Cornell Cooperative Extension | Northwest NY Dairy, Livestock and Field Crops Program

AG FOCUS

CONNECT TO CONSUMERS DURING NATIONAL DAIRY MONTH

by Margaret Quaassdorff

June is National Dairy Month, which was originally a campaign that began in 1937 to promote drinking milk. It has evolved over the years into a traditional celebration of all things dairy, and the contributions that the dairy industry, and the people behind it, have made to society as a whole. We are known and loved by our consumers for the delicious and nutritious dairy foods that we produce. In fact, a 2015 survey notes that Americans consume over 34 pounds of cheese per person per year! In addition, Americans are the number one consumers of ice cream in the world, where the average person eats 48 pints of ice cream a year…personally, I am above average in this category. Unfortunately, most consumers are now 2 to 3 generations away from the farm, and this creates unfamiliarity with our industry, its products, and the opportunities it holds. Several dairy families and organizations in our NWNY region are coming together this month to combat this disconnect.

In early June, Reyncrest Farm in Corfu, NY is collaborating with Genesee County Farm Bureau to provide a day full of on-farm experiences to the local kindergarten classes. The program is called ***Kinderfarmin'*** and aims to familiarize young children with a dairy farm, while they ultimately learn how milk is produced and how it gets to the grocery store. By touching and interacting with different animals, machinery and equipment at different stations set up around the farm, children leave with a lasting impression of a dairy farm. The Reynolds Family, owners of Reyncrest Farm, will be headliners, with other industry professionals being featured throughout the day, allowing children to meet the family and people who have a part in making the farm run. This will be the third year that Reyncrest Farm has hosted the event.

Similarly, Mulligan Farm in Avon, NY will be working with Livingston County Cooperative Extension to provide an educational hands-on experience for 8th graders in the region. The goal for these young people is to investigate the variety of jobs and skills that are involved in dairy farming. There will be multiple stations set up around the farm where students will interact with dairy industry professionals in the areas of dairy foods, animal care and nutrition, genetics, dairy and harvest equipment, agronomy and field crops, and dairy technology. Students will learn that dairy farmers and ag-support roles have far-reaching positive effects on whole communities and partnering industries. As dairy farmers, we provide jobs for people with a variety of background experiences and expertise; and that should be celebrated as well!

These family farms provide just two examples of how dairy farmers can join consumers during the month of June, to celebrate and enjoy all things dairy.

What is your favorite way to celebrate National Dairy Month? Do you know of other farm events happening in our region to celebrate National Dairy Month? Let us know!

Source: www.dairy.org

A partnership between Cornell University and the CCE Associations in these ten counties:
Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne, Wyoming & Yates

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2019 Small Grains Management Field Day

Thursday, June 6, 2019, 9:30 a.m. - 12:20 p.m.

Poormon Farms, 3048 State Route 414,

Seneca Falls NY 13148

Join us for the annual field day featuring small grain variety trial information, disease and weed management updates, and crop development and management ! This event is FREE!

Program Agenda

- View winter wheat & winter barley plots, welcome and introductions
- 2019 Crop development and management observations, *CCE Field Crops Educators*
- Small grain breeding, varieties, and availability of seed, *David Benscher, Phil Atkins*
- Progress on the 'Born, Bred, and Brewed in New York' spring barley variety development, *Daniel Sweeney*
- Nitrogen fertility for small grains, *Mike Stanyard*
- Update on integrated disease management in small grains – including new fungicide options, *Gary Bergstrom*
- New developments in the barley-malt-beer value chain, various speakers including: *Jeff Trout,* grower, *Judd Hallett*, maltster, and *Jon Paul Partee*, brewer

For all the program details, contact Jenn Thomas-Murphy, 607-255-2177, jnt3@cornell.edu or visit: http://events.cornell.edu/event/2019_small_grains_management_field_day

JUNE'S MOST UNWANTED FIELD CROP PESTS!

By Mike Stanyard

BLACK CUTWORM (BCW)

This moth usually is the first uninvited guest of the season. Pheromone traps began catching moths in early April and they continued to arrive on storm fronts into May. There were plenty of cover crops and grassy areas to lay eggs so be on the watch in late May/early June for BCW larvae activity in corn fields.

Walk the rows looking for cut, wilting, or missing plants. If you find an injured plant, dig in the soil around the base. BCW are nocturnal and will hide under the soil during the day. If 5% or more of the plants in the cornfield are cut or injured, an insecticide spray is warranted. You can view our video on how to scout for BCW at https://vimeo.com/130331770.

COMMON ARMYWORM (CAW)

Like BCW, there were some early flights of CAW caught up in the NW counties of our region in early April. Armyworm infestations can be found each year in barley, rye and wheat. They also can cause problems in grass fields, pastures, mixed grass/alfalfa seedlings and corn. Remember to look for the blackbirds to help you find where the CAW are feeding in small grains.

With the increase in the use of cover crops, we have the potential to see more larvae injury in corn. CAW larvae feed from the outside edge of the leaf towards the midrib. Leaves look very ragged. Larvae feed at night and hide in the corn whorls during the day. Penn State recommends "Control efforts are usually not economical unless ten percent or more of the plants are infested." See their fact sheet for more detail, http://ento.psu.edu/extension/factsheets/armyworm.

ALFALFA WEEVIL

The adult weevils do overwinter here in NY and are usually a potential problem in first cut alfalfa. Jodi was able to find lots of weevils in alfalfa on May 6. Do not forget about second cut regrowth. If we have lots of small larvae emerged at first cutting, they can eat regrowth as fast as it emerges. If 50% of regrowth shows feeding injury, spraying is justified. Here is another team video to learn how to assess and scout for weevil larvae injury, https://vimeo.com/129583196.

POTATO LEAFHOPPER (PLH)

Since PLH fly in each year from the south it is hard to predict their arrival. There are no pheromone traps to monitor them. I have seen leafhoppers as early as May 6th and as late as June 7th. Second cut regrowth and new seedings are the most vulnerable. PLH feed by piercing and sucking the plant sap from the plant. The resulting hopper burn (yellow leaves) and stunting means that we missed our opportunity for timely management.

Plant Height	PLH per Sweep
< 3 in.	0.2
3 to 7 in.	0.5
8 to 10 in.	1.0
11 to 14 in.	2.0
15+ in.	> 2.0

PLH management is based on plant height and leafhoppers per sweep. Cornell recommends taking five sets of sweeps with a sweep net (10 sweeps per set) per field and calculating a PLH (adults & nymphs, see picture) per sweep for each set.

SOYBEAN APHIDS

We are still not sure what soybean aphids are going to do yet. The winter was cold but probably not cold enough to kill the overwintering eggs on buckthorn. In most years I observe the first winged females flying to soybeans during the first week of June. A high percentage of our soybeans are being treated with a systemic insecticide seed treatment which will reduce the success of this initial flight. This seed treatment will not be effective against later summer flights. Always look at the newest growth for the first colonies. Hopefully, natural enemies like lady beetles can take over and keep aphid populations in check. If not, foliar insecticide applications are very effective. The unpredictability of this insect makes scouting your beans even more important! Remember: treatment threshold is 250 aphids per plant. Here is another video on how to scout for early soybean aphids: https://vimeo.com/131208222.

SLUGS

There are three species found in our soybeans but the most common is the gray garden slug. This species overwinters in the egg stage and hatches in the spring right when young seedlings are emerging. The young slugs feed on the leaf tissue. They hide where it is moist and cool during the day and will come out in the evening to feed. Their slime trails are a sure sign that they are present. Even a little bit of tillage seems to be enough to disturb their feeding. Many farms are running over their fields lightly with one of the vertical tillage implements and getting good results. Pelletized slug baits containing metaldehyde (Deadline® M-P™) can be very effective at reducing slug populations quickly but they do not last very long in the field, are pricey, and difficult to apply.

RESOURCES FOR FARM ESTATE AND SUCCESSION PLANNING *By Joan Sinclair Petzen*

Estate planning for members of the farm community requires some attention to specific issues related to farm ownership. Often, location of the family home is on farm business property. There is frequently a personal connection, of farmers and their heirs, to both the land and livestock. Below are links to some resources developed by Land Grant Universities (home to Cooperative Extension in the states) to help families think about and develop their estate plan with some of these issues in mind.

Here is a link to some materials prepared by Iowa State University: https://bit.ly/2VJzkcq. These fact sheets are concise and very informative. You will find information about wills, probate, powers of attorney, trusts, forms of business and more. You will find the information and worksheets in the section on evaluating your estate plan to be very useful.

Ohio State Extension also offers a nice collection of resources explaining many aspects of estate and succession planning: https://ohioline.osu.edu/tags/basic-estate-planning. Still another collection of fact sheets from the University of Minnesota: https://extension.umn.edu/business/transfer-and-estate-planning.

For a deeper dive into the use of an LLC to help successors gain equity in the business, take a look at Pro-DAIRY's Anna Richards's, "The Basic Income Tax and Equity Effects of a Profits Interest LLC": https://prodairy.cals.cornell.edu/sites/prodairy.cals.cornell.edu/files/shared/documents/ProfitsInterest.pdf.

You will find a bit of repetition of information presented among the different sources. But reading similar information twice from a couple of different perspectives can help the concepts to sink in. These are issues farm families rarely deal with more than once or twice in a lifetime. Since there is a lot of specific terminology involved, referencing multiple resources helps folks gain a clearer understanding of the principles.

Iowa's "Estate Planning Questionnaire" is a great tool for gathering your estate information. Their "Estate Planning Goals" provides a framework for starting to identify your transition and estate goals. Use the Iowa worksheets to gather your information and summarize your goals before meeting with your attorney. As you select an attorney to work with you to develop and implement your estate plan, think about looking for a specialist. A specialist in farm estate planning is someone who is familiar with the intricacies of farm businesses and the issues they face with respect to estate planning. A skilled financial advisor, who understands your tax situation, will be important as well.

We need to keep the cost of estate planning in perspective. Most farms would think nothing of going out and investing $50,000, $100,000, or more, on a piece of equipment today. You have spent a lifetime accumulating assets in your estate. The time has come to spend a few resources to minimize the tax burden, protect your estate for your heirs to be able to continue the business, and be certain your estate is disposed of in the manner you prefer.

Lastly, many farmers share a goal of remaining active in later life by continuing farm operations. One of the challenges remaining active brings up is planning for "end of life" scenarios to make certain one has the resources needed but also protecting their estate for their heirs. Rutgers University has prepared an on-line study course to help farm families think about farming in later years or farming in retirement. You may also find these resources to be useful: http://laterlifefarming.rutgers.edu/.

Please feel welcome to reach out if you have questions about estate or succession planning. Joan Petzen, from our team, jsp10@cornell.edu or 585-786-2251, ext.122, can help you to clarify your estate planning and retirement goals, review your plan, or help you find professionals who can help you to execute your plan and reach your goals.

Remember to keep working on your retirement and estate plans. It is easy to get busy with life and farming while time slips away without addressing issues that are important to us.

PRIMING THE PUMP *by Timothy X. Terry, Harvest NY*

Setting-up the Transition Cow for Success

We all know that if you can get a cow or heifer through the three weeks pre-calving, calving, and then the three weeks post-calving without incident, then it is very likely she will successfully complete the lactation. It is pretty safe to say that the transition is a very critical period in a dairy cow's life. Let's face it, you are basically trying to turn a couch potato into an Olympic-class athlete almost overnight.

When the system works, it really works. However, when the 60-day cull rate begins to spike, where is the first place we look to lay the blame? The nutritionist, right? Not quite. Univ. of Wisc. – Madison (UW-M) studies have shown that unless the diet is way off on protein, fiber, DCAD, etc. it does not even make the list. Fortunately, there are five other factors that exert a greater influence and all can be controlled with good management.

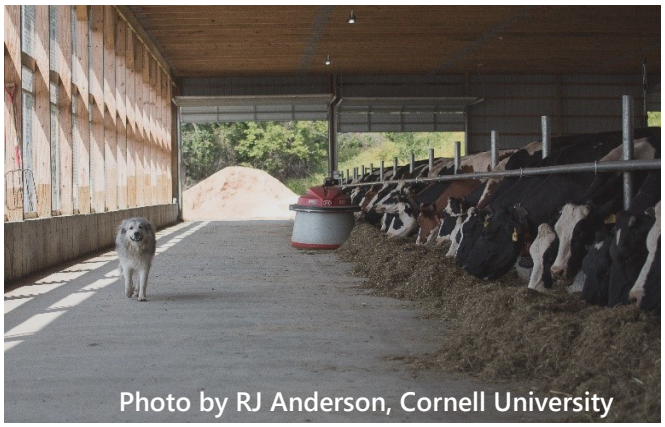

Photo by RJ Anderson, Cornell University

Fabulous Five

1. Adequate Bunk Space – This is the most important factor affecting animal performance. It is likely this is why we tend to think it is a nutritional rather than facilities problem – either way the animals are not getting the diet they require.

Ideally, you want all animals in both the pre-fresh and post-fresh groups to be eating simultaneously (within group) to maximize the 90-minute period following fresh feed delivery and milking. If a more timid animal is excluded from eating at this time by more aggressive pen mates, they generally will not eat as much when, or if, they return later on.

Figure on a minimum of 30" of bunk space per cow. Bunk length must be calculated on this spacing per cow and not on the number of headlocks at the bunk. Standard headlocks are on 24" centers and this is fine for the remainder of the herd. However, for these two groups, the headlocks or vertical dividers must be 30" on center. Some sort of indexing barrier is preferable to a simple feed rail because when feeding at a rail, a boss cow will often stand at an angle to the bunk, thereby occupying two or three spaces (60"-90"). Headlocks or vertical bars encourages them to stand perpendicular to the bunk thus freeing up the other one or two spaces.

To avoid overstocking and reducing bunk space during calving surges, multiply the average number of calvings for the period by 140%, and calculate bunk length and pen size based on that number of animals. Yes, this may seem overbuilt, but how much production is lost and money expended to treat early lactation maladies such as retained placentas, metritis, ketosis, milk fever, etc.?

2. Appropriately Sized Stalls - Late gestation cows, especially large framed breeds like Holsteins and Brown Swiss, require extra space when negotiating freestalls. On average cows are not getting smaller so the old freestall standard of 45"- 48" x 66" (brisket board) has been upgraded to 50"- 54" x 70"- 72". This is just for the pre-fresh and post-fresh groups – the previous dimensions still work for the rest of the herd. However, a 45" x 63" freestall will accommodate smaller breeds like Jerseys.

Is it worth it? Dr. Ken Nordlund, faculty researcher at UW -M (emeritus), relates the story of a herd he worked with on some transition cow issues. Prior to upgrading the stalls to the new dimensions there was a disparity in ME corrected milk between the first calf heifers and the mature cows. The first calf heifers did well, but the mature cows showed a 2,000 lb. deficit. After retrofitting the stalls the deficit disappeared.

If the groups are on bedded packs (or composted pack) figure on 100 – 120 square feet per animal on the pack. Feed alleys are in addition to this number.

3. Soft Stall Surfaces – We know that deep bedded sand is the gold standard in the milking barn and it is no different here. Time budgets, hock lesions, locomotion scores, etc. are all improved on sand. However, when sand is

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PRIMING THE PUMP

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not an option because of your manure handling system or other difficulty, deep bedded sawdust or chopped straw/hay works almost just as well. Unfortunately, according to UW-M studies, mattresses did not fare as well. In fact, they noted that animals housed on stalls with mattresses spent more time standing or perched in the stalls, less time eating, and produced as much as 8 lbs. less milk per day. However, mattresses with >2" of bedding faired almost as well as deep bedded sand and may be a reasonable substitute where sand is not an option. Concrete, however, even with bedding or mattresses, is never an option for transition cows.

For bedded packs and composted packs, figure on a minimum of 3" of bedding – sand, sawdust, straw – over a compacted, well drained subgrade.

Next month: Two more factors you can control.

CORN IMBIBITION

by Jodi Putman

Soil temperature and cold injury for corn

Selection of an optimal planting date is one of the most critical factors in the decision-making process for producers. When making this decision, producers should consider soil temperatures rather than just calendar dates. Soils have been slow to warm up this year, due to wetter-than-normal conditions during the fall and winter, as well as the cooler-than-normal temperatures and rain that continue throughout May. For the week of (May 6 -10), the average soil temperature at 2 inches ranged from 47- 50 degrees F.

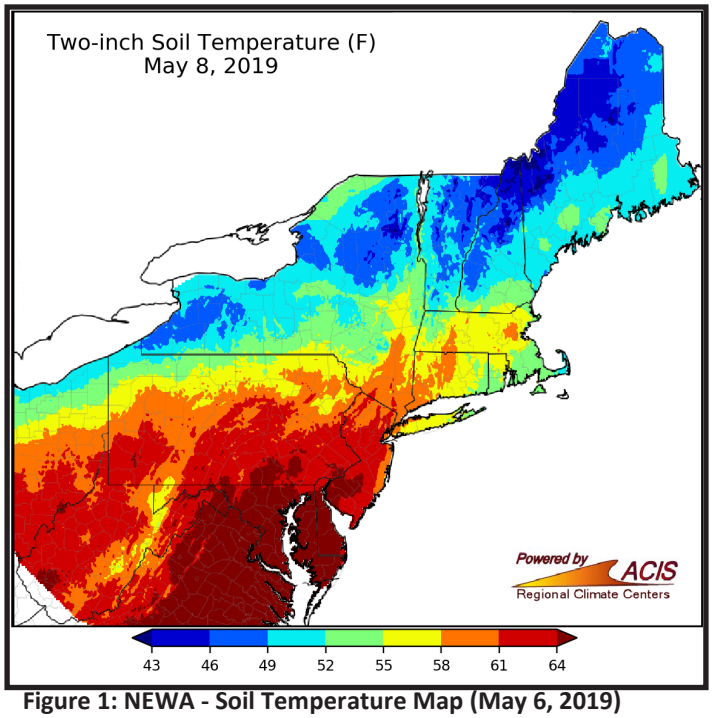


Figure 1: NEWA - Soil Temperature Map (May 6, 2019)

Chilling injury to seed

Cold temperatures can result in injury to the germinating seed as it is absorbing moisture- a problem called **imbibitional chilling injury**. Damage to germinating seed can occur when soil temperatures remain at or below 50 degrees F after planting. Soil temperatures at the 4-inch depth during the first 24-72 hours after planting are critical. It is during this window that kernels imbibe water and begin the germination process. Kernels naturally swell when hydrating- taking in water. If the cell tissues of the kernel are too cold, they become less elastic and may rupture during the swelling process, resulting in "leaky" cells.

Imbibitional chilling injury symptoms may include:

- swollen kernels that fail to germinate
- aborted growth of the radicle and/or coleoptile after germination has begun

Chilling injury can also occur following germination as the seedlings enter the emergence process. Chilling injury to seedlings can result in:

- reduced plant metabolism and vigor, potentially causing stunting or death of the seminal roots
- deformed elongation "corkscrewing" of the mesocotyl
- leaf burn
- delayed or complete failure of emergence, often leafing out underground

Chilled seedlings may also be more sensitive to herbicides and seedling blights. Producers should consider all of these factors when deciding on the planting time. More information about the planting status of summer row crops and our first cut monitoring program found online at http://newa.cornell.edu/ and https://nwnyteam.cce.cornell.edu/.

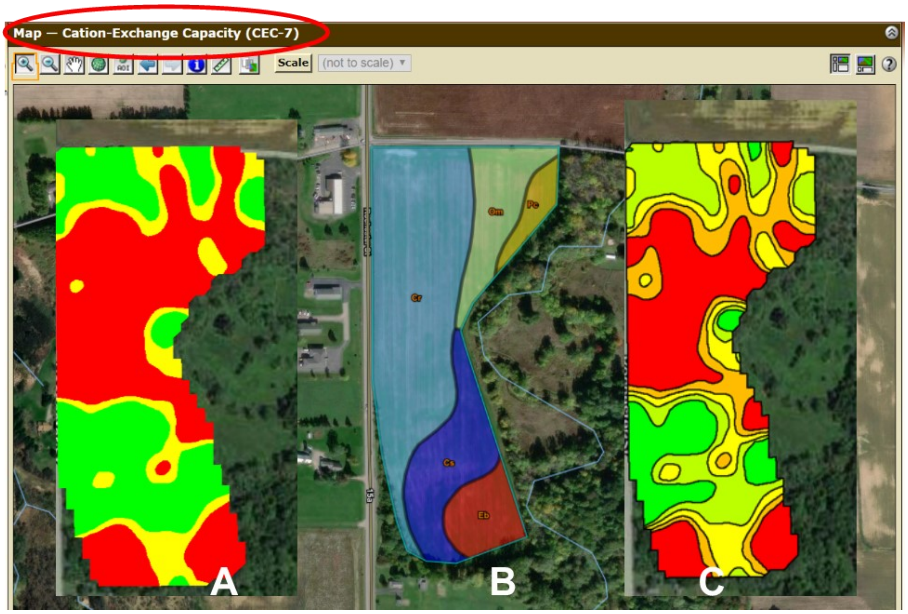
Figure 2: Cold damage during imbibition.
source: DuPont Pioneer

HISTORICAL SOIL DATA AND MANAGEMENT ZONE *By Ali Nafchi*

Philosophy of zone management and feasibility of using the soil survey map to create the management zones is a very important topic. The questions are:

- *Does historical soil data (soil survey data) compare well enough to the EC Maps to build management zones without needing EC mapping?*
- *Can I use soil data or yield data to create management zones?*

Below are graphical comparisons between collected EC data and the historical soil survey data. The field on figures (1-3) is located in Livingston County, NY and the figure 4 belongs to a field in SC. It cannot be concluded there is no correlations between the historical and actual collected EC data; however, we could not find any strong correlations between them. To make conclusions, basic research on this topic is needed, making sure EC data is legitimate (validated and calibrated data), also to see if any algorism is needed for finding any correlations.



Figures 1 - 4 generated from one source: https://www.nrcs.usda.gov/wps/portal/nrcs/main/soils/survey/

Figure 1. *A: EC-Map (3 Zones), B: Soil Survey Map (CEC), C: EC-Map (5 Zones)*

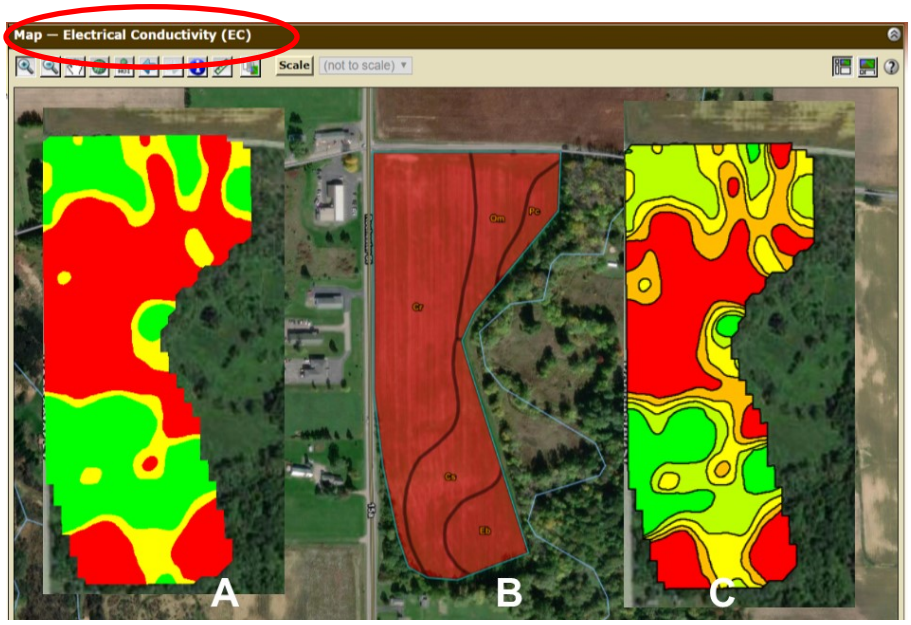


Figure 2. *A: EC-Map (3 Zones), B: Soil Survey Map (EC), C: EC-Map (5 Zones)*

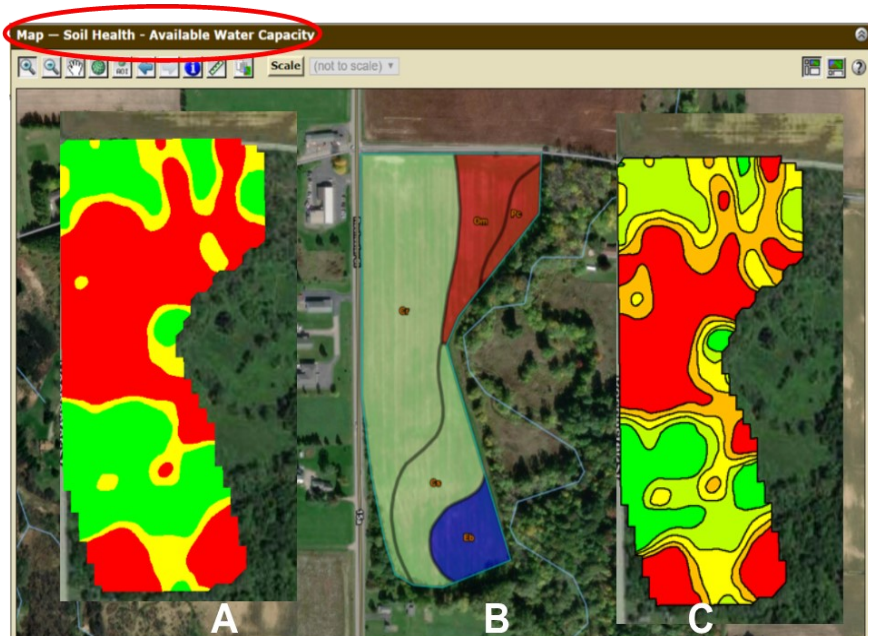


Figure 3. *A: EC-Map (3 Zones), B: Soil Survey Map (Water Capacity), C: EC-Map (5 Zones)*

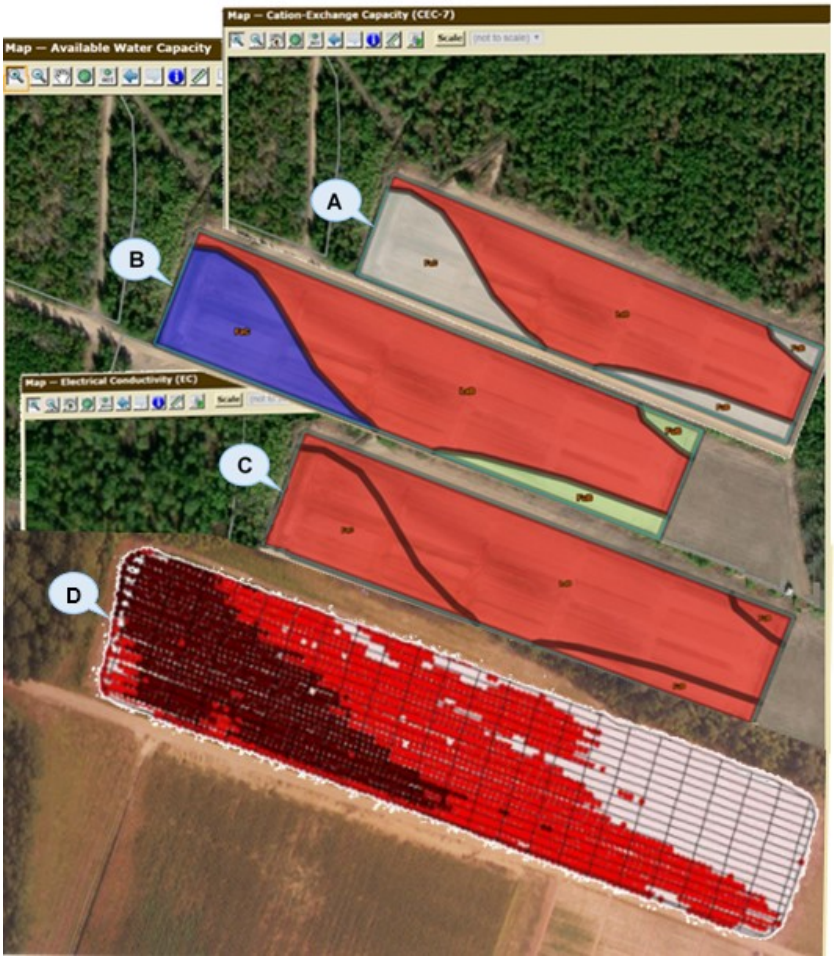


Figure 4. *Soil Survey Maps;*
A: *Soil-CEC,*
B: *Available Water Capacity,*
C: *Soil-EC,*
D: *Average of Soil-EC Measurements Using Veris-300*

ON A FARM NEAR YOU: CHARLES HARTWAY FARM *by Nancy Glazier*

Charlie Hartway is a newcomer to the dairy industry. He did not grow up on a dairy farm, but with Hartway Motors, a car dealership in Medina. He had a beef herd for a while but sold his interest in that business to his sisters. He decided to pursue his love of farming full-time and moved his family to South Dakota in 2009. Charlie found out fairly quickly he needed a crash course in Farming 101. He mentored with a producer to learn the basics although he learned a lot by trial and error.

After a neighbor offered to buy their farm they decided to pack up and head back to WNY in 2016. Charlie started an organic dairy by renting a farm in Medina. He was getting back into the business with high milk prices, but also, high cow prices. He bought an organic milking herd out of Ohio to make a quick start and started shipping to Upstate Niagara fairly quickly. Fortunately, he was able to immediately certify the land to organic by going back three years of established cropping history. Only 10 of the 100 acres was fenced and the owner saw it as an investment to install the rest. An additional 200 acres are rented for pasture and hay. Charlie currently is milking 36 cows and has 45 youngstock, working to growing his herd.

It has been a challenging spring for grazing. When I visited Charlie on May 1, the recent rains had forced him to take the cows off pasture for a time for pasture health. He limited their access to reduce pugging but does not want to get behind on grazing. His turnout date had been April 15 but he missed the mark this year.

Charlie has been experimenting with a few changes. Since he has a "newbie" mindset, he is willing to try different things, and willing to admit when it does not work for him. In December 2018 he gave up feeding grain. It reduced milk production, but as he does not receive a premium for grassfed milk, he added grain back in April. His next experiment has been letting the calves nurse their dams. He has only been doing this for a few months, so no final results, but the calves are growing well. This is a more expensive system than bottle feeding, but he is hoping to get a better developed heifer. He has only weaned a handful, first by trying fenceline weaning, but found that the least stressful way is to move the calves to a paddock and out of sight for a few days. He said it was harder on the dam than calf. The dams are moved in with dry cows and heifers and he makes sure they do not try to continue nursing.

The long term plan is tentative. The farm owner reached out to Charlie about purchasing the farm. Maintenance has been neglected in recent years since that was not included in the rental agreement. He enjoys the farm, but also helps his wife and seven children with their operations and enterprises. His wife, Darlene, and two children focus their time on Sourced Market and Eatery, a family owned and run farmers' market focusing on local, organic, and sustainable produce and food, located in Medina. Other children raise beef and other products to sell. What they do not raise they get from nearby farms.

Both photos by Nancy Glazier.
Location: Charles Hartway Farm

Upcoming Webinars

Wednesday, June 5, 2019 at 12:00 p.m. EDT
"7 Habits for Effective Farmers Webinar Series, 2. Budgeting"
Les Humpal, University of Tennessee Extension

https://ag.tennessee.edu/cpa/Pages/webinars.aspx

Monday, June 10, 2019 at 1:00 p.m. EDT
"Synchronization Strategies for Heifers"
Joe Dalton, University of Idaho

https://hoards.com/flex-309-Webinars.html

Thursday, June 13, 2019 at 2:00 p.m. CDT
"Earning Consumer Trust in Modern Dairy Practices."
Amy te Plate-Church, The Center for Food Integrity

http://www.dcrcouncil.org/webinars/

HUMAN RESOURCE MANAGEMENT ON DAIRY FARMS *by Libby Eiholzer*

Securing a reliable workforce is a major concern on the minds of dairy farmers across the United States, and our corner of New York is no exception. As farmers are striving to attract and retain workers, the need for improved human resource management (HRM) practices on the farm is apparent. Over the past few years, I have fielded more and more questions about HRM. The need is especially critical for farms with Hispanic employees. Communication and cultural barriers make day-to-day management more difficult, and the different methods that managers use to overcome these barriers lead to varying levels of success. Some of the resulting problems are protocol drift, misunderstandings about pay and benefits, poor upkeep of worker housing, and ultimately, disengaged employees and high employee turnover.

I recently finished a project funded by the New York Farm Viability Institute, which allowed me to work with six dairy farm managers on their Human Resource Management (HRM) practices over a period of eight months. Each farm filled out a self-assessment to help prioritize the areas of HRM that they wanted to work on first. The chart below shows the practices that the farms implemented.

Human Resource Management Practice	# of Farms that Implemented
Improving Management of Employer-Provided Housing	2
Creating Standard Operating Procedures	3
Sharing Performance Metrics w/ Employees	2
Creating a Communication Center	1
Creating Job Descriptions	3
Improving New Hire Paperwork	2

Chart 1: Human Resource Management (HRM) practices implemented and how many farms chose each one.

The areas where I saw the most immediate benefits were the topics that had to do with improving the training of and communication with employees (the first four topics listed.) In a post-project survey, several managers observed improved communication with their employees and more respect from them. Others felt that their employees have a better understanding of their expectations for them and overall farm goals. Two managers said that they felt that they had created more work for themselves, although the changes should make their jobs easier in the future.

In addition, I collected data about employee turnover and the employees' organizational commitment for each of the six farms. Employee turnover did not change drastically over the period of the project, and in fact, increased from 11.7% to 13.6%. It is possible that turnover may decrease over time, as the implemented HRM practices become routine. Some managers expressed an interest in tracking employee turnover on an ongoing basis to help them assess their management practices. The organizational commitment survey provided insight into what makes employees feel committed to their workplace. Employees responded that their commitment was based on financial necessity and working with good people.

HRM continues to be an opportunity for improvement on dairy farms in Western New York. Farms will be most successful when they prioritize one or two HRM practices to start with, and look to other farmers, consultants, and other outside resources for guidance and support along the way.

Are you interested in implementing new HRM practices on your farm? Not sure where to start? Contact Libby for resources and advice. You can also check out some of the resources on this website: http://agworkforce.cals.cornell.edu/.

NY farm viability INSTITUTE

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program

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- Reproductive Physiology
- Synchronization Protocols
- Heat Detection
- Artificial Insemination Technique
- Proper Thawing of Semen
- Loading A.I. Guns
- Practice Breeding Cows

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PERFORMANCE OF NORTHWEST NY REGION DFBS COOPERATORS IN 2018 – PRELIMINARY RESULTS

by John Hanchar and Joan Sinclair Petzen

Summary

- Milk receipts per hundredweight (cwt.) fell 7.3 percent to $17.47 per cwt. when compared to 2017.
- In 2018, the operating cost of producing a cwt. of milk was $15.43, an increase of 3.1 percent relative to 2017.
- As of May 6, 2019, preliminary results indicate that Northwest New York region (NWNY) dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved lower levels of profit in 2018 compared to 2017 -- for example, in 2018, the rate of return on all assets without appreciation as a percent averaged 0.4 percent compared to 4 percent in 2017.

Introduction

The results reported here represent averages for the following.

- 33 NWNY dairy farms cooperating in 2017, preliminary, data accessed May 9, 2018
- 33 NWNY dairy farms cooperating in 2018, preliminary, data accessed May 6, 2019

The averages reported for 2018 and 2017 are not averages for the group of farms that participated in Cornell University Cooperative Extension's Dairy Farm Business Summary and Analysis Program (DFBS) in both 2018 and 2017. However, the averages below reflect a large number of farms participating in both 2018 and 2017, suggesting that the results reflect to a fairly large degree the same farms for the two comparison years.

Size of Business

- The average number of cows per farm for 2018 to date is 1080 compared to 955 in 2017.
- Worker equivalents per farm averaged 20.9 and 19.3 for 2018 and 2017, respectively.
- Tillable acres per farm totaled 1,918 and 1,709 for 2018 and 2017, respectively.

Rates of Production

- Milk sold per cow averaged 25,471 in 2018 compared to 25,763 in 2017.
- Hay dry matter per acre rose 2.9 percent to 3.6 tons, while corn silage per acre rose from 19.1 tons to 19.6 tons.

Inceneration

- Gross milk sales per cow fell from $4,853 in 2017 to $4,451 in 2018, a change of negative 8.3 percent.
- Gross milk sales per hundredweight (cwt.) declined from $18.84 to $17.47.

Cost Control

- Dairy feed and crop expense per cwt. of milk fell somewhat, averaging $7.12 in 2018 and $7.33 in 2017.
- In 2018 the operating cost of producing a cwt. of milk was $15.43, an increase of 3.1 percent relative to 2017.

Profitability

- Net farm income without appreciation per cwt. of milk averaged $0.30 in 2018 compared to $2.06 in 2017.
- Rate of return on equity capital as a percent without appreciation averaged negative 1.67 percent in 2018 compared to 4.1 percent in 2017.
- In 2018 the rate of return on all assets as a percent without appreciation was 0.4 percent compared to 4 percent in 2017.

Final Thoughts

Owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for the purpose of identifying strengths and weaknesses by comparing their results to results of other cooperators. If you are interested in realizing the benefits of DFBS participation, then please contact John Hanchar or Joan Petzen, contact info on page 2.

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2007 PETERBILT 357 CAB & CHASSIS; 350 HP Cummins ISM; Allison Auto.; HaulMaxx Susp.; 20,000# F/A; 40,000# Full Locking R/A; 22.5 Tires; 235" WB; 18'6" Frame Behind Cab; 150" CT; 190,255 Miles; Stk. #5873 - **$54,500**

2005 PETERBILT 378; 475 HP CAT C15; Jake Brake; 10-Spd. Manual; 206" WB; 12,000# F/A; 46,000# Locking Rears on Chalmers Susp.; Polished Alum. Wheels; Dual Exhaust & Air Cleaners; 738,651 Miles; Stk. #5821 - **$55,000**

2008 MACK GRANITE GU813 WATER TANK TRUCK; 485 HP Mack MP8; 18-Spd.; Tandem Axle; 24.5 Tires (75% Rubber); 236" WB; 20,000# F/A; 46,000# Locking Rears; 4,400 Gal. Water Tank w/Pump; Can Separate Tank From Chassis; 21' Frame Behind Cab; 170" CT; 337,914 Miles; Stk. #5838 - **$63,000**

2007 MACK CT713; 405 HP Mack MP7; Engine Brake; Allison Auto.; 20K Front; 30K Lift; 46K Locking Rears; Double Framed Flatbed w/Moffett Forklift Carrier; 24'x102" Deck w/Ratchet Straps; Flatbed Can Be Removed; 26' Frame Behind Cab (Less 1' For The Muffler); 206" CT; Stk. #5960 - **$57,900**

2005 INTERNATIONAL PAYSTAR 5600 CAB & CHASSIS; 450 HP Cummins ISX; Allison 4500 Auto. Trans.; Engine Brake; Hendrickson Susp.; Tandem Axle; 20,000# F/A; 58,000# R/A; 6.37 Ratio; Double Frame; 23' Frame Behind Cab; 170" CT; 7,477 Hours; 40,903 Miles; Stk. #5625 - **$49,900**

2004 KENWORTH T800; 525 HP CAT 6NZ; 18-Spd. Manual Trans.; Clean Datcab w/220" WB; 46K Full Locking Rears; KW 8-Bag Air Ride; 4.11 Ratio; Stk. #5725 - **$58,000**

2003 PETERBILT 367; Daycab; 485 HP Cummins ISX; Allison Auto. Trans.; Tandem Axle; 24.5 Tires; Alum./Steel Wheels; 202" WB; 14,600# F/A; 44,000# Full Locking Rears; Wetline; 109,212 Miles; Stk. #5843 - **$59,900**

2006 INTERNATIONAL 7600; 330 HP Cummins ISM Diesel; 10-Spd.; Color: Red/Black; 22.5 Tires; Steel Wheels; 256" WB; Double Frame Flatbed w/Moffett Forklift Carrier; Steerable Lift Axle; 22' Deck(We Will Separate The Deck); 319,213 Miles; Stk. #5731 - **$37,900**

2003 KENWORTH T800; 475 HP CAT C15 6NZ Turbo; 8LL Manual Trans.; Clean Daycab w/12,800# Front Axle; 46K Rears On KW 8-Bag Air Ride; 4.11 Ratio; 186" WB; Wetline; 447,898 Miles; Stk. #5925 - **$53,000**

2010 PETERBILT 365; 350 HP Cummins ISM Engine; Allison Auto.; Long, Double Frame Cab & Chassis w/300" WB; 227" CT; 31' Frame Behind Cab; 18,000# F/A; 60,000# R/A On Hendrickson Susp.; 87,267 Miles; Stk. #5907 - **$62,900**

1999 MACK RD688S DUMP TRUCK; 400 HP Mack E7; Engine Brake; 8LL Trans.; Rubber Block Susp.; Tri-Axle; 19' Steel Body; 20,000# F/A; 46,000# R/A; 22.5 Tires; 248" WB; Spoke Wheels; EXPORT PRICED!!!; 777,148 Miles; Stk. #5902 - **$19,500**

2007 PETERBILT 378; 475 HP CAT C15; 18-Spd. TRI-DRIVE; 20,000# F/A; 69,000# Triple Locking Rears; 278" WB; 342" Bridge; 13,273 Hours; 160,281 Miles; Stk. #5949 - **$57,900**

2007 MACK CL733 WATER TANK TRUCK; 460 HP Mack AI; 18-Spd. Manual; Air Ride; Tri-Axle; 5,000 Gal. Steel Tanker; 18,000# F/A; 69,000# Triple Locking Rears; 24.5 Tires; 264" WB; can Separate Tank From Chassis; 26' Frame Behind Cab; 196" Cat To Center Center Drive Axle; Can Be Tandem; 222,543 Miles; Stk. #5879 - **$48,950**

2011 KENWORTH W900B DAYCAB; 600 HP Cummins ISX; 18-Spd.; Engine Brake; Air Ride Susp.; 14,600# F/A; 46,000# Full Locking Rears; 22.5 Tires; 236" WB; Air Slide 5th Wheel; Engine Rebuild @ 176,170 Miles; Service Records Available; 327,006 Miles; Stk. #5238 - **$56,900**

2007 WESTERN STAR 4900SA WINCH TRUCK; Detroit 455 HP; Engine Brake; 10-Spd.; Walking Beam Susp.; 22,000# F/A; 65,000# R/A; 87,000# GVW; 12.00x24 Tires; 315" WB; Tulsa 37,500 lb. Ruthneck Winches; 19' Deck; Pockets for Gin Poles; Tail & Center Rollers; 12.00x24 Off-Road Tires Rear; 24'4" Double Frame Behind Cab; 4-Spd. Aux. Trans.; 194,751 Miles; Stk. #5906 - **$48,500**

2006 INTERNATIONAL 7600; 335 HP Cummins ISM; Allison Auto.; 5.55 Ratio; 22.5 Tires; 220" WB; 20,000# F/A; 46,000# R/A; Double Frame Cab & Chassis w/17' Frame Behind Cab/Muffler; 136" CT; 83,267 Miles; Stk. #5766 - **$39,900**

2005 PETERBILT 357; Quad Axle Dump Truck; 370 HP Cummins ISM; 8LL Trans.; 24.5 Tires; 18,000# F/A; 44,000# Full Locking Rears; 17' Steel Dump Body; Quad Axle w/Heavy Single Frame; (2) 11,000# Steerable Lift Axle; Will Separate Box From Chassis; 22' Chassis Behind Cab; 212" CT; 302,500 Miles; Stk. #5831 - **$48,500**

2005 KENWORTH W900 CAB & CHASSIS; 335 HP CAT C13; 8LL Trans.; Engine Brake; Hendrickson Susp.; 18,000# F/A; 46,000# Full Locking Rears; 4.88 Ratio; 24.5 Tires; 250" WB; Clean, Low Mileage Southern Truck; 106,595 Miles; Stk. #5718 - **$48,900**

2001 PETERBILT 357 WINCH/OIL FIELD TRUCK; 475 HP CAT C15 6NZ Turbo; 8LL Trans.; Tandem Axle; Color: Red; 12.00 x 24 Tires; Spoke Wheels; 390" WB; 40,000# F/A; Double Frame; Twin Steer Rig Up Truck w/75-Ton Braden Winch; 4-Spd. Aux. Trans.; Planetary Drive Rears; 27'6" Deck w/Tail Roller & 30' Gin Poles; 52,963 Miles; Stk. #5780 - **$69,000**

2005 KENWORTH C500B; 550 HP CAT C15; 20,002# F/A; 50,000# R/A; Chalmers Susp.; 4.89 Ratio; 24.5 Tires; 272" WB; Tulsa Rutneck Winch; 17' x 9' Deck w/Tail-Roller; 21' Frame Behind Cab; 192" CT; 343,792 Miles; Stk. #5911 - **$49,500**

2008 KENWORTH T800 WINCH/OIL FIELD TRUCK; 400 HP CAT C13; Engine Brake; Air Ride Susp.; 38,480# F/A; 46,000# Full Locking Rears; 4.10 Ratio; 333" WB; Twin Steer, Double Frame Truck w/360" Bridge Measurement; Premier Tillex Pump; Pullmaster HL25 Winch; Max-Lift 350 Crane; Will Separate Pump, Winch & Crane From Chassis; 256" CT; 30' Frame Behind Cab; 298,383 Miles; Stk. #5910 - CALL

2007 FREIGHTLINER FLD 6x6 FUEL & LUBE TRUCK; 455 HP Detroit 14L; Allison Automatic; Double Frame; Air Compressor; Generator; (8) Oil Storage Tanks w/Reels & Hoses; T-Ride Susp.; 46,000# Full Locking Rears; 290" WB; 37,711 Miles; Stk. #5836 - **$79,500**

2010 INTERNATIONAL 5600i; 425 HP Cummins ISM; Allison Automatic Trans.; 172" WB; Wetline; 20K Front Axle; 58K Rears On Hendrickson Susp.; 12R24.5 Rubber; 226,177 Miles; We Can Stretch This Tractor To Any Length For HD Cab & Chassis; Stk. #5943 - **$47,000**

2005 KENWORTH T800; 475 HP CAT C15; 8LL Trans.; Tandem Axle; 4.30 Ratio; 24.5 Tires; Alum. Wheels; 210" WB; 20,000# F/A; 46,000# Full Locking Rears; Rear Double Frame; w/Braden 75,000 lbs. Winch; Tail Roller; 156" Frame; 134" CT; 574,954 Miles; Stk. #5749 - **$49,750**

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6 ***Small Grains Management Field Day,*** 9:30 a.m. -12 p.m., Poormon Farms, 3048 State Route 414, Seneca Falls, NY 13148. **Free**. For registration and all the details, see page 4.

9 ***Agri-Palooza,*** 12:00 - 4:00 p.m., Sivue Farms, 2520 Pee Dee Road, North Java. More details on page 2, Facebook, https://www.facebook.com/Agripalooza/ or Wyoming County CCE: http://wyoming.cce.cornell.edu/events/2019/06/09/2019-agri-palooza. *Volunteers still needed*.

18 ***Finger Lakes Graziers Soil Health Pasture Walk,*** 1:00 p.m. - 4 p.m., Martin Fox Farm, 2967 East Sherman Hollow Road, Penn Yan. Fay Benson, SCNY Team and Nancy Glazier will be demonstrating the Soil Health Trailer. Discussion will cover water infiltration with differing grazing and cropping systems, and how to remediate compaction. Contact Nancy with questions, 585-315-7746 or nig3@cornell.edu. Supported by NESARE Project, Identification and Remediation of Compaction on Northeast Pasture Soils.

JULY 2019

11 ***2019 Aurora Farm Field Day***, Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora NY. The field day is **FREE** and open to the public and includes chicken BBQ. Full program info TBA. DEC and CCA credits pending. http://events.cornell.edu/event/2019_aurora_farm_field_day.

16 ***From No-Till to New Cultivars, Improving Organic Corn and Soybean Production***, Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora NY. The field day is **FREE** and open to the public and includes a free lunch. More details: http://events.cornell.edu/event/from_no-till_to_new_cultivars_improving_organic_corn_and_soybean_production.

25-27 ***Grasstravaganza Grazing and Soil Health Conference***, SUNY Cobleskill, for program info and details, http://events.cornell.edu/event/grasstravaganza_grazing_and_soil_health_conference.