



Ag FOCUS



Pricing Corn Silage -- Fall 2014

By: John Hanchar

Summary

- * Price analysis suggests that the price of corn silage depends on corn silage quantities, the price of alfalfa hay, the price received by farmers for milk, and the price of corn grain.
- * Estimated corn silage price is sensitive to alfalfa hay price and corn grain price.
- * Price estimates combined with understanding of relevant supply and demand factors from an individual farm business owner's perspective can aid decision making regarding corn silage price. Given most recently available alfalfa hay and corn grain prices (Preliminary, September, October, and November 2014, respectively), price analysis suggests an estimated corn silage price of about \$37 per ton.

Determining Corn Silage Price

A farm business owner can examine how much corn silage he/she would be willing to supply to a market at a given price. Analysis of the farm business' cost structure for corn silage production combined with consideration of other factors help to define the supply relationship. A seller can develop a target based upon the above, but actual market conditions provide no guarantee that a buyer will purchase quantities desired at a price that achieves the producer's cost target.



Some farm business owners might approach the problem of determining corn silage price from a value in production, or input demand perspective. The amounts of corn grain and corn stover in a ton of corn silage, relevant prices, and corn silage's place in the milk production process are key variables.

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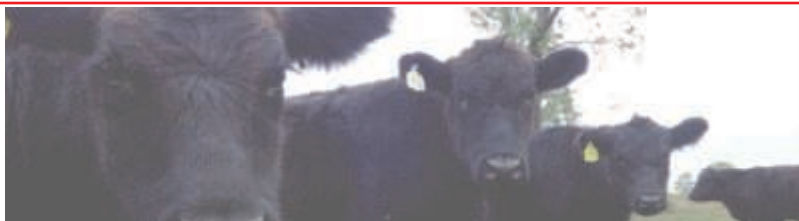
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Mission Statement

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

A buyer can develop a price target based upon the above, but actual market conditions provide no guarantee that a producer will sell the quantity desired at a price that matches the buyer's willingness to pay.

For more information regarding the two approaches mentioned above, visit the team's website at <www.nwnyteam.org> and click on the "Forages" tab.

Although factors in price determination, the two approaches described above, by themselves, in isolation don't completely determine market price and quantity. Supply and demand relationships work simultaneously in markets to determine price and quantity. Empirical price analysis brings supply and demand relationships together to determine price.

Corn Silage Price Analysis

Empirical price analysis suggests that corn silage price is a function of corn silage quantities, alfalfa hay price, the price received by farmers for milk sold, and corn grain price. Ordinary least squares regression provided an estimate of corn silage price as a linear function of the above variables. The analysis is somewhat rudimentary. However, readers of the original article describing this work in August 2012 noted that the analysis and estimates generated should be helpful to farm business owners looking to price corn silage.

Corn Silage Price Estimates – Fall 2014

Corn silage price estimates can be generated using the ordinary least squares regression results reported in August 2012, where estimated corn silage price is a function of alfalfa hay price and corn price, other factors (corn silage quantity and milk price) fixed at average levels.

- estimated corn silage price (\$/ton) = $10.621 + (0.079 \times \text{price of alfalfa hay } [\$/\text{ton}]) + (2.448 \times \text{price of corn } [\$/\text{bushel}])$.

Consider the following as current market conditions.

- alfalfa hay price is \$221 per ton, Preliminary, September 2014. (USDA/NASS. [Agricultural](#)

[Prices](#). Washington, DC: National Agricultural Statistics Service. September 29, 2014.), and

- the price of corn grain is \$3.38 per bushel (Western NY Energy. "Corn Bids." October 16, 2014. Approximate value based upon reported bids for October through November, 2014.)

Using the estimating equation and the above prices for alfalfa hay and corn grain, estimated corn silage price is about \$37 per ton.

Corn silage price estimates combined with understanding of relevant supply and demand factors from the individual farm business owner's perspective can aid decision making regarding corn silage price.

For more information please contact John Hanchar.

Thanks to Christian Yunker, CY Farms, LLC/Batavia Turf, for providing valuable comments on earlier versions of this work.

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Low & Reduced Lignin Alfalfa

By: Bill Verbeten

New alfalfa varieties will soon be available to dairy farmers with low & reduced lignin. I had the privilege to work with a small piece of the final evaluations of one of these varieties while at the University of Wisconsin and it is very exciting to see these new traits coming into the marketplace. This article discusses the potential of low/reduced lignin alfalfas to become a part of the alfalfa-grass mixtures in the NY dairy industry

What exactly is low or reduced lignin alfalfa?

Lignin is the glue-like substance that holds together the fiber in plants. By reducing the lignin content, more of the fiber is accessible to the microorganisms that break down fiber in a cow's rumen. Higher fiber digestibility is the end result. Alforex Seeds developed Hi-Gest® 360 low-lignin alfalfa varieties (www.alforexseeds.com/alfalfa-product/hi-gest-360/) through conventionally breeding varieties that had lower levels of lignin present due to natural variations. Forage Genetics International in partnership with the Samuel Roberts Noble Foundation, the U.S. Dairy Forage Research Center, DuPont Pioneer, & Monsanto developed the reduced lignin alfalfa HarvXtra™ variety (www.foragegenetics.com/forage-innovation/harvxtra%E2%84%A2-alfalfa.aspx).

HarvXtra™ will be offered as a stacked trait on top of Genuity Roundup Ready® alfalfa and was developed by suppressing some of the genes that control lignin formation using biotech breeding methods

(alfalfa.ucdavis.edu/+symposium/2009/files/talks/09_WAS23_Undersander_LowLignin.pdf). When harvested at the same time HarvXtra™ had 10-15% higher NDFD compared to conventional alfalfa varieties and Hi-Gest® 360 claims 7-10% lower lignin than standard varieties. Fortunately there doesn't appear to be any kind of yield, disease resistance, stand-ability, or winter hardiness compromise compared to the challenges BMR corn silage has faced over the years. *Note: Brown mid rib (BMR) traits are only present in grasses and not alfalfa.* These new alfalfa varieties are different than



Figure 1: Reduced Lignin Alfalfa Research Trial

Source: University of Wisconsin

N-R-Gee which was selected for higher neutral detergent soluble fiber content by Cornell University.

Why should a farmer grow low or reduced lignin alfalfa?

A greater harvest window is the main reason to plant low or reduced lignin alfalfa. The fiber digestibility is higher/maintained 7-10 days longer than other alfalfa varieties. It may even be possible to take one less harvest per season, **have higher haylage yields**, and not lose forage quality. Work at the University of Wisconsin showed a 15-20% yield increase and better alfalfa persistence in a 3-cut system vs. a 4-cut system (www.foragegenetics.com/fgi/media/PDFs/HarvXtra%E2%84%A2-Alfalfa_White-Paper.pdf). Low/reduced lignin alfalfa maintains fiber digestibility, even when harvested at 10% bloom. Given that grass is present in most NY alfalfa fields



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the timing of first cut will still probably be determined by grass maturity. However without grass heading to worry about, later cuts could easily be delayed on many farms. The flexibility that low/reduced lignin alfalfa allows could be a great tool during the rainy periods that always seem to come around haylage harvest time, even if a farm isn't attempting to switch to a 3-cut system.

When will low or reduced lignin alfalfa seed be available in NY?

Alforex Seeds is selling a limited supply of Hi-Gest® 360 alfalfa and NY farmers may be able to buy some from a number of local seed companies for a 2015 planting. However it's more likely that it will take until 2016 to get seed production levels ramped up. HarvXtra™ is still going through the deregulation process, but is currently on track to start hitting the market on a limited scale in 2016 from several area seed suppliers.



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The Feed Dealer Seminars are specifically targeted for nutritionists, veterinarians, other consultants, extension educators, and dairy producers with specific interest in nutrition-oriented topics. They are designed to blend the latest concepts in feeding and other management aspects of dairies with field level application. They have been conducted annually as a road show with multiple sites in New York since the late 1940s and provide opportunities for educational programming with networking in the local regions.

Speakers:

- * Dr. Thomas Overton, Cornell University
- ** Maris McCarthy, Cornell University
- ** Brittany Sweeney, Cornell University

Topics:

- * Impacts & evaluation of subclinical hypocalcemia in dairy cows
- * Strategies to improve fresh cow energy metabolism
- * Short topics - update on shredlage, feeding for milk protein, revisiting phosphorus levels in rations, transition cow field study update

Pre-registration is Requested.

RSVP by: November 10

Cost: \$30 per person, \$25 each additional person from same farm/business

Contact: Cathy Wallace

585-343-3040 x138 or cfw6@cornell.edu

'Board' Sales – an Option for NY Producers

By: Nancy Glazier,

Michael Baker, Cornell University

Retired West Virginia University Extension Livestock Specialist Phil Osborne rode the bus with us between stops during the Cornell University Beef Tour to talk about the feeder sales in the state. The sales begin in late July and go through the first part of October. If it happens to be an exceptionally dry year they may have an earlier sale.

West Virginia Quality Assurance Feeder Cattle Sale was started in 1986 and was held this year on October 3. Sold were 2300 steers and 1350 heifers, average price was \$2.56/lb, range of \$2.23 to \$3.09. What is unique about this and some of the other sales is it is a 'board' sale. While the cattle are sold by the local sale barn, none of the feeder calves are physically at the barn. By remaining on farm, or pooled from individual farms in one location, the stress of transportation is reduced. Following the sale the cattle are picked up at a later date. Preview is available by contacting the consignor point person for each lot ahead of the sale.

Each lot has its own information listed in the sale catalog. This includes marketing agent, contact, consignors and health programs. There are health and preconditioning programs that are mandatory to follow for participation in the sale. Silver participation is considered following the protocols with no weaning; Gold includes the protocols, weaning, and are bunk broke. The key to this



One of the lots of steers consigned to the WVQA "board" sale.

program level is proper weaning. The calves need to stay on good grass and receive a 13% CP supplement with the mothers moved.

All feeder calves are graded by a WV Department of Agriculture Grader. The grader is accompanied by the sale barn agent. That way if there is any discrepancy the barn agent can take note of it. All lots are grouped by loads, anywhere from 1 to 3 loads per lot. Weight ranges are listed with the averages, plus number of head and total weight. Buyers know how many groups will fit on their trucks. Breeds are also noted.

Pick up or delivery is at the farm or pooling location. Weighing conditions are described. Some lots are listed with a set shrink e.g., 2%-3% or, if they will be hauled a long distance to the scales, no shrink may be applied.

The sale itself can be viewed online. Bidders need to be registered ahead of time to get a number. Bids are only taken over the phone.

The success of this program is that farmers are willing to work together to achieve trailer load (50,000 lb) lots which attracts more buyers. As these cattle may be sold sight unseen, having a third party description of the cattle provided by the WV Department of Agriculture assures the buyer that what they buy is truly what they receive. We will be working on these types of sales in NY to bring higher prices to our cow/calf and stocker producers. If you are interested in more information on this topic, let me know!



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LOHO Farms, a DAP Success Story

By: Libby Eiholzer (Gaige)

DAP is a partnership between the NYS Department of Agriculture and Markets and the NYS Department of Environmental Conservation, created with the goal of making dairy farms more profitable while encouraging environmentally responsible growth. Farms can be awarded funding to help cover the cost of a business plan focused on growth, design of new or remodeled facilities or development of environmental and farmstead plans. For more information, visit: http://prodairy.cals.cornell.edu/dairy_acceleration/

John and Steven Ohol are brothers and partners in Loho Farms, LLC, a 120-cow dairy located near Lockport in Niagara County, NY. Last fall they applied to the Dairy Acceleration Program (DAP) for support in forming a farm business plan. I served as the facilitator for the project, and Randy Risjan of Farm Credit East served as the business planner.

At the time of the application, John and Steve were running the farm with the help of their father, uncle and two employees. The process of working with Randy to create a business plan helped them to define two major goals: a) to improve the farm's financial viability through increasing farm profitability and cash flow, and b) to improve labor efficiency.

When I stopped by the farm in July, I was amazed at the progress that the farm had made! To work towards the goal of making the farm more financially viable, the owners focused on ramping up milk production. The installation of new curtains and waterbeds has certainly improved cow comfort, proven by the fact that milk production has increased from 55 to

70 pounds. They also bought 10 animals in order to fill the free-stall and fully utilize its capacity.

To improve reproduction and



The installation of 6 new milking units reduced milking time by one hour per shift.

eliminate the need to purchase replacements, Steve took an AI course and started breeding their own heifers. They are considering using AI on cows as well. Plans are in place to cover the barnyard where the heifers are housed, which will also facilitate growth in the heifer herd.

Labor efficiency in the milking parlor at Loho Farms greatly improved with the installation of a low line and six new milking units. The double six herringbone parlor was originally equipped as a swing parlor with weigh jars. The new equipment has cut milking time by about an hour per shift.

The farm's goals for coming months are to continue to work towards higher milk production and utilization of AI across the herd. Within 3 years they would like to make the transition to a robotic milking system. John said it was easy to work with DAP- the application and other paper work was easy to complete and didn't create much extra work for him. DAP covered 80% of the cost of the business plan, up to \$5,000 and the farm was responsible for 20% including any amount over the value of the award.

The approval of additional funds for DAP is anticipated and applications to participate are still being accepted.





CAFO Roadshow 2014

Thursday, November 13th, 1-3:30pm

Noblehurst Farm Field House, 7955 York Road, Pavilion, NY 14525.

Registration deadline: November 11th, 2014.

Cornell PRO-DAIRY, NEDPA, NYFB and Farm Credit East announce a new CAFO Roadshow in cooperation with the New York State Departments of Environmental Conservation and Agriculture and Markets, and USDA-NRCS. This series of four seminars (one of which is in Genesee County) to be held in November across NYS will focus on ways for farmers to do an even better job of preventing runoff and water well problems and to learn more about what may be in the new CAFO permit to address these issues. A few topics to be covered include DEC and contamination concerns, review of wet weather spreading guidelines, planning, CAFO permitting, NRCS standards for manure storage/transfer/treatment, small CAFO farms, and new funding opportunities through the Dairy Acceleration Program.

Advance registration is required for attendance to ensure the locations can accommodate everyone. Please see deadlines below for each event. Space could be limited in some locations, so please register early. **Register online at** (<http://nyfb.informz.net/NYFB/event.asp?cid=7BB238BE-77BE-48A9-AA96-3EECC29F852C>) or call New York Farm Bureau at 1-800-342-4143, ask for Jessica Lopez and be prepared to provide details of who is attending and which event you will be participating in.

NYS New Farmers Grant Fund

Program Purpose

The Grant Fund was created to provide assistance to new and early stage farmers and encourage farming as a career path to sustain and grow agribusiness across New York State.

Program Highlights

Empire State Development, in consultation with the New York State Department of Agriculture and Markets, will provide grants from \$15,000 to up to \$50,000 for eligible early stage farmers who substantially and materially participate in the production of an agricultural product on a commercial farm operation within New York. Funds can be used for up to 50 percent of eligible projects.

Beginning farmers must not have produced an agricultural product, as defined in the Agriculture and Markets Law(1), for more than ten consecutive years prior to application.

For more information, go to:
<http://esd.ny.gov/BusinessPrograms/NewFarmersGrantFund.html>

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Margin Protection Program Registration Deadline – November 28

USDA Margin Protection Program – Dairy (MPP-Dairy) enrollment for 2014 and 2015 closes on November 28th. This program offers a number of options for tailoring a price risk management strategy for your farm. Farm Service Agency offices are processing registrations for the program.

Farm managers need to be proactive, get a clear understanding of the program and initiate enrollment. Enrollment is actually a two-step process. The first is to establish your production history. The second is to make a coverage election that includes the level of coverage and percentage of production history to cover.

Producers are encouraged to initiate registration early by establishing their production history. Then follow

the markets and determine a coverage level as the end of the registration period approaches.

To learn more about the details of the Margin Protection Program our team web site has links to a number of excellent resources including presentations, fact sheets and decision tools for helping you to understand how MPP-Dairy can help to mitigate risk for your dairy operation. Visit the website at: <http://nwnyteam.cce.cornell.edu/submission.php?id=460&crumb=business|9>.



Tim Terry Joins Harvest New York Team

*By Craig Trowbridge,
Cornell University Cooperative Extension*

Cornell Cooperative Extension is pleased to announce that Tim Terry has been hired as a Dairy Farm Strategic Planning Specialist for the Harvest New York program. Tim will be joining



Tristan Zuber, Dairy Processing Specialist; along with Jud Reid, Cheryl Thayer and Elizabeth Newbold, Local Foods Specialists on the Harvest New York team.

As the Dairy Farm Strategic Planning Specialist with the Harvest New York Team, Tim will be working with statewide PRO-DAIRY specialists, regional and local Cornell Cooperative Extension educators and agribusiness professionals to enhance farm-level growth. This growth will take

place both in the form of increased cow numbers and increased production per cow where appropriate, with emphasis on economically and environmentally sustainable growth strategies to ensure long-term continued supply of milk to meet the processing demands.

In developing solutions, Tim will be drawing from a solid educational foundation that includes undergraduate and graduate degrees in dairy management and nutrition, as well as a degree in engineering. This is further tempered by over 30 years of practical experience successfully managing university and commercial dairies, providing nutritional services, and designing and inspecting agricultural structures and CAFO best management practices.

Tim will be housed at the Cornell Cooperative Extension office in Wyoming County, located at 401 North Main Street, Warsaw NY. He can be contacted at 585-786-2251 or txt2@cornell.edu.

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 101.6 million bushels, up 7 percent from last year. Area for harvest is expected to total 660 thousand acres, 4 percent less than a year ago. Yield is forecast at record high 154 bushels per acre, up 16 bushels from last year. Soybean production in the Empire State is estimated at a record high 17.7 million bushels, up 33 percent from last year's 13.3 million bushels. Acreage for harvest is anticipated to increase 36 percent from 278 thousand a year earlier to a record high 377 thousand acres. Yields are expected to average 47 bushels per acre, down 1 bushel from 2013 (USDA's NASS, NY Field Office 10/17/14).

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 as soon as possible after harvest, and between 20 - 30 degrees 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 inhibited 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 help 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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CONSTRUCTION EQUIPMENT for \$\$\$

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The Dairy Replacement Roadmap

By: Jerry Bertoldo

Over the past decade or more, great strides have been made on many dairy operations to make young calves healthier and faster growing. In the process both calves and caretakers have been less stressed. Unfortunately, many of these strapping calves graduate into facilities that are overcrowded with less comfort, poorly designed rations and less management oversight. Respiratory problems are common. Growth rates slide backwards. The growth trajectory set as “wet” calves that predicted an early entry into the milking herd falls behind.

Progressive producers have taken the steps to build facilities that continue the Five Star rated environments that proved so successful to baby calves. Spending money on a class of livestock that does not pay you back for 1-2 years can be difficult if you do not believe that superior nutrition and a comfortable environment maximizes genetic potential.

Unlike milk production in adult cows there is no single, easily measured benchmark to judge the success of various inputs in the replacement enterprise. Weights, heights, body condition and pregnancy status are helpful, but what are the targets? What does the average freshening heifer weigh? How tall is she? Does she measure up compared to the mature stature of herd mates? How old is she? An interesting framework for assessing where your heifers are in the pipeline is to work backwards from the benchmarks of the ideal freshening heifer – how old, how tall and what weight.

You need to first determine your own average mature herd weight (heights can be useful as well). This varies considerably with the genetic makeup of the herd. Achieving 82% of the herd mature weight post-calving is a reasonable goal. Next determine the average age that a heifer should conceive at and how long it takes that animal to become pregnant after her voluntary waiting period to first service is reached. If you want the average heifer to calve at 23 months she should conceive by 14 months of age. As an example it takes an average of 1.5 services to settle virgin



heifers; you will need to start breeding them at somewhat less than 13 months of age. Heifers should weigh 55% of the mature herd average at conception. If your mature cows average 1450 lbs. then heifers should be about 800 lbs. at breeding. The challenge to consider now is how much growth can you get or want in the wet, weaned, transition and pre-breeding phases to grow a 90 lbs. newborn calf in 396 days to a 13 month old, 800 lbs. heifer in the breeding pen. That animal must average 1.8 lbs of gain per day for that time period.

Looking at what it takes to maximize the results in each of the various birth to calving management phases leads to a realization of how important it is to measure and monitor heifer performance along the way. Weighing, determining heights and body condition scoring are time consuming and often logistically a big chore. The payback to this and the analyzing that follows is making the best return out of your replacement enterprise investment.

Calf & Heifer Congress - 2014

"Birth to Breeding"

December 10, 5:30 - 9:00 p.m.

December 11, 9:00 a.m. - 5:00 p.m.

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5257 W. Henrietta Road, Henrietta

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information please visit:*

<http://www.cvent.com/d/k4qctr>

For registration information contact:

Cathy Wallace:

585-343-3040 x138 or cw6@cornell.edu

Upcoming Webinars:

Moving toward longer-lasting cows

November 10, 1:00 - 2:00 p.m.

Presented by:

Frank Garry

Colorado State University

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

Technology Tuesday Webinar Series: Collection & Use of Data in Robotic Milking Systems

November 18, 8:30 a.m. - 10:30 a.m.

Presented by:

Mathew Haan

Penn State Extension

[http://extension.psu.edu/animals/dairy/events/
technology-tuesday-webinar-series-collection-and-
use-of-data-in-robotic-milking-systems](http://extension.psu.edu/animals/dairy/events/technology-tuesday-webinar-series-collection-and-use-of-data-in-robotic-milking-systems)

Technology Tuesday Webinar Series: Cow Comfort Update

November 25, 8:30 a.m. - 10:30 a.m.

Presented by:

Dan McFarland

Penn State Extension

[http://extension.psu.edu/animals/dairy/events/tech-
tuesday-webinar-cow-comfort-update](http://extension.psu.edu/animals/dairy/events/tech-tuesday-webinar-cow-comfort-update)



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NRCS-NY Announces Application Cutoff Dates for NRCS Conservation Programs

NY Natural Resources Conservation Service (NRCS) announces **November 21, 2014** as the application cutoff date for the Environmental Quality Incentives Program (EQIP) for Fiscal Year (FY) 2015. Applications accepted after November 21, 2014 may be considered for funding if additional application rounds are announced or for potential consideration in FY2016. All applications are competitive and are ranked based on national, state and locally identified resource priorities and the overall benefit to the environment.

“NRCS provides New York’s agricultural producers with financial and technical assistance to treat the resource concerns on the land,” said Gregory Kist, NRCS State Conservationist. “Our programs are as diverse as New York’s agriculture providing exciting opportunities for all of New York’s agricultural producers to work with us.”

⇒ **Environmental Quality Incentives Program**



United States Department of Agriculture

(EQIP): offers financial assistance for practices which address soil erosion, water quality and habitat degradation. Practices implemented through EQIP include strip cropping, grassed waterways and manure storage facilities. Focus areas within the EQIP program include soil health, livestock waste, habitat, forestry and grazing.

If you are interested in applying for an NRCS conservation program please visit our web site for information on applying at: http://www.nrcs.usda.gov/wps/portal/nrcs/detail/ny/programs/financial/eqip/?cid=nrcs144p2_027058.

You may apply by visiting your local NRCS field office, which can be located using the web site: <http://offices.sc.egov.usda.gov/locator/app?state=NY>.



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November 2014

Save the Date...

- 4 **Calf Management Training, Calf Nutrition and Delivery, from Birth to Weaning**, see page 5 for more details.
- 6 **Calf Management Training, Calf Management Issues**, see page 5 for more details.
- 11-12 **Agribusiness Strategic Marketing Conference**, “New, Niche, and Non-Traditional Market Opportunities: Developing a successful and profitable relationship for all” The Inn on the Lake, 770 South Main Street, Canandaigua, NY
- 12 **Field Crop Dealer Meeting**, 1:00 - 5:00 p.m., Holiday Inn Syracuse/Liverpool 441 Electronics Parkway, Liverpool, NY 13088, CCA & DEC credits will be requested. Contact: Jenn Thomas-Murphy, 607-255-2177 or jnt3@cornell.edu
- 14 **Feed Dealer Seminar**, 11:00 - 2:30 p.m., CCE - Wyoming County, 401 North Main Street, Warsaw. **Pre-registration is Requested**. Cost: \$30 per person, \$25 each additional person from same farm/business. Contact: Cathy Wallace: 585-343-3040 x138 or cfw6@cornell.edu, see page 5 for more details.

December 2014

- 9 **2014 Agribusiness Economic Outlook Conference**, Warren Hall, Cornell University, Contact Gretchen Gilbert at: 607-254-1281 or gcg4@cornell.edu.
- 10-11 **Calf & Heifer Congress**, RIT Inn & Conference Center, 5257 W. Henrietta Road, Henrietta

January 2015

- 14 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 15 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo

February 2015

- 4 **WNY Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 5 **Finger Lakes Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo

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