

AG FOCUS



Fall Crop Topics by Mike Stanyard

NY Corn and Soybean Record High, USDA Reports

The USDA-NASS has released the crop production forecast for September, according to Donnie Fike, state statistician of the USDA's National Agricultural Statistics Service (NASS), New York Field Office. The latest survey, which was conducted during the last week of August and the first week of September, forecasts record high yields for New York corn and soybeans.

Corn production is forecast at 83.5 million bushels, up 4% from 2020. Based on conditions as of September 1, **yields are forecast to average a record high 167.0 bushels per acre**, up 10 bushels from the 2020 average. Area harvested for grain is forecast at 500 thousand acres, down 10 thousand acres from 2020.

Soybean production is forecast at 17.0 million bushels, up 7% from 2020. Based on September 1 conditions, **yield is forecast to average a record high 53.0 bushels per acre**, up two bushels from last year. Area for harvest is forecast at 320 thousand acres, up 8 thousand acres from 2020.

U.S. corn production is forecast at almost 15 billion bushels, up 5.7 percent from last year. Based on conditions as of September 1, yields are expected to average 176.3 bushels per acre, up 4.3 bushels from 2020. Area harvested for grain is forecast at 85 million acres. U.S. soybean production is forecast at 4.37 billion bushels with yields expected to average 50.6 bushels per acre (Source: USDA, NASS, Northeastern Regional Field Office).

Fall Wheat Herbicide Opportunities

I have been seeing a bunch of marestail in soybean fields. The seed has been blowing and dispersing with the wind and could be ending up in your wheat field. Marestail can act like a winter annual and germinate this fall right along with the wheat. This gives it a big head start in the spring and it gets tougher to control the bigger it gets. If there is an opportunity to spray for weeds this fall, and you have lots of marestail in your



wheat, it may be worth it. Who knows what the spring weather will be like next year.

Our traditional winter annual weeds: chickweed, mustards, purple dead nettle and even wild garlic and corn chamomile have been controlled by Harmony Xtra. However, our marestail population is resistant to ALS chemistry herbicides. This means that Harmony Xtra will not be effective. So, what can we use to take marestail out of the wheat?

Many states are recommending mixtures of Huskie or dicamba (2 - 4 oz.) with Harmony Xtra. This allows for full spectrum broadleaf control. I have been asked about the use of 2,4-D or dicamba on emerged wheat in the fall. I know that Dr. Mark Loux at Ohio State discourages application of 2,4-D to emerged wheat in the fall due to the risk of injury and yield reduction but found that fall applications of dicamba did not cause injury or yield loss in their research trials. I know of a couple of growers who are very happy with their fall Huskie application.

Estimating Corn Grain Yields

There is some fantastic looking corn in NWNY and hopefully record grain yields. Here's how to do some rough estimates.

(Continued on page 4)

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Remember To Check Out 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/>

Upcoming Webinars

October 11, 2021 - Noon (CST)

“Ventilating dairy barns”

Nigel Cook, University of Wisconsin-Madison

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

October 18, 2021 - Noon (ET)

Dairy Workforce Focus: Back to Basics with
Communication and Teamwork

Dr. Lisa Holden, Penn State Extension

<https://extension.psu.edu/dairy-workforce-focus-back-to-basics-with-communication-and-teamwork>

November 8, 2021 - Noon (CST)

“A forage and feed outlook”

Mike Hutjens, University of Illinois, and

Mike Rankin, *Hay & Forage Grower*

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

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Fall Crop Topics

(Continued from page 1)

1. Count the number of harvestable ears in a length of row equal to $1/1000^{\text{th}}$ of an acre. For 30-inch rows, this would be 17 ft. 5 in.
2. Then, on every 5th ear, count the number of kernel rows and number of kernels per row and determine the average. Do not include kernels that are less than half the size of normal sized kernels.
3. Yield (bu/ac) = (# of ears) x (avg. # rows) x (avg. # kernels) divided by 90. The value of 90 represents an average of 90,000 kernels in a 56 lb. bushel of corn. This number can be increased to 95 in years of smaller kernels or decreased to 85 in good years with larger kernels.
4. **Example: (24 ears) x (18 rows) x (30 kernels/row) / 90 = 144 bushels/acre**
5. Repeat this procedure in a couple of areas within the same field for better accuracy. This is truly an “estimate” and many references state that there can be a plus or minus 30 bushels from actual yields.

Soybean Harvest Aids

There are some woolly soybean fields that just didn't get the weeds controlled in a timely manner. There have also been questions about herbicide recommendations to help dry down weedy soybeans to get wheat planted earlier. There are a couple products we can apply as harvest aids (Glyphosate, Gramoxone, Sharpen, Aim and Clarity) but it is usually only for weed control, not speed up plant maturation. We can kill the soybean plants earlier but many of the herbicide label restrictions do not allow application until plants are fully mature. In a recent post, Mark Loux from Ohio State points out that systemic herbicides such as Glyphosate and Dicamba would be more effective options in low volume applications. See this piece out of the Weed Control Guide for Ohio, Indiana and Illinois for preharvest product specifics, <https://tinyurl.com/Ohio-Harvest-Aid>. As an example: Gramoxone can't be applied until 65% of the pods are brown or seed moisture is less than 30%. It also has a 15 day preharvest interval.

Making Sure Grain Bins Are Ready for Harvest

Inspection is the key first step in preventing pest infesta-

tions. Take a tour around the outside of the bin. Check for loose bolts and cracks around the base. Look for signs of rodents and woodchuck holes under the bin. Make sure there are no bird nests in the vents and nearby augers. Get inside that bin and inspect for possible openings (light coming in where it shouldn't). Are there areas where moldy grain is stuck to the side of the bin? Go inside your empty bin after a rainstorm. Is there any water on the bin floor from a leaky vent? Are there any low spots in the floor where a support has fallen?

After inspecting the structure, sanitation is crucial! Eliminate any weeds growing within 30 feet of the bin. Insects can feed on weed seeds too! Clean up any spilled corn or soybeans around the bin, fan, and augers. This provides a refuge for insects that can eventually move into a clean bin.

Clean up all remaining grain on the floor of the bin. Take a long-handled broom and remove any grain stuck to the walls, around the door, supports, and in the fan opening. If there are a lot of fines remaining on the floor, clean up with a shop vacuum. Many fines accumulate in the space below the floor. Removing the floor and cleaning these out is not something you want to do every year! If you are continually having insect problems, seriously think about it.

We are very limited when it comes to empty bin insecticide treatments. **Tempo SC Ultra and Storcide II** (see label for application restrictions) are both labeled. **Diatomaceous earth** (Dryacide) is a non-insecticidal silica sand that can be applied as a dust in the bin and below the floor.



On a Farm Near You, Valley View Devons by Nancy Glazier

The pandemic has limited the number of events for all of us. I held a pasture walk in September at Valley View Devons in Livingston County, my first farm event since February 2020! We had a great turnout and great discussion and networking.

Phil Race and Sharon Pierce have been raising Devon cattle for about 8 years. They spent considerable time researching cattle breeds, grazing systems, water, fence, and handling systems, and attended workshops and joined a discussion group to learn and meet other producers. They settled on Devon cattle as they were looking for a docile breed. They purchased cattle from Adventureland Farm in Seneca County whose focus is grass based genetics.

Phil has owned the farm for 35 years or so but had leased the land to crop farmers. The top portion of the farm is on a long slope and had nearly annual erosion problems. Calculations determined the potential of 4 tons of soil loss per year with row crop plantings. Their focus now is to keep the 30 acres of tillable land seeded to permanent pasture, mixes of grasses and legumes. Prior to seeding soil test results recommended 5 tons/acre of lime, utilizing calcium lime since magnesium levels were high.

Phil installed the fence himself with cost share support from NRCS. He attended an industry fence school to learn how to build fences. As with any new project there was a bit of trial and error. A watering system was also installed with frost-free hydrants to allow winter usage. He has used some paddocks as outwintering sacrifice areas with the intent of spring renovation. He uses light tillage then reseeds. He has begun to grow his own grass hay so he can reduce weed seeds from getting baled in the hay. Any purchased hay gets fed in sacrifice areas outside the grazing system.

Pigs have been added to the farm in the past few years. They settled on Large Black as their breed of choice. They farrow to finish with a breeding pair, moving the sow and pigs to pasture at about 120 lbs. Part of the woods is fenced to allow for access to shade, and later nuts. This year they are finishing three pigs so are running them on



Phil Race (on the right) explaining farm practices to the group on September 9, 2021. Photo by: N. Glazier / CCE NWNy Team

pasture only. They also have a few chickens for eggs.

As they continue to build their soil health and improve organic matter, Phil and Sharon feel the farm is understocked. Organic matter was at 2% prior to pasture with most recent test results reporting 5%. They currently have 12 cows with 15 youngstock.

Their marketing has been targeted through freezer trade. This outlet allows them to utilize custom exempt processors. They started selling to friends and family and now have more customers than supply.

A new enterprise to the farm will be a very small cabin to accommodate overnight guests. They are located very close to Letchworth State Park and are hoping that will attract some park visitors.

One of the most valuable pieces of in-person meetings is the networking. Whether it is over lunch, before or after the event, this is sometimes as important as the event. If you have suggestions for winter workshops or would like to host an event at your farm let me know. 585-315-7746 or nig3@cornell.edu



www.cals.cornell.edu/pro-dairy/
events-programs/regional-programs

Cornell Cooperative Extension Transition Cow Tuesdays

Transition Cow Management Webinar Series

Tuesdays from Nov. 2 to Dec. 14, 2021
12:30-1:00pm

These webinars are short and to the point, just 30 minutes. Grab your lunch and join us.

Have you...

...been working with the farm transition cow program but want to know more about the how, what and why?

...wanted to improve the transition cow performance of your herd but need to know where to start?

...wanted to increase the skills you bring to the farm or your farm employer?

...been wondering where you'll find the time to attend a course or workshop?

If so, this webinar series is designed for you.

Dates and Topic

Nov 2 - Transition Cow Nutrition

This session discusses why the transition diet has a tremendous impact on cow health and milk production, and how to ensure adequate nutrition is supplied at each phase of transition.

Nov 9 - Feeding the Transition Cow

The mechanics of providing feed in conjunction with transition cow behavior is a crucial aspect in providing adequate nutrition. We'll discuss factors in feeding management during this session.

Nov 16 - Selective Dry Cow Therapy

Learn how dry cow therapy impacts transition cow management. We will discuss the basics of selective dry cow therapy.

Nov 23 - Facility Considerations

Housing can make or break a cow's transition period and her next lactation. Both her physical and behavioral needs will be discussed.

Nov 30 - Calving

Parturition is critical step in transition. This session will discuss the basics of cow behavior, calving assistance, and physiology.

Dec 7 - Post Calving Monitoring

This session will outline the steps for monitoring cow health post calving.

Dec 14 - Evaluating Transition Management This session will cover Dairy Comp items to track and measure success of the transition program.

This program is available at no cost, thanks to the generous support of our industry sponsors. Preregistration is required.



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Presenters:

Tom Overton, PhD, Professor of Dairy Management, Chair of the Department of Animal Science at Cornell University

Daryl Nydam, DVM, Faculty Director, Atkinson Center for Sustainability, Dept of Population Medicine and Diagnostic Sciences, Cornell College of Veterinary Medicine

Rob Lynch, DVM, Cornell PRODAIRY Program

Judy Moody, Agricultural Resource Management Specialist, Dairy One

Margaret Quaassdorff, CCE NWNYS, Regional Dairy Specialist

David Balbian, CCE CNY Regional Dairy Specialist

Lindsay Ferlito, CCE NNY Regional Dairy Specialist

Casey Havekes, CCE NNY Regional Dairy Specialist

Betsy Hicks, CCE SCNY Regional Dairy Specialist

Register once for access to all webinars.

REGISTER

Register online at:

<https://cals.cornell.edu/transition-cow-tuesdays-webinar-series>

Looking Forward to Connecting

by Kaitlyn Lutz



Well, Fall is underway here in Western NY. The nights are getting cooler, and bunkers, bags and towers are filling up! I hope all the predictions for high yields are coming to fruition for your farm and I wish you all a safe and successful harvest.

As for me, I just started my new position here as the Bilingual Dairy Management Specialist with the NWNY team on September 1st. I had the pleasure of working with Libby Eiholzer on a few occasions and therefore know that I have big shoes to fill! I've heard from various farms about the ways in which Libby was an asset to their operation and I certainly plan to continue filling these needs.

I come to the team with a different background than Libby, but ultimately with the same goal of helping farms and their employees thrive. To be completely transparent, I grew up working on horse farms dreaming of being a horse vet. I quickly changed my mind after going to my first dairy farm at the age of 19 to help with some hoof trimming/lameness research. I still remember the farm, owned by the Frey family in Lancaster County, PA. The

complexity of the dairy business, the generational knowledge and the amazing animals themselves really captivated me.

So, for the past 10 years I have been working as a live-stock veterinarian, with my focus being on dairy. Over that time, it became clear to me that the most important part of my job was not to cut a DA, it was to learn to communicate well with my clients and their employees. It was only then, through understanding the farms' underlying motivations and goals, that we could make real progress.

So, what are my goals and motivations? In short, my goal in my new role is to improve the lives of our dairy cattle and dairy employees through education. I am excited to work with all of the dairy farm shareholders to accomplish this. My motivation is selfish: to feel good about my contribution to a community of hard-working people and animals (while speaking lots of Spanish).

I am ready to dive in- reach out any time by phone or email at: (585) 689-3114 or kal263@cornell.edu. Looking forward to meeting many of you in the near future! ¡Hasta la proxima!

THE ASIAN LONGHORNED TICK

How to protect your livestock and farm

ASIAN LONGHORNED TICK QUICK FACTS

- An invasive species detected in the U.S. in 2017
- Most active April-October
- Activity level peaks in August
- Live in grassy areas near forests & meadows
- Can reproduce without mating



An adult female Asian longhorned tick (left) and a nymph (right)



An Asian longhorned tick infestation on the udder of a cow

DANGERS OF ASIAN LONGHORNED TICKS

- > In their native areas, Asian longhorned ticks can spread different bacteria and viruses that **can make humans and animals sick.**
- > **Quick population growth and a higher chance of infestations.**
- > In very bad infestation cases, they have caused blood loss in cattle, which led to **reduced productivity, growth, and sometimes death of the animal.**



An Asian longhorned tick infestation on the backside of a cow

TIP!
Consult a veterinarian for information on anti-tick medication.

REMEMBER!
Follow all milk & meat regulations associated with drug use.

TIP!
Organic producers must check with their certifier before using any anti-tick products.

HOW TO PROTECT YOUR FARM FROM TICKS

1. Avoid overgrowth of the pasture
2. Prevent deer from entering or getting near the farm. Many types of ticks regularly attach to deer.
3. Consider using acaricides and other anti-tick products.
4. Regularly check livestock for ticks



Scan the QR code for specific options that are safe for cattle.



Protect you and your livestock from the Asian Longhorned Tick!

The Asian longhorned tick is an invasive tick to the United States. This tick has quick population growth and can cause infestations that damage livestock and the health of farm owners and workers.

The Northeastern Vector Borne Disease Center (of Excellence) has published two Asian Longhorned Tick fact sheet/infographics in English and Spanish.

To learn more about the Asian Longhorned Tick and how to protect your livestock and farm visit:

English Factsheet: <https://tinyurl.com/Asian-Longhorned-Tick-English>

Spanish Factsheet: <https://tinyurl.com/Asian-Longhorned-Tick-Spanish>



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Fall Lameness: The Ghost of Summer Heat Stress

by Margaret Quaassdorff

Is your herd haunted by seasonal fall lameness? We typically see an increase in lameness prevalence that peaks about two and a half months after the hottest weeks in the summer. Usually this lameness is non-infectious, and the causes are related to inadequate heat stress management.

When cows are heat stressed, they tend to stand an additional three hours per day which tends to take away from their time budget for resting. There are a number of reasons for a cow's choice to stand. It is thought that the standing position allows for more effective panting based on the anatomy of the cow. The extra time standing also allows the cow to dissipate more heat from around her body, but it often leads to damage to the hooves which reveals itself as claw horn lesions in the early fall months. This seasonal lameness is exacerbated in herds that lack in the area of cow comfort. Cows are not encouraged to lie down if stalls are too small or lack comfortable dry bedding, and it can be especially difficult to find any stall to rest in if a pen is overcrowded.

Another contributing factor to fall lameness is thought to be related to wet flooring. Water from sprinklers to keep

cows cool on hot days gathers on the floors, especially where cows stand at the feedbunk. Long-term exposure to wet floors softens the hoof making it more susceptible to injury. In addition, nutrition factors associated with heat stress feeding patterns can lead to inflammatory responses which indirectly contribute to the weakening of the hoof's horn tissue.

Cost of lameness

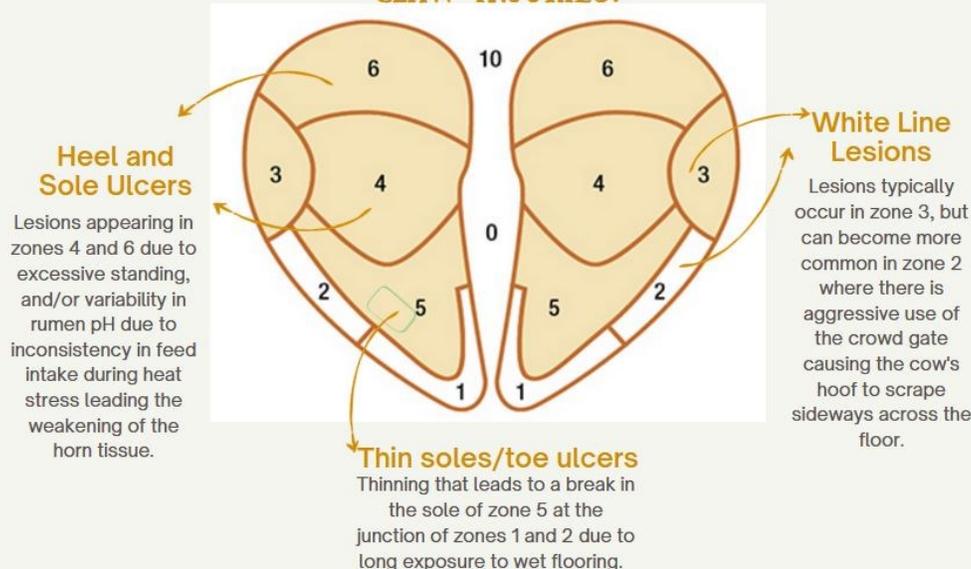
According to the literature, the cost of a single case of lameness can range from \$90 to \$300. Treatment costs, which may include hoof trimming, antibiotic treatment, bandages, blocks, and milk withheld during treatment withdrawal times, are not the highest contributor to this lost dollar amount. Research shows that lameness also leads to significant reduced milk yield, reduced fertility and increased cull risk. It makes sense. A cow developing, living with, and healing a sore foot may have a harder time getting to the feedbunk or feeling comfortable standing there long enough to consume a normal meal. She would also have a harder time navigating the pen and competing for other resources, and may develop higher stress, and a reduced ability to show heats and conceive.

These extra days open can cost \$4 per day, and lameness may extend the time for a cow to become pregnant by two to six weeks.

Prevention via cow cooling and comfortable facility design and management is the only way to avoid fall lameness caused by the heat stress she experienced in the summer. If your herd is facing this challenge year after year, it is a great incentive to invest in cooling practices for next year. This is also a great opportunity to work with your hoof trimmer to track the prevalence of fall lameness in your herd, and the specific types of injury it causes in order to put proper prevention in place.

Scientific literature points to summer heat stress as the culprit of seasonal fall lameness. Review the claw zone diagram below for more detail on specific injury and causes.

FALL LAMENESS: WHERE ARE WE SEEING CLAW INJURIES?





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Income Tax Planning for Farms that File a Schedule F

Cornell Cooperative Extension offers tips for meeting your farm business tax planning goals

by Joan Sinclair Petzen

Join Cornell Cooperative Extension Farm Business Management Specialists from across the state for their virtual course “**Income Tax Planning for Farms that File a Schedule F**”. This three-part series for farms that are established and already filing a Schedule F will be held on Wednesdays, October 13th, 20th, and 27th from 7pm – 8:30pm. For more information, visit www.tinyurl.com/ccetaxschool.

Topics covered include tax planning and goals, handling farm profits/losses, and strategies to improve your tax position while also working positively with your accountant/tax preparer. The first session will provide an overview of tax planning, the management of tax liability, and assessing your record keeping system. Second session will delve into everything Schedule F - depreciation and classifying revenues and expenses. The final session will be led by a professional tax-preparer who will introduce tax planning strategies and the timeline for implementation with ample time for questions and discussion.

The course is \$25/farm with scholarships available for those experiencing financial hardship. The courses will be offered virtually via live and interactive zoom webinar. For those without internet access, there will be a call-in option available with the opportunity to receive paper copies of the presentation via mail. Each presentation will be recorded and sent to those who are registered (even if you can't attend the live event). Register online by visiting www.tinyurl.com/ccetaxschool, required three business days in advance of the workshop.

This course is part of Cornell Cooperative Extension's *Farmer Tax School*: An educational series from Cornell Cooperative Extension Farm Business Management Specialists offering courses designed to inform and empower farm managers to better understand their tax obligations, management strategies, and improve farm profitability. This consists of four courses offered October 2021 - January 2022. For more information, visit www.tinyurl.com/ccetaxschool. This series has options for agricultural producers of all shapes, sizes, and time in business. Additional classes include:

Farm Financial Records for Decision Making & Tax Management, Thursday, December 2nd, 7pm - 9pm.

A primer for beginning farmers, or a tune-up for those already in production, on recording income and annual expenses, capital expenditures and depreciation with additional information covering loans and credit card or re-

volving loan payments, sales of business assets, and deducting losses.

Tax Management for Beginning and Small Farm Businesses, Tuesday, January 18th, 7pm - 9pm.

A one-night virtual meeting for beginning and part-time farmers that provides useful tax information enabling participants to be make better tax decisions for their business. Federal and state income taxes will be covered. Tax regulations specific to NYS will be covered as well.

Farm Specific Tax Code Benefits, Tuesday, January 25th, 7pm - 8:30pm.

For farm businesses of all shapes and sizes, tune in to learn more about the tax advantages available for farms. This workshop will include information for the current tax season.

For more information contact your regional Farm Business Management Specialist Joan Petzen, 585-786-2251, x122, jsp10@cornell.edu

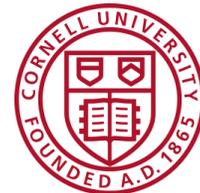
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This information is for educational and reference purposes only and is not a substitute for sound legal counsel and professional tax preparation. Cornell Cooperative Extension is dedicated to proving research-based information to our agricultural producers. Every effort has been made to provide correct, complete and up-to-date recommendations. Changes occur constantly and human errors are possible.



Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program



Bovine Reproduction and Artificial Insemination Training Courses

Topics to be Discussed:

- Bovine reproductive anatomy and physiology
- Heat detection
- Artificial insemination techniques
- Proper semen thawing
- Loading artificial insemination guns
- Breeding cows (hands-on practice)

Cost:

\$175 per person from farms enrolled in the NWNY Team

\$225 per person from farms *not* enrolled in the NWNY Team

Registration is required and space is limited!

Register online at: <https://nwnyteam.cce.cornell.edu/events.php>

For more information, please contact:

Margaret Quaassdorff at 585-405-2567 or email:

maq27@cornell.edu

Dates & Locations

November 3-4, 2021

Willow Bend Farm

Shortsville, NY

9:30am - 3:30pm

-OR-

November 9-10, 2021

Noblehurst Farms

Linwood, NY

9:30am - 3:30pm



**Classes taught in English and Spanish by:
Jonna Egli & Javier Cheang from Genex.**



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Achieving Climate Sustainability Objectives: An Important Role for Agricultural Environmental Stewardship

by John Hanchar

Summary

- Farm business owners seek to achieve economic, environmental, and other family objectives. Identification and successful implementation of agricultural environmental stewardship practices play a role. Some challenges are longstanding, some are new. Similarly, some solutions are longstanding, some are new.
- Over time, environmental objectives of concern change with changes in information, awareness, attitudes, and expectations.
- As the agricultural sector moves to a next phase of environmental stewardship, climate sustainability, neutrality, farm business owners will make valuable contributions -- developing and extending research based knowledge; and implementing changes to the farm business that achieve improved results.

Background

In the April 2021 issue of AG FOCUS, Margaret wrote about efforts to embrace environmental stewardship among dairy farms (Quaassdorff, Margaret. 2021. "Dairy Farms as the Leaders of Climate Neutrality." AG FOCUS. Batavia, NY: NWNY Dairy, Livestock and Field Crops Program. April 2021, pp. 13, 14.) The article

- Notes the important roles of information, awareness, attitudes, and skills in forming society's expectations regarding natural resources quality.
- Describes society's current interest in establishing climate sustainability objectives, and the dairy industry's Net Zero Initiative as a way achieve improved results.
- Provides a list of resources -- farm business and others use the resources to: learn about objectives and possible solutions; make decisions; successfully apply changes in practice; achieve improved results.

The purpose of this article is to provide an overview of recent related work, and provide the reader with additional resources.



Photo Source: American Farmland Trust

Recent Work and Resources

Since Margaret's article in April 2021, American Farmland Trust (AFT) and its partners completed a Soil Health Case Study for a farm in the Genesee River Demonstration Farm Network. To view the case study, other case studies, other resources, and for the full list of partners please visit < <https://farmland.org/project/genesee-river-demonstration-farms-network/>>. Regarding the most recent case study work, analysis highlights follow.

- Based upon analysis for a 35 acre field study area from the case study farm, use of no till, cover crops, nutrient management, crop selection and rotation: 1) reduced nitrogen, phosphorus and sediment losses by 4, 33, and 60 percent, respectively; and 2) resulted in a 252 percent reduction in total greenhouse gas emissions, which corresponds to taking two cars off the road each year.
- Economic analysis suggests that the change in value of crop production over selected cropping program costs, a measure of difference in profit, associated with a soil health versus pre soil health cropping program equaled \$75 per acre per year, or \$196,350 annually for the 2,618 tillable acres study area.
- Environmental and economic analyses suggest that the case study farm achieved the improved soil health outcomes described above, while improving economic performance.

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Achieving Climate Sustainability Objectives: An Important Role for Agricultural Environmental Stewardship

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On August 31, 2021, AFT organized and hosted the 2021 Western New York Soil Health Field Day at a dairy farm in Livingston County, New York. (video of the event available at <<https://farmland.org/project/genesee-river-demonstration-farms-network/>>. Attendees learned about the following selected topics and others.

- Navigating the growing availability and diversity of market incentives for ecosystem services
- How implementing soil regenerative practices can increase farm profitability from real-life case studies from local crop and vegetable farms
- How farmers and farmland owners [Women for the

Land Initiative in NY] can work together to improve conservation on rented lands

Closing Thoughts

To learn more about this topic, please use the resources provided by Margaret, and visit the Genesee River Demonstration Farms Network website <<https://farmland.org/project/genesee-river-demonstration-farms-network/>>. Use the information provided to: 1) develop, reinforce and, or affirm awareness and attitudes; 2) successfully implement practices that will help the farm business achieve economic, environmental and other family objectives.

Cornell Cooperative Extension



Design Your Succession Plan

*“Empowering families to get started on their succession plan.”
Online Zoom Series Coming to NYS!*

How will your family farm operate in the future when the owner retires or is gone? Are you currently working with another generation who may be questioning their role in the future of the farm or are you yourself questioning your current role?

More than 80% of farm families hope to pass the family farm on to the next generation, but research shows only 30% of family farms survive to the second generation, and only 12% survive to the third generation. A successful transition to the next generation takes careful planning.

To help NYS farm families start their succession planning process, Cornell Cooperative Extension educators will be utilizing a new interactive program designed by North Dakota State University Extension: Design Your Succession Plan. This program provides tools and resources for producers who want to begin the succession planning process.

Participants will have an opportunity to open the lines of communication with family to create a shared vision for the family business. They will also learn to choose and work with professionals such as attorneys, accountants, lenders, insurance agents and tax experts to construct a plan and documents that put the family's vision into action. Attendees will learn through scenario-based learning how to relate real-life experiences to the farm transition process. This webinar series will utilize a "flipped classroom" which requires that attendees complete pre-work prior to each session. This could include watching videos, visiting websites, or completing a handout/worksheet. This pre-work should not take more than 15-20 mins each week, but will enrich your experience during each of the weekly webinars.

This six session Tuesday evening series is being offered via Zoom with an online learning platform for use in-between sessions. The cost is \$100 per farm family and includes a workbook valued at \$25. There are scholarships available for veterans. There is also the ability to add additional workbooks at a cost of \$25 each. Contact Laura Biasillo at lw257@cornell.edu or visit <https://tinyurl.com/z5ujstpw> for more information. **Registration deadline is October 24th** to ensure on-time delivery of the workbook.

Sessions 6:30pm - 8:00pm EST & Topics:

- | | |
|---|---|
| WEEK 1 – Nov 2nd: Starting Your Succession Plan | WEEK 4 - November 30th: The Next Generation & Your Legacy |
| WEEK 2 – Nov 9th: Family Meetings and Conversations | WEEK 5 -- December 7th: Choosing & Working With Professionals |
| WEEK 3 – Nov 16th: Determining What You Want | WEEK 6 -- December 14th: Next Steps & Helpful Tools & Resources |

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Vac Truck



97,000 Miles

2013 PETERBILT 348 VACUUM TRUCK; Paccor P93 350 HP; 10-Spd. Manual; Clean, Double Frame w/2940 Gallon Tank; Air-Trac Suspension; 20K Front Axle; 46K Full Locking Rear; 4:30 Ratio; 25.6" WB; Vacuum System Can Be Removed; 20" Frame Behind Cab; 18" CT; 97,394 Miles; Sk. # 6325 - \$46,900

20K/69K Rears



Allison Auto.

2009 WESTERN STAR 4600; Detroit Diesel 480 HP; Jakes; Allison 4500 Auto. Trans. w/PTO; Double Frame Cab & Chassis; 20K F/A; 69K Triple Locking Rears; Neway Air Ride; 312" WB; 356" Bridge measurement; 31" Frame Behind Cab; 61,745 Miles; Sk. # 6353 - \$59,900

Heavy Spec



600 HP

2013 KENWORTH T800; Cummins ISX 600 HP; 18-Spd. Manual; Double Frame; 24" WB; 20K Front Axle; 48K Full Locking Rears on Hendrickson Air Ride Suspension; 3.75 Ratio; 2-Spd. Auxiliary Transmission; 194" CT; 176" Frame Behind Cab; 545,546 Miles; Sk. # 6321 - \$54,900

Sleevable Tag Axle



Pete Tanker

2011 PETERBILT 47 TANK TRUCK; CAT 475 HP; 18-Spd. Manual; 20K F/A; 46K R/A; 19K Steerable Tag; 26.5" WB; 17.5" CT; 4,200 Gal. Tank w/Frontland Pump; WILL SELL JUST CHASSIS; 356K Miles; Sk. #5963 - \$61,900

23.5 Ton Crane



2007 PETERBILT 367 CRANE TRUCK; 430 HP CAT C13; 8LL Manual Trans.; Double Frame; Telex 814792 23.5 Ton 52' Reach Crane w/4-Outriggers; 36" Bunk; 18" Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 21" WB; 105,127 Miles; Sk. #6298 - \$71,900

Clean Water Truck



Low Miles

2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/2,255 Gallon Advance Steel Tank and Pump; 25" WB; 16K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride; 4:30 Ratio; 20K Rear Mounted Lift Axle; 24" WB; Crane Can Be Removed; 28" Frame Behind Cab; 20" CT; 387,697 Miles; Sk. # 6388 - CALL

20K/46K Rears



475 HP

2007 PETERBILT 357; 475 HP CAT C15; 18-Spd. Manual; Clean Daycab w/Tales Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 22" WB; 496,503 Miles; Sk. #6241 - \$39,900

46K Rears



CAT 6N2

2003 KENWORTH T800; 475 HP CAT C15 6N2 TRUCK; 8LL Manual Trans.; Clean Daycab w/12,800# Front Axle; 46K Rears On KW 8-Bag Air Ride; 4.11 Ratio; 166" WB; Wetline; 447,898 Miles; Sk. #5925 - \$49,900

(2) Available



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

Dozens of Mack Dumps!!



1999 MACK RD688S DUMP TRUCK; 400 HP Mack E7; Engine Brake; 8LL Trans.; Rubber Block Susp.; Tri-Axle; 19" Steel Body; 20,000# F/A; 46,000# R/A; 22.5 Tires; 248" WB; Spoke Wheels; EXPORT PRICED!!!; 777,148 Miles; Sk. #5932 - \$19,900

24 ft. Flatbed



Heavy Spec

2009 KENWORTH T800 FLATBED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Palfinger P11001 Rear Mounted Knuckleboom; 42" Rats; 20K Front Axle; 48K Full Locking Rears on Neway Air Ride; 23" x 96" Aluminum Deck; 4:63 Ratio; 27" WB; 192" CT and 28" Frame Behind Cab; Ratted & Knuckleboom Can Be Removed; 278,458 Miles; Sk. # 6308 - \$48,900

6x6 Flatbed



Low Miles

2005 PETERBILT 357 6x6; Clean Double Frame 24" Flatbed Truck CAT 330 HP; 8LL Trans.; 23K F/A; 46K Full Locking Rears; 4:26 Ratio; 22.5 Tires; Hendrickson Hydramax Susp.; 5.65 Ratio; 28" WB; 21" CT; 31" Frame Behind Cab; No Spare Tire on Chassis; 174,181 Miles; Sk. #5701 - \$49,900

Heavy Spec Long Flatbed



2006 KENWORTH T800 FLATBED; CAT 335 HP; Double Frame Flatbed Truck; 20K F/A; 44K Full Locking Rears; 21" x 96" Steel Deck; 5.29 Ratio; 24" WB; Hendrickson Susp.; Ratted Can Be Removed; 19" Frame Behind Cab; 162" CT; 12,584 Hours; 137,750 Miles; Sk. # 6323 - \$49,600

Heavy Spec Chassis



22 ft. Frame

2005 PETERBILT 367 CAB & CHASSIS; Cummins 370 HP; Engine Brake; 8LL Manual Trans.; Quad-Axle w/Double Frame; 18K F/A; 44K Full Locking Rears; (2) 11K Steerable Lift Aides; Air Trac Susp.; 22" Frame Behind Cab; 212" CT; 302,500 Miles; Sk. #6331 - \$43,500

Allison Auto. Dump



485 HP

2008 PETERBILT 367; Cummins ISX 485HP; Allison Auto Trans.; Clean Single Frame Dump Truck w/15" Steel Body w/3" Sides and 1" Sideboards; Taps; 14,200# F/A; 46K Locking Rears on Air Trac Susp.; 20" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,392 Miles; Sk. #6264 - \$62,900

Heavy Spec Dump Truck



2008 PETERBILT 340 DUMP TRUCK; Paccor P93 330 HP; 13-Spd. Manual; Double Frame; 18" Heated Steel Body; 20K Front Axle; 20K Lift; 46K Full Locking Rears; 24" WB; Tarp; 5.25 Ratio; Air-Trac Suspension; Hitch and Plumbed for Pup Trailer; 214,987 Miles; Sk. # 6392 - \$49,900

Attn. Farmers!! Feed Mixer



2007 MACK CTP771; 370 HP Mack MP7; Clean, Low Hour Double Framed Feed Mixer Truck w/Supreme Intl. Inc. 1400T Feed Mixer; Digi-Star E23400 Scale System; Allison Auto. Trans.; 20K F/A; 46,400# F/A; Camelback Susp.; 26" WB; 198" CT; 24" Frame; 79,280 Miles; Sk. #6361 - \$104,900

2010 WESTERN STAR 4600 FA; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/8,530 Gal. Hainnis Steel Tank & Pump; 24" WB; 14,700# Front Axle; 48K Full Locking Rears on Airliner Susp.; 3:90 Ratio; We Will Separate Tank from the Chassis; 20" Frame Behind Muller; 158" CT; 225,505 Miles; Sk. # 6384 - \$53,900

2007 MACK CTP771; Mack MP7 370 HP; 10-Spd.; Clean Cab & Chassis; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 27" WB; 172" CT; 21" Frame Behind Cab; 118,186 Miles; Sk. # 6369 - \$47,250

Kuhn Feed Mixer



2012 KENWORTH T400 FEED MIXER; 330 HP Paccor P93; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Kuhn K900 Profeed 70110 Feed Mixer; Digi-Star E28900 Scale System; 18K F/A; 46K Locking Rears; Hendrickson HV Susp.; 24" WB; 176" CT; 23" Frame; 7,171 Ratio; 59,926 Miles; Sk. # 6364 - \$79,900

Tri-Drive Crane



Tandem Axle

2006 WESTERN STAR 4900 TRIDRIVE TRI-AXLE CRANE; 550 HP CAT C15; Double Frame; 16-Drive; Twin Steer Truck w/Twin Single TM7571 Crane w/hoop; 37.5 Ton Capacity; 71' Reach; 36" Bunk; (4) Stabilizers; 36K F/A; 57K Triple Locking Rears; 40" Wheel; 408" Bridge Measurement; 456 R/A; 32.5 Ton Lift Block; 221,495 Miles; Sk. #6361 - \$72,900

Heavy Spec Chassis



118,700 Miles

2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans.; Cab & Chassis; 20K F/A; 46K Full Locking Rears; 25" WB; 21" Frame Behind Cab; 15" CT; 4.89 Ratio; Haulmaster Susp.; 118,703 Miles; Sk. # 6075 - \$29,900

6x6 Crane



Cummins N14

2001 INTERNATIONAL 5600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pflim Hydra-Lift HL1580 7-Ton 65' Crane; 4-Outriggers; 20' x 8' Ratted; 20K F/A; 46K R/A; Hendrickson HV Susp.; 24" WB; 184" CT; 25.3" Frame Behind Cab; 150,174 Miles; Sk. #6299 - \$49,900

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>> UPCOMING EVENTS <<



October 2021

Income Tax Planning for Farms that File a Schedule F - October 13, 20, and 27, 2021. This three-part virtual series for farms that are established and already filing a Schedule F will be held on Wednesdays from 7pm – 8:30pm. See page 11 for more information or visit www.tinyurl.com/ccetaxschool.

Cornell Nutrition Conference - October 19 -21, 2021. In-Person and Virtual. The year's event will be a hybrid format, with options to attend in-person in Syracuse, NY and virtually. During the 3-day event, you'll hear from university academics and researchers providing information and updates across the spectrum of animal nutrition. For more information and to register visit: <https://cals.cornell.edu/animal-science/events/cornell-nutrition-conference>

November 2021

Design Your Succession Plan - Tuesday evenings, November 2 - December 14, 2021. This six session series will be held online via Zoom and will prepare you to envision, communicate, plan, write and shape the legacy of your family farm. See page 14 for more information or visit: <https://tinyurl.com/z5ujstpw>. **Registration deadline is October 24.**

Bovine Reproduction and Artificial Insemination Training Courses - November 3-4, 2021 at Willow Bend Farm, Shortsville, NY from 9:30am to 3:30pm or November 9-10, 2021 at Noblehurst Farms, Linwood, NY from 9:30am to 3:30pm. All classes will be offered in both English and Spanish by Jonna Egli and Javier Cheang from Genex. See page 12 for more information or visit: <https://nwnyteam.cce.cornell.edu/events.php>.

Transition Cow Tuesdays Webinar Series - November 2 - December 14, 2021. 12:30 - 1:00pm EST

- 11/2: Transition Cow Nutrition...*Tom Overton, PhD, Professor of Dairy Management, Chairman of the Department of Animal Science at Cornell University*
- 11/9: Feeding the Transition Cow...*Dave Balbian, Betsy Hicks, Margaret Quaassdorff, CCE Regional Dairy Specialists*
- 11/16: Selective Dry Cow Therapy...*Daryl Nydam, DVM, Faculty Director, Atkinson Center for Sustainability, Dept of Population Medicine and Diagnostic Sciences, Cornell College of Veterinary Medicine*
- 11/23: Facility Considerations...*Lindsay Ferlito, CCE Regional Dairy Specialist*
- 11/30: Calving Considerations...*Rob Lynch, DVM, Cornell PRODAIRY Program, Margaret Quaassdorff, NWNy Regional Dairy Specialist*
- 12/7: Post-Calving Monitoring...*Rob Lynch, DVM, Cornell PRODAIRY Program, Margaret Quaassdorff, NWNy Regional Dairy Specialist*
- 12/14: Evaluating Transition Management...*Judy Moody, Agricultural Resource Management Specialist, Dairy One*

Register Online: <https://cals.cornell.edu/transition-cow-tuesdays-webinar-series>

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