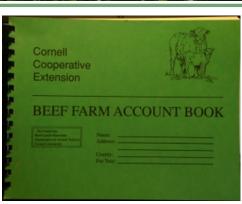


Opportunity to Replace Missing PTO Shields at a Discount through NYCAMH

PTO shields are an important part of a farm's safety plan as they protect from catastrophic injury and death. This is because once something gets entangled in a PTO, that part won't stop turning until the machine is shut down, and by then it's too late. Installing a shield or replacing a dysfunctional shield provides an added barrier of protection between man and machine.

A program offered through the New York Center for Agriculture Medicine and Health (NYCAMH) can provide replacement PTO shields at substantially reduced cost. These parts come in two styles to fit the bottom of the bearing groove. Part number AS20090 will fit a groove 2 1/8" or smaller, and part number AS30090 will fit a groove larger than 2 1/8". The cost of the part is between \$59.99—\$83.00 through the program. Interested? You can order at https://www.nycamh.org/programs-and-services/pto-shield.php or by calling 800-343-7527.





Beef Farm Account Books Available

The Cornell Beef Farm Account Book is available. This accounting record book is designed specifically for beef producers. A complete and accurate set of financial records helps producers develop sound tax returns and gives them the data to analyze their business. To purchase a copy for your farm for around \$10, contact Katelyn Walley-Stoll or your county's Cornell Cooperative Extension ag educator.

Paid Leave Required for COVID Vaccinations

New York State now requires up to four hours of paid leave for employees to get vaccinations for COVID-19.

Employees can use this leave up to two times (corresponding to 2 injections required by some versions of the vaccine) for up to 4 hours during each period, total of 8 hours, but the leave cannot be used for any other reason.

In this issue:

| Euthanasia in Calf Care | 3 |
|------------------------------|---|
| Dairy Market Watch | 4 |
| Meat Suite | 6 |
| Herbicide Resistance Updates | 9 |



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

Contact Our Specialists



Katelyn Walley-Stoll
Team Leader
Farm Business Management
716-640-0522
kaw249@cornell.edu



Josh Putman Field Crops 716-490-5572 jap473@cornell.edu



Alycia Drwencke
Dairy Management
517-416-0386
amd453@cornell.edu



Amy Barkley
Livestock and Beginning Farms
716-640-0844
amb544@cornell.edu

County Association Executive Directors

Allegany County Laura Hunsberger Ikh47@cornell.edu 585-268-7644 ext. 17

Chautauqua County Emily Reynolds eck47@cornell.edu 716-664-9502 ext. 201 **Cattaraugus County**

Dick Rivers rer263@cornell.edu 716-699-2377 ext. 122

Erie County Diane Held dbh24@cornell.edu 716-652-5400

Steuben County

Tess McKinley tsm223@cornell.edu 607-664-2301 "Cows, Crops, and Critters Newsletter" by the Southwest New York Dairy, Livestock, and Field Crops Program with Cornell Cooperative Extension in partnership with Cornell University and the five county region of Erie, Chautaugua, Cattaraugus, Allegany, and Steuben and their CCE Associations. To simplify information, brand names of products may be used in this publication. No endorsement is intended, nor is criticism implied of similar products not named. Every effort has been made to provide correct, complete and up-to-date pesticide recommendations. Changes occur constantly and human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying pesticides. By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis. Newsletter layout and design by Katelyn Walley-Stoll.

County Association Agriculture Educators

Sharon Bachman - Erie County *Agriculture & Natural Resources Educator* sin2@cornell.edu · 716-652-5400 ext. 150

Jeremy Baier - Allegany County Community Horticulture Educator jtb273@cornell.edu · 585-268-7466 ext. 14

Lynn Bliven - Allegany County
Ag & Natural Resources Issue Leader
lao3@cornell.edu · 585-268-7466 ext. 18

Cassandra Bull - Allegany County Farm to School Coordinator cb775@cornell.edu · 585-268-7466 ext. 25

Lisa Kempisty - Chautauqua County *Dairy/Livestock Community Educator* ljk4@cornell.edu · 716-664-9502 ext. 203

Ariel Kirk - Steuben County
Agriculture Educator
adk39@cornell.edu · 607-664-2574

Kathleen McCormick - Erie County
Agriculture Educator
km864@cornell.edu · 716-652-5400 ext. 146

Jesse Meeder - Cattaraugus County Farm to School/Ag in the Classroom Coordinator jpm453@cornell.edu · 716-699-2377

John Whitney - Erie County *Agriculture Educator* jrw44@cornell.edu · 716-652-5400 ext. 146

swnydlfc.cce.cornell.edu

Stay connected: Follow us on social media, sign up for our newsletter, visit our website.

Individual articles may be used for educational purposes with the permission of the author and proper credit given to the author and our publication.



For accommodations or accessibility concerns, please contact our specialists at least one week prior to the scheduled event.

If you need information provided in a different format, call 716-640-0522.

Considerations for Timely Euthanasia in Calf Care

By Alycia Drwencke and Betsy Hicks SWNY Dairy, Livestock and Field Crops Team, SCNY Dairy and Field Crops Team

Calf care can be a tricky and frustrating task on farms. When everything runs smoothly, calves can be a source of joy for the care givers. However, when calves are sick or experience an injury, particularly if recovery is unlikely, stress for both the animal and caregiver increases. This highlights the importance of preventing illness and injury in calves, but unfortunately preventative measure aren't always successful. When a calf does become sick or injured, farms should work quickly to identify the problem and treat it accordingly, or perform timely euthanasia if prognosis is poor.

When a problem arises with a calf, physical and behavioral measures can be used to determine and monitor the severity of the situation. These same measures may also be used to evaluate the prognosis. Indicators of health can include hydration, feed or milk intake, amount of time spend lying down, posture such as arched back or droopy head, vigor scores, and so on. A calf that is identified as sick or injured should be checked for signs of distress, which include increased respiration rate, body temperature, heart rate, paddling/thrashing, or non-ambulatory status. Calves in distress may need to be euthanized immediately to minimize suffering for the calf and caregiver. If the cause of illness is unknown, performing a necropsy after euthanasia may be useful for farms. Colorado State University has an extremely useful resource for performing on farm necropsies.

While the decision to euthanize an animal (particularly a calf) is extremely difficult, it is also important to make the decision in a timely manner. According to research, 95% of preweaned calf mortality on dairy farms in the U.S. occurred without euthanasia in 2014 (Walker et al. 2019). This is a concern for the welfare of the calves, the caregivers, and public perception. Within the dairy industry there is a need to focus more on timely euthanasia, especially in pre-weaned calves. While the decision to euthanize can be extremely difficult to make, having established protocols on farm can help alleviate some of the stress and guesswork of when to perform timely euthanasia. The emphasis here should be on the timely aspect. If an animal needs to be euthanized, reducing the amount of time they spend suffering is crucial. We have put together a "Euthanasia Decision Tree" that can help guide a farm when creating protocols to make the best decisions for calves in their care. It can be accessed at: https://cornell.box.com/v/criticalcalfcare.

Timely euthanasia for calves is essential when preventative measures fail and the outcome looks poor, for the wellbeing of both the calf and the caregiver.

Several things should be kept in mind when euthanasia is performed. First, only trained personnel should perform the procedure, and they should do so as soon as the decision is made. Second, during the euthanasia only an American Veterinary Medical Association (AVMA) approved method should be used. For dairy calves, these include three approved methods. 1) An intravenous (IV) administration of a lethal dose of a barbiturate or barbituric acid, 2) gunshot using an appropriate firearm, ammunition and anatomic site, or 3) non-penetrating captive bolt can be used for the euthanasia of neonates and calves less than 2-3 months of age. After the procedure has been performed, calves should be checked for signs of life and a second method used if needed. Farmers and calf care givers should request training from their veterinarian on the method they choose, as well as how to monitor for signs of life after the procedure. Finally, don't overlook the toll that performing euthanasia can have on the humans involved. It's important to provide a supportive environment to promote the mental health of caregivers performing euthanasia, and to rotate those responsibilities among trained employees if necessary. Euthanasia can often be viewed as a form of failure in caregivers, making it emotionally straining to both make the decision and perform euthanasia. This emotional strain can result in pushing off the decision to euthanize an animal, even if it's the most appropriate next step.

Additionally, farms should have a protocol in place for a severe disease outbreak on their farm which may result in mass euthanasia or mortality. This protocol should include contacting your local and state veterinarians, the plan for carcass disposal, and how other animals on farm will be protected along with the physical and mental health of humans. Risk factors for disease outbreaks include exposure to older animals, poor cleanliness or ventilation, damp bedding, crowding, and inadequate colostrum or nutrition. Especially when disease is present, humans working with sick calves should wear gloves, wash their hands regularly, and avoid touching their face to reduce the risk of contracting a disease that can pass between them and the calf.

Even while farms work hard to promote calf health, illness and injury are bound to happen from time to time. To those who care for calves, making the final decision of euthanasia can take a toll and it's important to account for the mental strain of making the decision as well as the procedure. When these situations arise, it's important to be prepared and have protocols in place to promote the welfare of both calves and caregivers.

newsletter

For more information on this topics, or for paper copies of any of the resources, contact Alycia Drwencke at 517-416-0386 or amd453@cornell.edu.

Dairy Market Watch



March 2021

Prepared by Katelyn Walley-Stoll. Funded by PRO-DAIRY.

| Milk | Milk Component Prices Milk Class Prices Statistical Uniform Price & PPE | | | | D | | | | | | |
|---|---|---------|---------------|---------|---------|---------|---------|----------|---------|----------|-----------------------------|
| Month | Butterfat | Protein | l (Boston) | Ш | ш | IV | Jamest | own, NY | Alban | y, NY | Albany \$/gal. to farmer |
| Feb 20 | \$1.98 | \$3.03 | \$20.80 | \$16.84 | \$17.00 | \$16.20 | \$16.97 | (\$0.03) | \$17.57 | \$0.57 | \$1.51 |
| Mar 20 | \$1.92 | \$2.84 | \$20.71 | \$16.75 | \$16.25 | \$14.87 | \$16.59 | \$0.34 | \$17.19 | \$0.94 | \$1.48 |
| Apr 20 | \$1.32 | \$2.48 | \$19.89 | \$13.87 | \$13.07 | \$11.40 | \$13.77 | \$0.77 | \$14.37 | \$1.30 | \$1.24 |
| May 20 | \$1.38 | \$2.09 | \$16.20 | \$12.30 | \$12.14 | \$10.67 | \$12.32 | \$0.18 | \$12.92 | \$0.78 | \$1.11 |
| June 20 | \$1.86 | \$4.53 | \$14.67 | \$12.99 | \$21.04 | \$12.90 | \$14.51 | (\$6.53) | \$15.11 | (\$5.93) | \$1.30 |
| July 20 | \$1.95 | \$5.62 | \$19.81 | \$13.79 | \$24.54 | \$13.76 | \$17.93 | (\$6.61) | \$18.53 | (\$6.01) | \$1.60 |
| Aug 20 | \$1.63 | \$4.44 | \$23.03 | \$13.27 | \$19.77 | \$12.53 | \$16.87 | (\$2.90) | \$17.47 | (\$2.30) | \$1.51 |
| Sep 20 | \$1.59 | \$3.39 | \$21.69 | \$13.16 | \$16.43 | \$12.75 | \$15.65 | (\$0.78) | \$16.25 | (\$.018) | \$1.40 |
| Oct 20 | \$1.64 | \$5.01 | \$18.45 | \$13.63 | \$21.61 | \$13.47 | \$15.92 | (\$5.69) | \$16.52 | (\$5.09) | \$1.41 |
| Nov 20 | \$1.56 | \$5.62 | \$21.29 | \$13.86 | \$23.34 | \$13.30 | \$17.12 | (\$6.22) | \$17.72 | (\$5.62) | \$1.53 |
| Dec 20 | \$1.54 | \$3.03 | \$23.12 | \$14.01 | \$15.72 | \$13.36 | \$16.11 | \$0.39 | \$16.71 | \$0.99 | \$1.44 |
| Jan 21 | \$1.55 | \$3.04 | \$18.39 | \$14.18 | \$16.04 | \$13.75 | \$14.76 | (\$1.28) | \$15.36 | (\$0.68) | \$1.32 |
| Feb 21 | \$1.44 | \$2.98 | \$18.79 | \$14.00 | \$15.75 | \$13.19 | \$14.65 | (\$1.10) | \$15.25 | (\$0.50) | \$1.31 |
| February Utilization (Northeast): Class I = 31.0%; Class II = 25.3%; Class III = 25.0%; Class IV = 18.7%. | | | | | | | | | | | |

Class I = fluid milk; Class II = soft products, cream, and yogurt; Class III = cheese (American, Italian), evaporated and condensed products; Class IV = butter and milk powder.

Dairy Commodity Markets (USDA Dairy Market News – Volume 88, Report 12, March 26th, 2021)

<u>Cheese:</u> Cheesemakers across the country report readily accessible milk supplies. Cheese demand upticks have been reported, particularly on the food service side, as pandemic restrictions ease. Cheese inventories are noted as steady to a bit higher than they were in early spring 2020. Although block prices have slipped on the CME some from last week, cheese market tones are somewhat stable.

Fluid Milk: : Milk supplies are stable to readily available in the U.S. Class I sales are fairly steady in the East and West. Some schools' pipeline demands are lower with several school systems closed for spring break. Cream is tightening in the Central and East regions.

Butter: Butter churns are attracting less cream than in recent weeks, and ice cream makers are starting to pull more heavily at available supplies to support seasonal production needs. Butter inventories are heavy in some regions, however, domestic and export interests are stable and expected to deplete those inventories as the year advances. Heading into the spring holiday season, retail butter demand is strong with many retailers planning holiday butter advertisements. Food service demand is growing as restrictions continue to relax. Butter market

An educational newsletter to keep producers informed of changing market factors affecting the dairy industry.

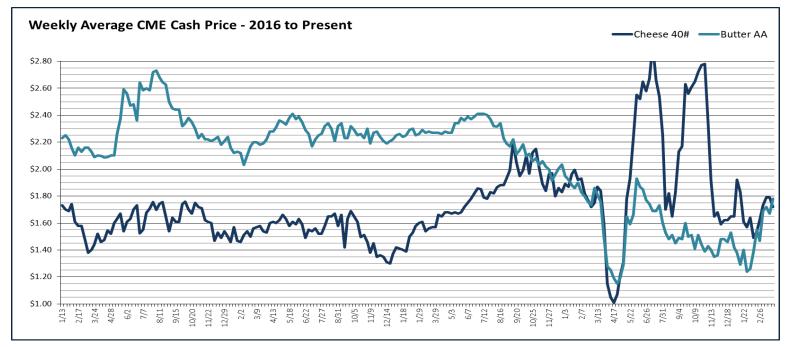
Dry Products: Low/medium heat nonfat dry milk (NDM) prices are mixed this week. Domestic and international demands are stable for the near term. The market tone is somewhat uncertain. High heat prices are mixed. Some buyers are purchasing on a narrower price range. Market conditions vary across regions. Dry buttermilk prices are steady to higher. Trading activities are fairly active. There are some shipping hurdles in the West region. The price range widened in the dry whole milk market this week. Dry whey prices are mostly higher. Market participants report both international and domestic demand remains hearty. The market tone is firm. Whey protein concentrate 34% prices are steady to higher. The demand for sports nutrition products is growing as gyms are reopening and team sports return to pre COVID schedules. Lactose prices are steady to higher. Casein markets are firming.

| Friday CME Cash Prices | | | | | |
|------------------------|--------|--------|--------|--------|--------|
| Dates | 2/26 | 3/5 | 3/12 | 3/19 | 3/26 |
| Butter | \$1.47 | \$1.69 | \$1.72 | \$1.67 | \$1.78 |
| Cheese (40# Blocks) | \$1.62 | \$1.73 | \$1.79 | \$1.79 | \$1.72 |



For more information on Dairy Business Management and Market Analysis, contact Katelyn Walley-Stoll, Farm Business Management Specialist, at 716-640-0522 or kaw249@cornell.edu.

tones are firm.



March 2021 Dairy Situation and Outlook, March 18, 2021

Bob Cropp, Professor Emeritus, University of Wisconsin Madison, Division of Extension Originally published online at https://fyi.extension.wisc.edu/dairy/march-2021-dairy-situation-and-outlook/

newsletter

Dairy product prices have strengthened during March and have been higher all month than averages for the month of February. On the CME 40-pound cheddar blocks averaged \$1.5821 per pound for February started March at \$1.625, reached the current high of \$1.80. This strength had added nearly \$1.60 to the Class III price. With these improvements in dairy product prices the March Class III price will near \$16.30 compared to \$15.75 for February. The March Class IV price will be near \$14.35 compared to \$13.19 in February.

Milk prices for the remainder of the year are uncertain. But there are positive signs for milk prices. Restaurants in some states are being allowed to expand in door dining and some schools are allowing the partial return of students. This is already showing improvement in food service sales which is positive for butter and cheese prices. Hopefully by fall restaurants and schools will be operating more to normal. Dairy exports are forecasted to stay relatively strong for nonfat dry milk/skim milk powder with exports higher than a year ago for butter and whey products. Butter, cheese, and nonfat dry milk/skim milk powder prices are very competitive to other major dairy exporters. Port congestions, container shortages, and labor shortages stemming from trade imbalances created by the pandemic undercut dairy exports last year. This situation is expected to improve.

On the downside stocks levels are relatively high and need to be worked down. The latest stock report showed

Milk prices for the remainder of 2021 still remain uncertain, depending on domestic production and how markets respond to institutional purchases opening back up.

January 31st stocks of butter up 33% from a year ago, American cheese stocks 3% higher, total cheese stocks also 3% higher, nonfat dry milk stocks 8.8% higher and dry whey stocks 7.1% higher. Expected improved domestic sales and dairy exports will help draw down stocks.

Milk production for the remainder of the year will be a major factor affecting the level of milk prices. USDA revised January milk production to be 2.4% higher than a year ago. February milk production adjusting for 29 days in February a year ago showed milk production was 2.0% higher. Milk cow numbers started to increase month to month back in July of last year. February cow numbers increased another 3,000 to 81,000 more than a year ago or 0.9% higher. Adjusting for 29 days in February a year ago milk per cow as 1.2% higher. Thus, milk production continues at a relatively higher level putting downward pressure on milk prices.

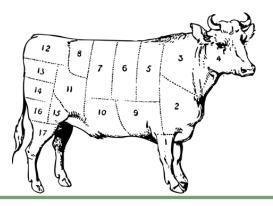
USDA latest forecast has milk cow numbers averaging 57,000 head or 0.6% higher than a year ago with milk per cow 1.2% higher resulting in 1.8% more milk for the year. This is a lot of milk considering last year was leap year. Favorable milk prices will require improved domestic sales and strong exports.

Current Class III dairy futures have recently weakened some but are still fairly optimistic. Class III futures reach the low \$18's by June and stay in the low 18's through November before falling to the \$17's for December. These prices provide

Dairy Market Watch continued on page 8

Currently Class III futures are in the low to mid \$17's - \$18's through the rest of the vear.





Tips for Pricing Meats

As farmers selling directly to the public, it's important to be both producers and marketers. Without marketing, selling even the highest quality products can be difficult. When deciding what to charge for meats and meat products, it's a little more complicated than just seeing what other farmers are charging. While a good first step, this method doesn't take into account your unique costs of production, and may result in selling product at break even or a loss.

All costs, including young stock purchase and transport (or costs to keep parent stock), feed, labor, housing, fencing, water and watering systems, equipment use and depreciation, veterinary bills, vaccines, supplements, etc. have to be included in your calculated cost of production per head. Once you have this number, then you can include fees of transport, processing, and marketing to see what should be charged for the hot carcass weight (HCW) to break even. From there, you can add in what profit you're looking to make per animal to figure out the minimum price per pound you'll charge to your customers.

Cornell's MeatSuite website provides access to an online price calculator to help you determine what you should charge to make an acceptable profit. This tool starts with the cost of production per head, so this number should be calculated prior to use. http:// calculator.meatsuite.com/

Advertising Bulk Meats

For farmers looking to advertise bulk meats, there are multiple avenues to explore. In addition to word-of-mouth and paper advertisements, using online platforms such Facebook and producer-managed websites can be great ways to connect with potential customers.

Another option for NYS producers is to use Cornell Cooperative Extension's Meatsuite.com. This free platform offers an opportunity to create a farm page, tell your farm's story, and list bulk meat options as well as their prices. If you decide to post on Meat Suite, it is a "one and done" advertising page, with the exception of pricing online by contacting the updating the administrators.

Like other social media platforms, MeatSuite is most successful when all portions of the page are populated, including product availability, pricing, and contact information. Additionally, most farms find they have the greatest success by building a farm page that focuses on the farm's story. This helps customers feel like they have a "stake" in the farm and may lead to greater numbers of contacts.

Items you'll need to gather prior to signing up for this service include: the list products you are looking to sell (remember, these are bulk options only!), product descriptions, product availability, pricing, your contact information, a high-quality photograph to upload as your profile image, a description of your farm (what makes you and your products great!),

If you're interested in using the MeatSuite platform, you can sign up at https://www.meatsuite.com/listings/ signup/.



Cornell's livestock discussion groups provide a unique opportunity to learn from both Extension and from other farmers.



If you are interested in learning more about any of the events or stories shared here,

contact Livestock and Beginning Farm Specialist, Amy Barkley, at 716-640-0844 or amb544@cornell.edu.



Cornell Cooperative Extension

Southwest NY Dairy, Livestock and Field Crops Program

Cornell Cooperative Extension Cattaraugus County

Cornell Cooperative Extension
Chautauqua County



"Farm Business Foundations" is a Virtual Workshop Series for Beginning and Transitioning Farmers presented by Katelyn Walley-Stoll, Farm Business Management Specialist with Cornell Cooperative Extension's Southwest New York Dairy, Livestock, and Field Crops Program. Funding for this project provided by the State of New York and American Farmland Trust. FSA Borrower Credits Pending.

SO, YOU WANT TO START A FARM?

Thursday, May 6th · 7pm - 8pm

basics of starting a farm business · who's who · resources galore · is farming right for you

FARM BUSINESS PLANNING FOR BEGINNERS

Thursday, May 13th · 7pm - 8pm

management · marketing and regulations · insurance · SWOT analysis · what's your why

ANALYZING FARM ENTERPRISES

Thursday, May 20th · 7pm - 8pm

hops, hogs, and honey - oh my! · market analysis · evaluating assets · farm diversification

FARM FINANCIAL MANAGEMENT BASICS

Thursday, May 27th · 7pm - 8pm

record keeping methods · common financial statements · tax considerations

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities. For accommodations, please contact Katelyn Walley-Stoll, 716-640-0522 or kaw249@cornell.edu at least one week prior to the event.

THE NITTY GRITTY

FREE

thanks to our program funders

REGISTRATION

is required for this event:

tinyurl.com/farmbiz

CAN'T MAKE IT LIVE?

Sign up anyway, and we'll send you a recording following the workshop

TECH REQUIREMENTS

Zoom (on phone, tablet, computer) or call-in

IS THIS FOR ME?

Suitable for any beginning or transitioning farmer, whether you're thinking about starting a farm or have been farming for a few years

CONTACT

Katelyn Walley-Stoll 716-640-0522 kaw249@cornell.edu swnydlfc.cce.cornell.edu

Event Announcement:

Brooding and Rearing Basics: Raising Chickens for Meat

Are you thinking of raising chickens for meat?
Whether for your family's consumption or a new farming enterprise, Cornell Cooperative Extension has you covered. We will discuss breeds, housing, and care for meat birds, with ample time for Q and A. The program will be held from 12pm-1pm and repeated from 7pm-8pm on Wednesday, April 28th.

There is no fee, however pre-registration is required.

This program is sponsored by the Cornell Livestock Program

Work Team.

For more information, contact Lynn Bliven at (585) 268 - 7644 or lao3@cornell.edu.

Would you like to receive information faster?
Sign up for our weekly update email.
Contact Kelly Bourne:

585-268-7644 ext 10 klb288@cornell.edu



SAVE THE DATE

Managing and Abating Heat Stress on your Dairy in 2021

Understanding recent research on heat stress and what it means for your dairy herd

Wednesday, May 12th, 2021 1-2pm

Register for FREE at www.tinyurl.com/HeatStress21

Join via phone or Zoom

For more information, contact Alycia Drwencke at 517-416-0386 or amd453@cornell.edu.

While we are continuing to offer most of our programming virtually, please reach out to any of our specialists for information on accessing events via phone or receiving paper copies of the presentations.

some opportunity for dairy farmers to protect more favorable milk prices with Class III futures or options or using the Revenue Protection program. With feed prices higher than a year ago protecting milk prices is important. USDA is not as optimistic about prices. Their latest forecast has Class III averaging just \$16.75 for the year compared to \$18.16 last year. The level of government purchases of cheese, butter and fluid milk is not likely to be at the level of last year to support milk prices. The fifth round of the Farms to Families Food Box program expires in April. There remain other government programs where dairy products will be purchased for school lunch and food banks. Price forecasts will no doubt change as the level of milk production, domestic sales and dairy exports unfold.

USDA's Farm Service Agency Accepting New and Modified CFAP 2 Applications

FSA recently announced that \$2.5 million in additional Coronavirus Food Assistance Program (CFAP) funds will be used to better promote and encourage applications from socially disadvantaged communities. The CFAP Round 2 application will be open for new applications beginning April 5th. There will also be a \$1.1 billion in CFAP 1 payments distributed after adjusting cattle rates and for flat rate crops.



PPP Loan Application Deadline Extended

Late last month new legislation that extended the Payroll Protection Plan (PPP) loan application deadline to May 31st. New guidelines make it possible for Sole Proprietorship farms to apply based on gross sales, even if you don't have payroll! If you're interested in applying, connect with your preferred bank or lender, or contact Katelyn Walley-Stoll, Farm Business Management Specialist, for more information.

PPP Loan Deadline Extended!
Don't forget to apply by May 31st.

Reminder: Are You Paying Your Employees Well, or Not?

Cornell Agricultural Workforce Journal

While pay is not the most important factor in retaining and motivating employees, it does matter. If the compensation you offer is not enough when compared to other employers, then you'll struggle to attract employees and you'll always have a revolving door of employees leaving for better opportunities. On the other hand, it's good to know about what others are paying so that you can keep your costs in line. This year, we'll be able to focus on some key positions within industries: herdspersons, crop managers, crew leaders, etc.

Participating in the 2020 Farm Employee Compensation Benchmark will give you the information you need to compare your compensation to other farm businesses and make better compensation plans. The process is easy and only takes about 10 minutes per employee to enter:

- 1. Select one or more employees who worked for you in 2020.
- 2. Gather your data about the regular and overtime hours they worked and how much pay they earned in 2020. Most farms will have this readily available in payroll records.
- 3. Gather your data about the non-wage benefits they received and how much the employer paid for them. Include items such as the employer-paid portion of insurances and retirement, value of any paid time off, estimated market value of any provided housing, and other items such as provided food or clothing.
- 4. Enter the data you collected along with other simple, descriptive information about the employee's position in the 2020 Farm Employee Compensation Benchmark.
- 5. Repeat steps 1-4 to enter data about another employee.

Farms with more complex workforces should enter multiple employees. Choose a few representative frontline employees plus any middle managers or even more senior managers in the business. We will collect information from a large number of farms of all types in New York and other states, and we will be able to separate the data by farm type (dairy, fruit, vegetable, greenhouse, etc.) in order to provide more specific and customized reports.

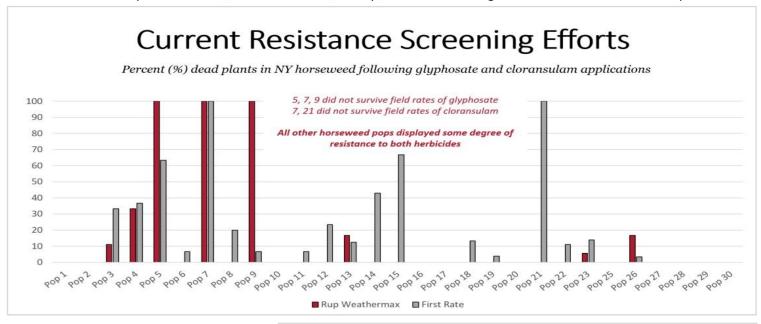
There is no cost to participate and farms who provide at least one usable employee entry will receive a report of the results and an invitation to attend a webinar discussion of the findings. All information that you enter will be kept confidential. Only aggregate data, with no way to identify farms or individuals, will be published or shared.

If you don't have internet access, but would still like to participate, simply connect with Katelyn Walley-Stoll by calling 716-640-0522 and she will input your data for you!

By participating in the 2020 Farm Employee Compensations Benchmark, you will be able to see a statewide report to compare your farm to and have resources for your employee salary management!

Update: Research Finds Marestail Resistant to Multiple Herbicides in New York

Thirty populations of marestail (horseweed) were collected in the Fall of 2020 and are being screened for resistance to commonly used herbicides. Of the 30 collected, 27 appear to be resistant to glyphosate (Roundup) and 28 populations appear to be resistant to cloransulam herbicide, an ALS-inhibitor. This indicates that we have multiple-resistance in NY. It is also suspected that 4 of these 30 samples may be resistant to paraquat (Gramoxone) herbicide. The screening efforts will continue to evaluate products like 2,4-D and dicamba, Liberty, and PPO-inhibiting herbicides like Reflex and Sharpen.



The Handy Bt-Trait Table for U.S. Corn Production

2021 marks the 25th vear commercialization of Bt corn in the United States. The first Bt corn hybrids helped producers control European corn borer, but Bt has come a long way since then. Bt hybrids are now planted on greater than 80% of U.S. corn acres. The benefits of widespread use of Bt hybrids include a reduction in corn borer in the landscape conventional (benefitting corn vegetables too), and an overall reduction in insecticide use. Producers in SWNY are reviewing seed catalogs to purchase the best corn hybrids for their operation. Some acres in the region are continuous corn and would warrant the need for protection against certain pests such as corn rootworm. This PDF document provides information about the trade names, primary insect targets, and herbicide tolerances for each product.

| Trade name for trait | Event | Bt toxin or other trait expressed | Primary Insect Targets + Herbicide tolerance | |
|---------------------------|-------------|-----------------------------------|--|--|
| Agrisure CB/LL | Bt11 | Cry1Ab + PAT | corn borer + glufosinate tolerance | |
| Agrisure Duracade | 5307 | eCry3.1Ab | rootworm | |
| Agrisure GT | GA21 | EPSPS | glyphosate tolerance | |
| Agrisure RW | MIR604 | mCry3A | rootworm | |
| Agrisure Viptera | MIR162 | Vip3Aa20 | broad caterpillar control, except for corn borer | |
| Enlist | DAS40278 | aad-1 | 2,4-D & 'FOPs' | |
| Herculex I (HXI) or CB | TC1507 | Cry1Fa2 + PAT | corn borer + glufosinate tolerance | |
| Herculex RW | DAS-59122-7 | Cry34Ab1/Cry35Ab1 + PAT | rootworm + glufosinate tolerance | |
| Roundup Ready 2 | NK603 | EPSPS | glyphosate tolerance | |
| Yieldgard Corn Borer | MON810 | Cry1Ab | corn borer | |
| Yieldgard Rootworm | MON863 | Cry3Bb1 | rootworm | |
| Yieldgard VT Pro | MON89034 | Cry1A.105 + Cry2Ab2 | corn borer & several caterpillar species | |
| Yieldgard VT Rootworm | MON88017 | Cry3Bb1 + EPSPS | rootworm + glyphosate tolerance | |
| (None – in Qrome) | DP-4114 | Cry1F + Cry34Ab1/Cry35Ab1 + PAT | corn borer + rootworm + glufosinate tolerance | |
| (None – in SmartStax Pro) | MON87411 | Cry3Bb1 + DvSnf7 dsRNA + EPSPS | rootworm + glyphosate tolerance | |

Abbreviations used in the Trait Table

Herbicide tolerance

E Enlist - 2,4-D and 'FOPs'

G glyphosate

R Roundup Ready 2 - glyphosate

LL Liberty Link - glufosinate

Insect targets

BCW black cutworm

CEW corn earworm CR corn rootworm

(N- Northern, W- Western) ECB European corn borer FAW fall armyworm

SB stalk borer

SCB sugarcane borer SWB southwestern corn borer

W true armyworm

WBC western bean cutworm

The pigweed roadshow is on! We are looking for growers/locations willing to host us to learn about the problematic weed species we have in the state. Contact Josh



For more information on any of these topics, or for a paper copy of any of the referenced resources, contact Josh Putman at 716-490-5572 or jap473@cornell.edu.

Would you like to expand the reach of your ag business?

For more information on becoming a sponsor, contact Kelly Bourne, Administrative Assistant, by calling 585-268-7644 ext. 10 or email klb288@cornell.edu.

Upcoming Events

| Date and Time | Topic | Location | Learn More |
|--------------------------|--|--------------------------|--|
| Thursday, April 22nd | Small Ruminant Parasite Control | Online via Zoom | Contact Jason Detzel, CCE Ulster (845) 340 - 3990 |
| Saturday, April 24th | From Pips to Peeps: Hatch Rates and Chick Quality | Online via Zoom | Contact Amy Barkley, SWNYDLFC |
| Wednesday, April 28th | Brooding and Rearing Basics: Raising Chickens for Meat | Online via Zoom | Contact Lynn Bliven, CCE Allegany More info on page 7 |
| April 30th - June 19th | Milk Quality Online Course | Online Via Moodle | Heather Darrow, Pro-Dairy (607) 255 - 4478 |
| Tuesday, May 6th | Chicken Health Symposium | Online Via Zoom | Contact Jason Detzel, CCE Ulster (845) 340 - 3990 |
| Thursday, May 6th | So, You Want to Start a Farm? | Online Via Zoom | Contact Katelyn Walley-Stoll, SWNYDLFC More info on page 7 |
| Wednesday, May 12th | Managing and Abating Heat Stress on your Dairy | Online or phone via Zoom | Contact Alycia Drwencke, SWNYDLFC More info on page 7 |
| Thursday, May 13th | Farm Business Planning for Beginners | Online via Zoom | Contact Katelyn Walley-Stoll, SWNYDLFC More info on page 7 |
| Thursday, May 20th | Analyzing Farm Enterprises | Online Via Zoom | Contact Katelyn Walley-Stoll, SWNYDLFC More info on page 7 |
| Thursday, May 27th | Farm Financial Management Basics | Online Via Zoom | Contact Katelyn Walley-Stoll, SWNYDLFC More info on page 7 |

Thank you to our Newsletter Sponsors!



George E. Haffenden
Agent, LUTCF, LACP
716-386-5393
ghaffenden@american-national.com



Darleen Krisher-Meehan
Andover, NY

607-478-8858

countrycrossroadsfeedandseeds.com



Brendan Knoll
Eden, NY
716-992-3830
Call for all of your fertilizer & seed needs



* Bolded entry indicates SWNYDLFC event

swnydlfc.cce.cornell.edu

Stay connected: Follow us on social media, sign up for our newsletter, visit our website.

Don Wild

Box 7, Great Valley, NY 14741 716-969-4386

King's Agri Seeds - WNY, Forage Mgt. Ser.