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

AG FOCUS

Left to Right: Jake Dates, Mike Stanyard, John Dates
Dates Farm wins both NY Corn & Soybean yield contests. Photo: Katie Becker Photography

2023 NY Corn & Soybean Growers Association Yield Contest Winners

Mike Stanyard

The annual **NYS Corn and Soybean Yield Contests** are sponsored by the New York Corn & Soybean Growers Association. **Congratulations to our 2023 NY Corn Champion Jake Dates from Wayne County with a winning yield of 290.49 bu/a. For the first time ever, someone has won both contests! Jake Dates is also our NY Soybean Champion with a winning yield of 83.79 bu/a.** Congratulations to Dates Farm for an incredible year! They will be headed to the 2024 Commodity Classic in Houston in March. Listed are the NY state contest winners and West and Finger Lakes regional winners. The Central, North and East regional corn and soybean winners can be found on the NY Corn & Soybean Growers Association webpage at https://www.nycornsoy.org/yield-contests. All of the contest awards were presented at the NY Corn and Soybean Growers Winter Expo on January 16.

There were no National Corn Yield Contest winners from NY this year but the results of contest can be found here, https://www.ncga.com/get-involved/national-corn-yield-contest. David Hula from Charles City, VA was the nation's high yielder at 623.84 bu/acre and breaks his own world record! There are many NY growers who enter the national contest as well as our NY contest. You can see how they fared in each of the classes in the state breakdown section. I'm looking forward to another great season in 2024!


Cont. on page 3

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Check Out The NWNY Team Blog!

Features Crop Alerts, Dairy Alerts, Bilingual (Spanish) Resources, Upcoming Events: and more from our team members.

HERE

A partnership between Cornell University and the CCE Associations in these ten counties:

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Farm 2023 NY Corn & Soybean Growers Association Yield Contest Winners Cont.

2023 NY Corn and Soybean NY State and Regional Winners
Sponsored by the NY Corn and Soybean Growers Association

Rank	Entrant Name	Town	County	Brand	Number	Yield (bu/a)
Corn Contest NY State Winners						
1	Jake Dates	Red Creek	Wayne	Pioneer	P9998	**290.49**
2	Jeff Bridge	Elba	Genesee	DEKALB	DKC59-82	**272.47**
3	Austic Farm Partners	Interlaken	Seneca	Channel	203-70	**271.31**
West Regional Winners						
1	Jeff Bridge	Elba	Genesee	DEKALB	DKC59-82	**272.47**
2	Dan Pettit	Medina	Orleans	DEKALB	DKC48-68	**270.99**
3	Andy McIlroy	Pavilion	Wyoming	DEKALB	DKC105-35	**262.89**
Finger Lakes Regional Winners						
1	Jake Dates	Red Creek	Wayne	Pioneer	P9998	**290.49**
2	Austic Farm Partners	Interlaken	Seneca	Channel	203-70	**271.31**
3	Eric Lyon	Lyons	Seneca	Pioneer	P0487Q	**268.17**

Rank	Entrant Name	Town	County	Brand	Number	Yield
Soybean Contest NY State Winners						
1st	Jake Dates	Red Creek	Wayne	Pioneer	P24A46PR	**83.79**
2nd	Bob Thompson	Interlaken	Seneca	Pioneer	P25A16E	**82.80**
*	Bob Thompson	Interlaken	Seneca	Pioneer	P28A42X	**81.88**
3rd	Blodgett Brothers	Lima	Livingston	Seedway	SG 1432XTF	**81.39**
West Regional Winners						
Group 0	John Macauley	Mt. Morris	Livingston	AgriGold	G0854X	**57.48**
1	Blodgett Brothers	Lima	Livingston	Seedway	SG 1432XTF	**81.39**
2	Triple-H Farms	Leicester	Livingston	Seedway	SG 2852XTF	**78.40**
Finger Lakes Regional Winners						
Group 0	Mark Lott	Waterloo	Seneca	Asgrow	AG09XF3	**61.57**
1	Pit Farms Inc.	Clyde	Wayne	Seedway	SG 1922E3	**75.28**
2	Jake Dates	Red Creek	Wayne	Pioneer	P24A46PR	**83.79**

PRO DAIRY Education & Applied Research

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program

SAVE THE DATE

Two locations will be announced for the NWNY region

9:30am-3:00pm EST

MARCH 18 & 19 2024

FARM Animal Care Training

More details coming soon

http://tinyurl.com/NWNYteam

In-person training in the areas of:

Calf Health Care
Heifer Stockmanship
Fitness for Transport
Down Cow Management
Euthanasia Techniques and Safety

Also: Overview of FARM 5.0 updates

Lunch will be provided.

2ND ANNUAL DAIRY DAY

FEBRUARY 01 2024

The Chalet at East Hill Creamery
346 Main St South
Perry, NY 14530

CCE NWNY TEAM

"Udderly Sustainable and Resilient"

AGENDA

9:30am-10:00am	**Registration and Morning Refreshments**
10:00am-10:10am	**Intro and Welcome** *Margaret Quaassdorff, CCE NWNY Team*
10:10am-10:55am	**Feeding Strategies for Methane Mitigation** *Dr. Sarah Morrison, Miner Institute*
10:55am-11:10am	**Break/Visit Sponsors**
11:10am-11:45am	**Carbon Credits and Manure Management** *Lauren Ray and Jason Oliver, Cornell PRO-DAIRY*
11:45am-12:00pm	**Dairy Specialist Apprenticeship** *Jay Canzonier, Cornell Ag Workforce Development*
12:00pm-12:45pm	**Lunch- *Sponsored by PikeSide Ag Machinery, LLC***
12:45pm-1:45pm	**Panel: Implementing Sustainable Practices** *featuring Josh Peck of El-Vi Farms*
1:45pm-2:00pm	**Wrap-up and Adjourn**

Registration fee: $40 per person includes lunch provided by Old Souls Catering

REGISTER OR SPONSOR:
HTTPS://NWNYTEAM.CCE.CORNELL.EDU/EVENT.PHP?ID=2212

Selecting Your Next Herd Sire

Nancy Glazier

No other purchase on the beef farm has as great of an influence as your bull selection. Your herd bull has significant genetic impact that can enhance your herd. Now is a great time to put some thought and research into your herd and bull selection process.

First, what are your farm goals? Will you be selling heavier weaned calves or better-marbled meat? Writing things down can help with bull selection. There should be an economic improvement in mind when selecting a bull.

A uniform method of bull comparison is the use of expected progeny differences (EPD), which allows for comparisons between bulls of the same breed from different herds. These numbers are calculated based on the potential performance of the bull's progeny based on related animals. Since a yearling bull has not sired progeny, projections are made based on the sire, dam, siblings, etc. Two useful traits are weaning weight and yearling weight. An average is developed from a group of bulls, which is zero. Any bull above average would have a positive number, below average is negative. Here is an example. Bull A has a weaning weight of 56, yearling weight of 96. Bull B has a weaning weight of 102, and yearling weight of 168. Bull B will potentially wean a 46 lb. heavier calf that would weigh 72 lb. heavier as a yearling than Bull A. Another consideration is the accuracy of the EPDs, listed as ACC. Bull A had ACC of 70% and 75%; Bull B was 1% and 1%. There are more data attributed to Bull A to increase the accuracy of the EPDs. It is wise to select for more than one trait, since a narrow selection may lead to unintended consequences.

An added component to accuracy of EPDs is genomic testing which looks at the genetic markers for certain traits. If you are looking for a registered bull, you can find EPD information on the breed association website.

There can be value to crossbreeding programs. This is a way to bring hybrid vigor to your farm if the breeds are complementary. If that is of interest, there are calculations that can be done for across breed comparisons. These numbers can be found on the Beef Improvement Federation website, https://beefimprovement.org.

Any purchased bull should be sound, with good feet and legs. One may look good on paper, but it needs to be able to breed the cows and heifers on your farm. Disposition is crucial for farm safety. Body condition should be scored and an appropriate diet in place for preparation for breeding season.

A young bull will cover fewer cows or heifers than a mature bull. A rule of thumb is 12-15 cows as a yearling, 18-20 as an 18-month-old, and up to 25 cows as a two-year-old.

Breeding soundness exams are critical to know the potential for the bull to breed. This includes collecting a semen sample and taking scrotal measurements. There are a few veterinary clinics that perform these. If interested, check with your veterinarian.

This is a brief overview of bull selection; there are other considerations as well. Reach out to me if you have questions.

A young bull from the Cornell All Forage Fed Bull Test. Photo credit Jim Monahan

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program
Southwest NY Dairy, Livestock and Field Crops Program

FEB 15 2024

12:00pm-1:00pm EST

Register HERE

NORTHEAST DAIRY BUSINESS INNOVATION CENTER

"Putting the 4 P's of Marketing to Work for Your Diversified Dairy"

Join Farm Business Management Specialist, Katelyn Walley and Dairy Management Specialist, Margaret Quaassdorff for this free webinar to learn simple and important marketing ideas for your dairy business. Marketing is one of the most important considerations for any type of diversified dairy business, particularly those with interests in on-farm processing. We'll help you use product, prices, place, and promotion to plan for your farm's growth and change.

Oldies, But Goodies

Margaret Quaassdorff

The average lifespan of a cow in a modern dairy herd is about 5 years, with average number of lactations under 3. The challenge with this is that many times, our mature, productive cows are forced to be culled to allow space for new heifers to come in. While we do want to be milking our best genetics, we also want to ensure that we are taking advantage of the great genetics that we already have in place that are currently creating profit. The breakeven point for the cow is going to be slightly different for each dairy based on the cost of feed, milk production, price of milk, and how quickly, efficiently and knowingly we can get heifers to mature bodyweight. Breakeven typically occurs sometime during the second lactation, and we shouldn't want to stop there, when we can dilute the maintenance cost for growing the cow by keeping her as long a period as it makes sense.

The top reasons for cows leaving the herd on most dairies are: transition issues, mastitis, reproduction inefficiency, lameness/injury, and to make room for incoming heifers. Management is the key to prevention. Determine your herd's greatest reason for culling, and see what changes you can make to increase productive life. To be clear, I'm not recommending we keep cows that should leave. I am suggesting we take a closer look at what wears cows down in the herd, when, and why. Start by keeping really good records, and then look at the last 12 months. Herd management software hasn't always provided us the easiest and best way to keep track, so dig into your records and further into the cow's history. If she is leaving for repro, did she struggle with a bad transition or lameness beforehand? Don't get overwhelmed; pick one reason for culling involuntarily on your farm and see what you could do to make improvements. One percent better in a lot of areas adds up.

If most cows are healthy and safe from injury when they leave the herd and your cull rate is creeping up, then you might think about managing your breeding plans and heifer replacement program more strategically. Milk production-wise, 1st lactation cows rarely compete with 2nd and 3rd lactation cows. By targeting sexed semen to the top 10-30 percent of the herd, (use genomics and production/health record analysis to determine who those ladies are) you will not be diluting your genetic gain. You can still milk the next best heifers AND the best cows who are paying you back from their younger days. It is important to note that the heifers you do create, regardless of the number of them, should be healthy and well-grown (meaning bred and calved in at the right time, have an easy transition, with high peak milk). It doesn't work to offset the cost of feeding longer heifers to the correct size to breed too early. You will lose it in milk production later. Heifers that fall short of 85% of mature body weight after calving, are going to continue to struggle to pay you back and will miss their full milk production potential regardless of genetics. (When was the last time you put your mature cows on the scale? This is an essential number to determine true body weight and frame goals for your farm's heifers. Immature heifers lead to mediocre mature herds).

Achieving a longer productive life is about maintaining healthy aging cows that contribute to the profit of the dairy. It also leads to a lesser environmental footprint by not turning over and feeding excess animals. In addition, keeping healthy, productive cows longer contributes to maintaining the industry's social license to operate.

Bottomline, cows shouldn't have to leave the herd just because they are old cows.

Healthy aged cows contribute significantly to the profit of a dairy. Photo by M. Quaassdorff.

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2016 CAT 930M HIGH LIFT WHEEL LOADER; with 4.5 Cu. Yd. Roll-Out Bucket; *****NEW BRIDGESTONE 20.5R25 TIRES*****; 5.57 Hours - **$112,900**

2019 JOHN DEERE 6130M MVWD 130HP TRACTOR; Enclosed Cab; Power Quad Trans.; 12K Front Weight; 3 SCV's; 480/70R24 Front Tires; 520/70R38 Rears; 540/1000 PTO; Outside 3-Point Hitch Control; Air Ride Seat, Suspension Cab; 1,783 Hours - **$89,900**

2017 JOHN DEERE 6195R; 195HP MFWD Tractor w/Full Suspension Cab; Front & Rear 3-Point Hitches; PTO's; 540/65R30 Front Tires; 650/65R42 Rears both at 70%; IVT Transmission; 4 SCV's; Monitor GPS Ready; 2, 969 Hours - **$144,950**

2020 JOHN DEERE 6250 ULTIMATE TRACTOR PACKAGE; MFWD Tractor w/Full Suspension Cab; IVT 31 MPH Trans.; Auto-Track Ready; Front & Rear PTO's and 3-Point Hitch; 600/70R30 Front Tires, 710/70R42 Rears - Both at 100%; 2 Front SCV's; 4 Rear SCV's; Premium Seat; 3,057 Hours; Stk. # 6250R - **$192,000**

2009 INTERNATIONAL PAYSTAR 5600i; Cummins 430 HP; Engne Brake; Alison Automatic Trans.; 2K F/A; 65K Rears; Hendrickson Spring; 244" WB; PTO; Double Frame; Supreme 1400T Tailgate Chute; (2) Mixing Augers; Wide Rear Conveyor; 35,054 Miles; Stk. # 6901 - **CALL**

2007 MACK CTP713 FEED MIXER TRUCK; CLEAN; Supreme 1400T Feed Mixer; Mack 370 HP; Allison Auto. Trans.; 20K F/A; 46K R/A; 425/65R22.5 Front, 11R22.5 Rear Tires; Camelback Susp.; 264" WB; 66,500 Miles; Stk. # 6818 - **$97,900**

2000 PETERBILT 357 w/KUHN KNIGHT VT180 VERTICAL FEED MIXER; Truck Scale System; Cummins ISM (Recent In-Frame Overhaul); Allison Auto. (Reman Weller Trans.); 20K F/A; 46K Rears; 397,000 Miles; 6,889 Hours; Stk. # 6829 - **$83,900**

2006 PETERBILT 357 CAB & CHASSIS; 335 HP CAT C11; Allison Auto. Trans.; 20K F/A; 46K Locking Rears; Chalmers Susp.; 254" WB; 170" CT; 21'6" Frame Behind Cab; 205,344 Miles; Stk. # 6822 - **$56,900**

2009 KENWORTH T800 CAB & CHASSIS; Clean Double Frame; 355 HP Cummins ISM (Can Be Re-Rated To 425 HP); 18-Spd. Manual; 264" WB; 21' Frame Behind Cab; 186" CT; 20K F/A; 46K Full Locking Rears On Neway Air Ride; 4.30 Ratio; PTO w/Controls; 107,210 Miles; Stk. # 6778 - **$59,900**

2015 KENWORTH T800 CAB & CHASSIS; TRI-D... Also Available); 550 HP Cummins IX; 18-Spd. Manual; Double Frame; 48" Flat Top Bunk; 354" Bridge Measurement; Air Ride; 25'8" Frame Behind Cab; 18K F/A; 69K Full Locking Rears; 4.30 Ratio; 310,693 Miles; Stk. # 6776 - **$85,900**

2013 PETERBILT 367 DAYCAB; Very Clean; 390 HP Cummins ISX; Allison Auto. Trans.; 212" WB; 20K F/A; 46K Full Locking Rears; Wetline; Air Trac Susp.; 18,400 lb. Chassis Weight; 15' Frame Behind Cab; 130" CT; 213,229 Miles; Stk. # 6768 - **$74,900**

2004 VOLVO VHD64 CAB & CHASSIS; Heavy Single Frame; Volvo 365 HP; Allison Auto. Trans.; 20K F/A; 46K Full Locking Rears; T-Ride Susp.; 214" WB; 150" CT; 18'6" Frame; 153,968 Miles; Stk. # 6758 - **$49,900**

2014 PETERBILT 367 DOUBLE FRAME SLEEPER TRUCK; 48" Flat Top Sleeper; 550 HP Cummins ISX Engine; 18-Spd. Manual; 14.32K F/A; 46K Full Locking Rears; Neway Susp.; 232" WB; 436,000 Miles; Stk. # 6794 & 6795 - **$51,900 EACH**

2002 STERLING LT9500 CRANE TRUCK; w/IMT24562 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**

2007 MACK GRANITE CTP713; Mack MP7 370+ HP; 8LL Trans.; 20-Ton Double Frame Rolloff/Flatbed Truck; 26'x102" Steel Flatbed; Winch; 20K F/A; 46K R/A; 18K Non-Steerable Lift Axle; Air Ride; 284" WB; 214" C-T; 22'6" Frame Behind Cab; 484,231 Miles; Stk. # 6861 - **$47,900**

2015 WESTERN STAR 4700SF; Detroit DD13 470 HP; 10-Spd. Manual; Clean Daycab with 12K Front Axle; 46K Full Locking Rears; AirLiner Suspension; 210" WB; Headache Rack; 3.91 Ratio, 391,389 Miles; Stk. #6798 - **$71,900**

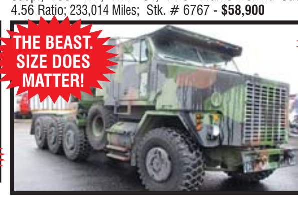
2012 MACK LEU613 PACKER; Double Frame; Labrie Side Load Packer; 20K F/A; 46K Rears; Haulmaax Susp.; Allison Auto. Trans.; LH/RH Side Drives; 212" WB; 180" CT; 20'6" Frame Behind Cab if the Packer is Removed. *****HP Can Be Increased to 395-425 with Software Flash.***** 59,375 Miles/13,276 Hours - **$48,850**

2003 KENWORTH T800 FLATBED; Heavy Single Frame; 395 HP CAT C12; Allison Auto. Trans.; 15'6" x 102" Steel Deck; 18K F/A; 46K Full Locking Rears On Haulmaax Susp.; 196" WB; 122" CT; 14'8" Frame Behind Cab; 4.56 Ratio; 233,014 Miles; Stk. # 6767 - **$58,900**

2013 KENWORTH T800 DAYCAB; Clean; 50 HP Cummins ISX; Eaton Fullr 18-Spd. Auto. Trans.; 14.6K F/A; 46K Full Locking Rears; KW 8-Bag Air Ride; 3.73 Ratio; 206" WB; 134" CT; 15' Frame Behind Cab; Wetline; 385,455 Miles; Stk. # 6883 - **$64,900**

2007 PETERBILT 378 DUMP TRUCK; Double Frame; 475 HP CAT C15; 18-Spd. Manual; 20' Steel Body w/44" Side; Tarp; 20K F/A; 46K Full Locking Rears; Air Trac Susp.; Non-Steerable 20K Lift Axle; 266" WB; 463,988 Miles; Stk. # 6862 - **$54,900**

22006 MACK GRANITE CT713 FLATBED TRUCK; Double Frame with REMACK AI-375 Engine (8/22, Only 56,000 Mile On It Now); Allison Auto.; Forklift Carrier; 22'6" x 98" Steel Deck; 20K F/A; 46K Rears On Caelback Susp.; 250" WB; 182" CT; 23'6" Frme Behind Cab (22'6" Frame Behind Muffler); Chassis Has 306,424 Miles; Stk. #6868 - **$69,900**



2000 OSHKOSH; Detroit Diesel V8 500 HP Turbo Diesel Engine; Engine Brake; Automatic Trans.; 86,000 lb. GVWR; Two 55,000 lb. Winches; Aux. Winch; 8x8; Rear Wheel Steer; Exhaust Brake; Air Ride Susp.; PTO; Fifth Wheel Ramp Plates; Central Tire Inflation System; Stk. # 6696 - **$88,900**

1999 INTERNATIONAL PAYSTAR 5000 DOUBLE FRAME DAYCAB; Cummins N14 370+ HP; Allison Auto. Trans.; 184" WB; NEWAY Air Ride; Wetline; Rubber 95%; 90,427 Miles; Stk. # 6745 - **$39,900**

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Single-Strip Spatial Evaluation Approach

From the Agronomgy Fact Sheet Series

Fact Sheet #124

Conducting on-farm research is the most reliable way to answer questions like "Can I reduce nitrogen side-dress rates?", "Should I add sulfur?", or "Does planting green impact the corn crop that follows?". On-farm research can help a farmer improve overall production efficiency, farm profitability, and environmental stewardship. In the past, on-farm research required randomized trials with at least four replications (randomized complete block designs, see Agronomy Fact Sheet #68). This approach takes up space and can slow down field work during busy times on the farm. Here we introduce a new approach, the Single-Strip Spatial Evaluation Approach (SSEA), that takes away a major barrier to implementing on-farm research and provides more reliable results.

Why SSEA?

Because yield monitors take readings every second as a harvester goes through a field, they generate dense spatial data, allowing for targeted evaluations and improved statistical analysis. The SSEA uses yield monitor data to answer research questions using a single treatment strip per field (Figure 1).

How Does SSEA Work?

There are six steps to be followed when conducting on-farm research using the SSEA.

Step 1: Equipment requirement

Use of the SSEA requires harvesting with a yield monitor system to collect yield and moisture data every second during harvest. Reliable data are essential, so farms that conduct on-farm research using SSEA will need to ensure yield monitor systems are well-calibrated (Agronomy Fact Sheets #104, #105).

Step 2: Define the study question

A study question in the SSEA consists of a comparison of two treatments, typically a "business as usual" approach versus a management change such as a different application rate, change in tillage method, change in timing, method of application, or materials.

Step 3: Select field and strip location

The SSEA is most useful for farms that already have yield stability zone maps (Figure 1). In such maps, each field has up to four colors: green for zones that are consistently (across years) yielding higher than the whole farm average yield, red for zones that are consistently low yielding (below farm average), and blue and yellow for zones that are highly variable in yield over the years but on average higher (blue) or lower (yellow) than the whole farm average. For more information on yield stability zone maps, see Agronomy Fact Sheet #123.

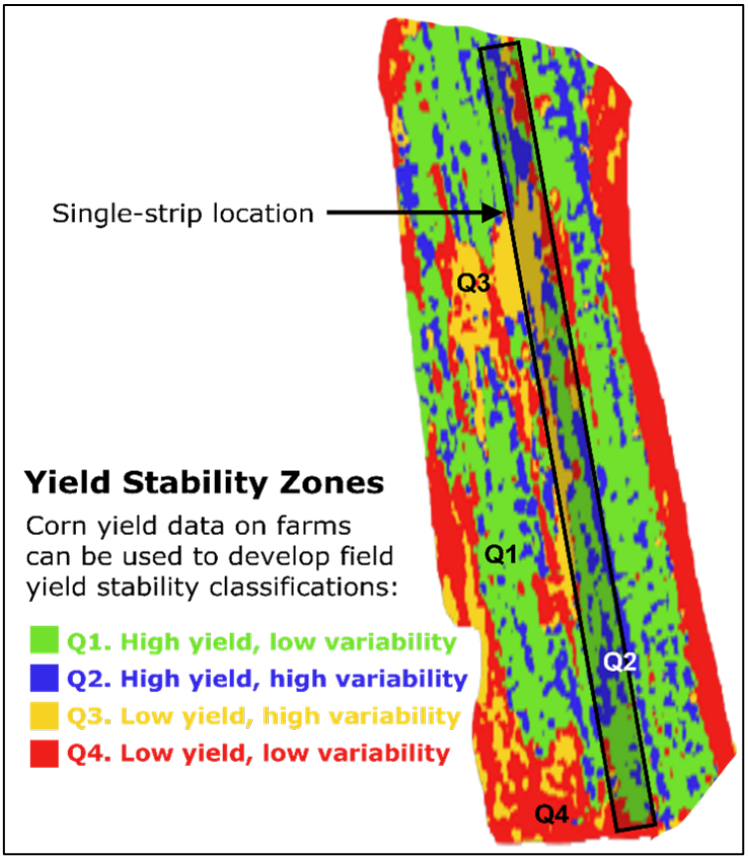

Figure 1: When a farm has yield stability zones (requires three years of yield data or more), the single-strip spatial evaluation approach (SSEA) can target specific zones by placing single-strip treatment covering a specific set of zones (mostly green and blue in this example).

Field selection will be determined by the research question. For example, if a farmer wants to know if more N is needed for higher-yielding areas, fields with green yield stability zones should be selected.

The SSEA can be used without zone maps, but conclusions can only be drawn for the area where the strip was placed and the control strips surrounding it (not per zone). If a farm has less than three years of yield monitor data for a row crop (corn silage, corn grain, soybeans, small grains), it is recommended to continue

to collect yield data so that yield stability maps can be generated in future years and research findings can be extrapolated to other fields.

Step 4: Implement the strip

Trial implementation requires putting in a single strip of an alternative treatment across a field in the direction of harvest (longer=better). The strip width must be at least two and no more than four chopper or combine widths and have adequate space for equally wide control strips on both sides (do not place the strip at the field edge). All other crop management practices (pest control, seed bed preparation, fertility management, etc.) should be applied uniformly across the entire field including the strip area. Mark both the name of the field and the strip location in the field (GPS coordinates for each of the four corners). The GPS locations will be essential for evaluating yield data and drawing conclusions.

Step 5: Data collection

Ensure the yield monitor is well-calibrated, flow and moisture sensors are working properly, and data are cleaned post-harvest. Harvest the field as if the trial were not in it (do not stop or adjust for harvesting of the strips) to ensure data quality. If additional information (e.g. corn stalk nitrate test, forage quality, or soil samples) is helpful to answer zone-based research questions, make sure to sample (and geo-reference) both within and left and right of the actual strip location within a zone.

Step 6: Statistical analyses

Yield data within the strip and both sides directly surrounding it are used to evaluate if the treatment impacted yield that year using a spatial regression model. Yield responses are evaluated per zone. The statistical model determines if the treatment impacted yield. Table 1 represents our level of confidence in the estimated average yield response. This allows a farmer to compare which zones achieved the yield response needed to cover the cost of treatment and where the management change was less likely to pay off..

Table 1: Example of results of a single-strip spatial evaluation approach (SSEA) in a field with four yield stability zones (Q1, Q2, Q3, Q4). The table shows how confident we are that a specific yield response was obtained.

Confidence table for treatment yield response

	Yield response (tons/acre)	Q1 (%)	Q2 (%)	Q3 (%)	Q4 (%)
Loss	≤ −1.00	0	0	0	0
	≤ −0.75	0	0	0	0
	≤ −0.50	0	0	0	0
	≤ −0.25	1	1	0	0
Benefit	≥ 0	97	95	100	100
	≥ 0.25	90	85	100	100
	≥ 0.50	76	65	99	100
	≥ 0.75	55	40	95	98
	≥ 1.00	33	19	87	92
	≥ 1.25	15	6	71	79
	≥ 1.50	5	2	49	59
	≥ 1.75	1	0	27	36
	≥ 2.00	0	0	12	17

High | Somewhat | Neutral | Low | Not confident

New York On-Farm Research Partnership

A farmer who shares yield and SSEA data with the New York On-Farm Research Partnership, will receive a report that show impact of the treatment per zone as illustrated in Table 1. Sharing of data aids in development of science-based guidance. Individual farm data or reports will be held strictly confidential.

Additional Resources

- Nutrient Management Spear Program Agronomy Fact Sheet Series: nmsp.cals.cornell.edu/index.html.
- New York On-Farm Research Partnership: nmsp.cals.cornell.edu/NYOnFarmResearchPartnership/.

Disclaimer

This fact sheet reflects the current (and past) authors' best effort to interpret a complex body of scientific research, and to translate this into practical management options. Following the guidance provided in this fact sheet does not assure compliance with any applicable law, rule, regulation or standard, or the achievement of particular discharge levels from agricultural land.

For more information

Nutrient Management Spear Program
http://nmsp.cals.cornell.edu

Quirine Ketterings, Jason Cho, Manuel Marcaida, Subhashree Navaneetha Srinivasagan, Sunoj Shajahan, Juan Carlos Ramos, Kirsten Workman, Joseph Guinness

2022

Cornell Cooperative Extension
Southwest NY Dairy, Livestock and Field Crops Program

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

NORTHEAST DAIRY BUSINESS INNOVATION CENTER

SAVE THE DATE

for our

VALUE-ADDED DAIRY TOUR

• MARCH 13 & 14, 2024 •

JOIN US AS WE TOUR ON-FARM DAIRY PROCESSING FACILITIES IN EASTERN NEW YORK TO LEARN MORE ABOUT FARM DIVERSIFICATION OPTIONS AND BENEFITS/CHALLENGES

ADDITIONAL DETAILS, INCLUDING TOUR STOPS, DEPATURE/ARRIVAL TIMES, AND FORMAL REGISTRATION WILL BE RELEASED IN JANUARY OF 2024. LET US KNOW YOU'RE INTERESTED NOW BY CONTACTING KATELYN WALLEY AT 716-640-0522 OR KAW249@CORNELL.EDU OR MARGARET QUAASSDORFF AT 585-405-2567 OR MAQ27@CORNELL.EDU.

FUNDING FOR THIS TOUR WAS MADE POSSIBLE BYT THE THE U.S. DEPARTMENT OF AGRICULTURE'S (USDA) AGRICULTURAL MARKETING SERVICE THROUGH DAIRY BUSINESS INNOVATION INITIATIVE, GRANT 21DBIVT1004-00. ITS CONTENTS ARE SOLELY THE RESPONSIBILITY OF THE AUTHORS AND DO NOT NECESSARILY REPRESENT THE OFFICIAL VIEWS OF THE USDA.

Costs of Crop Production – Cash Grain Farms

John Hanchar

Summary

• Owners of cash grain farms who understand cost summary and analysis concepts, and apply understanding to calculate crop production costs are best positioned to make wise production, marketing, risk and other management decisions, and achieve farm and family objectives and goals.
• Alternative cost summary and analysis approaches exist.

Background

Cost of crop production information is valuable to the owner of a cash grain farm looking to answer the following questions and others.

• What crops should I produce?
• When developing a marketing plan, what should my price targets be?
• What production practices should I employ – for example, conventional or reduced tillage practices, a standard or intensive wheat management system?

To best develop and use cost of crop production information, farm business owners should understand two important aspects of costs of production.

First, recognize and understand that a number of cost of production measures exist for a given enterprise, good or service. Costs can be grouped in a variety of ways – variable and fixed, operating and ownership, cash and non cash are examples. There is no single cost of production. One has to be clear about what is being included.

Second, recognize and understand the different methods used to calculate costs. Is the measure calculated from farm records using enterprise cost summary and analysis? Or, is the measure calculated from farm records using a whole farm method?

Cost Concepts

Costs of production are defined as the value of resources used in the production of goods and services. Traditional resource groupings include land, labor, and capital, where capital is described for its ability to purchase inputs other than land and labor. Labor includes hired family and nonfamily, unpaid family, and operator labor. Examples of goods and services produced include corn, wheat, soybeans, and custom services among others.

The enterprise cost accounting approach allocates costs to the production of a good or service. Some costs are easier to allocate to a particular enterprise than others. For example, accrual operating expenses such as fertilizers, seeds and plants, and chemicals among others are relatively easy to allocate to corn grain production. Machinery and equipment expenses, both fixed and variable, and labor expenses are more difficult to allocate. Various methods exist for allocating costs including a method that is based upon the hours of use by enterprise.

The whole farm method allocates costs to an enterprise using accrual receipt and expense information from the business' income statement. For example, to estimate the total cost of producing a bushel of corn grain, make the following calculation.

Total cost of producing corn grain = Total costs for the business – Accrual, non corn grain receipts

Dividing by corn grain produced (accrual basis) yields a per bushel measure. Note, use of the word "estimate" above.

An Illustration of the Whole Farm Method

Consider a 1,000 acre representative farm producing corn grain and soybeans. Selected information from the farm's annual accrual income statement follow.

• Accrual receipts total $819,009 with corn grain accounting for $547,147 of the total, and soybeans the remainder.
• Accrual operating expenses total $541,232, while depreciation expense is $88,000.

If the value of the operator's labor and management is $50,000 and interest on average equity for the year as an opportunity cost is $26,684, then total costs are $705,916.

Subtracting accrual receipts for soybeans (the non corn grain receipts), $271,862, from total costs for the business, $705,916, and dividing by bushels of corn produced, 85,600, yields an estimate for the total cost of producing a bushel of corn of $5.07. For soybeans, subtracting accrual receipts for corn grain (the non soybean receipts), $547,147, from total costs for the business, $705,916, and dividing the result by bushels of soybeans produced, 22,500 bushels, yields an estimate for the total cost of producing a bushel of soybeans of $7.06 per bushel.

Remember these are estimates derived from the business' income statement. The producer who is not comfortable with estimates from the whole farm method can utilize enterprise cost summary and analysis methods to more accurately calculate costs for their business.

If you would like to discuss using your business' income statement to develop some cost of crop production estimates and/or using enterprise cost summary and analysis to generate costs, please contact me.

Guest Speakers:

Vipan Kumar

Katja Poveda

Dennis Pennington

Tom Overton

Michael Wunsch

Register Now!

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Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program

A partnership between Cornell University and the CCE Associations in these ten counties: Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates.

2024 Soybean and Small Grain Congress

February 14, 2024

DoubleTree by Hilton

1111 Jefferson Rd, Henrietta, NY 14623

Morning Agenda

8:30 AM - 9:50 AM

Registration & Visit Vendors

DEC Recertification Points &
Certified Crop Adviser Credits Available.
Please bring your Applicator Picture ID

9:55 AM

Opening Introductions and Announcements

Mike Stanyard

10:00 AM - 11:00 AM

Improving the Management of White Mold in Soybeans: Considerations Before and After Planting

Michael Wunsch, Plant Pathologist
North Dakota State University

11:00 AM - 11:15 AM

Morning Break

11:15 AM - 11:45 AM

The Role of High Oleic Soybeans in Dairy Cattle Nutrition

Tom Overton, Dairy Nutritionist
Cornell University

11:45 AM - 12:15 PM

Seedcorn Maggot: Predicting Damage Risk and Identifying Tools for Better Monitoring

Katja Poveda, Entomologist
Cornell University

Cornell Cooperative Extension does not endorse or recommend any specific product or service. This program is solely intended to educate consumers about their choices.

Afternoon Agenda

12:15 PM - 1:15 PM

Lunch & Visit Vendors

1:15 PM - 1:45 PM

Weed Control Research Update in NY Soybeans and Small Grains

Vipan Kumar, Weed Scientist
Cornell University

1:45 PM - 2:15 PM

Wheat Management: How to Get the Next 10 Bushels

Dennis Pennington, Small Grain Specialist
Michigan State University

2:15 PM - 2:30 PM

Afternoon Break

2:30 PM - 3:30 PM

High Management Wheat Grower Panel

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Registration Information

Registrations must be received by: February 12

Name:_____

Name:_____

Farm/Business Name:_____

_____

Address:_____

_____

County:_____

Phone:_____

Email:_____

Location Attending:

☐ 2/14/24 DoubleTree by Hilton, **Henrietta**

ONLY ONE LOCATION THIS YEAR

Attending:

_____ $60.00 not enrolled in NWNY Team **

_____ $45.00 if enrolled in NWNY Team

*** If you do not receive the monthly newsletter Ag Focus either by mail or email you are NOT enrolled in the NWNY program.*

To Register and Pay Online:

http://nwnyteam.cce.cornell.edu/events.php

To Register and Pay by Check:

Send completed form and check made payable to: ***CCE NWNY Team*.**

Mail to:
NWNY Team
Attn: Ashley Knapp
420 East Main Street
Batavia, NY 14020

Accommodations for persons with special needs may be requested by contacting Ashley Knapp at: 585-343-3040 x138 by 2/12/2024.

Cornell Cooperative Extension of Livingston County
NWNY Dairy, Livestock & Field Crops Team
3 Murray Hill Drive
Mount Morris, NY 14510

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UPCOMING EVENTS

February 1

CCE NWNY Dairy Day

9:30AM - 2PM : The Chalet at East Hill Creamery, Perry NY : $40

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 6

Whole Farm Efficiency Webinar Series: Milk Quality

12PM - 1PM : Zoom : Free

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 13

Agritourism: Maple Syrup Operations

12PM - 1PM : Zoom : Free

Whole Farm Efficiency Webinar Series: Transition Period Management

12PM - 1PM : Zoom : Free

Farm Asset Protection Strategies: Safeguarding Agricultural Legacies for Future Generations

10AM - 2:30PM : CCE Genesee, Batavia : $10

February 14

Soybean and Small Grain Congress

8:30AM - 3:30PM : DoubleTree by Hilton, Rochester NY : $60

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 15

Value-Added Dairy Processing Webinar II

12PM - 1PM : Zoom : Free

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 20

Whole Farm Efficiency Webinar Series: Use of Colostrum to Maximize the Benefits for Your Farm

12PM - 1PM : Zoom : Free

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 22

Cornell Cow Convos Podcast Episode 6

Release for listening

Listen Here: https://nwnyteam.cce.cornell.edu/events.php

February 27

Whole Farm Efficiency Webinar Series: Targeted Reproductive Programs

12PM - 1PM : Zoom : Free

Registration: https://nwnyteam.cce.cornell.edu/events.php

February 28

Forage Congress

TBA

Registration: https://nwnyteam.cce.cornell.edu/events.php

March 12

Whole Farm Efficiency Webinar Series: Replacement Management

12PM - 1PM : Zoom : Free

Agritourism: Staffing your Agritourism Operation

12PM - 1PM : Zoom : Free

Registration: https://nwnyteam.cce.cornell.edu/events.php

March 13 - 14

Value-Added Dairy Tour

TBD

Registration: https://nwnyteam.cce.cornell.edu/events.php