



North Country Ag Advisor

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Photo Credit: CCE of Jefferson County

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North Country Regional Ag Team

CCE North Country Regional Ag Team

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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

Where to Start Restoring Soil Health? Avoid and Repair Soil Compaction

By Kitty O'Neil

North Country dairy, livestock and cash crop farmers are generally aware of the importance of soil health and are very interested in managing fields to improve and recover soil health. It's true though, that soil health is a big, complicated concept, folding together many aspects of soil physical, chemical, and biological properties into a single idea. Additionally, while many aspects of soil health are quick to degrade, they are slow to improve, requiring a few years or even decades. This cumbersome and complicated nature of soil health makes it hard to know where to begin to make progress toward healthier, stronger soils on any given field or farm. Which aspect of soil health is the most critical? Which management changes are the most important? What possible changes will have the biggest bang for the buck? How will I know if I've made an impact? These are all excellent concerns; but I want to suggest a good place to start – with soil compaction.

Soil compaction is a widespread soil structure problem that is a largely 'invisible' limitation to thousands of farm fields across the North Country. Compaction is an increased density of soil, which happens when pore spaces and root channels are destroyed and solid particles are compressed. Compaction is beneficial for road-building, but not for crop growth. Typically, any field that has been managed with tillage and mechanized equipment sometime in the past century probably has at least some soil compaction within the rooting zone, resulting in limited plant development and yield. Tillage destroys and weakens soil structure near the surface and heavier and heavier field traffic has caused subsoil compaction, further below the surface. The combination of tillage and heavy equipment has compounded compaction issues. Planning and managing for reducing and reversing soil compaction is a good place to start improving soil health on your farm. Soil compaction is a widespread problem and we have some specific recommendations for making important changes now.

A small group of NNY farmers and CCE staff attended a Soil Compaction Field Day held in Ontario, Canada, in August 2019. The event was extraordinarily educational. The local Dundas Soil and Crop Improvement Association and the OMAFRA Soil Compaction Team organized several highly impactful field demonstrations to accompany lecture

presentations. Many examples of combines, tractors, manure tanks, balers, wagons, and trucks were delivered from nearby farms and were driven across pressure sensors buried at 3 depths beneath the soil surface while the pressure readings were graphically displayed on a giant screen (see picture on next page). Pressures measured at each depth were compared with standard pressures known to cause compaction limitations. The real-time results were mind-blowing. Some of the take-away messages I learned from the speakers and demos were:

1. Check tire pressures frequently, on all equipment. Many of the implements arrived with incorrect and/or uneven pressures which caused important differences in soil pressures.
2. Tire pressures which work well for safe road travel typically do not work well for low-impact field traffic and vice-versa. High pressure road tires can cause serious compaction pressures even from small equipment like sprayers and pickup trucks.
3. Squashed-looking tires aren't necessarily a bad thing, in the field. Lowering tire pressures increases the contact area, spreads out the load and can often keep soil pressures below threshold levels. New flexible tire walls permit this deformation to help with soil damage.
4. Wider tires or tracks don't always reduce soil pressures. Aim for a longer, wider tire contact area. This can be accomplished with bigger, wider tires with lower pressures, but also with increased number of tires and axles.

To learn more on this important topic, we are welcoming Warren Schneckenger to Crop Congress on Jan 21 and 22nd to address some of these topics. Warren and his wife operate Cedar Lodge Farms, a cash crop and beef operation near Morrisburg in Eastern Ontario. He was one of the farmers who helped organize and present the Compaction Field Day. Warren won the 2019 Innovative Farmer of the Year award from the Innovative Farmers Association of Ontario, recognizing his commitment to soil-friendly practices, such as

Continued on page 4...

improved rotation, strip tillage, controlled traffic farming, and cover crops. Warren will discuss his approach to managing soil compaction on his farm and will participate in a farmer panel to provide more detailed explanations.

Field equipment has become bigger, faster, more fuel-efficient, and we now have the ability to track and map field operations and yields with GPS. New increased flex and very high flex tire materials and central tire inflation systems, controlled from the cab, may further help limit and control soil compaction from field equipment. With all of this technology, staying off the field with road vehicles and checking tire pressures may be low-cost tools for reducing soil compaction in big ways too.



Below-ground soil pressures being measured under a tractor and baler and displayed in real-time at the Soil Compaction Field Day hosted by the Dundas Soil and Crop Improvement Association and the OMAFRA Soil Compaction Team in August 2019, near Inkerman, ON. Photo credit: K. O'Neil.

2020 Cornell Guide for Integrated Field Crop Management Now Available



2020
Cornell Guide for Integrated Field
Crop Management

Cornell Cooperative Extension

These guidelines are not a substitute for pesticide labeling. Always read and understand the product label before using any pesticide.

The Pesticide Management Education Program (PMEP) at Cornell University is pleased to announce the availability of the *2020 Cornell Guide for Integrated Field Crop Management*.

Written by Cornell University specialists, this publication is designed to offer producers, seed and chemical dealers, and crop consultants practical information on growing and managing field corn, forages, small grains, and soybeans. Topics covered include nutrient management, soil health, variety selection, and common field crop pest concerns. A preview of the Field Crops Guide can be seen online at <https://cropandpestguides.cce.cornell.edu>.

Highlighted changes in the *2020 Cornell Field Crops Guide* include:

- Revised pesticide options for economically important field crop pests.
- Updated corn, forage, and small grain variety trial and research data.

Pesticides available for stored grain management.

Cornell Crop and Pest Management Guidelines are available as a print copy, online-only access, or a package combining print and online access. The print edition of the *2020 Field Crops Guide* costs \$31 plus shipping. Online-only access is \$31. A combination of print and online access costs \$43.50 plus shipping costs for the printed book.

Cornell Guidelines can be obtained through your local Cornell Cooperative Extension office or from the Cornell Store at Cornell University. To order from the Cornell Store, call 844-688-7620 or order online at <https://www.cornellstore.com/books/cornell-cooperative-ext-pmep-guidelines>.

24th Annual Crop Congress

The 24th Annual North Country Crop Congress will be *January 21, 2020*, and begin promptly at 10:30 a.m. and end at 3:00 p.m. This event will take place at the Best Western University Inn, 90 East Main Street, Canton, NY 13617.

- **HERBICIDE RESISTANCE MANAGEMENT**
Mike Hunter, CCE North Country Regional Ag Team
- **SOIL COMPACTION MANAGEMENT**
Warren Schneckenberger, Cedar Lodge Farms, Morrisburg, Ontario
- **FIELD CROP DISEASE UPDATES**
Dr. Gary Bergstrom, Cornell University
- **CORN SILAGE VARIETY TRIAL 2019 REPORT**
Joe Lawrence, PRODAIRY, Cornell University
- **DICAMBA APPLCATOR TRAINING**
Dan Digiacomandrea, Bayer
- **CONSERVATION TILLAGE PRACTICES**
Farmer panel moderated by Dr. Kitty O'Neil, CCE North Country Regional Ag Team

Registration Options:

- Attendees register on link below:
https://reg.cce.cornell.edu/cropcongress2020_10512
- Vendors Register on link below:
https://reg.cce.cornell.edu/vendorcropcongress2020-2_10512
- Contact Tatum Langworthy, CCE NCRAT
Tlm92@cornell.edu, 315-788-8450

Dates and Locations:

January 21, 2020

10:30am - 3pm

Best Western, Canton

January 22, 2020

10:30am - 3pm

Miner Institute, Chazy

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Hemp Workshop

Cornell Cooperative Extension North Country Regional Ag Team



This program will provide updates on current federal and NYS regulations, production and harvest practices, supply chain, processing and products for Industrial Hemp in New York.



Topics:

- Plant biology and characteristics of hemp, different types, different varieties, growth requirements
- How it's typically planted, managed and harvested
- Update on NYS hemp regulations, permitting process
- Current supply chain for hemp products including products that are currently being produced in New York as well as potential products
- Where to find information, resources

Kitty O'Neil - Field Crops and Soils Specialist, CCE Regional Ag Team, presenting.

Registration Options:

- https://reg.cce.cornell.edu/hempworkshoplowville-2_10510
- Scan QR Code
- Contact Tatum Langworthy, CCE NC Regional Ag Team

Cost of the workshop is: \$10

Cornell Cooperative Extension Harvest New York

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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.

Dates and Locations:

January 30, 2020

1:00pm - 3:30pm

CCE of Lewis County
Education Center

Registration Info:

Tatum Langworthy
tlm92@cornell.edu
315-788-8450



Cornell Cooperative Extension

Dairy Day



Join us for the main dairy program offered by Cornell Cooperative Extension this winter in the North Country. This 1-day seminar will provide the latest information on dairy production and management, emerging trends, local research updates, and a keynote address about milk prices and markets.

Agenda:

- 10:00am-10:45am: Creative Feeding with Less Inventory, *Erin Churchill (CCE Jefferson)*
- 10:45am-11:30am: Labor Updates: Compliance and Management Strategies, *Kelsey O'Shea (CCE North Country Regional Ag Team)*
- 11:30am-12:15pm: North Country Research Updates, *Lindsay Ferlito, Casey Havekes, and Kelsey O'Shea (CCE North Country Regional Ag Team)*
- 12:15pm-12:45pm: Lunch
- 12:45pm-1:45pm: Keynote - Dairy Markets and Policy, *Chris Wolf (Cornell University)*
- 1:45pm-2:00pm: Update on The FARM Program 4.0, *Lindsay Ferlito (CCE North Country Regional Ag Team)*
- 2:00pm-2:15pm: An International Perspective on Dairy Cattle Welfare, *Casey Havekes (CCE North Country Regional Ag Team)*
- 2:15pm-2:45pm: Animal Welfare on Your Farm, *Eileen Jensen (New York Animal Agriculture Coalition)*
- 2:45pm-3:00pm: Wrap up

Registration Options:

- https://reg.cce.cornell.edu/dairyday2020_10512
- Scan QR Code
- Contact Tatum Langworthy, NCRAT

Cost of program is: \$10 if pre-registered (paid prior to event) or \$20 at the door. Lunch is provided.

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Dates and Locations:

January 3, 2020

10am - 3pm

Brushton-Moira Legion,
Moira, NY

January 22, 2020

10am - 3pm

Lowville Elks, Lowville, NY

January 24, 2020

10am - 3pm

Watertown Elks Lodge,
Watertown, NY

Registration Info:

Tatum Langworthy
tlm92@cornell.edu
315-788-8450



Dairy

Record Keeping 101

By Casey Havekes

Now that the harvest and holiday seasons are over, you may find yourself having a little bit of extra free time. Catching up on record keeping may be a good thing to focus on if you find yourself in this situation. Record keeping is an effective way to get good data on your herd, and it is very helpful when making management decisions. Despite its importance, record keeping is often undervalued and overlooked on many dairies. Many producers have some type of electronic record keeping system, with the most common being PC DART and DairyComp, but there are still a lot of farmers that are using handwritten records. Handwritten records can be just as impactful, for those that stay on top of them and use them to their full potential.

Two areas specifically that would greatly benefit from increased adoption of good record keeping are calf and heifer management, and transition cow management. Good calf health records are difficult to come by on many dairies that we visit, yet this is a very important area to have records on. Implementing an extensive record keeping system can be a daunting, and maybe even unrealistic on some dairies that don't have access to technology. A simple solution is to start with detailed handwritten records. Charts work great for these situations where you have a column for calf ID, date, symptoms, diagnosis, treatment, duration, amount, withdrawal time, etc. At a later date, if you become more comfortable or able to implement electronic software to help with record keeping, assign an employee to spend half a day per week to input the handwritten records into the system. Likewise, transition cow management can be facilitated with the use of good recordkeeping. Again, having a simple chart as outlined in the figure to the right can be a simple, effective tool for monitoring individual cow health across the transition period.

As part of the Dairy FARM Program Version 4.0, farmers will be required to have permanent written or electronic drug treatment records that are maintained and available for review by veterinarians. Further, the FDA already requires that farms have adequate permanent treatment records. Therefore, there is no time like the present to get started on establishing a good recordkeeping protocol if you have not already.

PennState Extension															COW ID: 1234	
Daily Fresh Cow Health Monitoring Card																
Cow ID : 1234			Lactation No : 2			Calving Difficulty Scores:					BCS – Body Condition Scores:					
Calving Date : 03/22/2018 Time : 07:20 am			Calving Difficulty Score : 2 (See reference)			1 = No assistance 2 = Assisted by one person 3 = Assisted by 2 people 4 = Assisted with mechanical traction 5 = Surgery					1 = Emaciated 2 = Thin 3 = Average 4 = Heavy 5 = Fat					
Calf ID : 0105			SCS at Calving : 3 (See reference)													
Day No	Date	Temp	Retain placenta	Uterus discharge color & smell	Manure consistency	Keaton	Milk fever	Mastitis	Diagnose & Treatment	Observations						
			Y	N	Clear/Yellow	Pink/Red no foul smell	Pink/Red foul smell	Loose	Normal	Stiff	Y	N	Y	N		
1	03/23	101.8		✓		✓			✓				✓	✓		Has not passed placenta. Keep watching.
2	03/24	102.0	✓			✓		✓					✓	✓	Retained Placenta. No treatment for now. No fever yet	Looks alert and sparky. She is eating well
3	03/25	102.8	✓			✓		✓					✓	✓	Retained Placenta No treatment. No fever	Placenta is slowly detaching. Eating well
4	03/26	103.1	✓			✓		✓			✓		✓	✓	Metritis Antibiotic, 15 ml intramuscular	Cow is eating well. Placenta still attached to uterus
5	03/27	103.2		✓		✓		✓					✓	✓	Metritis	Placenta passed. Strong smell from uterus. Eating well
6	03/28	103.0	✓			✓		✓					✓	✓	Metritis	Uterus discharge looks less bloody. Pungent smell

Photo credit: PennState Extension



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Dairy Cattle Nutrition: Vitamin and Mineral Focus

By Casey Havekes

It's fascinating that in every human drugstore there is an aisle dedicated just to vitamins and mineral supplements. Included in that aisle is everything ranging from pre- and postnatal vitamins, to vitamins for active people, to vitamins to support hair and nail growth. But when it comes to vitamins and minerals for dairy cows, it's a section on the ration that is likely quickly glanced over, or maybe even ignored. Like humans, cows also require vitamins and minerals to support growth, production, immune status, and overall health. Each month, for the next several months, I am going to write about one of the key vitamins or minerals that dairy cows require (or benefit from) and describe their role in the ration.

To kick this series off, I'm going to discuss some of the basics. There are two classes of minerals: macro and micro minerals. Macro minerals are those that are required at levels greater than 100 parts per million (ppm) – these include: calcium, phosphorous, magnesium, potassium, sodium, and chloride. Macro minerals are structural components of bone and body tissues and play important roles in acid-base balance, osmotic pressure, and nervous system transmission. Micro minerals, or trace minerals, are required in much lesser quantities but still have profound importance in the diet. These include: cobalt, copper, iodine, manganese, selenium, zinc, molybdenum, chromium, iron, sulfur, silicon, and vanadium. Micro minerals are often components of enzyme function, and play a role in the hormone and endocrine system. Vitamins are categorized as either fat-soluble (vitamins A, D, E, and K) or water-soluble (B and C vitamins). Currently there are 14 recognized vitamins, but dairy cows only have a dietary 'requirement' for vitamin A and E, because the others can be synthesized by the animal.

Stay tuned, next month I'll discuss the role of calcium in dairy cow diets and the importance it has on overall health.



Photo credit: L. Ferlito.



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Transitioning Our Thinking on Immunity and Health

By Margaret Quaassdorff, CCE Northwest NY Dairy, Livestock, and Field Crops Team

It's time to transition our thinking on immunity and health. During the recent 2019 Cornell Nutrition Conference, Dr. Lance Baumgard of Iowa State, presented the idea that many transition cow metabolic issues (ketosis, milk fever, and high NEFAs), and negative performance markers such as suppressed dry matter intake and low milk starts are symptoms of immune activation not the cause of, nor an actual "disease" of transition cows.

Traditionally, a number of studies have pointed to transition cow hypocalcemia (milk fever) as a precursor to ketosis, metritis, low dry matter intake, displaced abomasum, decreased milk yield, and even mastitis (Curtis et al., 1983; DeGaris and Lean, 2008; Goff, 2008; Martinez et al., 2012; Chapinel et al., 2012; Riberio et al., 2013; Neves et al., 2018a, b). The reasons for this way of thinking were from studies that suggested hypocalcemia leads to decreased skeletal muscle strength and gut motility (Goff, 2008; Oetzel, 2013; Miltenburg et al., 2016), decreased insulin secretion (Martinez et al., 2012, 2014), and the development of immunosuppression (Kimura et al., 2006). The observance of elevated NEFAs (non-esterified fatty acids) and ketosis have similarly been thought of as predictors of future low performance and continual health issues. Dr. Baumgard challenged us to think differently and consider those mentioned as symptoms of immune activation.

An indicator of immune activation is inflammation that is generally measured by lipopolysaccharides (LPS) and the proteins that carry them. LPS can be released intestinally as a result of mycotoxins in the feed or other causes of leaky gut, from the mammary tissues during mastitis infections, and in the reproductive organ tissues during incidences of metritis and uterine infections. Overstimulation of the immune system may also be increased by heat stress and psychological stressors. Many of these stressors and hindrances can occur all at once in our transition cows depending on our farm management protocols. Recently, (Horst et al., 2018a, b, 2019) along with others previous, have observed a significant and unexplainable decrease in blood calcium following LPS administration in lactating cows. Infection-induced hypocalcemia has also been observed across mammalian species including humans, dogs, horses, pigs, sheep, and in calves. Additionally, hypocalcemia occurs during bouts of ruminal acidosis in dairy cows (Minuti et al., 2014), which provides support for it as an indicator of inflammation and immune response. According to Baumgard, immune

activation partitions significant levels of nutrients away from normal pathways and functions. This forces the cow to metabolically rearrange her use of nutrients to an "Option 2" for maintenance and survival.

Thinking in this manner, hypocalcemia may be one of these "survival" tactics. Baumgard's research group and others, believe that immune activation could be the origin of many transition cow metabolic and reproductive disorders, and partially explains incidences of milk fever postpartum, and severity of cases of delayed, persistent, and chronic (Caixeta et al., 2017; McArt and Neves, 2019). From the proceedings of the 2019 Cornell Nutrition Conference, Figure 1 shows the potential downstream consequences of immune activation, and that poor transition cow performance, health and disorders could be a reflection of prior immune stimulation.

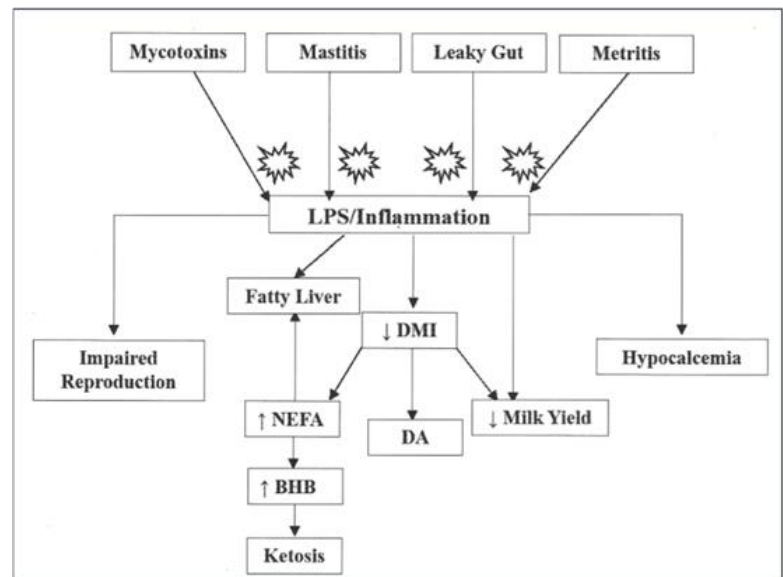
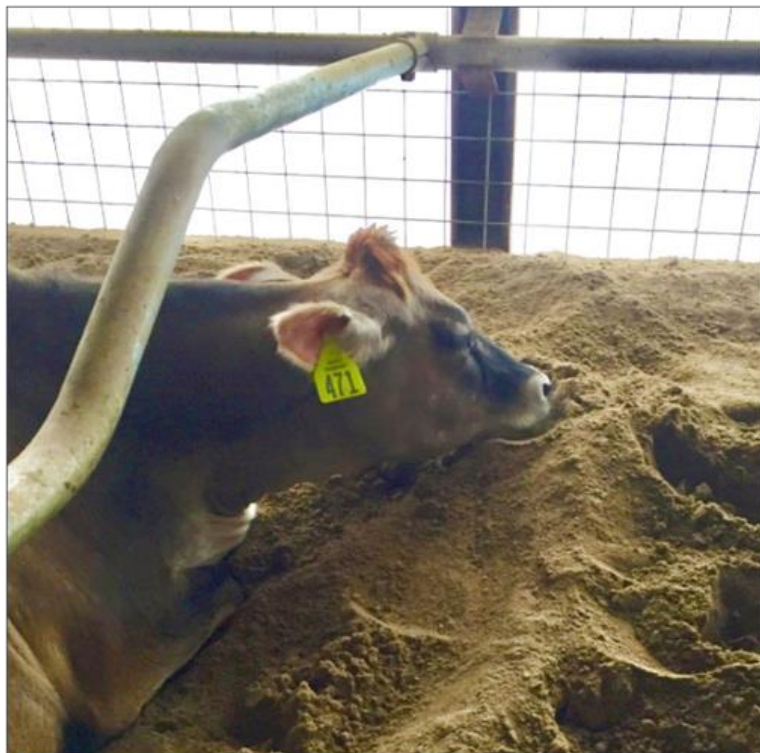


Figure 1. Proceedings from the 2019 Cornell Nutrition Conference held in Syracuse, NY. Dr. Lance Baumgard's presentation: "Inflammation and Calcium Homeostasis: Potential Implications for the Transition Period."

Could inflammation level be the new way to monitor the health of our cows? Researchers are developing and testing practical ways to help farmers identify inflammation levels in cows on-farm, though that technology is still in the future. Currently, it is best to look to improve our management practices with the goal of reducing immune stressors in our cows. Supplying adequate lying and bunker space, decreasing noise and stressful procedures during the transition period, and alleviating heat and cold stress for our dry and transition

cows have been proven to increase their health and performance post calving. Making sure they receive the best quality feed (least mold, good fermentation, low mycotoxins) and water (clean, and tested for mineral imbalances if suspect) seems basic, but may go a long way in providing our cows the necessary nutrients for proper immune activation and health responses.

Additional sources provided upon request.



Cow with hypocalcemia (milk fever). Photo credit: M. Quaas-sdorff.

Office

The Farm Business

Management Specialist will be hosting regular "Office Hours" in each county! These give farmers a chance to bring their questions on any of the following topics:

- Accounting
- Financial Statements
- Budgeting
- Business Plans
- Decision Making
- Employee Hiring
- Employee Handbooks
- Human Resources
- Diversification
- Regulation
- Grant Applications
- Project Evaluation
- Book Keeping Systems
- Farm Transition Planning
- Retirement Strategies

Please note that all office hours are from 10AM to 3PM. It is not necessary to make an appointment, however, you can by contacting:

Kelsey O'Shea at
kio3@cornell.edu or
315-955-2795



Cornell Cooperative Extension
 North Country Regional Ag Team

Clinton County

Dates: Jan 23rd, Feb 10th,
 Mar 16th & Apr 14th
 Location: CCE Office
 6064 NY-22 Suite 5,
 Plattsburgh, NY 12901

Essex County

Dates: Jan 10th, Feb 14th,
 Mar 16th & April 15th
 Location: Hub on the Hill
 545 Middle Road
 Essex, NY 12936

Jefferson County

Dates: Jan 27th, Feb 13th,
 Mar 10th & Apr 16th
 Location: CCE Office
 203 N Hamilton St
 Watertown, NY 13601

Lewis County

Dates: Jan 28th, Feb 12th,
 Mar 9th & Apr 20th
 Location: CCE Office
 5274 Outer Stowe St
 Lowville, NY 13367

Franklin County

Dates: Jan 2nd, Feb 14th,
 Mar 6th & Apr 17th
 Location: CCE Office
 355 W Main St #150
 Malone, NY 12953

St Lawrence County

Dates: Jan 17th, Feb 17th,
 Mar 13th, & Apr 13th
 Location: CCE Office
 2043B NY-68,
 Canton, NY 13617



DAIRY RISK MANAGEMENT

2019 Crop Year, New York



Program	Livestock Gross Margin Insurance Dairy Cattle (LGM-Dairy)	Dairy Margin Coverage Program (DMC) (Formerly MPP)	Dairy Revenue Protection (Dairy-RP)
You Are Covered For	<ul style="list-style-type: none"> -Increased feed cost -Decreased milk prices 		Decrease in milk revenue due to decreased milk prices or production
You Are NOT Covered For	<ul style="list-style-type: none"> -Dairy cattle death -Unexpected decreases in milk production -Unexpected increases in feed use -Anticipated or multiple-year declines in milk prices -Anticipated or multiple-year increases in feed costs 		<ul style="list-style-type: none"> -Increased feed cost -Production decreases uncorrelated with state milk yield -Dairy cattle death -Other loss or damage of any kind
You Select	<ul style="list-style-type: none"> -Percent of production you want covered (0-100%) -Length of coverage (2-10 months) -Deductible (\$0-\$2 per cwt, available in \$0.10 increments) 	If opting for premium coverage ¹ : <ul style="list-style-type: none"> -Percent of production you want covered (5-95%) -Guaranteed margin (\$4.00-\$9.50 per cwt, available in \$0.50 increments) 	<ul style="list-style-type: none"> -Revenue pricing option: The class pricing (combination of Class III & IV) or component pricing (butterfat and protein test levels) -Total milk production protected -Coverage level (70-95%) -Protection factor (100-150%)
Eligibility	Can be combined with DMC	Can be combined with LGM-Dairy	Cannot be combined with LGM-Dairy in the same quarter, can be used with DMC
Enrollment	Monthly, can enroll for 2-10 months	Life of current farm bill with annual coverage decision: 25% discount on annual premium for 5-year commitment	Quarterly (3 months), up to 15 months out
Coverage Limits	Up to 100% of your monthly production with maximum of 240,000 cwt ² per year	Tier 1 premium pricing applies to first 50,000 cwt ³ , tier 2 premium pricing applies to additional production	There is no limit on how much milk can be insured, but milk marketings must be at least 85% of covered production
Payment Triggers	Actual margin minus deductible is less than the guaranteed margin ⁴	Actual margin for a 1-month period is less than the covered level ⁵	Quarterly declines revenues due to declines in price (milk or component) or production indexes
Basis Risk	Difference between your prices/costs and CME milk prices, CBOT feed prices	Difference between your price/cost and US All Milk Price, weighted feed costs for corn, soybean and alfalfa (as reported by NASS and AMS)	Difference between your prices and CME prices for Class III & Class V milk or CME-implied component prices; Difference between your production and state-indexed milk production
Deadline	Last business Friday of each month	Sign-up period expected to open on June 17 for 90 days	Sales for a quarter end 15 days before the beginning of the quarter
Coverage Offered By	Insurance agents working with a RMA Approved Insurance Provider (AIP)	Farm Service Agency (FSA)	Insurance agents working with a RMA Approved Insurance Provider (AIP)

DAIRY RISK MANAGEMENT

2019 Crop Year, New York

1-Catastrophic coverage is available to all enrollees who have paid their \$100 administrative fee and covers \$5 margins at 90% of established production

2-Approximately 1,050-1,200 cows

3-Approximately 220-250 cows

4-Actual gross margin is calculated from Chicago Mercantile Exchange Group futures contract daily settlement prices, not the prices you receive at the market.

5-Actual margins are the difference between the national all milk price and the national average feed cost, as estimated from prices reported by the National Agricultural Statistics Service (NASS) and the Agricultural Marketing Service (AMS).

Livestock Gross Margin Insurance Dairy Cattle (LGM-Dairy)



LGM-Dairy protects producers when the actual dairy margin (milk price - feed cost) falls below the expected margin. Futures market feed and milk prices are used to determine the expected and actual gross margin. Producers do not choose the margin that is guaranteed by the policy.

Dairy Margin Coverage Program (DMC)

DMC is the successor to the Margin Protection Program (MPP). This program makes payments when the national average dairy margin (futures market milk price - futures market feed cost) falls below the guaranteed margin. Unlike LGM-Dairy, the producer is able to decide the margin that is guaranteed (\$4/cwt-\$9.50/cwt). Producers opting for a 5-year commitment will receive a 25% premium discount. Producers who enrolled in LGM-dairy in 2018 may enroll in 2018 MPP retroactively.

Dairy Revenue Protection (Dairy-RP)



Dairy-RP protects producers against unexpected drops in quarterly revenue from milk sales. The producer can choose the value of the insured milk based on either a combination of Class III and IV milk prices, or a price based on their butterfat and protein test values. A "Protection Factor" can be applied to increase the value of the insured milk. Payouts are based on futures market prices and state or regional-level (state-level in NY) production, as reported by USDA-NASS.

Contact FSA to Learn More (DMC)

Find your nearest FSA office at <https://www.fsa.usda.gov/>

Find an Agent (LGM-Dairy and Dairy-RP)

Ask a neighbor for a recommendation or use the Agent Locator tool at <http://cli.re/gzPVWY>

Learn More

Find crop insurance information at <https://agriskmanagement.cornell.edu>

Cornell University delivers crop insurance education in New York State in partnership with the USDA Risk Management Agency. Diversity and Inclusion are a part of Cornell University's heritage. We are an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.



2019 Agriculture Needs Assessment Survey



Lewis County

Would you like to participate in our survey? If so, please follow the link or QR code below!

<http://ccelewis.org/AgNeedsSurvey>



For anyone interested in taking a survey who require assistance from our staff, please call 315-376-5270 or write to: 7395 East Road, Lowville, NY 13367

Please Note: The data collected is for internal use only and will be kept confidential. This information will be used to help us better tailor our programming and educational outreach to better serve the agricultural community of Lewis County.

Cornell Cooperative Extension
North Country Regional Ag Team

Cornell Cooperative Extension
Lewis County

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.



2019 Agriculture Needs Assessment Survey



Jefferson County

Would you like to participate in our survey? If so, please follow the link or QR code below!

<http://ccejefferson.org/AgNeedsSurvey>



For anyone interested in taking a survey who require assistance from our staff, please call 315-788-8450 or write to: 203 N. Hamilton St. Watertown, NY 13601

Please Note: The data collected is for internal use only and will be kept confidential. This information will be used to help us better tailor our programming and educational outreach to better serve the agricultural community of Jefferson County.

Cornell Cooperative Extension
North Country Regional Ag Team



Cornell Cooperative Extension
Jefferson County

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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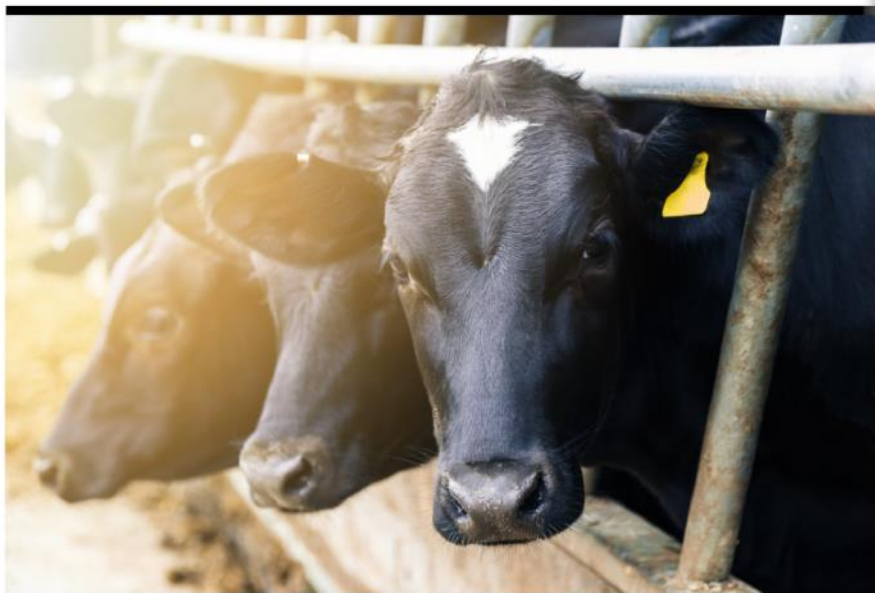
TAX PREP SERVICES Just like you, Farm Credit East has roots in agriculture. In fact, we were made in agriculture. That gives our tax specialists the expertise to develop a tax strategy geared to your ag business. Get every deduction and allowance the law allows. Look to Farm Credit East to keep your business Strong at the Roots.

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farmcrediteast.com/taxprep



prodairy.cals.cornell.edu

Modern On-Farm Preparedness On-Farm and Live Webinars



Webinars can be accessed at the local site or signed in anywhere from a mobile device or computer.

Six consecutive Thursday afternoons: January 23 - February 27. Attend all sessions or individual sessions.

Registration is \$10 per session or \$50 for all six sessions.

Presenting organizations:

Cornell Cooperative Extension, NY State Cattle Health Assurance Program, American Dairy Association, and New York Center for Agriculture and Health.

NNY Locations:

CCE Jefferson Office, 203 N Hamilton St, Watertown, NY
Miner Institute Conference Room, 1034 Miner Farm Road, Chazy, NY

Registration or questions:

Tatum Langworthy
t1m92@cornell.edu | 315-788-8450
reg.cce.cornell.edu/modernonfarmpreparedness_10512



Cornell CALS
College of Agriculture and Life Sciences

DATES AND LOCATIONS

Jan 23 - Preparedness for Urgent Situations. Be prepared for a fire, weather emergency or barn damage.

On-Farm: 1 - 4 pm.

Jan 30 - F.A.R.M 4.0 Update. The F.A.R.M program is evolving as farmers implement the program. Learn about how farmers have used and gained benefits and how you can use the FARM program.

Webinar: 1 - 2 pm.

Feb 6 - Activist Preparedness. This session will address several aspects of dealing with activists, including good hiring practices, available resources for support, and a plan of who to contact if something happens on your farm. Learn how to talk about videos taken on another farm and how to prepare your employees for these events.

Webinar: 1 - 2 pm.

Feb 13 - Social Media Preparedness. How to respond to negative comments on farm pages. Resources to tap into and people you can call for effective responses.

On-Farm: 1 - 4 pm.

Feb 20 - Disease Outbreaks and Biosecurity. Do you have a plan in place if there is a disease outbreak on the farm? Dr. Melanie Hemenway, State Veterinarian, will provide concrete steps to deal with disease outbreaks and make biosecurity recommendations for prevention.

Webinar: 1 - 2 pm.

Feb 27 - On Farm Safety-Prevention, Prevention, Prevention. Yet accidents still happen. This session will focus on prevention and also address accident response.

On-Farm: 1 - 4 pm.

prodairy.cals.cornell.edu

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

What's Happening in the Ag Community

24th Annual Crop Congress, Canton, see page 5 for more information.

Hemp Workshop, CCE of Lewis County, January 30, 2019, see page 6 for more information.

Dairy Day, see page 7 for more information.

Office Hours, see page 11 for more information.

Modern On-Farm Preparedness Program, 6-part series starting January 23, 2020, see page 15 for more information.

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