Cornell University
Cooperative Extension
NWNY Dairy, Livestock & Field Crops Team

NORTHWEST NEW YORK DAIRY, LIVESTOCK & FIELD CROPS TEAM

Ag Focus

Milk-Feed Ratio Dilemma

By: Joan Sinclair Petzen

USDA's Milk-Feed Ratio has come under scrutiny by industry experts in recent years. Many say the measure tracked to show the relationship between the price of milk and feed costs is outdated. For July 2012, the announced ratio of 1.29 is the lowest since the USDA starting publishing the ratio in the 1980's. Should dairymen pay attention to this ratio? How might they use this and other tools to affect the management of their dairy?

The Definition

"According to USDA, the milk-feed ratio is the number of pounds of 16 percent protein-mixed dairy feed that is equal in value to one pound of whole milk."

The formula for this ratio is:

Feed Value ($/Cwt.)= (51/56) x Price of Corn ($/bu.) + (8/60) x Price of Soybeans ($/bu.) + (41/2000) x Price of Hay ($/ton)

Milk-feed ratio = Price of Milk ($/cwt.) ÷ Feed Value ($/cwt.)

The formulas above illustrate that a simple feed formulation of 51 pounds of corn, 8 pounds of soybeans and 41 pounds of dry hay is used to calculate this measure.

Some History

When milk-feed ratios were greater than 3.0 it was considered a time when purchasing feed to supplement forages would be profitable for dairies and when the ratio dropped below 2.0 it didn't make a lot of sense to buy feed to increase productivity. Another interpretation was, when the ratio is above 3.0, milk and feed prices are in a relationship that encourages production expansion and when it is below 2.0 the industry would contract and cull rates would increase dropping cows that were less profitable.

Some things have changed, in the last three decades. Dairies have adopted a wide range of feeds including more silages and by-product feeds. Rations are being managed more closely. Production strategies range from management intensive confinement systems, to organic dairy practices or pasture based systems.

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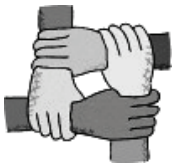

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Mission Statement

The NWNY Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNY Team seeks to build producers' capacities to:

- Enhance the profitability of their business
- Practice environmental stewardship
- Enhance employee & family well-being in a safe work environment
- Provide safe, healthful agricultural products
- Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.

Continued from page 1

The genetic production potential of cattle has increased. In the information age, prices of both milk and feeds are much more volatile. All these factors contribute to increased production per cow, less uniformity among farms, and ups and downs in farm profits.

Alternative Indexes

Opponents to the milk-feed ratio feel that this measure is outdated and should be replaced by something that is more easily understood and more reflective of our current industry environment. Income over Feed Costs, Milk Margin and Cow-Jones Index are some new ways of looking at impacts of changing price relationships on the profit potential in the dairy industry.

Drs. Kenneth Bailey and Virginia Ishler at Penn State Cooperative Extension developed and analyzed an Income Over Feed Costs (IFOC) benchmark that measures the profit over feed costs on a per cow per day basis. IFOC is what remains to pay all other production costs, mortgage payments and family living once feed costs are covered. They have also defined Milk Margin (MM) which measures on a per hundredweight basis, the amount left to pay all other costs after feed costs are paid. These measures are detailed in their Dairy Risk-Management Education Fact Sheet – Tracking Milk Prices and Feed Costs:

http://pubs.cas.psu.edu/freepubs/pdfs/ua443.pdf.

Income Over Feed Cost ($/cow/day) =

Price of milk x (Daily Average Milk Productions [lbs./ cow/day] ÷100) – Daily Feed Cost ($/cow/day)

Milk Margin ($/cwt) =

Price of milk – (Daily Feed Cost [$/cow/day] x (100 ÷ Daily Average Milk Production (lbs./cow/day)

These measures show the relationship between the income generated per cow per day and the cost of feeding her each day and the relationship between the price of 100 pounds of milk and the cost of producing that 100 pounds of milk respectively. Both measures only reflect the cost of feed for the milking cow and do not reflect the cost of feed for dry cows or replacements.

The Cow-Jones II Index developed by Dr. Normand St-Pierre, at Ohio State University, tracks dairy productivity and margins both nationally and across six regions of the United States. Dairymen, accountants, bankers and analysts are able to use the Cow-Jones Index as a tool to both track historical margins and project future margins based on Chicago Mercantile Exchange futures prices. By looking at the historical and projected margins over a period including two years data prior to the date you are making the analysis and two years of projected data, analysts are able to both review recent margins and project future margins. This information can be used to make decisions about future risk management strategies for dairies. Progressive Dairyman's Market Watch Margin columns on July 1 and July 21 provide a detailed description of the Cow-Jones and how it can be used: http://www.progressivedairy.com/index.php?optionoption=com_content&view=article&id=8005&Itemid=308.

Culling Decisions

Many producers are asking at what production level to cull in the current price environment. The answer is, it depends on factors like pregnancy status, milk quality, your farm's feed costs and the price of milk. Wisconsin's Center for Dairy Profitability's CULL.XLS:CullingGuide(http://cdp.wisc.edu/decision%20making%20tools.htm) is a simple spreadsheet to help dairy managers determine when to cull a non-pregnant cow by calculating her contribution to fixed cost per day. When her contribution to fixed cost becomes negative she should be culled. This calculation requires knowing her current production (pounds per day), butterfat test, protein test and SCC. Other pieces of information required are the base milk price and the feed, labor and miscellaneous costs per hundredweight.

The bottom line

Milk prices are down and projected to slowly improve, feed prices are up for the foreseeable future. Dairies need to think about tightening up management of the herd in response to these price relationships to enhance their profits and protect their equity. Use the tools available to you to evaluate risk and make decisions early to help your farm business to thrive rather than just survive the price and weather ups and downs.

Back to the Basics to Plan for 2012 Harvest

By: Nancy Glazier

After surviving the roller coaster of the 2012 growing season, it is time to plan for surviving the winter feeding season. In preparation, start with the basics.

First of all, make sure you do a great job with silage harvest. Take the time to tune up the chopper in regards to particle size and processor settings. You may need to adjust equipment from field to field! This is not the year to skimp on inoculant. Research has shown there is a payback of 10:1 with the use of inoculants. Also, make sure your dry matter is where you want it to be; start harvest at 32-35% DM; higher end of the range for upright silos. Don't look at kernel milkline, take a sample and dry it down. Remember a koster tester can give you a reading of 2% points drier than actual dry matter. If you don't have a koster tester, work with your nutritionist or call us!

Pack, pack, pack. Cover, cover, cover. This is the year to prevent as much storage loss as possible. Double-layer plastic, white over black, is ideal as an oxygen barrier. Silo Stop™ is even better in one step. It would be beneficial to cover side walls as well.

After harvest is in, take an inventory. Fact sheets to assist with estimating inventory and herd forage needs are listed under Fall Decision Tools on our website (www.nwnyteam.org). Plan out how much you have and how much you need. Start now to find feed if you anticipate running out. Forages are in short supply across the state as well as country! Look for nearby standing corn, corn silage or hay. Western

hay may not make it to the Northeast this year. Work with your nutritionist to find alternative feedstuffs.

From a hay perspective, maybe give those poorer fields a shot of Nitrogen. Try 50 lbs actual N. Hit the older fields harder and try to save the younger fields for next year. Make sure you have adequate Potassium on your alfalfa fields to prepare them for overwintering. If you fall-kill sod, maybe keep those fields for an early harvest in the spring.

An option for early forage harvest as well as cover crop benefits is winter small grains. Recent research has shown rye, triticale, and wheat can provide biomass of 2 to 4 tons DM/ac when harvested early to mid-May, even when planted after corn silage harvest. Seed is currently available, but act now! Fact sheets on this are available on our website.

Cull least profitable cows now. The price is dropping, and probably won't improve for a while. Check your number of youngstock, too. Now is the time to sell so you aren't feeding them all winter.

Hoof Health and Lameness Module for Fall 2012

practical knowledge...

...experienced teachers

Focus on lameness detection, locomotion scoring, causes and cures of dairy cattle hoof conditions impacted by metabolic problems, trauma, stress and infectious diseases.

September 18,20,25 & 27, 2012

6:30—9:00 p.m.
CCE-offices in Warsaw or Canandaigua

****

September 28
Trimming and Locomotion Scoring
Emerling Farms, Perry
8:30 a.m.—12:30 p.m.
$75.00/person

****

Please pre-register by September 14
More information & to sign-up: 585-786-2251
http://counties.cce.cornell.edu/wyoming/dairyinstitute/modules.html

PLUS!.... Spanish language session on lameness detection and locomotion scoring plus hands-on trimming on 9/28
$20.00 per person (Friday ONLY)

In addition to the 10 hours of class room time the participants will have an opportunity to trim cadaver feet, apply hoof blocks, and observe professional trimmers treating a variety of lameness problems on a local herd. Foot bath use, cow restraint and record keeping will be discussed.

North West New York Dairy, Livestock & Field Crops

Forage Production & Small Grains Crop Insurance Deadline For New York Is Approaching

The Raleigh Regional Office of the USDA Risk Management Agency reminds New York farmers that September 30, 2012 is the final date to obtain crop insurance on Forage Production and Small Grains Producers on their winter wheat or winter barley. Current Forage Production policy holders also have until September 30 to make any changes to existing contracts. Forage Production Insurance covers pure alfalfa and alfalfa grass mixtures. The price election for the 2013 crop year is $165 per ton. Farmers should contact a local crop insurance agent as soon as possible for premium quotes and other details. For a list of crop insurance agents, farmers may contact their local USDA Farm Service Agency office or log on to the Risk Management Agency web site at: http://www.3.rma.usda.gov/tools/agents

2013 Commodity Insurance Fact Sheets

Forage Production & Small Grains

Download Copies from the Web

Visit our online publications/fact sheets page at:
http://www.rma.usda.gov/aboutrma/fields/nc_rso/

RMA

"At-Home" Renewable Energy Options Workshop & Tour

September 18, Options Workshop
6:00 p.m. Registration with light supper
6:30—8:30 p.m.
Branchport Fire Hall, Branchport
Registration Fee: $5.00
2 Municipal Credits Available

Visit our website: www.nwnyteam.org for the full details on the two "At-Home" Renewable Energy Options Workshop & Tour

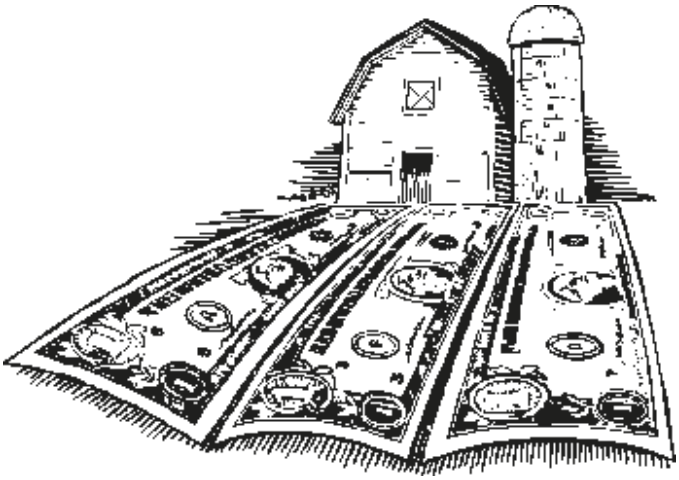
September 22, Options Tour
8:30 a.m. Registration with coffee & muffins
9:00—1:00 p.m. Tour
Brookside Farm
2944 Corwin Road, Branchport
Registration Fee: $5.00
4 Municipal Credits Available

Please call with questions and pre-registration: CCE—Yates County 315.536.5123

Cash Flow Budgeting

A Valuable Farm Financial Management Practice When Facing Unfavorable Input, Output Price Relationships

By: John Hanchar



Summary

- Cash flow budgeting is linked to improved financial results for farm businesses.
- Understand budgeting approaches to choose the best approach or combination of approaches.
- Follow suggested guidelines for developing budgets.

Introduction

Less favorable input, output price relationships, for example, rising feed prices relative to prices received for milk, livestock and other livestock products, will likely challenge farm business owners' abilities to achieve financial objectives over the next several months. Knowing where the business might be financially given less favorable conditions is a valuable first step in meeting the challenge. Budgets estimate future financial condition or performance.

"Farmers who use written calculations or a computer spreadsheet to make a cash flow budget had a much greater ROA (rate of return on assets with appreciation [a profit measure]) than those who did not use these techniques. ... This provides evidence that there are positive returns to detailed financial analyses." (Gloy, Brent A., Eddy L. LaDue, and Kevin Youngblood. 2002. Financial Management Practices of New York Dairy Farms.)

Budgets

For farm business owners, most budgeting work focuses on estimating expected effects on profit, and on projecting the business' ability to meet cash obligations in a timely manner.

Key characteristics of budgets when facing unfavorable input, output price relationships include the following.

- Budgeting helps you see what a future period's financial performance will look like for planning purposes. A budget allows one to project cash flow shortages, plan borrowings, and determine the ability to repay borrowings.
- Budgeting provides the manager with a tool for assessing how well the business is meeting projections, and to identify and correct potential problems.
- Budgets help the farm business owner communicate to others where the business is headed financially.

Examples of budgets include: partial, enterprise, and whole farm budgets for projecting expected effects on profitability and for projecting expected effects on the business' ability to meet cash obligations; and capital budgets associated with investment analysis. Income statements or cash flow statements that report a past period's performance, for example, an income statement for the 2011 calendar year, are not examples of budgets. They report actual past performance, and do not project or estimate future financial performance.

Whole Farm Budgets

A whole farm budget examining profitability summarizes expected income, expenses, and profit. A cash flow budget for projecting the business' ability to meet cash obligations is a summary of the expected cash inflows

(cash farm receipts, money borrowed, capital sales, non farm income) and outflows (cash farm expenses, principal payments, capital purchases, withdrawals for family living and other personal withdrawals).

Characteristics include the following.

- Whole farm budgets consider all items including those that are not expected to change from the current, base period to the future period. For example, a cash flow budget projects what the cash flow statement will look like in a future period and reports total values for all inflow and outflow items.
- The most useful, valid projections are obtained when proper procedures are used. LaDue, Schuelke and Mensah-Dartey offer some basic rules to follow to insure useful projections (LaDue, Eddy L., Jacob Schuelke and Virgil Mensah-Dartey. 2000. CASHPRO: A Computer Spreadsheet for Projecting Annual Cash Flows and Pro Forma Income Statements.)

1. Project cash flows from accrual (or accrual adjusted) receipt and expense values.
2. Exclude unusual occurrences from the base year data used for projections.
3. Use causal logic in estimating each receipt and expense item.
4. Be sure to adjust for inflation.
5. Livestock farms that grow forages or concentrates should carefully assess their forage and/or concentrate balance whenever significant changes are expected in the size or composition of the animal herd or cropping program.

- Conducting sensitivity analysis and seeking critical review of the projections enhance the usefulness and validity of projections.

The CASHPRO electronic spreadsheet with instructions is available at <http://agfinance.dyson.cornell.edu/tools.html>. Monthly, whole farm, cash flow budgeting is also an option. Again, see <http://agfinance.dyson.cornell.edu/tools.html> for a monthly cash flow budgeting tool.

To learn more contact:

John Hanchar: 585.233.9249 or jjh6@cornell.edu

Agricultura

By: Libby Gaige

Deferred Action Overview

By now most people have heard of the Obama administration's June 15th announcement of a new policy providing some immigrants who were brought to this country as children an opportunity to avoid deportation. This is referred to as "deferred action from deportation," and allows the Department of Homeland Security to use its judgment and not deport people that they determine to be a low priority for immigration enforcement. So do any of your employees qualify for deferred action?

The U.S. Department of Homeland Security has put forward a list of guidelines that can help to determine who is eligible for deferred action. Those who meet these guidelines may be granted two years of deferment from deportation, subject to renewal, as well as eligibility to apply for work permits. This does NOT provide a path to permanent residency or citizenship. While each request for deferred action will be decided on a case-by-case basis, those persons who meet the following age, residency, education and legal requirements may be eligible:

- Were under the age of 31 as of June 15, 2012
- Came to the United States before turning 16
- Have lived in the United States continuously since June 15, 2007 up to the present time
- Were physically present in the United States on June 15, 2012 and at the time of submitting a request for consideration for deferred action
- Entered the United States before June 15, 2012 without inspection or whose lawful immigration status expired as of June 15, 2012
- Are currently in school, have graduated or obtained a certificate of completion from high school, have obtained a general education development (GED) certificate, or are an honorably discharged veteran of the Coast Guard or Armed Forces of the United States
- Have not been convicted of a felony, significant misdemeanor, three or more other misdemeanors, and do not otherwise pose a threat to national security or public safety

The bottom line: The U.S. Citizenship and Immigration Services (USCIS) began accepting applications for deferred action from deportation on August 15th. Applicants must fill out the required forms and pay a fee of $465. The USCIS warns applicants to be aware of scams; there is *no expedited process* for applying for deferred action, though con artists may claim to be able to rush an application for a fee.

- For more information on deferred action, the filing process and links to the forms required for applications, visit the USCIS website (www.uscis.gov). You can also call their hotline (1-800-375-5283) from 8am-8pm for assistance in English or Spanish.
- The Department of Homeland Security's website (http://www.dhs.gov/deferred-action-process) also offers more information, plus a link to an information page in Spanish.

FOCUS ON FORAGE

With the widespread drought across much of the Eastern and Midwestern parts of the United States, forage quality and quantity are going to be a concern for 2012 and 2013. Corn yields for silage are predicted to be low, with small and reduced numbers of ears. Maximizing milk production with low starch corn silage will be a matter of maximizing fiber digestion in the rumen and getting the most out of your forage.

The rumen is a large fermentation vat (40 to 60 gallons in a mature dairy cow) that contains microbial populations of bacteria, protozoa and fungi. These microbes produce enzymes that digest fiber, starch, and protein into glucose and ammonia to fulfill a majority of the cow's requirements for energy and protein. The main fuel source for these rumen microbes is fiber from forage, and maximizing microbial activity will maximize forage utilization.

In order to function, rumen microbes require protein and energy. Not only do the microbes require a sufficient amount of protein and energy, they require a consistent supply of these nutrients to power them throughout the day. A typical dairy ration will provide the microbes with energy in the form of quickly degraded starch and more slowly degraded fiber to provide a complete profile of energy sources. To match the supply of energy, you need a protein source that will supply nitrogen to the rumen microbes at a consistent rate.

Optigen® is a slow-release nitrogen source that meets the nitrogen needs of the microbes without over- or undersupplying nitrogen. It is critical to give the microbes the nutrients they need to maximize forage digestion. Shorting the rumen of nitrogen will result in more undigested feed leaving the rumen and ending up in the manure.

Another way to assist fiber digestion is to supplement the microbe's natural enzymes with an enzyme source in the feed to increase the rate of fiber digestion as well as the amount of fiber digested in the rumen. Fibrozyme™ is a fiber degrading enzyme that works especially well with corn silage, even when it is poor quality. By increasing the rate of digestion, we can effectively improve the quality of forage that has been drought stressed by getting more energy out of the fiber.

Both of these technologies, Optigen® and Fibrozyme™, not only maximize rumen function and forage utilization, but can give farmers flexibility in ration formulation. With limited supplies and high cost of both forages and corn grain, we can include more underused and undervalued feedstuffs. Feeds like citrus pulp, distillers grain, and wheat midds, which are typically fed at low levels in the ration, can be used to replace a portion of forage and grains. We can get more out of these by-product feeds by ensuring the rumen microbes have the nutrients to perform at their best and supplementing their natural enzymes.

The Alltech Dairy Advantage program is the natural way to improve your dairy herd health and performance while increasing your profitability. To learn how the Alltech Dairy Advantage program can help you, please contact your local Alltech representative or email dairy@alltech.com.

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Reducing Stocking Density to Improve Performance and Feed Inventory

By: Jackson Wright

Dairy cow performance is a combination of genetics, nutrition, and environment. In terms of genetics and nutrition the dairy industry has made great progress. However, many times the environment in which cows are expected to perform is inadequate. Inadequate facilities limit access to resources: primarily feed, water, or access to stalls; increasing competition and social confrontation between animals. This in turn increases stress levels, which limits milk production and predisposes a herd to disease. As a result the goal of every facility should be to provide every cow with unlimited access to resources to optimize performance. Maybe more importantly, as genetic potential increases and nutrition improves, it becomes increasingly important to address inadequate facilities so that every cow can reach her full potential.

These concepts have led to significant interest in cow comfort. Cow comfort is defined as the environment a cow depends on to reach her full genetic potential, and efficiently utilize the nutrients with which she is supplied. So the question becomes, *"How do I improve cow comfort on my operation with limited investment?"*. Intuitively, many producers have decided to overcrowd facilities to improve profitability. In reality overcrowded facilities influence cow behavior by increasing competition between animals. Consider this: In overcrowded facilities it's common to observe dominant cows displacing subordinate cows at the feed bunk immediately following fresh feed delivery. Under these circumstances timid cows or inexperienced heifers are limited in their access to the feed bunk, forcing them to eat less or wait until there is less competition. Although these interactions are most visible during feed delivery, the reality is that these social behaviors are constantly occurring over access to feed, water, and stalls. This can lead to decreased resting time, increased idle standing time, reduced rumination, and decreased blood flow to the mammary gland. Consequently, overcrowded facilities are associated with decreased milk yield, higher

SCC, lower milk fat, increased incidence of disease, increased lameness, and lower pregnancy rates.

To minimize the negative effects of overcrowding it's important to consider the facts. Research indicates that close-up and fresh cows appear to be more susceptible to overcrowding than lactating cows. This makes sense as transition cows are under additional stress associated with the metabolic changes that occur around calving. As a result stocking densities should not exceed 80 percent during the transition period. Stocking densities greater than 80 percent inhibit dry matter intakes of close-up and fresh cows, limiting performance. Following the transition period cows appear to be more resilient as lactating pens can be stocked up to 120 percent of stalls without severe negative effects. However it is noteworthy that exceeding 120 percent stocking density in lactation pens can limit resting time, which can negatively affect performance. Putting this into context, reducing stocking densities requires no investment. Moreover, the challenging growing season has limited feed inventories for many dairy producers. Thus considering strategies that improve cow comfort by limiting overcrowding may benefit both cow performance and feed inventories over the upcoming year.

2012 Winter Wheat Reminders

By: Mike Stanyard

It was an early start for much of our wheat acres this spring. Wheat broke dormancy early and folks were applying nitrogen earlier than normal. Leaf diseases and cereal leaf beetles were not that prevalent. Things looked great until the common armyworm larvae devoured many fields. Those fields that were sprayed in time seemed to still yield well despite some leaf loss. Overall, many producers reported many yields above 70 bushels and some had their highest yields ever. I had many reports of test weights between 60-64 pounds. The extremely warm and dry in June and July led to an early and fast–paced wheat harvest. A big plus was the low incidence of vomitoxin and great market prices.

August 1st survey data from the National Agricultural Statistics Service, NY Field Office estimated winter wheat production for the Empire State at 5.12 million bushels, down 2 percent from 2011. Yields are forecast at 64 bushels per acre, 8 bushels higher than last year. Harvested acreage is projected at 80,000 acres, down 14 percent from 2011.

When should we start planting winter wheat?

Historically, planting time has been determined by the Hessian fly. However, this fragile fly is all but eliminated by the first frost. Fly-free dates have been established based on feet above sea level and distance south of Lake Ontario. Starting dates can range as early as September 6th at 1500 ft. in Seneca Co. to September 17th at 400 ft. in Niagara Co. September 15 is a good starting date for everyone in our region.

Variety selection

Here in NWNY we have switched from growing predominately white wheat varieties to red wheat. A major reason has been that red varieties will not sprout as quickly in the field. Cornell has released the yield results of the 2012 red and white winter wheat trials from across the region. These results can be viewed at our team web site, or send me an email.

Planting reminders

It is important that soil tests be done now since 10-20 lbs. of N and all of the P and K should be banded or broadcast at planting. The majority of the N will be applied in the spring. Winter wheat also performs best at a higher pH of around 6.3. Seeding rates should increase as the season gets later (See chart 1). Seeds should be drilled 1-1.5 inches deep for good emergence.

Planting Date	Seed Per Acre
September 15	1.35 million
October 1	1.45 million
October 15	1.65 million
October 30	1.85 million

Seeding rates should also be adjusted based on soil conditions (See chart 2)

Soil	Sept. 15	Sept. 25	Oct. 5	Oct. 15	Oct. 25
Good	1.33M	1.45M	1.57M	1.69M	1.8M
Average	1.45M	1.57M	1.69M	1.8M	1.93M
Poor	1.57M	1.69M	1.8M	1.93M	2.06M

Million Wheat Seeds Per Acre Based on Soil Conditions

Live seed % = Recommended rate / Percentage of live seed = Rate/acre

Example: 1,350,000 seeds / .90 live seeds = 1.48 million seeds/acre

To figure out how many pounds per acre, use the following formula.

Seeds per acre / # seeds/lb. = lb./acre **Example: 1,450,000 / 13,000 = 111.5 lb./acre**

Weed Control

Winter annual weeds are the most prevalent weed competitor for our winter wheat. Chickweed, purple dead nettle, shepherds purse, corn chamomile and others in the mustard family emerge right along with the wheat crop in the fall and can really pull down yields. Many producers are spraying with Buctril or Harmony Extra in the fall so they are starting clean in the spring. This is also the best option if you plan to underseed your wheat with clover in the spring.

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Save the Date...

September, 2012

7 Crop Production Services 1st Annual Open House & Customer Appreciation Day, 11:00 a.m.—2:00 p.m., 3560 Hindsburg Rd., Fancher, Lunch provided @ Noon

18 Dairy Skills Training: Hoof Health & Lameness, For more information contact: 585.786.2251, (see page 5)

18 NYS Dry Bean Field Mtg., 5:00 p.m.—8:15 p.m., Bob & Dan Duyssen's Farm, 6620 Westacott Rd., Stafford, DEC/CCA credits are requested—bring your card. $5 for current Cornell Veg Enrollees; $10 for all others. To pre-register for supper: Carol MacNeil at 585.313.8796 or crm6@cornell.edu

19 Pasture Walk, John Kramer Dairy Farm, 11093 Holland Glenwood Rd., Holland. Contact: Sharon Bachman: 716.652.5400 x150 or sin2@cornell.edu

October, 2012

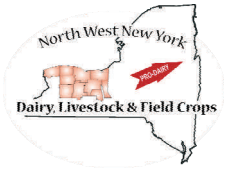
3-7 Cornell University & New York Beef Producer's Associate 2012 "Buckeye" Beef Tour, Contact: Mike Baker 607.255.5923 or mjb28@cornell.edu

Small Farmers: Register Now for Fall, Winter and Spring Online Courses

Whether you are a seasoned, new, or aspiring farmer, there's something for you in the 2012-2013 line-up of online courses presented by the Cornell Small Farms Program and Cornell Cooperative Extension. View all 12 courses at http://nebeginningfarmers.org/online-courses.

Take advantage of this opportunity to interact with other farmers, develop your farming plans, and learn new skills from the comfort of your own home. Most courses are 6 weeks long and a bargain at $200 each.

MORE DAIRY SKILLS TRAININGS



Fall, Winter & Spring Programs—2012-13

The Use and Evaluation of DHIA Records: November 6,8,13 & 15

Commercial Driver's License Training (CDL): October 24 & 25 (Producers and their employees only)

QuickBooks for Dairies: January 7—11, 2013

Calf Management: February 5,7,12, 14 & 16, 2013

Nutrient Management: March 5,7,12, 14 & 16, 2013

For more information or to register for these courses please contact Wyoming Co. Dairy Institute: 585.786.2251 or visit WyomingCountyDairyInstitute.com