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

AG FOCUS

The Many Reasons to Celebrate Dairy this June

by Margaret Quaassdorff

In 1939, the purpose of June Dairy Month was to help distribute extra milk during the warmer months in the summer. Today, during the month of June, we celebrate dairy farmers who have dedicated their lives to feeding communities across our state, nation, and world. It is also a great time to reach out to our consumers, encourage them to include extra nutritious and delicious dairy products into their daily lives, and invite them to know our farms and become familiar with our families.

As we promote and enjoy the wonderful foods wholesomely produced by the dairy industry, we can also reflect on and share other great things that dairy does for the community. Dairy producers do much more than care for cows and nourish communities. They create solutions that make positive impacts on our environment and energy resources. Each year, Americans throw away approximately 40% of the food that we produce. In our region some grocery stores send unwanted, expired, and unpurchased food back to farms that house biodigesters. The food waste is added to the biodigester where it fuels the microbes within to produce gas that is converted into energy, and used to power the surrounding community.

Dairy producers are great recyclers. They use other food byproduct waste as healthy food sources for cows, who are the ultimate upcyclers. Due to the amazing abilities of the rumen, the cow is able to use different fiber and carbohydrate sources to power the microbes that feed her, and give her the nutrients required to produce milk.

Some of these by-products, that would otherwise be waste in a landfill, are:

- Fruit and vegetable scraps (cannery waste or from fresh produce grown for human consumption)
- Distillers grains (grain mixture resulting from the ethanol industry)
- Brewers grains (residual spent barley and cereal grains after the production of beer)
- Cottonseed (from cotton grown for clothing)
- Candy waste (leftovers or misprints)
- Molasses and beet pulp (from the sugar producing industries)
- Corn gluten feed (remaining portion of commercial shelled corn in the making of corn starch or syrup)
- Soy hulls (unused outer covering of the soybean)
- Wheat middlings (fine particles of bran, germ, and flour from commercial wheat milling)

(Continued on page 3)

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By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis.

**NEW* The NWNY Team Blog!*

Our goal for this blog is to share with farmers and allied industry professionals, technical and applicable resources regarding all aspects of dairy farming, livestock and small farms, field crops and soils, and topics related to farm business management and precision agriculture.

The blog will feature **Crop Alerts, Dairy Alerts, Bilingual (Spanish) Resources, Upcoming Events** and more from our team members. When new material is published, subscribers will receive an email notification.

You can visit the blog at: https://blogs.cornell.edu/nwny-dairy-livestock-field-crops/

The Many Reasons to Celebrate Dairy this June

(Continued from page 1)

- Bakery waste (stale bread and other pastry products from stores or bakeries)
- Liquid whey (by-product of cheese production)

Dairy producers are also innovative when it comes to recycling manure. Many farmers are able to spread manure produced by the cows on their fields to return nutrients to the soil, while decreasing the application rate of synthetic fertilizers. Manure may also be separated into its solid and liquid forms, where the liquid is used as fertilizer and the solids are dried and used as bedding for the cows.

Talk about sustainable! Let's raise a cone of your favorite flavor to the amazing dairy industry, as we celebrate June Dairy Month together. For resources to help you reach out to your community during June Dairy Month, please visit: https://www.discoverundeniablydairy.com/

Upcoming Webinars

June 14, 2021 - Noon (CST)
"Reimagining the future of dairy - Maintaining our social license by improving animal welfare"
Nina von Keyserlink, University of British Columbia
Sponsored by the Dairy Cattle Welfare Council
https://hoards.com/flex-309-Webinars.html

July 12, 2021 - Noon (CST)
Topic and Speaker to be Announced
For more information visit:
https://hoards.com/flex-309-Webinars.html

Inside This Issue

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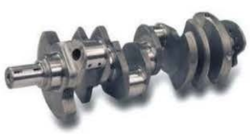

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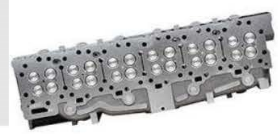

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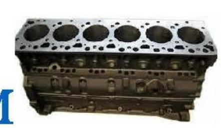

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What Are You Culturing? by Timothy X. Terry, Farm Strategic Planning Specialist, PRO-DAIRY

If I were to ask you the question above what would be your response? Would it be a scientific answer like, "*Staph* and *Strep* species"? If you had a value added enterprise would it be, *Lactobacillus acidophilus* (yogurt) or *Propionibacterium freudenrichii* (Swiss cheese)? "Snap Test." Or would it be just plain, "Huh?"?

However, the culture I'm talking about has little to do with microbiology but more with the day-to-day work environment your employees and/or other family members are experiencing. Culture is determined by the thoughts and behaviors that are encouraged or discouraged on a daily basis.

Heads-up: Reality Check ahead!

If you want to get a real sense of your operation's culture be prepared to ask yourself, your management team, and the rank-and-file some detailed questions. Be honest with yourself and be prepared for some honest answers from your staff, as well. Even if you struggle to answer the questions that in itself may be an answer -- granted, likely more in the negative than the affirmative.

Culture is determined by the thoughts and behaviors that are encouraged or discouraged on a daily basis.

The Questions:

When was the last time a team member changed your mind? In other words, do you fancy yourself as the "Great and Powerful Oz" or are you open to other ideas and opinions? Yes, sometimes it's hard to listen to other ideas, but this is also a chance to convey how you'd prefer to receive information and what you value.

Can you name someone you're proud of? What's your attitude regarding developing people and celebrating their successes? This communicates and reinforces the behaviors and skills you value.

Do you routinely call people during holidays and vacations? This is not the odd emergency fill-in call because someone is ill or has a family emergency, but do you believe in boundaries and protecting that time and space so they can enjoy a vacation, wedding, family reunion, etc.?

Can you describe a recent success or win? If not, it could mean you're not great about celebrating progress or personal achievements. This doesn't have to be a huge win, but it should be something within the last month or so. If you can't come up with an answer don't beat yourself up too much about it, but try to do better going forward. This may mean delegating the task to someone more in tune with these activities.

How did you handle the last disagreement or conflict on the team? Good teams will have conflict. Conflict is the crucible from which ideas are generated and paradigms are shifted. The key is to have the right tools to constructively navigate the conflict. If your answer is, "We don't have conflict," you're either living in denial, "Mr. Roger's Neighborhood", or prior opinions have been met with such disdain that your team now sits in silence. You need to be able to have those difficult conversations in a professional and productive manner.

How do you typically start meetings? (This might include one-on-one conversations, as well.) Do you jump right into the agenda or do you allow time for everyone to catch up with one another? This is how you build esprit de corps among the troops.

Who have you last promoted and why? Now I realize there are some 50-somethings out there who still occupy the same position on the family farm that they've had since high school. It's not unusual to have one senior family member calling all the shots (see the first question). In fact, I had one college roommate who was *not* going home to the family farm because, "change won't happen until we pry Grandpa's cold, dead fingers off the steering wheel of the farm." Like a championship sports club you need to build depth in your team. Ideally, you should be growing and developing personnel such that you work yourself out of a job (aka – retirement). Unfortunately, I have seen several otherwise good farms go under because the senior generation failed to coach and system-

(Continued on page 6)

What Are You Culturing?

(Continued from page 5)

atically convey responsibility and authority to the succeeding generation. When it came time to assume the mantle of leadership it fell on them like a ton of bricks.

> Like a championship sports club you need to build depth in your team. Ideally, you should be growing and developing personnel such that you work yourself out of a job (aka – retirement).

Who was the last person you recognized and how? This can be as simple as an "atta boy", positive email, award, or all out recognition in front of their peers. Your job as coach is to help people see the value of the contributions they are making. Indirectly, this may inspire others to greater performance when they see praise bestowed on their coworkers. Remember the Pygmalion and Galatea effects I wrote about a couple of years ago?

How do you focus on your own growth and development? Do you keep up with the latest trade journals? Do you attend webinars, listen to podcasts, or download training materials? If you don't develop yourself how can you develop your team?

In *The 7 Habits of Highly Effective People*, Steven Covey lists #7 as "Sharpen the Saw" which means, "*preserving and enhancing the greatest asset you have*–you. It means having a balanced program for self-renewal in the four areas of your life: physical, social/emotional, mental, and spiritual."

The Last Word

Culture is experienced at the individual and team levels. Don't shy away from these questions, but be brutally honest with yourself. You may want to ask them of any advisory committees or profit teams that work with you. Their answers may provide you with some unique and very useful insight.

Performance of Northwest NY Region Dairy Farm Business Summary Cooperators in 2020 - Results for April 10, 2021

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.

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.

Summary

- Milk receipts per hundredweight (cwt.) fell 3.1 percent to $18.92 per cwt. when compared to 2019.
- In 2020, an adjusted operating cost of producing a cwt. of milk equaled $15.32, almost unchanged relative to 2019.
- As of April 10, 2021, results indicate that Northwest New York region (NWNY) dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved greater levels of profit in 2020 compared to 2019 -- for example, in 2020, the rate of return on all assets without appreciation as a percent averaged 7.6 percent compared to 5 percent in 2019.

Introduction

The results reported here represent averages for the following.

- 38 NWNY dairy farms cooperating in 2019, data accessed June 23, 2020
- 30 NWNY dairy farms cooperating in 2020, data accessed April 10, 2021

Regarding the findings reported here please note the following.

- We expect cooperator numbers to approach 2019 levels over the next couple of months -- note the difference in data access dates above.
- The averages reported for 2020 and 2019 are not averages for the group of same farms that participated in the DFBS Program in both 2020 and 2019. However, the averages reported likely reflect a large number of farms participating in both 2020 and 2019.
- The DFBS Program uses a whole farm approach to calculate operating, purchased input and total costs of producing milk per cwt., subtracting accrual non milk operating receipts from accrual operating, purchased input, and total costs for the farm. 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

- The average number of cows per farm for 2020 to date is 1,245 compared to 1,062 in 2019.
- Worker equivalents per farm averaged 22.6 and 20.2 for 2020 and 2019, respectively.
- Tillable acres per farm totaled 2,100 in 2020 and about 1,900 in 2019.

Rates of Production

- Milk sold per cow averaged 26,149 in 2020 compared to 25,975 in 2019.
- Hay dry matter per acre was unchanged at 3.6 tons, while corn silage per acre was unchanged at about 19.2 tons.

Income Generation

- Gross milk sales per cow decreased from $5,072 in 2019 to $4,946 in 2020, a decrease of 2.5 percent.
- Gross milk sales per hundredweight (cwt.) fell from $19.53 to $18.92.

Cost Control

- Dairy feed and crop expense per cwt. of milk rose about 4.4 percent, averaging $6.87 in 2019 and $7.17 in 2020.
- In 2020, the operating cost of producing a cwt. of milk, adjusted for the amount of accrual government receipts, was $15.32, nearly unchanged from the 2019 value of $15.36.

(Continued on page 8)

Performance of Northwest NY Region Dairy Farm Business Summary Cooperators in 2020

(Continued from page 7)

Profitability

- Net farm income without appreciation per cwt. of milk averaged $3.93 in 2020 compared to $2.44 in 2019.
- Rate of return on equity capital without appreciation as a percent averaged 9.1 in 2020 compared to 5.1 percent in 2019.
- In 2020, the rate of return on all assets without appreciation as a percent was 7.6 percent compared to 5 percent in 2019.

Final Thoughts

Owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for the purpose of identifying strengths and weaknesses by comparing their results to results of other cooperators. DFBS results also provide farmers with a base for budgeting activities. If you are interested in realizing the benefits of DFBS participation and/or budgeting then please contact John Hanchar or Joan Petzen.

Beef From Dairy by Nancy Glazier

Agriculture has sure seen its ups and downs in the past 15 months with no exceptions to the dairy industry. As of writing this (5/10), Holstein bull calf prices are at high levels. Averages for statewide prices from the weekly cattle auction summary[1] for May 3 were listed at $1.54-1.78/lb for a well-muscled calf, depending on weight. At the risk of this being historical at reading, here are some of the factors impacting the situation. Comments below are from some of the market news reporters and others.

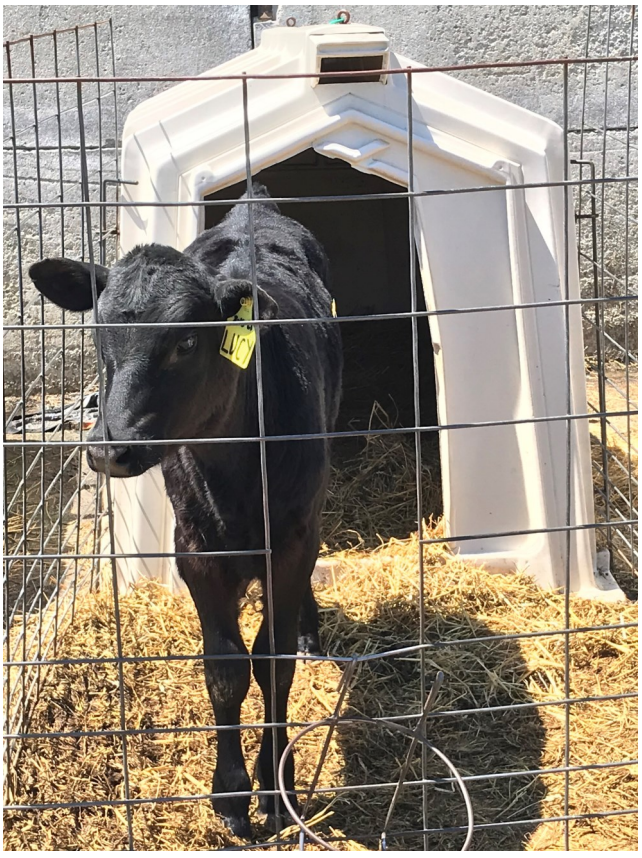
- Poor conception rates last summer? Seasonality has been suggested as a part of the reason.
- From a supply and demand perspective, low numbers of calves increased prices.
- Calves are being purchased directly from the dairy.
- Quality of available calves is high. Calves at the auctions are in great shape and are receiving these higher prices.
- Animal proteins are seeing high prices. Pork, lamb, poultry, and beef prices are high. Restaurants are reopening; people have found a new desire to cook at home and experiment with new cuts.

What is the impact of sexed semen? I just listened to Dr. Dan Schaefer, Emeritus, University of Wisconsin-Madison on the Hoard's Dairyman webinar for May. Title of the webinar was Capturing Full Value for Holstein and Crossbred Steers. Great, timely, information. Both beef and sexed semen use has been increasing for several years. Numbers from Dr. Bo Harstine, Select Sires, 2016 sales showed conventional dairy semen was 82.2%, sex-sorted 11.0%, with beef at 6.8%. In 2020 sales were conventional dairy at 64.8%, sex-sorted 19%, and beef 16.2%. Dr. Harstine predicts by 2025 each of these will be one-third.

Where are prices for Holstein-beef cross calves? Those calves averaged on the May 3 summary $2.61-2.75/lb, depending on weight. Some have brought over $3.00/lb. Dr. Schaefer stated the crossbred calf market is still growing. Ideally, these F1 crosses need to meet CAB (Certified Angus Beef) standards: muscling, marbling, and hide color at under 30 months of age.

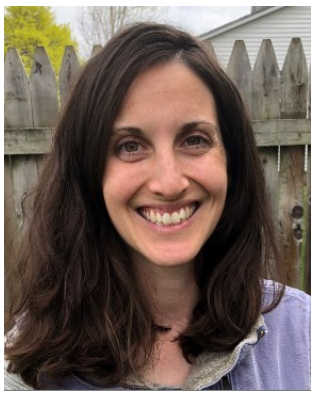
Sire selection is critical for a quality calf. Angus, Simmental, or SimAngus are breed choices. Moderate frame (5-5.5) bulls are essential for use on Holstein. The beef bull needs to moderate the growth potential of the Holstein. Choose EPDs for Ribeye area and marbling in top 20% of the breed, along with the top 50% calving ease direct. Jersey cows will need larger frame (6-6.5) bulls with the same criteria as above for marbling, muscling, and calving ease direct.

Some of Dr. Schaefer's closing comments included recommending dairies make sure all calves receive colostrum. Sell crosses as baby calves with the current high corn price. The market for Holstein bull calves will persist, as long as there are packers with a market. Consistency is there in Holstein steers, but needs to be a goal for cross calves. AI studs are working to find the complementary genetics. Auction market prices as reported by NY Market Reporters can be found here: https://tinyurl.com/USDA-Cattle-Auctions



A Holstein Angus cross Heifer calf in a calf hutch.
Photo by: N. Glazier / CCE NWNY Team

The NWNY Team Welcomes a New Specialist to the Team



Kaitlyn Lutz, DVM

On behalf of Director Watkins, we are pleased to announce the appointment of Kaitlyn Lutz, DVM, to the position of Dairy Management Specialist on the CCE NWNY Dairy, Livestock and Field Crops team. Kaitlyn is a native of South East Pennsylvania. She earned a bachelor's degree in Animal Science from University of Delaware in 2007 and a veterinary degree from University of Pennsylvania in 2011. Kaitlyn then went to Colorado State where she completed an internship in Livestock medicine and surgery. She returned to University of Pennsylvania where she completed a residency in Food Animal medicine, spending much of her time teaching veterinary students on-farm.

Kaitlyn then spent 4 years working internationally as a dairy practitioner in New Zealand, Turkey and Uruguay, focusing on large herd management and employee training. In 2018 Kaitlyn returned to the States and has been working in private dairy practice in Geneva. Kaitlyn is passionate about the health and welfare of dairy cattle and the people who work with them and believes that education and communication make all of the difference! Kaitlyn lives in Geneva with her family and thoroughly enjoys all things outdoors. She is very excited to join the incredible CCE team! Kaitlyn will be starting in her role September 1.

Tennessee by Jodi Putman

It's June and some of you may be asking yourselves what Tennessee has to do with field crops? Apart from knowing that their crops are up and out of the ground and that the majority of the busy season has passed down there, nothing!

Photo by: Jenna Letham Photography

It is with a heavy heart I would like to inform you that I will be leaving my field crops position with the NWNY Team on June 1, 2021 and will be joining the AMES AgResearch and Education Center located near Memphis, Tennessee as the Assistant Director. The 18,400 acre land base provides resources and research opportunities in the fields of agronomy, beef cattle, forestry, wildlife, entomology, history and archaeology.

My passion for scientific research and the ability to share that knowledge with others has led me to pursue a leadership role with a goal to diversify my agricultural experiences and an opportunity to contribute to science.

I would like to thank you for your support over the years. This has been the most rewarding job. The existing projects I have are being handed over to Mike Stanyard until my successor is found.

Please give me a call if you have any questions and feel free to keep in touch. I will forward my new contact information once I am settled.

I have learned and gained a lot from you. Thank you for everything and best wishes.

June's Most Unwanted Field Crop Pests by Mike Stanyard

Even though our growing season has been behind this spring, rest assured the pests that like to eat them will be here in June! Here are the top six to look for in corn, alfalfa and soybean.

Black Cutworm (BCW)

This moth usually is the first uninvited guest of the season. Pheromone traps have not been catching many moths so far as of mid-May but I'm sure they are coming. There are plenty of cover crops and grassy areas to lay eggs so be on the watch in early June for BCW larvae activity in corn fields. Tune into our team blog for weekly pheromone trap updates.

Walk the rows looking for cut, wilting, or missing plants. If you find an injured plant, dig in the soil around the base. BCW are nocturnal and will hide under the soil during the day. If 5% or more of the plants in the cornfield are cut or injured, an insecticide spray is warranted. You can view our video on how to scout for BCW on our YouTube page at www.youtube.com/user/CCENWNY.

Common Armyworm (CAW)

Like BCW, there have been very few CAW caught in our region as of mid-May. Armyworm infestations can be found each year in barley, rye and wheat. They also can cause problems in grass fields, pastures, mixed grass/alfalfa seedlings and corn. Remember to look for the blackbirds to help you find where the CAW are feeding in small grains.

With the increase in the use of cover crops, we have the potential to see more larvae injury in corn. CAW larvae feed from the outside edge of the leaf towards the midrib. Leaves look very ragged. Larvae feed at night and hide in the corn whorls during the day. Penn State recommends "Control efforts are usually not economical unless ten percent or more of the plants are infested." See their factsheet for more information https://tinyurl.com/psu-armyworm.

Alfalfa Weevil

The adult weevils do overwinter here in NY and are usually a potential problem in first cut alfalfa. Weevils have been easy to find but damage has not been economic so far. Hopefully, we can get first cut in the bunk with no problems. Do not forget about second cut regrowth. If we have lots of small larvae emerged at first cutting, they can eat regrowth as fast as it emerges. If 50% of regrowth shows feeding injury, spraying is justified. Here is another video available on our team YouTube page showing how to assess and scout for weevil larvae injury.

Potato Leafhopper (PLH)

Since PLH fly in each year from the south it is hard to predict their arrival. There are no pheromone traps to monitor them. I have seen leafhoppers as early as May 6th and as late as June 7th. As of May 18, no PLH have been found in NY. Second cut regrowth and new seedings are the most vulnerable. PLH feed by piercing and sucking the plant sap from the plant. The resulting hopper burn (yellow leaves) and stunting means that we missed our opportunity for timely management.

PLH management is based on plant height and leafhoppers per sweep. Cornell recommends taking five sets of sweeps with a sweep net (10 sweeps per set) per field and calculating a PLH (adults & nymphs, see picture) per sweep for each set.

Plant Height	PLH per Sweep
< 3 in.	0.2
3 to 7 in.	0.5
8 to 10 in.	1.0
11 to 14 in.	2.0
15+ in.	> 2.0

Soybean Aphids

We are still not sure what soybean aphids are going to do yet. They have not been an issue the last couple of seasons. In most years I observe the first winged females flying to soybeans during the first week of June. A high percentage of our soybeans are being treated with a systemic insecticide seed treatment which will reduce the success of this initial flight.

(Continued on page 12)

June's Most Unwanted Field Crop Pests

(Continued from page 11)

This seed treatment will not be effective against later summer flights. Always look at the newest growth for the first colonies. Hopefully, natural enemies like lady beetles can take over and keep aphid populations in check. If not, foliar insecticide applications are very effective. The unpredictability of this insect makes scouting your beans even more important! Remember: treatment threshold is 250 aphids per plant. Here is another video available on our team YouTube page showing how to scout for early soybean aphids.

Slugs

There are three species found in our soybeans but the most common is the gray garden slug. This species overwinters in the egg stage and hatches in the spring right when young seedlings are emerging. The young slugs feed on the leaf tissue.

They hide where it is moist and cool during the day and will come out in the evening to feed. Their slime trails are a sure sign that they are present. Even a little bit of tillage seems to be enough to disturb their feeding. Many farms are running over their fields lightly with one of the vertical tillage implements and getting good results. Pelletized slug baits containing metaldehyde (Deadline® M-P™) can be very effective at reducing slug populations quickly but they do not last very long in the field, are pricey, and difficult to apply.

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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

The Dairy Advancement Program

Meet the Challenges of Today's Marketplace

The Dairy Advancement Program (DAP) (previously known as the Dairy Acceleration Program) was expanded to provide more opportunities for New York farmers. With funding for 2021 included in the New York State (NYS) Budget, farmers can address business needs necessary to meet the challenges of today's marketplace and to better position themselves for long-term success.

DAP is funded through the NYS Department of Agriculture and Markets and the NYS Department of Environmental Conservation's Environmental Protection Fund. The program is coordinated through Cornell PRO-DAIRY and delivered to farms in partnership with Cornell Cooperative Extension and agri-service professionals.

Farm Eligibility

- Located in New York State.
- Apply and be approved.
- Dairy cattle farm shipping milk.
- Complete financial records to qualify for business planning or operational planning funds.
- Current Comprehensive Nutrient Management Plan (CNMP) if applying for funds to design Best Management Practices (BMPs).

Project Eligibility

Planning for long-term viability - preference for small to mid-size farms

- **Recordkeeping systems -**up to $2,500 for implementation and support of a new, or significant update to an existing, recordkeeping system.
- **Operational planning -** up to $2,500 for a farm's first year of budgeting and planning with an operational focus to assist with analyzing costs and opportunities for improvement of current operations.
- **New Business planning -** up to $5,000 for a farm to develop a business plan which may include, but is not limited to business planning, transition analysis, facility planning and farmstead layout planning.
- **Continued business planning** – up to $2,500 for continuation of business planning for a farm previously awarded business planning funds
- **Advisory teams** - up to $3,000 for a facilitated team of advisors to meet regularly at a farm throughout the year to assist them to identify solutions and recommend a plan for implementation for improvement of specific aspects of dairy business performance.

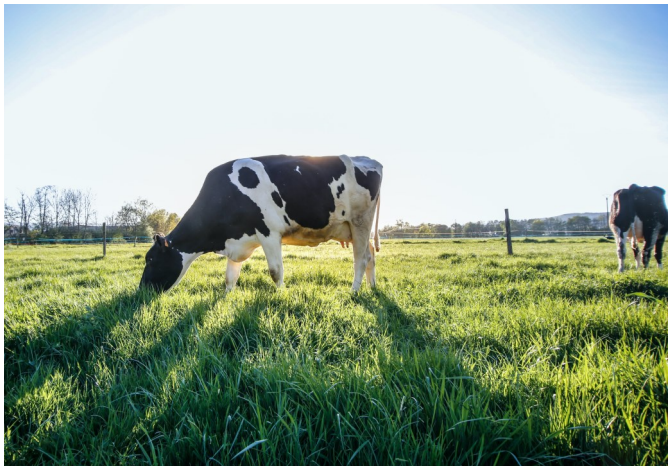
Environmental Planning

- CNMP (Certified Nutrient Management Plan) updates by an AEM Certified Planner for farms with fewer than 300 mature cows.
- New CNMPs by an AEM Certified Planner for farms with fewer than 300 mature cows.
- Design by an engineer of best management practices (BMPs) identified in the farm CNMP, including the construction inspection and as built certification for that practice. (see FAQ page for a list of eligible BMPs) for farms with fewer than 700 mature cows.

Program Funding

The Dairy Advancement Program funds 80 percent of the cost of the project (up to established limits) and the participating farmer pays the remaining 20 percent of the project cost directly to the provider of the service. If total project cost exceeds the amount of awarded funds, the farmer is additionally responsible for covering the balance of the project cost. Awarded funds are disbursed through Cornell University upon receipt of invoice and completed project delivery form. The program ends when funds are depleted or no longer available. Projects are expected to move forward in a consistent manner or farms risk forfeiting the award.

Source: https://cals.cornell.edu/pro-dairy



Cornell Cooperative Extension
Livestock Program Work Team

May 10, 2021

New Report Summarizes NYS Meat Processor Needs and Perspectives

Building a resilient local food system requires sufficient meat processing capacity. The COVID pandemic revealed that NYS did not have the ability to absorb shocks, including increased consumer meat demand, leaving farmers and consumers frustrated and meat processors overwhelmed.

In Fall 2020, a team of Cornell Cooperative Extension educators, Cornell Animal Science Dept faculty, and Cornell Small Farms program staff embarked on an effort to interview all 300 meat processing facilities that provide services to farmers in NYS. The team sought to gain an understanding of these businesses' interest in expanding or upgrading to a higher level of inspection, barriers to sustainability and growth, and what types of support they needed.

The results and conclusions of these interviews are now available to read and download at https://tinyurl.com/jy6ew6ez.
A longer version with complete literature review and more in-depth statistical analysis will be available at the same link by May 31, 2021.

The team concluded that there is no single, easy solution to the meat processing bottleneck, but there are several areas where investment is needed and would ease the situation for farmers and processors. Availability of grant funding for capacity expansion of all 3 types of meat processing facilities would help. While some new facilities are needed, investing first in expansion of existing facilities will accomplish more with fewer resources. Additionally, funding for full-time staff positions to provide technical support and succession planning to meat processors, as well as meat cutting training and food safety assistance, would provide some relief. There is enormous need for leadership and expertise in this area but currently almost no staff is funded to provide this support. Additional areas of need are outlined in the white paper.

Building a collaborative network of experts and resources to foster the success of livestock farms across NYS.

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2013 PETERBILT 348 VACUUM TRUCK; Paccar PX8 350 HP; 10-Spd. Manual; Clean, Double Frame w/2,940 Gallon Tank; Air-Trac Suspension; 20K Front Axle; 46K Full Locking Rears; 4.30 Ratio; 256" WB; Vacuum System Can Be Removed. 2076" Frame Behind Cab; 186" CT; 97,334 Miles; Stk. # 6325 - $46,900

2009 WESTERN STAR 4900; Detroit Diesel 490 HP; Jakes; Allison 4500 Auto. Trans. w/PTO; Double Frame Cab & Chassis; 20K F/A; 69K Triple Locking Rears; Newav Air Ride; 312" WB; 368" Bridge measurement; 31' Frame Behind Cab; 61,745 Miles; Stk. # 6353 - $59,900

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; 176" 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

2012 MACK GU813; Mack MP7 395 HP; 13-Spd.; Double Frame Flatbed w/Hab 2868P Hi Pro Knuckleboom Crane w/Remote; 24' Steel Deck; 20K Front Axle; 44K Rears on Camelback Susp.; 20K Rear Mounted Lift Axle; 246" WB; Crane Can Be Removed; 28' Frame Behind Cab; 200" CT; 387,637 Miles; Stk. # 6388 - CALL

2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/9,226 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 Newav Air Ride; 23' x 96" Aluminum Deck; 4.63 Ratio; 270" WB; 192" CT and 28' Frame Behind Cab; Flatbed & Knuckleboom Can Be Removed; 278,458 Miles; Stk. # 6308 - $48,900

2005 PETERBILT 357 6x6; Clean Double Frame 318" Flatbed Truck; CAT 350 HP; 8LL Trans.; 23K F/A; 46K Full Locking Rears; 425/65R22.5 Tires; Hendrickson Haulmaax Susp.; 5.65 Ratio; 288" WB; 216" CT; 30" Frame Behind Cab; Will Separate Bed from Chassis; 174,181 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. # 6331 - $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 - $62,900

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

2007 MACK CTP713; 370 HP Mack MP7; Clean, Low Hour Double Framed Feed Mixer Truck w/Supreme Int'l, Inc. 1400T Feed Mixer; Digi-Star EZ3400 Scale System; Allison Auto. Trans.; 20K F/A; 46,400# R/A; Camelback Susp.; 264" WB; 198" CT; 24'6" frame; 79,280 Miles; Stk. #6363 - $104,900

2010 WESTERN STAR 4900FA; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/3,550 Gal. Hannay Steel Tank & Pump; 245" WB; 14,700# Front Axle; 44K Full Locking Rears on AirLiner Susp.; 3.90 Ratio; We Will Separate Tank from the Chassis; 20' Frame Behind Muffler; 158" CT; 223,505 Miles; Stk. # 6384 - $53,900

2007 MACK CTP713; Mack MP7 370 HP; 10-Spd.; Clean Cab & Chassis; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 270" WB; 172" CT; 21' Frame Behind Cab; 118,186 Miles; Stk. # 6369 - $47,250

2012 KENWORTH T400 FEED MIXER; 330 HP Paccar PX-8; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Kuhn Knight Profeed 7011D Feed Mixer; Digi-Star EZ3600 Scale System; 18K F/A; 46K Locking Rears; Hendrickson HN Susp.; 244" WB; 176" CT; 23'3" Frame; 7.17 Ratio; 59,926 Miles; Stk. # 6364 - $78,900

2006 WESTERN STAR 4900 TANDEM TRI-DRIVE CRANE; 550 HP CAT C15; Double Frame; Tri-Drive; Twin Steer Truck w/Terex Stinger TM7571 Crane w/House; 37.5 Ton Capacity; 71' Reach; 36" Bunk; (4) Stabilizers; 36K F/A; 57K Triple Locking Rears; Fifth Wheel; 408" Bridge Measurement; 4.56 Ratio; 32.5 Ton Lift Block; 221,495 Miles; Stk. #6361 - $72,900

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; 1.50" 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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Fun Dairy Facts

- The first cow in America arrived in the Jamestown colony in 1611. Until the 1850s, nearly every family had its own cow.
- Cows drink about 35 gallons of water a day – about the same amount as a bathtub full of water.
- Before milking machines were invented in 1894, farmers could only milk about 6 cows per hour.
- It takes less than 5 minutes to milk a cow using a milking machine.

- It takes 3 gallons of milk to make one gallon of ice cream.
- Vanilla is America's favorite ice cream flavor.
- About 9% of all milk produced in the U.S. is used to make ice cream.
- 87% of Americans have ice cream in their freezer at any give time.

- About 300 varieties of cheese are sold in the United States.
- It takes 10 pounds of milk to make one pound of cheese.
- The most popular cheese in America is Cheddar.
- The subtle yellow color in butter and cheese comes from the beta-carotene in the grass cows eat.

- The first regular shipment of milk by railroad was between Orange County, N.Y., and New York City and began in 1841.
- U.S. dairy farms produce roughly 21 billion gallons of milk annually.
- About 72% of the calcium in the U.S. food supply come from dairy foods.
- To get the amount of calcium in an 8-ounce glass of milk, you'd have to eat seven oranges or six slices of wheat bread.