



Winds of Negativity

By: Timothy X. Terry, Regional Strategic Planning Specialist, Harvest NY

As you read this we are in the throes of winter with all of its blowing snow, icy driveways, frozen feed, burst water pipes, short days, long nights, and the list goes on. It's also a time when many experience the symptoms of SAD or Seasonal Affective Disorder which is a type of depression associated with winter. Unfortunately, this can serve as a root of negativity in your operation.

Negativity can never be completely eliminated despite what all the self-help gurus might claim. It is a naturally ingrained thought process, but it can be managed. Let's face it, stuff happens, and we often have little control over it – Federal price controls, weather, political unrest in some third world country that affects imports and exports, etc. Moreover, none of it is going to go away. So what's a manager to do?

Name It and Claim It

Many times we have fear, worries, and/or doubts because it's our brain (or that still, small voice) telling us that there's potential for trouble ahead. This is not necessarily a bad thing. It's this voice that tells us to run out of a burning building, not stand down-range of a chopper spout, or mess with Sasquatch. However, before your Fight-or-Flight mode kicks in, take time to truly assess the situation:

1. Is it something I can control? If not, don't worry about it or try to manage around it. Ex. - you can't control the weather, but you can see to it that all the necessary

equipment and personnel are lined-up and ready to go as soon as the weather breaks, or if the weather breaks (i.e. – 7' of snow on the barn roof).

2. Experts say that 80% - 90% of what we fear will happen never does. Ask yourself, Self, what's the worst that could happen? Ex. – I could totally destroy the ozone layer causing temperatures to rise, ice caps to melt, waters to rise, and we all drown. OR Self, what's the best that could happen? Ex. – I make millions of dollars, wind up on the cover of *Forbes*, and get invited to a White House dinner. Obviously, the likelihood of either scenario is equally astronomical so it's more likely to be something in between.

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The NWNy Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNy Team seeks to build producers' capacities to:

- ◆ Enhance the profitability of their business
- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being in a safe work environment
- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.

Continued from page 1

Given this, we need a sober, balanced plan complete with a Plan B and/or exit strategy should things suddenly go south. The old adage “Hope for the best and plan for the worst” should be your mantra.

Sally Forth

In the past we’ve discussed the managerial disease of Paralysis-by-Analysis where potential pitfalls of a plan are analyzed, planned, and re-planned for circumvention in such detail that the actual plan is never implemented. Of course, the opposite could be just as destructive. Pushing a plan through without proper risk assessment could cost you a lot of time, money, and effort correcting mistakes that could easily have been avoided.

Similarly, ramrodding the implementation without checkpoints along the way can be equally catastrophic. Blindly pushing ahead all in the name of “constantly moving forward” could run you right off a cliff. However, taking a moment to assess and sidestep a little left or right might just put you on a bridge to the other side. Metaphors aside...

No Whining

Whining and complaining could be considered two sides of the same negativity coin. Sometimes, especially at this time of year, it seems like this is our

Negativity is contagious. It can spread through your workforce like a respiratory virus through a daycare center, and with the advent of social media it can spread even farther and faster.

national pastime. Unfortunately, excessive whining and complaining can have very negative social and physical effects.

Negativity is contagious. It can spread through your workforce like a respiratory virus through a daycare center, and with the advent of social media it can spread even farther and faster.

When we see someone experiencing an emotion (any emotion) we “try on” or mirror that emotion as a way of identifying with that person. This is the basis for empathy. Unfortunately, it is the same pathway that leads to the “mob mentality.” Lately, this seems to be demonstrated most often as trashing a neighborhood following an unfavorable jury verdict. This is obviously very counterproductive. If we’re to rectify a situation we need to speak directly to the person, product, or process that can resolve the issue. Therefore, spouting off on Facebook is probably NOT going to get us the desired response. (Then again, what response are you looking for?)

So much for the psychological effects. Next month we’ll look at the physiological, or health related, issues of negativity, as well as some inexpensive and easy suggestions for what to do about it.



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Grazing Cover Crops

By: Nancy Glazier

I think everyone knows (or should know) the value of planting cover crops – soil health, erosion reduction, and nutrient capture. How does rotational grazing fit with cover crops? It can extend the grazing season for livestock producers and provide gain on fresh forage. But, does it save money? It can be an excellent collaboration between a livestock farm and cash crop farm.

Mike Baker shared with me his data from grazing feeder calves on oats from the late fall 2016. He had a neighboring farm that was intending to make baleage from a field of August planted oats. Conditions were dry and the yield was not there to justify making the baleage, so the neighbor offered it for grazing.

Mike took him up on it. There were 46 weaned calves averaging 484 lbs. that grazed about 75 acres for an average 73 days. They were moved to a new paddock every 3-5 days. The objective was to graze until it was not practical due to weather or no available forage. Average daily gain was 1.6 lbs. Looking at the value of the gain, the gross return was \$120/head from solely grazing, based on feeder calf prices at the time. Sound good?

Mike admitted it was a labor intensive project. Two-strand perimeter fence was set up with one-strand interior fence. He initially used polytape and polywire, the tape for visibility for the cattle and deer. Polywire carried the charge much better and switched to that as the season wore on. Calves were familiar with electric fence from summer grazing, though they went through the single strand when they thought it was time to move. Cows would most likely respect the single strand for both perimeter and interior fence. He did not utilize a back fence as he normally does with summer grazing. Water was hauled to every paddock. It was a dry fall so mud was not an issue for getting the water out to the field or pugging. An alternative energy source was needed for the fence energizer. Mike used a battery for this and needed to keep track of the charge. A solar charger would have worked.

Feeding hay was eliminated for the additional 73 days of grazing. With 46 calves at an average weight of 541 lbs. (average of start and end weights) fed 3%



Photo source: Mike Baker

body weight per day, 27 tons on a DM basis would have needed to have been fed. This does not include any wasted hay from storage or feeding. There was no manure to clean up, haul, or spread as if they had been fed in confinement.

The farms will need to agree on a price, whether based on per head per day or acreage. In this scenario Mike paid \$0.25/head/day, about \$1850.

Benefits for the cash crop farm? Grazing the oats reduced the possibility of a heavy mat on the field in the spring. In most years, oats will winterkill, but could accumulate some significant fall growth. Removing this may be a benefit depending on spring tillage and crop rotation. Trampling could be a concern with extensive grazing (no rotation) or leaving cattle too long in one paddock. Keep in mind the original purpose of cover crops: the soil needs to remain covered for the reasons listed above. Don't graze too short, leave 3-4" residual. If the original intent was grazing it would have been beneficial to add triticale for continued plant growth. What about the benefits of animal impact on soil health? This includes feces, urine, trampling and salivation. This is a topic for another article!

This is a brief overview of an opportunity. It may not work every year and there are many cover crop options for grazing. A key point is remaining flexible and being able to adapt to what is available in the current year.

Finding Value in Lost Livestock

By: Jerry Bertoldo

There is nothing more disheartening than the death of an animal. The economic loss of a productive cow or recently fresh heifer is significant, no question. On top of this, we have to deal with the disposal of the remains - another expense. The natural reaction is to put the incident behind us and move on to the never-ending list of things that need attention on the farm.

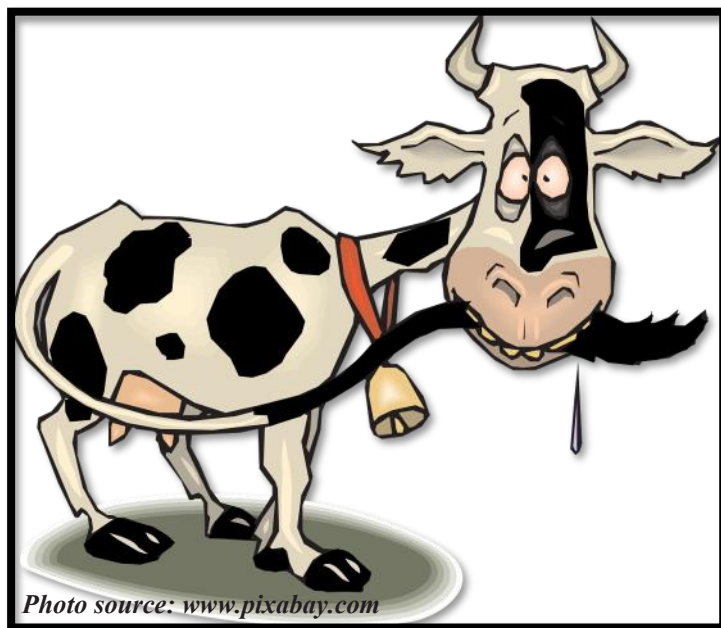
Unfortunately, a fatalistic view towards these losses keeps us from acting on the early warning signs of problems that should be addressed. How many death losses should it take to launch an effort to find the reason? Many diseases cause significant economic loss with few deaths.

Doing the Necropsy: Rumen acidosis is a classic example of a costly problem that rarely causes cow mortality in the short term. The potential for fatal consequences exists, but may take weeks to months to show. We tend to miss the connection between laminitis, abomasal ulcers, liver abscesses, lung abscesses, nosebleeds and overall poor condition, that are all connected to rumen acidosis. This is particularly true when they occur separately over a long period of time.

Making an accurate diagnosis on some of these maladies in the living animal is difficult. Most cases are shipped before they expire. Our best chance of figuring out the cause is often through examination of the internal organs, a process only practical through a necropsy (autopsy in the human world). How many lost animals are examined this way?

As a practicing veterinarian, necropsies were one of my least favorite things to do. The sights, smells and physical efforts involved with a mature cow in the middle of summer are something you don't forget. In reality, however, this was the most valuable service I could offer to my clients on an otherwise worthless carcass. The thought of paying someone to do this is not a popular one to say the least.

Learning to perform a necropsy is not a difficult task. Anyone who has field dressed deer has a good head start. With cell phone cameras you can send your veterinarian photos of organs for their opinion. Knowing what tissue samples to take and store



pending the vet's call on whether samples should be sent to the lab is a practical part of this process.

Many dairymen are still not aware of the diagnostic potential that post-mortem investigation might offer. In light of some of the serious death loss and financial considerations this is surprising.

Pathogen deaths: As an example, calf and adult deaths due to *Clostridium perfringens* often remain a mystery without diagnostic workup. This bacterium usually causes very sudden illness, intestinal damage, bloat and death. However, this picture is variable and the symptoms can be confused with other gut disease. Unfortunately, there are no blood tests for clostridium. Culturing the manure is next to useless. Only a fresh frozen sample of the affected small intestine from a recently expired animal is suitable to make the correct diagnosis at a state diagnostic lab. This sample may be critical as well if you are dealing with a strain that commercial vaccines will not protect against and opt to have a special autogenous bacterin made.

The problem with multi-drug resistant *Salmonella dublin* makes a strong case for necropsy work. Well over 100 herds in New York are known to be infected. This disease often presents as a fatal pneumonia in calves 1 through 16 weeks of age without the diarrhea associated with other *Salmonella* species.

Without diagnostic work, the more moderate cases can easily be mistaken for Pasturella, Mannheimia, Mycoplasma or even viral pneumonias. Necropsies and culturing are the quickest and most accurate means of diagnosis for dublin.

Decision making: Here are a few factors to consider when working with your veterinarian and considering a necropsy:

- A near death animal that is euthanized will provide the best quality tissue samples.
- The longer an animal is dead, the more difficult it is to make an accurate diagnosis. Call your veterinarian as soon as you can.
- Keep the body out of the sun in the warm weather and avoid freezing in the winter.
- When taking fresh or frozen samples for the lab, it is best to be able to mail them off early in the week. Tissue samples may deteriorate when the package sits somewhere over the weekend. Select a candidate that dies early in the week.
- If you are close to a veterinary pathology lab, you might think about transporting the animal there for necropsy and other testing.
- Note as much history as possible about the particular animal or other similarly affected ones.
- Composting animal remains deep in manure solids and bunker silo waste is relatively easy, odor free and environmentally friendly as well as preventing scavenging animals from spreading pathogens around the farm.

The dairy economy dictates that every means available has to be used to maximize cow productivity and longevity. Using necropsies as a means of diagnosis may be the key to solving money-eating problems that exist or will arise on your dairy.

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November 20: Apples, Grapes, Peaches, Tart Cherries, Whole Farm Revenue (late fiscal filer)

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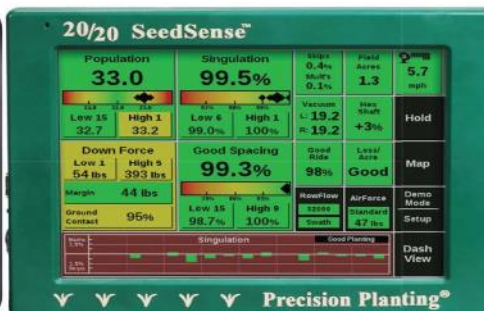


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Both Sides of the Border: Linking US Farmworkers to Mexico's Dairy Farms, Part 1

By: Libby Eiholzer

NAFTA has resulted not only in increased trade, but also in personal connections between American and Mexican dairy farmers

The dairy industries on both sides of the US-Mexico border have developed a symbiotic relationship over the history of the North American Free Trade Agreement. The most visible connection in NY are the employees working on our farms, 50% of whom come from Mexico, according to a [2017 report by Rabobank](#).

Whether or not they employ Mexican immigrants, all US dairy producers are dependent on exports to Mexico, which accounted for 32% of all US dairy exports in 2016. Mexican consumers, in turn, are dependent on US imports, since Mexico's dairy farms produce only 80% of the country's demand for dairy (Rabobank).

But are we exporting more than just dairy products? A [2016 Cornell University survey](#) of farmworkers in New York State revealed that 27% hailed from Veracruz. This coastal state on the Gulf is Mexico's 6th largest dairy producer. Mexican farmers who spend time in the US return home with new dairy knowledge, in addition to money earned.

Enter José. He spent ten years working on NY dairy farms. A native of a rural village in Veracruz, José arrived with natural cow sense. Nevertheless, José's cow know-how did not translate directly from Veracruz to New York. Milking parlors and freestall barns were a sharp contradiction to the pasture-based, hand-milking system to which he was accustomed.

José's enthusiasm for dairy farming peaked before emigrating from Veracruz when the European company [Nestlé set up shop](#) nearby. Nestlé financed a large bulk tank for a group of local producers.

Refrigeration improved milk quality and pooling milk simplified pick-ups. Nestlé offered a guaranteed home for the producers' milk at a stable price.

Nestlé owns two milk processing plants in the state of Veracruz, and announced intentions in 2014 to invest 700 million pesos (around US\$35 million) over the next six years to increase Mexico's milk production. The bulk tank illustrated this strategy: help dairy farmers solve everyday problems. Lack of refrigeration hurts the bottom line for both farmers and Nestlé.



Hand milking is the norm in Mexico and other Latin American countries.

Photo source: Libby Eiholzer

Encouraged by Nestlé's efforts, José had left his herd of beef and dairy cows in the hands of his capable son when he moved to NY. He sent money home with instructions to purchase quality dairy animals. Despite heavy culling to remove low milk producers, the herd grew. Several years ago, José returned to Veracruz, and his son journeyed north to earn some money of his own.

In the March issue of Ag Focus, you'll find Part 2 of this series, where you'll learn how working on US farms helped José improve his own dairy farm in Mexico.

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2004 INTERNATIONAL 5600: 450 HP Cummins ISX (Replaced In 2011); Engine Brake; Allison 4500 Auto.; Tandem Axle; 20,000# F/A; 58,000# R/A; Very Low Mile Truck w/6 Tanks; 1 Fuel, 1 Grease; Hose Reels; 50,000 Miles; Sk. #5625 - \$57,900



1997 MACK RD690S: 300 HP Mack E7; 10-Spd.; 20' Steel Box; 22.5 Tires; Spoke Wheels; 250" WB; 18,000# F/A; 44,000# R/A; Double Frame; Box Has High Side, Divider & Tarp; 147,222 Miles; Sk. #5312 - \$32,500



2000 MACK RD600: 400 HP Mack E7; 8LL Trans.; 24' Length Alum. Body; 2-Way Tailgate w/Coal/Grain Chute & Tarp; 22.5 Tires; Alum./Steel Wheels; 283" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; Good Running Dump Truck w/20,000# Air Lift Axle; Good Rubber; 499,008 Miles; Sk. #5108 - \$39,500



2005 WESTERN STAR 490FA: 335 HP CAT C11 Diesel; Allison Auto. Trans.; Tandem Axle; White Color; 22.5 Tires; Polished Alum. Wheels; 208" WB; 20,000# F/A; 46,000# R/A; Clean, Double Frame Southern Truck; 339,146 Miles; Sk. #5321 - \$46,000



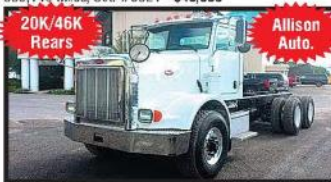
2004 VOLVO VHD648200: 395 HP Volvo VED12; Engine Brake; Allison HD4560P 6-Spd. Auto. Trans.; Tandem Axle; 4.89 Ratio; 315/80R22.5 Tires; All Steel Wheels; 228" WB; 20,000# F/A; 46,000# Full Locking Rears, Double Frame; 25 Cu. Yd. McNeilus Packer; 371,577 Miles; Sk. #5676 - \$27,250



2007 PETERBILT 378: 475 HP CAT C15; 18-Spd.; Tandem Axle; Engine Brake; 24.5 Tires; Polished Alum. Wheels; 12,000# F/A; 46,000# Full Locking Rears; Clean Daycab w/Dual Exhaust & Air Cleaners; Air Slide 5th Wheel; 611,107 Miles; Sk. #5416 - \$45,500



(QTY. 6+) 2005/2004 PETERBILT 357: C11 CAT 305 HP; Some with Auto. & Some Manual 8LL; Tandem Axle; 22.5 Tires; Alum. Wheels; 216" WB; 22,000# F/A; 46,000# R/A; Good Running; Schwinn 10.5 Cu. Yd. Mixer; 133,852 Mi.; Sk. #4905 - CALL



2005 PETERBILT 357: 370 HP CAT C11; Allison HD4560P; 20,000# F/A; 46,000# R/A; Hendrickson Susp.; 216" WB; 144" CT; 17 ft Useable Frame Behind Cab; 5.38 Ratio; Lockers; Front Alum. Floats; 134,000 Miles; Sk. #4993 - \$65,900



2009 and 2008 MACK GRANITE GU713: MP8 Mack 485 HP; 18-Spd.; Tandem Axle; Engine Brake; 8.27 Ratio; 12.00x24.5 Tires; Spoke Wheels; 250" WB; 18,460# F/A; 65,000# R/A; Heavy Spec Cab and Chassis; Triple Frame; 17" Frame Behind Cab w/Hinge Point and 150" C-T; 47,592 Miles; Sk. #4299 - \$65,900 (for 2008 Mack)



(QTY. 3) 2006 OSHKOSH F2346 6X6: 320 HP Cummins ISM; 10-Spd.; Tandem Axle; Color: Red; 22.5 Tires; Alum./Steel Wheels; 211" WB; 23,000# F/A; 46,000# Full Locking Rears; 10 1/2 Cu. Yd. McNeilus Mixer; 19" Frame Behind Cab; 152" CT; 139,840 Miles; Sk. #5580/5581/5582 - \$44,900 EACH



2012 FREIGHTLINER SD122 CORONADO DAYCAB: 455+ HP Detroit Diesel DD15; Engine Brake; 8LL Manual Trans.; 189" WB; 13,200# F/A; 46,000# R/A On Hendrickson HN Spring Ride; 64,000 Miles; Sk. #5072 - CALL



2008 MACK PINNACLE CHU613: Mack MP8-485; Engine Brake; 18-Spd.; Tandem Axle; 22.5 Tires; Alum.Wheels; 240" WB; 16,000# F/A; 44,000# R/A; Very Clean Truck w/Tulsa Winch & Air Slide 5th Wheel; Will Separate Winch & Body From Chassis; 166" Frame Behind Cab; 142" CT; 359,358 Miles; Sk. #5675 - \$38,250



2006 MACK GRANITE C713: Mack 405 HP; 8LL Trans.; Tri-Axle; Engine Brake; 22.5 Tires; Alum./Steel Wheels; 273" WB; 20,000# F/A; 46,000# R/A; Double Frame Truck w/25'6" Flatted w/Sides & Tarp; 20,000# Lift Axle; Will Separate Flatted From Chassis; 200" CT; 444,763 Miles; 444,763 Miles; Sk. #5685 - \$49,500



2006 PETERBILT 357: 485 HP Cummins ISM; 8LL Trans.; Tandem Axle; Engine Brake; 5.38 Ratio; 22.5 Tires; Alum./Steel Wheels; 282" WB; 20,000# F/A; 44,000# Full Locking Rears; Very Clean, Double Frame Chassis w/21'8" Frame Behind Cab; 198" CT; Rear Engine PTO; 186,867 Miles; Sk. #5265 - \$58,500

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Transitioning from Conventional to Organic Production for the Corn, Soybean, Wheat (CSW) Cropping System: Transition Period Economics

By: John Hanchar and William Cox

For a more complete report of this work see <nwnyteam.cce.cornell.edu>. In the upper right hand corner, click "Organic".

Summary

- A multiyear agronomic study of conventional and organic CSW cropping systems, including transition period agronomics, provided data for an economic analysis designed to identify the optimal crop sequence for a conventional to organic transition period.
- Net Present Value (NPV) analysis of a feasible set of crop sequences for the CSW cropping system during the transition period yielded the following, where acres are allocated equally among corn, soybean, wheat annually
 - ◊ Conventional corn as an entry crop for the transition period precedes organic red clover which precedes organic corn
 - ◊ Conventional soybean as an entry crop for the transition period precedes organic corn which precedes organic soybean
 - ◊ Conventional small grain, barley as an entry crop for the transition period precedes organic soybean which precedes organic wheat/red clover

Background

Farm business owners producing corn, soybean and wheat may look to the production and sale of organic grains as means to improve results. Operators

evaluate expected profits under conventional and organic scenarios to aid decision making. If economic analysis yields favorable results, and the owner concludes that organic production is a good fit for the business based upon other considerations, then the decision to transition tillable acres from conventional to organic production is made. Some owners, after making the decision to transition to organic production, ask, "Is there an optimal crop sequence for the 36 month transition period that positions the business for the first year of organic production with organic prices?"

Description of the Economic Analysis

The economic analysis developed to answer the above question required agronomic data including yields, input levels and other information by crop for the transition period. Retired Cornell University Agronomist, Professor Emeritus Bill Cox led a 3-year study at the Aurora Research Farm to compare different sequences of the CSW rotation in conventional and organic cropping systems under recommended and high input management during the 36-month transition period (2014-2017) from a conventional to an organic cropping system. Please see Cornell University's "What's Cropping Up? Newsletter" website for reports by Professor Cox on the multiyear study <<https://scs.cals.cornell.edu/extension-outreach/whats-cropping-up>>.

The design and implementation of the Cox study, selected assumptions, and organic certification requirements during the transition period, including those related to crop rotations, combined to determine the set of feasible crop sequences. The Cox study centered on a CSW rotation. See the crop combinations and sequences for 2015 and 2016 in Table 1 below.

The implementation of the Cox study suggests six possible crop sequences. However, given crop rotation related requirements per conventional to organic transition guidelines where soil building crop rotations must be implemented, the possible combinations reduce to three feasible crop entry year combinations and three overall crop sequences (Table 1).



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Sequence 1			
2014	Conventional Barley	Conventional Soybean	Conventional Corn
2015	Organic Red Clover (RC)	Organic Corn	Organic Soybean
2016	Organic Corn	Organic Soybean	Organic Wheat/Red Clover
Sequence 2			
2014	Conventional Corn	Conventional Soybean	Conventional Barley
2015	Organic Red Clover (RC)	Organic Corn	Organic Soybean
2016	Organic Corn	Organic Soybean	Organic Wheat/Red Clover
Sequence 3			
2014	Conventional Soybean	Conventional Barley	Conventional Corn
2015	Organic Red Clover (RC)	Organic Corn	Organic Soybean
2016	Organic Corn	Organic Soybean	Organic Wheat/Red Clover

Note: In 2015, due to growing season conditions, the Cox study included only red clover as a cover crop where the study design would have included wheat/red clover. These and other aspects affected results.

Table 1. Feasible crop sequences given the study implementation, conventional to organic transition period requirements regarding rotations, and other assumptions.

Researchers used NPV analysis to calculate NPVs for years 2015 and 2016 of the transition period for each feasible sequence (Kay. 1981. Farm Management: Planning, Control and Implementation. McGraw-Hill Book Co.: New York, NY). The optimal sequence is the one that maximizes NPV for years 2015 and 2016 of the transition period of the study. For this research, NPV of a scenario is the sum of the present values for two years, 2015 and 2016, of cash incomes above selected cash variable costs. Initial capital investments in a tine weeder, and rotary hoe to facilitate organic production were omitted from the analysis, because the investments are fixed, constant among sequences. Based upon costs and returns analyses, organic, high input scenarios were omitted, because organic, recommended inputs treatments out performed high inputs treatments in all instances based upon the return above selected costs.

Results

NPVs for 1 acre of the organic CSW rotation summed for the 2015, 2016 transition years range from \$215.24 for Sequence 3 to \$233.83 for Sequence 2 with Sequence 1 at \$216.88. The optimal sequence, the one that maximizes NPV for the transition years 2015, 2016, is Sequence 2. For

complete crop sequences please see Table 1. Detailed cost and returns analyses upon which NPVs are based are available upon request from John Hanchar, Cornell University, jjh6@cornell.edu. The analysis used an 8 percent nominal discount rate.

The optimal sequence with its final crop combination (see Sequence 2, Table 1) positions the organic CSW rotation for the third year of organic CSW when transition, certification is complete and organic production is sold at organic prices.

- Organic soybean would follow organic corn
- Organic wheat/red clover would follow organic soybean
- Organic corn would follow organic wheat/red clover



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2017 NY Corn & Soybean Growers Association Yield Contest Winners

By: Mike Stanyard

The annual corn and soybean yield contests are sponsored by the New York Corn & Soybean Grower Association. Congratulations to our 2017 NY Corn Champion, Henry Everman from Livingston County and our NY Soybean Champion, John Zittel from Niagara County. Both win all expense paid trips to the 2018 Commodity Classic in Anaheim, CA in March. Listed here are the top three state winners and West and Finger Lakes regional winners. All the regional corn and soybean winners can be viewed on the NY Corn & Soybean Growers Association webpage at, <https://nycornsoy.org/wp-content/uploads/2018/01/2017-Results.pdf>.

New York State 2017 Corn & Soybean Yield Contest Winners						
Rank	Entrant Name	Town	County	Brand	Number	Yield, bu/a
Corn Contest						
1	Henry Everman	West Sparta	Livingston	DEKALB	64-87	319.45
2	Kludt Brothers	Kendall	Orleans	Channel	201-28	297.54
3	Andrew McIlroy	York	Livingston	DEKALB	49-72	273.89
Soybean Contest						
1	John Zittel	Hamburg	Erie	Hubner	8H21-15R2	78
2	Bret Meyer	Geneseo	Livingston	Asgrow	2035	74.18
3	Scott Arliss	Clyde	Wayne	Seedway	1776	73.51
West & Finger Lakes Regional 2017 Corn Yield Contest Winners						
West Regional Winners						
1	Henry Everman	West Sparta	Livingston	DEKALB	64-87	319.45
2	Kludt Brothers	Kendall	Orleans	Channel	201-28	297.54
3	Andrew McIlroy	York	Livingston	DEKALB	49-72	273.89
Finger Lakes Regional Winners						
1	Bob Lerch, Jr.	Varick	Seneca	DEKALB	46-20	272.22
2	Paul Sheldon	Farmington	Ontario	FS	55-R25	265.00
3	Mathew Strong	Tioga	Tioga	FS	58QX1 RIB	248.91
West & Finger Lakes Regional 2017 Soybean Yield Contest Winners						
West Regional Winners						
Group 2	John Zittel	Hamburg	Erie	Hubner	8H21-15R2	78
Finger Lakes Regional Winners						
Group 1	Scott Arliss	Clyde	Wayne	Seedway	1776	73.51

- No Group 0, 1 or 3 finalists in the West Region & no Group 0, 2 or 3 finalists in the FL Region



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Nutrient Management on Pastures

February 14, 1:00—2:00 p.m.

Presented by:

Mat Haan & Rob Meinen

Penn State Extension Dairy Team

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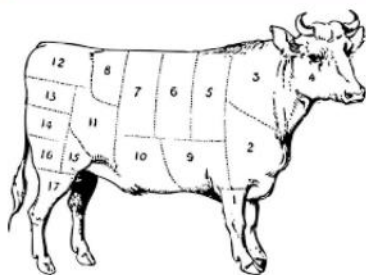
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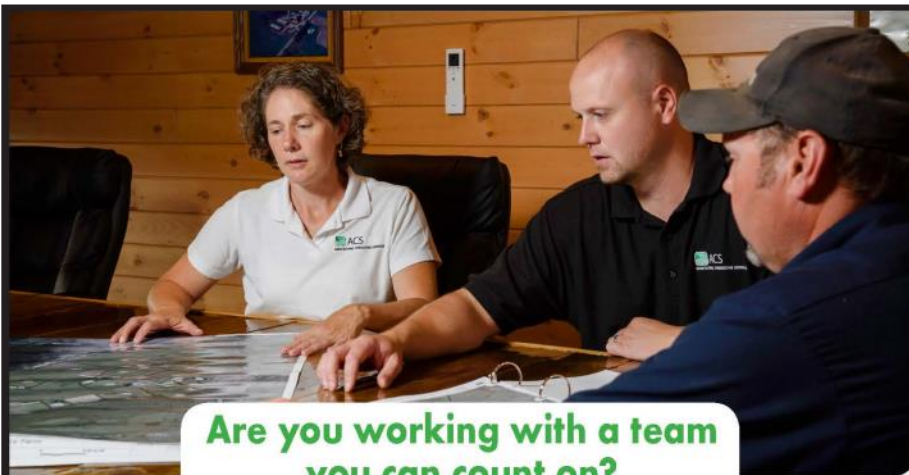
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Planning for Succession – Managing Business Transition to a New Generation

By Joan Sinclair Petzen

A three-workshop series to help farm business owners and successors prepare to engage with their advisors to implement a transition plan for both management and ownership is offered in three locations. Sessions will be discussion oriented and businesses are encouraged to bring current owners and managers, and potential successors. It is often valuable to involve spouses in these discussions.

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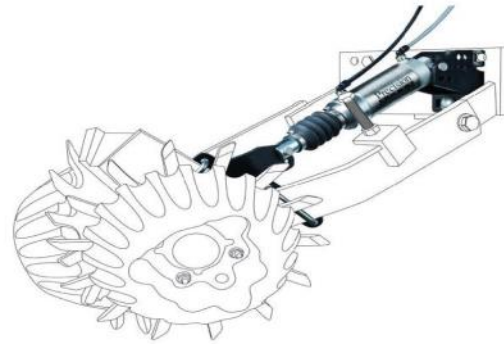
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Wyoming Co. Ag & Business Center 36 Center Street, Warsaw	Riga Town Hall 6460 Buffalo Road, Churchville	CCE-Ontario County 480 N. Main St., Canandaigua
Registration Contact: Lisa Aures lma96@cornell.edu or 585-786-2251	Registration Contact: Jarmila Haseler jh954@cornell.edu or 585-753-2565	Registration Contact: Nancy Anderson nea8@cornell.edu or 585-394-3977



Registration for these workshops is \$60.00 per farm or family. Please register by February 7 for the Wyoming or Monroe County locations or by February 23 for the Ontario County location. A more detailed flyer and on-line registration is available at: <https://nwnyteam.cce.cornell.edu/events.php>.

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- 6 **Improving Agriculture Labor Management, Workshop 3 - Keeping good staff when money is tight & managing conflict in the workplace:** 5:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu
- 6-7 **Cow Comfort Conference,** Holiday Inn, 441 Electronics Parkway, Liverpool. For more details and registration, visit: https://ncrat.cce.cornell.edu/event_preregistration.php?event=622
- 7 **WNY Soybean/Small Grains Congress,** 10:00 a.m. - 3:30 p.m., Quality Inn & Suites, 8250 Park Road, Batavia
- 8 **Finger Lakes Soybean/Small Grains Congress,** 10:00 a.m. - 3:30 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 13 **NY Certified Organic Meetings,** 10:00 a.m., Jordan Hall, NYS Experiment Station, Geneva. For more information, contact: Fay Benson at 607-391-2669 or afb3@cornell.edu
- 21 **Adding New Cuts to Your Freezer Trade with Steve Olson,** 6:30 p.m. - 8:30 p.m., CCE-Ontario Co., 480 North Main Street, Canandaigua, To register, contact: Marie Anselm at 585-394-3977 x402
- 28 **Forage Congress,** 9:00 a.m. - 4:00 p.m., Genesee River Restaurant, 134 North Main St., Mount Morris

March 2018

- 6 **Improving Agriculture Labor Management, Workshop 4 - The compliance & safety workshop. Are you managing your risks as an employer?:** 4:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu
- 7 **Getting Started with Grazing,** 6:30 p.m. - 8:30 p.m., CCE-Wayne Co., 1581 Route 88N, Newark. To register, contact: 315-536-5123 or https://reg.cce.cornell.edu/grazing_257
- 7 **Soil Health & Nutrient Management Workshop,** 9:00 a.m.—3:00 p.m., Jordan Hall, 630 West North Street, Geneva. \$20/person with pre-registration by Feb. 23rd. \$25/person walk-ins. Includes Lunch. Questions??? Contact: Ontario Co. SWCD at 585-396-1450
- 13 **Profitable Meat Marketing,** 6:00 p.m.—9:00 p.m., Jordan Hall, NYS Experiment Station, 630 West North Street, Geneva. Cost: \$15/person. To register, contact: Nancy Glazier at 585-315-7746 or nig3@cornell.edu
- 13 **NY Certified Organic Meetings,** 10:00 a.m. Jordan Hall, NYS Experiment Station, 630 West North Street, Geneva. For more information, contact: Fay Benson at 607-391-2669 or afb3@cornell.edu
- 13 & 15 **Pre-Exam Training & Test to Become A Certified Pesticide Applicator,** 8:00 a.m. - 12:30 p.m., CCE - Orleans County, 12690 State Route 31, Albion. **PRE-REGISTRATION** is REQUIRED by: February 26. To register, contact: Kim Hazel at 585-798-4265 x26. Cost: \$50
- 16 **Herdsperson Training,** El-Vi Farms, 14 Pelis Road, Newark. For registration, contact: Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu
- 17 **Meat & Greet Farmer and Chef Fair,** 10:00 a.m. - 2:00 p.m., Hobart & William Smith Colleges, Scandling Center, 300 Pulteney Street, Geneva. To register, contact: Marie Anselm at 585-394-3977 x402
- 23 **Herdsperson Training,** Lamb Farms, 6880 Albion Road (County Rd. #9) Oakfield. For registration, contact: Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu

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