Cornell University Cooperative Extension
SCNY DAIRY & FIELD CROPS TEAM
BROOME - CHEMUNG - CORTLAND - ONONDAGA - TIOGA - TOMPKINS
Newsletter
January 2018

2018 Winter Crop Meeting

Topics & Speakers

- **Phosphorus and the Watershed Revisited: 2017 Harmful Algal Blooms and where do we go from here?**
- *Karl Czymmek, Nutrient Management Specialist, PRODAIRY*
- **Whole Farm Mass Nutrient Balances.** *Dr. Quirine Ketterings, Cornell Nutrient Management Spear Program*
- **Crop Insurance Considerations**
- **Cornell University Corn Silage Trial Results** *Joe Lawrence, Forage Specialist, PRODAIRY*
- **Weeds at Our Doorstep.** *Dr. John Wallace, Professor of Weed Science, Horticulture Section, CU*
- **Defining Yield Stability Zones from Corn Yield Data.** *Dr. Quirine Ketterings, Cornell Nutrient Management Spear Program*

Wednesday, January 24

Ramada Inn
2310 N. Triphammer Road
Ithaca

9:00 am
Registration & Trade Show
10:15 am - 3:30 pm
Program

CCA & 2 DEC
Pesticide Recertification Credits In Application

Cost: $30/Includes Lunch

Registration Information:

Call Janice at 607.391.2672
or email jgd3@cornell.edu

Or online at http://scnydfc.cce.cornell.edu

INSIDE THIS ISSUE:

We are pleased to provide you with this information as part of the Cooperative Extension Dairy and Field Crops Program serving Broome, Cortland, Chemung, Onondaga, Tioga and Tompkins Counties. **Anytime we may be of assistance to you, please do not hesitate to call or visit our office.** Visit our website: http://scnydfc.cce.cornell.edu and like us on Facebook: https://www.facebook.com/SCNYDairyandFieldCropsTeam.

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We put knowledge to work in pursuit of economic vitality, ecological sustainability, and social well-being. We bring local experience and research-based solutions together, helping our families and our community thrive in a rapidly changing world.

Building Strong and Vibrant New York Communities

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

"Each New Year, we have before us a brand new book containing 365 blank pages. Let us fill them with all the forgotten things from last year….the words we forgot to say, the love we forgot to show, and the charity we forgot to offer." -Peggy Toney Horton

Caring for Calves in Cold Weather – Are you doing all you can to keep calves healthy and growing?

By: Betsy Hicks, Area Extension Dairy Specialist

Winter came in all of a sudden this year – in early December, we had some seriously cold nights followed by a damp southeast breeze that seemed to blow for ten days straight. During our mild fall, I think most people had a good opportunity to prepare for the cold weather, but it never hurts to take a few minutes to think critically about how we're caring for our calves in cold weather. Spring is still a long way away!

Care At Birth

Is the calving area clean? Is there ample bedding to keep the calving area clean and dry while the calf is with the dam? If you're putting calves in an empty trough or tub to let the cow lick the calf, are you able to clean this effectively between calves? Is the calving area cleaned between births?

When is the last time you've replaced your dip cup for navels? Many farms find it useful to purchase plastic or paper drinking cups and use one per calf.

Is there ample colostrum or replacer on hand to ensure each calf is getting a gallon within an hour of birth?

Is the colostrum able to be kept at least at 102 degrees by the time the calf consumes it?

Are there ample clean and dry cloths to dry the calf off before being put in her hutch or other calf facility? If not drying via cloths, is there access to a clean warming crate or hot box to dry her coat completely?

Are calf jackets clean and dry? Is there an ample supply to keep up with calvings? Is she getting her jacket put on over a dry hair coat?

Care in the Calf Facility or Hutch

What's your bedding nesting score (NS)?
A NS 3 is ideal, in that calves are able to nest within bedding and the entire leg is covered while laying down. This is not achievable with just shavings or sawdust.

A NS 2 may also be ok as long as calf jackets are being used. A NS 2 means just the lower part of the leg is covered. This could mean less bedding or using sawdust or shavings plus a calf jacket.

A NS 1 means that when the calf is laying down, the entire leg and hoof is visible and no jacket is used. This is not advisable in winter temperatures, as the calf has to use more energy to keep warm.

When using sawdust or shavings, you will never achieve a NS 3. Adding a calf jacket and keeping bedding dry will allow a NS 2.

For every degree below the thermoneutral zone (for calves less than a month old, this is 50 degrees), the energy requirement of the calf increases one percent. At a minimum, most calves should be drinking two gallons of milk per day to properly combat cold. Some producers prefer to add a third feeding to spread out the volume, while others add volume to both feedings. My preference is to do three feedings to begin with, and also increase the volume during cold weather.

Take off your jacket and spend 20 minutes to a half hour in the newborn calf's new hutch or calf facility. If you're uncomfortable, she probably will be experiencing cold stress. More bedding, removing drafts and adding calf jackets should all be considered.

Feeding water is a hassle in the winter, but offering warm water (over 100 degrees) immediately after feeding milk for an hour is still a viable option. Calves that are eating starter will increase starter intake with water present. Young calves may also drink some warm water – we may not notice the amount as well use pails that are well over a gallon sized – but even if she only consumes a pint either end of the day, it will help keep her hydrated.

Starter should be offered free choice no matter the time of year to encourage intake. Newborn calves don't need a full pail to start with – a couple handfuls to get them interested in the texture and taste will suffice, plus it's easier to see if they've eaten any and it's much easier to keep fresh without being wasteful.

What's the air quality like? We don't want drafts, but we definitely need calf facilities to be properly ventilated so the proper air exchanges can occur. To determine if you're getting enough fresh air into your facility, we can go through some simple math. Numbers we need include barn dimensions, number of calves in the barn, and any fans.

Continued on Page 4

Continued from Page 3

Care from the Calf Team

Is your whole calf team on the same page with standard procedures during the cold weather? This includes relief feeders as well. Calling a calf team meeting to go over the details ensures that everyone has a chance to ask questions or bring up concerns.

Does everyone know how to use the Calf Health Scoring Chart from University of Wisconsin? (https://www.vetmed.wisc.edu/dms/fapm/fapmtools/8calf/calf_health_scoring_chart.pdf) Is there a way to individually track calves between feeders so that everyone knows the health of each calf?

Are treatments documented in a set place where the appropriate personnel can access them easily?

Have SOP's been developed with the herd veterinarian in the case of disease outbreaks? Have you discussed treatment protocols in conjunction with the Calf Health Scoring Chart?

Quick Checklist for Calf Area

⇒ Colostrum reserves – do you have enough? Are bags of colostrum replacer out of date?

⇒ Getting wet calves dry – can you build a hot box? Do you have enough terry cloth towels to help dry calves off before putting the calf jacket on?

⇒ Air – is ventilation up to par? Are there drafts?

⇒ Bedding – are calves clean and dry?

⇒ Calories – are calves getting enough energy through their milk to stay healthy and grow?

⇒ Calf Jackets – do you have enough? Do you have a way to wash them between calves? Check them once a week to make sure they fit the calf properly.

⇒ Spot check calf protocols – has something changed in your calf program since last winter?

⇒ Do all calf feeders know the protocols for winter?

⇒ Are you tracking incidence of respiratory disease and using the Calf Health Scoring Chart?

⇒ Have you discarded old/cracked/worn out calf feeding equipment?

⇒ Have you took the time to experience the calf's environment as she feels it?

Join Us for A Discussion of No-Till Practices and Innovations

Featuring: Jim Hershey, President of the Pennsylvania No-Till Alliance

WHEN: Thursday, January 11 **TIME:** 4 PM – 6 PM

HOST: John Fleming, Walnut Ridge Dairy

31 Holden Road, Lansing 14882

We will meet in the Conference Room over the Rotary Parlor

Come as you are! Barn clothes are fine.

Please RSVP to Janice if you plan to come.

Please join with other no-tillers to share experiences. Jim Hershey has been practicing no-till for 25 years+ and cover cropping for 15. He owns and operates a 600 Ac livestock and grain farm located in Elizabethtown, PA & has been operating a Crop Mgt Service that covers several thousand acres. Jim recently installed a ZRX roller on this corn planter to be able to roll and plant into green cover. This has helped reduce weed pressure, less herbicide, build organic matter while conserving moisture and nutrients.

Managing Inventories – Planning for Forage Needs Throughout the Winter

By: Betsy Hicks, Area Extension Dairy Specialist

January 1, by the calendar, is the fresh new start for the year. In reality, though, farmers don't operate on a calendar basis, we work around the growing season. What is put up during the growing season is what we have to work with until that calendar page says May. Tracking inventory of forage throughout the winter can really give some insight on the use of feed and can help formulate a plan for using up marginal feed and prolonging quality feed without drastic changes to the diets.

There are a few things we need for determining forage inventory. Accurate pile dimensions of what feed is there are critical, but most often, the piece I see guessed at when talking about inventory is density. Rarely can we accurately assess packing density by visual means, but we can certainly measure the density by using a forage probe. If you've attended Feeder School, you might have seen us demonstrate the usage of the probe. We can accurately measure density of a pile of feed at various locations and come up with a fairly good representation of what the pile is in terms of density. If you'd like the team to come out to assess density with the forage probe, let us know.

Another way of determining inventory of a pile of forage is by using the "Bunker Silo Density Calculator", developed by Dr Brian Holmes. This spreadsheet is designed to calculate both as fed and dry matter density of silage stored in a bunker silo. It can be found at https://fyi.uwex.edu/forage/harvest/#inventory and is also available in Spanish. You'll need pile dimensions, but you'll also need to know tractor weights used for pushing and packing the pile when it was harvested. The team has truck scales to determine your tractor weights if you're not sure.

A method discussed during Feeder School training is really quite simple, but requires some note keeping. Producers will mark the walls of a bunk and use feed software or hand track amounts of feed fed during a month to determine density and inventory. This is a very visual reminder to the feeder as they work their way back in a bunk and can be a source of discussion if the pile appears to be disappearing faster than anticipated.

With any of the methods you use to determine your inventory, you can use the fact sheet located at http://www2.dnr.cornell.edu/ext/EDEN/Determining%20Your%20Current%20Forage%20Inventory.pdf to help you through the math. The dry matter capacity of Tower Silos is also included on this sheet. You can also use the Dairy Herd Forage Inventory Worksheet at https://ansci.cals.cornell.edu/sites/ansci.cals.cornell.edu/files/shared/documents/ForageInvWorksheet.pdf to help you keep track of what is in storage. Taking it a step farther, you can use the Dairy Herd Forage Needs Workshop https://ansci.cals.cornell.edu/sites/ansci.cals.cornell.edu/files/shared/documents/FeedNeedsWorksheet.pdf and Dairy Herd Forage Needs and Inventory Balance Worksheet https://ansci.cals.cornell.edu/sites/ansci.cals.cornell.edu/files/shared/documents/ForageNeedInventBal.pdf to determine if you will have enough feed or will have to purchase feed to make it to the next growing season based on the number of animals you are feeding on your farm.

If you'd like help determining your forage inventory, give the team a call. We'd be happy to help you define this number. It's always easier to make changes in forage usage earlier rather than later, and gradual changes are much easier on our cows. Don't delay – you will be happy to have the information!

Dairy Herd Forage Needs Worksheet

Group		(A) Number of Animals	(B) BW, lbs.	(C) Forage DMI,% BW	(D) Daily Forage DMI, lbs./cow (B*C/100)	(E) Days in Period	(F) Total Forage DM, lbs./cow (D*E)	(G) Total Forage DM, Tons/cow (F/2000)	(H) Feeding Loss, %	(I) Adjusted Forage DM/ tons/cow ((100+H)*G)/100	(J) Group Forage DM, tons (A*I)
Milking											
Dry											
Calves	< 2 months										
Heifers	2 – 12 months										
Heifers	>12 months										
Total											

The Major Influencer of Cash Flow Mechanics. Focus on total pounds of milk produced, not milk per cow, for positive cash flow.

By: Virginia A. Ishler, Extension Dairy Specialist, Penn State Extension
Source: Dairy Sense—https://extension.psu.edu/dairy-ense-the-major-influencer-of-cash-flow-mechanics

Production perspective:
If ten consultants were asked to name their top influencer to a positive cash flow, there would probably be ten different answers. It is human nature to draw from one's area of expertise whether it be as a nutritionist, agronomist, economist, or another specialty. The ten responses may not be incorrect, but they may not be the most significant factor affecting the cash flow and breakeven cost.

The first place most people draw their attention to is the average milk production per cow. This is definitely **not** the best measure for determining a profitable herd. If a dairy has 200 stalls and is only milking 180 cows averaging 80 pounds, then those cows have to pay not only for their stall but the unoccupied 20 stalls as well. Even though this average production would be considered good, in this situation the income generated would probably not cover all the overhead expenses, especially if breakeven costs of production are between $18.00 and $20.00/cwt.

In the above scenario what would be the best approach to improve the herd's cash flow: increase the average production per cow or fill the vacant stalls? If this herd needs 5.8 million pounds to cash flow, then adding 20 cows that average 25,000 plus pounds of milk is the better approach. If this herd tried to keep the cow numbers the same, then production would need to increase to 88 pounds on average per cow per day to achieve the same annual pounds of milk sold. Increasing production per cow by 8 pounds per day can be a difficult goal to achieve.

Now for the other parts of the equation – expenses. The first question should be why are the cow numbers low? Is this because reproduction is broken or is it due to a problem in the heifer program? These underlying problems greatly impact the profitability of an operation. Purchasing 20 cows is the "Band-Aid" solution and is not always ideal because of biosecurity issues and the initial outlay of funds to buy the cattle. It is more prudent to correct the management issues on the farm compared to purchasing potential problems.

Another management problem affecting this scenario could be inadequate feed inventory and thus the lower number of lactating cows. The bottleneck could be the cropping program where the farm is not raising enough forages. Purchasing additional forages and supplements is the "Band-Aid" for feeding the added 20 cows. This could challenge the cash flow negatively as well. The underlying problem may be inadequate forage inventory to maintain the needed 200 milking cows. Examining strategies to maximize land usage to meet the feed requirements of the herd would be the better long-term approach.

Ultimately the key to maintaining a positive cash flow and low breakeven cost per CWT is identifying strategies to sell the total pounds of milk needed. This number is going to vary depending on the farm's unique combination of resources and limitations. Errors in projected cow numbers when making plans can change a positive cash flow to a negative much faster than focusing on the average milk per cow. While both numbers are important, focus on hitting the goal of marketing the annual total pounds of milk needed first, then fine-tune the operation by working on the milk per cow goal.

Action plan for determining the herd's projected cow numbers

Goal – Determine the number of animals projected to calve and dry off for the upcoming 9 months.

- Step 1: Using Dairy Comp 305 or PCDART, project the number of heifers and cows to freshen over the next 9 months.
- Step 2: Evaluate the reproductive performance of the mature cows and heifers to ensure an adequate number of lactating cows/heifers throughout the year will be available.
- Step 3: Examine current inventories of all forages and work with a consultant to incorporate cropping strategies to improve forage inventories for the year.
- Step 4: Using the Penn State Excel spreadsheet or fillable pdf form, project a cash flow plan for the upcoming year using realistic cow numbers, production, and milk price.
- Step 5: Use this information during profit team meetings with the appropriate advisors.

Economic perspective:
Monitoring must include an economic component to determine if a management strategy is working or not. For the lactating cows income over feed costs is a good way to check that feed costs are in line for the level of milk production. Starting with July 2014's milk price, income over feed costs was calculated using average intake and production for the last six years from the Penn State dairy herd. The ration contained 63% forage consisting of corn silage, haylage, and hay. The concentrate portion included corn grain, candy meal, sugar, canola meal, roasted soybeans, Optigen, and a mineral vitamin mix. All market prices were used.

(Cont. on p. 10)

2018 Cow Comfort Conference

The Latest Research in Cow Comfort

February 6-7, 2018

Holiday Inn

441 Electronics Parkway

Liverpool, New York 13088

Save $$ w/ early registration!

https://reg.cce.cornell.edu/cowcomfortconference2018-2-2_10512

Speakers Include:

- Dr. Katy Proudfoot, Ohio State University
- Dr. Trevor DeVries, University of Guelph
- Jason Karszes, Cornell University
- Curt Gooch, Cornell University

Topics Include:

- The importance of maximizing cow comfort and the role of animal welfare in the dairy industry
- Preparing for the worst (animal abuse allegations and emergencies)
- Cow comfort and economics of robotic milking herds
- Cow comfort in the maternity pen
- Cow cooling vs. barn

Cornell University Cooperative Extension
North Country Regional Ag Team

Cornell University
Cornell Cooperative Extension
South Central New York Dairy & Field Crops

Herd Manager Training

2 Day Course with Classroom and Hands-On Learning

Topics Covered:

* Transition Cow Health and Facilities
* Antibiotic Stewardship & Protocols
* Cull Cow Management
* Body Condition Scoring through Transition
* Cow Health Physical Exams
* Individual Cow Case Studies & Decisions

Dates: March 15th & 22nd, 2018

Time: 9:30 registration, program 10-3

Cost: $75, includes materials and lunch both days

Location: 3/15 - Venture Farms (tentative)

3/22 - Riverside Dairy (tentative)

Registration: Call Betsy at 607.391.2673, email bjh246@cornell.edu or register online at:

https://scnydfc.cce.cornell.edu/events.php?date=01_2018

Dairy Situation and Outlook 2018

Bobb Cropp, Professor Emeritus University of Wisconsin Extension (Dec 18,2017)

USDA estimated November milk production at 1.0% higher than a year ago. If December has a similar increase, the year will end up with 215.4 billion pounds of milk, 1.4% more than 2016. But, leap year adjusted the increase would be 1.7%. This is a lot of milk considering milk production increased 1.6% (leap year adjusted) in 2016. This strong milk production is putting downward pressure milk prices. The November increase was the result of 0.6% more cows and just 0.5 % more milk per cow.

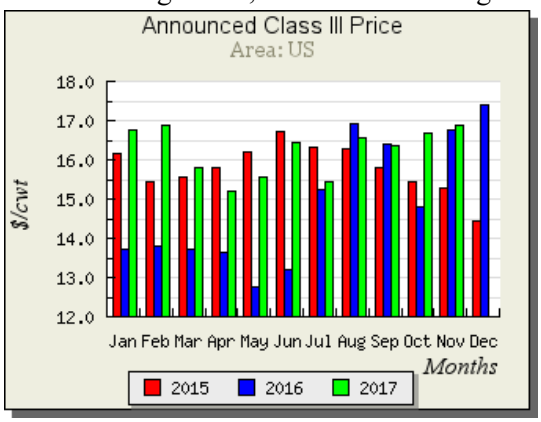
Milk production changes in the major milk producing states overall slowed from changes in recent months. In the West Arizona had a strong increase of 4.3%, but production was down 1.1% in California and 0.6% in Idaho with New Mexico up 2.0% and Texas up 5.9%. In the Midwest Iowa had a relatively strong increase of 3.7%, but Minnesota was up just 1.5% and Wisconsin up 0.9% with no change in South Dakota. In the Northeast, production was down 0.3% in New York, and up 2.2% in Pennsylvania and 2.2% in Michigan.

The price of butter, cheddar cheese, dry whey and nonfat dry milk have been declining in December. Butter averaged $2.22 per pound in November and in December did stay in the $2.19 to $2.26 range up until now with today's price $2.21. December cheese prices have been quite volatile with a lot of trading on the CME. Barrels averaged $1.67 per pound in November and ranged from $1.54 to $1.67 in December, but decline $0.10 today to $1.48. The 40-pound block price which averaged $1.66 per pound in November has fallen sharply to now $1.45. Dry whey which was as high as $0.53 per pound last April is now about $0.28. That price changed dropped the Class III price about $1.50. Nonfat dry milk averaged $0.72 per pound in November and has dropped to a historic low of $0.6475.

Higher production of dairy products has led to ample stocks. Compared to a year ago, October butter production was 2.6% higher, cheddar cheese 4.1% higher, total cheese 1.7% higher and nonfat dry milk 6.5% higher. Increased cheese production this year increased dry whey production 8.2%. Butter stocks did decline 14% September to October and were 3.7% lower than a year ago. October dry whey stocks were 57.1% higher than a year ago and nonfat dry milk stocks 31.8% higher.

When milk production increases well above 1% strong domestic sales along with good dairy exports are required to hold up milk prices. Latest export data are for October. While nonfat dry milk/skim milk powder exports ran well above year ago levels from the last half of last year through July of this year, they have fallen lower since due to strong competition from both the EU and Canada exports. October exports were 34% lower than a year ago. The loss of exports has pushed nonfat dry milk prices to now a historic low. Cheese exports have slowed but October exports were still 9% higher than a year ago. Butterfat exports were 13% higher and dry whey exports 9% higher. On a total milk solids equivalent basis October exports were still 15.2% of U.S. milk production and 14.3% year-to-date.

The Class III price was $16.88 in November, the high for the year, and will fall to near $ 15.45 in December. This will make the average for the year about $16.20 compared to $14.87 last year. The November Class IV price was $13.99 and will fall to near $13.60 in December. The average for the year will be about $15.15 compared to $13.77 last year. So while milk prices were not the greatest, 2017 was still a big improvement over 2016.



But, milk prices do not look good going into 2018. USDA is forecasting a relatively strong increase in milk production at 1.7% higher. Good domestic sales and higher dairy exports will be required to hold up milk prices. The economy is showing strength, the Consumer Confidence Index continues to improve and the Restaurant Performance Index is showing some improvement, all positives for improved domestic sales. USDA is forecasting a rather modest growth in domestic sales. So a lot will depend upon exports. But, as of now an increase in exports will be a challenge. Milk production is increasing in all five of the major exporters—the EU, New Zealand, U.S., Argentina and Australia. So U.S. will face stiff competition for markets in 2018. World prices have fallen putting downward pressure on U.S. prices especially nonfat dry milk and dry why that depend heavily upon international markets. World demand is expected to pick up as China and others appear to be again increasing imports and this will help to absorb some of the increase in milk production.

It now looks like we will see Class III prices in the $14's for the first half of the year and Class IV in the $13's. Current Class III futures even has Class III in the $13's February and March. But, with milk prices this low milk production may moderate the second half of the year. We can expect milk prices to improve for the second half of the year with Class III in the $15's and Class IV in the $14's with possible $15's last quarter. If prices end up at these levels, Class III would average for the year about $1 lower than 2017 at $15.20. The Class IV price would average about $0.85 lower at $14.30.

I would not rule out milk prices doing somewhat better than this for the second half of the year. Milk production could increase less than 1.7%. World milk production also may not increase as much. For example, New Zealand is now experiencing a drought and if rains don't come soon, its growth in milk production will be reduced. World demand could also end up higher. It doesn't take big changes to change milk prices. ✦

2018 NYCO Winter Meetings

Tuesday, January 9: Crop Rotations

Crop Rotations topic was requested by a number of farmers attending the 2017 NYCO meetings. The program will cover how farmers select the rotations that fit the financial needs, environmental concerns, and weed pressures of their farms. The program includes a representative from Kings AgriSeeds presenting on how they see farmers selecting rotations; a review by Fay Benson of an organic field crop growers survey by the NY Organic Dairy Program, and a farmer panel.

Also on January 9, Dr. Joshua Woodard, founder of Ag-Analytics.org, a live open data, open source data integration and automation platform, and farmer Luke Gianforte of Gianforte Farm, Cazenovia, NY, will offer a presentation on how to use an online tool for managing field and crop data.

Tuesday, Feb13: Harvesting Quality Forage

Harvesting quality forage year after year is the topic of the February13 NYCO meeting. The challenges of the drought of 2016 followed by the wet spring of 2017 have many farmers wondering how to develop resiliency in their forage system. Invited speakers include Tom Kilcer of Advanced Ag Systems, on his new work adding resiliency to rotations through double cropping and multi-use cover crops.

Also on February 13, Cornell Horticulture Professor Dr. Thomas Björkman will show research on planting dates and when to include clover in cover crops, and Dr. Heather Darby from the University of Vermont will share details on forage and small grain research she has recently conducted in northern Vermont.

Tuesday, March 13: Adding Pastured Hogs to Diversified Dairy or Crop Farm; Farm Start-Up Opportunities

The March 13 NYCO meeting will cover two topics. Rodale Institute Farm Manager Ross Duffield will provide an overview of current projects at Rodale and present a how-to talk on how Rodale incorporated hogs into its farming system and the multiple benefits of doing so. A panel of three organic dairy farmers will share how they have used social investment capital to help their farming business, and representatives from Dirt Capital Partners and Iroquois Valley Farms REIT will be on hand to outline the opportunities they offer farms.

The New York Crop Insurance Education Team and Cornell Cooperative Extension provide support for the NYCO meetings. There will be a brief description of how Crop Insurance can benefit organic farmers at each of the three NYCO 2018 Winter Meetings.

NYCO winter meetings have grown from a gathering of six organic grain producers in the Martens Farms farmhouse kitchen in 1994 to filling the auditorium at the Agricultural Experiment Station in Geneva. More than 300 farmers attended NYCO meetings in 2017. For more information, contact Fay Benson at 607-391-2669 or afb3@cornell.edu. Information on previous NYCO meetings is posted at http://blogs.cornell.edu/organicdairyinitiative/. ✸

Heifer Workshop: How to Make Decisions on Who to Keep, Genetics and Record Keeping

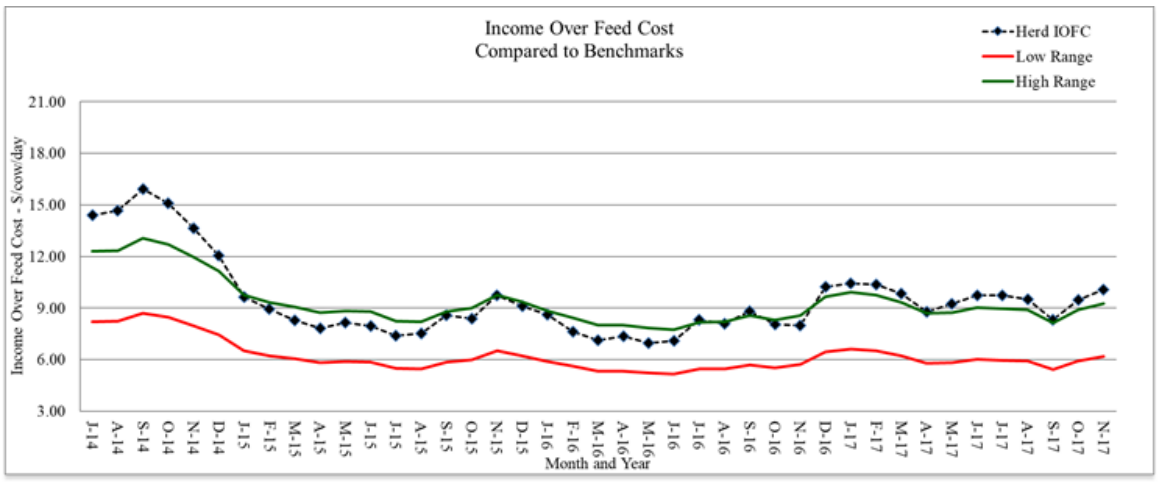
Program Planned for Mid-February, Cornell Vet School Teaching Dairy, Tulip Drive, Ithaca (across from the Vet School, not in Harford!). 9:30 registration, program 10-3pm.

Speakers include:	Dr Julio Giordano, Cornell University and Judy Moody, Dairy One
Topics include:	Economics of Heifer Programs, Record Keeping and Tracking Heifer Programs with Dairy Comp, and Decision Making Based on Genetics
Cost:	$30 per person, addt'l farm member $20, includes lunch

Contact Betsy Hicks bjh246@cornell.edu or 607.391.2673 for more information

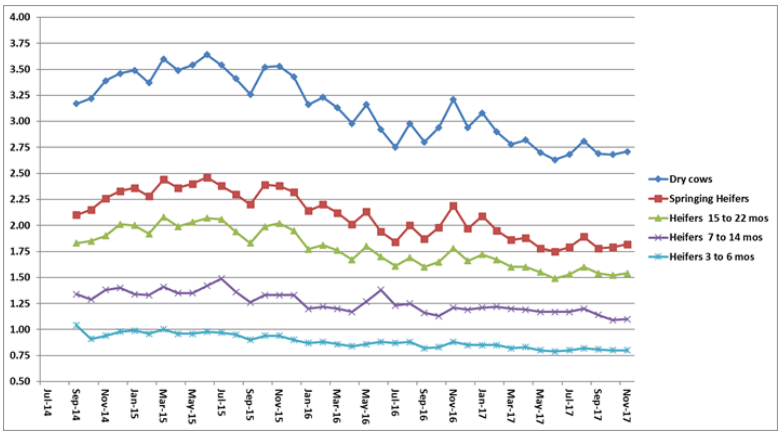
(*Continued from p. 6. Cash Flow Mechanics*)

Income over feed cost using standardized rations and production data from the Penn State dairy herd.



Note: Penn State's November milk price: $18.61/cwt; feed cost/cow: $5.38; average milk production: 83.0 lbs.

Feed cost/non-lactating animal/day.



SCNY Dairy Manager's Discussion Group Info 2018

Kick-off Meeting: Wednesday, January 10th

County Office Building, 60 Central Ave, Rm 304, Cortland, NY; Noon lunch, Program: 1 – 3pm

Andy Novakovic - Update, Trends and Outlook for Dairy

Tom Maloney - Updates in Labor Programs

Tour to WNY: Tuesday, February 13th, 10 am

El-Vi Farm, 14 Pelis Road, Newark, NY

Tour in CNY: Tuesday, March 20th, 2018, 10 am tentatively

Twin Birch Dairy, 1840 Benson Rd, Skaneateles

For each meeting, cost is $10 to cover cost of food provided.

Both tours will include the WNY Manager's Discussion Group as well.

For more information, contact Betsy Hicks, bjh246@cornell.edu or 607.391.2673

The SCNY Dairy & Field Crops Team would like to wish you all a Merry Christmas and Happy New Year! We look forward to working with you all in 2018!

Thank you to all the farms that hosted meetings for us in 2017!

Walnut Ridge Dairy

Twin Oaks Dairy

Twin Brook Farm

Preble Hill Dairy

Lisleview Farm

Hilltop Divine Dairy

Carey Farms, LLC

Red House Ranch

Volles Farm

Whittaker Farms, LLC

Ed & Eileen Scheffler

Cornell Vet School Dairy

Cornell University Cooperative Extension
SCNY DAIRY & FIELD CROPS TEAM
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CALENDAR OF EVENTS

Jan 9, Feb 13, & Mar 13	**2017 NYCO Winter Meetings**, Jordan Hall, Experiment Station, Geneva, NY See Page 9 for more information and registration instructions	10am-2pm
Jan 10	**SCNY Dairy Manager's Discussion Group Kick-off Meeting** (see page 10 for details) Cortland County Office Building, 60 Central Ave, Room 304, Cortland	Noon-3pm
Jan 11	**No-Till Discussion with Jim Hershey, President of the PA No-Till Alliance** Conference Room, Walnut Ridge Dairy, 31 Holden Road, Lansing Details p.	4 pm– 6 pm
Jan 24	**Winter Crop Meeting** Ramada Inn, 2310 N. Triphammer Rd., Ithaca See front cover for more information and registration instructions DEC/CCA credits applied for	9am-3pm
Feb 6-7	**2018 Cow Comfort Conference** See Page 11 for program details. Registration on line at: https://reg.cce.cornell.edu/cowcomfortconference2018-2-2 10512	Liverpool Holiday Inn
Mid-Feb	**Heifer Workshop** How to make decisions on who to keep, genetics, record keeping,	CU Vet School Dairy
Mar 7-8	**NEDPA (Northeast Dairy Producer's Association) Meeting** For complete information visit: https://prodairy.cals.cornell.edu/NEDPA	Liverpool Holiday Inn
Mar 15 & 22	**Herd Manager Training**: 2 Day Course with Classroom and Hands-on Learning Registration on line at: https://scnydfc.cce.cornell.edu/events.php?date=1 2018	9:30am-3pm See Page 11 for more information.