



Ag Focus

Calf Care Has Come a Long Way

By: Jerry Bertoldo

Once upon a time in my early vet practice days, calf care did not seem to be much of a science or even a big concern. Certainly most farms did not lavish money on facilities, fancy milk replacers or labor towards raising heifers. Thinking back thirty years or more on the rather poor conditions that the vast majority of calves endured and too often died from makes me shudder. There was a general lack of interest by producers and pro-active recommendations by veterinarians in the area.

In those primeval times there was little dialogue about feeding to biologic potential, mimicking “nature’s way,” providing functionally adequate ventilation or considering much about calf stress and its effects. Problems with respiratory disease meant you needed more vaccinations or a different “stronger” antibiotic. Little correlation was made between calving difficulties, the first day of life experience, disease challenge and health later on. If a calf survived a hard pull, what else did you want? If a heifer made it to breeding age despite bouts with pneumonia, got pregnant, looked in decent condition, calved in - the game was over. You won, right?

Today the tide has turned. We are lots smarter. Stress, calving experience, nutrient profile and quantity, disease experience, socialization, environmental management and good record keeping all have moved into the limelight when



a serious discussion about the heifer enterprise is had. Sexed semen and genomic testing is making the phrase “elective culling” a part of

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- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural
sector, neighbors & the general public.

Continued from page 1

the dairy game plan for heifers as well as cows on an increasing number of operations. Combined with exception health experience and high completion rates these farms can weed out the poor performers and market excess heifers to boot. What a difference a couple of decades makes!

This year the NWNy Team is excited to be taking on the organizing role for the third annual calf conference started by Pro-Dairy in 2011 as the "Dairy Calf Group Housed Symposium." We are very pleased to have a top notch group of speakers and producers to spend time talking about successful ways to manage calves regardless of your type of facility or feeding style.

A variety of topics of interest to dairy producers and agriservice personnel alike will be presented. The focus this year will not be solely on group housing systems. The focus will remain however, on the young dairy replacement heifer. The format includes an evening reception and dinner with presentations and a panel discussion focused on group housing systems to follow. A full day of talks will cover systematic approaches to health and disease, the risks and rewards of various calf rearing systems, practical calf

immunity, assessing newborn calf vitality, a fresh look at colostrum, what the ideal calf diet might look like and data - driven decisions to cull heifers. The name has changed to "Calf Congress 2013." Our theme is "Raising the Next Generation." Hope you can join us!

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Costs of Raising Dairy Calves and Other Calf Performance Measures

By: John J. Hanchar

Summary

- ★ Variability in calf performance measures among farms is likely explained in part by differences in systems, practices, and management approaches, including the extent to which these are successfully implemented.
- ★ For example, based upon 3rd quarter 2012 data for 23 Northeast dairy farms, average daily pounds of dry matter (DM) intake per animal for the birth to 3 month age group averaged 4.7 pounds, while the middle 80 percent of farms ranged from 3.6 to 6.2 pounds. Differences in feeding systems and practices – for example, fixed number of feedings per day versus free choice feeding -- likely underlie some of the variability.
- ★ The top five cost items -- feed, labor, bedding, building operation and ownership, and health -- accounted for approximately 92 percent of total costs per animal per day for the birth to 3 months age group.

Selected Results, Birth to 3 Months

Led by Jason Karszes, Cornell University/PRO-DAIRY, university and extension personnel, and others worked with 23 northeast dairy farms during the third quarter of 2012 as the farms collected cost and other performance data for their dairy replacement enterprises. Selected results are reported here for animals from birth to 3 months.

Table 1. Selected Factors, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

Measure	Average	80th Percentile Range	
# of heifers	112	50	262
Age, months	3.0	3.0	3.0
Weight, pounds	253	225	280
Total weight, gained, pounds	168	141	197
Non completion rate, percent	7.1	0.7	14.5

Feeding measures varied considerably among farms (Table 2). Differences in systems, practices and/or management approaches underlie the results. For example, some farms practiced fixed feedings per day, while others employed free choice feeding systems.

Table 2. Selected Feeding Measures, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

Measure	Average	80th Percentile Range	
Average daily rate of gain, pounds	1.9	1.6	2.2
Average daily DM intake per animal, pounds	4.7	3.6	6.2
Feed cost per day per animal, dollars	2.67	1.85	3.36

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Cost measures varied considerably among farms (Table 3). Differences among farms mentioned above, and other differences combine to underlie variability. Differences in housing systems among farms -- for example, individual versus group housed systems -- likely underlie variability in a variety of cost measures, including feed, labor, building operation and ownership, and others.

Table 3. Selected Cost Measures, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

Measure	Average	80th Percentile Range	
<i>Cost per day per animal, dollars</i>			
Feed	2.67	1.85	3.36
Labor	1.05	0.58	1.69
Bedding	0.37	0.12	0.75
Building operation & ownership	0.22	0.06	0.51
Health	0.20	0.07	0.32
Total cost per day per animal	4.91	4.19	5.73
Total cost per pound of gain	2.69	2.08	3.27
Total cost per animal completing system *	447	381	518

*Measure excludes the initial value of a calf at birth.

Final Thoughts

The ranges in cost and other calf performance measures realized by the 23 farms are notable. For example, the non - completion rate averaged about 7 percent, while the middle 80 percent ranged from a little less than 1 percent to 14.5 percent. For the producer interested in pursuing improved results, room for improvement exists.

To learn about alternative systems, practices, and management approaches that can improve calf performance, plan on attending the Calf Congress 2013. Please see information about the congress in this issue.

Sources for this article include:

Karszes, Jason. 2012. "Analyzing Costs Associated with Group Housing and Feeding of Pre - Weaned Dairy Replacements." Presentation. Group Housed Dairy Calf Systems Symposium. December 13. Syracuse, NY.

Hanchar, John. 2013. "Economics of Calf Rearing." Presentation. Dairy Skills Training – Calf Management. February 14. Warsaw, NY.

Upcoming Webinars:

Farm Financial Business Checkup

November 11, 1:00 p.m.

presented by Gary Sipiorski

(<http://www.hoards.com/webinars>)

Discovering Hidden Feed Costs for the Milking Herd

November 7, 12:00 p.m.

Presented Dr. Michael Brouk, Kansas

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(<http://www.extension.org/pages/29156/upcoming-dairy-cattle-webinars#.UmAiaBCpB-0>)



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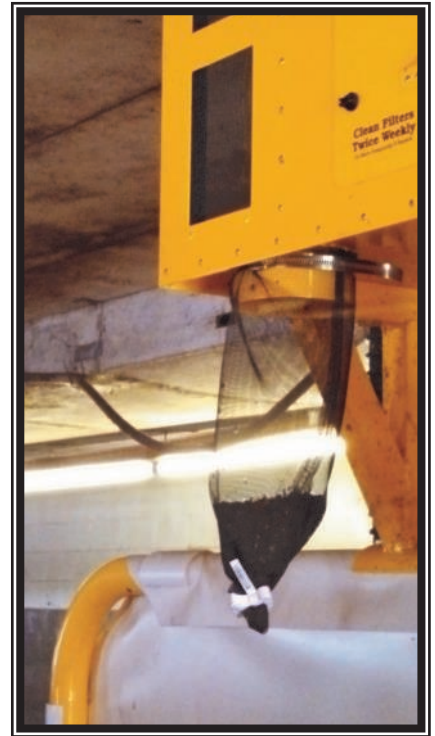
Galens Homestead Acres

By: Nancy Glazier

Summer is always a prime time for flies and this one was no different. Steve and Paul Galens, brothers who run the organic dairy in Clifton Springs know all about them. Fly management was a big concern when they made the decision to transition to organic, and is a continuing concern due to their licensed raw milk sales. Mastitis and other infection risks are increased from flies. They have taken the integrated management approach utilizing sticky traps, alsynite traps, and spray repellants, and fans in the barn for adequate ventilation. In June, they took the big step of purchasing a Cow·Vac from Spalding Laboratories.

A Cow·Vac is just what it sounds like. It is designed to blow off and vacuum up flies as the cows pass through. The squirrel fan on top of the unit powers the device. Steve set it up just inside the barn where it was most convenient. The device needs to be secured down on a firm base, such as concrete. A power source was also nearby.

It was a bit of a justification for the Galens to purchase a Cow·Vac; list price is just under \$7500. Steve milks the 22 milk cows while Paul does the field work on 120 acres and 40 acres of permanent pasture, where the cows graze extensively. Steve said, “Every fly in there (the Cow·Vac) is one less doing its thing.” Now that fly season is over, they feel it was worth the investment.



The flies are caught in a mesh bag that can be emptied periodically.

House flies and stable flies are confinement pests. House flies are non-biting but are the potential problems by transmitting diseases. Both sexes of stable flies bite, which can irritate the cows enough to reduce production. Horn flies and face flies are pasture pests. Face flies are nonbiting but can be vectors for pinkeye infections. Both sexes of horn flies have piercing mouth parts and can take as many as 20 blood meals a day. For a grazing operation an ideal location for the Cow·Vac may be in a laneway prior to entering the barn. Steve and Paul admit there are significant flies that “jump off” before entering the barn. These are probably face and horn flies. There is an alsynite trap near where the cows enter, and a roll of wide sticky trap. Paul’s winter project is to build a duct system to catch those along the barn door.

The Cow·Vac can be checked out here:

https://www.spalding-labs.com/products/fly_control_products/cow_vac/default.aspx



The Cow·Vac set up just inside the barn.

Maintaining Stored Grain Quality over the Winter

By: Mike Stanyard

Despite some planting challenges, it looks like a better harvest than expected for NY producers. New York grain corn production is forecast at 113 million bushels, up 23 percent from last year. Area for harvest is expected to total 750 thousand acres, 10 percent above a year ago. Yield is forecast at 150 bushels per acre, up 16 bushels from last year and equal to the record high set in 2010. Soybean production in the Empire State is estimated at a record high 15.5 million bushels, up 8 percent from last year's 14.4 million bushels. Acreage for harvest increased 2 percent from 312 thousand a year earlier to a record high 317 thousand acres. Yields are expected to average a record high 49 bushels per acre, up 3 bushels from last year (USDA's NASS, NY Field Office).

Grain storage is an important step in protecting your investment and lots of money can be lost in reduced quality when it's time to deliver. I have talked about the importance of chemical and cultural control of insect pests prior to harvest in the past but temperature and aeration are also a crucial pest management tool. Dry grain should be cooled to less than 60 degrees F as soon as possible after harvest, and to 20 - 30 degrees F for winter storage. Temperature benchmarks for stored grain:

- 80°F: The ideal temperature for insect and mold growth.
- 70°F: Insect reproduction begins to decrease.
- 50°F: Insects become dormant below this temperature.
- 40°F: Mold growth prohibited below this temperature.
- 20-30°F: Grain should be cooled to this range for winter storage.

Stored grain should be cooled by aeration whenever the grain temperature exceeds the average outdoor temperature by 10 to 15 degrees. Expect storage time to approximately double with each 10 degree reduction in temperature. Grain should be cooled to about 25 degrees as outdoor temperatures get colder. Check the condition of stored grain about every two

weeks while grain is cooling, then about monthly after grain has cooled for winter storage.

When the fans are off during the winter holding period, they should be covered (with canvas or plywood) to prevent the grain near the ducts from getting too cold during severe winter weather. Large temperature differences result in condensation in the cold grain. Spoiled grain over the aeration ducts or perforated floor is a common problem caused by not covering the fan during extended off periods. Also look for melting snow on the roof of the bin as a telltale sign of temperature problems.

Accumulation of fine particles, weed seeds, and other foreign material interferes with airflow. Such accumulations are prime locations for increased mold and insect activity, which result in localized heating and grain deterioration. Normally, these fines collect in the center of the bin as the grain flows toward the walls.



Several good management practices can reduce the storage risks incurred through accumulation of foreign material. Screening the grain reduces the amount of foreign material and greatly improves long-term storability. Spreaders are used to more uniformly

distribute fines throughout the bin and helps provide more uniform airflow during aeration.

A common practice in bins equipped with center unloading hoppers is to unload some grain from the center "core" to remove some accumulated fines. Fill the bin so it is peaked and unload some of the grain (300 to 1,000 bu, depending on bin size). This removes some of the accumulation and increases airflow in the center if enough grain is unloaded to allow the center core to fill with clean grain.

References: "Management of Stored Grain with Aeration", University of Minnesota, <http://www.extension.umn.edu/distribution/cropsystems/DC1327.html>.

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OSHA Inspections: The Dairy Dozen

By: Libby Gaige










If you are a dairy farmer, chances are that you have already heard about the new OSHA regulations and the inspections expected to take place on New York State dairy farms starting sometime in 2014. (If not, refer to “What to Expect from OSHA Inspections” in the September 2013 issue of Ag Focus). Here are the basics: only farms that have employed more than 10 people in the past 12 months (excluding immediate family members and including part time employees) or have a temporary labor camp are required to comply with OSHA regulations.

On September 27th, Farm Credit East hosted the second webinar in a series about OSHA regulations and inspections. (To view the webinar, visit the following web address: <https://www.farmcrediteast.com/en/Webinars/2013SeptOSHA.aspx>). Ron Williams, the Compliance Assistance Specialist for the Department of Labor-OSHA in the Syracuse office, laid out the basics for OSHA inspections of dairy farms. A Compliance Safety and Health Officer (CSHO) will arrive unannounced on the dairy to complete the inspection. The CSHO will present their credentials, conduct an opening conference, review records and programs, complete a walk around of the farm, and then hold a closing conference. Any violations will be discussed during the closing conference, and farms will have 15 days to accept and pay citations or to appeal.

Here are the “Dairy Dozen,” the top twelve areas that will be reviewed by OSHA during dairy farm inspections:

1. Manure storage and collection structures
2. Dairy bull and cow behavior/worker positioning
3. Electrical systems
4. Skid steer operation
5. Tractor operation
6. Guarding of PTOs
7. Machine guarding on field and farmstead equipment
8. Lockout- Unexpected energy release
9. Hazard Communication

HCS Pictograms and Hazards

Health Hazard  <ul style="list-style-type: none"> • Carcinogen • Mutagenicity • Reproductive Toxicity • Respiratory Sensitizer • Target Organ Toxicity • Aspiration Toxicity 	Flame  <ul style="list-style-type: none"> • Flammables • Pyrophorics • Self-Heating • Emits Flammable Gas • Self-Reactives • Organic Peroxides 	Exclamation Mark  <ul style="list-style-type: none"> • Irritant (skin and eye) • Skin Sensitizer • Acute Toxicity (harmful) • Narcotic Effects • Respiratory Tract Irritant • Hazardous to Ozone Layer (Non-Mandatory)
Gas Cylinder  <ul style="list-style-type: none"> • Gases Under Pressure 	Corrosion  <ul style="list-style-type: none"> • Skin Corrosion/ Burns • Eye Damage • Corrosive to Metals 	Exploding Bomb  <ul style="list-style-type: none"> • Explosives • Self-Reactives • Organic Peroxides
Flame Over Circle  <ul style="list-style-type: none"> • Oxidizers 	Environment (Non-Mandatory)  <ul style="list-style-type: none"> • Aquatic Toxicity 	Skull and Crossbones  <ul style="list-style-type: none"> • Acute Toxicity (fatal or toxic)

New labeling under the Hazard Communication Standard alerts users of the chemical hazards to which they may be exposed.

10. Confined spaces
11. Horizontal bunker silos
12. Noise

Do you see any areas in which your dairy could improve safety or safety training? **Dairy farm employers are required to train employees on new labeling elements and the new Safety Data Sheet (SDS) format by December 1st, 2013** (that’s right, you have less than a month!), so Hazard Communication training is a good place to start. Remember that it is very important to keep records of any trainings conducted for employees because according to Ron, “If you didn’t document it, you didn’t do it.” Visit <https://www.osha.gov/dsg/hazcom/index.html> for training guidelines and resources. You can also contact Libby Gaige at geg24@cornell.edu or 607-793-4847 for more information.

Gypsum Bedding in Long-Term Manure Storage May Create Dangerous Conditions

By:
Tom Eskildsen, Yates SWCD
Nancy Glazier, Cornell CCE
Curt Gooch, Cornell PRO-DAIRY
Karl J. Czymmek, Cornell PRO-DAIRY

FARMERS AND MANURE HANDLERS NEED TO **AVOID EXPOSURE** TO MANURE GASES PRODUCED BY LONG-TERM MANURE STORAGES, ESPECIALLY WHEN GYPSUM IS USED FOR BEDDING

DANGEROUS LEVELS HAVE BEEN MEASURED!

All stored manure can produce gas levels of concern in some conditions. Some gases (like hydrogen sulfide [H₂S]) are toxic and heavier than air and therefore are prone to sink to low areas like storage pits, sumps, or other depressions. These areas are the most dangerous. When mixed before spreading, manure pits and storages that hold manure from barns where gypsum is used for cow bedding may be at increased risk to release H₂S gas at levels that are hazardous and could even be life threatening. As wind currents mix H₂S with air, the hazard is quickly reduced so the main concern is the area right around manure storage, especially during agitation.

Why is gypsum a potential concern? Gypsum is a significant source of calcium and sulfur. Though both calcium and sulfur are beneficial in the right place and form, some naturally occurring bacteria in liquid manure storages use the sulfur to make hydrogen sulfide. The bacteria are most active in warmer months, so summer and fall pit agitation can be more dangerous. We recently learned that gypsum cannot currently be used as bedding on farms in the United Kingdom due to the health risk concerns with hydrogen sulfide emissions from manure storages.

In October 2013, staff from the Benton Fire Department and Yates Soil and Water Conservation District (SWCD) measured more than 100 ppm hydrogen sulfide next to a long-term manure storage pit during agitation on a farm where gypsum has been used for

bedding. In certain conditions, hydrogen sulfide can be a problem in any long-term storage, but the level found here is much higher than we have seen

measured in other locations. It is not fully clear if gypsum is a source of the problem, and more testing is needed to better assess the situation. However, gypsum is a major source of sulfur in some pits and due to the potential threat to health and safety, we are recommending caution. Air was also tested around the perimeter of a long-term manure storage on a Yates County farm that does not use gypsum for bedding and H₂S levels were overall undetectable.

Hydrogen sulfide levels above 20 ppm can begin to cause humans problems including headaches, dizziness, and fatigue. According to the Occupational Safety and Health Administration (OSHA), a concentration of 100 ppm hydrogen sulfide is immediately dangerous to life and health because the symptoms can make it hard to escape from a dangerous situation. Levels over 100 ppm paralyze the olfactory nerve (sense of smell) causing the victim to not know they are still breathing in the gas, and exposure at this level for 48 hours may cause death. At levels above 500 ppm, staggering and collapse can occur in 5 minutes, death after 30-60 minutes. If we are finding random air samples over 100 ppm, it is possible to have pockets of hydrogen sulfide near storage structures during agitation that are at much higher levels.



Farmers, family members, workers, and visitors are urged to avoid any and all manure gases, especially from storages when gypsum is mixed in with manure in any significant quantities. Note: for operations that daily haul manure and use gypsum for bedding, we expect little or no production of hydrogen sulfide, but care should be taken to minimize risks there too.

Continued on page 13

Dairy Acceleration Program

Plan for Environmentally Responsible Growth

Governor Cuomo, in partnership with the NYS Department of Agriculture and Markets and the NYS Department of Environmental Conservation, has announced the Dairy Acceleration Program.

This program is designed to enhance profitability of New York dairy farms and to maintain a commitment to environmentally responsible growth. The program will be delivered in collaboration with Cornell PRO-DAIRY and Cornell Cooperative Extension.



Eligible projects assist New York dairy farmers to develop business plans for successful and environmentally responsible growth. Funds may be used for creation of strategic business

plans focused on growth, design of new or remodeled facilities, or development of environmental and farmstead plans. Farms must have lactating dairy cattle.

Eligibility:

- Must be a dairy cattle farm
- Must have complete financial records for business planning
- Preference is given to farms with under 300 cows
- Must complete and submit an application

Dairy Acceleration Program funding covers 80% of a project's cost. The farm is responsible for 20% of the project cost, which is paid directly to the service provider, including any in excess of established limits.



Funding may include:

- Up to \$5,000 per farm to write a business plan or to develop a combination of a business and facility growth plan
- Up to \$6,000 to develop a new Comprehensive Nutrient Management Plan (CNMP) for farms under 300 cows
- Up to \$4,500 to update an existing CNMP for farms under 300 cows
- Up to \$3,600 for an initial and combined evaluation of financial and environmental needs of the farm for farms under 300 cows

Business planning to account for the cost of environmental improvements associated with growth of the dairy is encouraged.

Agri-business personnel who wish to provide services for the Dairy Acceleration Program should contact Caroline Potter for more information at cjh42@cornell.edu

For more details visit the DAP Web site at: http://ansci.cornell.edu/prodairy/dairy_acceleration/

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Get the Dirt on Soil Sampling

By Bill Verbeten

Now that most crops are off it's a good time to review the basics of soil sampling before heading out into the fields this fall and winter. Monitoring soil pH and fertility is the foundation of productive fields and pastures. Soil needs to be sampled regularly and with the proper technique in order to build a successful fertility program on every acre.

Soil Sample Timing

Soil sampling generally occurs every 3-4 years on each field. In the "green-gold" rotation common on many dairy farms (3-4 years haylage, 3-4 years corn/corn silage) the soil is usually sampled in the fall before turning over the haylage field to first year corn and the last year of corn silage. Similarly, farms growing corn, soybeans, and a small grain rotation will often sample after the small grain is harvested before rotating back to corn. In short rotations of corn and soybeans or continuous corn it is not uncommon for soil sampling to occur every 2-3 years. Any new ground acquired by a farm should be sampled as soon as possible. Sometimes crops show possible visual signs of nutrient deficiency, *Figure 1*. In these cases a soil and a tissue sample should be sent to lab to confirm a deficiency.



Figure 1: Nutrient Deficient Corn

Soil Sample Analyses

It is important to use the same commercial lab for testing over time because analysis techniques are

slightly different between labs. In most situations testing for potassium, phosphorous, pH, and organic matter are adequate for planning fertility programs. Nitrogen is not stable in the soil and is lost over the fall and winter months. Testing in the spring prior to nitrogen application, or in a year like 2013 where we had high rainfall after the nitrogen fertilizer was put on, is more appropriate. Sometimes soils are analyzed for calcium and magnesium for specialty crops or those trying to "balance" cation exchange ratios. Regular liming supplies enough calcium and using dolomitic lime will supply magnesium. Additionally many of our New York soils regularly contribute calcium, potassium, and magnesium to crops. While some people have spent their entire careers trying to prove there is a response to a specific Ca:Mg:K ratio in the soil, the consensus across the nation is that there is no response to managing these ratios in agricultural soils. Sulfur is similar to nitrogen and isn't tested for in soil analyses in most cases. With the cleaner air in recent years most fields now respond to 15-25 lb/A of sulfur per year. Micro-nutrient analysis may be beneficial on sandy or muck soils, along with soils having low organic matter and extreme pH levels that have not received manure in recent years.

Soil Sampling Methods

Soil sampling can be done on an entire field, in targeted management zones, or on a grid. For fields 20 acres or less the entire field is often the sampling area. Using a soil probe, *Figure 3*, sample two dozen spots throughout the field in a zig-zag pattern, *Figure 4*, at 6-8 inches deep and place into a plastic bucket for mixing. Metal buckets will add some micro-nutrients to the soil samples and should not be used. Thoroughly mix all of the samples and then take a subsample (usually about 1-2 cups worth) to send to a laboratory. Be sure to avoid sampling areas of the field that have had manure or lime piles recently, are known to be compacted (the headlands), or are low lying areas

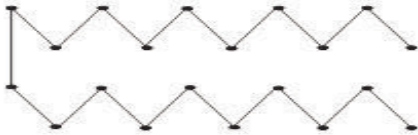


Figure 1: Nutrient Deficient Alfalfa

Figure 3: Soil Probe



Figure 3: Soil Sampling Pattern



wetter than the rest of the field.

Soil samples also can target management zones within the field. Often these areas will follow differences in soil type or areas mapped by yield monitors. For farmers pursuing variable rate fertilizer application and seeding rates it is best to start with three types of management zones: high, medium, and low yielding. Sample these areas in the same way as described above by taking 2-3 samples per acre in each management zone. A number of farms have done grid sampling on 1-3 acre grids in western New York. This is the method that was widely used initially in the Midwest for precision agriculture management. While a number of farms still take the mountain of soil samples necessary to do this, many have moved toward sampling management zones to save on costs while still having the capability for variable rate management.



Gypsum Bedding, continued from page 10

More testing will be done this fall in the Yates County area on farms that have used gypsum and those that have not. ***If you have stored manure with gypsum material and are planning to agitate and land apply manure from that storage this fall, the following precautions should be taken:***

- ◆ Make sure no unnecessary people are near the pit or open air storage during agitation and pump out.
- ◆ Set up large fans and/or blowers around where operators will be working to mix air and dilute any gases.
- ◆ Pit operators should be trained to use respirators and how to work in hazardous places.
- ◆ Use a respirator when working around the pit during agitation and filling.
- ◆ Do not enter pits, tanks or open air depressions (low areas) without a respirator!
- ◆ If entry is necessary, never do so during agitation. Enter only if the pit is well ventilated, fresh air is supplied to a respirator and a safety harness and attached rope is worn and there are two people standing by to help.

In addition to the above tips, farmers should:

- ◆ Consider using other materials for bedding until this issue is better understood.
- ◆ Have an emergency plan in place.
- ◆ Train all family members and employees in the dangers of manure gases.
- ◆ Install gating/fencing and danger signs around all manure storages.

A portion of this information is summarized from an article produced by Pennsylvania Farm Bureau and US Department of Labor, OSHA division website

New York Farm Viability Institute Launches Dairy Profit Team Program

The New York Farm Viability Institute, in cooperation with the NYS Department of Agriculture and Markets, is proud to announce the re-launch of the Institute-based Dairy Profit Team program. A Profit Team is a team of professionals (feed consultants, extension agents, veterinarians, etc.), selected by an individual farmer, that meets regularly and works with the farmer to evaluate and improve the business. Farms that have participated in Dairy Profit Team programs in the past have experienced significant gains in productivity, profitability, and efficiency.

Participation in the Dairy Profit Team program requires a willingness to provide the team with detailed information on the farm's operations, and an open mind toward making changes based on the team's recommendations. The program requires farmer participants to hold a minimum of seven team meetings over a maximum 15 month period and cover 20 percent of the fees charged by the team, with the balance being paid by NYFVI, up to \$2,500.

In addition to paying 80% of team member fees, NYFVI will also provide support for team facilitators, in the form of training, manuals, and connections with other facilitators across NY State. NYFVI is in the process of hiring a Dairy Profit Team Program Coordinator to work with facilitators and teams to ensure success. If you are a dairy farmer interested in participating, or learning more about the Dairy Profit Team program, visit www.NYFVI.org to access information, documentation, and the program application.



The New York Farm Viability Institute is a farmer-led nonprofit group that awards grant funds for applied research and outreach education projects that help farms increase profits and provide models for other farms. NYFVI works with farms of all sizes, commodities and production practices across NY State, to foster a vibrant and sustainable agricultural economy. Contact David Grusenmeyer with any questions at 315-453-3823, x104.

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November 2013

- 6, 20 **Planning for Succession: Managing Business Transition to a New Generation**, 7:00 p.m., CCE-Seneca Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu
- 7, 21 **Planning for Succession: Managing Business Transition to a New Generation**, 1:00 p.m., CCE-Monroe Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu
- 7, 21 **Planning for Succession: Managing Business Transition to a New Generation**, 7:00 p.m., CCE-Wyoming Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu
- 14 **Feed Dealer's Meeting**, 11:00 a.m. - 2:30 p.m., CCE-Wyoming Co. office, 401 N. Main St., Warsaw. **Pre-registration is Requested.** Cost: \$30 per person/location, \$25 ea. Additional person from same farm/business. Contact: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu, **RSVP by: November 8th.**
- 14 **Feed Dealer's Meeting**, 6:00 p.m. - 9:30 p.m., CCE-Ontario Co. office, 480 N. Main St., Canandaigua. **Pre-registration is Requested.** Cost: \$30 per person/location, \$25 ea. Additional person from same farm/business. Contact: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu, **RSVP by: November 8th.**

December 2013

- 4-5 **Calf Congress 2013 - "Growing the Next Generation"**. RIT Inn & Conference Center, 5257 West Henrietta Rd., Henrietta. For conference details and registration information please visit: <http://nwnyteam.cce.cornell.edu/events.php>
- 10 **Cornell Agribusiness Economic Outlook Conference**, 9:00 a.m. - 3:30 p.m., B25 Warren Hall, Cornell University. For more information contact: Carol Thomson at 607.255.5464 or cmt8@cornell.edu or visit the website: http://dyson.cornell.edu/outreach/ag_outlook_conference.php
- 11 **Planning for Succession: Managing Business Transition to a New Generation**, 7:00 p.m., CCE-Seneca Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu
- 12 **Planning for Succession: Managing Business Transition to a New Generation**, 1:00 p.m., CCE-Monroe Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu
- 12 **Planning for Succession: Managing Business Transition to a New Generation**, 7:00 p.m., CCE-Wyoming Co., To register contact: Cathy Wallace at 585.343.3040 x138 or cfw6@cornell.edu

Happy Thanksgiving



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