

North Country Ag Advisor

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Cornell Cooperative Extension North Country Regional Ag Team

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North Country Regional Ag Team

Harvest NY

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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."

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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 Immature and Variable Maturity Corn Silage for 2019 By Kitty O'Neil

This has been a challenging year to grow corn in the North Country. Extremely wet weather delayed or prevented field fitting and corn planting, and saturated soil conditions limited plant development in June and early July. Despite this poor start, some corn fields look remarkably good, and almost normal. But most fields are weeks behind and may be sporting some version of the 'rollercoaster' look - with bare spots, replanted areas and plants of variable height and maturity. Some fields, or parts of fields, will probably not reach full maturity while the best parts may. Some corn plants will have normal ears, and some plants may have unusually small ears or poor grain fill, or even no ears at all at harvest time. Dr. Bill Cox at Cornell determined that corn requires 750 to 800 GDD_{86/50} from silking, to reach 32% moisture - nearly harvesting stage. This variable maturity will present some problems when chopping silage in a few weeks. Dr. Larry Chase from Cornell University has outlined some key points to keep in mind during corn silage harvest in this sort of year. He makes 4 main points.

Yield will be highly variable and difficult to estimate. Dr.

Greg Roth at Penn State, suggests that silage yield for corn without ears or with poorly pollinated ears may be 1 ton of wet silage yield (30% DM) per foot of plant height. An older study at Cornell by Dr. Bill Cox indicates that silage yields at the dough stage are 65 to 70% of yields at the milk line



Late planted and thin corn field in St. Lawrence County, July 1, 2019. Photo by K. O'Neil.

stage. In the same study, yields at the silk stage were 40 to 45% of those obtained at the mile line stage.

Some growers like to estimate yield and quality of standing corn so that it may be sold for silage before harvest. Estimating yield of highly variable fields is risky. It's possible to weigh DM from sampled row lengths and calculate yield of the whole field, but the number of samples required for an accurate estimate in these variable fields is prohibitively high. Instead, as fields are chopped, silage wagons or trucks should be counted and a representative sample of them should be weighed to calculate a more accurate yield and price.

Harvest management requires some additional planning and checking. When the most mature plants in a corn field are at the proper dry matter (DM) content for harvest (32-24% DM), the less mature plants will be much wetter (less than 30%). For fields with variable maturity, wait until the average whole plant DM for the field is 32-34% DM. Harvesting wetter forage will increase runoff losses from the silage and make it difficult to get a good fermentation. If possible, store immature corn silage separately from proper maturity silage.

Check chopper settings and particle size of the material coming out of the chopper. If using the Penn State box, target 10-20% on the top screen and < 40% in the pan. This may require increasing length of cut. Since ear and kernel development on under-developed corn is poor, kernel processing may not be needed. Follow normal silage management practices of filling fast, packing, and covering the top with plastic or with oxygen limiting barriers. Immature corn silage is generally high in readily available carbohydrates to support good fermentation, however, it may be low in the natural bacterial population on the corn plant entering the silo/bunk. The addition of a lactic acidbased inoculant may be beneficial to stimulate fermentation in this case. Lastly, give the silo/bunk 3-4 months of fermentation before feeding out.

Estimating value for corn silage when it is so variable is tough. The sale price of variable maturity or immature corn silage will depend on yield, dry matter content, and nutrient *Continues on page 4.* composition. Dr. Bill Weiss at Ohio State indicates that immature corn silage is worth about 85% of the economic value of normal corn silage – *if it is the same dry matter content*. Dr. Larry Chase provides examples of price calculations that consider the Ohio State conversion and variable DM content.

If the value of "normal' corn silage = \$70/ton (assuming 35% DM), then the value of immature corn silage = \$70 * 0.85 = \$59.50 (still assumes 35% DM). If the actual dry matter of the immature corn silage is only 27%, then the adjusted price = 27/35 *\$59.50 = \$45.90/ton. To ballpark the value of the standing crop, use 70% of the adjusted price. This would be \$41.65 for this example of immature corn silage at 27% DM standing in the field.

Penn State researchers have developed a more <u>detailed</u> <u>spreadsheet</u> for pricing standing corn for corn silage based on the value of grain corn.

When using any of these methods for valuing corn for corn silage in 2019, consider that estimating yield of the standing crop may be the most uncertain component in your calculations. Therefore it may be best to count and weigh trucks or wagons rather than estimate yield.

Nutritional value of this immature and variable crop will present another challenge. In addition to variable moisture content, nutrient composition of the corn silage will also vary with maturity, so periodically collect samples of the chopped forage during harvest to provide information on the nutrient content of the silage for use in ration balancing. Less mature corn is likely to be higher in crude protein, higher in fiber, higher in sugar, and lower in starch than normal corn silage. Because the fiber in immature corn is more digestible, the energy value of immature silage may be 85-95% of normal, despite the significantly lower starch content. A wet chemistry analysis may be more accurate than NIR analysis since NIR calibrations for normal corn silage may not accurately predict immature silage composition.

Work with your nutritionist to determine the best use for your variable maturity or immature corn silage. You may decide to feed immature corn silage only to specific groups of cows or young stock, depending on its nutrient composition. Immature corn silage can have higher acetic acid content after fermentation which can decrease dry matter intake if not neutralized. The addition of sodium bicarbonate added to the ration at 0.75% of total ration dry matter may help.

Additional resources:

- Working with Immature Corn Silage. August 2013. Dr. L. E. Chase, Cornell University. <u>http://www.ccenny.com/wpcontent/uploads/2013/02/Considerations-for-Workingwith-Immature-Corn-Silage-2013.pdf</u>.
- Pricing Standing Corn Spreadsheet. Beck et al., Penn State Cooperative Extension. <u>http://www.ccenny.com/</u> <u>index.php/2013/08/22/pricing-standing-corn-for-silage-</u> <u>spreadsheet/</u>



M. Hunter- CCE July 25, 2019

Tall Waterhemp & Herbicide-Resistant Marestail found in NNY

By Michael Hunter

Herbicide Resistant Marestail found in NNY

We knew that it was only going to be a matter of time before we found herbicide-resistant tall waterhemp and marestail in NNY. In July, we confirmed two fields on two different Jefferson County farms that have herbicide-resistant marestail and three fields on one farm that has tall waterhemp seedlings.

Upon further investigation, and after completing some additional field testing, we have strong evidence indicating that the two marestail populations are resistant to both Group 9 (glyphosate, i.e. Roundup) and Group 2 (ALS herbicides, i.e. Classic, FirstRate) herbicide sites of action. This finding is not surprising due to the fact that the seeds of marestail are windblown and can be easily moved 50 to 100 miles.

The tall waterhemp (see photo on the previous page) was found in three adjacent fields on a farm in Jefferson County. Prior to this finding there were nine counties in NYS with confirmed populations of herbicide-resistant tall waterhemp. While we cannot be sure that the tall waterhemp found in Jefferson County is resistant to any particular herbicide, we can certainly assume that it will be resistant to Group 9 herbicides based on the fact that all current populations of tall waterhemp in NY are known to be resistant to this herbicide family. We are currently working closely with this grower and will be doing additional testing to confirm its resistance to different herbicide families.

For additional information about marestail and tall waterhemp, I would encourage you to read an article on pages four and five of our May 2019 newsletter <u>https://</u>nydairyadmin.cce.cornell.edu/pdf/newsletter/pdf216_pdf.pdf

If you suspect you have one of these weeds on your farm or have a weed that is surviving applications of glyphosate please contact one of the CCE North Country Regional Field Crop Specialists Mike Hunter (315)788-8450 or Kitty O'Neil (315)854 -1218. Don't be afraid to bring this to our attention because we will keep farm name and field locations confidential.

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Soil Health for Dairy Farms Field Day

Come learn about soil health from experts and hear first-hand from local farmers on how they manage soil health on their farm!

Date: August 7, 2019

Time: 11:00am-2:00pm

Rain or Shine!

Free lunch provided if RSVP'd by August 5 at 315-386-3582 or jevonnah@slcswcd.org

Speakers & Panelists:

Travis McKnight—McKnight's River Breeze Farm LLC Dan Davis— Mapleview Dairy LLC Jacob Fisher—Mapleview Dairy LLC Dave Magos—Morning Star Farms Kitty O'Neil—CCE Regional Ag Team

Mike Hunter-CCE Regional Ag Team

Joe Lawrence—Cornell Pro-Dairy

Location: McKnight Farm Field Field is located approximately at <u>660 County Rd 33, Madrid, NY</u>



Equipment Demonstrations

No- till & reduced-till planters

Vertical tiller

Manure injector

Cornell Cooperative Extension

North Country Regional Ag Team



Welcome Erin Churchill as the new Agriculture Outreach Educator for Cornell Cooperative Extension of Jefferson County



Please welcome Erin Churchill as the new Agriculture Outreach Educator for Cornell Cooperative Extension of Jefferson County. Originally, from an island near Charleston, South Carolina, Erin grew up on a small, grass-based, Jersey dairy that her parents continue to operate. Erin attended Auburn University and completed a Bachelor's degree in Animal Science in 2015, and Masters of Science in Ruminant Nutrition in 2017. Her research project compared three different rations for weaned beef calves: one with a corn silage base, one with Italian ryegrass baleage, and one with Tifton-85 bermudagrass. Following graduate school, Erin accepted a position with University of Georgia Extension where she worked as an Agriculture and Natural Resources Agent in Macon County, Georgia. Erin's experience in Extension was diverse, serving producers of this top 10 agricultural producing county in Georgia. Not only does Macon County rank number one in peaches, turf, and dairy, but has large amounts of acreage in cotton, peanuts, pecans, timber, vegetables, poultry, and wheat. Erin moved to Jefferson County to be with her active duty husband stationed at Fort Drum. We are excited to have Erin join the Agriculture Staff at CCE Jefferson County. Erin can be reached at efc53@cornell.edu or 315-788-8450.



Dairy

Priming the Pump: Setting-up the Transition Cow for Success

By Timothy Terry, Harvest NY

We all know that if you can get a cow or heifer through the three weeks pre-calving, calving, and the three weeks postcalving without incident then it's very likely she will successfully complete the lactation. It's pretty safe to say that the transition is a very critical period in a dairy cow's life. Let's face it, you're 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 doesn't even make the list. Fortunately, there are five other factors that exert a greater influence and all can be controlled with good management.

Fabulous Five

1. Adequate Bunk Space. This is the one of the most important factors affecting animal performance. It's likely this is why we tend to think it is a nutritional problem rather than a 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



Photo credit: R.J. Anderson

return later.

Figure on a minimum of 30" of bunk space per cow. Bunk length must be calculated on this spacing per cow 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 encourage 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 130-140% 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 at least 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's no different here. Time budgets, hock lesions, locomotion scores, etc., are all



Photo credit: R.J. Anderson

improved on deep beds. However, when sand is 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 didn't 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.

4. Minimize social stress. No, that doesn't mean you take away their Facebook, Twitter, and SnapChat privileges. It does, however, mean you need to limit the addition of new animals to only once per week. Any time animals are added to an existing group, social turmoil ensues for the next 24-48 hours while the new additions are initiated and pecking orders are re-established. Often these interactions are quite physical and can result in terminal injuries. As you can imagine, daily or even 2X-3X per week additions keeps the group in a constant boil. This may seem innocuous, but think of it this way: if the animals are running around and butting heads they are neither eating nor resting. As a result stress hormones increase, dry matter intakes decrease, and body fat is mobilized, which leads to an increased likelihood of fresh cow diseases such as ketosis and DAs. Moreover, if animals are moved into the pre-fresh pen 3 to 10 days prior to calving the likelihood further increases.

In a perfect world, each week you would assemble a group of late gestation cows and heifers whose expected calving dates

are within a ~7-day window and at least three weeks out. You could adjust that range based on the number of animals or if there are any large breaks in the expected calving dates. The last thing you want to do is move only one animal (if it's at all avoidable) or overload the pre-fresh group (see #1 & #2). In larger herds an all-in strategy could be implemented and the animals managed as a specific group. As animals freshen and the group is depopulated the pen should be cleaned and sanitized prior to the new group coming in. Obviously, this means there would have to be at least three, preferably four, smaller pens in order to rotate the groups in and out. For smaller herds the far-off dry cow and pre-fresh pens could be located adjacent to one another with only a bar gate between them. From a social standpoint this is really just one large pen so moves of animals from one group to the next may go unnoticed (of course, there's always the potential for one boss cow to exhibit anti-social behavior).

Just-in-time calving, where cows and heifers are moved just as the feet or head of the calf is showing, is gaining popularity on some larger dairies. Unfortunately, while it can be successful, this can also be a very labor intensive strategy. It requires 24-hour surveillance with someone walking past the pen every 30-60 minutes to pick up on cows in labor. The workers must be knowledgeable and observant enough to move the cow at just the right time – when calf parts are visible, not just mucous showing. Moving the cow too early increases the likelihood of stillbirth by 250%.

Time in these calving pens should only be hours not days. Cows tend to shed the most *Mycoplasma* and *Salmonella* right at freshening. So the pen should be cleaned and rebedded after each animal.

5. Effective Fresh Cow Protocols. As with the calving pens, so too, you need heads-up herdsmen and effective protocols in place to detect and treat early signs and symptoms of fresh cow maladies. Research has shown some protocols common to successful fresh cow programs:

- Following cows to and from the parlor to observe behavior, gait, etc.
- Palpating udders in the parlor to check for fullness
- Time at feedbunk upon return to the pen evaluating attitude and appetite
- Daily rectal temperatures
- Checking rumen motility with a stethoscope

So there you have it. Five manageable factors for promoting the success of the transition cow.

Farm Business

Disability Insurance, Paid Family Leave, and Farm Employees

By Richard Stup, Cornell Agricultural Workforce Development

The pending New York legislation to change farm labor laws (not yet signed by the Governor) will likely affect farm laborers' eligibility for disability insurance and Paid Family Leave insurance. Farm laborers were exempt from these two requirements under the old laws but that will likely change on January 1, 2020, if the bill is signed into law before then. This situation is causing some confusion for farm employers at this time so I wanted to attempt to clarify.

Present Situation

At present, and continuing through the end of 2019, farm laborers are exempt from the state's disability insurance and Paid Family Leave requirements. Agricultural laborers or farm laborers are defined in New York State's Labor Law as "employees that perform duties in connection with the operation, management, conservation, improvement, or maintenance of a farm and its tools and equipment. Farmspecific duties include, but are not limited to, cultivating the soil; raising or harvesting any agricultural or horticultural commodity, including the raising, shearing, feeding, caring for, training, and management of livestock, bees, poultry, and fur-bearing animals, and wildlife; and handling, planting, drying, packing, packaging, processing, freezing, grading, storing, or delivering to storage or to market or to a carrier for transportation to market, any agricultural or horticultural commodity." In other words, farm "laborers" are those employees who are directly engaged in agricultural production. Other farm employees, such as retail farm stand employees, are not currently exempt and should have disability and Paid Family Leave already. Employers can provide these benefits to all of their employees, including farm laborers if they wish, but they are not required to do so.

Beginning January 1, 2020

If the farm labor bill is signed into law, farm laborers will no longer be exempt from certain benefits including the requirements for disability insurance and Paid Family Leave. Farm employers will need to work with a state-authorized insurance carrier to get disability insurance in place for employees that includes a rider for Paid Family Leave. A list of New York-approved insurance companies offering Paid Family Leave riders can be found <u>here</u>. Both of these insurance benefits allow for some employee payroll deductions to fund premiums, in different ways. Disability insurance premiums can be paid in part by the employee (one half of one percent of gross wages up to 60 cents per week); the balance of the premium is paid by the employer. Premiums for Paid Family Leave insurance can be fully funded by employees, or the employer can elect to pay for the benefits.

For employers with part-time or seasonal employees it may be possible to obtain a waiver of Paid Family Leave coverage if certain employees will not work enough to meet the minimum eligibility requirements. That is:

- if they regularly work less than 20 hours per week and will not work 175 days in a year; or
- if they regularly work 20 or more hours per week, but won't be in employment for 26 consecutive weeks.

The farm employer must provide the waiver form to all employees who qualify for one.

The waiver is found at: https://paidfamilyleave.ny.gov/pfl-waiver-form.

More information on Paid Family Leave is found at: www.paidfamilyleave.ny.gov. Forms in eight languages are also found here.

By Richard Stup, Cornell University. Permission granted to repost, quote, and reprint with author attribution. The post Disability Insurance, Paid Family Leave, and Farm Employees appeared first on Cornell Agricultural Workforce Development





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Cold, Rain, and Milk Prices - Oh My!

By Kelsey O'Shea

There is no doubt that this spring has been a challenging one for a fair share of dairy farmers in the North Country Region. With low temperatures, wet conditions, and continued lower milk prices than would be expected with previous "three year cycles", it is difficult to decide which problem to tackle first. There is also the issue that some of these business factors or conditions are a product of global markets or weather patterns happening in other parts of the country. So how much control can dairy farmers in Northern NY have over these factors, truly? A lot more than it may seem. Here are three simple steps to get started evaluating your current position and then exploring options for management:

- Take the time to get an ACCURATE physical feed inventory — you may have to break out the measuring stick or calculator (<u>Bunk, Silo, Bag</u> Conversion Chart). You can't make good decisions without knowing where you stand now.
- 2. If you are going to be short on feed evaluate how much you will need and where you can get this feed from.
- 3. If you do need to purchase feed evaluate the methods available to manage the price of that feed.

Once you have taken an accurate inventory of feed on the farm, you may be concerned that you do not have enough excess feed to cover the potential decreased amount from harvest this fall due to weather issues. Although most of the deadlines have passed, it is important to note that the first layer of protection could be considering Crop Insurance for your specific operation. This could include catastrophic coverage, prevented planting, yield protection or revenue protection. More information on all of these options and how they could apply to your operation can be <u>found here</u>. This can help manage the feed and inventory risk on your operation; if you are short on harvested forages due to weather events, you may receive a premium payment to help cover the cost of purchasing feed from elsewhere.

Once you have determined your current inventory and the amount of feed you need to purchase based on projected yields for this fall, you can now evaluate how and where you will get that feed. If you need assistance in evaluating what your potential yields will be based on the current conditions and projections, please reach out to our <u>team of agronomists</u>. The amounts and types of feed you need may contribute to which method use to acquire this feed. Potential options for acquisition include but are not limited to: purchasing feed directly from another local dairy farm that has an excess, purchasing from a crop farm directly, or substituting the reduced amount of forages in your cows' diet for additional other commodities (with the help of your nutritionist). It should be noted as well that you may just need additional commodities (ex: grain corn) due to reduced yields of your own grain corn as opposed to forages. When you are considering those various ways to fulfill feed needs, each option should be evaluated for both viability and price. It is clear from the recent market happenings that there are concerns about the 2019 fall corn harvest. December corn futures closed at \$3.72 per bushel on May 10 only to then close at \$4.68 on June 17; that's almost a dollar difference in the span of roughly 30 days. It always needs to be noted that markets can be emotional, and often make the largest swings in short periods of time. However, if you have determined that your operation will need to purchase more commodities than it has in previous years, this can be a big concern. A double whammy of increasing the quantity purchased AND a big increase in the price per unit can feel even more painful financially when milk prices are still (very slowly) recovering. There are a few different ways to mitigate price risk including: contracting through a brokerage firm, negotiating a signed contract with another local operation, and/or shopping around between feed mills in your area. With any of these options you will need to determine the range of what you would ideally like to pay for this feed, up to the maximum your operation can afford. This maximum will depend on your specific situation, but ideally would be the price you can purchase the needed feed for that will allow your bottom line to be at minimum break even. If you need assistance calculating your business' breakeven you can reach out to Kelsey O'Shea, the North Country Regional Ag team's farm business management specialist.

Overall, there are many different management strategies available to your dairy farm operation. Although various issues of weather and milk prices both locally and nationwide can feel very overwhelming, you have the power and resources to manage the situation. Now that we have hit midsummer, you know what crops have been planted and/or harvested thus far on your operation. Taking the steps to assess your farm's current position, determining your needs, and evaluating the options to fulfill those needs will allow the peace of mind to refocus on the upcoming tasks of harvesting and winter planning.

For assistance or resources from the Cornell Cooperative Extension please contact: <u>Clinton, Essex, Franklin, Jefferson, Lewis, St. Lawrence</u>



Cornell University CALS Department of Animal Science

Dairy Cattle Summer Research Update



After the day's work is done...

Come hear about two new research trials conducted by Julio Giordano's Lab.

Topics:

- Strategies for improving dairy cattle reproductive performance and economics: The latest research on reproductive management programs for second and greater services for dairy cows will be covered. Programs that prioritize insemination of cows in heat or maximize fertility through timed AI will be discussed. Examples of strategies for on-farm implementation and performance implications will be provided.
- Using automated sensors for improving dairy cattle health monitoring and management: The latest concepts and research on the use and value of health monitoring and management using automated sensors (e.g., rumination, activity, milk weights monitors) will be covered. Pros and cons of different technologies and their potential implementation for health management will be discussed. We will also cover the economics of incorporating technologies into farm management.

Sponsored by:



Presenters:



Julio O. Giordano, DVM, MS, PhD Cornell University St. John Family Sesquicentennial Assistant Professor - Dairy Cattle Biology & Management Department of Animal Science



Martin Perez, DVM Cornell University PhD Student - Dairy Cattle Biology & Management Lab Department of Animal Science



Robert A. Lynch, DVM Dairy Herd Health and Management Specialist Cornell PRO-DAIRY

Registration:

The program runs from 7-9 PM at each site. Registration is free, but is required so we can bring enough supplies and refreshments. To register, contact the site you will attend with:

- Your Name
- Farm / Clinic / Business Name
- # Attending

Date	Location	Contact	Phone/email
Jul 9	Kings Brothers Dairy 311 King Rd., Schuylerville	Dave Balbian	herkimer@cornell.edu 315.866.7920
Jul 16	Hemlock Valley Farm 3487 NY Route 28 Milford	Dave Balbian	herkimer@cornell.edu 315.866.7920
Jul 17	Vet Teaching Dairy Tulip Tree Drive Ithaca	Shannon Myers	srm242@cornell.edu 607.391.2662
Jul 18	Genesee County CCE 420 E Main, St. Batavia	Margaret Quaassdorff	maq27@comell.edu 585.405.2567
Aug 12	Farm Credit East 25417 NY Route 12 Watertown	Tatum Langworthy	tlm92@comell.edu 315.778.3929
-Aug 12	Miner Institute 586 Ridge Rd. Chazy	Tatum Langworthy	tim92@comell.edu 315.778.3929
Aug 27	Municipal Building 72 Main St. Randolph	Katelyn Walley-Scott	kaw249@cornell.edu 716.640.0522

* This event will be a remote broadcast from Watertown & livestreamed via Zoom. To join the webinar, go to prodeinceals cornell edu/webinars







RMA Announces Additional One-time Changes to Prevented Planting Provisions for 2019 Crop Year

Dr. Jennifer Ifft, Director New York Crop Insurance Education Program and Assistant Professor of Agribusiness and Farm Management, Cornell University; and Jerzy Jaromczyk, Co-director New York Crop Insurance Education Program

This "additional relief" from USDA has critical implications for NY livestock producers with prevented planting claims.

In response to delayed and prevented planting resulting from above average rainfall and wetness, the USDA Risk Management Agency has made a one-time change to the 2019 crop year prevented planting rules that effectively allows silage corn, if planted as a cover crop following local agricultural expert guidelines, to be acceptable as a post-prevented planting cover crop. Under this one-time rule change, producers are allowed to produce this crop while retaining their prevented planting payment. This change couples with previously announced one-time changes to the prevented planting rules (including expanded acceptable uses for post-prevented planting cover crops and a change in the cover crop haying and grazing start date rule) to serve to help those struggling to meet their forage needs due to the weather.

The USDA-RMA states that "For crop insurance purposes, a cover crop is a crop generally recognized by agricultural experts as agronomically sound for the area for erosion control or other purposes related to conservation or soil improvement." Cornell University experts have released a letter stating "Corn on Prevented Planting acres meets these objectives", available <u>here</u>.

We recommend you speak to your crop insurance agent to see what prevented planting options are available to help you cope with the difficult planting conditions.

Additional Resources:

- <u>RMA 2019 Prevented Planting Insurance Provision Fact Sheet</u>
- <u>RMA Prevented Planting Haying and Grazing Date Change Announcement</u>
- <u>RMA Prevented Planting Flooding FAQ</u>
- <u>Cornell PRO-DAIRY Forage Considerations Beyond Corn</u>
- <u>Cornell PRO-DAIRY Storage Strategies for Over Mature Hay</u>
- <u>Cornell CCE Summer Annual Forage Options for NNY</u>
- Illinois Farmdoc Cover Crops and Prevent Planting in 2019
- <u>U. of Wisc. Prevented Planting Cover Crop Information</u>
- <u>MSU Prevented Planting Cover Crop Information</u>

	Normal Prevented Planting Rule	One-time 2019 Prevented Planting Changes
Change in key prevented planting cover crop use date.	You can plant an acceptable cover crop on your prevented planting acreage as long as you do not graze or hay it before November 1 . Grazing or haying an acceptable pre- vented planting cover crop before	You can plant an acceptable cover crop on your prevented planting acre- age as long as you do not graze, hay, or use for silage before September 1 . Grazing or haying an acceptable pre- vented planting cover crop before
	November 1 will forfeit at least part of your prevented planting payment.	September 1 will forfeit your pre- vented planting payment.
Change in acceptable pre- vented planting cover crop use.	The prevented planting cover crop may be grazed or hayed .	The prevented planting cover crop may be grazed, hayed, or used for silage, haylage, and baleage .
	Any other use, including silage, will lead to forfeiture of at least part of your prevented planting payment.	Any other use will lead to forfeiture of at least part of your prevented planting payment.
Addition of silage corn as an acceptable prevented planting cover crop.	Only crops generally recognized by agriculture experts as agronomically sound for the area for erosion con- trol, or other conservation or soil improvement purposes are accepta- ble prevented planting cover crops.	Silage corn , if used in accordance with local agriculture expert guide- lines, may be added to the list of ac- ceptable prevented planting cover crops.
	This typically does not include silage corn.	The planting of any crop not deemed an acceptable prevented planting cover crop, which this year may in-
	The planting of any crop not deemed an acceptable prevented planting cover crop will lead to at least partial forfeiture of your prevented planting payment.	clude silage corn, will lead to at least partial forfeiture of your prevented planting payment.

For more New York State crop insurance resources, visit <u>www.agriskmanagement.cornell.edu</u>

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 RM18RMETS524C018.

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Other Ethnic Lamb and Goat Marketing in the Northeast By Betsy Hodge

In early July I had the opportunity to attend the Howard Wyman Lamb School. It is really the Sheep Industry Leadership School, but everyone calls it the lamb school. I met farmers, educators, and Ag and Markets staff from all over the country. One producer grazed solar arrays, and another worked at Premier1 where many of us purchase our supplies. This year's lamb school was in Harrisburg, PA, and focused on ethnic markets. I was keen to visit the New Holland Stables where we often send truckloads of North Country lambs for sale at the auction. The school got us started early; we were on the bus at 6:30am, and went to all kinds of interesting places. One evening, they even had us split into groups and make lamb dishes for our dinner.

I am going to write about two places that stood out in my mind, John Black's live market and the New Holland Auction, and then follow-up with another article about the other stops later. John Black's is a family operation. John has been involved in buying and selling stock for a long time. He even auctioneers at the New Holland Sale during the week. He recognized a need for a slaughterhouse that catered to the ethnic minorities around Philadelphia (about an hour away). His place includes a barn with clean, but not especially fancy, pens for sheep, goats, cows, hogs, and poultry. Buyers can view animals, choose and then dicker over the price. These animals mostly come from the New Holland Auction. Customers' nationalities include Haiti, Jamaica, Mexico, Greece, Italy, and various countries in Africa and Asia.

The barn is attached to the custom processing facility where the animals are slaughtered, hung, and then cut to order. The facilities allow for the different demands of each nationality or religion such as Hallal or Kosher rkill, searing hides, etc. Most of the orders are to cut the animal in chunks on the band saw (about 4"x4" or smaller), sometimes with the skin on. They have a special area where the animal can be hung after slaughter and the hair burned off and then the skin power washed.

Customers sometimes fight to get first "in line". They have to travel to the business the day before to put their name on the list. The animals are chosen and killed in order by the list the next day. People have taken to photographing the list with their phones because some customers are erasing names and putting theirs in first! It's not a big place and it is hard to imagine what it would be like when several customers are there at the same time. I think John's real skill is being able to work with all the different people and customs and trying to provide what they want. John also has a custom cutting butcher he works with for people that want more traditional cuts of meat.

We arrived at the New Holland Auction (New Holland Stables) in the middle of the afternoon. It's a big place with separate barns and rings for horses, cattle, and sheep and goats. For those that aren't familiar with New Holland, it is the terminal market in the Northeast. Many sheep and goats are bought at other sales and brought to New Holland to sell again. They sell about 1500 sheep and 1300 goats every week. During ethnic holidays they can have 7,000 animals there! There is a huge parking lot for trucks and trailers and animals come in from all over the country.

The ring and seating are old and small. The ring itself it probably 20 by 10 feet. The sheep/goats come in one side, a couple guys in the ring swirl them around once, and out they go on the other side. The buyers are all sitting in the front row on three sides of the ring and the auctioneer and the person entering them all in the computer sit above them on the fourth side. It moves fast! Sometimes one animal comes in the ring and sometimes 20, but most groups were 4-8 similar sheep or goats. It appears that they take the sheep a producer sends, and then group them as similar type and size. They sold a group of 20, two-at-a-time, which really began to annoy the buyers.



It appeared that there were 7 or 8 regular buyers there. Most

were originally from other countries like Pakistan or Middle Eastern places. There was also a Hispanic buyer that was taking quite a ribbing. One of the older buyers was sort of the "boss". He would not let animals go for less than he thought they were worth and he reprimanded the younger buyers when he thought they were doing a bad job. They were quite dramatic and there was a lot of teasing back and forth with the auctioneer, the crowd, and the buyers. Some of the buyers were buying for themselves, but most were buying for other places such as small Muslim slaughterhouses that needed 10 animals. Each buyer had a number and then a hyphen and then the number of the person he was buying for.

Up above the ring were two screens and the weight of the group, the average weight, and the price were shown up there. The buyer's number, for example 55-2, was at the bottom. When new animals came in, the old numbers went to the other screen and new ones started - all very quickly..

The goats had been sold in the morning, so we only got to see sheep sold. Apparently some people have their sheep sold in the goat sale. I'm not sure if this is a good strategy or not. Locals (within 140 miles) get a note on the back of their sales slip and get sold first. Then as your animals arrive, your sales slip gets a number and they are supposed to sell the animals in the order they come in. I am guessing it isn't always perfect, but that is the intent.

I could have sat there all day watching the animals and the prices. They seem to like animals that look nice and well cared for, but not fat. They weren't wild about the cheviots (even though they were very nice looking lambs), but seemed to like the traditional breeds (Dorset type, some Suffolk) and the hair sheep as well.

There were lambs of all size there, but the ideal seemed to be 70-90 pounds. According to the others on the trip that were from out west, those would be feeder lambs in their neck of the woods. The price would be quite a bit less per pound. They would be bought by a feedlot and fed out to 130-160 pounds for slaughter as "traditional lamb". Most of the lambs coming through the New Holland sale were smaller framed animals than those being raised out west. We are lucky to have a place to market smaller lambs as an end product.

The best prices are generally in January and February when nice lambs are in short supply. However, many of us don't want to feed lambs over the winter and take the chance of traveling to PA in iffy weather. Still, we are fortunate to have a year-round market at New Holland. At the peak animal numbers at the sale, the buyers can easily fill their orders and then animals toward the end of the sale go for lower per-



pound prices. In the past, we have avoided selling at the big holidays for this reason. There is a big demand for lamb and goat but there are also many more animals at the sale. All the more reason to get to the sale a day ahead of time.

If you want to look at the weekly New Holland prices, you can google the <u>Cornell Sheep Page</u>. Once you are there, click on "<u>Links</u>" and then on the "<u>Monday New Holland Prices</u>". Sheep are by the pound and the price listed is per hundredweight (\$215.00 is \$2.15/pound). Subtract about \$.25 per pound for trucking, shrink, and commission. Prices are updated each week.

I didn't get to walk back and see if the sheep had water and hay, but others on the trip said they all had water at least. If you ever get a chance to go it is very interesting. The Lamb School is offered every year and rotates to different parts of the country. You need to apply and then pay \$250 to go and pay for your own travel. It's a great way to meet farmers and other "sheep people" from around the country.



Location:

Lewis County EducationCenter

7395 East Rd Lowville, NY

Joe Lawrence PRO-DAIRY Dairy Forage Systems Specialist

To sign up, call CCE Lewis County:

315-376-5270

or email:

rw583@cornell.edu

DATE & TIME:

Sept. 3, 2019

1:00 pm - 3:00 pm

Corn Silage Harvest Strategy: One Chance to get it Right



Each year there is one chance to harvest a forage that will be a major component of the herd's feed needs for 12 months or more. Planning for success during this dynamic process involves mapping out a flexible strategy that allows you to adapt to changing crop and weather conditions without forfeiting your goals for quality forage.

The 2019 season adds additional challenges to this process as we will be dealing with a very wide planting window and the prospect for immature corn at harvest.

Topics for discussion:

- Whole Plant Dry Matter and Mapping out Harvest Sequence
- Dealing with immature forages
- · Strategies for successful ensiling
- · Considerations for where to store crops of different qualities
- · Dealing with the aftermath of 2019

Please register by August 26th

Cornell Cooperative Extension of Lewis County

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What's Happening in the Ag Community

Soil Health for Dairy Farmers, August 7th, see page 6 for more information.

Dairy Cattle Summer Research Update, August 12th, see page 13 for more information.

Corn Silage Harvest Strategy: One Chance to Get it Right, September 3rd, see page 18 for more information.

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