Cornell Cooperative Extension | Northwest NY Dairy, Livestock and Field Crops Program

AG FOCUS

Performance of NYS Dairy Farm Businesses in 2020 - Preliminary Results

by John Hanchar and Joan Petzen

At this point, consider these results preliminary -- the sample size will increase over the next months prior to final reporting of results.

Summary

- While milk sold per cow averaged 26,312 pounds and remained unchanged from 2019, milk receipts net of milk marketing expenses per hundredweight (cwt.) fell 6 percent to $17.30 per cwt. in 2020.
- In 2020, the total cost of producing a cwt. of milk was $19.85, an increase of $0.15 per cwt. relative to 2019.
- As of March 4, 2021, results suggest that the same 62 New York dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved higher levels of profit in 2020 compared to 2019 -- for example, for 2020, the rate of return on all assets without appreciation averaged 7.4 percent compared to 4.7 percent in 2019.

Introduction

On March 4, 2021, Jason Karszes, Lauren Augello and Wayne Knoblauch at Cornell University compiled and released early, state level 2020 DFBS results. Results reported here represent averages for the same 62 New York dairy farms cooperating in 2019 and 2020.

Due to the pandemic and the government response, government receipts were unusually large in 2020. An unusually large increase in government receipts from 2019 to 2020 resulted. The magnitude of the receipts impacted accrual operating receipts, profitability and other measures. The DFBS Program uses a whole farm approach to calculate operating, purchased input, and total cost of producing milk per cwt. measures, subtracting accrual non milk operating receipts from accrual operating, purchased input, and total expenses, costs. To provide 2020 cost of producing milk per cwt. values for equivalent comparison across years, 2020 calculations exclude reported government receipts from non milk accrual operating receipts.

Size of Business and Rates of Production

- Average number of cows per farm rose from 857 in 2019 to 886 in 2020.
- Milk sold per farm increased from 22,523,108 pounds in 2019 to 23,317,090 in 2020.
- Milk sold per cow averaged 26,312 pounds in 2020 compared to 26,281 in 2019.
- Worker equivalents per farm averaged 18.2 in 2020 compared to 18.1 in 2019.
- Hay dry matter per acre fell 13 percent to 2.8 tons, while corn silage per acre declined 2 percent to 18.3 tons per acre in 2020.

Income Generation

- Milk receipts net of milk marketing expenses per hundredweight (cwt.) decreased from $18.33 to $17.30.
- Milk receipts net of milk marketing expenses per cow fell from $4,816 in 2019 to $4,552 in 2020, a decrease of 5.5 percent.

Cost Control

- Dairy feed and crop expense per cwt. of milk rose from $6.98 in 2019 to $7.36 in 2020, an increase of 5 percent.

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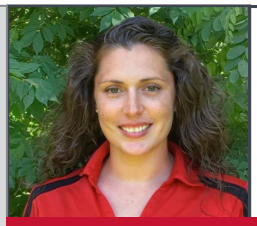

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- In 2020, calculated, adjusted total cost of producing a cwt. of milk averaged $19.85, an increase of 1 percent relative to 2019.

Profitability

- Net farm income without appreciation per cwt. of milk averaged $3.59 in 2020, an increase of 73 percent compared to 2019.
- Rate of return on equity capital without appreciation rose from 4.4 percent in 2019 to 9.1 percent in 2020.
- In 2020, the rate of return on all assets without appreciation was 7.4 percent, an increase of 59 percent relative to 2019.

Final Thoughts

Sound farm financial management practices are key to achieving farm business objectives and goals. Financial summary and analysis with emphasis on budgeting help answer:

- Where is the business now financially?
- Where do you want it to be?
- How will you get the business to where you want it be financially?

For example, owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for purposes of identifying strengths and weaknesses by comparing their results to results of other cooperators, and evaluating progress towards goals.

If you are interested in improving your farm business' ability to practice sound financial management, then please call or message us – for contact information, please see information at the front of this newsletter. Owners of all types of farm businesses are encouraged to contact us. The NWNY team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.

Upcoming Webinars

April 12, 2021 - Noon (CST)
"Feeding cows with $5 corn and $450 soybean meal"
Mike Hutjens, University of Illinois
https://hoards.com/flex-309-Webinars.html

May 10, 2021 - Noon (CST)
"Capturing full value for Holstein and crossbred steers"
Dan Schaefer, University of Wisconsin-Madison
https://hoards.com/flex-309-Webinars.html

Inside This Issue

PA - 1/128 of an Acre Sprayer Calibration Method by Ali Nafchi

Calibration ensures the measurement accuracy of an instrument or a machine; compared to a known standard. It is essential to have the proper calibration because you want the right amount of chemicals to go out into the plants. Therefore, calibration is very important for minimizing the damage to plants and reducing environmental impact. There are many different methods on how to calibrate a boom sprayer. In 1/128th of an acre method, the amount of output for each nozzle that would cover 1/128 of an acre will be measured. The question is, how often should you calibrate? Your sprayer should be calibrated several times a year, and this quick and easy method should not take very long for you to calibrate regularly.

Supplies needed: a **measuring tape** to measure the spacing between the nozzles**,** a **walking wheel** to measure your travel distance**,** a **measuring cup or pitcher** to catch output from the nozzles that measures in ounces (the measured ounces equals gallons per acre), a **stopwatch** to monitor the traveling time, and **flags** to mark the beginning and the ends of the travel distance.

For safety, always use clean water during the calibration to limit your exposure to the chemical. Before you start, inspect the sprayer to make sure everything is in good condition, the nozzles all match, and they are undamaged. With mixed nozzles on a boom, it is impossible to get a good calibration on it. Next, set the pressure to match the nozzles' optimum range.

When the sprayer is ready, the first thing is to determine the nozzle spacing on your boom sprayer. For example, if the space between the center of a nozzle to the next nozzle is 16 inches, make sure all of the nozzles are space the same at 16-inch spacing. We then refer to the measuring chart (Fig. 1) to see how much distance we need to travel to cover 1/128th of an acre. Based on our nozzle spacing of 16 inches and the measuring chart, you need to measure out a course of 255 feet (*Fig. 2)* and flag the 255-foot traveling distance.

Nozzle Spacing Or Row Width (Inches)	Travel Distance (Feet)
14	291
16	255
18	227
20	204
22	185
24	170
26	157
28	146
30	136
32	127
34	120
36	113
38	107
40	102

Figure 1. Travel distance measuring chart

Now you need to travel the distance between flagged points, maintaining the same traveling speed and the PTO—RPM to be exactly matched with your operation and practice.

By measuring the traveling time, you can check the output from each nozzle for the recorded time. For example, if the traveling time is 40 seconds, catch each nozzle output for 40 seconds to match the 1/128th of an acre.

For example, if we caught 25 ounces in 40 seconds, we spray 25 gallons per acre. We need to repeat this for every nozzle along the boom to ensure that they are all within an acceptable range, usually within 5 percent of this 25-ounce target. In order to determine what our final calibrated gallons-per-acre is, add all of the numbers that you collected from each nozzle together, and divide the total by the number of nozzles to get the average number of ounces. This average number in ounces indicates that we are putting out the same number but in gallons per acre.

If we need to make significant adjustments to that gallons per acre, we need to either speed up or slow down. For a non-variable rate sprayer, slower, you are putting out more; faster, you are putting out less. For both variable and non-variable rate sprayers, you can change nozzle size to make significant changes. You also can make some pressure adjustments to tweak the sprayer output a little bit.

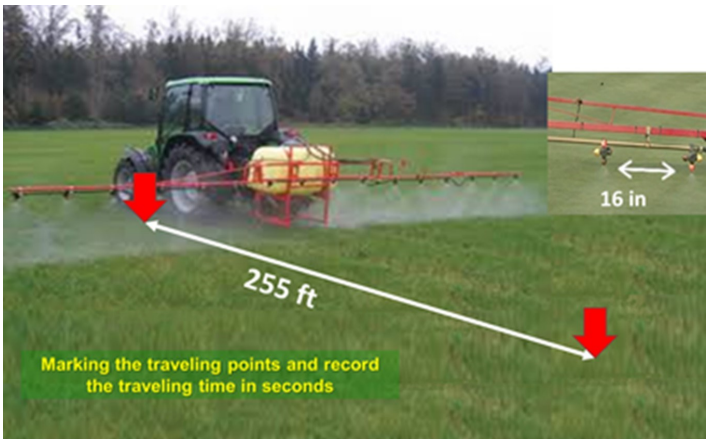

Figure 2. Nozzle spacing and traveling distance

What You Missed at the First Virtual Soybean & Small Grains Congress by Mike Stanyard

Our annual Soybean & Small Grains Congress was held virtually on February 6 and 7 from 10 to noon each day. Like Corn Congress in January, attendance exceeded our expectations. We had 230 growers and agribusiness reps join us. Twenty-eight Ag businesses sponsored our event and we greatly appreciate their support. The program was run through Zoom and each registrant got their own link to join the meeting. Those that needed DEC credits were able to click on a link in the chat box and enter their information before and after the meeting to receive their credits. Questions for the speakers could be typed into a Q&A box and covered after each presentation. These virtual events allowed us to bring in more out of state specialists than we would for an in-person congress. We had presenters from Wisconsin, Michigan and Pennsylvania. Here are some take home points from each of the speakers.

DAY 1:

- **Mike Hunter, CCE, North County Ag Team:** A review of preemergent lambsquarters control in soybeans. Excellent control with Classic, Trivence, Firstrate, Boundary, Tricor DF and Valor SX. For hard to control pigweeds use more than one site of action and definitely use a pre + post program. Post program sprayed by 3 inches (Any 3 of the Dicamba Products, Enlist or Liberty). Marestail control with tillage prior to planting or burndown with residual. Consider planting Xtend, XtendFlex, Enlist of Liberty Link soybeans.

- **Dennis Pennington, Wheat Specialist, Michigan State University:** Reviewed his research findings of a precision planter versus a drill. Singulation between the two was not significant but depth control was 40% better. He found that 5-inch row spacing with the precision planter captured more light then 7.5-inch wheat by May 8 resulting in a 10 bushel yield increase. He also saw no yield advantage after one million to 1.5 million seeds per acre.

- **Dwight Bartle, Michigan wheat producer:** Was adamant about setting the wheat crop up for success by balancing the soils. He is a big proponent of a healthy biological system. Big yields are not just fertility but the whole picture. He strives to plant October 1, plus or minus a week to accumulate maximum heat units. Applies 1,000 pounds of pelleted chicken manure prior to vertical tilling before planting. Plants 1.8 million seed per acre, no starter fertilizer. He applies 130 pounds of nitrogen all at stem elongation stage. Find a variety that works for you and increase your yield goals slowly.

- **Jaime Cummings, Syngenta:** Demonstrated why soybean cyst nematode (SCN) is the number one soybean yield reducing pest in the US. She reviewed the SCN sampling data from the last two years by CCE and NYS IPM. NY went from one positive sample in 2016 to positive samples in 30 counties in 2020. We can reduce SCN populations through rotation, planting resistant varieties and seed treatments.

DAY 2:

- **Shawn Conley, Soybean & Wheat Specialist, University of Wisconsin:** Soybean breeding has lead to plant flowering starting 7 days earlier and adding 7-10 days onto reproductive growth. This leads to 2-3 more nodes per plant with earlier planting. Recommends and average of 140 thousand seeds per acre. Increase seeding rate on lower yielding fields, lower on high yielding fields. Does not pay to replant fields under 60 thousand plants if they are fairy uniform. The best yielding crop rotation is corn-soybean-wheat. In Wisconsin, he recommends planting wheat between Sep-

Screenshot from Day 1 of the 2021 Virtual Soybean & Small Grains Congress. *Photo: CCE NWNY Team*

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What You Missed at the First Virtual Soybean & Small Grains Congress

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tember 20 and October 1 and plant 1.1 to 1.6 million seeds per acre. You lose an average of 1 bushel a day after this window.

- **Del Voight, Soybean Specialist, Penn State University:** Reviewed the soybean yield data from the last 30 years in PA versus entries in the yield contest. Seeding rates have decreased 20 thousand per acre while yield has increased 10 bushels. Planting before May 10 is crucial for maximum yields. This year's winner was at 100 bushels. He also reviewed some of the research going on in their On-Farm Research Network. All the research results from the last ten years and the yield contest results can be found at https://pasoybean.org/checkoff-at-work/research/on-farm-network/.
- **Mike Stanyard, CCE, NWNY Team:** Reviewed the NY 2020 soybean and wheat final yield and acreage results. Also reviewed best management practices for wheat as we look forward to spring. Reviewed the results of the National Wheat Yield Contest as there is now a section for raw yield winners. Congratulations to our first entry from NY by Matt Toussaint at 110.97 bu/acre. Hope we have some entries in 2021.

Overall, I was very pleased with how both days went and the amount of participation and support. We only had one hiccup, but that is always a possibility. Everything seemed to go much easier for participants now that many had some experience with Zoom calls. I encourage everyone to not forget about using Zoom as it provides lots of additional opportunities to attend educational programming. It is not going to go away! I received many positive comments from attendees. Many continued to lament that they really missed the interaction with other farmers, visiting the exhibitor booths and of course LUNCH! I hear you and I missed seeing all of you too! Now that most of the winter programs are over, it is time to think spring and get ready for a new planting and growing season. I know everyone is getting excited to get the 2021 season started. I look forward to walking fields and visiting with many of you this year!

Back to the Basics: The Fundamentals of Crop Scouting

by Jodi Putman

Let's kick the 2021 season off right. Field monitoring, or scouting, is the backbone of all pest management programs. Detailed assessments of pest populations must be obtained before pest control decisions can be made. It is important to have thorough knowledge of pest and crop biology, pest identification and habits, correct sampling methods, and economic thresholds (when available). The objective of scouting is to provide a complete, accurate and unbiased assessment of pest populations. The field scout is the direct link between the consultant and the grower.

Many growers and consultants act as the field scout on farms throughout western New York. Through the improvement of crop genetics and pesticide options, the knowledge needed to implement an integrated pest management plan on farms has declined. An example of this would be the introduction of glyphosate (Roundup®) in the mid-1990's, which has decreased our need for precise and accurate weed identification. However, with herbicide resistance being a major problem in the United States, there's a severe need for proper training on correct weed identification and management options in our crop production systems in New York.

A systematic approach to troubleshooting can help prevent the bias of only looking for the familiar and preventing the investigative process. For the novice, troubleshooting can be intimidating in the absence of a systematic plan. Here are a few steps to help implement a systematic approach when troubleshooting field crop problems:

1. Determine plant stage of development and variety
2. Identify all symptoms on the leaves, stem, roots, and fruit, and inside the stem and root.
3. Estimate the percentage of plants damaged in the affected area of the field.
4. Determine the field distribution or try to identify the pattern of the problem in the field.
5. Evaluate whether weeds in the field (and borders) share similar symptoms.
6. Determine the history of the problem, which often provides the foundation for accurate diagnosis (or the elimination of other potential causes).

CALS alfalfa variety trials testing potato leafhopper resistance.
Photo: J. Putman /CCE NWNY Team

Several Land Grant Universities across the United States host an agronomy scout school that provides entry-level crop scouts, growers, and agriculture industry personnel (i.e. non-CCA's with limited or no crop scouting experience, or serve as a refresher) with an overview of the fundamentals necessary for scouting in soybeans, corn, forages, and small grains. Proper crop scouting provides invaluable information growers can use to make informed decisions to protect yield and quality in their fields. Getting that information requires a plan for how and when to monitor your fields. The NWNY and SWNY regional extension Field Crop Specialists are teaming up to bring you the region's very first New York State Agronomy Scout School! Please stay tuned for future announcements of when and where this training will take place.

Jodi Putman checking black cutworm traps.
Photo: J. Putman /CCE NWNY Team

Beef Quality Assurance Virtual Classroom Training

April 14, 2021 at 7:00pm

Join us online for a Beef Quality Assurance (BQA) virtual training. Upon completion of the class with signed contract you will become Level 1 certified.

There will be chute side training opportunities at a later date. By attending and providing a Veterinarian Client Patient Relationship form you will become Level 2 certified.

This is a **free** event, but pre-registration is required.

When: April 14, 2021 from 7:00-8:30 PM

Register in advance for this meeting: https://tinyurl.com/BQA-Virtual

After registering, you will receive a confirmation email containing information about joining the meeting.

NEW YORK Beef Quality Assurance

Cornell CALS College of Agriculture and Life Sciences

PRO DAIRY Education & Applied Research

Troubleshooting Herd Health Issues on Your Dairy

PODCAST SERIES

with Cornell Cooperative Extension Regional Dairy Specialists and Cornell CALS PRO-DAIRY

This podcast series focuses on troubleshooting herd health issues on dairy farms. Episodes will discuss specific areas to look at when experiencing issues in different life stages of the diary cow.

Episodes are available to listen to at: https://tinyurl.com/Pro-Dairy-Podcasts

Episode 1 - Pre-Weaned Calves (Part 1)

Episode 2 - Pre-Weaned Calves (Part 2)

Episode 3 - Weaning Transition

Episode 4 - Post Weaned Heifers - Disease & Growth Issues

Episode 5 - Heifers - Reproduction

Episode 6 - Calving

Episode 7 - Transition Cow Issues

Episode 8 - Mastitis Part 1

Episode 9 - Mastitis Part 2

Episode 10 - Fresh Cows

Episode 11 - Lactating Cow Production

Episode 12 - Milk Production

Episode 13 - Feed Behavior

Episode 14 - Facilities and Ventilation

Episode 15 - Lameness

Episode 16 - Dry Cows

Meat Marketing 101 by Nancy Glazier

The pandemic drove the demand for locally raised meat. Farmers had a difficult time getting processor appointments. I have heard recently that immediate slaughter appointments have become available, and demand may be declining a bit. If customers flocked to your farm before and not so much now, maybe it is time to step up the marketing.

Developing a game plan is a great first step. I'll call it a game plan, since putting any thoughts on paper can be downright painful. Farmers are great at production, but the marketing piece tends to be the struggle. With a little guidance, it may not be so daunting. Also, the bottom line in marketing is, don't bash the competition!

There are many ways to put down your thoughts. The grid below was inspired by a webinar (The Business of Agriculture) I listened to pre-Covid. You can sketch it out on a piece of paper and fill in the blocks. Use a pencil so you can erase. Central to the process (that's why it is in the center) is what makes your product unique? Unique enough for a customer to buy from you when they could run to the supermarket and grab something similar. Remember this as you work through the blocks.

The first question is a biggie: why? Why do you raise animals? Why do you farm? This response is really your elevator pitch and we all should have one. Get it into one sentence. Mine is a little different: To support NY agriculture so that farmers can continue to raise quality, sustainable products.

Next, what is the product you have for sale? Will you sell retail cuts or shares of a whole animal? The processor you work with may dictate your saleable products as retail cuts need to be processed by a USDA processor.

How will your products be distributed? Will you sell at farmers markets? From a freezer at the farm? Or will your customers pick up from the processor?

Who is your target customer? Is it someone looking for a specialty cut or the traditional side of beef?

Who is your competition? Are there farms nearby selling the same product? Know who they are and figure out how to stand out.

Pricing can be challenging if you don't know your cost of production. A lot of time and energy go into farming, I hope you know those costs so you can make a profit.

Many farms I work with are either beginners or are making the step from hobby to commercial. If you plan on selling a product, run your farm like a business.

Lastly, do you plan on using any product claims? Are you participating in any third-party verification programs, such as organic, animal welfare, etc.? Make sure you follow the rules with labelling and claims.

As you work through the grid, keep in mind the central tenet – your uniqueness. These are suggested terms, you can develop your own grid.

If you would like to learn more about marketing and other livestock topics, there has been some interest in starting a discussion group. For those interested in learning more about marketing their farm products, there will be meeting via Zoom April 7 from 7-8 pm. Pre-Register online at: https://tinyurl.com/Marketing-Meat-Products.

Why	What	Distribution
Target Customer	Unique	Competition
Cost Structure	Business	Product Claims

The grid here is the example used for the article. Use this, or swap out key words for your own marketing needs.

Cultivating Landlord Relationships by Joan Sinclair Petzen

Rented land is a critical component of many farm operations in our region. Renewable energy companies are seeking land, particularly in proximity to our electrical infrastructure, to expand the supply of "green energy" in New York. Many acres of cropland are likely to change ownership in the coming decade as aging owners sell to support their retirement or leave their land to their heirs. Farm operators will need to be proactive in cultivating their business relationship with landlords in this competitive environment to maintain the acreage base needed for their operations.

A recent study by USDA shows 30% of operated cropland in New York is rented land[1]. Much of this land is owned by former farmers, or their immediate family who have a close connection to agriculture. As these lands change hands, it is quite possible the new owner will have less familiarity with local agriculture and may have different values driving their land use decisions than the current owner.

As a farm operator being aware of the changing landscape in your community and wishing times were like they used to be, is probably not adequate in the current environment. For quality crop land it is a "seller's market" as the old saying goes. As a "buyer" you can take steps to foster your relationship with landlords current and future.

The basis for a lasting business relationship between landlord and tenant is a good written lease contract that details the responsibilities and expectations of each party to the agreement. To get to that agreement, requires conversations to address the needs and desires of the two parties. Whenever you can identify shared values and address them within the contract both parties are more satisfied with the situation and the relationship is more likely to flourish.

Addressing a series of questions about lease provisions can help a farmer and landowner work toward a formal lease agreement that addresses the priorities of each party and provides a pathway to a long-term working relationship. A Farm Commons publication "Drafting a Lease: Questions for Farmers and Landowners to Ask": https://farmlandinfo.org/sample_documents/drafting-a-lease-questions-for-farmers-and-landowners-to-ask/ provides a series of questions addressing common issues to be addressed in a farmland lease agreement. It is organized in checklist fashion. By working together to answer this series of questions, the parties can outline terms important to each and be ready to work with a legal professional to draft a lease agreement.

Another important concept is to follow up verbal agreements with written confirmation. Since in best practice you already have a legally binding lease agreement in place, when from time to time the farmer and landowner agree to specific changes whether temporary or permanent, these should be outlined in a letter or addendum to the original lease to confirm the changes with the other party.

Offering opportunities to spend time on their land discussing conservation practices being employed or changes you may be planning in your rotation, keep the landowner informed about how you are using their valuable resource. Inviting landowners you work with to visit your farm, perhaps bringing their grandchildren for a farm tour might give you a chance to begin to have dialogue with a future generation of landowners when the landowner, their adult children and grand children come for that visit.

Clear communication is key to cultivating landowner-tenant relationships. As competition for land use grows, farm operators who have thought out and tended the relationships they have with landlords, will find themselves in a more comfortable situation when those landlords face difficult decisions about future land use.

1. Siraj G. Bawa and Scott Callahan. *Absent Landlords in Agriculture – A Statistical Analysis* ERR-281, U.S. Department of Agriculture, Economic Research Service, March 2021.

Dairy Farms as the Leaders of Climate Neutrality

by Margaret Quaassdorff

There has been a lot of talk from consumers, policy makers, industry, and dairy producers about climate change, sustainability, environmental accountability, and stewardship. But do dairy producers feel confident to talk about how their farm practices protect the environment, how they positively influence climate change, and how the dairy industry is continuously looked to for (and come through with) solutions to multifaceted issues affecting the thoughts and decisions of today's society?

It's a pretty tall order, and we know that dairy farmers are busy enough with the everyday needs of their businesses and families. This doesn't take away from the importance of embracing this challenge of climate neutrality, and more importantly, truly showing that dairy producers genuinely care. We care about our communities, employees, families, consumers, animals and the environment; and we are willing to step up as we always do.

Dairy has a history of reducing its environmental impact carbon footprint via continuous implementation of innovative practices in cow and calf health, improved feed and genetics, modern precision technologies and careful nutrient management practices that has increased its efficiency by a commendable amount. Thanks to these modern and innovative dairy farming practices, producing a gallon of milk in the U.S. in 2017 required 30% less water, 21% less land, and had a 19% smaller carbon footprint than it did in 2007 (https://doi.org/10.1093/jas/skz291). In addition, we live in the only region in the world where absolute emissions dropped by 5% from 2005 to 2015, according to the Food and Agriculture Organization of the United Nations.

In 2020, the Innovation Center for U.S. Dairy set new environmental stewardship goals for the dairy industry. The Net Zero Initiative is a voluntary industry-wide effort that will help U.S. dairy continue to make progress toward neutral or better carbon emissions, optimize water use while maximizing recycling and improve water quality by optimizing utilization of manure and nutrients by 2050. This is something dairy producers should embrace, and should expect to see more resources for in the future.

Here are some examples of what dairies have done already right here in our community:

- Energy audits, and installation of energy efficient lighting and cooling systems
- Plant cover crops, and use no-till or reduced-till farming practices to prevent erosion of valuable soils
- Rotate crops to optimize nutrient availability and reduce need for chemical pest management
- Manure covers with flares to reduce odors and decrease methane emissions
- Manure injection vs traditional spreading to better incorporate and use nutrients
- Recycle manure into bedding
- Upcycle/Recycle human-byproducts for cow feed (distillers grains, spent brewers grains, cottonseed, beet and citrus pulp, bakery waste, cereal waste, candy waste, fruit and vegetable pulp)
- Use recycled paper products for bedding
- Plant trees on farm property where it makes sense, as a wind/odor block, and increased carbon sequestration
- Building or contributing to area digesters to create fuel and energy from farm and community waste
- Invest in efficiency genetics for both crops and cows

There are many ways to start small or go big with these ideas, but all farms can do something to take another step in the climate sustainability direction. Here are a few more resources to check out to help get you started:

In March 2021, the NY Dairy Issues Team put on a free webinar series called, "Communicating about Environ-

Screenshot taken from CCE /Cornell CALS video *Dairy Farm Manure Cover & Flare Off Systems Reduce Odors & Methane*.

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Dairy Farms as the Leaders of Climate Neutrality

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mental Issues". Search the web or reach out for help locating these recordings.

Climate Resilient Farming grant funding from the New York State Department of Agriculture & Markets to help off-put the cost of installing a manure cover and flare systems to reduce odors and methane emissions. For more information see this video at https://tinyurl.com/flare-off, and visit this website https://agriculture.ny.gov/soil-and-water/climate-resilient-farming.

NYSERDA's Agriculture Energy Audit Program https://www.nyserda.ny.gov/Business%20and%20Industry/Agriculture

Grants to install energy efficient systems available through National Grid's Agribusiness Program https://www.nationalgridus.com/Upstate-NY-Business/Energy-Saving-Programs/Agri-business-program

Get some real numbers through the FARM Environmental Stewardship program, which estimates farm-level greenhouse gas emissions and energy use on dairy farms, and provides tools for dairy producers to improve their carbon footprints. One tool to help dairy producers demonstrate to corporate customers and consumers their commitment to environmentally-responsible production. For more about the program please visit: https://nationaldairyfarm.com/wp-content/uploads/2019/01/What-is-FARM-ES_v2.pdf

To talk Farm Strategic Planning for farm-level economically and environmentally sustainable growth, contact PRO-DAIRY specialist, Tim Terry at txt2@cornell.edu or 585-689-9163.

For information on nutrient management, environmental management, and CAFO planning, contact PRO-DAIRY's Karl Czymmek at kjc12@cornell.edu or 607-255-4890.

Apply for funds through the Dairy Advancement Program for environmental planning through the development of comprehensive nutrient management plans (CNMPs)

Ask you nutritionist about new feed additives for efficiency, and your genetics companies for their insight on the right bulls for efficiency and health traits.

Dairy farmers no longer have the luxury of just being producers as previous generations did. We need to be actively involved and engaged with our consumer base and policy makers to authentically show that dairy cares and how it cares, as we continue to be leaders in innovating sustainable solutions for all of society.

Farewell Note by Ali Nafchi

Dear all,

I wanted to take a moment to let you know that I am leaving my position with the NWNY Team and the Cornell Vegetable Program at the end of the month. Thank you for the support, guidance, and encouragement you have provided to me during my time with the CCE Regional Teams. I have enjoyed my tenure here and am grateful for having had the opportunity to work with you. I will be taking a position at South Dakota State University; however, I look forward to collaborating with my colleagues at Cornell University and CCE beyond that date.

Thanks again for everything. I wish you all the best.

Sincerely,

Ali Nafchi

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2016 FREIGHTLINER M2 106 VAN TRUCK; 350 HP Cummins ISL; Allison Auto. 3000HS Trans.; 28' Durabody Box w/Rollup Door; 14,600# F/A; 40K R/A; AirLiner Susp.; 271" WB; 206" CT; 29' Frame Behind Cab; 5.29 Ratio; Can Separate Box From Chassis; 246,668 Miles; Stk. # 6301 - **$38,500**

2013 KENWORTH T800; Cummins ISX 600 HP; 18-Spd. Manual; Double Frame; 244" WB; 20K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride Suspension; 3.73 Ratio; 2-Spd. Auxiliary Transmission; 164" CT; 17'6" Frame Behind Cab; 545,546 Miles; Stk. # 6321 - **$54,900**

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/Fruitland Pump; **WILL SELL JUST CHASSIS**; 326K Miles; Stk. #5963 - **$61,900**

2007 PETERBILT 357 CRANE TRUCK; 430 HP CAT C13; 8LL Manual Trans.; Double Frame; Terex BT4792 23.5 Ton/92' Reach Crane w/4-Outriggers; 36" Bunk; 18' Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 216" WB; 105,127 Miles; Stk. #6298 - **$71,900**

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.; ECM Shows 120,338 Miles; 11,704 Hours; Will Separate packer From Chassis; 20'6" Frame Behind Cab; 164" CT; 132,840 Miles; Stk. #6290 - **$49,900**

2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/4,226 Gallon Advance Steel Tank and Pump; 250" WB; 16K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride; 4.30 Ratio; We Will Separate the Tank from the Chassis; 21' Frame Behind Cab; 172" CT; 48,978 Miles; Stk. # 6354 - **$58,000**

2007 PETERBILT 357; 475 HP CAT C15; 18-Spd Manual; Clean Daycab w/Tulsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 224" WB; 496,503 Miles; Stk. #6241 - **$39,900**

2003 KENWORTH T800; 475 HP CAT C15 6NZ 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; Stk. #5925 - **$49,900**

2004 & 2003 PETERBILT 378 TRI-AXLE DUMP TRUCKS; 475 HP CAT C15 Single Turbo; 18-Spd. Manual; 20K F/A; 44K R/A; Air Trac Susp.; Double Frame; 21' Aluminum Box; Airlift Tag; 540,000 Miles; Stk. #6345/6346 - **CALL FOR PRICE**

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; Stk. #5902 - **$19,500**

2009 KENWORTH T800 FLATBED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Palfinger PK11001 Rear Mounted Knuckleboom; 42" Forks; 20K Front Axle; 44K Full Locking Rears on Neway Air Ride; 23' x 96" Aluminum Deck; 4.63 Ratio; 270" WB; 192" CT and 24' Frame Behind Cab; Flatbed & Knuckleboom Can Be Removed; 278,458 Miles; Stk. # 6308 - **$48,900**

2005 PETERBILT 357 6x6; Clean Double Frame 24'6" Flatbed Truck; CAT 350 HP; 8LL Trans.; 22K F/A; 46K Full Locking Rears; 425/65R22.5 Tires; Hendrickson Haulmaax Susp.; 5.65 Ratio; 288" WB; 218" CT; 30' Frame Behind Cab; Will Separate Bed From Chassis; 174,108 Miles; Stk. #5701 - **$49,900**

2005 KENWORTH T800 FLATBED; CAT 335 HP; Double Frame Flatbed Truck; 20K F/A; 44K Full Locking Rears; 21'6" x 96" Steel Deck; 5.29 ratio; 244" WB; Hendrickson Susp.; Flatbed Can Be Removed; 19' Frame Behind Cab; 162" CT; 12,584 Hours; 137,760 Miles; Stk. # 6323 - **$49,500**

2005 PETERBILT 357 CAB & CHASSIS; Cummins 370 HP; Engine Brakes; 8LL Manual Trans.; Quad-Axle w/Double Frame; 18K F/A; 44K Full Locking Rears; (2) 11K Steerable Lift Axles; Air Trac Susp.; 22' Frame Behind Cab; 212" CT; 302,500 Miles; Stk. #5831 - **$43,500**

2008 PETERBILT 367; Cummins ISX 485HP; Allison Auto. Trans.; Clean Single Frame Dump Truck w/15' Steel Body w/3' Sides and 1' Sideboards; Tarp; 14,300# F/A; 46K Locking Rears on Air Trac Susp.; 204" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,992 Miles; Stk. #6264 - **$52,900**

2008 PETERBILT 340 DUMP TRUCK; Paccar PX8 330 HP; 13-Spd. Manual; Double Frame; 19' Heated Steel Body; 20K Front Axle; 20K Lift; 46K Full Locking Rears; 246" WB; Tarp; 5.25 Ratio; Air-Trac Suspension; Hitch and Plumbed for Pup Trailer; 214,987 Miles; Stk. # 6342 - **$49,900**

2011 AUTOCAR ACX64 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' of Frame; 70,022 Miles; Stk. #6236 - **$29,900**

2006 MACK GRANITE CT713; Mack 370 HP; Engine Brake; Eaton Fuller 8LL Trans.; Hendrickson Rubber Block Susp.; 20K F/A; 46K Full Locking Rears; 20' Heated Steel Box; 500,000 Miles; Stk. #6343 - **$39,900**

2005 PETERBILT 357; CAT 305 HP; Allison Auto.; Clean Cab & Chassis; 20K F/A; 46K Rears on Haulmaax Susp.; 17' Frame Behind Cab; 140" CT; 216" WB; New Drive Tires; 129,217 Miles; Stk. #4894 - **$59,000**

2007 MACK CTP713 GRANITE FLATBED; Mack 370 HP; 10-Spd. Manual; 18K Front Axle; 46K Rears; Hitch; 18'6" x 102" Flatbed; 266" WB; Air Ride Suspension; We Will Separate the Deck from the Chassis; 19' Frame Behind Cab; 170" CT; 218,010 Miles; Stk. # 6352 - **$42,900**

2003 KENWORTH W900; 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; 156" CT; Muffler Takes Up 12" Behind Cab; Stk. #6016 - **$49,900**

2004 KENWORTH W900; 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; Haulmaax Susp.; 118,703 Miles; Stk. #6075 - **$29,900**

2001 INTERNATIONAL 5600i 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pitman Hydra-Lift HL1580 7-Ton/65' Crane; 4-Outriggers; 20'x8'6" Flatbed; 20K F/A; 46K R/A; Hendrickson HN Susp.; 244" WB; 184" CT; 25'3' Frame Behind Cab; 158,174 Miles; Stk. #6299 - **$49,900**

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>> UPCOMING EVENTS <<

Herd Health & Nutrition Virtual Conference - April 5 -6, 2021 Noon to 3:00pm each day. Presented by PRO-DAIRY and Northeast Agribusiness and Feed Alliance. $80 per person. Register online at: https://tinyurl.com/Herd-Health-Nutrition

Marketing Your Meat Products - April 7, 2021 from 7:00-8:00pm via Zoom. For those interested in learning more about marketing their farm products. Register at: https://tinyurl.com/Marketing-Meat-Products. Contact Nancy Glazier with questions or for more information, 585-315-7746 or email: nig3@cornell.edu

Milk Quality Online Course - April 30 - June 19, 2021. This seven week course will cover basic milk parlor and mastitis management principles lead by the Quality Milk Production Services. It is intended for dairy business on-farm personnel seeking to increase their knowledge of milk quality management. Cost: $265 per person. To learn more visit: https://tinyurl.com/Milk-Quality-Course

COVID-19 vaccines for farmworkers: Should I get it and what are the side effects?

The Cornell Farmworker Program and **Finger Lakes Community Health** recently co-sponsored two free webinars (one in English and another in Spanish) with **Dr. José Canario, and Ellen Hey, NP,** from the Finger Lakes Community Health Center. We invite you to watch this one-hour webinar that discusses the importance of getting the COVID-19 vaccine and its possible side effects.

Recordings of those webinars are available here: https://tinyurl.com/vaccines-for-farmworkers

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)

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