

AG FOCUS



Setting up a rotational grazing system can better utilize pasture growth.

Get Off to a Good Grazing Start

Nancy Glazier

We haven't had much in the way of winter, though I could regret that statement later in March. I have already received a handful of pasture-related questions. Pastures will soon begin to green up and grazing season will be here before we know it. Start planning now for the grazing season if you haven't already.

Rotational grazing is the optimum way to utilize pastures. Grazing animals are fenced into a specified sized paddock for a predetermined length of time. These numbers are based on calculations: animals eat from 2-5% of their bodyweight per day depending on species, stage of growth, space requirement, and production. Multiply the pounds of dry matter by the number of head. Shorter rotations utilize pastures more efficiently; dairy cows are generally moved to fresh paddocks twice a day and other livestock once a day to once a week. After 3 days on the same paddock regrowth will begin to be grazed by the livestock and can delay regrowth. I don't recommend continuous grazing unless there is much more pasture than the livestock can utilize. This method of grazing leads to poor quality pastures.

Ideal grazing height is 8-10". Can you wait that long to start grazing? No. Wait for the grass to get some growth and take a look at the number of leaves on the grass plants. Some research indicates to count leaves not inches! Make sure there are more than 3 leaves. Grazing when the grass is too small will remove the growing point and slow regrowth. This can help you get started with setting up your grazing wedge. Flash graze if necessary; move the animals through quickly to prevent damage to growing points. If the soil is wet start grazing when the quantity of pasture biomass is sufficient to help protect the soil from hoof action. If too much pasture gets ahead of you, harvest excess as hay, clip

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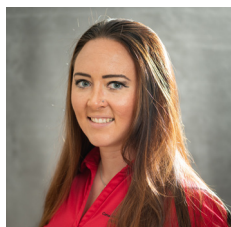
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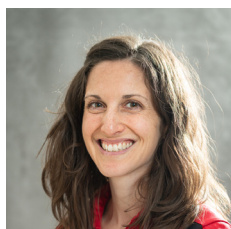
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Get Off to a Good Grazing Start Cont.

the paddocks to 4" or so, or bring in another group of animals. This will encourage early season tillering of the grass plants.

Where to start? This may depend on what ground is dryer or what pasture grasses have more growth. Some pastures may be better suited for harvest so keep that in mind when beginning the grazing season. A rule of thumb to start the season is you'll need to harvest half since the livestock can't keep up.

Keeping residual plant (what's left after grazing) height taller encourages regrowth of taller, more productive, pasture plants. Kentucky bluegrass, less-productive clovers (think Dutch white clover in your lawn), and weeds do well under short conditions. Leaving the residue taller will encourage the more productive, taller plants to flourish and stay productive. Take half, leave half is a good rule of thumb.

Rest period is just as important as resi-

dency period. Pastures need adequate time for regrowth to remain productive. Spring conditions that are cool and moist encourage fast regrowth, 10-14 days, hot and dry conditions may warrant 40-60 days.

Leaving grazing animals out too late in the fall "to clean up" can greatly delay spring growth. I have been told by a seasoned grazier that one day more in the fall will be three days less grazing in the spring. Grass plants need root and rhizome reserves (stored energy) to begin spring growth. There will be little leaf material to capture sunlight for photosynthesis so energy to begin growth is supplied by the stored carbohydrates. This can't be helped now but keep this in mind in the fall.

A great way to learn about grazing is to attend a pasture walk. Quite often the host is the one who learns the most! I plan on having some walks around the region this season. If you'd like to host one give me a call. My phone number is listed on the inside cover.

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Early Season Wheat Management Tips

Mike Stanyard

In my article last month, I tried to get everyone thinking about their wheat crop earlier. With a record number of acres planted last fall and prices still high, it could be a great wheat year. If you haven't already, you should be out there assessing your wheat crop. With the extremely mild winter I know there were some windows that a little early nitrogen went out. I know the wheat broke dormancy in February because you could see where the wheat greened up in those fields. It went dormant again but will come back out as soon as it warms up. It is important to have a little nitrogen available as soon as it wakes back up. It is important to walk your fields and see how the wheat has fared over the winter. Is the field good enough to keep? We hope so with the price of wheat right now! Once we confirm that the plant stand looks good, we need to assess tiller numbers to determine nitrogen amount and timing.

Tiller Counts and Nitrogen.

In past articles I have discussed counting the number of tillers to determine if you should put all your nitrogen up front at green up, split it into two applications, or put it all on at Feekes Stage 6 (jointing). I'm sure many of you have already assessed how many plants and tillers you have per square yard. If you have not and need a refresher course, [see my short video on how to do so](#), on the NWNY Team's YouTube channel. Unfortunately, late planted fields in November may just be emerging and you will have to wait a little longer to see what your final plant stand looks like. It is important to get nitrogen on these fields early for tiller development.

See the chart as example of tiller number and N timing and amounts. If your plant/tiller counts are low, be prepared to get more N on early as wheat plants green up fast and need to be fed. This N is utilized to increase vegetative production and promote additional tillers. This will be crucial on the later planted fields that did not have any fall tillers. Unfortunately, spring tillers will not yield as well as fall tillers. If tiller counts are in the middle, then get some N on early and the remainder on at

jointing. If tiller counts are high, hold off on applying N at green-up and apply it all at jointing. This later N application timing should coincide with stem elongation which means nitrogen is going towards increasing the number of seeds per head and seed size, not additional tillers. However, I will throw in a word of caution here. In wet years where we planned one later application of N and could not get in the field in a timely manner, the wheat turned off-color. This is not what we wanted at this crucial growth stage and yield potential was lost. I know some growers that apply 20-25 pounds of N early even if their tiller count is adequate, to protect against the potential yield loss from a delayed application.

Spring Weed Control. The warm dry fall gave us a larger than normal window to do some of our fall herbicide applications. You never know what the weather will be like in the spring and timely weed control can be tricky. If you didn't get it done, remember that the earliest planted fields can be full of winter annual weeds: purple deadnettle, chickweed, chamomile, and maretail. Adding Huskie to a Harmony Extra program has been a good mix to take out maretail in the fall or spring. Utilize Osprey Xtra if roughstalk bluegrass is starting to become an issue on your farm. We are still encouraging that you do not mix your herbicide and nitrogen applications and spray separately. The leaf burning can cost you up to 8 bushels and could get worse as temperatures increase. Stream bars and nozzles have been a game changer when it comes to nitrogen application.

Possible Early Fungicides. Powdery mildew can move in during the early vegetative stages and result in yield loss. Leaf diseases can be more prevalent with thicker wheat stands. Weather conditions also can play a role. Wet, cool conditions are more conducive to disease development. This means that early scouting of all your wheat fields is crucial to stay on top of leaf disease this spring! Look for large areas where the leaves are turning yellow. Scout for the whitish pustules of powdery mildew on the lower leaves. If you applied higher N rates (90-120 pounds), fungicides are even more important to keep the wheat healthy to prevent lodging.



Counting wheat tillers per plant.
Photo: M. Stanyard

Early Season Wheat Management Tips Cont.

Tiller Number (per sq. yard)	Nitrogen Recommendation
< 300	up to 60 units of N at green up, rest applied at GS 5-6
450-600	Up to 45 units of N at green up, rest applied at GS 5-6
>700	No N at green up*, all N applied at GS 5-6 * Some growers are applying 20-25 lbs.

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The Importance of “Why”

Kaitlyn Lutz

How many times do I have to tell my employees that they need to follow the milking routine? I feel like we have this conversation every few months!

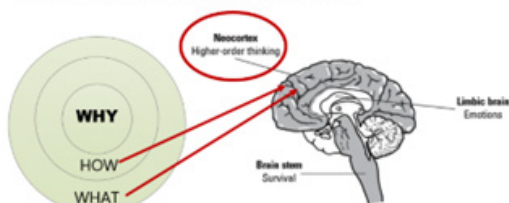
Does this sound familiar to you? It certainly is a conversation that comes up a lot on dairy farms. Although there could be many reasons why your employees are not following the milking routine, one step to make sure you have covered is the “why” behind the routine. I don’t mean saying “follow the routine because it is what the boss told you to do”. I mean, explain the reason why the milking routine is set up the way it is. It all comes down to physiology and disease prevention. You know that, but do your employees understand that?

So, in the most recent course in the Agricultural Supervisory Leadership series, my colleague Dr. Bob Milligan explained to students why teaching the why is so effective. There is also physiology behind this. First, the why stimulates emotions while the more operational things we teach like the what and the how stimulate the more logic based higher-order thinking.

Emotions and higher-order thinking are processed in different parts of the brain called the limbic brain and the neocortex respectively. You can see the difference illustrated in the graphics here.

In the example of the milker training, the neocortex is stimulated when we tell our employees that they need to dip and strip 8 cows, return to the first cow and wipe and attach the unit. Logically, they can now understand the passes of the routine. We further stimulate their logical brain by saying that we need to dip completely, strip 3 times and attach with little air influx into the unit. At this point they know the what and the how.

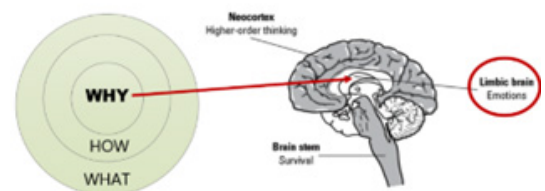
“That makes sense. I understand.”



If we were all robots, this would be enough, but as humans, we need motivation. One piece to motivating people is creating an emotional connection to the task. In our milker training example, when you explain that milking 8 cows in a row allows for enough stimulation time so that the cows let down milk when you attach the unit, I’m halfway there.

But why does that matter to the employee? Why do they care if the cow lets down milk? The next step is explaining that if we get proper milk let down cows will have better teat end health and less mastitis. Why do they care about mastitis? If there’s less mastitis, then they have to bucket milk less cows which makes their job easier or perhaps they receive a bonus because you will achieve a lower somatic cell count that month. Lastly, fewer sick cows make everyone happier because it’s emotionally difficult to deal with sick animals. What we know from research, as well as observation, is that dairy animal caretakers, no matter the size of the farm, form very strong bonds with the animals with whom they work.

“I am excited!”



The above scenario is not something new for any dairy farmer, but it is something that we do not always focus on or ensure gets relayed to our employees. I hope that understanding a little more about the why behind the why can stimulate you to have a renewed focus on this during your upcoming employee trainings.

If you are interested in learning more about the Agricultural Supervisory Leadership courses, please visit: <https://agworkforce.cals.cornell.edu/agricultural-supervisory-leadership-certificate-program/> or reach out to Kaitlyn for more information. All courses are currently being translated and adapted into Spanish and the Ag Workforce Development team is looking forward to bringing this information to your Spanish speaking dairy employees.

Diagram credit: Dr. Robert Milligan

Sign Up Periods Underway: Emergency Relief Program Phase 2 and Pandemic Assistance Revenue Program

John Hanchar

Summary

- The United States Department of Agriculture (USDA)/ Farm Service Agency (FSA) announced two revenue assistance programs for farmers – Emergency Relief Program (ERP) Phase 2 and Pandemic Assistance Revenue Program (PARP).
- Website resources, webinars, and local, county FSA Offices are valuable sources of information and assistance regarding eligibility, application decisions, and other needs related to programs.
- FSA announced that sign up runs from January 23, 2023 through June 2, 2023 for both programs.

Background

My second job as an agricultural economist was with USDA's Economic Research Service (ERS). Beginning with the interview process, orientation etc., ERS administrators made sure that USDA's overall purpose and objectives were clear to everyone. Staff learned that, in USDA terms, its purpose is to ensure a safe, stable, affordable food supply. ERS staff understood that analysis and other work was conducted within the frame of USDA's purpose statement.

That overall statement of purpose is evident, prominent today. Consider the following from USDA's Secretary. "Secretary Vilsack is also focused on ensuring Americans have consistent access to safe, healthy, and affordable food. USDA is investing in bold solutions that enhance food safety, improve the various far-reaching and powerful nutrition programs in the Department, and reduce food and nutrition insecurity in America." (<<https://www.usda.gov/our-agency/about-usda/our-secretary>> accessed 2023-03-07)

Policies developed and implemented to achieve the above are many and vary over time. Approaches include but are not limited to: research and extension support; regula-

tions; disaster payments and other types of direct payments; cost sharing, and other incentive payments; low interest loans; grants; capital investment assistance; and others. Direct revenue assistance payments, for example, disaster payments and others, help stabilize farm income. Farm income stability contributes to less entry and exit instability. Results include a more stable, affordable food supply.

Emergency Relief Program (ERP) Phase 2

Selected features of the program follow.

- This program is based on your crop revenue only.
- Customers will establish their benchmark year as 2018 or 2019.
- Customers may select their disaster year as 2020, 2021, or both.
- Producers who earn a payment through ERP Phase 2 are required to purchase crop insurance or Noninsured Crop Disaster Assistance Program (NAP) for the next two available crop years.
- Historically underserved producers (such as Beginning, Limited Resource, Socially Disadvantaged & Veteran Farmers and Ranchers) should file a CCC-860 form to ensure a maximum allowable payment rate.
- For resources, including workbook tools, see the ERP Website, <<https://www.fsa.usda.gov/programs-and-services/emergency-relief/index>>; and the ERP Workbook, <https://www.fsa.usda.gov/Assets/USDA-FSAPublic/usdafiles/emergency-relief-program/pdfs/erp_tool_version_1_2_final.xlsm>.

Pandemic Assistance Revenue Program (PARP)

Selected features of the program follow.

- This program is based on your crop revenue and livestock revenue.
- Customers will establish their benchmark year as 2018 or 2019.
- Customers must have at least a 15% loss to qualify for program payments.
- The only disaster year for PARP is crop year 2020.
- Historically underserved producers (such as Beginning, Limited Resource, Socially Disadvantaged & Veteran Farmers and Ranchers) should file a CCC-860 form to ensure a maximum allowable rate.
- For resources including a workbook tool see the PARP Website, <<https://www.farmers.gov/coronavirus/pandemicassistance/parp#eligibility>>; and the PARP Workbook, <<https://www.farmers.gov/coronavirus/pandemicassistance/parp#eligibility>>.



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fsa.usda.gov/Assets/USDA-FSAPublic/usda-files/help/fsa_parp_gross_revenue_tool.xlsm.

Other Resources

Other resources for program descriptions, deadlines, eligibility, application instructions, tools, and other assistance follow.

- A fact sheet type resource <https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usda-files/FactSheets/2023/fsa_parp_erp2_fact-sheet_22_update_011823.pdf>
- Your local, county United States Department of Agriculture/Farm Service Agency office.

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2015 INTERNATIONAL PROSTAR CLEAN DAYCAB; 500 HP Cummins ISX, 18-Spd. Manual; 13,220# F/A; 46,000# Full Locking Rears; 190" WB; Hendrickson Air Ride Susp.; Wetline; 603,768 Miles; Stk. #6624 - \$42,000



(2) 2013 VOLVO VNL300 DAYCABS; 475 HP Volvo D13; 13-Spd. Manual Trans.; 14,320# F/A; 46,000# R/A; Air Ride Susp.; 189" WB; Wetline System/PTO; 485,000 Miles; Stk. #6678/6679 - \$52,900



2007 INTERNATIONAL PAYSTAR 5600; Cummins ISM 385 HP; Eaton-Fuller Autoshift Trans.; TRI-DRIVE; Double Frame Bucket Truck w/Altec AM900-E100 Boom; 104.6' Working Height; (4) Outriggers; 20K F/A; 52,998# Locking Rears; Neway Susp.; 294" Bridge; PTO; Wetkit; Pintle Hitch; 36,335 Miles; Stk. # 6693 - \$102,500



2015 WESTERN STAR 4900EX DAYCAB; 600 HP Detroit Diesel; 18-Spd. Manual; 20K F/A; 46K Full Locking Rears; 246" WB; AirLiner Susp.; 90% Rubber; 4.10 Ratio; Dual Exhaust/Cleaners; 382,821 Miles; Stk. # 6724 - \$82,900



2002 STERLING L9500 DOUBLE FRAME CAB & CHASSIS; CAT POWER; Allison Auto. Trans.; 18K F/A; 46K R/A; T-Ride Susp.; 264" WB; 20" Frame Behind Cab; 198" CT; Exhaust Takes 1' Of These Dimensions; Rubber 100%; PTO & Controls; 256,600 Miles; Stk. # 6751 - \$46,900



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2016 FREIGHTLINER CORONADO 122 DAYCAB; Clean Cummins ISX 525 HP; 18-Spd. Manual; 14.7K F/A; 46K Full Locking Rears; 201" WB; AirLiner Susp.; 3.91 Ratio; 557,561 Miles; Stk. # 6700 - \$65,900



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2008 MACK CHU613; 415 HP Mack MP8; 13-Spd. Manual; Clean, Low Mileage Daycab w/208" WB; 14.32K F/A; 46K Rears; Camelback Susp.; Wetline; 4.17 Ratio; 56,172 Miles; Stk. # 6685 - \$54,000



2002 STERLING L9500 CRANE TRUCK; w/MT24562 Knuckle Boom Crane; 350 HP Cummins ISM; 8LL Trans.; 62' Reach/5,000 lbs. Lift Capacity; 24'6" Steel Flatbed; 20K F/A; 46K Full Locking Rears; Steerable Lift Axle; T-Ride Susp.; 270" WB; 30" Frame Behind Cab; 208" CT; 181,868 Miles; Stk. # 6750 - \$51,900



2014 WESTERN STAR 4900SF DOUBLE FRAME SLEEPER CAB & CHASSIS; 560 HP Detroit DD16; Allison 4500 RDS Trans.; 52" Mid Roof Bunk; 296" WB; 20"6" Frame Behind Bunk; 146" CT; AirLiner Susp.; PTO; 20K F/A; 46K Full Locking Rears; Hitch; 508,000 Miles; Stk. # 6729 - \$59,900



2012 MACK LEU613 GARBAGE TRUCK; Mack MP7-325M; Allison Auto. Trans.; 20K F/A; 46K R/A; Haulmax Susp.; Labrie Side Load Packer; Both LH/RH Side Drives; 212" WB; 180" CT; 20"6" Frame Behind Cab If Packer Is Removed; **HP Can Be Increased To 395-425 HP w/Software Flash**; 59,000 Miles; Stk. # 6725 - CALL



2008 MACK CHU613; 415 HP Mack MP8; 13-Spd. Manual; Clean, Low Mileage Daycab w/208" WB; 14.32K F/A; 46K Rears; Camelback Susp.; Wetline; 4.17 Ratio; 56,172 Miles; Stk. # 6685 - \$54,000



2002 STERLING L9500 CRANE TRUCK; w/MT24562 Knuckle Boom Crane; 350 HP Cummins ISM; 8LL Trans.; 62' Reach/5,000 lbs. Lift Capacity; 24'6" Steel Flatbed; 20K F/A; 46K Full Locking Rears; Steerable Lift Axle; T-Ride Susp.; 270" WB; 30" Frame Behind Cab; 208" CT; 181,868 Miles; Stk. # 6750 - \$51,900



2006 INTERNATIONAL 7600 w/VAC-CON VXP4212-LHE VAC SYSTEM; 380 HP CAT C13; 20K F/A; 46K R/A; Hendrickson Susp.; 258" WB; Dumping Steel Tank w/Hydraulic Tailgate & Locks; 8" Suction Hose On Telescopic Boom w/Remote; Dynablast/Hot Water Pressure Washer; 3.91 Ratio; **Vacuum System Can Be Removed** 21"6" Frame Behind Cab; 178" CT; 82,550 Miles; Stk. # 6743 - \$48,900



2012 MACK LEU613 GARBAGE TRUCK; Mack MP7-325M; Allison Auto. Trans.; 20K F/A; 46K R/A; Haulmax Susp.; Labrie Side Load Packer; Both LH/RH Side Drives; 212" WB; 180" CT; 20"6" Frame Behind Cab If Packer Is Removed; **HP Can Be Increased To 395-425 HP w/Software Flash**; 59,000 Miles; Stk. # 6725 - CALL



2008 MACK CHU613; 415 HP Mack MP8; 13-Spd. Manual; Clean, Low Mileage Daycab w/208" WB; 14.32K F/A; 46K Rears; Camelback Susp.; Wetline; 4.17 Ratio; 56,172 Miles; Stk. # 6685 - \$54,000



2002 STERLING L9500 CRANE TRUCK; w/MT24562 Knuckle Boom Crane; 350 HP Cummins ISM; 8LL Trans.; 62' Reach/5,000 lbs. Lift Capacity; 24'6" Steel Flatbed; 20K F/A; 46K Full Locking Rears; Steerable Lift Axle; T-Ride Susp.; 270" WB; 30" Frame Behind Cab; 208" CT; 181,868 Miles; Stk. # 6750 - \$51,900



2006 INTERNATIONAL 7600 w/VAC-CON VXP4212-LHE VAC SYSTEM; 380 HP CAT C13; 20K F/A; 46K R/A; Hendrickson Susp.; 258" WB; Dumping Steel Tank w/Hydraulic Tailgate & Locks; 8" Suction Hose On Telescopic Boom w/Remote; Dynablast/Hot Water Pressure Washer; 3.91 Ratio; **Vacuum System Can Be Removed** 21"6" Frame Behind Cab; 178" CT; 82,550 Miles; Stk. # 6743 - \$48,900



(4) 2012 PETERBILT 367 DUMP TRUCKS; 485 HP Cummins ISX; 13-Spd. Manual; 21' Alum. Body w/Tarp; Air Trac Susp.; 20K F/A; 20K Non-Steerable Lift; 46K Full Locking R/A; Plumbed For Trailer; 274" WB; Dual Exhaust & Air Cleaners; 857K/901K/940K/953K Miles; No Blowby - Run Great; Stk. # 6667 - \$99,900 Each



2001 KENWORTH T800 CHASSIS; 460 HP Cummins N14; 13-Spd. Manual; Double Frame; 18K F/A; 46K R/A; Air Ride; 4.11 Ratio; 309" WB; 234" CT; 24"8" Frame Behind Cab; 544,492 Miles; Stk. #6359 - \$48,900



2015 MACK LEU613; Mack MP7-325M **HP CAN BE INCREASED TO 395-425 WITH SOFTWARE FLASH**; Allison Auto. Trans.; Double Frame Cabover Truck w/Haul-Air Equipment Systems 25 Cu. Yd. Side Load Packer; 18K F/A; 46K Locking Rears; Haulmax Susp.; Both LH/RH Side Drives; 176" WB; 150" CT; 17" Frame Behind Cab If Hydraulic Tank Is Removed/Re-located; 22,557 Miles; Stk. # 6739 - \$49,900



2006 INTERNATIONAL 7600 w/VAC-CON VXP4212-LHE VAC SYSTEM; 380 HP CAT C13; 20K F/A; 46K R/A; Hendrickson Susp.; 258" WB; Dumping Steel Tank w/Hydraulic Tailgate & Locks; 8" Suction Hose On Telescopic Boom w/Remote; Dynablast/Hot Water Pressure Washer; 3.91 Ratio; **Vacuum System Can Be Removed** 21"6" Frame Behind Cab; 178" CT; 82,550 Miles; Stk. # 6743 - \$48,900



(4) 2012 PETERBILT 367 DUMP TRUCKS; 485 HP Cummins ISX; 13-Spd. Manual; 21' Alum. Body w/Tarp; Air Trac Susp.; 20K F/A; 20K Non-Steerable Lift; 46K Full Locking R/A; Plumbed For Trailer; 274" WB; Dual Exhaust & Air Cleaners; 857K/901K/940K/953K Miles; No Blowby - Run Great; Stk. # 6667 - \$99,900 Each



2006 MACK GRANITE CT713 WITH NATIONAL CRANE 400B CRANE; Mack 370 HP; Eaton-Fuller 9LL Trans.; 55' Boom & 8-Ton Capacity; (4) Outriggers; 252" WB; 20K F/A; 46K Full Locking Rears; Hendrickson Haulmax Susp.; 188" CT; 21"8" Frame Behind Cab; 141,624 Miles; Stk. #6711 - \$63,900



2015 MACK LEU613; Mack MP7-325M **HP CAN BE INCREASED TO 395-425 WITH SOFTWARE FLASH**; Allison Auto. Trans.; Double Frame Cabover Truck w/Haul-Air Equipment Systems 25 Cu. Yd. Side Load Packer; 18K F/A; 46K Locking Rears; Haulmax Susp.; Both LH/RH Side Drives; 176" WB; 150" CT; 17" Frame Behind Cab If Hydraulic Tank Is Removed/Re-located; 22,557 Miles; Stk. # 6739 - \$49,900



1999 INTERNATIONAL PAYSTAR 5000 DOUBLE FRAME DAYCAB; Cummins N14 370+ HP; Allison Auto. Trans.; 184" WB; NEWAY Air Ride; Wetline; Rubber 95%; 90,422 Miles; Stk. # 6745 - \$39,900

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Agritourism: Creating an Experience & Opportunities for Your Farm

Margaret Quaassdorff

The Cotapaxi volcano rose into the sky, and light ashes collected on the railing at the entrance to the restaurant at [Hacienda El Rejo](#) in front of me. The only sound was the brass bell of the boss cow leading the herd back out to pasture after milking, and the buzz of the hummingbirds at trumpeted flowers surrounding the yard and farm. Upon entering the restaurant, I was greeted by the sound of steak sizzling on the grill of the open kitchen, and the savory smell of cheese empanadas being retrieved from the fryer. The restaurant itself was newer than the dairy, but it was decorated with local art, historic farmstead photos, and a feature wall of past winning ribbons from the top dairy cows on the farm.

Though originally just a small dairy in the one of the best agriculture regions in Ecuador, this farm realized that milking cows alone was not going to continue to pay the bills. They decided to create a place for visitors to relax and reconnect with the countryside, enjoy farm activities, excellent food, and a nice view of the surrounding landscape. As I learned more about the farm's history, I was presented with different artisanal cheeses and yogurts made from the milk from this dairy, all of which I thoroughly enjoyed.

There was a short wander down an old cow path where construction was being completed on a A-frame style bungalow. This dairy owner plans to host more people and give its patrons the opportunity to extend their stay on the tranquil farm, away from the bustle and noise of the city.

Not far away, in an even more rural setting amidst the Avenue of Volcanoes, you can come upon a truly majestic Italian-style architecture farmhouse painted with rich colors that pop against the lush green background of the high Andes. Here, at [Hacienda la Alegría](#), guests can watch the herd of 100 cows be milked calmly through an antiquated parlor with newer technology. During your stay in the renovated suites on this working farm, guests may also help feed calves which are housed

next door to the visitor accommodations. As a treat, there is a chance to sample farmstead cheese, aged in tunnels at the farm that were built a hundred years ago to get water from the mountain. Additionally, if you love cowboy culture and history, a true highlight of this agritourism destination are the horseback riding excursions hosted by the farm family.

An hour northwest of Quito, you can find a farm where owners share their passion for dairy cattle, the breathtaking landscape, and life in contact with nature. [La Querencia](#) promises visitors an unforgettable experience of a day in the countryside, sowing seeds of curiosity in children for country life and farm animals, and offering various programs for school field trips. In addition, offering a petting zoo, mini golf course, and soccer field, horseback rides and places to BBQ, this is a farm where the community comes to relax and have fun. This farm offers scheduled tours on weekends, but also encourages visitors to explore the farm on their own. Visitors delight in seeing calves hop up joyfully to greet them as they enter the nursery. Thoughtful placement of educational materials helps guests learn about the dairy industry and how their dairy products are made. Guests may also choose to dine at the on-farm restaurant featuring dairy products made from the milk produced by the cows on the farm, or grab an ice cream outside while they continue their fun. This farm not only makes its own cheese, but also partners with local cheese makers to create and launch niche products.



Calves on an agritourism farm await visitors. Signage above the calf pens helps to connect with consumers and promote the dairy industry.

Each of these farms started with dairy, and cows were at the heart of the business, until it became unsustainable to continue with cows alone. All these farms extend their very best with their unique offerings that make each experience memorable and catered to its guests. Together, the owners and managers of these and other farms are members of an association, and meet monthly to discuss ways to become more cooperative and competitive to bring more people their farms.

For some, agritourism may be a dream on its own, but many of these farms used it as a tool to continue to profit when more than the milk check was needed to pay the bills. If you are thinking about agritourism for your farm, the best advice I have is to visit many other farms that are already operating successfully, and ask them many questions about their business and lifestyle. If you are in the early stages or thinking of starting an agritourism business, join a free monthly virtual lunch-hour workshop series, hosted by the Cornell Cooperative Extension Agritourism Program Work Team. On the third Monday of each

month, these sessions focus on specific topics to help aspiring agritourism entrepreneurs grow their knowledge and profit. The April 17th session will highlight “Customer Service for Agritourism”. Register for the free webinar here: [Click Here](#)



Members of the “Haciendas y Turismo Rural del Ecuador” (Farm Estates and Rural Tourism of Ecuador) meet in a restaurant on a dairy to sample cheese, discuss ways to collaborate to bring more visitors to their agritourism businesses and highlight their unique farm offerings.



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DC305 En Español

Presented by:

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program

April 19th, 2023

12 pm-1 pm

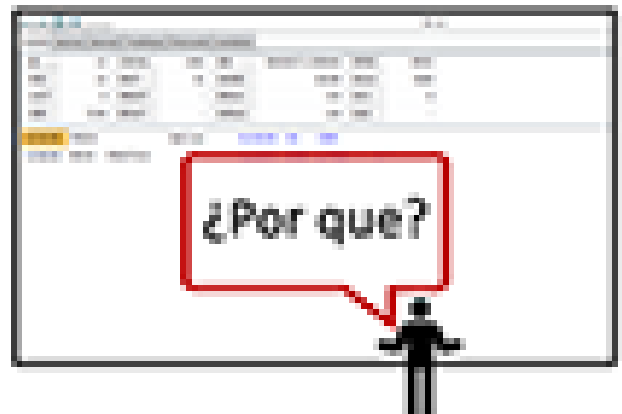
This workshop will be presented via Zoom

Objectives of this course include:

- Understand the basic language of DC305
- Improve consistency in data entry
- Appreciation for importance of record keeping

Cost is \$15 per participant. To register, <https://nwnyteam.cce.cornell.edu/event.php?id=1917>

Questions? Contact Kathryn Lutz (518) 489-3114 or k2243@cornell.edu



Nutrient Management Considerations for Spring

Jodi Letham

According to the Northeast Regional Climate Center, the northeast winter has been unusually warm and has had below-normal snowfall. Around February 1st was when we saw our first measurable snow fall of the season, about eight weeks later than usual. As for the month of March, field conditions were wet. Storages remain full but we are seeing farms pick up more land. Be careful applying manure to new fields you haven't managed before.

I've heard that fertilizer prices have decreased and that supply is currently available. Many farms waited until mid to late March to lock in their fertilizer orders, hoping that prices would continue to decrease.

Regardless of whether you are a farmer, retailer, advisor, or service provider, as an ag professional, our daily focus is on how to address questions like "which seed will perform best this year?" and "what fertilizer program is necessary for the crop to reach its full yield potential?" It's usually advisable to begin with current soil test analysis and base your fertility

strategy on the results of your soil tests. When soils test medium or lower, phosphorus, potassium, and zinc are most likely to limit crop productions. The likelihood of obtaining a response from a nutrient application where the soil test indicates a level over optimal is low. The rate at which a soil test values go down is slow, so not applying fertilizer for a year probably won't cause a big enough drop to need a lot more fertilizer the next year. Using variable rate technology (VRT) to apply the optimal amount of fertilizers and the ideal seeding rate can increase your yield per acre while minimizing product waste. By tailoring crop nutrition and seeding rates to each zone, you can take full advantage of every opportunity.

Starter fertilizers are most effective when the crop is planted into cold, wet soils, irrespective of the total fertility level of the soil. Spring-time soils are often cold and wet, reducing root growth, nutrient mobility, and nutrient mineralization. Due to the insulating effect of the surface mulch, soils in reduced tillage systems are typically cooler and wetter than conventional tillage systems making a starter fertilizer just as, if not more important. For in-furrow fertilizer application, it is essential to use lower rates to prevent crop damage. Banding fertilizer to the side of the row with the planter gives farmers more flexibility in rate and years when planned broadcast applications cannot be applied.

Note that because phosphorus and potassium fertilizer are water-soluble and will move with water, they should not be used in circumstances where runoff is anticipated. It is essential to remain attentive to field conditions in the interest of protecting your fertilizer investment. Knowing whether fertilizer is necessary will help you determine the best course of action if fields remain wet for lengthy periods, which could postpone planting.

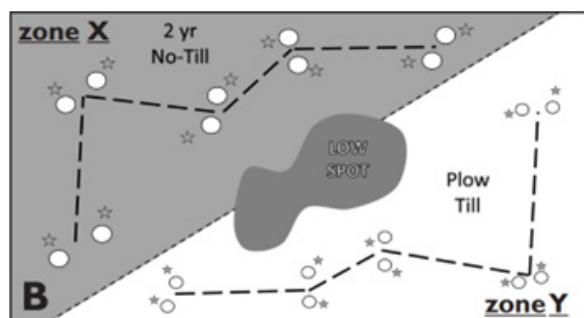


Figure 1: Sampling areas with uneven crop performance or for comparing zones, 'X' vs. 'Y'. Source: Comprehensive Assessment of Soil Health - soilhealth.cals.cornell.edu

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Agritourism Workshops Monthly!

12pm to 1pm
Via Zoom



Are you thinking of starting an agritourism business or are you currently operating one?

Join our monthly lunch-hour, workshop virtual series and learn how to grow your agritourism business!

The first session will cover the basics of running an agritourism operation. The following sessions will focus on specific topics to help aspiring agritourism entrepreneurs grow their knowledge and profit through this exciting on-farm business.

January 17: What is Agritourism and Starting an Agritourism Business

February 20: Where is Agritourism allowed?

March 20: Protecting Your Agritourism Operation: Liability and Insurance

April 17: Customer Service for Agritourism

May 15: Tax Considerations for Agritourism

June 19: Agritourism Pricing Workshop: How to figure out what your customers will bear

July 17: Marketing Your Agritourism Operation

Pre-registration Required:

<https://cornell.zoom.us/meeting/register/tJIsce6tqDMuGddOrjKOe3k0mXCypafV0oao>

Price: Free

All workshops will be recorded and links shared. After registering, you will receive a confirmation email containing information about joining the meeting.

Sponsor: Cornell Cooperative Extension Agritourism Program Work Team

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>> UPCOMING EVENTS <<



April 2023

Herd Health and Nutrition Conference: April 3rd-4th, Syracuse, NY. For details and registration: <https://cals.cornell.edu/pro-dairy/events-programs/conferences-seminars/herd-health-and-nutrition-conference>

Agritourism Workshops Monthly! – April 17. Virtual. Are you thinking of starting an agritourism business or are you currently operating one? Join our monthly lunch-hour, workshop virtual series and learn how to grow your agritourism business! Pre-registration Required: <https://cornell.zoom.us/meeting/register/tJlsce6tqDMuGddOrjKOe3k0mXCypafV0oao>

DC305 for Spanish Speakers: April 19th, 12pm – 1pm. Zoom. For more information see the flyer on page 13 or visit our website: <https://nwnyteam.cce.cornell.edu/event.php?id=1917>

May 2023

Dairy Cattle Welfare Symposium: - May 17th-18th, Fort Worth, TX. This organization encourages producer participation and part of the program this year includes a tour of a new dairy with robotic batch milking technology as well as a session for Spanish speakers. For information and registration: <https://www.dccouncil.org/symposium>

Preparing Your Livestock Farm for the Loss of OTC Antimicrobials - May 3rd, 7-8pm. Zoom. With the elimination of OTC antimicrobials for livestock use, veterinary diagnosis is needed prior to treatment to ensure these products are used judiciously. Free. **Pre-registration Required**: <https://bit.ly/OTC-webinar>. Contact Nancy Glazier for questions, 585-315-7746.

NY Farm Labor In Transition Survey - New York farm employers are navigating enormous changes in farm labor markets and regulations in recent years. It is critical for farm managers and decision-makers to have accurate and up-to-date information about the farm workforce.

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