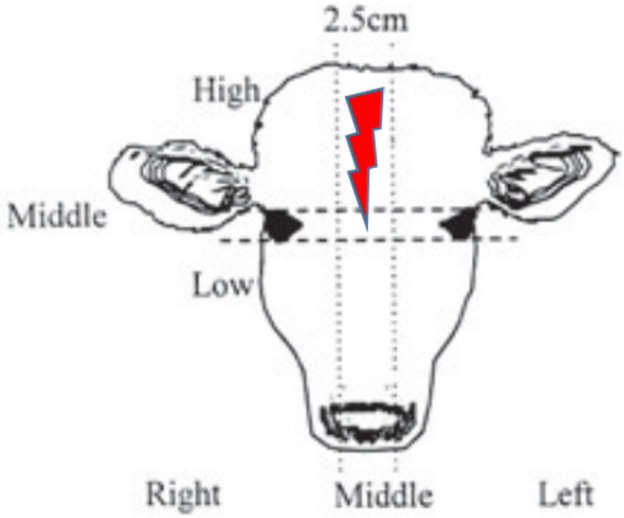


These cattle are the most likely to be calm, reasonable to manage and adapt well to novel environments. If a whorl is found higher on the face or is abnormally shaped, such as a lightning bolt shape, there is a greater chance the animal will be more excitable, nervous, and harder to manage than cattle with whorls between the eyes or below. The direction in which the swirl turns is typically clockwise, counter clockwise, or radial. Swirl direction has been associated with handedness in other species, like horses, but not cattle.





Betty is one of Miner Institute's most easy-going cows. Note the counterclockwise whorl right between her eyes.



Gump, another cow in Miner Institute's herd, is a more aggressive animal and has a zig-zag whorl.

Cattle that lack facial hair whorls entirely tend to be more aggressive and easily agitated than those with whorls. In addition to temperament, research is exploring what other predictions can be made using facial hair whorls. Research has shown that hair whorl patterns could also be a predictor of fertility and growth rate. It was found that bulls with a round whorl between the eyes were more likely to have high quality sperm. This is due to testicular development occurring around the same time as the hair follicle development of a fetus. Studies have also suggested that young cattle with higher whorls tend to grow faster. Heifers with high whorls have been shown to be significantly heavier than those with medial and low whorls after 360 days in age. While hair whorls are only one of many factors that may affect temperament, fertility, and growth, it is safe to say that this easily identifiable trait may provide important information when making culling decisions. Evaluating hair whorls can be done at any stage of life because hair patterns never change… and they are free of charge.

Alyssa Couse is the Agricultural Outreach Educator at Cornell Cooperative Extension of Jefferson County. She wrote this article as a Research Technician at The William H. Miner Agricultural Research Institute in Chazy, NY. It was published in the April 2015 edition of the Farm Report. She can be reached at: 315-788-8450 ext. 278, amc557@cornell.edu, or on Twitter @CCEJeffCoAg .

Dairy

ADANE Speaker's Bureau Helps Promote the Dairy Industry

By Lindsay Ferlito

The Speaker's Bureau is an organization through the American Dairy Association Northeast, which consists of farmers and industry representatives who sign up to speak with various community groups and help share the dairy story with those who are not familiar with the industry. Regional Dairy Specialist Lindsay Ferlito is one of these representatives.

Lindsay recently presented to a "moms and tots" group down in Syracuse that was curious about dairy and wanted to learn more. The group was very receptive, and asked good questions about practices on dairy farms. Additionally, they were very excited when Lindsay explained to them that most dairies will host visitors and they could probably get on a real farm in their community. The group organizer stated it was a "very interesting presentation". Further, she noted the presentation was informative and addressed the group's areas of interest or concern in the community.

The Speaker's Bureau gives farmers and industry representatives the opportunity to talk face to face with consumers and directly answer any questions they have from animal care and milk quality to environmental sustainability and GMOs. For more information or if you are interesting in becoming a member of the Speaker's Bureau, please contact Lindsay Ferlito, lc636@cornell.edu, or 607-592-0290.

PRO DAIRY
Education & Applied Research
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Cornell CALS PRO-DAIRY &
Cornell Cooperative Extension

Feeder School

2 Days of On-Farm Training
10 AM to 3 PM

Includes classroom (morning) and on-farm activities (afternoon)

Who Should Attend:

- Those who are currently feeding dairy cows and want to learn more about the how and why of what they're doing.
- Those who are interested in becoming a cow feeder and want to increase their knowledge of cow feeding.
- Anyone interested in learning more about how to improve the feeding process on their farm.

Topics Covered During the Two Day School:

- Feeder's impact on the bottom line.
- Rumen physiology - What every feeder should know.
- Nutrition - Impact of feeders on the ration.
- Dry matter monitoring.
- Basic bunk silo management.
- Packing density and preservation.
- Feed bunk management.
- TMR audits.
- Troubleshooting mixer wagons.
- Safety considerations for feeders.

Presenters:

- Jerry Bertoldo DVM, Betsy Hicks, Dave Balbian, Libby Eiholzer, Lindsay Ferlito, and Kelsey O'Shea: Area Dairy Specialists with Cornell Cooperative Extension, Cornell University.
- Kathy Barrett, Dairy Education, Cornell PRO-DAIRY.

Registration is $75.00 and includes 2-day school, lunches, and all materials.

Register online at:
https://reg.cce.cornell.edu/2017FeederSchool_10512

Cornell CALS
College of Agriculture and Life Sciences

Oct 31 and Nov7 CCE
Learning Farm
Canton, NY

Nov 1 and Nov 8
Miner Institute
BERC Auditorium
Chazy, NY

For more information contact:
Tatum Langworthy
tlm92@cornell.edu
315-788-8450

Cooperative Extension
North Country Regional Ag Team

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar 10 days prior to the event.

Does clinical mastitis in one quarter increase the risk of subclinical mastitis in another quarter?

By Kimberley Morrill

Mastitis is generally classified as clinical or subclinical based on the degree of inflammation in the mammary gland. Clinical mastitis is characterized by visual abnormalities in the milk (flakes, clots, or watery appearance) and/or the udder (hot to the touch, swelling, and sensitivity). Cows with clinical mastitis often show systemic symptoms including fever, dehydration, and going off feed. Subclinical mastitis is when the mammary gland is inflamed and the milk and cow do not show visual signs of infection. Although milk appears normal, subclinical cows often produce less milk, with a high somatic cell count (SCC). These cows can also be a source of infection for herd mates.

Clinical mastitis is an expensive disease in the dairy industry ($200 to $400 per clinical case). The most common approach for treatment and management of cows with clinical mastitis is to focus efforts on the quarter(s) with abnormal milk and signs of inflammation, disregarding quarters with visibly normal milk. Current recommendations for pathogen-based mastitis treatment protocols result in a decrease in antibiotic use and increase in saleable milk, focusing on the quarter(s) with abnormal milk. However, we need to ask ourselves,

"is the clinical infection just the tip of the iceberg"?

Previous research estimates that 67% of cows that have a quarter with clinical mastitis also have a subclinical infection in a different quarter. Treating only the clinical quarter (hopefully) cures only the infection in that quarter. The subclinical infection in the other quarter(s) remains untouched. While the cow may self-cure, it's more likely that she will continue to have a high SCC and lower production. If the quarter does not self-cure she may develop clinical mastitis in the quarter or be a chronic offender on the high SCC list.

Detecting subclinical mastitis is a challenge as there are no visible abnormalities to the milk. Somatic cell count is the most common method to determine if a mammary gland is infected. A monthly DHI sample analyzed for SCC will provide you with individual cow data, but not individual quarter data. Cowside, a producer can use a CMT paddle to evaluate milk quality at the quarter level and potentially identify subclinical infections prior to it becoming a clinical infection. Additionally, producers can submit milk samples to be analyzed for pathogens. Failure to identify, and properly

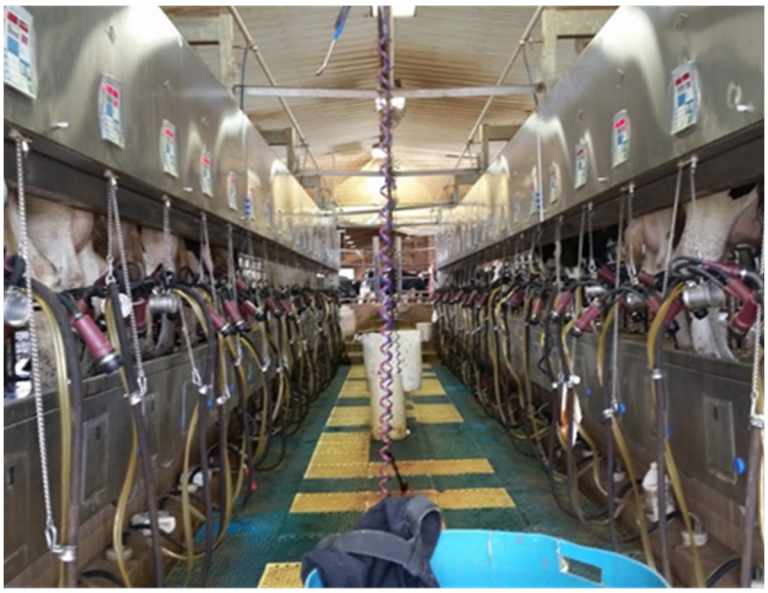
treat, subclinical infections can lead to poorer quality milk, lower production, and a loss of income to the producer.

In 2016, the Northern NY Agriculture Development Program (NNYADP) funded a teat dip trial. During this study, 15 clinical events were recorded and all four quarters (clinical and nonclinical) were sampled and submitted to Quality Milk Production Services (QMPS) for microbiological culture. Of the 15 clinical quarters, seven resulted in a positive culture indicating mastitis pathogen presence. Of the 45 clinically "normal" quarters sampled, 19 quarters (45%) had a positive culture result and were classified as having a subclinical infection. Nine of the cows had negative culture results from the clinical quarter and would not have been treated using current pathogen-based treatment recommendations. In addition, 4 cows with a clinical mastitis quarter also had mastitis pathogens in additional quarters and would have potentially benefitted from treatment in those subclinical quarters.

If subclinically infected quarters in cows with a case of clinical mastitis have major mastitis pathogens present that would benefit from antibiotic therapy, it is important to assess the risk of infection and determine the most economical approach for the farm to screen for these infections.

We are currently wrapping up a follow-up study (funded by the NNYADP) focused on evaluating the risk of subclinical mastitis in quarters of cows with clinical signs of mastitis in another quarter in comparison to animals that do not have clinical mastitis in any quarter (control group). Our hypothesis is that cows with clinical mastitis in one quarter are at a higher

risk of subclinical mastitis in otherwise normal quarters when compared to a healthy control group. Additionally, we will be assessing the risk for subclinical quarters to remain chronically infected with a high SCC, which may explain why some cows do not achieve “clinical cure” or low SCC after treatment of clinical quarters. We look forward to analyzing the data and sharing the results with you in the near future.



Harvest NY

Do We Need More Packing Plants in Northern New York?

By Mackenzie Waro

This is the million dollar question when it comes to the North Country. For the past eight months, I have been traveling throughout New York, interviewing all USDA Packing Plants (Slaughter Houses). During these visits, the plants were asked questions regarding the plants’ processing capacity, what livestock species they process, how far their producers travel to deliver animals, labor constraints, and many, many more questions. Each respondent was asked over 100 questions, and some interviews took up to 3 hours to complete. Once this data is compiled, analyzed, and reviewed, I will set up meetings and invite all of you to join me while I help answer the million dollar question, “does the North Country need more packing plants?” Stay tuned for future articles regarding information about the collected data from the survey.

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 Enterprise Analysis.

Enterprise analysis – This form of analysis is defined as focusing "on understanding the needs of the business as a whole, its strategic direction, and identifying initiative that will allow the business to meet those strategic goals". This analysis involves examining individual sectors of your business and evaluating how each would operate, independently from one another, to identify the strongest and weakest areas of your business.

Example: Within a dairy farm there can be multiple business sectors; the most common are the milking or cow portion of the operation and the crops portion of the operation. In addition, a dairy farm may sell crops or do some maple syrup, all of which utilize the same equipment or resources from the business as a whole.

Steps to completing an enterprise analysis:

1. **Define the business need** – Most often in the case of dairy farms or livestock operations, the most critical need for the business is to be more profitable. In some cases the need is to be more efficient, or to diversify to improve profits. Once the businesses are divided so that the owner can see their profitability individually you can go on to the next step.
2. **Asses the capability gaps** – This portion of the analysis looks at the results critically and assesses what needs to be done to meet the defined businesses need. So if the dairy farm's need is to be more profitable, and they complete the analysis to find that they are losing money by growing their own feed, they can then assess if they have the capability to improve the crop operation or to purchase feed instead.
3. **Determine the solution** – Once capability gaps have been looked at, then solutions can be proposed and formulated based on those limitations or gaps. Solutions should look closely at the business environment, assumptions made, constraints, and risks.
4. **Define the scope of the solution** – This is where SMART goals come in; make sure you have a budget, time, and quality constraints that guide the implementation of the solution.
5. **Determine the impact of the solution** – From initial analysis be sure to project how the changes will achieve the business need by cutting costs, improving profitability, or increasing efficiency. This will allow you to compare your progress while you are implementing the changes.

New I-9 Form

Effective 9/18/17, you must use the new I-9 form from USCIS when hiring new employees. You can download the new form at https://www.uscis.gov/i-9.

NEW YORK Women of Agriculture CONFERENCE

KEYNOTE SPEAKERS

Amanda Freund
CO-OWNER/OPERATOR
Freund's Farm, CowPots® and Freund's Farm Market & Bakery
Third-generation dairy farmer in northwestern Connecticut

Julie C. Suarez
ASSOCIATE DEAN FOR GOVERNMENT & COMMUNITY RELATIONS
College of Agriculture & Life Sciences
Cornell University

TOPICS INCLUDE

- Learning key communicating techniques
- Negotiating issues/challenges effectively
- Addressing current industry issues
- Building connections and networking

FRIDAY
NOVEMBER 3, 2017
Registration 8 a.m.
Conference 9 a.m. to 4 p.m.

Double Tree (by Hilton)
6301 State Route 298
East Syracuse, NY 13057

FARM OPS

NYS Women Veterans:
Scholarships are available to support registration, as well as hotel and/or mileage.

To stay up to date, find us on Facebook by searching "NY Women of Agriculture Conference." Visit our website and register at http://tinyurl.com/yd6ab7b5

CORNELL small FARMS PROGRAM

NYS AGRICULTURAL MEDIATION PROGRAM

FARM CREDIT EAST

COBANK

NY FARMNET

Cornell University Cooperative Extension

NEW YORK WOMEN OF AGRICULTURE

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.**

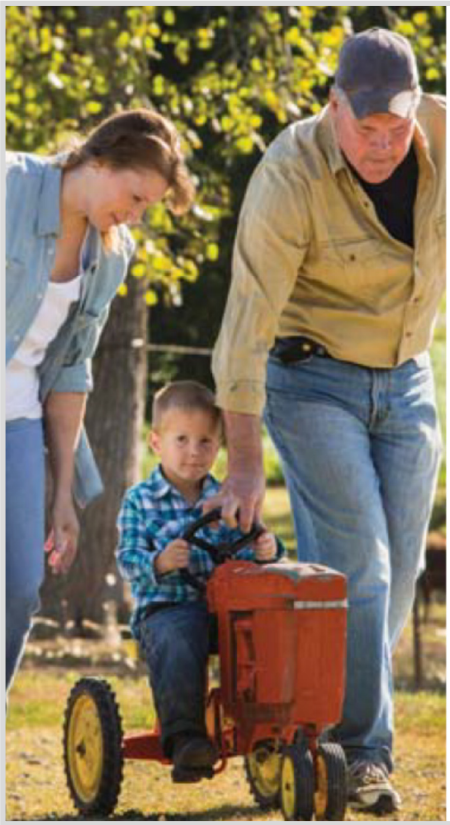
United States Department of Agriculture
National Agricultural Statistics Service
Northeast Regional Field Office

NASDA

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



Classifieds

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.

FOR SALE: Small square bales for horses. Call for price. 518-358-2176.

Farm Machinery, Equipment, and Supplies

FOR SALE: Delaval 2 inch pipe line, 2 Patz gutter cleaners (counter clock-wise), 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 the North Country 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.

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

What's Happening in the Ag Community

Lewis County Family Farm Day, October 7, 10am-3pm, Beller Farms, 10639 State Route 126, Carthage
Cut & Cook: PIG Workshop, October 18-19, 2017, visit www.grrlsmeatcamp.com/events.html to sign up
PRO-DAIRY Feeder School, see page 13 for more information
New York Women of Ag Conference , November 3, 2017, see page 17 for more information
St. Lawrence County Dairy Day Program, December 13, 2017, Canton
Franklin County Dairy Day Program, December 14, 2017, Malone
Save the Date - Cow Comfort Conference, February 6-7, 2018, Syracuse