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.
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.

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**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

**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

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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.

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.
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!
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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

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).
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 afterward.” 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?


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
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.
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 calfhood, but depending on farm identification and characterization of the disease, self-reported incidences range from 5 to 80%. Pneumonia is one of those calfhood 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 calfhood 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 subclinical 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 identifies 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 NWNY 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
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 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

<table>
<thead>
<tr>
<th>Date</th>
<th>Tuesdays, February 2, 9, 16, 23, 2021 Exam Tuesday, March 2, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time</td>
<td>7:00 pm – 9:30 pm; Exam: 6:00 pm – 10:00 pm</td>
</tr>
<tr>
<td>Location</td>
<td>Cornell Cooperative Extension-Ontario County, 480 North Main Street, Canandaigua, NY 14424</td>
</tr>
<tr>
<td>Cost</td>
<td>$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.</td>
</tr>
<tr>
<td>Contact Info/Registration</td>
<td>Cornell Cooperative Extension-Ontario County, 585-394-3977 x 427 or x 436 or email <a href="mailto:nea8@cornell.edu">nea8@cornell.edu</a> or <a href="mailto:rw43@cornell.edu">rw43@cornell.edu</a> Registration form is available on the website at <a href="http://www.cceontario.org">www.cceontario.org</a></td>
</tr>
<tr>
<td>Description of Meeting</td>
<td>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.</td>
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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

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

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EO, Protected Veterans, and individuals with Disabilities and provides equal program and employment opportunities.
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
### Vehicle Listings

#### 48K Rods

<table>
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<tr>
<td>Long Van</td>
<td>48K Rods</td>
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<tr>
<td>Allison Auto</td>
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#### 22.5 in. Tires

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#### Cat DNZ

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#### 299 in. Frame

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#### 459 HP

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<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>126,500 Miles</td>
</tr>
</tbody>
</table>

#### 128,700 Miles

<table>
<thead>
<tr>
<th>Model</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>128,700 Miles</td>
</tr>
</tbody>
</table>

#### 23,800 Miles

<table>
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<tr>
<th>Model</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>23,800 Miles</td>
</tr>
</tbody>
</table>

#### 330 HP

<table>
<thead>
<tr>
<th>Model</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>330 HP</td>
</tr>
</tbody>
</table>

#### 473 HP

<table>
<thead>
<tr>
<th>Model</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>473 HP</td>
</tr>
</tbody>
</table>

#### 485 HP

<table>
<thead>
<tr>
<th>Model</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>485 HP</td>
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#### 88,200 Miles

<table>
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<th>Model</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>88,200 Miles</td>
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</tbody>
</table>

#### 430 HP

<table>
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<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allison Auto</td>
<td>Low Mileage</td>
</tr>
<tr>
<td>Heavy Spec Chassis</td>
<td>430 HP</td>
</tr>
</tbody>
</table>
JANUARY 2021

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://instituteforfoodsafety.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)