

North Country Ag Advisor

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Cornell Cooperative Extension North Country Regional Ag Team

VOLUME 3 ISSUE 10

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North Country Ag Advisor

Cornell Cooperative Extension of Clinton, Essex, Franklin, Jefferson, Lewis, and St. Lawrence 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 NNY Weather Summary for April through August 2018

By Kitty O'Neil

The season started out cool and dry, accumulating below-average GDD₅₀ through about June 30, for most of the North Country. Beginning in July however, hot weather set in and we've more than made up for those initial cool weeks. All locations listed below, except for one, are below normal precipitation on the season. Deficits range from almost normal to extremely short: -0.03" in Cape Vincent to -6 to -7" in Essex County sites. Essex County has been among the driest parts of the North Country all season. Seasonal totals only tell part of the story – the timing of rains and heat are equally important .Much of the rain that brought portions of Franklin and St. Lawrence County closer to normal totals occurred in late August.

		Accumulation from April 1 through Aug 31, 2018*					
		Precipitation, in			- GDD Base 50F -		GDD Base 40F
County	Town/Village	Total	DFN	Days	Total	DFN	Total
Clinton	Champlain	16.34	-5.59	66	2078	138	3359
	Ellenburg Depot	16.53	-3.25	70	1925	154	3185
	Beekmantown	16.84	-2.33	66	2093	128	3372
	Peru	14.77	-5.71	59	2119	178	3393
Essex	Whallonsburg	13.41	-6.14	60	2154	201	3437
	Ticonderoga	13.85	-7.16	57	2189	134	3480
Franklin	Bombay	18.48	-2.01	75	2057	179	3334
	Malone	17.64	-2.67	77	2064	317	3341
	Chateaugay	17.12	-3.70	74	1985	203	3253
Jefferson	Rodman	17.66	-1.29	68	2071	182	3341
	Cape Vincent	16.50	-0.05	63	1916	124	3168
	Evans Mills	17.12	-1.70	70	2158	147	3436
	Redwood	17.57	-3.01	70	1994	83	3257
	Antwerp	16.31	-2.62	68	1980	135	3241
Lewis	Talcottville	15.36	-4.66	69	1780	189	3015
	Martinsburg	16.51	-1.82	66	2023	227	3275
	Carthage	14.84	-3.80	68	2038	191	3298
St. Lawrence	Gouverneur	17.88	-2.10	76	1896	138	3159
	Hammond	16.54	-3.93	74	1905	135	3167
	Ogdensburg	16.31	-3.96	69	2101	251	3377
	Canton	21.22	0.35	72	2052	182	3327
	Madrid	16.32	-4.04	68	2010	163	3279
	North Lawrence	17.18	-3.82	73	2055	150	3322
	Louisville	15.88	-5.86	72	2035	209	3307
Average		16.59	-3.02	69	2028	221	3297

* Precipitation in inches, temperature in Fahrenheit, DFN = difference from 15-year normal, Days = days with precipitation. Calculated from <u>ACIS NRCC 2.5-mile gridded datasets</u>. *High* and *low* values within each column are highlighted and bold.

Reduced Tillage Handbook Now Available Free

Press Release: September 17, 2018 Link: http://www.nnyagdev.org/index.php/2018/08/29/reduced-tillage-resource-now-available/

Northern N.Y., September 17, 2018. A handbook for improving soil health in both organic and conventional vegetable, row crop, and small grain systems is now available at no charge from Cornell Cooperative Extension and partners that made possible a popular field day event that served as the basis for the handbook.

The Reduced Tillage Field Day Handbook is available for free in the Horticulture: Vegetables section of the Northern New York Agricultural Development Program website at www.nnyagdev.org.

"The field day was such a hit with the 70 people who attended and received the handbook that we are making the information available on a broader basis to encourage interest in soil health practices that reduce tillage intensity and mechanical soil disturbance. Over time, this helps maintain or increase crop yields, while reducing production costs due to reduced labor, equipment wear, and fuel use," said field day organizer Amy Ivy, a Vegetable Specialist with the CCE Eastern NY Commercial Horticulture Program.

Highlights and excerpts from the 107-page handbook include:

- 2018-2019 New York Soil Health Priorities and Plans
- More than 60 percent of farmers who used reduced tillage or cover crops and responded to a New York Soil Health survey reported that flooding prevention, drought resilience, and less erosion resulted from those practices.
- Stacking tillage tools can save time for field preparation and reduce labor and fuel needs.
- Cultivation is typically most effective for improving weed management with small weeds in dry, loose soil.
- A project in Virginia is evaluating the potential for farmers to increase their use of cover crop rolling, which has been used successfully by individual farmers from Alabama to Pennsylvania, but has yet to see widespread use in the U.S.
- High-residue conservation tillage systems involve using large amounts of cover crop residue to suppress weeds, reduce soil erosion, and conserve soil moisture.

Although the event, held at the Willsboro Research Farm in Willsboro, NY, was targeted to meet organic grower expressed interest, the practices discussed in the handbook will also benefit conventional growers. Materials are included from the field day presenters, including Bryan Brown of the New York State Integrated Pest Management program on managing weeds in small-seeded crops; Ryan Maher of the Cornell Small Farms Program on zone tillage systems; and John Wallace, Cornell University Specialty Crops Systems, on weed seedbank management.

The resource materials in the handbook consider crimpers, rollers, the biology of soil compaction, understanding microbes and nutrient recycling, caring for soil as a living system, and the use of reduced tillage and cover crops for organic and conventional vegetable production. Other sections look at how to avoid roller crimper problems, winter-hardy cover cropping, using cover crops to convert to no-till and no-till management for organic systems.

The handbook includes information from a variety of sources including Iowa State University, the Natural Resources Conservation Service, Ohio State University, Penn State Extension, the Rodale Institute, Rutgers University, the Sustainable Agriculture Research Education Program, and the Virginia Association for Biological Farming.

The farmer-driven Northern New York Agricultural Development Program, New York Soil Health, and Lake Champlain Basin Program sponsored the Reduced Tillage summer field day event. The Cornell Cooperative Extension Eastern NY Commercial Horticulture Program, CCE Essex County, and the Cornell University Willsboro Research Farm coordinated the field day programming.

Funding for the Northern New York Agricultural Development Program is supported by the New York State Senate and administered by the New York State Department of Agriculture and Markets. Learn more at www.nnyagdev.org.

MEDIA CONTACTS:

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Academy for Dairy Executives

This educational program is designed to provide progressive young dairy executives and agri-service personnel the opportunity to increase their knowledge and understanding of the fast changing farming industry and provide the leadership & management skills necessary to run a successful farm. Attendance at all 3 sessions is highly recommended.

Topics Covered:

- Business Management & Communication
- Building Effective Management Teams
- Financial Assessment
- Budgeting and Decision Making
- Strategic Planning & Business Risk Management
- Community Relations
- Employee Engagement & Management
- And more.....

Registration:

This program does require a complete application to be submitted. Applications must be submitted by <u>October 26th, 2018</u>

Applications are available online: <u>https://prodairy.cals.cornell.edu/</u> <u>conferences/academy</u>

For assistance with applications contact: Caroline Potter at cjh42@cornell.edu or 315-683-9268

For questions on the program contact: Kelsey O'Shea at kio3@cornell.edu or 315-955-2785



To apply use the code and complete the application.

Cornell Cooperative Extension North Country Regional Ag Team



Session I Date: Dec 12th-13th Location: Lake Placid, NY Session II Date: Jan 30th-31st Location: Canton, NY Session III Date: Mar 27th-28th Location: Clayton, NY

<u>Dairy</u>



e-Alert

Mortality Disposal Guidance

The New York State Department of Agriculture and Markets has issued a letter to New York dairy and livestock producers signed by David Smith, DVM, Director, Division of Animal Industry, with <u>Mortality Disposal Guidance</u>.

Many of you are aware that companies that have been picking up dead stock from farms have halted pick-ups. The NYS Department of Agriculture and Markets (NYSDAM) is discussing the situation with the companies to determine a course of action regarding the disposal of downed and dead animals. In the meantime, New York producers will need to consider other methods of disposal. The following information is provided as guidance; however, these activities may also be subject to local law.

On- Farm Burial

On-farm burial may be a viable option for many farms. New York Agriculture and Markets Law has the following provisions for disposal. These provisions are applicable to all farms, including farms operating under a Concentrated Animal Feeding Operation (CAFO) permit.

§ 377. Disposal of dead animals

https://www.agriculture.ny.gov/AI/AILaws/Article_26_Circ_916_Cruelty_to_Animals.pdf

1. The carcasses of large domestic animals, including but not limited to horses, cows, sheep, swine, goats and mules, which have died otherwise than by slaughter, shall be buried at least three feet below the surface of the ground or otherwise disposed of in a sanitary manner by the owner of such animals, whether the carcasses are located on the premises of such owner or elsewhere. Such disposal shall be completed within seventy-two hours after the owner is directed to do so by any peace officer, acting pursuant to his special duties, police officer, or by a designated representative of the commissioner. Notwithstanding section forty-one of this chapter, any violation of this section shall constitute a violation. This section shall not apply to animal carcasses used for experimental or teaching purposes.

The Department also recommends the following considerations for onsite burial:

- Locate onsite mortality management activities so that prevailing winds and landscape elements minimize odors and protect visual resources.
- Locate the facility down-gradient from springs or wells whenever possible; at least 200 feet from wells and open water; above the 100-year floodplain elevation; and avoid areas with seasonally high-water tables. Please note that State law requires that the highest part of the buried animal must have at least 3 feet of soil over it and burial must occur within 72 hours.
- Onsite mortalities should not be disposed in liquid manure storages.

Any farm operating under a CAFO permit must carefully observe the provisions of the permit and the farms Comprehensive Nutrient Management Plan (CNMP), including working with their AEM Certified Planner.

On-Farm Composting

You may also choose to compost dead animals. Farms operating under a CAFO permit that choose to compost must do so in accordance with the 2014 Cornell Waste Management Institute recommendations "<u>Composting Animal Mortalities</u>" or the NY 316 NRCS Standards as planned in their CNMP. For non-CAFO farms, you may compost mortalities on-site without a permit using <u>2014 Cornell Waste Management Institute recommendations</u>. In addition, under State law, up to 10 carcasses per year can be from <u>off-site</u> sources, and the animal carcasses must be placed within the compost pile on the day received (6 NYCRR Part 360-3.2(a)(4)). To handle additional off-site animals, the farm must obtain a <u>solid waste management facility</u> registration under 6 NYCRR Part 360-3.2(b)(3).

Animal Health Best Practices

The Department strongly recommends the following precautions:

- Be decisive when it's time to cull an animal. Make the decision early while the cow is still marketable. With disposal being more difficult now, it's more likely that every dealer, market, and slaughter buyer will be refusing marginal (weak/non-thriving) calves and cull cows for fear that they will not make it successfully all the way to slaughter.
- If chemical euthanasia is used to dispatch an animal on the farm, the option for composting might be restricted due to chemical exposure to birds of prey, scavengers and neighbors' free-roaming dogs. You must take precautions to be sure that dogs, cats, and wildlife cannot gain access to the animals being composted.

Do not delay burial or encasement in a composting bed. The longer you wait to deal with a mortality, the more difficult the carcass will be to handle and the chances of spreading disease will increase.



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Not All Mattresses Are Equal By Lindsay Ferlito

Several producers have commented recently that they would love to purchase new mattresses as soon as milk prices go up a bit, and they have been asking which ones they should look at. This is a good opportunity to highlight how not all mattresses are created equal.

The goal of the stall base is to provide the cow a comfortable place to rest and stand, while keeping her clean, and providing traction so she can transition from standing to resting, and back up, easily. Ultimately, we are trying to mimic the environment she would have out on pasture, where she can lay and stand on a somewhat soft grass surface. These goals can all be achieved with either deep-beds or mattresses, assuming the stalls are adequately sized and designed, and the stalls and bedding are properly managed.

One of the most important things to remember is that regardless of the type of stall base you have (deep-bed, mattress, waterbed, etc...) you still need a good amount of clean, dry bedding to ensure the stall is comfortable for the cow. Looking at mattresses specifically, studies have found higher lameness and injury prevalence when there is less than 1 inch of bedding covering the entire stall. Bedding can be expensive, but with one case of lameness costing anywhere from \$90-\$500, it is worth the investment. In order to keep 1 inch of bedding on a mattress, you most likely need to bed the stalls at least a few times/week. Further, remember to give your cows enough access to the stalls. You won't get the full return on your investment in new mattresses if the stall stocking density is too high or the time cows spend out of the pen for milking or in lock-up is greater than 3-3.5 hours/day (less for sick, fresh, and lame cows), as the cows won't be able to fully utilize the stalls as they need.

When budgeting for new mattresses or looking at your existing ones, keep in mind the actual lifetime of those mattresses. It's probably shorter than you'd like. Although some retailers claim mattresses can last up to 15 years, most of the mattresses that I've seen that are over 10 years old are no longer doing their job and providing a comfortable place for the cow to lay down.

Thankfully, there have been some significant improvements in mattress design over the last few years, with companies coming out with lots of different options; however, this also means there are huge differences in price, from \$125-\$350+ per stall. When picking out which type of mattress, consider how comfortable the mattress feels while new, the cost, the

warranty and service provided by the retailer, installation, and if possible, visit a farm that has those mattresses so you can see how they are wearing over time. Look for mattresses that are thicker and have multiple layers to increase the amount of cushion provided to the cow (so not just a rubber mat or a thin mattress). This can come in the form of a gel mattress, foam mattress with one thick (>1 inch) layer or multiple layers, or a waterbed with a foam mattress underneath, and make sure whatever you pick has a good covering that provides traction but isn't too abrasive.

If you have more questions, contact Dairy Specialist Lindsay Ferlito (lc636@cornell.edu; 607-592-0290).



Photo Credit: Lindsay Ferlito



Cornell CALS PRO-DAIRY Calving and Neonatal Calf Care Training



Who Should Attend?

The Calving and Neonatal Calf Care Training is an educational program for farmers, employees and agri-service people who work directly with dairy cows and calves. It will cover the physiology of calving, best practices for calving interventions, and calf care immediately after delivery and in the crucial days afterward.

Program Details:

The Calving and Neonatal Calf Care Training is a two-day program held two weeks apart. It will be held on-farm with a combination of presentations, demonstrations, farm waik-throughs and discussion. Each day runs from 9:30 AM to 3:00 PM. Participants can sign up for both or just one day. Registration is \$75 for both days, or \$40 for one day. *This program is eligible for FSA Borrower Credits*.

Physical Exam of the Calf

Communication and Training

for Successful Calf Care

Methods for Medicating

Calves

Program

DAY 1 - Care of the Cow and Calf During Calving

- Calving Assistance
- Assessing Calving Situations
- Delivery and Immediate Call Care

DAY 2 - Caring for Neonates

- Initial Calf Care Considerations
- Medication and Supplementation (not specific protocols)
- Key Points in Sanitation





Locations:

Northern New York Oct 22 and Nov 5 -Farm Credit East Office in Burrylle

Oct 23 and Nov 6 -Miner Institute, Chazy

To Register: reg.cce.comell.edu/ caltprogram2018_10512

Questions? Kimberley Morrill (603)568-1404 or kmm434@cornel.edu

Eastern New York

Oct 24 and Nov 7 - Insight Dairy, LLC, 682 Newville Rd., Little Fails 13365

Questions? David Balblan, cnydfc.cce.comell.edu, drb23@comell.edu or (518)312-3592

Central New York

Day 1 - Oct 25 - East River Dairy, Shop, 4973 East River Crossing Rd, Cortiand 13045

Day 2 - Nov 8 - Fouts Farm, 1400 NY- 222, Cortland 13045

To Register: : scnydfc.cce.comel.edu/ event.php?id=735 or contact Betsy at (607)391-2673 or bjh246@comell.edu

Western New York

Day 1 - Oct 26 - Meet at Wayne County CCE, 1581 Route 88N, Newark 14513 at 9:30 AM Host Farm - EI-VI Farms, 11 Pells Rd, Newark 14513

Day 2 - Nov 9 - Meet at Host Farm Reyncrest Farm, 9666 Aleghany Rd. Corfu 14036 at 9:30 AM

To Register: Linda Risewick, (585)343-3040 ext. 138

Questions? Libby Etholzer, geg24@cornelLedu

Program Details: prodairy.cals.comell.edu/events

CORNELL COOPERATIVE EXTENSION

AGRICULTURE PROGRAM

Young Farmer Meet Up

5pm at North Country Creamery

931 Mace Chasm Rd, Keeseville, NY 12944

When: October 26th

What: All Young Farmers are welcome!

Take a night off of chores and meet us at North Country Creamery for a tour of the farm followed by pizza and beer down the road at Ausable Brewing Company. Pizza will be paid for by NY Farm Bureau!





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Brace the Roof Now

By Timothy Terry, Harvest NY

How many remember November 2014? How about late spring 2016, or even select areas of spring 2018? How many suffered partial or catastrophic building losses during these events? Now is the time to take a closer look at those roof trusses, and more importantly, the bracing, when there's no weight on them.

Inadequate or improper bracing of the truss roof system was a significant, if not the majority, reason for the aforementioned failures. Trusses are very strong in a perfectly vertical installation, however, if allowed to deflect laterally (sideways) they will almost surely fail.

The design of a truss is to balance the forces internally. When the various members of the truss come loose, or are no longer in alignment, the forces are no longer in balance. In fact, the forces may actually be concentrated at one or two points instead of throughout the truss. Moreover, these concentrated forces may exceed the capacity of the individual members at these points and failure is likely.

Take It From the Top

Since most livestock facilities utilize an open ridge as part of a natural ventilation system, the peak of the truss is usually exposed to all manner of the elements. As such, the metal

gussets, and even the top chords themselves, suffer rust and rot. If these have become compromised you can usually restore this connection by sandwiching it between two $\frac{3}{4}$ " plywood gussets that are glued and nailed/screwed through the truss and into the opposite gusset. You cannot make these gussets too large, but they should at least cover the entire connection and enough sound wood in each truss member to nail/ screw through. The same applies to any other connections in the truss that needs repair. At a minimum the plywood should be $\frac{3}{4}$ " CDX, the adhesive waterproof (i.e. – polyurethane), and the fasteners hot dip galvanized.

To minimize the chances of this reoccurring, place a piece of flashing over the peak of the truss. The flashing should be $\sim 6''$ wide by the width of the ridge opening long plus 3''-4'' on each end to have something to screw through. Remember, if you have aluminum roofing use aluminum flashing; if steel, then steel. (Don't mix the materials, check with a magnet if in doubt.)

Truss-to-Truss

Trusses must be permanently braced within the three planes: top chord, bottom chord, and web members. The roof purlins serve as the Continuous Lateral Restraint (CLR) for the top chord, but diagonal bracing is also required to prevent racking of the trusses.

These diagonals can be nailed to the bottom edge of the top chord and should cross at least three trusses. The original building designer would have determined the intervals for this bracing, but figure on at least one set on each end and one in the middle – more if the building is especially long.

Similarly, CLR should be placed on the bottom chord. This bracing should be spliced over a minimum of two trusses. In other words, if the first 2x4 covers the first to the fourth truss then the splice should cover the third and fourth trusses. CLR should be spaced evenly across the width of the building, but should not exceed 10' on center. Diagonal bracing is required at each end of the building, between each row of CLR, and at intervals not to exceed 20' spacing. The angle between the diagonals and CLR must not exceed 45°. ALL bracing must be attached to EVERY truss it crosses.

Web bracing follows the same pattern – CLR

along the center of the longest members and diagonals 45° on 20′ centers or less. Usually, the CLR is on one edge of the web and the diagonals on the other. It doesn't matter which is on what edge. Additional wind, or "sway", bracing can be installed diagonally from the peak of one truss to the bottom chord of the 3^{rd} or 4^{th} truss and vice-versa to form a vertical 'X'. This is easily installed if the truss has a king post (vertical web from peak to bottom chord). For areas with higher wind loads (i.e. – lake plains) installing a horizontal L-shaped reinforcement (two 2x4/2x6 nailed at right angles) along the middle of the gable end with a diagonal brace to the peak will add stiffness to the gable end and help transfer the load to the rest of the roof.

Now that the roof is braced, move on down to the post. Check the girders for any cracks, rot, bowing, etc. Also check the fasteners. If the nail heads appear very rusty and flake away easily you may have to put more in or add bolts to hold the girders in place. Likewise, check the support blocks. Look for cracks, splits, rusty nails, etc., anything that might indicate impending failure. If the nails are questionable you could add more or install at least two-



 $\frac{1}{2}$ " heavy galvanized bolts. Placement of the bolts is important. Placing them too close together or too near an end or edge could lead to splitting or tear-out. There are complex tables for figuring out bolt placement, but since you are just beefing up an existing structure and you're most likely working with 2x4/2x6 pine lumber some rules-of-thumb are: 7x bolt diameter (D) from the end where the force is coming from but at least 5", 1½x D from any other edge, and 4x D between bolts. So for this example you'd need to be at least 5" down from the top of the block (more is better), at least $\frac{3}{4}$ " in from the edge (center is usually best), and at least 2" between bolts (again, more space is better).

In the same way check the girder and knee braces. Install support blocks under the girder braces if not already there, and

make sure the connection to the girder is sound. Knee braces should run 45° from the post to the TOP chord of the truss, not just to the bottom chord. The reasons for this can fill a 15-week college course, but suffice it to say it has to do with proper transfer of roof loads to the posts. Connecting the knee brace only to the bottom chord can result in the concentration of internal forces at a single connection.

So get out there and check your barns now. Repair and/or replace what's deficient. A little preventive maintenance now can save a lot of headaches and heartaches later on.

Source: Structural Building Components Association, BCSI-B3

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PRODUCER MEETING

Salmonella Dublin Dr. Belinda Thompson Cornell Animal Health Diagnostic Center

A real threat to your dairy, veal, or beef operation Learn Salmonella Dublin basic information & why is it so devastating to dairy, veal, & beef operations, specifically about economic losses associated with S. Dublin in a herd. Focus on public health risks associated with Salmonella Dublin; transmission, carrier status, and other epidemiology. Information on treatment, prevention, & control strategies.

October 4, 2018 • 11:30-2PM • Farm Credit East Office • 25417 NYS Route 12, Watertown (Burrville), 13601

***LUNCH will be provided. Please RSVP to:

Dr. Jessica Scillieri Smith (Jessica.scillierismith@agriculture.ny.gov), 315-414-7367

Dr. Patrina Ashley (Patrina.Ashley@agriculture.ny.gov), 315-376-2673

by September 26th for accurate food ordering.

Farm Business Management

Ten Things to Know About Dairy Revenue Protection

By Dr. Jennifer Ifft and Jerzy Jaromczyk, Cornell University

There are many options for dairy farms to manage milk price, feed price, and production risk. The USDA's Risk Management Agency (RMA) recently announced a new insurance product, Dairy Revenue Protection (Dairy-RP). Below are a few reasons why farms may want to consider learning more about Dairy-RP.

- 1. Dairy-RP provides protection against revenue decline due to either unexpected price or state- or regional-level milk yield declines.
- 2. Flexible price protection: Producers have either a class pricing option (Class III and IV) or a component pricing option. Prices used for the final revenue guarantee are based on USDA Agricultural Marketing Service monthly average prices.
- 3. Milk yield protection: Dairy-RP provides protection against state- or regional-level milk yield declines (as estimated by NASS).
- 4. Purchased quarterly: Coverage levels and protection factors can be changed for each 3-month coverage period.
- 5. Dairy-RP and LGM-Dairy can be used by the same farm in the same crop year (July 1-June 30), but not in the same quarter.
- 6. Farms can participate in Dairy-RP and MPP (Margin Protection Program) at the same time.
- 7. Protection can be purchased for up to 15 continuous months (5 quarters).
- 8. Coverage levels range from 70-95% in 5% increments and premium subsides range from 44-59%. Producers select a protection factor between 1.00 and 1.5 in 0.05 increments.
- 9. Qualifying beginning farmers or ranchers can receive an additional 10 percent of premium subsidy.
- 10. Like other crop insurance policies, Dairy-RP can be purchased from a local crop insurance agent.

To learn more about Dairy-RP, take a look RMA's livestock policy webpage, which has FAQs, a fact sheet, and other details on Dairy-RP at https://www.rma.usda.gov/livestock/

Cornell University delivers crop insurance education in New York State in partnership with the USDA, Risk Management Agency. This material is funded in partnership by USDA, Risk Management Agency, under award number RM17RMETS524020.

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





Office Hours

The Farm Business Management Specialist will be hosting regular "Office Hours" in each county! These give farmers a chance to bring their questions on any of the following topics:

- Accounting
- Financial Statements
- Budgeting
- Business Plans
- Decision Making
- Employee Hiring
- Employee Handbooks
- Human Resources
- Diversification
- Regulation
- Grant Applications
- Project Evaluation
- Book Keeping Systems
- Farm Transition
 Planning
- Retirement Strategies

Please note that all office hours are from 10AM to 3PM. It is not necessary to make an appointment, however, you can by contacting:

Kelsey O'Shea at kio3@cornell.edu or 315-955-2795



Clinton County Dates: Oct 3rd, Nov 7th, & Dec 5th Location: CCE Office 6064 NY-22 Suite 5, Plattsburgh, NY 12901

Essex County Dates: Oct 4th, Nov 6th, & Dec 6th Location: Hub on the Hill 545 Middle Road Essex, NY 12936

Jefferson County Dates: Oct 9th, Nov 13th, & Dec 11th Location: CCE Office 203 N Hamilton St Watertown, NY 13601

Lewis County Dates: Oct 10th, Nov 14th, & Dec 12th Location: CCE Office 5274 Outer Stowe St Lowville, NY 13367

Franklin County Dates: Oct 17th, Nov 15th, & Dec 19th Location: CCE Office 355 W Main St #150 Malone, NY 12953

St Lawrence County Dates: Oct 18th, Nov 16th, & Dec 20th Location: CCE Office 2043B NY-68, Canton, NY 13617 2018 CORNELL AGRIBUSINESS

STRATEGIC MARKETING CONFERENCE Developing Your Brand and Marketing Strategies to Increase Sales

November 7-8, 2018 Lake Placid, NY

Featuring speakers from NYC agricultural businesses:

- Brand development for a competitive market
- Collaborative approaches to marketing
- Multi-channel selling strategies
- Technology adaption with your brand

Registration, Agenda, and Conference Information dyson.cornelledu/outreach/strategic-marketing-conference



Registration fee: \$75 Register online by October 31, 2018. Farmer scholarships available! Contact Lindsey Pashow Cornell Cooperative Extension Harvest New York 518-569-3073 lep67@cornelLedu

All members of the agricultural community are encourage to attend











Meet Dr. Temple Grandin!



SAVE THE DATE! OCTOBER 24, 2018 AT 7:00 PM BEEKMANTOWN CENTRAL SCHOOL



Dr. Grandin is a designer of livestock handling facilities and a Professor of Animal Science at Colorado State University.

She has authored a number of books including "Animals in Translation" and "Animals Make Us Human" which were both on the New York Times best seller list.





emple Grandin



Other

Cornell Small Farms Program Offers Online Courses

By Jessica Prosper, CCE Franklin County

Are you interested in starting a small farm? Do you need help writing a business plan or would you like to improve your existing farming skills or learn about something new? If this piques your interest, you may want to register for an on online course available through the Cornell Small Farms program.

The Cornell Small Farms Program is part of Cornell Cooperative Extension and is based in Ithaca, NY. Since its establishment in 2002, the program has played an important role in supporting the sustainability of small farms in New York as well as around the country. Through collaborations with various faculty and staff of Cornell College of Agriculture and Life Sciences, Cornell Cooperative Extension educators, and other small farm advocates, a wide variety of resources has been developed to support the continued growth and viability of both existing small farmers as well as those interested in starting small farms.

A major offering by the Cornell Small Farms Program each fall and winter is their online courses. As described on the Cornell Small Farms Program website, the courses are designed to "help build the technical and business skills of farmers. Expert farmers and extension educators guide students through the latest research-based information to help improve efficiency and increase profit on small farms. Students connect with other farmers, work on farm plans, and gain practical tips without leaving their home. Course content can be accessed anywhere with a high-speed internet connection. Most courses are six weeks long. Each week features an evening webinar and follow-up readings, videos, and activities. Students and their instructors connect through online forums and live chat. If you aren't able to attend the webinars in real-time, they are always recorded for later viewing."

Courses being offered this year cover a wide range of topics including business planning, Quickbooks for farmers, vegetable production, woodlot management, commercial sheep production, getting started with pastured pigs, maple syrup production, growing mushrooms, tree fruit production, and much more. Courses are suitable for everyone including those who are aspiring to farm, just beginning to farm, or even those who have been farming for years.

To register or for more information visit www.smallfarms.cornell.edu. Cost is generally between \$150 - \$250 per course with discounts being given for early registration and for signing up for three or more courses. New this year is also a tiered pricing plan based on household size and income.



Public Open House 10am-3pm Grace-Way Farm

Family

Farm Day

Refreshments available

Saturday, October 13th

at Marc and Christina Laribee 9627 State Route 26, Lowville, NY 13619 ~Rain or Shine~

Directions: From Carthage- take Rt 26 towards Lowville, 5.2 miles on right. From Lowville- take Rt 26 towards Carthage, 9.1 miles on left. Educational Displays Free Ice Cream & Yogurt Children's Activities Machinery Display Farm Tours Scavenger Hunt Wagon Rides ...and much more

Sponsored by Cornell Cooperative Extension—Lewis County Lewis County Farm Bureau and Lewis County Soil and Water For more info: 315-376-5270 (CCE)

WOULD YOU LIKE TO RECEIVE A PAPER VERSION OF THE NORTH COUNTRY AG ADVISOR?

<u>Subscribe to the paper version of the North Country Ag Advisor for the low cost of \$15/year.</u> Return this filled out form along with a check or money order for \$15 to Tatum Langworthy, Cornell Cooperative Extension, North Country Regional Ag Team, 203 North Hamilton Street, Watertown, NY 13601. We'll send you the newsletter each month during 2018. Subscriptions expire a year to date.

Name:	
Farm Name:	
Street Address:	
City:	State:
Zip code:	Phone number:

It's great how farming brings people together.

We're proud to work with the #1 farm insurer* with over 100 years of experience in agriculture. They help us offer you top of the line protection for your farm or ranch operation, with flexible coverages and exceptional claims, underwriting and risk management services.

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

Kevin M Daniels Agency Malone 518-483-3598 Canton 518- 386-4335 Potsdam 315-265-2140



*2015 SNL Financial Report. Based on statutory data.

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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 13, 2018, see page 18 for more information.

On-Farm Dairy Cattle Composting Program, October 17, Franklin County, more details to come.

Meet Dr. Temple Grandin, October 24, see page 15 for more information.

Young Farmer Meet Up, October 26, see page 10 for more information.

Calving and Neonatal Workshop, see page 9 for more information.

Academy for Dairy Executives, see page 5 for more information.

Farm Business Specialist Office Hours, see page 15 for more information.

Strategic Marketing Conference, November 7-8, see page 15 for more information.

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