

North Country Ag Advisor

www.ncrat.cce.cornell.edu

"Your trusted source for research-based knowledge"



Cornell Cooperative Extension
North Country Regional Ag Team

North Country Regional Ag Team

Kitty O'Neil, PhD
Field Crops & Soils
315-854-1218
kao32@cornell.edu

Michael Hunter
Field Crops & Soils
315-788-8450
meh27@cornell.edu

Kimberley Morrill, PhD
Dairy Management
603-568-1404
kmm434@cornell.edu

Lindsay Ferlito
Dairy Management
607-592-0290
lc636@cornell.edu

Kelsey O'Shea
Ag Business Management
315-955-2795
kio3@cornell.edu

Tatum Langworthy
Sr. Admin Assistant
315-788-8450
tlm92@cornell.edu

Harvest NY

Barbara Williams
Dairy Processing Specialist
315-813-1250
bw495@cornell.edu

Lindsey Pashow
Ag Business and Marketing
518-569-3073
lep67@cornell.edu

County Ag Educators

Alyssa Couse (Jefferson)
315-788-8450
amc557@cornell.edu

Betsy Hodge (St. Lawrence)
315-379-9192
bmf9@cornell.edu

Jake Ledoux (Jefferson)
315-788-8450
jtl224@cornell.edu

Jessica Prosper (Franklin)
518-483-7403
jlr15@cornell.edu

Melissa Spence (Lewis)
315-376-5270
mms427@cornell.edu

Carly Summers (Essex)
518-962-4810
cfs82@cornell.edu

Robin Wendell-Zabelowicz (Lewis)
315-376-5270
rw583@cornell.edu

Sara Bull (Clinton)
518-561-7450
slk95@cornell.edu

Billy Bullock (St. Lawrence)
315-379-9192
wrb93@cornell.edu

North Country Ag Advisor

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

"The North Country Regional Ag Team is a Cornell Cooperative Extension partnership between Cornell University and the CCE Associations in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex counties."

Ag Advisor is published by the North Country Regional Ag Team collaborating with Harvest NY

Layout/Design: Tatum Langworthy

Table Of Contents

<i>Biggest Bang for the Crop Buck</i>	3
<i>Crop Scouting: More Valuable than Ever</i>	5
<i>You can Never be Too Prepared for an Emergency</i>	6
<i>Environmental Stewardship— We already have a great story to tell!</i>	10
<i>Farm Finance 101</i>	12
<i>Financial Strategies Workshop</i>	14
<i>Upcoming Events and Programs</i>	Back cover

Contact us directly through our website:
<http://ncrat.cce.cornell.edu/>

Follow us on Facebook:
<https://www.facebook.com/ccennydairyprograms/>

Follow us on Twitter:
<https://twitter.com/NorthCountryAg>

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

Biggest Bang for the Crop Buck

By: Kevin Ganoe, Area Field Crop Specialist, Cornell Cooperative Extension- CNY Dairy, Livestock and Field Crops Team

I knew that I had the basis for the article I wanted to write in a slide set I put together for a meeting when the dairy industry began its downturn. My frustration was that I put that slide set together for a meeting in November of 2015 for the 2016 growing season. Now this article looks ahead to a continued down turn of all commodities coming into the 2019 growing season. Likely by now you have looked at how to maximize your profit or minimize your losses any number of ways but if you will allow me, here is my list of 'biggest bang for the buck' ideas coming into the 2019 cropping season.

"Do what you can get done."

I have heard this put a dozen different ways but one of the best things you can do is have a plan in place that looks at a core set of acres that you know you can get planted and harvested. Without a doubt, the weather, the last two growing seasons might make you question how much that plan is worth, especially in 2018. As this is being written in December, there is still corn and soybeans in the field and manure needing to be spread.

A crop plan for your 2019 acres for will allow you to see how to allocate your crop resources. Every dollar needs to count and although you may not get it perfect, having a plan getting the crop in and off as timely as you can, is one of the biggest hurdles you face. Just being ready doesn't usually cost much. And if equipment repair is needed, then better to spend resources here because you can't harvest what you don't plant and you can't make money on forage crops that aren't harvested timely to provide quality.

So, know what you can get done and do it. Only plant and harvest what you can do so successfully. It is always risky to put dollars in the field, so minimize that risk as much as you can.

Is your free land costing too much?

Over time you have likely heard me use the expression of the "free Land". Most free land isn't free at all it will cost you. Although a generalization, in many instances this land is low pH, low fertility and somewhat poor to poorly drained and you don't necessarily have any kind of lease that allows you to put some long term resources in to it to make it productive for your use.

No one wants to give up land, particularly if you need a place to spread manure or you want to hold on to it as a buffer against neighbors and neighboring farms. But if you think it isn't costing you, take the time to think it through and make sure.

Weed control is dollars well spent.

I have too often seen corn, and soybean growers look to save a few cents or even a few dollars per acre to switch to less expensive herbicides only to fail to get the weed control they had before. If there was ever a "if it is not broke, don't fix it"

Continued on page 4



They would ask for NACHURS® Bio-K®

- A premium source of potassium fertilizer combined with a natural plant metabolite
- Most effective and efficient source of potassium
- Increased plant health and plant vigor resulting in maximum yield potential

NACHURS®

visit us online: www.nachurs.com/bio-k

or call: Wayne Oosterhoff (716) 248-0188

© 2018. NACHURS ALPINE SOLUTIONS. All rights reserved.

moment this is it. Likely you didn't realize what weeds you were controlling and now, with different herbicides, some of those slight differences in spectrum of control show up. And if you were trying to just get by on fertilizer dollars what little you save might be quickly eaten up by weed competition. I need to be careful in stating this because, more than ever, we need to look at weed control programs and make sure we are not setting farms up for herbicide-resistant weeds or even just making sure we don't allow tough-to-control weeds to get a start. But of all the places to try to be cheap, weed control isn't one of them.

Follow nutrient management plan

If you have a comprehensive nutrient management plan, now is the time to make the best use of it. Being accurate with manure application rates and applying manure evenly across a field shouldn't be viewed as just a regulatory requirement. It is the difference between profitable or not. Even if you aren't required to have a plan, work with your crop consultant to develop one. Make sure you have a clear understanding of what nutrients are needed to grow your crops and what value your manure and the previous crop will provide to meet those nutrient requirements. Now is the time to have a soil test to account for nutrients in the soil so you are not under or over applying nutrients. In particular, this is maybe the time to stop "traditional" yearly P and K topdressing of hay fields when manure may be supplying sufficient nutrients already.

Now may not be the time to lime because the amount needed won't give an immediate payback in this crop year. At a high lime requirement, you may need the better part of a year to see the pH change sufficiently to see the return on your dollar spent.

Do you have enough N?

Nitrogen is needed for grass growth so whether the crop is corn or grass hay, make sure you have enough N. Sufficient nitrogen and weed control are a must for a good corn crop so look for other places to reduce input dollars. The more accurately you account for all sources of nitrogen available to your crop the less risk there is in over or under applying.

Not the time for products of questionable value

According to the online Urban Dictionary, "foofoo dust" is defined as: "A reference to a (non-existent) power or mysterious ingredient or hidden effort that creates desirable results. Results achieved, as if by magic, perhaps by slight-of-hand." Call these products what you want, they often promise to give you more yield and profit and do so applying less nutrients or by enhancing plant growth. Now is a time to stick to with what has a proven track record and is scientifically sound.

Reseed or make current hay stands better

There are good reasons to put in a new seeding. Maybe you have a conservation plan to keep up with; maybe you have hay ground that is less productive so you want that yield kick and nitrogen benefit you get by rotating corn to an old sod and keep the hay acres you need by reseeding.

Keep all of that in mind because a new seeding can be a large out lay of dollars and it can be risky because in many instances you aren't getting your money back the seeding year and seedings have been known to fail for various reasons. If you still have good grass stands use nitrogen and manure to keep those fields productive and remove the seeding risk for the time being.

Be deliberate

Setting priorities as to what inputs will make you the most of your crop dollar is the place to start. For corn, weed control and nitrogen are the two big items you just can't have a profitable crop without.



How our machine is designed to optimize yours.



Only AminoMax® Pro bypass protein is manufactured with our proprietary ExpandaTherm™ technology. The result is extraordinary consistency and optimized effectiveness. Feeding AminoMax® Pro can result in:



**Better feed efficiency ▪ Reduced nitrogen excretion
Improved milk production**

For more information, call (855)785-3625 or visit AminoMax.com

©2018 by Afgritech, LLC

Crop Scouting: More Valuable than Ever

By: Michael Hunter

What is crop scouting? Crop scouting is a regular and systematic field sampling program that provides field specific information on pest pressure, crop injury, crop health and condition. Crop scouting is not driving around the farm in the truck and only looking at the fields from behind the steering wheel. In the agronomic world, that method is called a windshield survey. Crop scouting is not taking the occasional stroll through a field. This is more commonly referred to as walking. Crop scouting is highly planned and deliberate.

Growing crops is a huge investment; therefore, crop scouting should be viewed as a way to protect your investment. We can predict many of the challenges that we will face in the field each year. However, there are not many years that go by before a new pest or unexpected problem will show up in the field. Crop scouting on a regular basis will give you the information to make sound decisions before something becomes a serious threat or problem.

The true armyworm outbreak in 2012 demonstrated the importance of a regular crop scouting schedule or program. This pest took many by surprise and in certain cases, serious crop losses occurred. Those crop growers that hire an independent crop scout or follow a regular crop scouting program on the farm certainly had much less crop losses from armyworms than those that were not prepared. More recently, we dealt with major potato leafhopper populations in alfalfa during the 2017 growing season. This widespread problem caused major losses for those caught unaware.

Do you have a plan in place to detect early infestations of insects, weeds and diseases so that you can take action before they cause economic losses? Are you cropping more acres than you did five years ago? If your farm continues to crop more acres each year, it will require more of your time to keep track of what is going on in each field. If you don't have a crop scouting plan in place, or are cropping more acres and don't have time to do a good job scouting, maybe you should consider hiring an independent crop scout or train an employee on the farm. These options may be better than trying to do the crop scouting yourself.

Before anyone takes on the task of crop scouting, one needs to have knowledge of pest biology and crop growth stages to help determine when and how frequently you need to scout the fields. If you need to brush up on your field crop pest knowledge or get up to date on the latest pest problems, there are many excellent resources available. The New York

State Integrated Pest Management Program has an abundance of crop pest information, crop scouting procedures and calendars available on their website:

<https://bit.ly/2UUXLQ3> . Attending winter crop meetings offered by Cornell Cooperative Extension, our local crop input suppliers and agribusinesses can also serve as a resource to learn about new and emerging trends in crop production and pest management.

During the growing season it is important to stay in contact with your crop input suppliers, local agribusinesses, crop consultants and field crop extension specialists. They will have information about and locally developing situations in the fields and any pest problems showing up in the area. Fortunately for those of us located in Northern New York, many pest problems will progress from areas south and west of us before they reach our area so we can be warned and prepared for their arrival.

CROP CONGRESS AT MINER INSTITUTE

Wednesday, January 30, 2019

W. H. Miner Institute
586 Ridge Road
Chazy, NY 12921

Agenda:

- 10:00 a.m. – 10:45 a.m. **OPTIMIZING ALFLAFA GRASS MIXTURES**
Jerry Cherney, Cornell University
- 10:45 a.m. - 11:15 a.m. **WESTERN BEAN CUTWORM- NOW WHAT?**
Mike Hunter, Cornell University Cooperative Extension
- 11:15 a.m. - 12:15 p.m. **HOW PLANTS TALK AND WHY WE SHOULD LISTEN**
Clarence Swanton, University of Guelph
- 12:15 p.m. – 1:00 p.m. **LUNCH**
- 1:00 p.m. – 1:45 p.m. **INSECT PEST MANAGEMENT IN FIELD CROPS**
Elson Shields, Cornell University
- 1:45 p.m. – 2:30 p.m. **INVESTIGATING THE HEALTH EFFECTS OF GLYPHOSATE**
Dan Wixted, Cornell University
- 2:30 p.m. – 3:00 p.m. **WHEN IS IT TOO LATE TO PLANT A COVER CROP?**
Kitty O'Neil, Cornell University Cooperative Extension
- 3:00 ADJOURN

NYS DEC Pesticide and CCA credits are pending approval. You must arrive on time and stay for the entire program to receive these credits

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.**

Northern Insuring Agency, Inc.

Tanya Krise

(315)-769-2404

tanyak@northerninsuring.com



*2015 SNL Financial Report. Based on statutory data.

Products underwritten by Nationwide Agribusiness Insurance Company, Farmland Mutual Insurance Company, Allied Property and Casualty Insurance Company and AMCO Insurance Company. Home Office: 1100 Locust Street Des Moines, IA 50391. Subject to underwriting guidelines, review and approval. Products and discounts not available to all persons in all states. Nationwide and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2018 Nationwide GPO-0292AO (06/16) 9119730

23rd North Country Crop Congress & Agribusiness Trade Show

Cornell Cooperative Extension
North Country Regional Ag Team

The North Country Crop Congresses are designed to provide crop growers, dairy farmers and agribusiness personnel, including pesticide applicators and Certified Crop Advisers, with in-depth crop management information to meet today's agricultural challenges along with a trade show. This year's lineup of speakers will share the latest in pest management, pesticide health and safety, forages and cover crops.

Topics Include:

HERBICIDE RESISTANCE MANAGEMENT UPDATE

Mike Hunter, Cornell University Cooperative Extension

HOW PLANTS TALK AND WHY WE SHOULD LISTEN

Clarence Swanton, University of Guelph

OPTIMIZING ALFLAFA GRASS MIXTURES

Jerry Cherney, Cornell University

INSECT PEST MANAGEMENT IN FIELD CROPS

Elson Shields, Cornell University

INVESTIGATING THE HEALTH EFFECTS OF GLYPHOSATE

Dan Wixted, Cornell University

WHEN IS IT TOO LATE TO PLANT A COVER CROP?

Kitty O'Neil, Cornell University Cooperative Extension

2.75 NYS DEC Credits (pending approval)

3.5 CCA CEUs (approved)

The North Country Regional Ag Team is a Cornell Cooperative Extension partnership between Cornell University and the CCE Associations in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex counties.



Dates: January 31, 2019

Time: 10:00am - 3:00pm

Registration starts at 10am

Location: Ramada Inn

6300 Arsenal Street

Watertown, NY

Cost: \$25 if Register by
1/28/19, \$30 at door

Pre-Registration allows us to communicate any cancellations or changes in arrangements

To Register:

Tatum Langworthy

tlm92@cornell.edu

315.788.8450

To register online:

<https://reg.cce.cornell.edu/cropcongressattendee201910512>

You can Never be Too Prepared for an Emergency

By Lindsay Ferlito

Nobody likes to think about the worst happening on their farm, but that doesn't mean you shouldn't take the time to prepare just in case. Whether it's a barn fire, roof collapse, or natural disaster, you need to have an emergency plan in place.

The National FARM Program requires you to post an emergency contact sheet somewhere visible and accessible on the farm. This sheet should include the farm's physical address, as well as names and phone numbers for the farm owner, a neighbor who can help, and other important personnel (like the herd veterinarian, milk coop handler/representative, and feed dealer). The FARM Program also has a Comprehensive Emergency Action Plan Guidance sheet which provides valuable info on how to prepare for an emergency.

Emergency preparedness plans should include:

- Maps of the farmstead including the location of all barns, houses, manure pits, as well as the location of hazardous materials and the water and gas shut off
- A list of all hazardous materials and chemicals on the farm and where they are located
- A copy of the emergency contact sheet
- Who is in charge for each type of emergency
- Copies of insurance plans or contact info for insurance companies
- A humane euthanasia plan in case animals need to be put down
- A few local farmer neighbors that could help move or house cattle if they need to leave the site

In addition to your written plan, to prepare for an emergency, your farm should also have:

- Back-up power and fuel sources
- Alarms (smoke and carbon monoxide) and fire extinguishers
- 2-3 days of water supply and feed for the animals
- The proper insurance for your buildings, equipment, and animals
- Exits that are clearly marked in all buildings

To go one step further, you should invite your local fire departments and first responders to come out to your farm. Give them a tour, identify any possible hazards, and outline your emergency plan. Remember that a lot of first responders have never set foot on a farm or worked with large animals, so they may not know what to do with a bunch of loose cows during a disaster.

You can also take action to prevent certain emergencies from happening, including:

- Properly train all employees on the emergency plan
- Conduct regular fire and emergency drills
- Regularly check all alarms and extinguishers to make sure they work
- Repair structural damage to buildings (roofs, support beams, etc.) in a timely manner
- Remove heavy snow loads from roofs when necessary
- Use LED lightbulbs or have covers to protect them
- Permit no smoking in or near barns or feed storage
- Don't use heaters or heat lamps in the barn, and if you do, watch them closely
- Limit the use of extension cords

For more information or resources, contact your local first responders or check out the National Fire Protection Association website (www.nfpa.org/farms) and the National Farm website (<http://www.nationaldairyfarm.com/resource-library>).

Environmental Stewardship– We already have a great story to tell!

By Kimberley Morrill, PhD

U.S. dairy farmers have a longstanding history of environmental stewardship. As dairy production has become more efficient, it requires fewer resources to produce the same amount of milk. Producing a gallon of milk today, uses 65% less water, requires 90% less land and has a 63% smaller carbon footprint as compared to 70 years ago. According to a study by the United Nations Food and Agriculture Organization, dairy farming in North America has the lowest greenhouse gas emissions intensity of any region in the world. There are 4 primary focus areas on a dairy farm with regard to environmental stewardship. While all focus areas provide producers with some key points on emissions, focusing on even one area can improve a farm's carbon footprint. Spending time to walk through all five areas on your farm can have a tremendous positive impact on environmental stewardship. For many farms, best management practices are already in place, and they have a great story to tell consumers.

Production: The animals

The total number of animals present on a farm impacts an operation's carbon footprint. Cows emit greenhouse gases (GHGs) directly during digestion as well as indirectly via manure decomposition. Improved efficiency, animal health, herd management and nutrition continue to generate positive returns for dairy producers across the country. Managing production efficiencies also translates into better GHG and energy use performance for U.S. dairy producers.

Energy: Fuel & Electricity

From powering tractors to lighting barns and cooling milk, energy is a critical factor in dairy farm activities. Managing energy use and pursuing energy efficiency can help farmers reduce costs and minimize exposure to price volatility. At the same time, energy use reductions can lower a farm's carbon footprint. Addressing energy consumption presents a win-win for both the farm's profitability and GHG emission reductions. Options for reducing energy use will vary by farm, but opportunities include servicing and maintaining equipment, installing efficient lighting and equipment upgrades. Knowing the operation's current energy use can help determine the best strategy.

Feed & Crops

The process of rumen fermentation helps cows (and other ruminant animals) break down roughage, but it also results in the production of methane, a potent greenhouse gas.

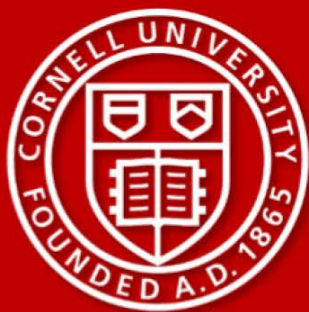
The total amount (and type of feed) fed significantly contributes to how much methane is released. So improvements in feed efficiency – more milk production per unit of dry matter intake – can address both profitability and the farm's environmental footprint. Research continues to deepen our understanding of how to manage enteric methane production. Understanding ration formulations is important for estimating the farm's carbon and energy impacts.

In general, crop production activities like tillage, planting and harvest all use fossil fuels that emit greenhouse gases. The decision to purchase feed or produce it on-farm depends on the operation's unique circumstance. For operations engaged in feed production, best practices like ensuring equipment is in good working shape and limiting idling time to less than 10 minutes can help reduce fuel use and the operation's carbon footprint. Crops and Feed are intertwined as it's important for a farm to make management decisions on the best crops to grow to meet the needs of the animals, as well as what can the farm handle in an efficient manner. Growing high quality crops, that increase feed efficiency are a win-win.

Manure Management:

Over time, manure decomposes and releases greenhouse gases – methane and nitrous oxide. The amount and rate of emissions depends on how much manure is present and how the manure is stored. Nitrous oxide emissions will also vary with the carbon and nitrogen content. However, greenhouse gas emissions are not the only important factor in choosing a manure management system – one must also balance the issues of cost, regional constraints, nutrient management and more.

The Farmers Assuring Responsible Management Program (FARM), administered and managed by the National Milk Producers Federation (NMPF) have launch the FARM Environmental Stewardship module. This module allows for the collection and dissemination of information on greenhouse gas emissions (GHG) and energy use on dairy farms. The assessment will also help dairy producers to identify potential efficiency gains, cost savings, and to track progress in a secure, confidential platform.



Dates and Locations:

January 15, 2019

Elks Club
Lowville, NY
10am-3pm

January 16, 2019

Ramada Inn
Watertown, NY
10am-3pm

Dairy Day



Agenda:

10:00: Welcome

10:10: Kelsey O'Shea (*North Country Regional Ag Team*) – **What are my options?**

10:40: Mike Baker (*Beef Cattle Extension Specialist, Cornell University*) – **Dairy Beef**

11:20: **Questions** for Mike and Kelsey

11:30: **Research updates from North Country Regional Ag Team**

Noon: LUNCH

12:45: Keynote – Andrew Novakovic (*Professor of Agriculture Economics, Cornell University*): **Updates on the NY and US Dairy Industry**

1:45: Questions

2:00: Jean Bonhotal (*Cornell Waste Management Institute*): **Composting/waste management**

Cost: \$20 per person. Lunch is included.

Please call and register with Tatum Langworthy
at 315-788-8450 or tln92@cornell.edu

or online at https://reg.cce.cornell.edu/dairyday2019_10512

Cornell Cooperative Extension North Country Regional Ag Team

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Calving Assistance & Neonatal Calf Care Class

By Libby Eiholzer, NWN Regional Team

Over two days in October and November, the NWN Regional Team presented a workshop based on the critical first few days in a calf's life. Cornell Pro-Dairy and three other regional dairy teams worked with us to develop and present this class, which took place in Newark (Wayne Co.) and Corfu (Genesee Co.). A total of 30 farm owners, managers and employees attended the workshops, representing 11 farms and 5 counties.

What did they learn?

A calf being born is hardly a rare event. After all, herdsmen can spend entire days devoted to the care of cows and calves around the time of calving. What can folks like this stand to learn from a workshop when they're doing it all day, every day?

It turns out that they can still learn quite a bit! One attendee stated, "The courses are very insightful and every time I attend one that I think I already know I always end up leaving with information I didn't know." Another attendee said, "The class was suitable for people with or without a lot of experience in dairy farming, and above all it's a great opportunity for questions and answers."

Recordkeeping & Cleanliness

One of the reoccurring themes of the two-day workshop was the importance of recordkeeping. Dr. Rob Lynch (Cornell Pro-Dairy) stressed the value of recording a calving ease score for every calving, whether it results in a live or a dead calf. This value helps ensure proper care for both the calf and the cow after calving, as difficult births (dystocia) often result in some level of trauma. Supportive care and close observation can lead to better recoveries.

Close monitoring and recording of colostrum quality is necessary to ensure that calves are getting what they need to develop their immunity. A presentation by Betsy Hicks (SCNY Dairy & Field Crops Team) reviewed how to create written standard operating procedures and use them for training and refreshing employees. Making management decisions for improvement works best when you know that everyone is following the same protocols, and when you have good data about what is actually happening day-to-day.

Another message that participants heard loud and clear was the importance of hygiene, before, during and after the calving event. Dr. Jerry Bertoldo (making a guest appearance post-retirement) discussed the proper way to examine a cow to assess cervical dilation and the calf's position, focusing on

getting and keeping everything clean. Dr. Bertoldo stressed sanitation in post-natal care as well, from the environment in the calving pen right down to the nipple or esophageal tuber used to feed colostrum.

After all, we only have one first chance to get a new calf started on the right path!

Missed this class and interested in learning more about calving assistance? Reach out to Margaret or Libby for more information.

Is there another topic that you or your employees would like to learn more about? Let us know and we will consider incorporating it into our next dairy skills training class!



Dr. Keith Carlson from Attica Veterinary Associates demonstrates how to conduct a physical exam on a calf.



Dr. Rob Lynch (Cornell Pro-Dairy) and Libby Eiholzer kick off day one of the training by asking attendees to discuss the difficult calving cases that they have experienced.

Farm Business Management

Farm Finance 101

By Kelsey O'Shea

With another year coming to a close and everyone starting to think about their year-end financials, it's time again to make sure that you are in compliance with all labor regulations. Below are the most current and crucial updates you should be addressing immediately. Should you want help with any of these topics as they relate to your farm explicitly, please reach out to your local or regional farm business management specialist directly:

MINIMUM WAGE

Attention employers, it's time to get ready for the annual increase to the New York minimum wage. The state's minimum wage law passed back in 2016 provides for annual increases that become effective at the end of each year. New York City wages are highest but we don't have many farm employers there. Long Island and Westchester minimum wage goes to \$13.00 on December 31, 2018 and the **"remainder of New York" minimum wage increases to \$11.10 on the same date**. Make sure you update your payrolls to reflect the change in pay beginning January 1, 2019. Details can be found at New York state's minimum wage website.

SEXUAL HARASSMENT

The 2018 New York State budget included new regulations addressing sexual harassment in the workplace that became effective on October 9, 2018 for all New York employers, including agricultural employers. All employers are required to have a sexual harassment prevention policy and to provide annual, interactive sexual harassment prevention training for all employees. Sexual harassment is a horrible thing, no one should have to work in a threatening and unsafe atmosphere. Prevention is the best medicine, so farms and other agricultural employers should get a strong sexual harassment prevention policy and training in place. That policy should define sexual harassment, provide a means for reporting it, and let victims know that they will be protected when they report harassment. Business owners should act quickly and decisively to investigate and solve any sexual harassment situations. Owners should be further advised that if any managers know about sexual harassment and do nothing about it, that can expose the business to even more legal risk.

The New York State Department of Labor (NYDSOL) provides important resources in a special website for employers:

<https://www.ny.gov/combating-sexual-harassment-workplace/employers>.

-By Richard Stup, Cornell University. Permission granted to repost, quote, and reprint with author attribution. The post Minimum Wage Annual Adjustment appeared first on Cornell Agricultural Workforce Development.

John Allen Sanitation Service, Inc.
SANITATION & EXCAVATION

Commercial & Residential • Fully Insured • Free Estimates
Trucking • Septic Service • Septic Pumping • Trash Removal
Roll-Off Containers • Recycling • Snow Removal • Excavation

315 846-5951

P.O. Box 34, Belleville, NY 13611

E-mail: johnallensanitation@gmail.com • Website: johnallensanitation.com

NY Crop Insurance Availability by County 2018



Apiculture, Dairy-RP, LGM, Nursery, PRF, and WFRP policies are available in all New York.

If a crop is not covered in your county, you may still be eligible for a written agreement for that crop. Please contact an insurance agent to see if this is an option for you.

To find a crop insurance agent, please visit:

<http://cli.re/qzPVWY>

For more information about RMA policies, please visit:

<http://cli.re/q3xnQp>

	Apples	Barley	Cabbage	Corn	Dry Beans	Forage Production	Forage Seeding	Fr. Mkt. Sw. Corn	Fr. Mkt. Beans	Grain Sorghum	Grapes	Green Peas	Oats	Onions	Peaches	Potatoes	Processing Beans	Soybeans	Sweet Corn	Tart Cherries	Tomatoes	Wheat
Albany	X	X	-	X	-	-	-	X	-	-	-	-	X	X	-	-	-	X	X	-	-	X
Allegany	-	X	-	X	-	-	-	X	X	-	-	-	X	X	-	-	-	X	X	-	-	-
Broome	X	X	-	X	-	-	-	X	-	X	-	-	X	-	-	-	-	X	-	-	-	-
Cattaraugus	-	X	-	X	-	X	X	X	-	-	X	-	X	-	-	-	X	X	-	-	-	X
Cayuga	X	X	-	X	X	-	-	X	X	-	-	X	X	X	-	X	X	X	X	-	-	X
Chautauqua	-	X	-	X	-	-	-	X	-	-	X	X	X	X	-	-	-	X	-	-	X	X
Chemung	-	-	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	X	-	X	-
Chenango	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Clinton	X	-	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Columbia	X	X	-	X	-	-	-	X	-	-	-	-	X	-	X	-	-	X	-	-	-	X
Cortland	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Delaware	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	-	-	-	-	-
Dutchess	X	X	-	X	-	-	-	X	-	-	-	-	X	-	X	-	-	X	-	-	-	-
Erie	-	X	-	X	-	-	-	X	-	-	X	X	X	-	-	X	X	X	-	-	-	X
Essex	X	-	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Franklin	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	X	-	X	-	-	-	-
Fulton	X	-	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	-	-	-	-	-
Genesee	-	X	X	X	X	X	X	X	X	-	-	X	X	X	-	X	X	X	X	-	-	X
Greene	-	X	-	X	-	-	-	X	-	-	-	-	-	-	-	-	-	X	-	-	-	-
Herkimer	-	X	-	X	-	-	-	X	X	X	-	-	X	-	-	-	-	X	-	-	-	-
Jefferson	-	X	-	X	X	X	X	X	-	X	-	-	X	-	-	-	-	X	-	-	-	X
Lewis	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	-	-	-	-	-
Livingston	-	X	-	X	X	X	-	X	-	X	-	X	X	-	-	X	X	X	X	-	X	X
Madison	-	X	-	X	-	X	-	X	-	-	-	-	X	X	-	X	X	X	-	-	-	X
Monroe	X	X	X	X	X	-	-	X	X	-	X	X	-	X	-	X	X	X	X	X	-	X
Montgomery	-	X	-	X	-	-	-	X	-	X	-	-	X	-	-	-	-	X	-	-	-	X
Niagara	X	X	X	X	-	-	-	X	-	-	X	X	X	-	X	-	X	X	-	X	X	X
Oneida	X	X	-	X	-	-	-	X	X	X	-	-	X	X	-	X	X	X	-	-	-	X
Onondaga	X	X	-	X	-	-	-	X	-	-	-	X	X	-	-	X	X	X	-	-	-	X
Ontario	X	X	X	X	X	X	X	X	-	-	X	X	X	X	-	X	X	X	X	-	-	X
Orange	X	X	-	X	-	X	X	X	-	-	-	-	X	X	-	-	-	X	-	-	-	-
Orleans	X	X	X	X	X	-	-	X	X	X	-	X	X	X	X	X	X	X	X	-	-	X
Oswego	X	X	-	X	-	-	-	X	-	-	-	-	X	X	-	-	X	X	-	-	-	X
Otsego	-	X	-	X	-	-	X	X	-	X	-	-	X	-	-	-	-	X	-	-	-	-
Rensselaer	X	X	-	X	-	-	-	X	-	X	-	-	X	-	-	-	-	X	-	-	-	-
Rockland	X	-	-	-	-	-	-	X	-	-	-	-	-	-	X	-	-	-	-	-	-	-
St Lawrence	-	X	-	X	-	X	X	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Saratoga	X	X	-	X	-	-	-	X	-	X	-	-	X	-	-	-	-	X	-	-	-	-
Schenectady	-	-	-	X	-	-	-	X	-	-	-	-	-	-	-	-	-	X	-	-	-	-
Schoharie	X	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Schuyler	X	X	-	X	X	-	-	X	-	X	X	X	X	-	-	-	X	X	-	-	X	X
Seneca	-	X	-	X	X	-	-	X	-	X	X	X	X	X	-	-	X	X	-	-	-	X
Steuben	-	X	-	X	-	-	-	X	X	-	X	X	X	X	-	X	X	X	X	-	X	X
Suffolk	X	X	-	X	-	-	-	X	-	X	X	-	X	-	-	X	-	-	-	-	-	X
Sullivan	-	-	-	X	-	-	-	X	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tioga	-	X	-	X	-	-	-	X	-	-	-	-	X	-	-	-	-	X	-	-	-	-
Tompkins	-	X	-	X	X	-	-	X	-	-	-	X	X	-	-	-	X	X	-	-	-	X
Ulster	X	-	-	X	-	-	-	X	-	X	X	-	-	-	X	-	-	-	-	-	-	-
Warren	-	-	-	X	-	-	-	X	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Washington	X	X	-	X	-	-	-	X	-	X	-	-	X	-	-	-	-	X	-	-	-	X
Wayne	X	X	-	X	X	-	-	X	-	-	X	X	X	X	-	X	X	X	X	-	-	X
Westchester	-	-	-	-	-	-	-	X	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Wyoming	-	X	-	X	X	-	-	X	-	X	-	X	X	-	-	X	X	X	X	-	-	X
Yates	-	X	-	X	X	-	-	X	X	-	X	X	X	X	-	X	X	X	X	-	-	X

**For more NY crop insurance information, visit:
www.agriskmanagement.cornell.edu**

Financial Strategies for Farming Operations: Tips for Success

Tuesday, January 8, 2019

10:30 am-12:00 noon

Extension Learning Farm, Canton

Join us for short presentations followed by an open-house.

Speakers Include:

- **Patricia Wilson**, NYPA, ReChargeNY Program
- **Kelsey O'Shea**, North Country Regional Ag Team-Farm Business Management
- **Lisa Ward**, Farm Service Agency-USDA Programs-MFP (tariff relief) and NAP
- **Bruce Green**, SLC Real Property Office-Land Tax Rebate Programs
- **Raeanne Dulanski**, Soil and Water Conservation District-Ag Value Assessment
- **Emily Decker**, Farm Service Agency-Loan Programs
- **Amy Moulton**, Tax Preparer-Tax Tips

Register at:
stlawrence.cce.cornell.edu
or
315-379-9192 ext 237



If you have any special needs please contact the office at 315-379-9192.
Cornell Cooperative Extension provides equal programming and employment opportunities.

*Save
the date!*

Winter Maple Schools

Maple sugaring season is fast approaching and the public is invited to learn about maple production from leading educators in the field.

Beginner Maple School – Free for Youth

This program will be held on Friday night, January 18 from 6:30 to 8:30 pm with Cornell Cooperative Extension of Lewis County at the International Maple Museum Centre located at 9756 State Route 812 (Main Street) in Croghan. Basics for small and new maple producers will be presented by Stephen Childs, Cornell University NYS Maple Specialist. Participants can attend for a nominal cost of \$5 which includes refreshments and materials. Participation is free for youth – 16 and under. Pre-registration is strongly encouraged in order to receive materials. Fee can be paid upon arrival.



Winter Maple School

Maple Producers can attend the Winter Maple School on **Saturday, January 19, 2019 at 9am** for \$15 per person with pre-registration or at the door for \$20 that morning. Youth 16 and under is \$5.00 per child. Lunch and materials are included and this event will also be held at the International Maple Museum Centre. This day long program will cover a wide range of topics including Maple Flavors, Forest Management in a Sugarbush, NY Certified Training and What's Happening at Cornell's Uihlein Maple Research Forest.



Don't miss this year – presentation by NYS Agriculture and Markets on Labeling, Grading and Specialty Item Labels.

This workshop only happens once in a while – don't miss out!

Registration

To register or receive more information on the Beginner & Winter Maple School workshops please call 315-376-5270, email Michele Ledoux @ mel14@cornell.edu, visit our website at www.ccelewis.org or scan the workshop QR codes to be directed to online registration.

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

What's Happening in the Ag Community

Financial Strategies for Farming Operations: Tips for Success Workshop, see page 14 for more information.

Dairy Day 2019, see page 10 for more information.

Grazing Dairy Discussion Group, January 22, 2019, 11-2pm, Extension Learning Farm, Canton

Crop Congress 2019, see page 7 for more information.

Crop Congress at Miner Institute, January 30, 2019.

Save the Date! Winter Maple Schools, see page 15 for more information.

Grazing Dairy Discussion Group, February 19, 2019, 11-2pm, Extension Learning Farm, Canton

Herd Manager's Training, March 5th & 12th, 2019, Canton , more details to follow.

Please note that Cornell University Cooperative Extension, nor any representative thereof, makes any representation of any warranty, express or implied, of any particular result or application of the information provided by us or regarding any product. If a product or pesticide is involved, it is the sole responsibility of the User to read and follow all product labelling and instructions and to check with the manufacturer or supplier for the most recent information. Nothing contained in this information should be interpreted as an express or implied endorsement of any particular product, or as criticism of unnamed products. The information we provide is not a substitute for pesticide labeling.