Governor Cuomo Announces 11 Counties Eligible Under \$30 Million Southern Tier Agricultural Economic Development Initiative

On March 18th, Governor Andrew M. Cuomo announced that 11 S. tier counties would be eligible under the proposed \$30 million Southern Tier Agricultural Economic Development Initiative. It includes four of our five counties: Broome, Chemung, Tompkins and Tioga. The program targets \$30 million for projects that help farms and agribusinesses grow throughout the area, with additional funding to assist targeted agricultural economic development projects.

The original press release from the governor's office explains, "Under the initiative, \$25 million would help farmers increase agricultural production on farms and improve profitability, as well as support farmers in better managing environmental resources. Projects that are awarded state funding may receive up to \$100,000, which will go toward funding up to 75 percent of an eligible project. Applicants are responsible for the other 25 percent, and all projects should be completed within one year of the contract."

Those eligible to apply for this program would include: people, partnerships, associations, cooperatives, corporations, or LLCs that manage a "farm operation" as defined in section 301 of Agriculture and Markets. Costs could include construction, renovation, irrigation, drainage,

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Cornell Cooperative Extension South Central NY Dairy & Field Crops Program environmental enhancements, fencing, trellis systems and greenhouses.

Eligible applications for the environmental management aspect of this program will be required to have, within the past three years, participated in an agricultural environmental stewardship program, such as the NYS Agricultural Environmental Management Program and the USDA Natural Resources Conservation Service Conservation Program.

\$5 million of this funding would be allocated for targeted agricultural economic development projects, such as farmers' market expansions and forest productivity projects, as well as investments to spur agribusiness job creation in locations such as food processing plants in the Southern Tier." *****

"We expect the official word on the process to apply for this funding to be available soon. In the meantime, you may wish to contact your local SWCD office to let them know of your interest and intentions for the grant dollars." -Janice

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We are pleased to provide you with this information as part of the Cooperative Extension Dairy and Field Crops Program serving Broome, Cortland, Chemung, Tioga and Tompkins Counties. Anytime we may be of assistance to you, please do not hesitate to call or visit our office. Visit our website: http://scnydfc.cce.cornell.edu and like us on Facebook: https://www.facebook.com/SCNYDairyandFieldCropsTeam.

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Building Strong and Vibrant New York Communities

"Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities."

Updates on First Alfalfa Cutting

Betsy Hicks & Janice Degni

The SCNY Team took the opportunity this spring to monitor alfalfa heights to help predict quality and %NDF. Alfalfa height has been proven to be a reliable indicator of NDF values in the field for alfalfa, alfalfa/grass mixed and all grass stands. The team measured alfalfa every Tuesday in May, and even though early May was quite cool, the following warm stretch really got alfalfa and grass growing.

Cortland and Tompkins saw more rain than Chemung and Tioga during May and many fields were adding about 10" of growth each week. Measuring alfalfa heights on a weekly basis was a great way to see what was happening across the countryside of all our counties, from the valley floors to the hilltops. Early first cutting started around Memorial Day and is well underway now. Harvest management from here on out will be based on the calendar, rainfall and number of days since last cutting.



Evaluating Early Season Corn and Soybean Stands

Greg Roth, Professor of Agronomy, Penn State Extension

Corn planting has progressed at a rapid pace (7% to 72% in the last two weeks!) and with the warm temperatures; emergence has been rapid in many areas. Development is coming along nicely as well with some corn here approaching V3. One interesting thing this year is that corn has developed a good green color early without going through the yellow phase that often happens in cool springs.

Take time now to observe some of the stands and use that to fine tune your management in the future. Our planting technology has come a long way during my career and many of the major stand issues are not as prevalent as they were in the past. Nevertheless there still are issues out there to be on the lookout for.

 Wildlife damage: Seeds dug up or sprouts pulled out. Often associated with crows, wild turkeys, or chipmunks
 Hairpinning in residue: Seed placed in residue in seed slot. With no seed to soil contact, germination and emergence is poor. Row cleaners have helped to eliminate this but it still can be an issue.

3. Fertilizer damage: stunted plants, skips in rows, burning on root tips and no sign of insect feeding. Often associated with high rates (more than 10 lb/acre N + K_2O on seed) of popup fertilizers and dry or sandy soil conditions.

4. Excessive doubles or skips: caused by worn or misadjusted planter meters or other planter parts.

5. Variation in emergence: caused by inconsistent seed depth or hair pinning. Often related to variation in residue, planting speed and shallower planting.



Corn at V3 stage showing uniform spacing & development.

In soybeans, I would be looking for several things in newly emerged stands. First, I would assess the population to give you some feedback on emergence rates. Next I would try to diagnose factors related to mortality of those that didn't come up. With high levels of corn fodder, seed to soil contact could be an issue this year. Seedling rots and seed corn maggots can be issues in a few fields as well.

In tilled fields planted under dry conditions, we could have some potential for crusting if followed by heavy rain and hot conditions. Finally, I would be looking at these early emerging fields for bean leaf beetle damage.



Save the Date! OSHA Regulations Workshop

August 26, 2015 - Hosted by McMahon's E-Z Acres 5940 West Scott Rd. Homer, NY



The team is organizing a workshop focusing on OSHA regulations on dairy farms. Pro-Dairy Staff Karl Czymmek and Jim Carraba from NYCAMH will be speaking on the Dairy Dozen, farm safety and what to do to be compliant with OSHA standards.

We will also have a farm that went through an unplanned OSHA inspection to talk about their experience and what they did to get and stay in compliance. Producers who attend this workshop can claim the safety session as training for their own records. For questions, call Betsy at 607.753.5213 or email <u>bjh246@cornell.edu</u>.

Cropping Notes - Janice Degni, Area Field Crop Specialist

T's the first week of June as I write this *Cropping Notes*. Since it's the first one of the year I will start with a retrospective of spring's work.

Spring planting weather was slow in coming this year. Very little field work was done in late April, including establishing new seedings or even spreading manure. When we visited with farmers in early May some had already decided to put off new seedings until August and concentrate on getting corn in the ground. Soils were cold and wet and snow could occasionally be found in the shade of hedgerows late into April. We were fortunate to escape flooding by the gradual melt of our heavy winter snow. The weather wasn't terrible but there were enough rain events throughout the month of May that checking for the fields that were workable was a necessity. Progress on higher elevation; hill ground was definitely delayed.



We've also had several severe, localized thunderstorms since Mother's Day. The village of Homer as well as a path that went to East Homer suffered from a severe storm that dumped 3 inches of rain in a short time with downed trees and damaged buildings and caused several hours of lost electricity. Some alfalfa fields in the path of the storm were damaged by hail that cut clean through alfalfa stems or left them hanging. (I measured a field 3 weeks later and there were 2 heights of plants – 10" and 20".) The injured plants had to pull from root reserves to establish new stems and growth. Corn escaped hail damage since it was barely emerged or still in the ground.



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Other new seedings, barely germinated, washed severely. Topsoil & crop debris flowed off the field, and for at least 1 farm, into yards adjacent to the fields making for some very unhappy neighbors





We also had a couple of frosty mornings in late May. I checked an early planted field that looked pretty ugly but would make a full recovery. (*Continued on next page*)



Corn's growing point remains underground, protected until 4-5 leaves are emerged. Other than some yellowing in corn from cold snaps, generally color has been good. Be on the watch for purple corn (phosphorus shortage) or yellow leaf edges (potassium deficiency).

Even though late April soils were wet and cold, in May we had a period of high temperatures and soils warmed up rapidly. Although air temperatures went up and down all month from a few days as high as 80° and then back down to 40° , soil temperatures were stable. It seems like corn just shot out of the ground after planting this year. Many fields were rowable within a week of being planted. At this point in the season, com emergence ranges from rowable to 5 leaves fully emerged. Soybeans are beginning to emerge and winter wheat is headed. Early first cutting started around Memorial Day and is well underway now. With plenty of soil moisture and moderate temperatures, fertilizer or manure applications will pay off in added yield for second cutting.

The crunch of post emergence weed control is now upon us. Plenty of moisture and warm temperatures hane weed seedlings coming on strong. It's time to watch for potential pests like cutworm and armyworm (knock on wood) in corn and the development of northern corn leafblight or white mold in soybeans.

Although it has been a hectic spring between spreading manure, preparing ground for planting (tillage & spreading fertilizer), finding workable fields, dealing with breakdowns, slow corn planting progress running into the timing of first cutting, and weather causing some replanting, crop progress seems to be right on schedule and there have been no major disasters, only regular inconveniences. I give farmers a lot of credit for fighting the fight. It makes for a lot of long days that drag on for weeks with a few holidays, which you can't fully enjoy, thrown in for good measure.

The incidence of heavy thunderstorms is weighing heavy on my mind. An increase in the incidence of severe precipitation events has been clearly predicted by climatologists (See Figure 1) as a consequence of a warming globe. And we have definitely experienced that, with mid & late summer flooding events in 2011, the year of Tropical Storm Lee and Hurricane Irene. We had at least 5 storms between Cortland and Tompkins County that registered as 100 year storms that summer. The intense rainstorms are localized and sporadic but cause a lot of damage where they fall. I really hate to see the soil erosion that is occurring and has been occurring over the last 5 years or so. This year in particular, the storms came early when there was still a lot of open soil, both annual crops and hay seedings. (See pic: Erosion & Sediment) Sheet and rill erosion average 4.8 tons of soil loss per acre per year on average in the U.S.

As farmers, your wealth comes from the soil. Your future production relies on healthy, resilient, fertile soil as your base. We have to look at how we can consistently use forms of conservation tillage & learn how to overcome some of the downsides like delayed warming of soils and managing trash. Equipment has come a long way. I know it introduces a level of inconvenience and moving away from what has worked well to a learning curve of a new system, but we have to be willing to experiment and learn how to make the systems work or we will pay in lost productivity and yield stagnation at best and yield declines at worst. \blacklozenge

Figure 1.

NEW YORK'S CHANGING CLIMATE

Precipitation and Snowfall Total precipitation amounts have increased slightly in the Northeast, by approximately 3.3 inches over the last 100 years. Even more dramatically, we have seen a 67% increase in the number of 2-inch rainfall events occurring over a 48-hour period since the 1950s. In the future, New Yorkers can expect:

- An increase in average annual precipitation of up to 5% by 2020; 10% by the 2050s; and 15% by the 2080s.
- Changing precipitation patterns, with increased precipitation in the winter, and decreased precipitation in late summer or fall.
- Lower rainfall amounts in the summer may increase the frequency of drought, and may negatively affect the ability of small drinking water supply systems to meet demand.
- Decreased snow cover, by as much as 25 to 50% by the end of the next century, jeopardizing opportunities for skiing, snowmobiling, and other forms of winter recreation; natural ecosystems will also be affected by the changing snow cover.

Source: CLIMATE CHANGE FACTS • NEW YORK'S CHANGING CLIMATE • October 2011•Cornell Climate Change PWT. <u>www.climatechange.cornell.edu</u>

One for the Blackbird, One for the Crow, One for the Cutworm and One to Grow

Nicole Santangelo Carutis, Field & Forage Crops Educator, Penn State Extension

This week, calls have been coming in to our Penn State Extension offices across the state asking for assistance in diagnosing and assessing some of these early season pest problems. Bird damage continues to be one of the issues near the top of this list.

Once the corn is in the ground, it is important to assess the stand for the invasion of early season pests that wreak havoc on yields. Last week, Greg Roth offered items to be looking at in Evaluating Early Season Corn and Soybean Stands. This week, calls have been coming in to our Penn State Extension offices across the state asking for assistance in diagnosing and assessing some of these early season pest problems. Bird damage continues to be one of the issues near the top of this list.

Sometimes bird damage is not evident at first. There may not be a lot of birds around, leading one to that conclusion. The corn may look cut, much like the feeding of a cutworm; or in fields that have just began emerging, all but the roots may be missing. Turkeys, crows or geese will often leave larger holes around the corn or actually pull the corn right out of the ground, whereas blackbirds may dig down and eat only the seed.

Unfortunately, not much can be done after bird damage has occurred. However, being able to properly identify bird damaged fields may save from misdiagnoses and application of unsuccessful treatments. Bird damage is

typically the worst at the field borders, near the birds' habitat. Be sure to scout the entire field before determining if a replant is warranted. Refer to the Corn Planting Section of the Agronomy Guide for assistance with corn replanting decisions.



Bird Damage in No-till Corn. Photo: Mena Hautau

Wheat Flowering Growth Stages - Pierce, Paul, Karasi Mills, Laura Lindsey; The Ohio State Extension

Wheat continues to go through the heading and flowering 3. If the first few anthers are seen hanging from florets/spikelets growth stages across central and northern Ohio. Depending on the weather and the variety, flowering usually occurs about 3-5 days after full head emergence (Feekes 10.5) - earlier under warmer conditions and delayed by up to 5 or more days after heading under cooler conditions. Flowering is marked by the extrusion of anthers from the spikelets; the reason for which this process is also referred to as anthesis. Flowering will continue over the next 7-10 days. The identification of this growth stage is very important for the management of Fusarium head blight (head scab) with fungicides.

- Closely examine the heads (also called the spike) of primary 1. tillers at multiple locations in the field for the presence of anthers - often seen as a yellowish (or other color) part of the flower hanging from the spikelet;
- 2. If no anthers are seen, then your wheat may still be at the heading growth stage Feekes 10.5;

- in the central portion of the spike, your wheat is at Feekes 10.5.1 - early flowering or early anthesis;
- 4. If anthers are seen hanging from florets/ spikelets in the central and top portions of the spike, your wheat is at Feekes 10.5.2 - mid-flowering or mid-anthesis;
- 5. If anthers are seen hanging from florets/spikelets along the entire length of the spike, your wheat is at Feekes 10.5.3 - late -flowering or late-anthesis;

Note: When trying to identify these growth stages, based your assessment on the presence of fresh (brightly colored) anthers, since dried, discolored, and spent anthers may remain hanging from the spike well after Feekes 10.5.3 and well into grain filling stages of development. This can be misleading. Click on the links below for information on management practices that are recommended (or not recommended) at these growth stages: http://ohioline.osu.edu/agf-fact/pdf/0126.pdf

Water Deflectors—Managing Surface Water and Reducing Erosion on Unpaved Roads



Over the past few years, there have been some powerful summer storms. The accompanying heavy rains can make for real "gully washers" in streams, ditches, and field roads. A common occurrence on unpaved access roads is the scouring and washing off of the road surface into the adjoining landscape. Eventually, gully formation makes the road nearly impassable by vehicles and equipment. To address this matter, installation of water deflectors in unpaved access roads can be utilized to divert water off the road and prevent erosion.



Rubber water deflectors are installed across an access road to reduce water gullies and erosion.

Benefits of Water Deflectors

- Helps to divert water off access roads
- Reduces erosion and formation of gullies
- Allows vehicles and equipment to pass over without interference

• Suitable on unpaved, low maintenance, gravel or earthen roads (such as farm access roads, camp roads, forest roads, or other seasonal use roads)

Cornell Cooperative Extension of Onondaga County

What is a Water Deflector?

A water deflector is quickly and simply constructed from a length of standard-grade rubber (made from a used conveyor belt) that is sandwiched between two treated, wooden 2" x 6" planks. Multiple, 4-inch galvanized screws help to secure the rubber belt between the planks.

Supplies Needed

2" x 6" treated lumber planks
 (Two planks per deflector)
 3/8" thick by 11" wide standard grade
 rubber *length needed is determined by
 width of road (used conveyor belt rubber is suitable – most earthwork contractors have connections with local quarries and can help you locate a source of rubber)

- \Box 4-inch galvanized screws
- □ 4-6" limestone rip rap

 \Box Seed & mulch (for disturbed area after construction)

Typical material costs of a deflector are between \$50 and \$100, assuming you have a used rubber conveyor belt. The actual cost is dependent on the length and number of deflectors needed. Installation costs are extra, but can be easily accomplished with a small excavator or rubber-tired backhoe

The water deflector is installed into an excavated trench in the access road so that a minimum of three inches of the rubber belt is exposed above the road surface. (Note: Deflectors are typically installed on seasonal roads. Extra care must be taken if activities such snowplowing or road grading will occur that could damage the exposed rubber.) The deflector must be installed at a 30-degree down -slope angle to the road in order to ensure that water flows off the road and remains clean.



Water deflectors are installed so that 3 inches of rubber belting extends above the surface of the road.

A rock-stabilized (rip-rap) outfall should be installed at the lower end of the deflector to minimize erosion in the area that receives the diverted water. The spacing of the water deflectors depends on the grade (also called "slope" or "steepness") of the road. As the grade of the road increases, so does the frequency of water deflectors in the road. (See table below.) Keep in mind that different sections of road can have different slopes.

Grade of Road (%) (slope or steepness)	Water deflector spacing (feet)
2	250
5	135
10	80
15	60
20	45
25	40
30	35
40	30

In terms of maintenance, it is recommended to periodically inspect your water deflectors for damage as well as a buildup of soil behind the deflector. To keep the deflectors working properly, remove any accumulated soil collected against the deflector with a hand shovel every spring and fall.



Heat Stress Is Already Upon Us! Take Steps Now To Cool Your Cows! Betsy Hicks, Area Dairy Specialist

Heat stress is a huge cost to the NYS Dairy Industry, estimated at a cost of \$25 million/year. We all know what a severely heat stressed cow looks like: severe panting, excessive salivation with an extended tongue. Heat stressed groups of cows will prefer to stand and will often bunch, making it even harder for these cows to cool down. All this expenditure of energy to try to cool themselves limits her production, but will also cause many carryover effects on reproduction well into the autumn months. Heat stressed cows will eat less dry matter and stand more, putting many cows into negative energy balance for longer periods of time than would otherwise be seen.

The chart included is the Revised Temperature Humidity Index (THI) for Lactating Dairy Cows, and shows the ranges of temperature and humidity that will cause different levels of heat stress. For example, today is 76° F with a humidity of 65%, putting the THI at 73, in the orange range. Lactating dairy cattle in the orange section are experiencing mild-moderate heat stress. We need to supply some additional cooling methods for our girls because they are not able to do so on their own in this situation. Without any cooling, even cows experiencing THI's in the yellow shaded area (THI>68) can experience losses in milk as well as repro. The second picture illustrates all of the visible areas (yellow squares)

in which a cow experiencing a THI>68 can be affected, as well as the invisible consequences (orange squares) with associated costs of these negatives in the red bubbles.

Effectively using fans will help alleviate heat stress in most situations. Wind speeds of 400-600 ft/min over the cow will help maintain cow comfort in air temperatures over 75°F. Curt Gooch of Pro-Dairy recommends this order of installing fans, if done incrementally:

- 1) Holding Area
- 2) Milking Area
- 3) Close-up Dry Cows
- 4) Calving Area
- 5) Fresh Cows
- 6) High Producers
- 7) Low Producers



Yes, in fact, close-up dry cows should be given cooling as much as, if not more than, high producers. Geoff Dahl of the University of Florida conducted research on cooling dry cows, and those that were cooled ate more dry matter during the dry period, had less metabolic events in the transition period, and significantly higher milk production in the following lactation, as well as better immune response to a mastitis challenge during lactation. In addition, the calves from the heat stressed cows were 5 lb lighter at birth and did not perform as well as the calves from cooled cows; all the way through weaning and the yearling stage, calves from heat stressed



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cows were still smaller in stature as well as weight. In fact, the calves born from cows cooled during the dry period had less illness, produced more milk in their first lactation and survived through their first lactation better than their heat-stressed counterparts.

For lactating cow fans, Gooch recommends putting fans up over the feed alley first. If there are inner and outer bed, the fans should go next over the inner row of beds, and then finally over the outer row of beds. If there are enough fans for all rows of beds, though, he recommends putting them there instead of just the feed alley and some beds. Fans should be angled so that the flow of air hits the ground right below the next fan. The spacing between rows of fans should not exceed 10x the diameter of the fan (eg, no more than 30 ft between 3' fans).

Adding water to your cooling strategy may not be as difficult as you may think. Many farms have added sprinklers to holding areas to soak cows that are waiting to be milked, with some help from extension and industry in designing the system. Sprinklers need to soak cows to the hide, as the action of evaporation helps to pull heat off the cow. Another place for adding sprinklers/soakers is in the return alley, and motion detecting "eyes" can be placed to turn on the water only when cows walk through

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Yellow = Stress Threshold Respiration rate exceeds 60 BPM. Milk yield losses begin. Repro losses detectable. Rectal Temperature exceeds 38.5°C (101.3°F)

Orange = *Mild-Moderate Stress* Respiration Rate Exceeds 75 BPM. Rectal Temperature exceeds 39°C (102.2°F)

Red = *Moderate-Severe Stress* Respiration Rate Exceeds 85 BPM Rectal Temperature exceeds 40 °C (104°F)

Purple = Severe Stress Respiration Rate 120-140 BPM. Rectal Temperature exceeds 41 °C (106°F) Adapted from Burgos Zimbelman and Collier, 2011 the alley. The feed alley is also a good place for sprinklers and in some studies, an additional 2 lb of milk were gained by cooling cows in this manner. Misters, on the other hand, are used to cool the air around the cow. Proper air exchange and air turnover is necessary in these systems – otherwise the humidity in the barn may exceed what is outside and do more harm than good. In addition, the fine droplets of the mister may settle on the hair coat of the cow and create an effective "blanket", trapping the cow's heat against her body. Getting help from extension and agribusiness will go a long way in helping you design a proper system including water for cooling your cows. €

Other things to help alleviate heat stress losses:

- Add water to return alleys
- Keep dry cows, fresh cows, and high producers under-crowded
- Keep water sources clean and fresh more frequent washing of troughs may be necessary
- Make sure you're hitting nutrient goals based on the correct dry matter intake of your group
- Clear brush and debris away from side walls of barns to encourage air flow
- Install shade cloth over an outside feed bunk or along west facing sidewalls of barns
- Consider adding supplemental fat to certain diets to combat negative energy balance
- Feed fresh feeds and keep bunks free of old/heating/rotten feed

Tempe	rature		% Relative Humidity																	
°F	°C	0	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90
72	22.0	64	65	65	65	66	66	67	67	67	68	68	69	69	69	70	70	70	71	71
73	23.0	65	65	66	66	66	67	67	68	68	68	69	69	70	70	71	71	71	72	72
74	23.5	65	66	66	67	67	67	68	68	69	69	70	70	70	71	71	72	72	73	73
75	24.0	66	66	67	67	68	68	68	69	69	70	70	71	71	72	72	73	73	74	74
76	24.5	66	67	67	68	68	69	69	70	70	71	71	72	72	73	73	74	74	75	75
77	25.0	67	67	68	68	69	69	70	70	71	71	72	72	73	73	74	74	75	75	76
78	25.5	67	68	68	69	69	70	70	71	71	72	73	73	74	74	75	75	76	76	77
79	26.0	67	68	69	69	70	70	71	71	72	73	73	74	74	75	76	76	77	77	78
80	26.5	68	69	69	70	70	71	72	72	73	73	74	75	75	76	76	77	78	78	79
81	27.0	68	69	70	70	71	72	72	73	73	74	75	75	76	77	77	78	78	79	80
82	28.0	69	69	70	71	71	72	73	73	74	75	75	76	77	77	78	79	79	80	81
83	28.5	69	70	71	71	72	73	73	74	75	75	76	77	78	78	79	80	80	81	82
84	29.0	70	70	71	72	73	73	74	75	75	76	77	78	78	79	80	80	81	82	83
85	29.5	70	71	72	72	73	74	75	75	76	77	78	78	79	80	81	81	82	83	84
86	30.0	71	71	72	73	74	74	75	76	77	78	78	79	80	81	81	82	83	84	84
87	30.5	71	72	73	73	74	75	76	77	77	78	79	80	81	81	82	83	84	85	85
88	31.0	72	72	73	74	75	76	76	77	78	79	80	81	81	82	83	84	85	86	86
89	31.5	72	73	74	75	75	76	77	78	79	80	80	81	82	83	84	85	86	86	87
90	32.0	72	73	74	75	76	77	78	79	79	80	81	82	83	84	85	86	86	87	88
91	33.0	73	74	75	76	76	77	78	79	80	81	82	83	84	85	86	86	87	88	89
92	33.5	73	74	75	76	77	78	79	80	81	82	83	84	85	85	86	87	88	89	90
93	34.0	74	75	76	77	78	79	80	80	81	82	83	85	85	86	87	88	89	90	91
94	34.5	74	75	76	77	78	79	80	81	82	83	84	86	86	87	88	89	90	91	92
95	35.0	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93
96	35.5	75	76	77	78	79	80	81	82	83	85	86	87	88	89	90	91	92	93	94
97	36.0	76	77	78	79	80	81	82	83	84	85	86	87	88	89	91	92	93	94	95
98	36.5	76	77	78	80	80	82	83	83	85	86	87	88	89	90	91	92	93	94	95
99	37.0	76	78	79	80	81	82	83	84	85	87	88	89	90	91	92	93	94	95	96
100	38.0	77	78	79	81	82	83	84	85	86	87	88	90	91	92	93	94	95	96	98
101	38.5	//	79	80	81	82	83	84	86	87	88	89	90	92	93	94	95	96	98	99
102	39.0	78	79	80	82	83	84	85	86	87	89	90	91	92	-94	95	96	97	98	100
103	39.5	78	-79	81	82	83	84	86	87	88	89	91	92	93	94	96	97	98	99	101
104	40.0	-79	80	81	83	84	85	86	88	89	90	91	93	94	95	96	-98	99	100	101
105	40.5	80	80	82	83	84	86	87	88	89	91	92	93	95	-96	97	-99	100	101	102
106	41.0	80	81	82	84	85	87	88	89	90	91	93	94	95	97	98	99	101	102	103
107	41.5	80	81	83	84	85	87	88	89	91	92	94	95	96	98	99	100	102	103	104

Wayne A. Knoblauch, Professor Dyson School of Applied Economic & Management, Cornell University

- → We have had dramatic milk price declines many times in recent dairy history. The decline of the mid-1980's, in the early 1990's and 2009 being the most serious in memory. Some dairy farmers will experience real pain and there could also be some big winners. I am going to focus on the pain component of the price decline.
- → Significantly lower milk prices and therefore, dairy farm profits, combined with lower asset values, translating to reduced borrowing capacity, pose a serious threat to the survival of many dairy farms.
- → What should a dairy farmer consider and what actions should be taken in times of very low milk prices? Let's apply our proven management principles and economic theory to this situation. Economic theory tells us that we need to look at the individual farm situation using both a profit and a cash flow analysis. I will start with the profit approach and then discuss cash flow.

Profits

NOW: If cash receipts cover cash expenses, then continue to operate the dairy as long as there is some contribution to overhead. Cash expenses include items such as hired labor, veterinary fees and medicine, utilities, interest and purchased feed. Farm produced feed/ forage is now, in my opinion, a fixed or sunk cost and should not be included as a cost in the *NOW* analysis.

If cash receipts don't cover cash costs, then cutting all costs possible without deteriorating the net profit margin, selling unprofitable cows or making other changes to the cost and revenue stream must be implemented quickly. There is no time to lose to make changes to the business.

PLANTING TIME: We must now include crop production costs as a cash cost in our analysis. To continue in production, the expected

milk price over the next year should be such that it will cover all cash costs and generate some contribution to fixed costs. If that is not the result, then the *NOW* strategies previously discussed as well as



some that may take a bit longer to adopt and reap the benefits, should be adopted if they can be expected to reverse this scenario.

NEXT TWO OR THREE YEARS: To continue in production, the expected milk price will need to cover the cost of production, including the value of operator labor and management. Remember, profitability is the key to long run business survival.

Cash Flow

NOW: If you are covering cash costs, but can't cash flow from operating, then consider these options. Refinancing, interest only payments, sell non-productive assets, borrowing, improving the business, etc. should all be considered. But, only consider improving cash flow if you can expect to have a profitable business after planting time. If you are not covering cash costs, and can't make changes to correct that situation, then liquidation or eating equity are the options. Eat equity only if there is a promise of significantly better days ahead. Remember, cash flow is the key to short run business survival. Note: eating equity simply means that the net worth or equity of your business goes down as a result of continuing to operate the business.

PLANTING TIME: If you can project to cover cash costs, including those associated with growing crops; then refinancing, interest only payments, selling non-productive assets, borrowing, etc. should be considered. But, only consider improving cash flow if you can expect to have a profitable business after planting time and be able to cover scheduled debt payments and provide for family living. If you are not covering cash costs, and can't make changes to correct that situation, then liquidation or eating equity are the options. Keep in mind that liquidation or partial liquidation, and eating equity can have serious long term consequences for your business.

NEXT TWO OR THREE YEARS: A business must be profitable to be sustainable in the long run. If you cannot project profits over the next years, then you likely will be eating equity. The only exception is if asset values increase dramatically and your strategy is one of waiting to sell assets later at higher prices. However, you are then a speculator, not a business manager.

→ This crisis will pass, as have other low price cycles. However, the current low prices will be painful for many farmers. These trying times will severely stretch and test the management skills of all dairy farmers. We should not react out of fear, or not react at all. Rather, we should do a careful analysis of where our business is and where we want it to go. Then do an analysis of the expected impacts of possible changes on both profit and cash flow before taking action. While difficult, we should also view this as a time to employ our financial management skills. Many professionals are available to help. Cooperative Extension, FarmNet and consultants as well as others can give assistance, identify alternatives and provide an objective outside view of available options.

Do's and Don'ts When Facing Financial Difficulty

Wayne A. Knoblauch, Professor Dyson School of Applied Economic & Management, Cornell University

Do's

- 1. Complete a production and financial management analysis of your business for 2014. Determine strengths, but most importantly, areas for improvement with an immediate response and improvement in cash flow.
- 2. Complete a profitability and cash flow projection, for example, partial budget of the expected impacts of any changes made to improve the business.
- 3. Meet with your lender and share your financial management analysis and cash flow projections. Communicate with your lender often and provide periodic updates regarding your financial situation.
- 4. Cash flow management is the key to surviving difficult economic times. Continually review and update cash projections and partial budgets.
- 5. Meet with suppliers to develop payment arrangements.
- 6. Effectively utilize farm produced feeds, especially forages.
- 7. Test all farm-grown forages and feed for nutrient availability and evaluate the most cost effective commodities to purchase when feeding balanced rations, especially to early lactation cows.
- 8. Treat disease outbreaks, such as mastitis, before they become worse.
- 9. Be an astute purchase of inputs.
- 10. Examine family living to see if expenses can be reduced.
- 11. Maintain a low inventory; cull unprofitable cows, buy feed as needed. If you have extra dairy replacements, consider selling them.
- 12. Sell nonessential capital items, including machinery and equipment that is not needed to operate the business. Also consider selling land not essential to the business, including possible timber sales, remember to consult your tax preparer concerning tax liabilities of a sale.
- 13. Examine debt for possible benefits of restructuring, or alternative financing.
- 14. Perform tasks in a timely fashion, yet get enough rest. Sleep deprivation can interfere with performing tasks and judgment.
- 15. Consider off-farm work by all family members.
- 16. Communicate current financial situation often with management team/family members. Seek and welcome their suggestions and involve them in key financial decisions.
- 17. Adopt new technologies only after careful study.
- 18. Monitor the financial health of those who purchase your farm products. They may also be under severe financial pressure in this economic period.
- 19. Seek management advice and analysis assistance early from Cooperative Extension, consultants, FarmNet, and others.
- 20. Seek personal counseling and advice from close friends, clergy, FarmNet and others.
- 21. Routinely test manure for nutrient content and employ modern soil testing technology to minimize purchased crop nutrients.
- 22. Utilize risk management tools such as crop insurance, livestock gross margin and the margin protection program to minimize production and price risk.
- 23. Evaluate business arrangements with other farms that have potential to reduce costs.
- 24. Forward contract inputs such as feed, fuel, and other supplies if you can lock in a profit.
- 25. Obtain multiple price quotes from different suppliers for inputs such as feed, fuel, and other supplies.

Don'ts

- 1. Make decisions that will make the problem worse in a week, month or six months down the road.
- 2. Continue the same practices because I've always done it that way.
- 3. Neglect needed accounting tasks because there isn't time right now.
- 4. Use farm produced feeds so rapidly that they are used up without a replacement plan.
- 5. Reduce purchased feed just to save money.
- 6. Purchase products that promise to be a cure-all, unless you have hard data and experiences of others to confirm.
- 7. Make capital investments to reduce tax liability or because "It is a good buy."
- 8. Borrow money unless the profitability of the farm is reasonably expected to increase in order to provide for repayment.
- 9. Neglect the details; cleaning and maintaining equipment, communicating with and managing labor, detecting heats, etc.
- 10. Use alcohol to excess. Alcohol and other drugs can make a tough situation seem worse.
- 11. Assume a management strategy that worked for one farm may be appropriate on your farm.

Is your Bunk Filling Strategy Up to Snuff?

Betsy Hicks, Area Dairy Specialist

Maximize Density, Maximize Quality

The better job you do today in preserving your feed, the more feed you will have, and the better quality it will be. You can't make poor quality feed better in terms of nutrients like fiber, sugar and protein, but you can make good quality feed poor by not preserving it by taking the time to pack and cover correctly. Follow the rules of thumb listed below, and you'll have a quality product at feed out with minimal spoilage.

Packing and Load Delivery

How much weight do you need to adequately pack your bunk? To answer that question, the person pushing and packing the bunk needs to know a couple things. The most important thing is knowing that layers 6 inches or less are the only way to get maximum bunk density. Along with that, how are loads coming in going to be managed to achieve that 6 inches or less? Options include spray painting side walls at 6 inch increments or marking with tape. The second part of the job includes knowing how fast feed is being brought to the bunk and how much weight is required to adequately pack the bunk in 6" layers or less. The included chart shows the relationship between these two variables and where the cutoff point is for how fast feed can be delivered. Using this chart can help the person in the packing tractor know how many loads they should be putting on the bunk per hour. Adding more weight beforehand, however, will help increase the loads per hour and keep bunk density at the maximum.

Covering Bunk/Excluding Air and Water

Plans for covering the bunk should include putting plastic on the side walls before feed even reaches the bunk to further minimize the amount of air and water reaching your stored feed. Farms have even placed tile lines in the bottom of the bunk outside the plastic to reduce water infiltration. When the pile is full, the sides



should be folded on top with another layer of plastic on top of that, sandwiching in the stored feed. Whichever anchor the farm chooses to use on top of the bunk, as much air as possible should be pushed out, and anchors should be placed so they are touching. A little preparation work now will save dry matter losses in spoilage and sugar loss down the road.

Questions/Want to know How You're Doing?

The team has a forage probe to drill into bunks to determine the density. Call the office to speak to Betsy or Janice and make an appointment for one of us to come out and assess your bunk performance! **



If there was an emergency, would your employees or a first responder know where to shut off your equipment?

The team has stickers in the office that can be put on tractors, PTO's, barn cleaners, etc. to tell people who may not be familiar with a piece of equipment, where the shut off is in case of an emergency.

** If you would like some, feel free to stop in to the office or call 753-5078 to let us know! **



Things to do during low milk prices

Betsy Hicks-Area Dairy Specialist

With milk prices falling by a third since the first of the year, producers have had to ratchet back their cost of production significantly to try to stay ahead of their milk checks. In terms of profitability though, we need to think of both ends of the equation: are we spending money wisely, and are we doing all we can for cows to give us the most production/components/quality that they can?

In terms of spending money wisely, producers are tempted to pull out all the "unnecessary" items in the ration that are in there. The question becomes, if it's unnecessary, why was it in there to begin with? Probably there is a reason to include it in the ration, but have a discussion with your nutritionist to make sure exactly what additives are in your diet and why. If you're in the middle of changing from 2014 haylage to 2015 haylage, this discussion might include something that should be added to the diet to help cows make the transition, especially if you've run short on hay crop and need to feed it sooner than desired. Adding cost to the diet isn't necessarily a bad thing if it helps maintain production, healthy rumens and milk components, when without it these things may suffer. Remember, you need to think about both sides of the equation: is the money I'm putting in getting me the return I need? The hard part about paying attention to costs, though, is the fact that some of the things we do to cut costs today will impact our profitability months down the road. Shorting cows of nutrients they need, running hoof baths less frequently, and skipping pregnancy checks or hoof trims may be things that will impact costs today but will severely limit the productivity of those cows for months down the road. There is a list of items that should always be done for your cows, month in and month out. Failing to follow a strict guideline will only lead to shortfalls later down the road.

So what things can producers do to help profitability today, as well as months down the road, without adding cost to making milk? Forage quality is the first thing that comes to mind - first cutting for milking cows should have been well wrapped up by now, but keeping on a strict schedule of timing subsequent cuttings will help keep hay crops from getting too mature. Along with capturing peak nutritional quality, ensuring that feeds are being ensiled properly will add to profitability. The correct dry matter will ensure that sugars in the feed are not lost, which will in turn help to keep feed costs lower. Proper dry matter also helps in bunk densities, as long as proper packing has occurred. Losses from spoilage in the bunk will also be minimized with proper packing. I don't know many farms that say they have too much feed in the silo, so making sure that bunks get packed as much as possible as well as properly covered (even the sides!!) will help more feed to be spared from spoilage.

So how about the girls? Take a minute to walk around your barn using your "cow filter" and see her world through her eyes. Are there some stalls that you'd avoid because they are in need of repair? Would you drink out of the waterer, or has it been so long since it has been cleaned that you can't see the bottom? Are the fans so full of dust that you can't feel the breeze when it's on? Can you reach the feed or has someone "forgotten again" to push it up? Is the feed in the bunk fresh feed, or has someone gotten too busy to clean out the old stuff that has

South Central NY Dairy & Field Crops Digest

spoiled? So many times, owners and employees fall into the same routine that they glaze over the small stuff when time is limited. It's this small stuff, however, that adds up and either makes the wheels fall off or the machine run perfectly, and they don't cost a thing to do.

From an owner and/or herd manager's perspective, there are several more things that can be examined to help profitability today without adding significant costs. Somatic cell count is an easy one to monitor, and if your whole herd cell count is close to a quality premium cutoff, this can add a good chunk of money to your milk check. The University of Kentucky has a great tool for seeing lost income from mastitis - both from lost milk and loss of premiums. It gives a total for lost yearly income based on the inputs you enter for your particular situation (bonus opportunity, milk price, number of milking cows, average milk yield, current SCC and goal SCC). It can be found at http://afsdairy.ca.uky.edu/MilkQualityCalculator.



Going through individual cow records will tell you who is consistently high in SCC and may be good candidates for culling - often there is a printout that comes after your test that will tell you what percent of the tank a cow is, and what the whole tank cell count would be if you removed her from the tank. Beef prices are still good – if your pens are overcrowded, your records can be so useful. Sitting down with the herd vet, nutritionist or extension agent can help you identify cows that should be on the potential cull list. Looking at milk by days in milk, cell count, days carried calf as well as knowing her past history of reproduction, feet and legs, and metabolic issues can be used to create a cull list. Looking at quality reports from your milk processor can also be useful, too, even though they drive producers crazy. Utilizing your milk inspector or equipment dealer to pinpoint where bacteria and PI counts could be spiking during summertime may be your best resource for getting these numbers in line to capture quality premiums.

It might be hard for those that are on the farm every day to pin point the little things that might be getting missed. Enlisting the help of your "team" - your employees, extension agent, herd vet, nutritionist, hoof trimmer, even the consultants that you don't buy from - can go a long way. Asking for their viewpoint of simple things to do may get the wheels turning on how to do things more efficiently or in a way that benefits the cows. **H**

Protecting Workers from Heat Stress

Heat Illness

Exposure to heat can cause illness and death. The most serious heat illness is heat stroke. Other heat illnesses, such as heat exhaustion, heat cramps and heat rash, should also be avoided.

There are precautions your employer should take any time temperatures are high and the job involves physical work.

Risk Factors for Heat Illness

• High temperature and humidity, direct sun exposure, no breeze or wind

- Low liquid intake
- Heavy physical labor
- Waterproof clothing
- No recent exposure to hot workplaces

Symptoms of Heat Exhaustion

- Headache, dizziness, or fainting
- Weakness and wet skin
- Irritability or confusion
- Thirst, nausea, or vomiting

Symptoms of Heat Stroke

- May be confused, unable to think clearly, pass out, collapse, or have seizures (fits)
- May stop sweating

To Prevent Heat Illness, Your Employer Should

• Establish a complete heat illness prevention program.

• Provide training about the hazards leading to heat stress and how to prevent them.

• Provide a lot of cool water to workers close to the work area. At least one pint of water per hour is needed.

• Modify work schedules and arrange frequent rest periods with water breaks in shaded or air-conditioned areas.

• Gradually increase workloads and allow more frequent breaks for workers new to the heat or those that have been away from work to adapt to working in the heat (acclimatization).

- Routinely check workers who are at risk of heat stress due to protective clothing and high temperature.
- Consider protective clothing that provides cooling.
- How You Can Protect Yourself and Others
- Know signs/symptoms of heat illnesses; monitor yourself; use a buddy system.
- Block out direct sun and other heat sources.
- Drink plenty of fluids. Drink often and BEFORE you are thirsty. Drink water every 15 minutes.

• Avoid beverages containing alcohol or caffeine.

• Wear lightweight, light colored, loose fitting clothes.

What to Do When a Worker is Ill from the Heat

• Modify work schedules and arrange frequent rest periods with water breaks in shaded or air-conditioned areas.

Gradually increase workloads and allow



- more frequent breaks for workers new to the heat or those that have been away from work to adapt to working in the heat (acclimatization).
- Routinely check workers who are at risk of heat stress
- due to protective clothing and high temperature.
- Consider protective clothing that provides cooling.

IF THE WORKER IS NOT ALERT or seems confused, this may be a heat stroke. CALL 911 IMMEDIATELY and apply ice as soon as possible. If you have any questions or concerns, call OSHA at 1-800-321-OSHA (6742).















CONSULADO MOVIL EN LANSING, NY

VIERNES 26 Y SABADO 27 DE JUNIO DE 9:00am a 4:00pm LUGAR: IGLESIA TODOS LOS SANTOS All Saints Church Direccion: 347 Ridge Rd, Lansing, NY 14882 June 26th and 27th

PARA MAYOR INFORMACION LLAMARAL (212) 686-3837

Los servicios que se estarán brindando son los siguientes: <u>EXTENSION DE PASAPORTE</u><u>OTROS SERVICIOS</u><u>EXTENSION DE IDENTIFICACION CONSULAR</u>



INSCRIPCION DE NACIMIENTOS INSCRIPCION DE MATRIMONIOS INSCRIPCION DE DEFUNCIONES AUTORIZACIONES DE MENORES LEGALIZACION DE DOCUMENTOS CERTIFICACIONES DE PASAPORTES SUPERVIVENCIAS (Ver requisitos en el reverso)



"AL SERVICIO DE LA COMUNIDAD GUATEMALTECA"

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DOS FOTOCOPIAS)

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- 3. EFECTIVO MONEY ORDER DE \$25.00 DOLARES A NOMBRE DEL CONSULADO

*De momento esta fuera de servicio el sistema de validacion de la Cedula de vecindad.

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CALENDAR OF EVENTS June 26+27 Guatemalan Consulate, All Saints Church, 347 Ridge Rd., Lansing-See Page 15 for more information. July 7 2015 Seed Growers Field Day **DEC/CCA Credits Requested** 8:30am-12:00pm NYSIP Foundation Seed Barn, 791 Dryden Rd. (Rt. 366), Ithaca. For seed growers, seed treatment applicators, and other seed professionals. For more information, contact Margaret Smith at (607) 255-1654 or via email mes25@cornell.edu. July 14+15 2015 North American Manure Expo, Chambersburg, PA MANUREXP For more information and registration details visit http://www.manureexpo.org/ July 15 2015 FSA Crop Acreage Reporting Due Spring Barley, Corn, Spring Oats, Potatoes, Soybeans, CRP Aurora Farm Field Day **DEC/CCA Credits Requested** 9:00am-3:00pm July 16 Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora. Topics: Superweeds & other myths about herbicide resistance, Western Bean Cutworm & other field crop 2015 season pest updates, Conventional & Organic management of corn-soybean-wheat clover rotation in the organic transition year, Northern leaf blight of corn: new research & breeding for resistance, Spring malting barley (variety x fungicide management), Nitrogen management topics, 2015 Updates on Soil Health & Adaptation, Winter cereal cover crops for organic no-till soybean. Free, no pre-registration required. For more information, contact Jenn Thomas-Murphy at 607.255.2177 or jnt3@cornell.edu July 29-31 Dairy Environmental Systems & Climate Adaptation Conference, The Statler Hotel, Ithaca A unique opportunity to learn about emerging dairy housing and manure management systems in conjunction with regional climate trends and much more. For more information and registration, visit: http://prodairy.cals.cornell.edu/conferences/environmental-systems-climate-adaptation/registration or contact Jenny Pronto: (607) 227-7943 or biogas@cornell.edu. Mexican Consulate, Geneva Community Center, 160 Carter Rd., Geneva-See Page 14 for more information July 31-Aug 2

Welcome Broome County Farmers to our Extension Program!

We work to be a reliable resource for information, training and troubleshooting for our area dairies and agriservice personnel. Our strength is educating and advising on technical production issues and management. Apart from our experience we have access to a network of resources of which Cornell researchers provide a base. If you are confused about the maze of potential contacts at Cornell, we can refer you to the person who can best address your needs from alfalfa varieties to zearalenone testing.

Please give us a call if we can be of any assistance. **Our contact information is inside the newsletter cover**. We look forward to getting reacquainted and finding opportunities to work with you.