

AG FOCUS



NWNY Shows Strength During Pandemic by Libby Eiholzer

With all the doom and gloom surrounding the pandemic, it can be easy to feel despondent or even downright depressed. Yet in a recent team meeting (via Zoom, of course), we found ourselves discussing what's going right.

First of all, if you're reading this newsletter and are still in business, congratulations! It's been one heck of a year. But beyond staying in business (a major feat in and of itself for some), we're seeing farms thrive. Whether it's achieving financial successes, refining business practices, or trying bold new ideas, NWNY farms are doing more than surviving.

In this issue, we review successes we've seen over the past year on the farms we work with, and offer suggestions for keeping your business healthy in 2021. In Nancy's *On a Farm Near You* article, she discusses a small farm that has successfully grown their business and opened a farm store. This proved to be a surprisingly good year for those that sell farm products

directly to consumers. Mike talks about the prediction for record high corn production in New York. Many individual farms reported their highest average yields and made successful adaptations such as lowering maturity groups to harvest during a better window. Jodi discusses a successful growing season for forage crops.

Looking forward to the new year, Joan's article will help farms that benefited from the Paycheck Protection Program, understand tax implications. John discusses sustaining momentum and making incremental changes to farm financial management. Margaret gives advice on how to improve calf health.

We're thankful to work for a group of amazing farmers. As always, the NWNY Team is here to serve you. Whether you're looking to review the outcomes of 2020 or plan for 2021, we're happy to help you think it through.



The NWNY Team performing a milk toast at their virtual holiday party on December 18, 2020, to salute local farmers and wish them all the best in 2021.

A partnership between Cornell University and the CCE Associations in these nine counties:

Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne & Wyoming

Postmaster: Send Address Changes: NWNy Team, Attn: Brandie Waite, 420 East Main St., Batavia, NY 14020

Direct all inquiries on advertising space/rates to: Brandie Waite at 585-343-3040 x138 or bls238@cornell.edu



Margaret Quaassdorff
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.405.2567 (cell)
maq27@cornell.edu



Libby Eiholzer
Bilingual Dairy Management

Ontario County
607.793.4847 (cell)
585.394.0377 (fax)
geg24@cornell.edu



Nancy Glazier
Small Farms, Livestock

Genesee County
585.315.7746 (cell)
nig3@cornell.edu



John Hanchar
Farm Business

Livingston County
585.991.5438 (office)
585.233.9249 (cell)
jjh6@cornell.edu



Jodi Putman
Field Crops & Soils

Livingston County
585.991.5437 (office)
585.208.8209 (cell)
jll347@cornell.edu



Ali Nafchi
Precision Ag

Monroe County
585.313.6197 (cell)
amn93@cornell.edu



Joan Sinclair Petzen
Farm Business Management

Wyoming County
585.786.2251 (office)
716.378.5267 (cell)
jsp10@cornell.edu



Mike Stanyard
Field Crops & IPM

Wayne County
315.331.8415 x 123 (office)
585.764.8452 (cell)
mjs88@cornell.edu

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 & 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.



Brandie Waite
Administrative Assistant

Genesee County
585.343.3040 x138 (office)
bls238@cornell.edu

**For more information about our program,
visit us at:
nwnyteam.cce.cornell.edu**





Howlett Farms is a fifth-generation family owned and operated company, specializing in supply chain management for the Agriculture Sector. Our network of grain elevators and feed processing facilities in Western New York and the Finger Lakes Region allow us to source the lowest cost raw materials and reduce freight expense.

Direct to Farm bulk commodities:

- ♦ Ultra-Fine cornmeal
- ♦ Steam Flaked corn
- ♦ Calf Flakes
- ♦ Feed Grade Chocolate
- ♦ AminoMax / AminoGreen
- ♦ Citrus Pellets / Beet Pellets
- ♦ Feed Grade straw
- ♦ Whole Cottonseed

...and many more products!

Custom Mixed Feed (Geneva, NY):

- ♦ Energy mixes
- ♦ Custom blends
- ♦ Calf feeds

Commodities:

- ♦ Corn
- ♦ Soybeans
- ♦ Wheat
- ♦ Oats
- ♦ Rye
- ♦ Barley



Contact us with your needs today!

585-226-8340

lynn@patobrienfeeds.com

mbell@howlettfarms.com



www.patobrienfeeds.com ♦ www.howlettfarms.com

Upcoming Webinars

January 6, 2021 - 1 PM (EST)

"FARM Quick Convos - Antibiotic Stewardship"

NMPF's vice president, sustainability & scientific affairs, Jamie Jonker, Ph.D. will discuss the role FARM and NMPF plays in representing the dairy industry.

<https://tinyurl.com/antibiotic-steward>

January 11, 2021 - Noon (CST)

"Pandemic, Prices, and PPDs... What will 2021 Offer?"

Mark Stephenson, University of Wisconsin-Madison

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

January 20, 2021 - 1 PM (EST)

"FARM Quick Convos - Workforce Development"

Nicole Ayache, senior director, sustainability initiatives for FARM provides the background and overview of the standards and evaluation tool focused on human resources and workforce development.

<https://tinyurl.com/Farm-Workforce>

Inside This Issue

NWNY Shows Strength During Pandemic

by Libby Eiholzer1

On a Farm Near You, Fire Creek Farms

by Nancy Glazier5

Forage Crop Successes of 2020

by Jodi Putman7

Sustaining Momentum Over the Next Several Months

by John Hanchar & Joan Petzen8

Health and Prosperity

by Margaret Quaassdorff10

2020 Corn and Soybean Successes

by Mike Stanyard11

2020 Ratcheted Up Farm Managers' Risk Management Skills

by Joan Sinclair Petzen and John Hanchar13

2021 Soybean and Small Grains Congress14



STRONG at the ROOTS



FARM CREDIT EAST

TAX PREP • TAX PLANNING • ESTATE PLANNING • PAYROLL SERVICES • FARM BUSINESS CONSULTING • BENCHMARKS • APPRAISALS • RECORD-KEEPING

TAX PREPARATION Just as 2020 was a year unlike any other, filing your 2020 taxes will also be different. The financial circumstances brought on by COVID-19 could have a significant effect on the deductions and allowances available to your business. This year, more than ever, you will need a reliable ag tax specialist to help guide you through your unique tax situation. Contact Farm Credit East to keep your business **Strong at the Roots**.

Batavia 800.929.1350
farmcrediteast.com/taxprep



Michael is a Precision Agronomy Specialist and Certified Crop Advisor. He works with the rest of the precision farming team to help farms find value in precision agriculture.

Michael has a passion for agronomy and helping farms get the most out of their land and equipment. He works with customers to identify and integrate the technology systems that will have the greatest impact on their operation. Michael believes in farming, and so do we.



Dairy One

800-344-2697 | www.dairyone.com

On a Farm Near You, Fire Creek Farms by Nancy Glazier

I stopped out at Fire Creek Farms' store in Livonia, Livingston County in early December. Jake and Kyli Stevens started their farm in 2016 with the purchase of a 30+ acre parcel of land. They have had (and still have) lots of ideas to diversify the operation. They had a few head of cattle and made hay on rented ground. When they purchased the property they added pigs, mostly Idaho Pasture pigs that do well in outdoor production systems. From the beginning they had a plan; as time went on they adapted and made changes to it.

The farm store was opened about a year ago as a way to directly reach customers. They sell frozen cuts, pastured poultry, farm-raised honey, eggs, and produce. Another recent addition has been their own salsas and jams that Kyli prepares and packages at a commercial kitchen off-farm. Kyli also sells meat cuts and produce at farmers' markets in the area. They added CSA (community supported agriculture) shares, which helps provide steady outlets for products. Though their focus is mostly selling their own products, they do sell some items from other farms and small businesses.

A challenge they faced early in the pandemic was meeting meat demand. Since they sell retail cuts, they are required to have processing done at a USDA facility. Reservations had filled up at their usual processor, but Kyli pleaded for future dates, through 2021. What is now challenging is planning what number of pigs to make appointments for when they aren't even born. Beef is a little more flexible.

As part of their plan, they had a hay storage barn built. A large portion of the costs were paid by a grant through the New York New Farmers Grant Fund. The farm focuses on hay for horse farms, but other types of livestock, too.

Marketing is done through social media with Facebook, Instagram, and website. They are also listed on numerous local foods and/or meats sites, another way for customers to find them.

I asked Kyli what helped her cope with the pandemic. She said the farm provided needed normalcy; her full-time job is a high school math teacher which was stressful early on. Getting out and working helped her forget what was happening around them. Leaving the farm brought it back.

An original goal was to have one partner work full-time on the farm. What was *not* part of their original business plan was growing cash crops. They recently purchased

another property where Jake is now raising corn, soybeans, wheat, and hay. This addition has made it possible for Jake to farm full-time.

I did not specifically ask, but I am guessing the highlight of 2020 was the birth of their son Jackson. He was born in June and can be seen in the farm's Facebook posts participating in a lot of farm activities.

There are many livestock farms in the region that are thriving, but this was just one to highlight. Happy New Year, Fire Creek Farms!



The storefront at Fire Creek Farms.

Photo: N. Glazier / CCE NWNy Team



For your always growing side.

As a Farm Bureau member, you may be eligible for a discount on your farm insurance from the #1 farm insurer.¹

Let me know how I can help protect your farm or ranch.

GLOBAL GREEN INSURANCE AGENCY
315-946-6022
DAVIDM@GGIAUSA.COM

¹SNL Financial, 2017 (National) Market Share Report. Products underwritten by Nationwide Mutual Insurance Company and Affiliated Companies. Home Office: Columbus, OH 43260. Subject to underwriting guidelines, review, and approval. Products and discounts not available to all persons in all states. Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. The Farm Bureau and the letters FB are registered service marks of American Farm Bureau and used under license by Nationwide. © 2019 Nationwide AFC-0315AO.2 (05/19) 11577516



**CALEDONIA
DIESEL**



FULL-SERVICE MACHINESHOP

- Gas Engines * Diesel Engines * Natural Gas Engines * Heavy-Duty Machining

Engine Assembly & Machining

- Boring Honing * Decking Line Boring * Magnafluxing *
- Crank Shaft Balancing * Crank Welding & Grinding * Flywheel Resurfacing

2905 Simpson Road, Caledonia, NY 14423 585-538-4395



WWW.CALEDONIADIESEL.COM





**WESTERN NEW YORK
ENERGY**

- We support our local NY corn farmers by providing competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.
- Give us a call to discuss our high protein (31%+), low fat Dairy Distillers Grain.
- Bulk commodity and grain transportation services available through our subsidiary, Shelby Transportation. Give us a call for a transportation quote.

Call now for more information:

Corn: (866) 610-6705

Distillers Grain: (315) 247-1286

Shelby Transportation: (585) 734-4747

Forage Crop Successes of 2020 by Jodi Putman

Certainly, 2020 has not been without its challenges. Looking past these challenges, let's review what went right for us. Outside of areas that had severe drought the weather generally played in our favor. The cool temperatures in spring contributed to relatively good quality 1st cutting and digestibility. Our producers were prepared and ready to capture a timely first cut that resulted in a better second cut due to the regrowth benefitting from the moisture left with the timely first cut.

Dry conditions led to minimal rain delays in the timing of hay harvests. These conditions also led to favorable planting conditions, plenty of heat for crops to reach proper maturity, and a timely harvest. Although yields in those drought regions may have suffered a little, fiber digestibility was still good and starch levels were very high. Newly established alfalfa seedlings look great.

The favorable fall conditions allowed for an additional cutting of hay where inventory may have been short from the mid-summer heat. Speaking of heat, who enjoyed the Indian summer in late September? I sure did! It allowed many to work on pasture restoration and fall soil sampling.

Yield monitor data have improved management decisions at the field and farm level. More farms can define where they need to invest time and money within their operation based on cleaned yield monitor data. For example, "How Much Yield Do We Give Up on Headlands?" You'll have to tune into our Virtual Corn Congress on January 6 to learn more. Pre-register on the NWNy Team's website: <https://nwnyteam.cce.cornell.edu/event.php?id=1411>

KERSCH'S AG LIME, LLC
Calcium Lime - Magnesium Lime
Gypsum-Organic Gypsum

BEST SERVICES - PRODUCTS - PRICES

For Sale: New and Used
Lime - Litter - Fertilizer Spreaders
KERSCH'S AG LIME, LLC
510 Wyoming Road, Wyoming, NY 14591
Call Chris 585-356-9162
844-388-LIME (5463)
Fax: 585-584-3264
Serving Agriculture For 45 Years

As you can see there's a lot of positive things that happened in 2020. We had a great growing season and a successful harvest. Now it's time to start planning for 2021. Happy New Year!

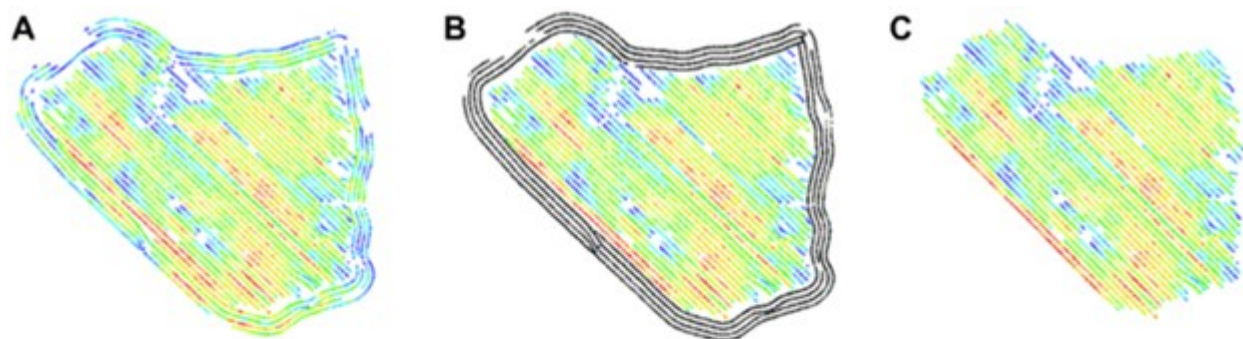


Figure 1. Headland areas were removed using Yield Editor. Shown are (a) cleaned yield data including headland areas, (b) selected headland areas represented in black, and (c) yield in non-headland areas (i.e. after removal of headlands). Adapted from Sunoj et al. (2020).

Sustaining Momentum Over the Next Several Months: Suggestions for Small, Incremental Improvements in Farm Financial Management Practices

by John Hanchar and Joan Petzen

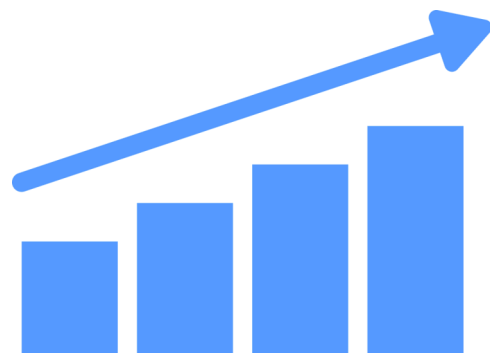
Summary

- For months now, farm business owners have managed their businesses in a challenging environment characterized by risks and uncertainties, including unexpected Covid-19 pandemic health related risks.
- Thoughts from the management field related to sustaining momentum include the following. 1) Set aside time to think about – What worked? What did not work, and why? What was necessary, and what wasn't? Next steps. 2) Some circumstances benefit from taking a small, incremental steps approach to goal setting, tactics, and implementation.
- Small, incremental farm financial management steps when compared to comprehensive farm business summary and analysis include: budgeting; preparation of one of three financial statements, for example, balance sheet, income statement, or cash flow statement.

Managing a Farm Business during the COVID-19 Pandemic

Farm business owners have successfully managed businesses during the months of the COVID-19 pandemic - successfully managing family and employee health related risks, while at the same time managing the usual, annual production, marketing, financial, human and legal risks associated with farming. Management tasks, experiences have not been easy. Agricultural producers and their families have expended considerable time and effort to sustain their businesses, while experiencing considerable stress and other health related effects associated with the pandemic. Noteworthy, is that many (all?) have withstood without the benefit of having a plan, strategy for successfully managing business during a pandemic. Also, many farm businesses endured without benefit of tools, information based upon experience, personal experience, etc. Agricultural producers assessed the situation, developed strategies and acted.

Consider the statement, "Experience is the hardest kind of teacher. It gives you the test first and the lesson after-



ward." This and similar related thoughts have been credited to a few individuals over time. Management thought reinforces the value of spending time reflecting on lessons. The value is a better understanding how to move forward. Consider spending some time and effort thinking about the following.

- What worked, and why? Acknowledge successes.
- What did not work, and why?
- What was necessary, what was not?
- What will be the next actions taken?

Farm Financial Management Practices – Suggestions for Smaller, Incremental Improvements in Practices

Over the next several months, the pandemic at times, with its widespread impacts, will likely test first. Abilities to sustain momentum week to week will be challenged. The management field describes the value of the small, incremental steps approach to goal setting, tactics and implementation when maintaining momentum is difficult. The approach might benefit agricultural producers and their families as they work to manage family and employee health, production, marketing, financial, human, and legal risks.

Last month's issue of Ag Focus contained an article inviting farm business owners to complete a comprehensive farm business summary and analysis, an important strategy for successfully managing financial risks. With capable guidance and help, the process is not as daunting as some might think. However, thinking a bit more about that invitation over the last few weeks, we understand

(Continued on page 9)

(Continued from page 8)

that a comprehensive analysis is a big step for some with its own challenges. A small, incremental steps approach to improving farm financial management practices might better serve the latter audience's needs.

A small, incremental steps approach for strengthening farm financial management practices might include the following.

- Partial budgeting (estimating the expected change in profit associated with a proposed change in the farm business, for example, adoption of a precision farming practice)
- Enterprise budgeting (estimating expected costs, revenues and returns associated with a new enterprise, for example, industrial hemp for fiber)
- Whole farm budgeting (estimating expected costs, revenues and returns for the entire farm business given an expected change in the price received per cwt. of milk sold)
- Activity analysis (for example, costs of raising replacements for the dairy herd)

- Costs of production analysis or budgeting (What does it cost to grow, harvest and store a bushel of soybeans?)
- Preparation of **one** of three financial statements (balance sheet, income statement, or statement of cash flows)

Final Thoughts

Reflect on lessons of the last several months. What do lessons suggest for how you, and your family will manage the business over the next months?

A farm business benefits much from a comprehensive farm business summary and analysis. However, we understand that some individuals will prefer to maintain momentum toward improving farm financial management practices using a small, incremental steps approach. Please contact John Hanchar or Joan Petzen to discuss possibilities.



Jess is one of 6 ACS environmental planners.

As a senior planner, she has deep experience helping farms navigate the complex regulatory issues of medium and large farming operations. She also has experience working across New York with NRCS offices, developing Comprehensive Nutrient Management Plans and helping farms of all sizes implement strategies that will lead to future success. Jess believes in farming, and so do we.



ACS

Agricultural Consulting Services

800-344-2697 | www.acscrops.com

Health and Prosperity by Margaret Quaassdorff

January has arrived, and it's a good time to reflect on how you have progressed on your long-term projects, and a natural time to set goals for the New Year. What might you want to try on the farm this year that you did not last year in order to make yourself, your employees, your animals, or your businesses better? Health and Prosperity are typical themes for this time of year. I often highlight our investment in calves as an investment in, and as predictors of our future, so here are a few ideas to add to your farm's New Year's resolution.

From USDA data from 2014, bovine respiratory disease (BRD) or pneumonia is a leading cause of morbidity and mortality in preweaned dairy calves. It is estimated that the incidence of BRD is 30-50% during calthood, but depending on farm identification and characterization of the disease, self-reported incidences range from 5 to 80%. Pneumonia is one of those calthood diseases that have lasting effects into the future. From a presentation titled "Importance of Producing a Quality Dairy Replacement Heifer" from the proceedings of the 2016 Dairy Calf and Heifer Association Conference, Dr. Mike Overton explains the consequences of calthood pneumonia on growth and milk production. From a summary of research, calves at 90 days of age that contracted pneumonia before 70 days of age weighed 12.7 lbs less than, and were 2.8 times more likely to be culled compared to healthy calves. Data from other sources hint at prosperity potential suggesting that calves with clinical and sub-clinical BRD produce approximately 1,157 lbs less milk than their healthy counterparts during their first lactation (Dunn et al., 2018). Another recent study (Hurst et al., 2020) points to long-term breeding weight consequences of heifers treated for pneumonia stating, "Heifers were 4.2 kg (9.25 lbs) lighter at 400 days of age if treated for respiratory disease 3+ times during the first 60 days of life compared with heifers not treated for respiratory disease." This study also looked into other factors contributing to lower growth rate leading up to breeding age, giving us insight into the future when they conclude that, "Measurements that can be obtained in the early life of dairy calves continue to influence heifer growth up to 400 days of age."

To increase health of calves this year, practice observational respiratory scoring in combination with newer techniques like portable lung ultrasound, which identi-

fies lung lesions associated with BRD. Cases of pneumonia can occur at different times for different herds. Some herds report more of their cases in the first 25 days, whereas other herds may see a spike around weaning, or even later at 100 days of age. Because of the multiple factors that cause pneumonia in calves, it is important to use records and data from your farm to pinpoint when, where and why these infections are happening.

A study by Binversie et al. (2020) hypothesized that early diagnosis and antibiotic therapy would improve ultrasonographic lung health, calf growth, and preweaning mortality compared with calves that experienced a delay in antibiotic therapy. In the study, half of the calves were treated after the detection of their first case of BRD, but even with early detection, and multiple doses of antibiotics, all calves were equally likely to enter the weaning phase with pneumonia. That is not to say that there were no short-term benefits to treating the pneumonia, but this data makes it clear that more effective treatments for pneumonia should be researched. To me this means that prevention with proper immunity development, disease load reduction, and proper stocking density are key to calf success.

New Year's resolutions are about change, and change can be daunting, but please know that the NWN Regional Team has resources that will help your farm on its way to increased health and prosperity this year.



Lung ultrasound performed on a calf to diagnose respiratory disease. Photo: www.esoate.com

2020 Corn and Soybean Successes by Mike Stanyard

The growing season in NWNY can be rough even without a pandemic. Mother Nature can give us a shot of reality at any point in the season. Sometimes the rain doesn't stop at planting time or it can shut off completely in the summer causing severe drought. Harvest time can also be an adventure if we get cold and wet too early. It wasn't a perfect growing year by any means in 2020 but growers adapted, and I know many had their best overall farm averages for corn and soybean.

We have learned from the last couple of years of adverse conditions and I see some farms making changes to increase their odds of a successful crop harvest. I see more growers planting their soybeans earlier. Grain corn maturity is also being notched down a little. This all allows for crops to be harvested earlier which was huge this year. We had some fantastic windows of opportunity this fall. If your crops were ready, a lot of acres went in the bin in great shape. Many of the soybeans were under 12% and were trucked directly from the field. There were many farms done with harvest before Thanksgiving which I was told by some growers that this had never happened before.

NASS NY November 1 report estimates that the NY average corn yield at 166 bu/a. If realized, this will be a new state record. This would be 8 bushels higher than 2019. Soybeans are estimated to be at 50 bu/a. Not a record, but 2 bushels higher than last year. It's estimated that 300 thousand acres were harvested, 75 thousand more than last year.

I knew that yields were going to be good this year. I have supervised the Corn and Soybean yield contests for the



Soybean yield contest participant harvesting their plot.
Photo: M. Stanyard / CCE NWNY Team

NY Corn & Soybean Growers Association for the past 13 years. We had a record number of entries in the corn (115) and soybean (130) contest this year. Folks were obviously out looking at crops at the August 1 deadline and liked what they saw! We had some fantastic yield entries this year, but I can't spill the beans yet. The winners will be announced later this month in a special edition newsletter put out by the NYC&SGA. I will also have them listed in the February edition of Ag Focus.

I think NY growers have some great momentum moving into 2021. I have some really good topics and speakers lined up for the Virtual Corn Congress this week and for the Virtual Soybean & Small Grains Congress in February (See agenda on page 14). Hope you can attend. **Happy New Year to everyone!!!**

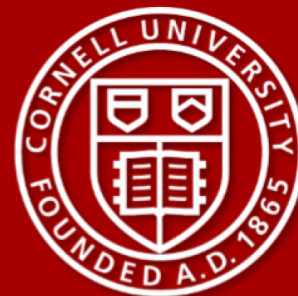
2021 Pesticide Training and Recertification Series

Date	Tuesdays, February 2, 9, 16, 23, 2021 Exam Tuesday, March 2, 2021
Time	7:00 pm – 9:30 pm; Exam: 6:00 pm – 10:00 pm
Location	Cornell Cooperative Extension-Ontario County, 480 North Main Street, Canandaigua, NY 14424
Cost	\$225.00 for certification which includes the training manuals and all 4 classes. Does not include the \$100.00 exam fee. Recertification is \$40.00/person/class.
Contact Info/Registration	Cornell Cooperative Extension-Ontario County, 585-394-3977 x 427 or x 436 or email nea8@cornell.edu or rw43@cornell.edu Registration form is available on the website at www.cceontario.org
Description of Meeting	Anyone interested in obtaining a pesticide certification and meets the DEC (Department of Environmental Conservation) experience / education requirements OR current applicators seeking pesticide recertification credits should attend. 2.5 recertification core credits will be available for each class. Due to COVID-19, each class size is limited to 15 with social distancing and mask wearing required. An Assumption of Risk will also need to be signed each week.

Cornell Cooperative Extension

Critical Calf Care:

Urgent Decision Making for Dairy Calf Health



CCE Regional Ag Teams are excited to offer this NEW calf care series! Join us **VIRTUALLY** for a 7 week series on critical calf care topics! This series will be offered every Tuesday starting January 5, 2021 at 12:30pm EST.

Our last session on February 16, 2021 will be a LIVE panel discussion with Dr. Fernando Soberon (Standard Nutrition Consultants), Dr. Rodrigo Molano Torres (Valacta), Dr. Laura Rath-Brown (Midstate Veterinary Services), Dr. Jen Walker (Danone North America), and a local NY dairy producer.



Registration:

<https://tinyurl.com/calfcare>

Thanks to our generous sponsors, this program is offered at NO COST!

For registration help/ questions please contact:
Alycia Drwencke, amd453@cornell.edu
585-343-3040 ext 138

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.

**January 5, 2021 –
Recognizing & Diagnosing
Disease**

**January 12, 2021 – Dystocia
& Difficult Calvings**

**January 19, 2021 –
Record Keeping &
Economics of Disease**

**January 26, 2021 –
Hydration Status &
Electrolytes**

**February 2, 2021 – Scours &
Nutrition**

**February 9, 2021 – "911 –
My Calf Needs Help!"**

**February 16, 2021 – LIVE
Panel Discussion**

** All sessions
offered online
(via Zoom) at 12:30pm EST**

2020 Ratcheted Up Farm Managers' Risk Management Skills

by Joan Sinclair Petzen and John Hanchar



Risk and farming go hand in hand. 2020 has demonstrated farm managers' ability to mitigate risk when tools and opportunities exist. Many farms were able to take advantage of tools available through the United States Department of Agriculture Farm Service Agency (USDA-FSA) to infuse some cash when it was really needed.

During 2020, the Small Business Administration (SBA) welcomed farms to participate in a new Payroll Protection Loan Program and the Economic Injury Disaster Loan Program. The number of different assistance programs can sometimes be mind boggling. Most would rather just farm and receive a fair price for their products and not have to think about managing risks associated with owning and operating a farm business.

For those who took a PPP Loan, if you applied for loan forgiveness in 2020 or plan to in 2021, expenses paid with the PPP funds cannot be deducted, and the revenue associated with the loan forgiveness is not counted as income. For some, it may be a prudent business decision to go ahead and pay off the PPP low interest loan over time and deduct the expenses paid with the loan proceeds to reduce your taxable income. Those who have not yet applied for forgiveness, will want to review this decision with their tax professional to see which alternative will result in the highest after-tax net income for their business.

Agriculture today is a complex business. Markets and prices are sometimes impacted by events half-way or all the way around the world. Extreme weather events are becoming more frequent. Technology is both a blessing and a curse. The latest innovations can help to improve yields or quality or reduce environmental impacts. On the other hand, they can require new skills or equipment to implement. Yet, I do not know a farmer around, who does not welcome a chance to show off an innovation that is working for them.

The Pandemic has shown us a human resource risk where only our grandparents or great-grandparents can remember people who experienced something similar. Health officials have told us farms and their employees are being very cooperative as they work to trace contacts of people testing positive with COVID-19. Too, farm business owners are quick to implement recommended practices to keep workforces safe. Now, with the virus affecting so many in our local communities, it is critical to remind your team to take the safety precautions recommended by the Centers for Disease Control both at work and at home to keep your workforce healthy. Wear face covering, wash or sanitize hands, remain six feet from other people and sanitize frequently contacted surfaces to minimize the opportunity of contracting viruses whether it be the flu or COVID-19.

Opportunities to mitigate or manage risk often come in the form of an alphabet soup of acronyms of government programs. In 2019 USDA introduced a new Market Facilitation Program (MFP) to assist farms, whose markets had been impacted by trade disruptions. As we rang in the year 2020, no one had even dreamed about the Coronavirus Food Assistance Program (CFAP), yet as the pandemic unfolded Congress authorized not one, but two rounds of funding to help at the farm level. Going into 2021, the Dairy Margin Coverage Program (DMC) looks like it will provide benefit to farms who have chosen to participate at higher levels of coverage.

Recent years have heightened the awareness of farm managers' need to manage risk, whether it be from markets or price, production, environmental, financial, legal, or human resources. Keen managers maintain connections with people, agencies, and organizations, who can help identify risks and suggest strategies to mitigate or manage them. Understanding sources of agricultural risks, learning about risk management tools, and implementing strategies helps keep farm businesses positioned to thrive.

2021 VIRTUAL SOYBEAN & SMALL GRAINS CONGRESS

February 10 & 11 - 10:00am to Noon

Both sessions will be held virtually on Zoom

February 10, 2021 (10:00am - Noon)

- 10:00 - 10:30** ***Soybean Weed Control Updates***
Michael Hunter, Cornell Cooperative Extension, NNY Team
- 10:30 - 11:00** ***Precision Planting Wheat***
Dennis Pennington, Wheat Systems Specialist, Michigan State University
- 11:00 - 11:30** ***How to Grow 140 Bushel Wheat***
Dwight Bartle, Wheat Producer, Brown City, Michigan
- 11:30 - 12:00** ***Soybean Cyst Nematode - Tracking and Managing the New Threat to NY Soybean Production***
Jaime Cummings, NYS IPM Program, Cornell University



February 11, 2021 (10:00am - Noon)

- 10:00 - 11:00** ***Getting Your Best Soybean and Wheat Yields***
Dr. Shawn Conley, Soybean & Wheat Specialist, University of Wisconsin
- 11:00 - 11:30** ***On-Farm Soybean Research Networks: What are we Learning?***
Del Voight, Soybean Specialist, Penn State Extension
- 11:30 - 12:00** ***NY Small Grains Updates***
Mike Stanyard, Cornell Cooperative Extension, NWNy Team

Pre-Registration will open soon. More information is available at: <https://nwnyteam.cce.cornell.edu/events.php>



DEC Recertification Points & Certified Crop Adviser Credits Available

Please Provide Your Applicator ID Number at Registration and Sign-in



Sponsorship opportunities available at: https://nwnyteam.cce.cornell.edu/sponsorship_new.php



\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT \$\$\$

CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423
585-538-4395 www.caledoniadiesel.com
OVER 325 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT

46K Rears

500 HP

2016 KENWORTH T800; 500 HP Paccar MX-13; Engine Brake; 18-Spd. Manual; Very Clean Daycab; 18" WB; 13,200# F/A; 46K Full Locking Rears; Air Ride Susp.; 3.91 Ratio; Wetline; 293,011 Miles; Sk. #6311 - \$55,000

Long Van

Allison Auto.

2016 FREIGHTLINER M2 106 VAN TRUCK; 350 HP Cummins ISL; Allison Auto. 3000H5 Trans.; 28" Ombody Box w/ Rollup Door; 14,600# F/A; 40K R/A; AirLiner Susp.; 27" WB; 206" CT; 29" Frame Behind Cab; 5.29 Ratio; Can Separate Box from Chassis; 246,653 Miles; Sk. #6001 - \$38,500

Low Mile Vac Truck

8,500 Miles!

2015 PETERBILT 348 VAC TRUCK; 330 HP Paccar P19; Allison Auto.; 4,000 Gal. Steel Tank; Masport Pump; 20K F/A; 46K Full Locking Rears; Double Frame; 20K Steerable Lift Axle; 5.57 Ratio; Air Trac Susp.; 240" WB; 19" Frame Behind Cab; 172" CT; 113 Miles; Sk. #6324 - \$64,900

Steerable Tag Axle

Pete Tanker

2011 PETERBILT 37 TANK TRUCK; CAT 475 HP; 18-Spd. Manual; 20K F/A; 46K R/A; 19K Steerable Tag; 265" WB; 175" CT; 4,200 Gal. Tank w/ Fuel Tank Pump; WILL SELL JUST CHASSIS; 356K Miles; Sk. #5963 - \$61,900

23.5 Ton Crane

475 HP

2007 PETERBILT 367 CRANE TRUCK; 430 HP CAT C13; 8LL Manual Trans.; Double Frame; Elex 814792 23.5 Ton 2K Reach Crane w/4-Outriggers; 36" Bunk; 18" Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 216" WB; 103,127 Miles; Sk. #5958 - \$71,500

Nice Packer

Automatic

2013 WESTERN STAR 4700 GARBAGE PACKER TRUCK; Cummins 335 HP; Allison Automatic Trans.; Double Frame; w/ Pend Pac 30 Cu. Yd. L/H Side Load Body; 20K F/A; 46K Locking Rears; AirLiner Susp.; 6CM Shove; 120,338 Miles; 11,704 Hours; Will Separate Packer from Chassis; 207" Frame Behind Cab; 164" CT; 132,360 Miles; Sk. #6250 - \$48,500

Heavy Spec Chassis

8,500 Miles!

2004 WESTERN STAR 6900 XD; Detroit Diesel 430 HP; Allison Auto. Trans. w/ PTO Pump & Tank; Triple Frame Cab & Chassis; 20K F/A; 50K Full Locking Rears; Air Ride Suspension; 28" Frame Behind Cab; 168" CT; 258" WB; 8,530 Miles; Sk. #6245 - \$64,500

20K/46K Rears

475 HP

2007 PETERBILT 367; 475 HP CAT C13; 18-Spd. Manual; Clean Daycab w/ Telsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 224" WB; 496,503 Miles; Sk. #6241 - \$39,900

46K Rears

CAT 6N2

2003 KENWORTH T800; 475 HP CAT C15 6N2 Turbo; 8LL Manual Trans.; Clean Daycab w/ 12,800# Front Axle; 46K Rears On KW 8-Bag Air Ride; 4.11 Ratio; 186" WB; Wetline; 447,898 Miles; Sk. #5925 - \$49,900

Heavy Spec Chassis/ Crane

475 HP

2007 WESTERN STAR 4900 CRANE TRUCK; 430 HP CAT C13; 18-Spd. Manual; Haul 200C Crane; 2-Outriggers; 21"x8'0" Ratted; Double Frame; 20K F/A; 46K Full Locking Rears; AirLiner Susp.; 275" WB; 200" CT; 259" Frame Behind Cab; 430 Ratio; Can Separate Crane & Ratted from Chassis; 147,771 Miles; Sk. #6269 - \$40,500

Dozens of Mack Dumps!!

46K Rears

1999 MACK RD688S DUMP TRUCK; 400 HP Mack E7; Engine Brake; 8LL Trans.; Rubber Block Susp.; Tri-Axle; 19" Steel Body; 20,000# F/A; 46,000# R/A; 22.5 Tires; 248" WB; Spoke Wheels; EXPORT PRICED!!!; 777,148 Miles; Sk. #5932 - \$19,500

20K/46K Rears

500 HP

2006 WESTERN STAR 4900 DAYCAB; 500 HP Detroit 14L; Allison Auto. Trans.; 14,600# F/A; 46K Full Locking Rears; AirLiner Susp.; 192" WB; 275/80R22.5 Tires; 620,964 Miles; Sk. #6312 - \$36,500

6x6 Flatbed

Low Miles

2005 PETERBILT 367 6x6; Clean Double Frame; 21"x8' Flatbed Truck; CAT 330 HP; 8LL Trans.; 23K F/A; 46K Full Locking Rears; 525/80R22.5 Tires; Hendrickson Haulmax Susp.; 3.65 Ratio; 288" WB; 218" CT; 30" Frame Behind Cab; Will Separate Body from Chassis; 174,188 Miles; Sk. #5701 - \$49,900

268 in. Frame

46K Rears

2004 KENWORTH T800; CAT C15 Single Turbo 435 HP; 10-Spd. Manual; Double Frame; 46K R/A; 16K F/A; Air Lift Axle; 433 Axle Ratio; 280" WB; 208" CT; 263" Total Usable Frame; 241,883 Miles; Sk. #5959 - \$46,250

Heavy Spec Chassis

22 ft. Frame

2006 PETERBILT 367 6x6 & CHASSIS; Cummins 370 HP; Engine Brake; 8LL Manual Trans.; Quad-Axle w/ Double Frame; 19K F/A; 44K Full Locking Rears; (2) 11K Steerable Lift Axles; Air Trac Susp.; 22" Frame Behind Cab; 212" CT; 302,500 Miles; Sk. #5831 - \$48,500

485 HP

Allison Auto. Dump

2008 PETERBILT 367; Cummins ISX 485HP; Allison Auto. Trans.; Clean Single Frame Dump Truck w/ 15' Steel Body w/ 3 Sides and 1' Sideboards; Tap; 14,300# F/A; 46K Locking Rears on Air Trac Susp.; 204" WB; Plumbed for Pup Trailer; Engine Haul Complete Rebuild (Paperwork Included); 383,992 Miles; Sk. #6264 - \$62,900

Heavy Spec Chassis

460 HP

2002 MACK CL713; 460 HP Mack E7; 18-Spd.; Double Frame Cab & Chassis; 20K F/A; 46K Rears; 292" WB; 246" Frame Behind Cab; 206" CT; PTO; Good Rubber; Mack Air Ride Susp.; 393,234 Miles; 17,680 Hours; Sk. #5909 - \$32,500

Will Separate

Qty. of Mechanical Engine Macks

2011 AUTOCAR AC964 GARBAGE TRUCK; 350 HP Cummins ISL; Allison Automatic; Shur-Pak 24 Cu. Yd. Side Load Packer; Double Frame; L/H & R/H Drives; 20,000# F/A; 44,000# R/A; Will Separate Packer from Chassis; 22" Frame; 70,022 Miles; Sk. #6239 - \$29,500

20K/46K Rears

119,700 Miles

2005 PETERBILT 367; CAT 305 HP; Allison Auto.; Clean Cab & Chassis; 20K F/A; 46K Rears on Haulmax Susp.; 17" Frame Behind Cab; 140" CT; 216" WB; New Drive Tires; 129,217 Miles; Sk. #4894 - \$59,900

Heavy Spec Chassis

31,500 Miles!!

2009 KENWORTH T800 CAB & CHASSIS; CAT 360 HP; Engine Brake; 10-Spd. Manual; 463 Ratio; Double Frame; 20K F/A; 46K Full Locking Rears; 20K Rear Lift Axle; Hendrickson Spring Susp.; 265" WB; 29" Frame Behind Cab; 186" CT; 7,345 Hours; 31,520 Miles; Sk. #6259 - \$58,500

20K/46K Rears

Allison Auto.

2003 KENWORTH W800; 320 HP Cummins ISM; Allison Auto.; Clean, Low Mile Cab & Chassis w/ 20,000# Front Axle; (2) 11,000# Steerable Lift Axles; 44,000# Full Locking Rears On Chalmers Susp.; 5.43 Ratio; 250" WB; 21" Frame Behind Cab; 158" CT; Muffler Takes Up 12" Behind Cab; Sk. #6016 - \$49,900

Heavy Spec Chassis

119,700 Miles

2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans.; Cab & Chassis; 20K F/A; 46K Full Locking Rears; 252" WB; 21" Frame Behind Cab; 150" CT; 4.89 Ratio; Haulmax Susp.; 118,703 Miles; Sk. #6075 - \$29,900

6x6 Crane

Cummins N14

2001 INTERNATIONAL 5600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pinnon Hydra-Lift HL1500 7-Ton 65' Crane; 4-Outriggers; 20"x8'6" Ratted; 20K F/A; 46K R/A; Hendrickson HVI Susp.; 244" WB; 134" CT; 253" Frame Behind Cab; 158,174 Miles; Sk. #6299 - \$49,900

\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT \$\$\$

Cornell Cooperative Extension of Livingston County
NWNY Dairy, Livestock & Field Crops Team
3 Murray Hill Drive
Mount Morris, NY 14510

Nonprofit Org.
U.S. POSTAGE
PAID
Permit No. 298
Rochester, NY

Postmaster:
Dated Material
Please Expedite

JANUARY 2021

>> UPCOMING EVENTS <<



- 5** **Critical Calf Care: Urgent Decision Making for Dairy Calf Health** - 7 week series on critical calf care topics. This series will be offered virtually every Tuesday Starting January 5, 2021 at 12:30pm EST. See page 12 for details and to register visit: <https://tinyurl.com/calfcare>
- 6 & 7** **Virtual Corn Congress** - 10:00am to Noon both days. 2.5 DEC Points are available, CCA Credits also available. Cost: \$45 per person, not-enrolled with the NWNY Team. \$30 per person, enrolled with NWNY Team. Pre-registration is required. For more information visit: <https://nwnyteam.cce.cornell.edu/events.php>
- 28** **Transitioning to Supervisor Course** - Cornell Agricultural Workforce Development has opened registration for a six-week course titled "Transitioning to Supervisor," which is part of a new Agricultural Supervisory Leadership certificate program. The course begins January 28 with an introduction to the curriculum and use of the web-based platform, Moodle. Cost is \$275. Class size is limited to 30 participants. For more information visit: <https://tinyurl.com/AG-Leadership-Cert>
- 28** **Operations Managers Virtual Conference Series** - Presented by Cornell CALS PRO-DAIRY and the Northeast Dairy Producers Association, Operations Managers Conference provides an opportunity for the people responsible for day to day activities on dairy farms to increase their management and operations skills. The virtual conference series will be held every Thursday from 12:00 – 2:00 PM, beginning on Thursday, January 28 and continue through February 18. Cost is \$100 per person. For more information visit: <https://tinyurl.com/Managers-Conference-Series>

FEBRUARY 2021

- 10&11** **Virtual Soybean & Small Grains Congress** - 10:00am to Noon both days. DEC Points and CCA Credits will be available. The conference will be held online via Zoom. Pre-registration is required. See page 14 for more information and visit: <https://nwnyteam.cce.cornell.edu/events.php>

COVID-19 Information Websites:

Need information? View the following Cornell CALS and CCE Resource Pages that are updated regularly.

General Questions & Links: <https://eden.cce.cornell.edu/>

Food Production, Processing & Safety Questions: <https://instituteoffoodandsafety.cornell.edu/coronavirus-covid-19/>

Employment & Agricultural Workforce Questions: <http://agworkforce.cals.cornell.edu/>

Cornell Small Farms Resiliency Resources: <https://smallfarms.cornell.edu/resources/farm-resilience/>

Financial & Mental Health Resources for Farmers: <https://www.nyfarmnet.org/>

Cornell Farmworker Program www.farmworkers.cornell.edu | www.trabajadores.cornell.edu (en espanol)

Helping you put knowledge to work

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.