

swnyteam@cornell.edu

Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

swnydlfc.cce.cornell.edu



A partnership between Cornell University
and the CCE Associations in these five counties:
Allegany, Cattaraugus, Chautauqua, Erie, and Steuben.

Crops, Cows, and Critters Newsletter

Volume 1 · Issue 1



Welcome Katelyn and Josh!

On July 1st, 2019 Katelyn Walley-Stoll became the first member of the SWNY Dairy, Livestock, and Field Crops Program as the team's Business Management Specialist. Walley-Stoll will be working on programming related to financial

management, business summaries, production economics, business planning, and market analysis while also working to identify the needs of the region. You can reach Katelyn by emailing kaw249@cornell.edu or by calling 716-640-0522.

Katelyn grew up on a dairy farm in Walton, NY that is still operated by her family. She earned her Bachelor's Degree in Animal Science and Agribusiness Management from Cornell University and her Master's Degree in Adult Learning from SUNY Empire State College. She has previously worked for CCE-Chautauqua as the Farm Business Management Educator since 2014 where she developed programs to assist local farmers, including the LEAF (Learn. Empower. Achieve. Farm.) Workshop series. Katelyn operates Stoll Family Farm along with her husband and three young sons in Cattaraugus, NY where they raise diversified livestock and field crops. In her free time, she has a large garden and writes for the blog site "Her View From Home" on topics related to motherhood, mental health, and raising a family on a farm. She is looking forward to bringing personalized business management assistance to farms in the Southwest New York region and continuing to connect the agricultural industry to Cornell resources.



On July 15th, 2019 Josh Putman joined the program as the Field Crops and Forage Specialist with the newly formed Southwest New York Dairy, Livestock, and Field Crops Program. Josh will be working on programming related integrated pest management, soil

health, fertility, forage production and precision agronomy in row crop production in Southwest NY. You can reach Josh by emailing jap473@cornell.edu or by calling 716-490-5572.

Josh grew up on a family owned dairy farm in Marion, NY that is still in operation. He earned a Bachelor's Degree in Agronomy with a specialization in Spanish Language from Wilmington College of Ohio. While attending Wilmington, he served as a bilingual translator on a large dairy operation and later worked at a swine facility as an assistant breeder and farrowing barn manager. He then earned his Master's Degree from Kansas State University where he worked with herbicide-resistant weeds in row crop production systems. He specialized in corn, sorghum, wheat, alfalfa and soybean production identifying various populations of glyphosate-resistant Palmer amaranth and tall waterhemp throughout the state. He and his wife, Jodi, currently reside in Geneseo, NY where they assist with a dry hay production business, which they hope to fully manage and operate in the near future. They also enjoy their horses, dogs and hunting together.

In this issue:

Waterhemp in NY	3
Dairy Market Watch	4
Transition Cow Success	8
And More!	

**CROPS
COWS &
CRITTERS**
newsletter

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.

Contact Our Specialists



Katelyn Walley-Stoll
Farm Business Management
3542 Turner Road
Jamestown, NY 14701
716-640-0522
kaw249@cornell.edu



Josh Putman
Field Crops and Forage
28 Parkside Drive
Ellicottville, NY 14731
716-490-5572
jap473@cornell.edu

Dairy Management

Position announcement coming soon!
For more information on Dairy Management topics from Cornell University, visit prodairy.cals.cornell.edu.

Livestock Management

Position announcement coming soon!
For more information on Livestock Management topics from Cornell University, visit blogs.cornell.edu/beefcattle.

"Cows, Crops, and Critters Newsletter" by the Southwest New York Dairy, Livestock, and Field Crops Program with Cornell Cooperative Extension in partnership with Cornell University and the five county region of Erie, Chautauqua, Cattaraugus, Allegany, and Steuben and their CCE Associations. To simplify information, brand names of products may be used in this publication. No endorsement is intended, nor is criticism implied of similar products not named.

Every effort has been made to provide correct, complete and up-to-date pesticide recommendations. Changes occur constantly and human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying pesticides. By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis.

Newsletter layout and design by Katelyn Walley-Stoll. **Postmaster:**

Send Address Changes: SWNY Ag Team, Attn: Katelyn Walley-Stoll, 3542 Turner Road, Jamestown, NY 14701.

County Association Agriculture Educators

Sharon Bachman - Erie County
Agriculture & Natural Resources Educator
sin2@cornell.edu · 716-652-5400 ext. 150

Jeremy Baier - Allegany County
Community Horticulture Educator
jtb273@cornell.edu · 585-268-7466 ext. 14

Lynn Bliven - Allegany County
Ag & Natural Resources Issue Leader
lao3@cornell.edu · 585-268-7466 ext. 18

Cassandra Bull - Allegany County
Farm to School Coordinator
cb775@cornell.edu · 585-268-7466 ext. 25

Lisa Kempisty - Chautauqua County
Dairy/Livestock Community Educator
ljk4@cornell.edu · 716-664-9502 ext. 203

Ariel Kirk - Steuben County
Agriculture Educator
adk39@cornell.edu · 607-664-2574

Kathleen McCormick - Erie County
Agriculture Educator
km864@cornell.edu · 716-652-5400 ext. 146

Jesse Meeder - Cattaraugus County
Farm to School/Ag in the Classroom Coordinator
jpm453@cornell.edu · 716-699-2377

Becky O'Connor - Erie County
Farm to School Coordinator
rao84@cornell.edu · 716-652-5400 ext. 179

County Association Executive Directors

Allegany County Laura Hunsberger lkh47@cornell.edu 585-268-7644 ext. 17	Cattaraugus County Dick Rivers rer263@cornell.edu 716-699-2377 ext. 122
---	---

Chautauqua County Emily Reynolds eck47@cornell.edu 716-664-9502 ext. 201	Erie County Diane Held dbh24@cornell.edu 716-652-5400
--	---

Steuben County
Robert Shirley, Interim
rws25@cornell.edu
607-664-2575

swnydlfc.cce.cornell.edu

Stay connected: Follow us on social media, sign up for our newsletter, visit our website!

Individual articles may be used for educational purposes with the permission of the author and proper credit given to the author and our publication.

**CROPS
COWS &
CRITTERS**
newsletter

For accommodations or accessibility concerns, please contact our specialists at least one week prior to the scheduled event.

Suspected Herbicide-Resistant Tall Waterhemp Now Present in Upstate New York

By Josh Putman · SWNY Dairy, Livestock, and Field Crops Program · Field Crops and Forage Specialist

Tall waterhemp is one of the most problematic weed species throughout the Midwest and has now arrived and spread to eight counties in Upstate New York (Figure 1).

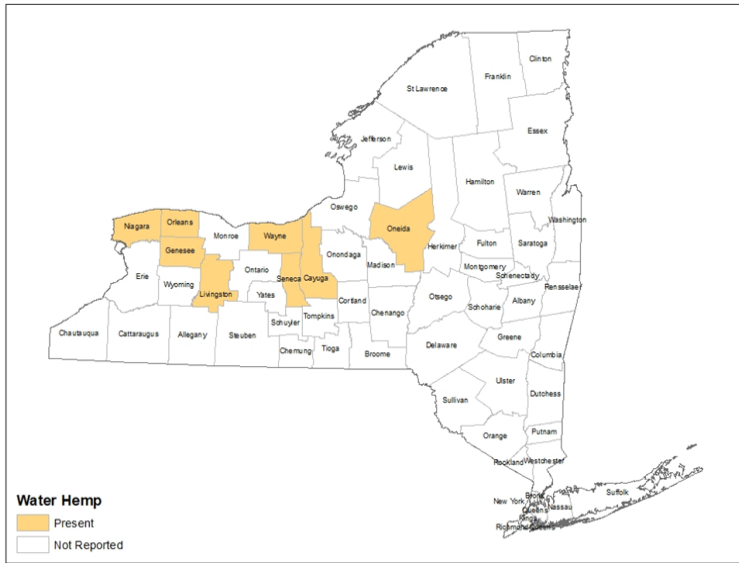


Figure 1. NY counties with confirmed findings of waterhemp.

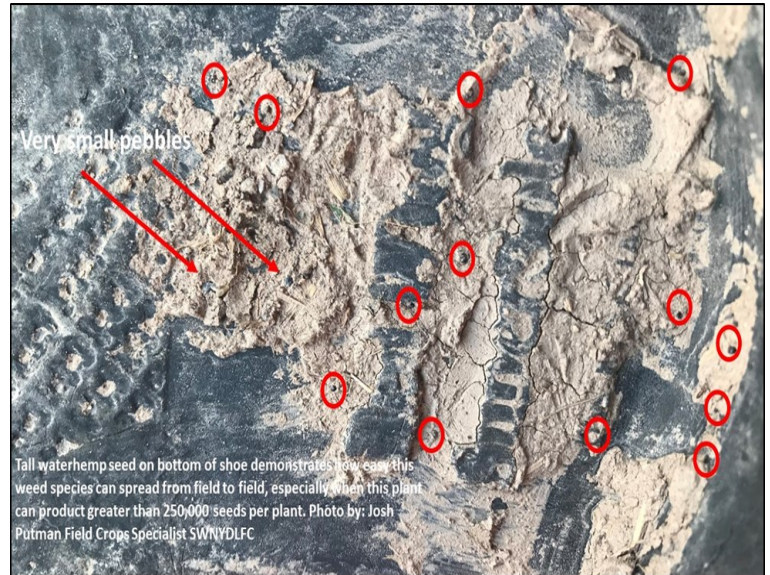


Figure 2. Tall waterhemp seeds stuck in clay mud on bottom of a boot vs. 2 small pebbles following a field day event. This demonstrates how hard it is to prevent spreading due to the small seed size.

It also happens to be one of our weed species that is glyphosate-resistant or better known as Roundup-resistant. Recent research conducted by Dr. Bryan Brown, Integrated Weed Management Specialist at the Geneva Experiment Station, has found 2 populations of waterhemp that survived an application of atrazine, imazethapyr (Pursuit) and glyphosate - meaning these populations are resistant to multiple Modes of Action (MOA's). Waterhemp is a part of the pigweed family and has evolved resistance to herbicides very quickly. Waterhemp is dioecious, meaning there are separate male and female plants. Another reason this weed is problematic is that it grows very rapidly and can produce more than 1 million seeds per plant. It competes for sunlight, water and nutrients. Waterhemp can spread from field-to-field and farm-to-farm on equipment, clothing, application equipment, or via water from over flooded ditches and rivers. Currently, research is being conducted to evaluate various PRE and POSTEMERGE herbicide options for controlling this weed in both corn and soybeans here in New York. It is important to know the difference between this weed and other pigweed's like it.



Figure 3. (Left).
Tall Waterhemp can be confused with smooth pigweed.



Figure 4. (Right).
Smooth Pigweed.

Proper cleaning and sanitation of equipment, clothing, and vehicles can help prevent the spread of glyphosate-resistant Waterhemp.

**CROPS
COWS &
CRITTERS**
newsletter

Please contact your local Extension Specialist
Josh Putman at jap473@cornell.edu or via
phone at 716-490-5572 if you have questions
or need proper identification of a particular
weed species.

Dairy Market Watch

July 2019



Prepared by Katelyn Walley-Stoll.
Funded by PRO-DAIRY.

Milk Component Prices			Milk Class Prices				Statistical Uniform Price & PPD				
Month	Butterfat	Protein	I (Boston)	II	III	IV	Jamestown, NY		Albany, NY		Albany \$/gal. to farmer
June 18	\$2.66	\$1.74	\$18.50	\$15.48	\$15.21	\$14.91	\$15.55	\$ 0.34	\$16.15	\$0.94	\$1.39
July 18	\$2.52	\$1.48	\$18.61	\$15.20	\$14.10	\$14.14	\$14.99	\$0.89	\$15.59	\$1.49	\$1.34
Aug 18	\$2.60	\$1.62	\$17.40	\$15.07	\$14.95	\$14.63	\$15.06	\$0.11	\$15.66	\$0.71	\$1.35
Sep 18	\$2.54	\$2.00	\$18.10	\$15.13	\$16.09	\$14.81	\$15.56	(\$0.53)	\$16.16	\$0.07	\$1.39
Oct 18	\$2.56	\$1.72	\$19.58	\$15.54	\$15.53	\$15.01	\$16.04	\$0.51	\$16.64	\$1.11	\$1.43
Nov 18	\$2.53	\$1.34	\$18.77	\$15.63	\$14.44	\$15.06	\$15.47	\$1.03	\$16.07	\$1.63	\$1.39
Dec 18	\$2.50	\$1.14	\$18.30	\$15.67	\$13.78	\$15.09	\$15.12	\$1.34	\$15.72	\$1.94	\$1.36
Jan 19	\$2.50	\$1.19	\$18.37	\$15.74	\$13.96	\$15.48	\$15.27	\$1.31	\$15.87	\$1.91	\$1.37
Feb 19	\$2.53	\$1.78	\$18.55	\$16.13	\$13.89	\$15.86	\$15.50	\$1.61	\$16.10	\$2.21	\$1.39
Mar 19	\$2.55	\$1.63	\$19.23	\$16.61	\$15.04	\$15.71	\$16.02	\$0.98	\$16.62	\$1.58	\$1.43
Apr 19	\$2.54	\$1.99	\$19.01	\$16.38	\$15.96	\$15.72	\$16.19	\$0.23	\$16.79	\$0.83	\$1.45
May 19	\$2.57	\$2.12	\$19.67	\$16.48	\$16.38	\$16.29	\$16.65	\$0.27	\$17.25	\$0.87	\$1.49
June 19	\$2.66	\$2.00	\$20.32	\$17.30	\$16.27	\$16.83	\$17.13	\$0.86	\$17.73	\$1.46	\$1.53

June Utilization (Northeast): Class I = 28.0%; Class II = 23.6%; Class III = 28.7%; Class IV = 19.7%.
Class I = fluid milk; Class II = soft products, cream, and yogurt; Class III = cheese (American, Italian), evaporated and condensed products; Class IV = butter and milk powder.

Dairy Commodity Markets (USDA Dairy Market News – Volume 86, Report 30, June 26th)

Cheese: Declining cheese inventories were a topic of discussion following the Monday release of the NASS June Cold Storage report. Markets seemed to react the following day, but have maintained generally steady prices since Tuesday. Cheese production is stable to lower, as heat has crimped the amount of milk flowing into vats.

Dry Products: Low/medium heat nonfat dry milk (NDM) spot prices are steady to lower in the U.S. Some buyers do not see demand outpacing current supply in the near term. Market conditions are steady to slightly off balance. High heat NDM prices are steady to lower. Outside of contracts, sales are very light. Dry buttermilk prices slipped this week in some areas of the country. Requests from bakers and confectioners are fair/good. Dry whole milk prices are unchanged on quiet trading. Market conditions are mostly stable. Whey powder spot prices are mixed throughout the United States. The persistent trade issues with China continue to cause less export opportunities for U.S. dry whey to that country. Whey protein concentrate 34% prices are steady to higher. Industry contacts report an uptick in interest from some export channels. Lactose prices are unchanged. Orders from confectionary customers have been steady, however impacts from the African swine fever continue to weigh heavily on market demand.

Fluid Milk: Despite hotter temperatures negatively affecting milk yields in many parts of the United States, balancing plants are generally comfortable with current volumes. Industry contacts in a handful of Eastern and Western areas reported maintaining strong production levels. In general, Class I sales are seasonally quiet. Condensed skim availability has slimmed down slightly, mirroring farm milk output. Cream demand is strong, while supplies are declining with less milk and lower components due to the heat.

Butter: The national butter production is steady to down, at or close to the lowest point of the year. The butterfat availability for churning is limited in most regions of the country, thus, cream premiums remain high. In this way, some butter makers are capitalizing on high cream premiums by selling off cream instead of churning. Butter demand is moderate, depending on the sector.

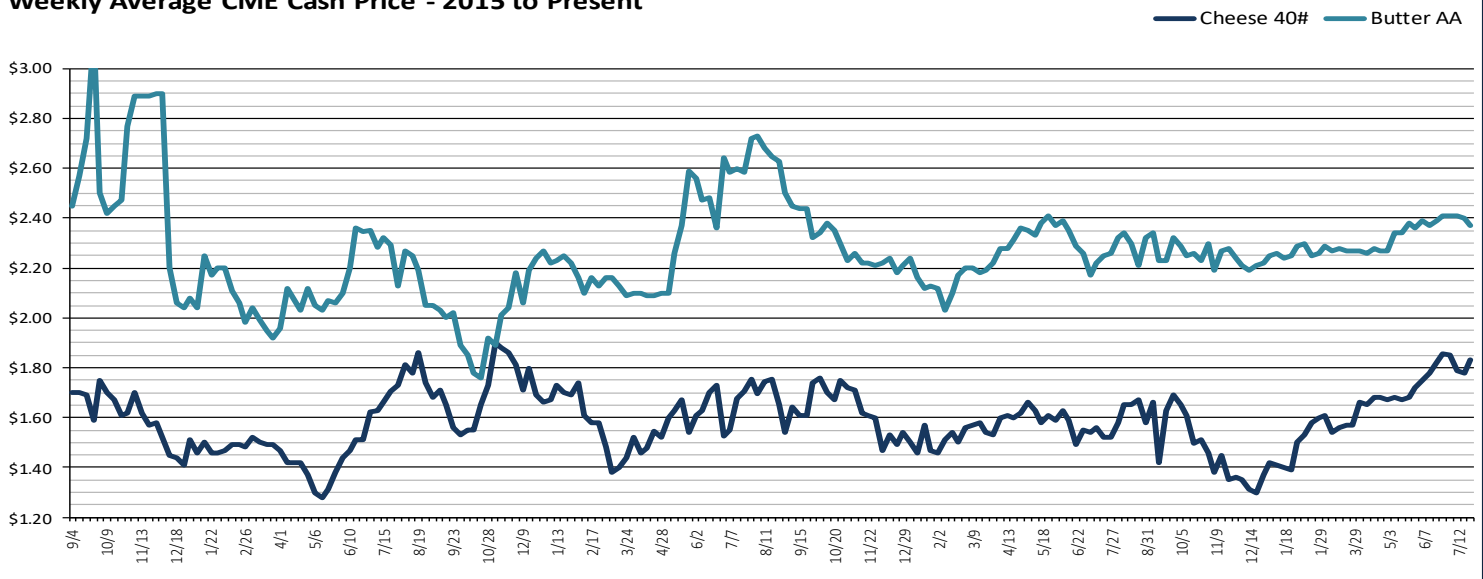
Friday CME Cash Prices					
Dates	6/28	7/5	7/12	7/19	7/26
Butter	\$2.41	\$2.41	\$2.41	\$2.4	\$2.37
Cheese (40# Blocks)	\$1.86	\$1.85	\$1.79	\$1.78	\$1.83

An educational newsletter to keep producers informed of changing market factors affecting the dairy industry.

**CROPS
COWS &
CRITTERS**
newsletter

For more information on Dairy Business Management and Market Analysis, contact Katelyn Walley-Stoll, Farm Business Management Specialist, at 716-640-0522 or kaw240@cornell.edu.

Weekly Average CME Cash Price - 2015 to Present



Excerpt from "Dairy Situation and Outlook, July 22, 2019"

by Bob Cropp, Professor Emeritus, University of Wisconsin Cooperative Extension

Milk production running below a year ago, modest growth in dairy product sales, dairy exports while lower than a year are still supportive of milk prices and improved dairy stocks levels are all contributing to a continued improvement in milk prices. The July Class III price will be near \$17.40, up about \$3.50 from the \$13.89 low back in February. The Class IV which was \$15.48 back in January will be near \$16.90 in July. And milk prices should continue to improve during the remainder of the year.

USDA's estimated U.S. milk production for June 0.3% lower than a year ago. Milk cow numbers declined by 10,000 head May to June and were 91,000 head or 1.0% lower than a year ago. Milk per cow was 0.6% higher

Fluid (beverage) milk sales continue to decline with January through May down 1.8% from a year ago. Butter and cheese sales continue to show growth. Domestic disappearance January through May was 4.3% higher than a year ago for butter and 1.4% higher for cheese.

The volume of dairy exports continues below a year ago. But, nearly all of the reduced volume came from lost sales to China. Sales to China of skim milk powder, cheese, butterfat, whey products and lactose were down 67% in May. Nevertheless, according to the US Dairy Export Council for the first five months of the year, overall volume of exports is on track for the third best year ever, only trailing the pace of 2018 and 2014. Compared to May a year ago exports were lower by 9% for nonfat dry milk/skim milk powder, 41% for butterfat, 29% for whey products and 14% for lactose, but up 11% for cheese. Cheese remains the bright spot for exports. While cheese to Mexico, the largest market was down 7%, exports

to Southeast Asia, Japan and South Korea were well above a year ago. On a total solids basis May exports were equivalent to 14.7% of milk production.

The dairy stock situation continues to improve. Butter stocks as normal increased from May to June, but were 2.6% lower than a year ago. American cheese stocks declined from May to June and were 1.9% lower than a year ago. Other cheese stocks also declined from May to June, but were still 2.2% higher than a year ago. This resulted in total cheese stocks declining from May to June, but were just 0.5% lower than a year ago.

Milk production is likely to continue below a year ago for the remainder of the year. USDA is forecasting milk production for the year to be just 0.3% above a year ago. That is positive for improved milk prices. Butter and cheese sales should continue to show growth particularly during the fourth quarter for thanksgiving and the holidays. Cheese exports are forecasted to continue to run above year ago levels. U.S. eliminated its tariffs on aluminum and steel from Mexico and in turn Mexico eliminated its tariff on U.S. cheese which should be positive for exports by fourth quarter. These factors are bullish for milk prices.

The Class III price should be in the mid to high \$17's for the remainder of the year with \$18 a real possibility fourth quarter. However, unless dry whey prices increase from its current \$0.3425 per pound, cheese needs to be about \$1.90 per pound to get to \$18. Currently cheddar barrels are \$1.7125 per pound and 40-pound blocks are \$1.7925 per pound.

Class III Prices should be in the mid to high \$17's and might even hit \$18 before the end of the year.

**CROPS
COWS &
CRITTERS**
newsletter

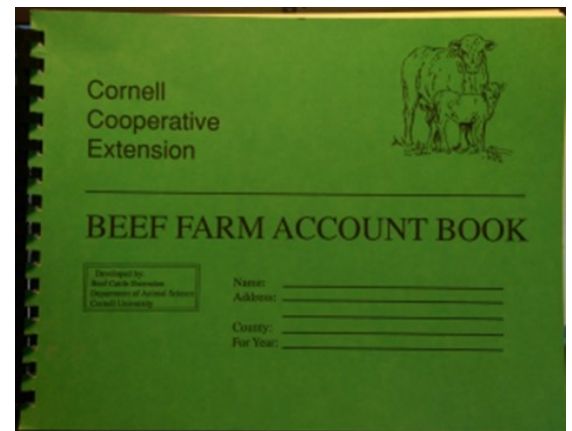
If dairy exports can continue to improve as trade tariffs are lifted, milk prices should continue to increase.



Beef Farm Business Summary

Using this accounting record book the farm manager will have the data needed to complete the Beef Farm Business Summary. The Farm Business Summary is a confidential analysis of business records to determine the strengths and weaknesses of the beef enterprise. This allows for better decision making to increase farm profitability. The Beef Farm Business Summary is a free program beef producers of all sizes and production methods are able to participate in by contacting Katelyn Walley-Stoll.

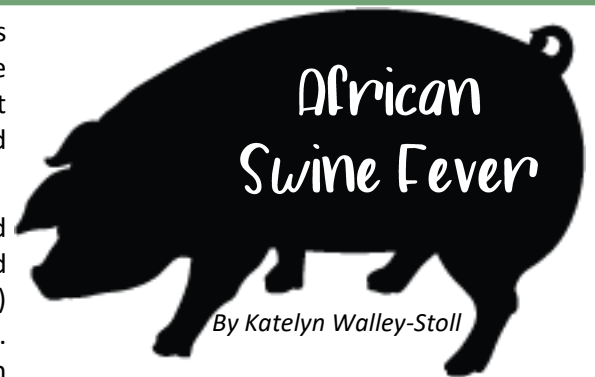
The Cornell Beef Farm Account Book is once again available. This accounting record book is designed specifically for beef producers. A complete and accurate set of financial records helps producers develop accurate tax returns but as important gives them the data to analyze their business. To purchase a copy of the Cornell Beef Farm Account Book for \$12/each, contact Katelyn Walley-Stoll, Business Management Specialist, at kaw249@cornell.edu or 716-640-0522.



African Swine Fever (ASF) is a viral disease that is rapidly spreading across Europe and Asia - with potential to affect the North American Swine Industry and have crippling economic impacts. While the disease does not spread to humans, is easily transmitted across hog populations, both wild and domestic.

The ASF virus can survive extreme temperatures for several months and many commonly used disinfectants, and causes high morbidity and mortality. At this time, the United States Department of Agriculture (USDA) does not allow imports of pigs or fresh pork products from affected regions. Symptoms of ASF include high fever, decreased appetite, weakness, skin blemishes, diarrhea, and respiratory illness. The disease is usually fatal, but if hogs do recover, they will continue to be carriers of the virus for several months. There is no vaccine or known treatment for ASF.

Proper biosecurity is the best prevention tool for swine producers. ASF can spread rapidly through direct pig contact, small insects (ticks, flies), contaminated feeds, materials and equipment, carcasses, and wild animals. Prevention can involve keeping pigs healthy and monitoring visitors (and their vehicles, equipment, supplies, etc.). Additionally, producers should not feed raw or undercooked pork products to pigs, and house pigs in an controlled environment when possible. If any pigs do become ill, isolate them and contact your veterinarian. When bringing in any new animals, isolate them for at least two to four weeks to monitor for illness. For more information, visit www.aphis.usda.gov.



African Swine Fever is possibly the worst animal disease outbreak ever. Pork producers should practice proper biosecurity and limit opportunities for the virus to enter facilities.

**CROPS
COWS &
CRITTERS**
newsletter

Beef Farm Business Summaries are a great way to organize farm inventory, analyze how changes you make on your farm affect your financial position over time, and identify opportunities to increase profitability.

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.



Cornell CALS
College of Agriculture and Life Sciences

Our local event for the Dairy Cattle Summer Research Update series will be taking place in Randolph, NY on Tuesday, August 27th from 7pm - 9pm for free.

**CROPS
COWS &
CRITTERS**
newsletter

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@cornell.edu 585.405.2567
Aug 12	Farm Credit East 25417 NY Route 12 Watertown	Tatum Langworthy	tlm92@cornell.edu 315.778.3929
*Aug 12	Miner Institute 586 Ridge Rd. Chazy	Tatum Langworthy	tlm92@cornell.edu 315.778.3929
Aug 27	Municipal Building 72 Main St. Randolph	Katelyn Walley-Stoll	kaw249@cornell.edu 716.640.0522

We hope you can join us - we're very lucky to have these experts in our own backyard! Please pre-register by contacting Katelyn Walley-Stoll at 716-640-0522 or kaw249@cornell.edu.

PRIMING THE PUMP - SETTING UP TRANSITION COWS FOR SUCCESS

Timothy X. Terry, Harvest NY

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'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 most important factor affecting animal performance. It's 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 prefresh 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.



Photo: R.J. Anderson

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 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 prefresh 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's no different here. Time budgets, hock lesions, locomotion scores, etc. are all improved on sand. 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,

"Let's face it, you're basically trying to turn a couch potato into an Olympic-class athlete almost overnight".

- Tim Terry

**CROPS
COWS &
CRITTERS**
newsletter

Tim Terry is the Farm Strategic Planning Specialist with Cornell Cooperative Extension's Harvest New York Program.

and produced as much as 8 lbs. less milk per day. However, mattresses with >2" of bedding fared 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 DA's. Moreover, if animals are moved into the prefresh 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 prefresh 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 prefresh 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.

RMA ANNOUNCES ADDITIONAL ONE-TIME CHANGES TO PREVENTED PLANTING PROVISIONS FOR 2019 CROP YEAR

Dr. Jennifer Ifft, Director of New York Crop Insurance Education Program and Assistant Professor of Agribusiness and Farm Management at Cornell University

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 serve to help those struggling to meet their forage needs due to the weather.

The "Fabulous Five" Factors for managing Transition Cows are adequate bunk space, appropriately sized stalls, soft stall surfaces, minimize social stress, and effective fresh cow protocols.

**CROPS
COWS &
CRITTERS**
newsletter

You can contact Tim Terry at 585-689-9163 or txt2@cornell.edu.

Tom Overton is the Keynote Speaker at Empire Farm Days Dairy Profit Seminars

The Empire Farm Days Dairy Profit Seminars, August 6 through 8 in Seneca Falls, will provide money-saving, latest trend, and practical strategies to the industry. The 2019 seminar series will feature more, but shorter, presentations, along with a lunch and extra break time in a more intimate setting, to allow farmers an environment to discuss their concerns and receive advice more fully.



“The concept this year is to present the audience with specific information on money-saving solutions and dairy operation strategies to help dairy producers adapt and evolve in this current economic climate,” said Joel Hastings, Editor & Publisher of DairyBusiness.com. Professor Tom Overton, PRO-DAIRY Director, will present the keynote at 2:15 PM, August 6.

The annual Dairy Profit Seminars are hosted by PRO-DAIRY, Northeast Dairy Producers Assn., and DairyBusiness.com. Sponsors are six firms serving dairy farmers in the Northeast: ASAP Interiors, Morrisville, NY; AMTS LLC, Groton, NY; DFA Northeast, Syracuse, NY; Farm Credit East, Enfield, CT; Farm Family Insurance – American National, Albany, NY; and Pikeside Enterprises, Gainesville, NY.

2019 Dairy Profit Seminars at Empire Farm Days

Tuesday, August 6

Time	Title	Presenter
10:00	Welcome & Introductions	Joel Hastings
10:15	Facilities - Research, Renovations and Low-Cost Solutions in Tie-Stall Barns	Betsy Hicks and Lindsay Ferlito
10:45	Food Break for Those Attending	
11:15	Managing NY Robotic Milking Systems: What We've Learned	Bob Church
11:45	Break	
12:45	Corn Silage Harvest Strategy: One chance to get it right	Joe Lawrence
1:15	Calf Housing Ventilation: What's the latest?	Curt Gooch
1:45	Food Break for Those Attending	
2:15	Keynote: Adapting to an Evolving Northeast Dairy Industry	Dr. Tom Overton

Wednesday, August 7

Time	Title	Presenter
10:00 AM	Welcome & Introductions	Joel Hastings
10:15 AM	Where are Milk Prices Headed?	Christine Brodeur, DFA Northeast
10:45 AM	Food break for those attending	
11:15 AM	Outlook for Dairy in the Northeast	Catherine de Ronde, Agri-Mark Cooperative
11:45 AM	Break	
12:45 PM	Keys to Making Your Dairy Farm Business Work	Greg McConnell, Farm Credit East
1:15 PM	What Drives Your Milk Price?	Dr. Larry Jones, FARME Institute
1:45 PM	Food break for those attending	
2:15 PM	Panel Discussion with all speakers	Moderator: Jason Karszes, PRO-DAIRY

Thursday, August 8

10:30 AM - NY Junior Dairy Leaders Graduation Program – Deborah Grusenmeyer, PRO-DAIRY Youth Specialist.

The Food Donation and Food Scrap Recycling Act

The Food Donation and Food Scrap Recycling Act passed by New York State will require agency, municipal and educational sources (and their food contracts) to recycle their food waste. This applies to those producing one ton/week starting 10/2019, through 2020, ½ ton/week from 2021 through 2022, and 500 lbs/week from 2023 and on. The priorities for the food waste will be to provide edible food to people first, feed for animals second, third for anaerobic digestion and composting. They are only required to look for recycling operations within 25 miles and can get a waiver if the cost to recycle is 1.15 times the cost of landfill disposal.

Empire Farm Days takes place at the Rodman Lott and Son Farms, 2973 State Route 414, Seneca Falls, NY 13148. Parking is \$10/car and admission is free.

**CROPS
COWS &
CRITTERS**
newsletter

Empire Farm Days will be held on August 6th, 7th, and 8th this year. For more information visit empirefarmdays.com.

Confidently Hosting a Farm Tour - Part One - What's Your "Why Bother"?

Article and Photos by Katelyn Walley-Stoll

Let's face it. You probably didn't go into farming to wear 25+ hats every day - ranging from accountant to mechanic, nutritionist to human resources manager, and electrician to professional "Google-er". It's likely that "Consumer Relations and Marketing Expert" didn't even make it into your pile of hats. You might even be rolling your eyes a little thinking to yourself *"great - this extension person wants me to add another thing to my to-do list"*. Farm tours are something that more and more farms are beginning to add to their never ending to-do lists. While the effort on the farm's part is not an easy lift, the benefits to the ag industry and to your neighborhood are incredible. So, while hosting farm tours aren't required by any means, they might be something to think about in the back of your mind.

Why Bother?

Farm tours involve a lot of logistics and extra work on the farm end. While this series will address many of those concerns, it's important to start with a conversation on *why*. Why do you want to host a farm tour? Why will it help your business/industry? Why bother? Your "why bother" will likely be different than mine, than your neighbor's, than that guy that you follow on social media. And that's okay! Knowing your "why bother" will help you to better plan your farm tour, define your audience, and keep you going when the morning of comes and you're 10 steps behind.

Neighbor Relations. This is the "why bother" that makes the most sense. Neighbors can be great supporters of the farm - but it takes time spent building that relationship and trust. An open invitation to visit the farm and go on a quick tour can be a great leap for both the farmer and the neighbor. A good neighbor that understands the farm business can be an advocate, a voice of support at the town hall meeting, or at least be a little more understanding when they hear the combine still going at 2 o'clock in the morning. As historically farm areas become more and more developed, our neighbors no longer have the common understanding of agriculture that used to ground our rural communities. This can create distrust based on misunderstanding, causing you headaches and angst. An invitation to the farm could be a great step towards building that mutual understanding.

Consumer Relations. The average consumer is 2.5 generations removed from the farm. As mentioned previously, we're losing that common base of understanding how our food is produced. This creates distrust between the farmer and the consumer. However, 2.5 generations removed or not, we all need to

eat - and we all need food grown by farmers. A farm tour can be a vehicle for consumers to better understand how their food is produced, and that it is coming from real-life people with families of their own. Something that might have seemed terrifying on a documentary they streamed, might be an everyday practice easily explained on a farm tour. Farm tours show a dedication to transparency, and an effort towards sharing our farming stories. Also, research has shown that one person will share their experiences with 22 others - good or bad. If you can provide one positive experience on a farm tour, that person will then share their positive vibes with 22 of their friends and family members. This type of genuine "recommendation" from a trusted member in friend circles can go a lot farther than a scary documentary or social media post.

Diversified Income. There are farms that are out there utilizing farm tours as a source of income. Is it easy to do that? Definitely not. BUT if you enjoy hosting farm tours and live in an area with enough of an agritourism interest to support that part of your operation, farms tours can provide an alternative stream of revenue for the farm business, as well as new customers for products you might sell directly to consumers. Throw in a petting zoo, a food truck, and maybe even some farm branded apparel and you're a *destination*.

Education. Farm tours that incorporate school groups are often requested as part of a teacher's curriculum. A visit to the farm provides an opportunity to tie in concepts learned through math, science, technology, and life-skills units. It's unfortunate that agricultural curriculum is near non-existent in many schools, but a farm tour can provide a glimpse into an industry that offers many career opportunities (as well as feeds the world).

Good Excuse to Clean. And here we have the unexpected "why bother". Rarely does someone go through the farm tour process to help clean up the farm, but is a great feeling to drive by and see those back corners weed wacked, the broken equipment moved into the pole barn, and the bale plastic safely disposed. While we all strive to have a picture perfect farmstead 365 days a year, a farm tour can help give a deadline and a goal to make it actually happen - at least for a few days.



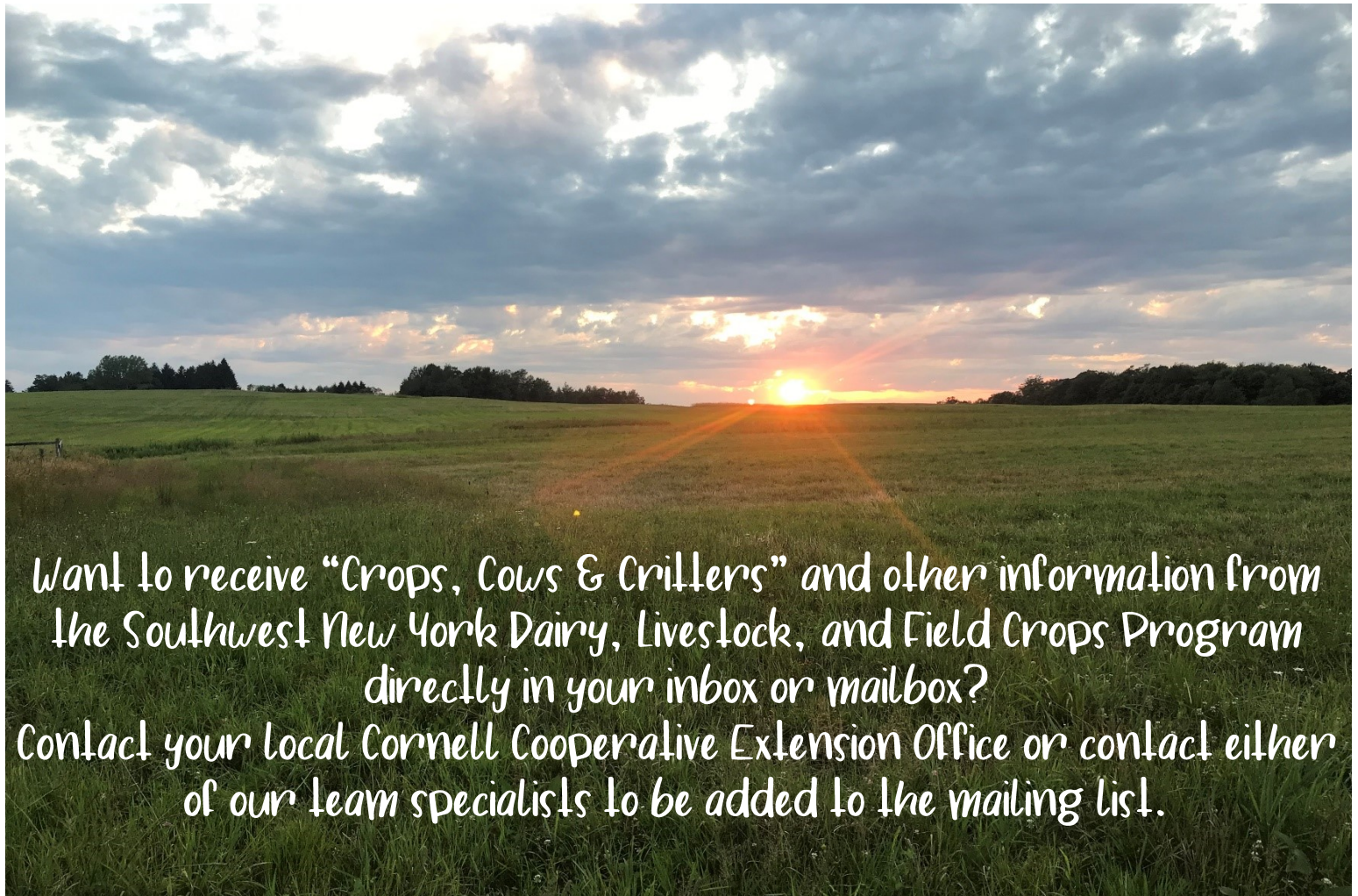
I've been approached by many agricultural producers who are interested in hosting a farm tour, but are unsure of where to start. My hope is that this article series will help our agricultural community share the stories of their farms, and feel confident while doing so.

-Katelyn

**CROPS
COWS &
CRITTERS**
newsletter

Want to see an example of a farm tour? Don't miss out on "Visit the Farm Day" happening on Saturday, September 14th in Conewango Valley, NY. Contact Lisa Kempisty at 716-664-9502 if you'd like more information or would be willing to volunteer.

POSTMASTER
INFORMATION



Want to receive "Crops, Cows & Critters" and other information from the Southwest New York Dairy, Livestock, and Field Crops Program directly in your inbox or mailbox?
Contact your local Cornell Cooperative Extension Office or contact either of our team specialists to be added to the mailing list.



We need your help!

Our specialists are going to be visiting farms in our five county region to introduce this new program to the agricultural community, meet farmers and agribusinesses in the region, and learn more about the challenges and opportunities the industry faces.

As part of these visits, there will be an informal "needs assessment" to better determine what types of programming, research, and educational support are needed. These visits are approximately 30 minutes in length and are done at your location. If you would be willing to host us, please give us a call at 716-640-0522 (Katelyn) or 716-490-5572 (Josh).

Thank you!