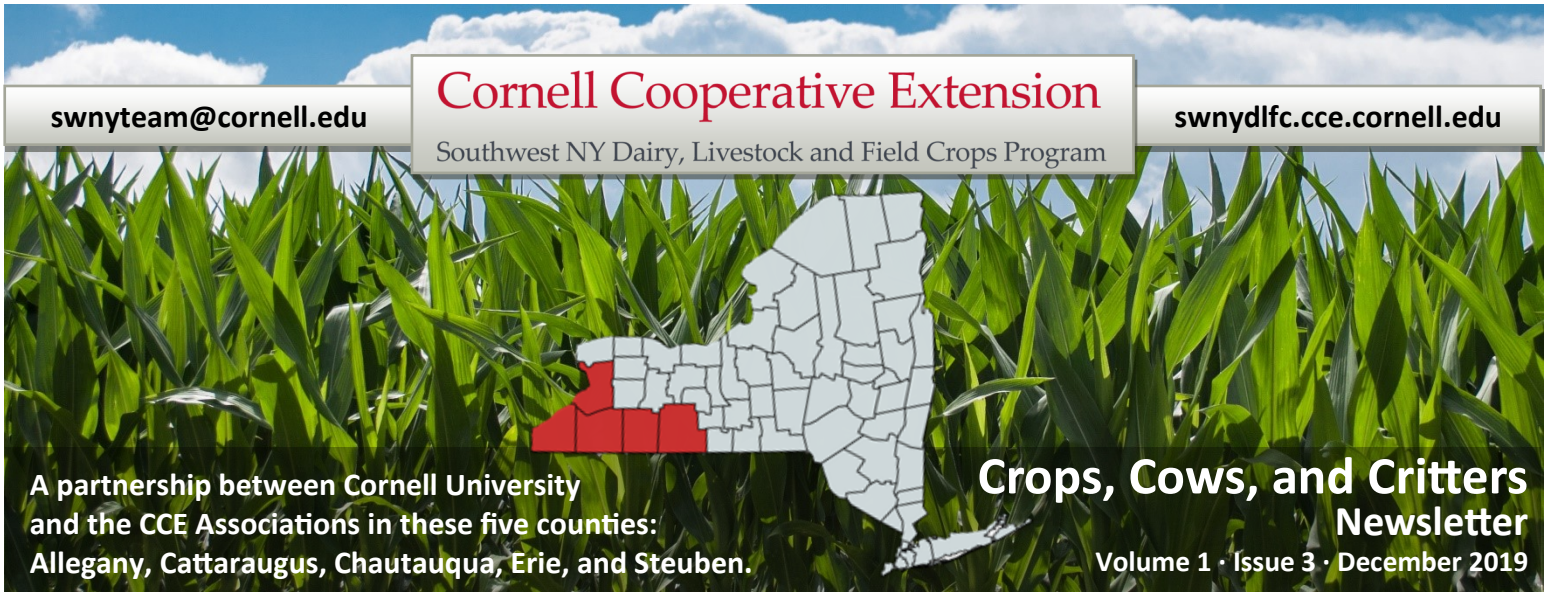
swnyteam@cornell.edu

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 3 · December 2019

An Update from Cornell Cooperative Extension's Southwest New York Dairy, Livestock, and Field Crops Program

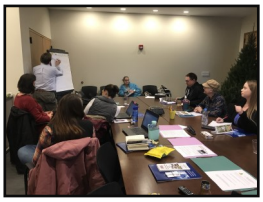
Since July 1st, 2019, our new program has been busy with on-boarding, needs assessment, educational programming, and getting the chance to meet some of our region's amazing farmers. We've hired four specialists that are on-board and ready to hit the ground running in the specialty areas of Farm Business Management, Field Crops, Dairy Management, and Livestock. We're working with each of our five county associations' Executive Directors, Board of Directors, Program Committees, and Agriculture Program Staff to get to know the region and its programming needs while introducing this collaborative model of dairy, livestock, and field crops outreach.

The best way to *support* SWNYDLFC is to sign up/subscribe/enroll in our program through your local county association. This shows local stakeholders your interest in the team approach and our services, and helps to off-set some of the financial inputs that make our program happen. If you would like more information on your county's process, the following page has a list of each Executive Director in the region. Connect with them to enroll and show your support! Additionally, if you would be willing to host our team for a brief visit to learn more about your operation and your educational/ technical needs, please connect with any of our team members. We're hoping to visit 100 farms in our first year, and are halfway there! These visits help to inform our "needs-assessment" that will drive our initial program offerings. **Most importantly, the Southwest New York Dairy, Livestock, and Field Crops team would like to wish you and your family a safe and happy holiday season!**

Sincerely,

Katelyn Walley-Stoll

Katelyn Walley-Stoll



PLEASE NOTE: If you have not submitted a completed contact form (page 9) to SWNYDLFC, or if you have not signed up to subscribe/enroll in our program through your local CCE association, this will be your last issue of "Crops, Cows, and Critters"! Please reach out if you'd like to confirm your information.

SAVE THE DATE

Automated Milking System Discussion Meeting

Tuesday, January 14th, 2020
CCE-Cattaraugus
28 Parkside Drive
Ellicottville, NY 14731
$15/person - Dinner Included

Join SWNYDLFC, NWNYDLFC, QMPS and other AMS users to discuss information related to managing robotic milking systems on dairies.

For more information, contact Alycia Drwencke at 517-416-0386 or amd453@cornell.edu.

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Dairy Market Watch 10

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.

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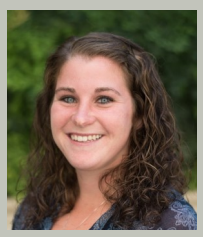

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"Cows, Crops, and Critters Newsletter" by the Southwest New York Dairy, Livestock, and Field Crops Program with Cornell Cooperative Extension in partnership with Cornell University and the five county region of Erie, Chautauqua, Cattaraugus, Allegany, 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, 28 Parkside Drive, Ellicottville, NY 14731.**

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CROPS COWS & CRITTERS newsletter

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

Welcome Alycia and Amy!

On November 1, 2019 Alycia Drwencke started as Dairy Management Specialist with the newly formed Southwest New York Dairy, Livestock, and Field Crops Program with Cornell Cooperative Extension. Alycia will be working on programming related to heifer and calf management, cow comfort, improving efficiency, facilities, and herd health while working to identify the needs of the region. You can reach Alycia by emailing amd453@cornell.edu or by calling 517-416-0386.

Alycia grew up on small farm in Southeast Michigan. She earned her Bachelor's Degree in Animal Science with a minor in Agribusiness Management from Michigan State University. Drwencke received her Master's Degree in Animal Biology from the University of California, Davis. While in Davis, Alycia's research focused on heat abatement for dairy cattle, specifically looking at more energy and water efficient cooling methods. She was able to carry out this research on both the university farm and a commercial dairy. Alycia also assisted with other research projects looking at calf care, disbudding, and beef management. In her free time, Alycia enjoys traveling and hiking. She is looking forward to working with producers in the area and connecting the agricultural industry to Cornell Dairy Management resources.

On December 16, 2019 Amy Barkley started as the Livestock and Beginning Farms Support Specialist with Cornell Cooperative Extension's newly formed Southwest New York Dairy, Livestock, and Field Crops Program. Amy will be working on programming related to beef, sheep, goat, and poultry production; beginning farmer support; and product quality and consistency. You can reach Amy by emailing amb544@cornell.edu or by calling 716-640-0844.

Amy grew up on a small farm in Northeastern Pennsylvania, and earned her Bachelor's Degree in Animal Science with a minor in Poultry and Avian Science from Penn State University. After graduation, she attained her Master's Degree in Animal Science from Penn State, where her research focused in renewable, alternative bedding materials for broiler production and their impacts on broiler performance, welfare, and the environment. Following graduation, Amy worked in quality assurance for a national egg company, working with farms of all sizes across the nation to ensure compliance in food safety, nutrition, product quality, and animal welfare. Amy and her husband Zach reside in East Concord, NY on a farm which they are excited to make their own. In her free time, she tends to an extensive garden, small orchard, and honeybees, and loves cooking and baking. Amy is looking forward to working with area farmers to ensure their current and continued success.

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 any of our team members a call.

Thank you!

Alycia will be working with Dairy Farms in the five county region to bring research-based information and recommendations that will improve farm efficiency, animal health, and milk quality. Give Alycia a call at 517-416-0386!

CROPS COWS & CRITTERS newsletter

Amy recently joined our team and is excited to meet livestock producers in the region to learn more about their production practices, interests, and ways she can support their farm goals! Call Amy at 716-640-0844.

Premiums (e.g. quality and volume) paid by milk handlers to dairy farmers are important. A research team at Cornell University, Charles H. Dyson School of Applied Economics and Management is interested in learning more about farmers' preference and willingness to accept alternative premium payment structures.

The research team is seeking dairy farmer input via an online survey. If you are not able to complete the survey online, please contact our team and we will mail you a paper form to complete. Questions in the survey allow dairy farmers the opportunity to choose among 5 payment offers focused on volume and quality payments, hauling, handler business structure, and price.

We anticipate the survey will take 15 to 20 minutes. Answers will be kept confidential. Farmers participating in the survey will be eligible for one of five $100 VISA gift cards if they provide an email address. The email address will be used only for giving away the gift cards and nothing more. Any sort of public report or presentation will not include any information that will make it possible to identify the handler or the farmer.

The survey will be open through January 31. The survey is available by visiting: https://tinyurl.com/DairyPriceSurvey.

Survey results will serve as a valuable guidance to dairy farmers and milk handlers when considering alternative pricing structures beyond the milk marketing order. Findings will be shared through written reports and presentations.

The researchers conducting this study are Todd M. Schmit, Associate Professor, (tms1@cornell.edu, 607.255.3015), Roberta M. Severson (rmh27@cornell.edu, 607.255.1987), and Daniel Munch, Research Graduate Assistant. Please feel free to contact the research team with any questions or concerns. This work is supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, Smith Lever Project #1013677.

Foreign Animal Disease Preparedness and Response Planning Featured at the New York Pork Producers' Annual Meeting on March 21st, 2020

Information from New York Pork Producers

Pork Producers are invited to attend an interactive program addressing the need for on-farm crisis preparedness, particularly focusing on African Swine Fever.

The morning session will feature an interactive session and information by two speakers from the National Pork Board: Cindy Cunningham, Vice President of Communications; and Dr. Patrick Webb, Director of Swine Health Programs.

The afternoon session will include discussion based Q&A, checkoff updates, and an NPPC update. At the conclusion of the meeting there will be an annual member meeting and board meeting.

There will also be time to interact with other attendees, visit a trade show, and participate in a silent auction (donations are open to everyone and are appreciated). You do not need to be a New York Pork Producers member to attend.

Saturday, March 21st, 2020
Registration at 7:45am
Program at 8:30am
Quality Inn
2468 NYS 414
Waterloo, NY
$10/person, lunch included

To register, visit www.newyorkpork.org, or contact one of our team members for a paper form. Registration is due by March 13th, and meeting spots are expected to sell out. Register early to guarantee your spot!

pork New York Pork Producers

The Dairy Farmer Pricing Survey must be completed by January 31st by visiting https://tinyurl.com/DairyPriceSurvey. For a paper survey form, contact Katelyn by calling 716-640-0522.

CROPS COWS & CRITTERS newsletter

Pork producers: Plan to attend this March 21st meeting to learn more about emergency preparedness and biosecurity. For a paper registration form, call Amy at 716-640- 0844.

The Beef 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, and can help through the decision making process when pricing beef, deciding on changes/improvements, and growing the business. 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 by calling/texting 716-640-0522 or emailing kaw249@cornell.edu.

Dairy Farm Business Summary

The objective of the DFBS is to enable producers to:

- analyze their financial situation
- set future goals
- make sound financial decisions

The DFBS also allows producers to compare their business to an average of other producers. Records submitted by dairy farmers provide the basis for extension education programs for farmers, applied research studies and classroom teaching. Individual farm data are kept strictly confidential. Participation in the project is free of charge for New York farmers.

The summary and analysis report farmers receive includes:

- progress of the farm business
- income statement
- profitability analysis
- balance sheet
- balance sheet analysis
- statement of owner equity
- annual cash flow statement
- repayment analysis
- cropping program analysis
- dairy analysis
- capital & labor efficiency analysis
- receipts & expenses per cow & per cwt.

If you are interested in participating in the Dairy Farm Business Summary and Analysis Project, of if you would like more information, contact Katelyn Walley-Stoll by calling/texting 716-640-0522 or emailing kaw249@cornell.edu.

Scout for Horseweed (marestail) Now to Avoid Issues in 2020

Joshua Putman, Field Crops Specialist, SWNYDLFC

Horseweed, also known as marestail, is a problematic weed species throughout the United States. Horseweed is an annual, with some biotypes emerging late fall, over wintering as a rosette (photo), and bolting in the spring. This is known as winter annual horseweed. Others will germinate in the spring and set seed by fall; known as a summer annual. In the winter annual lifecycle, it has been documented to grow to heights of 1.5 to 6 feet tall. The seeds of horseweed are small and wind carried via a pappus, which is a structure that allows the seed to travel similar to that of common dandelion. The seed then germinates readily once it leaves the mature plant. Proper identification and control of this weed species is very important for New York producers. In 2019, a preliminary study conducted by Mike Hunter, Field Crops Specialist with the Northern New York Dairy, Livestock, and Field Crops team, showed that a population of horseweed survived applications of group 2 herbicides (ALS-inhibiting) as well as the group 9 herbicides

Photo by Josh Putman

(EPSPS-inhibiting) in soybeans. Further tests need to be conducted to confirm if this population is truly resistant. Many soybean herbicides contain at least 1, if not 2, of these groups so losing them would be detrimental to soybean producers here in the state. It is important to monitor your fields for this weed species and use proper control methods for management of this pest. Contact your local extension specialist for correct identification, or if you experience uncontrollable horseweed populations.

Have you been scouting for Horseweed? Give Josh Putman a call if you'd like assistance with identification! 716-490-5572.

CROPS COWS & CRITTERS newsletter

Beef and Dairy 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.

2019 Corn Silage Hybrid Evaluation - New York and Vermont Data Available

For the third year in a row, Joe Lawrence, with PRO-DAIRY at the Cornell University, College of Agriculture and Life Sciences, has evaluated the use of several hybrid varieties for corn silage. This growing season was defined by wet conditions early, changing to variable precipitation later in the season, and below average heat across the region. Many fields in Western and Southwest New York were not planted until late-June or early-July. Despite the delayed harvest, corn silage yields and qualities were decent in 2019. Lawrence spent a considerable amount of time managing test plots, observing them throughout the year, and harvesting these plots to gain an understanding of several hybrid varieties performance.

Lawrence concludes that growers can use this information to better understand how a hybrid performs under a diverse set of environments. You can also use this information to compare to your own yearly performance to better understand if a hybrid may be a good fit for your farming operation.

Just as the weather in 2019 was somewhere in between the extremes of 2017 and 2018, the forage quality characteristics of the crop also rank somewhere between 2017 and 2018. Based on these results, where corn was able to properly mature for silage, it can be expected that it will offer a better feed quality than 2017, but may not reach the potential of 2018 corn silage. In the future, the Southwest NY Dairy, Livestock and Field Crops program hopes to collaborate with the PRO-DAIRY team to have on-farm research conducted in Southwest New York! Below, you will find an example of the hybrid tables that can be found in the full report. The full online hybrid trial results can be found by visiting:

https://cpb-us-e1.wpmucdn.com/blogs.cornell.edu/dist/5/8858/files/2019/12/NY_VT-Corn-Silage-Hybrid-Evaluation-Report_12.3.2019.pdf

Table 1. Hybrid traits and performance for 80 – 95 day relatively mature (RM) groups planted in Albion, NY.

Company/Brand	Hybrid	Trait Code †	Relative Maturity	Harvest Population	Dry Matter	Yield, 35% DM	Starch	Crude Protein	Lignin	Ash	Total Fatty Acids	aNDFom	NDF	12 hr NDFD	Wet Chem aNDFom	Wet Chem 30 hr NDFD	30 hr NDFD	120 hr NDFD	240 hr NDFD	240 hr uNDFom	RFC - Fill Ratio[1]	CNCPS v. 7.0 Predicted Allowable Milk Yield	CNCPS v. 7.0 Predicted Dry Matter Intake
				plants/ac	%	tons/ac	% DM	% DM	% DM	% DM	% DM	% DM	% DM	% NDF	% DM	% NDFom	% NDFom	% NDFom	% NDFom	% DM		lbs/day	lbs/day
Schlessmanns	908	22	91	32500	30.0	28.5	36.4	7.7	2.6	2.6	2.4	34.2	34.8	30.3	33.1	54.7	57.5	64.9	67.7	11.1	3.7	105.1	60.4
Syngenta NK	NK9175-3110	16	91	33500	31.1	27.9	35.7	7.0	2.8	2.9	2.5	35.1	35.7	28.0	33.8	55.0	57.8	64.7	67.5	11.5	3.7	102.7	59.6
Albert Lea Viking	O.71-90GS	1	90	29500	31.4	24.4	34.6	7.3	2.7	2.9	2.4	35.6	36.2	30.7			59.6	66.1	68.9	11.1	3.8	105.3	60.6
Albert Lea Viking	O.58-85P	1	85	30667	31.6	26.5	36.2	7.5	2.6	3.0	2.5	34.8	35.4	32.1			58.7	67.3	70.2	10.4	3.8	108.5	61.9
Seedway	SW3110GENSS	36	90	34667	31.6	25.0	33.3	7.1	2.9	2.8	2.3	38.4	39.0	30.5			58.8	66.0	68.7	12.1	3.4	98.8	58.1
Local Seed Company	LC8667SSXRIB	36	86	28000	31.9	24.8	36.2	7.5	2.5	2.6	2.4	35.4	35.9	32.7			59.9	67.4	70.3	10.6	4.0	108.1	61.6
Growmark FS	FS4095X RIB	36	90	32500	32.0	25.4	34.2	7.1	2.9	2.9	2.2	37.5	38.0	30.1	36.3	54.9	57.9	65.1	68.0	12.0	3.5	99.3	58.5
Local Seed Company	LC8597 VT2PRIB	41	85	31333	32.5	23.9	35.9	7.2	2.8	2.7	2.4	36.9	37.5	30.6			58.6	65.8	68.6	11.7	3.7	102.7	59.7
Hubner	H6038RCSS	36	89	33167	32.6	27.9	36.3	7.5	2.7	2.9	2.4	36.2	36.7	31.9			59.8	67.3	70.2	10.8	3.9	106.7	61.1
Hubner	HH6053RCSS	36	87	30667	33.1	23.6	35.6	7.8	2.8	3.0	2.5	35.9	36.4	30.8			58.8	65.0	67.8	11.6	3.7	101.3	59.0
Dekalb	DKC36-30RIB	42	86	32667	33.6	24.0	37.6	7.0	2.6	2.6	2.5	35.2	35.8	32.2			60.5	68.0	70.8	10.3	4.1	111.8	63.1
Masters Choice	MCT3891	10	88	27500	35.1	23.3	36.3	7.7	2.7	2.8	2.6	36.4	36.9	31.7			60.3	66.7	69.6	11.1	4.0	105.7	60.6
		85-91 day	**RM Mean**	**31389**	**32.2**	**25.4**	**35.7**	**7.4**	**2.7**	**2.8**	**2.4**	**36.0**	**36.5**	**31.0**	**34.4**	**54.9**	**59.0**	**66.2**	**69.0**	**11.2**	**3.8**	**104.7**	**60.4**
Local Seed Company	ZS9598 5222EZ	16	95	34667	30.8	27.5	34.5	7.4	2.9	2.8	2.5	36.3	36.9	28.1			55.7	62.3	65.0	12.7	3.3	92.5	55.6
Albert Lea Viking	O.82-95P	1	95	31333	30.8	24.0	31.8	7.9	2.7	3.2	2.3	37.0	37.6	32.1	36.4	60.8	59.9	66.7	69.6	11.3	3.5	105.5	61.2
Channel	192-98STXRIB	36	92	33000	31.0	27.0	33.1	7.8	2.7	3.0	2.5	37.0	37.5	31.6			58.6	65.1	67.8	11.9	3.5	98.1	57.8
Masters Choice	MCT4572	14	95	35333	31.0	26.0	35.8	7.4	2.7	2.7	2.4	35.7	36.2	30.2			58.6	65.8	68.5	11.2	3.7	104.1	60.0
Albert Lea Viking	42-92P	1	92	32833	31.1	28.4	33.0	7.2	2.8	2.8	2.3	38.5	39.1	31.9			60.1	66.7	69.7	11.7	3.6	101.9	59.4
Local Seed Company	LC9278SSXRIB	36	92	33333	31.2	27.1	32.5	7.0	2.9	2.6	2.3	39.4	40.0	31.3			59.4	66.4	69.2	12.2	3.4	100.4	58.9
Seed Consultants	SCS 958AGT	14	95	31167	31.3	26.0	33.3	7.1	2.7	2.9	2.4	37.5	38.1	31.7			59.1	67.0	69.8	11.4	3.5	101.8	59.3
Dekalb	DKC44-80RIB	42	94	34500	31.4	30.5	35.8	6.9	2.6	2.7	2.2	36.8	37.4	32.5			59.9	68.0	70.9	10.8	3.8	108.5	62.1
Growmark FS	FS42R88VT2P	42	92	32500	31.6	26.0	35.2	7.4	2.7	2.8	2.6	37.3	37.8	32.8	35.6	57.7	59.5	67.4	70.4	11.1	3.7	105.6	60.8
Seedway	SW3600GENSS	36	92	32000	31.8	26.2	35.6	7.3	2.7	2.8	2.2	36.1	36.7	31.4			58.6	66.9	69.7	11.0	3.7	106.3	61.2
Dekalb	DKC45-07RIB	42	95	33000	31.9	24.2	35.4	7.6	2.6	3.1	2.3	36.1	36.8	31.3			59.8	66.4	69.2	11.2	3.8	104.6	60.4
Seedway	SW3768GENSS	36	95	32167	32.0	25.3	33.9	7.4	2.6	2.9	2.2	37.2	37.8	33.0			61.1	69.0	72.0	10.4	3.8	108.6	62.0
Dekalb	DKC42-04RIB	42	92	33333	32.8	26.4	36.9	7.0	2.7	2.6	2.3	36.8	37.3	31.3			58.9	66.6	69.4	11.3	3.8	103.6	60.0
Pioneer	P9330AM	3	93	32333	33.7	26.5	37.2	7.3	2.7	2.8	2.3	35.9	36.4	30.4			58.6	66.4	69.2	11.1	3.8	105.2	60.6
		92-95 day	**RM Mean**	**32964**	**31.6**	**26.5**	**34.6**	**7.3**	**2.7**	**2.8**	**2.3**	**37.0**	**37.5**	**31.4**	**36.0**	**59.2**	**59.1**	**66.5**	**69.3**	**11.4**	**3.6**	**103.3**	**60.0**
		LSD (0.10)		**1993**	**1.3**	**2.9**	**2.6**	**0.3**	**NS[2]**	**0.3**	**0.2**	**2.1**	**2.2**	**2.0**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**	**NS[2]**
	Overall Mean			**32237**	**31.9**	**26.0**	**35.1**	**7.4**	**2.7**	**2.8**	**2.4**	**36.5**	**37.1**	**31.2**	**35.0**	**56.6**	**59.1**	**66.3**	**69.2**	**11.3**	**3.7**	**103.9**	**60.1**

Don't have internet access? Request a paper copy of the Corn Silage Hybrid Evaluation by calling Josh Putman at 716-490-5572.

You can use Joe Lawrence's findings to better understand how a hybrid variety might perform on your farm!

Farm Labor Law Info Sessions

Join Katelyn Walley-Stoll, Farm Business Management Specialist with SWNYDLFC, and Agriculture Labor Specialists from NYS Department of Labor (DOL) to learn more about the new Farm Laborers Fair Labor Practices Act and how it will affect your farm business.

Date and Time	Location
Thursday, January 16th 10:30am - 12pm	CLEREL 6592 West Main Road **Portland**, NY 14769
Thursday, January 16th 2:30pm - 4pm	CCE-Cattaraugus 28 Parkside Drive **Ellicottville**, NY 14731
Thursday, January 23rd 11am - 12:30pm	Hornell Community Arts Center 58 Broadway Mall **Hornell,** NY 14843

Program Details

Free to Attend, no refreshments provided (feel free to bring your own)

RSVP by 5pm on January 13th (Portland & Ellicottville) or **January 20th** (Hornell) to Katelyn Walley-Stoll (call or text 716-640-0522 or email kaw249@cornell.edu) to allow for material preparation and weather related notifications.

Although this is after the new laws go into place, we will have the most **up-to-date information** available for farms.

NYSDOL Ag Specialists will be on hand to field questions regarding the new laws. They are here to help producers understand the impact of new laws. NYSDOL will provide information on compliance with the Farm Laborers Fair Labor Practices Act. DOL will review how the changes will impact employer scheduling, payment of wages and recordkeeping. Updated materials will be available.

Additionally, we will have the opportunity to review a new tool developed by Dr. Jenny Ifft from Cornell's Dyson School that will help producers calculate overtime costs and assist in their decision making process.

Any farm employers with at least one employee on payroll is subject to these new laws as of January 1st, 2020. Plan to attend this info session to better understand your responsibilities and have your questions answered by DOL Ag Specialists.

Cornell Cooperative Extension
AGRICULTURAL WORKFORCE DEVELOPMENT

agworkforce.cals.cornell.edu

Looking for more information on the state's new farm labor law? Be sure to visit Cornell Cooperative Extension's Agricultural Workforce Development program, led by Rich Stup, online to view information on topics like:

- 2019 New York FLFLPA Labor Law Changes
- What Employers Can and Cannot Say About Unions
- Adapting Your Labor Strategies to New York's Revised Farm Labor Employment Laws
- Disability Insurance, Paid Family Leave, and Farm Employees

We hope to see any farm managers with at least one employee on payroll at our upcoming free Labor Info Sessions! Be sure to RSVP by January 13th/20th to Katelyn.

CROPS COWS & CRITTERS newsletter

Agworkforce.cals.cornell.edu is a great resource to stay up-to-date on HR related information. You can subscribe to receive updates from the program on their website!

2020 Southern Tier Crop Congress

Join us at CCE-Allegany & SWNYDLFC's upcoming event to learn more about problematic pests and nutrient management programs from Cornell University Faculty, Extension Specialists and local consultants!

Wednesday, January 22nd, 2020
Belfast Fire Hall, 13 Merton Ave. Belfast, NY 14711

9:00-9:45AM - Registration and visit with vendors

9:45-10:00AM - Opening remarks + introduction of newly formed SWNY Dairy, Livestock, Field Crops Team

10:00-10:45AM – Insect identification and control in corn and soybean production systems in New York - Dr. Mike Stanyard, NWNY Dairy, Livestock, Field Crops Team

10:45-11:30AM – Field crop disease update and management options of current diseases found in New York - Dr. Gary Bergstrom, Field Crops Plant Pathologist at Cornell University

11:45-12:45PM – Lunch and visit with vendors

12:45-1:30PM – Keeping long term hay fields productive - Dan Steward, Crop Consultant WNY Crop Management

1:30-2:15PM – Palmer amaranth now confirmed in New York – management options for this highly problematic weed - Josh Putman, SWNY Dairy, Livestock, Field Crops Team

2:15PM – Collect DEC credits and adjourn

2.5 DEC Credits: Categories 1A, 10, 21

2.0 DEC Credits: Category 23

4.0 CCA CEU Credits: 1.0 CM, 2.0 IPM, 1.0 NM

- Program Details -

Registration Requested by January 15th

Walk-ins accepted (pay at the door) - **$30**
Not enrolled in CCE - **$25**
Pre-registered and CCE Enrollee **- $20**

Register by calling Kelly Bourne at 585-268-7644 ext. 10

Please make check payable to:
Cornell Cooperative Extension of Allegany County

Attendees looking to get pesticide credits will need to be present for the entire session, and certificates will be available upon conclusion. **Please bring your Applicator ID cards with you.**

New Tools Available to Help New York Farms Manage New Overtime Regulations

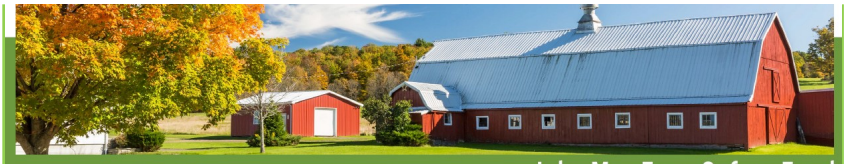
On January 1, 2020 New York farms will have to pay overtime wages (1.5 times the 'regular rate of pay') for nearly all employees that work over 60 hours a week. Researchers and extension educators from Cornell University Agricultural Workforce Development, Charles H. Dyson School of Applied Economics and Management, Cooperative Extension and PRO-DAIRY, have developed several tools to help New York farms manage through these changes. Their spreadsheet tool is designed to help farm managers estimate how much overtime they would have to pay under their current employee work schedules. The tool can also be used to estimate costs of new work schedules. To use the tool, you will need to know current compensation levels and work schedules. Worksheets are provided for collecting or calculating that information in advance, if it is not readily available.

A new extension bulletin on "Adapting Your Labor Strategies to New York's Revised Farm Labor Employment Laws" discusses the pro and cons of various management strategies that farm may consider in response to the new overtime rules. The guide does not make recommendations, but details the positive and negative implications of changes to work schedules, employee policies and the farm. Please visit https://agworkforce.cals.cornell.edu/overtime to download these tools. You can contact Jennifer Ifft (jifft@cornell.edu) or Richard Stup (rstup@cornell.edu) for more information.

For Southern Tier Crop Congress Information or Sponsorship opportunities contact Josh Putman (716-490-5572 or jap473@cornell.edu) or Lynn Bliven (585-268-7466 or lao3@cornell.edu).

CROPS COWS & CRITTERS newsletter

Need help with the Overtime Calculation Spreadsheet? Or a hard copy version of the Extension Bulletin? Contact Katelyn Walley-Stoll at 716-640-0522.



John May Farm Safety Fund

Funds Available for Repairs or Upgrades that Improve Safety on NY Farms

The New York Center for Agricultural Medicine and Health (NYCAMH) is offering financial assistance to farm operations for repairs and upgrades that help make for a safer workplace.

Farmers are awarded 50% of the cost of the project, up to $5,000.

The cost-matching program is designed to address the unique needs of small and medium-sized farm operations without the complexities often attached to many agricultural grants.

Recently funded projects: cattle handling systems, silo repairs and barn electrical repairs

APPLY NOW

Contact NYCAMH at 800.343.7527 or email jmfsf@bassett.org

Who can apply?

Applicants must meet all 3 criteria to be considered:

1. Active farmer, part-time or full-time
2. New York State resident
3. Annual farm gross income of $10,000 to $350,000 for non-dairy operations or fewer than 700 milking cows for a dairy operation

Where do I begin?

Fill out an application. (Go to www.nycamh.org and search for the John May Farm Safety Fund)

If you're unsure of your farm's safety needs or how to prioritize them, start by requesting a free, confidential on-farm walkthrough with a NYCAMH safety specialist.

How much do I have to pay and when?

The applicant pays for the project upfront and gets reimbursed the approved 50% of the project, up to $5,000, upon documented completion.

Bassett Healthcare Network
New York Center for Agricultural Medicine and Health

"We are most pleased to have completed our electrical improvements on our dairy farm. The John May Farm Safety Fund made a dream come true for our farm. Everyone we worked with in NYCAMH has been supportive, helpful and a pleasure to work with."

-William Anderson

"Staff are awesome. I can honestly say that I learned from you guys and the safety consult/visit convinced me to purchase additional safety equipment. From start to finish this was easy, this was fun."

-Jason Detzel

"This is a wonderful program. Without it our grain bins would not have safety cages on them. It's a lot easier to buy something like cages if you only have to pay for half of it."

-Anonymous

For additional information, download an application or see videos of funded projects at https://www.nycamh.org/programs-and-services/john-may-farm-safety-fund.php, call 800-343-7527 or email jmfsf@bassett.org.

Please detach this portion and return.

Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

Contact Form

RETURN TO:
Katelyn Walley-Stoll
CCE-Chautauqua @ JCC Carnahan Center
525 Falconer Street, PO Box 20
Jamestown, NY 14702-0020
716-640-0522
kaw249@cornell.edu
(mail, scan, or snap a picture and text or email)

Name: _____

Farm Name: _____

Mailing Address: _____

_____

Phone Number: _____

Best time to call: _____

Email Address: _____

Would you be willing to host our team for a brief visit to learn more about your operation? _____

Areas of Interest (check all that apply):

- __ Dairy
- __ Beef
- __ Goats/Sheep
- __ Poultry/Other
- __ Corn
- __ Grass/Hay
- __ Soil Health
- __ Small Grains
- __ Soybeans
- __ Other Crops
- __ Grazing/Pastures
- __ Farm Mngmt
- __ Beginning Farmer
- __ Business Planning
- __ Financial Analysis
- __ Pesticide Training Credits
- __ FSA Borrower Credits
- __ Other (please describe)

The John May Safety Fund is a great way to provide a 50% match towards improvements you may have already been considering on your farm! Contact NYCAMH or Katelyn at 716-640-0522 for more information.

CROPS COWS & CRITTERS newsletter

To continue to receive our newsletter and timely contact for upcoming events, updates, and program announcements, be sure to complete this form and return it to us!

Dairy Market Watch

December 2019

PRO DAIRY Education & Applied Research
prodairy.cals.cornell.edu

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
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
July 19	$2.68	$2.40	$20.43	$17.61	$17.55	$16.90	$17.68	$0.13	$17.28	$0.73	$1.58
Aug 19	$2.65	$2.44	$21.14	$17.60	$17.60	$16.74	$17.82	$0.22	$18.42	$0.82	$1.59
Sep 19	$2.49	$2.86	$21.10	$16.93	$18.31	$16.35	$17.63	($0.68)	$18.23	($0.08)	$1.57
Oct 19	$2.40	$3.17	$21.09	$16.68	$18.72	$16.39	$17.57	($1.15)	$18.17	($0.55)	$1.57
Nov 19	$2.32	$3.91	$21.39	$16.85	$20.45	$16.60	$18.05	($2.40)	$18.65	($1.80)	$1.61

November Utilization (Northeast): Class I = 31.8%; Class II = 22.8%; Class III = 27.8%; Class IV = 17.6%.

***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 50, December 13th)

Cheese: Cheese markets, particularly barrel prices, are bound to be in damage control for the rest of 2019. After nearing historic peaks this fall, prices this week have been in a bearish descent. That said, pricing corrections were expected from most national cheese contacts, and producers have been waiting for some downward pressure to entice buyers. Reason being: End users have limited purchasing to a near-term/necessity basis due to the aforementioned high prices. Another positive note, for some cheese industry actors, is that barrel prices have declined and put blocks back in the driver's seat, which they say aligns with market balance. Cheese production is steady to higher. There is plenty of holiday season milk available.

Dry Products: Low/medium heat nonfat dry milk (NDM) spot prices are steady to higher. Trading activities are steady to a bit slower, but the market tone is experiencing bullishness. High heat NDM prices are mostly higher. Inventories are reported as tight, yet interest is steady to slow this week. Dry buttermilk prices are steady to higher currently. In some areas, spot trades were slightly more active. Market conditions are fairly stable. Dry whole milk prices are unchanged on the price range. Trading was slower this close to the end-of-year holidays. Whey powder prices are mixed throughout the regions.

Fluid Milk: Farm milk output is variant, in some cases from one farm to the next. The 30,000 foot view would suggest it is increasing week-to-week, but lower year-to-year on a number of farms nationwide. All that said, there is plentiful milk in most processing facilities in the country. Bottlers have cut orders, in some cases, in the midst of the fall/winter holiday season. Cheese producers continue to report Class to sub-$2 discounts on spot milk loads. Cream supplies are not as variant as raw milk, as they are generally abundant from coast to coast.

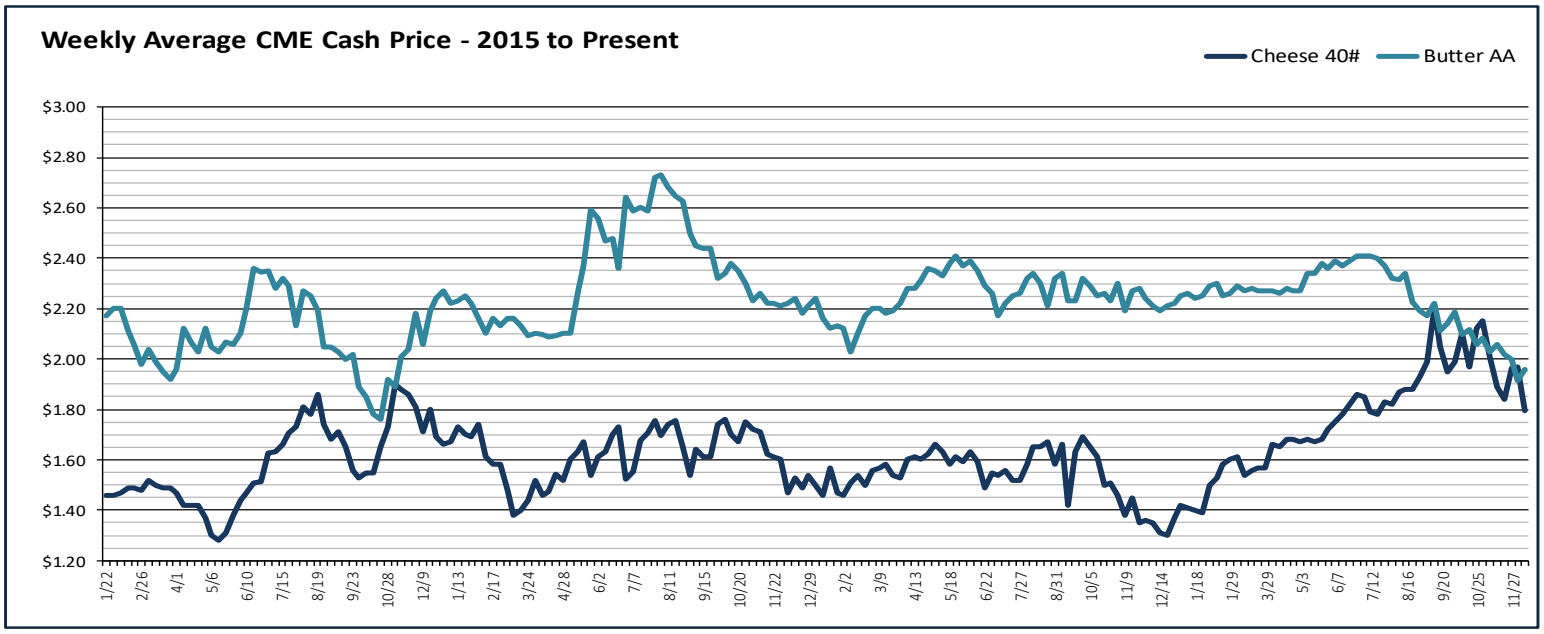
Butter: With more butter in storage, butter contacts expect that to translate into more retail promotions and interest. Buyers may be enticed by the sub $2 butter market prices, as its their first time to see that since 2016. Current stores are higher year-over-year, and current production is only adding to stocks. Cream is available nationwide.

Friday CME Cash Prices					
Dates	11/15	11/22	11/27	12/6	12/13
Butter	$2.06	$2.02	$2.00	$1.92	$1.96
Cheese (40# Blocks)	$1.89	$1.84	$1.96	$1.97	$1.80

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 kaw249@cornell.edu.



Excerpt from USDA's "Livestock, Dairy, and Poultry Outlook" LDP-M-306
December 16, 2019, Economic Research Service

Annual milk production forecasts for 2019 and 2020 are unchanged from last month's forecasts. For 2019, the Class III price forecast has been lowered due to a weaker cheese price, but the Class IV price is unchanged as a lower butter price is offset by a higher nonfat dry milk (NDM) price. For 2020, Class III and IV price forecasts are raised as all major dairy product price forecasts have been raised except for butter. The all-milk price forecast for 2019 is unchanged at $18.60 per hundredweight (cwt), but the all-milk price forecast for 2020 has been raised to $19.40 per cwt, $0.55 higher than last month's forecast.

The 2019/20 corn price forecast is unchanged from last month at $3.85 per bushel. The soybean meal forecast for 2019/20 is $310 per short ton, $15 lower than last month's forecast. The October alfalfa hay price was $179 per short ton, $2 lower than September but $3 higher than October 2018. The 5-State weighted-average price for premium alfalfa hay in October was $205 per short ton, $1 higher than the September price.

A faster pace of cattle slaughter boosts beef production in fourth-quarter 2019. However, 2020 production was reduced on a slightly slower pace of fed and non-fed cattle slaughter in first-half 2020. Fed cattle prices were raised for fourth-quarter 2019 on recent price data and price strength carried into 2020. Beef imports for 2019 and 2020 were raised from last month on reported trade data and expectations that processing grade beef will remain strong. Fourth-quarter beef exports for 2019 were lowered to reflect weaker demand; 2020 exports were unchanged.

Based on recent data for milk cow numbers, the 2019 fourth-quarter forecast for milk cows is 9.325 million head, 10,000 higher than last month's forecast. The fourth-quarter forecast for yield per cow is unchanged at 5,805 pounds. The annual forecast for average size of the milking herd is 9.330 million head, 5,000 higher than last month's forecast. The 2019 forecast for yield per cow is 23,435 pounds. The annual milk production forecast for 2019 rounds to 218.6 billion pounds, unchanged from last month's forecast.

The 2019 annual forecast for exports on a milk-fat basis is unchanged from last month at 9.0 billion pounds. Based on recent data, forecasts for the cheese and butter prices for the fourth quarter of 2019 have been lowered to $2.070 per pound (-1.0 cent) and $2.070 per pound (-3.5 cents), respectively. With a lower cheese price forecast more than offsetting the higher whey price forecast, the fourth quarter Class III milk price forecast has been lowered to $19.55 per hundredweight (cwt). With the higher NDM price forecast offsetting the lower butter price forecast, the fourth-quarter Class IV milk price forecast is unchanged at $16.50 per cwt. The all-milk price forecast for the fourth quarter has been lowered to $20.45 per cwt, $0.05 lower than last month's forecast.

With higher expected demand for cheese, the 2020 cheese price forecast has been raised to $1.865 per pound (+0.5 cents). With recent weakness in butter prices expected to extend into next year, the butter price forecast for 2020 has been lowered to $2.020 per pound (-4.0 cents). With the higher expected prices for all major dairy product prices except for butter, the Class III price has been raised to $17.65 per cwt (+$0.15) and the Class IV price has been raised to $16.95 per cwt (+$1.00). The all-milk forecast for 2020 has been raised to $19.40 per cwt, $0.55 higher than last month's forecast.

Cheese demand is higher than expected, driving the 2020 cheese price up to $1.865 per pound.

USDA is forecasting the 2020 all-milk price to be $19.40/cwt - a $0.55 increase from last month's forecast.

Cornell Cooperative Extension
Southwest NY Dairy, Livestock and Field Crops Program
28 Parkside Drive
Ellicottville, NY 14731

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PERMIT No. 11

Like us on Facebook! @SWNYDLFC Team

More info coming soon: The team will be doing a series of lunchtime meet-and-greets throughout the month of February - we hope to see you there!

Upcoming Events

Date and Time	Topic	Location	Learn More...
Friday, January 10th, 2020 10am - 2pm	Beef Quality Assurance Transportation Training	Empire Livestock Market Cherry Creek, NY	Contact Shannon Carpenter, DVM (716-783-4650) or visit our website.
Tuesday, January 14th, 2020 5:30pm - 8pm	Automated Milking System Discussion Group	CCE-Cattaraugus Ellicottville, NY	Alycia Drwencke, SWNYDLFC Learn more on page 1.
Thursday, January 16th, 2020 10:30am - 12pm	Farm Labor Law Info Session	CLEREL Portland, NY	Katelyn Walley-Stoll, SWNYDLFC Learn more on page 7.
Thursday, January 16th, 2020 2:30pm - 4pm	Farm Labor Law Info Session	CCE-Cattaraugus Ellicottville, NY	Katelyn Walley-Stoll, SWNYDLFC Learn more on page 7.
Thursday, January 16th, 2020 9am - 2:15pm	2020 Hemp Session Empire State Producers Expo	Oncenter Syracuse, NY	Visit nysgva.org or view program outline on our website.
Thursday, January 23rd, 2020 11am - 12:30pm	Farm Labor Law Info Session	Community Arts Center Hornell, NY	Katelyn Walley-Stoll, SWNYDLFC Learn more on page 7.
Wednesday, January 22nd, 2020 9am - 2:30pm	Southern Tier Crop Congress w/ CCE-Allegany	Belfast Fire Hall Belfast, NY	Josh Putman, SWNYDLFC Learn more on page 8.
Friday, February 7th, 2020 - Sunday, February 9th, 2020	NY Beef Producers Association Annual Meeting	Embassy Suites Syracuse, NY	Learn more by visiting http:// nybpa.org/conference.html
Saturday, March 21st, 2020 7:45am - Afternoon	New York Pork Producers Annual Meeting	Quality Inn Waterloo, NY	Visit www.newyorkpork.org Learn more on page 4.