



A partnership between Cornell University and the CCE Associations in these five counties: Allegany, Cattaraugus, Chautauqua, Erie, and Steuben.

Crops, Cows, and Critters Newsletter

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Grant Seekers: SAM & DUNS: Register Your Business Now So You Don't Miss an Opportunity Later!

Article by the CCE Livestock Program Work Team

It is common for a business to miss out on a grant opportunity simply because they could not get their SAM or DUNS registration completed in time for an application deadline. Registering only requires a little of your time, but it can take weeks to receive your number. If you intend to apply for federal grant funds anytime in the future, we strongly recommend registering your farm or business now, so you'll be prepared for grant opportunities that may come your way.

What are SAM and DUNS? They are registries for businesses. SAM is used by the US government for entities that receive federal funds. DUNS, which stands for "data universal numbering system," is used to register hundreds of millions global businesses. Enrolling in both registries is NECESSARY to receive federal grants—like from the USDA--and is FREE & EASY.

How do I do it? Start by applying for a DUNS number. To do this you can call 1-(866) 705-5711 or visit <https://www.dnb.com/duns-number.html> or www.dnb.com. Once you have been assigned a DUNS number, **you must annually register on SAM.gov to remain eligible** to receive program financial assistance. To complete the process on SAM, you will need the same kind of information used to obtain your DUNS number as well as your Tax Identification Number (TIN).

NOTE: Never pay or attempt to register for SAM on a .com website. Use only the links provided above. There are dozens of scam companies online that will attempt to charge you for this free service, including offers to renew your SAM, which is required annually. NEVER pay, just keep your log-in information in a safe place and log in to renew as needed.

Now, when grant opportunities come around, you'll be ready!

Want to support our program?

Support your local Cornell Cooperative Extension Association!

It's almost time for annual enrollments/subscriptions/support from our local CCE Associations. If you'd like to continue to support Cornell Cooperative Extension's educational efforts, and are able to do so, consider enrolling through your local county office or reaching out to your local Executive Director for more information (contact info on page 2).

Thank you for your continued support, ideas, and kindness!

REMINDER - Minimum Wage Increases at Yearend!

Beginning January 1, 2022, Upstate New York's minimum wage will be \$13.20. Be sure to make any necessary payroll changes soon.

If you're in need of assistance with payroll adjustments, compliance, or onboarding protocols, contact our Farm Business Management Specialist, Katelyn Walley-Stoll by calling 716-640-0522 or emailing kaw249@cornell.edu.

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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



Amy Barkley

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



Camila Lage

Dairy Management
607-422-6788
cd546@cornell.edu

We're hiring! Give Katelyn a call to learn more about our Field Crops Management Specialist position and how to apply.

"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, Chautauqua, 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

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

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
jrww44@cornell.edu · 716-652-5400 ext. 146

County Association Executive Directors

Allegany County
Laura Hunsberger
lkh47@cornell.edu
585-268-7644 ext. 17

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

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

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

Steuben County
Tess McKinley
tsm223@cornell.edu
607-664-2301

swnydlfc.cce.cornell.edu

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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.

Raising Prices on Meat, a Pep Talk

Matthew N. LeRoux, Extension Associate (mnl28@cornell.edu)
Cornell Program on Agribusiness & Rural Development
Charles H. Dyson School of Applied Economics & Management
Cornell University

Raising prices on our products is intimidating, no doubt. We all have affordability on our minds and are nervous to raise prices on our customers, even if our costs of production exceed those farms that supply supermarkets. Thus, what follows is a pep talk about prices.

1. Consumers are already paying "high" prices for meat. Based on the prices observed at Ithaca stores and farms this summer, most farms could raise prices WITHOUT charging significantly more than the stores. For example, a consumer walking into an Ithaca grocery store seeking a ribeye steak is going to pay \$15.85 on average, regardless of origin or how it was raised. However, customers who shop at farmers markets and farm stores are not necessarily price-driven shoppers. It is more likely that such shoppers are seeking products differentiated by breed, feed, handling, or simply location. These consumers are likely more willing to pay premium prices (above conventional product prices).

2. Your target customers already value what you produce. Many farmers worry about customer reactions and the possibility of losing customers over price increases. Indeed, certain customers may leave and not return upon seeing a price increase; however, those customers are not your target customer! For local, farm-raised meat sold by the cut at farm stores and farmers markets, the target customer is one who already values what you produce. Customers who seek only the lowest price are not compatible with these channels or products; perhaps you can sell them a quarter or half instead.

3. Fewer units sold is not the same as less money earned. Losing customers or product sales volume due to increased prices is possible, but it does not necessarily mean losing dollars in sales. For example, the farm average price for one pound of ground beef (not grass-finished) is \$6.29. The grocery store average price for grain finished, no antibiotics, no added hormones, 80/20 ground beef was \$7.85/lb. If a farm were to raise their price from \$6.29 to \$7.85 they could observe a reduction in sales from 80 to 64 lbs. and still gross nearly the same amount. Moreover, they will have another 16 lbs. of ground beef to sell! Jumping a price straight from \$6.29 to \$7.85 may be a bit abrupt but steady and gradual increases planned over time can ease the shock regular customers might experience.

4. Prices can be used to aid inventory management. Farms selling meat wrestle with the need to sell every cut on the carcass. Consumers love to buy premium steaks and bacon, but for each pound of popular cuts, there are also several more pounds of less desirable meat to sell. Pricing can be used to manage the rate at which cuts sell (over time). Higher prices on popular cuts will "slow down" sales and give the seller an opportunity to direct customers to other cuts. In this way, farms can develop pricing scenarios that more closely match the pounds/carcass of cuts to the pounds sold in time, effectively managing inventory to avoid selling out or stockpiling cuts.

5. Price elasticity. Consumers encounter price changes regularly and they are used to them. How they react to price changes can be summarized in a term called the price elasticity of demand. It is a measure of how much demand changes to a change in price. With meats, a 1% increase in the price of beef reduces demand by 0.2%. Therefore, you have an opportunity to increase sales revenues through price enhancement. Of course, elasticities on individual cuts and in individual markets will vary, but knowing how consumers react to prices in local markets is extremely helpful in pricing decisions. Our current research with livestock producers will allow us to estimate elasticities from their sales data. Stay tuned!

Summary: Raising prices can feel like a challenging task. There are many factors to consider including local market, population, economic conditions and seasonality in demand. Ultimately, pricing must originate with the farm's costs and profit goals. Observing prices at grocery stores can be surprising and may challenge our assumptions about store versus farm prices. Store prices may also give the farm confidence to make changes, knowing that consumers are already paying these prices for non-differentiated products.

SAVE THE DATE! BQA Level 2 Training

In-person training on raising quality beef, with chute-side training to learn proper vaccination technique

Saturday, October 30th, 10am - 3pm

Location tbd - Steuben or Chemung County

Training Fee: \$15/individual, which includes the exam, certificate, and catered lunch

Pre-Registration Required by: October 22nd

For more details and to register, contact Amy Barkley at (716) 640-0844 or email at amb544@cornell.edu.

For the full article, which includes price comparisons of farm raised vs supermarket meats, contact Amy Barkley at 716-640-0844 or amb544@cornell.edu

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Cornell is developing an upgraded meat pricing calculator to help farmers test pricing scenarios to reach their profit goals

Make the Most of Beef-on-Dairy Calves

By Abby Bauer for Hoards Dairyman



Photo credit: Jessica Pereira

“Sexed semen has changed the dairy landscape,” said Dan Schaefer, an animal science professor emeritus at the University of Wisconsin-Madison, during the May Hoard’s Dairyman webinar. “The technology of sexed semen enables more rapid genetic progress in the dairy herd.” The question, he said, is what to do with the extra cow matings no longer needed to produce heifer calves. “The goal, of course, would be to add

value to the surplus calves,” he said in his webinar presentation, titled “Capturing full value for Holstein and crossbred steers.”

One way to create a more valuable calf is to cross dairy cows with beef sires, producing a first-generation animal that would qualify for the Certified Angus Beef premium.

Beyond a black hair coat, Schaefer said other desirable characteristics include modest or better marbling and superior muscling. In all, there are 10 quality specifications in the Certified Angus Beef program. While both dairy and crossbred steers can produce a quality meat product, it takes more than just breeding Holstein cows to any beef semen.

“This is an amazing challenge to produce, in the F1 generation, progeny that meets the Certified Angus Beef standards. That’s a huge challenge in one generation,” Schaefer noted. When selecting beef sires to breed to Holstein cows, Schaefer said to pick a bull that is homozygous black and homozygous polled. Select sires with a frame size of 5 to 5.5 on a 9-point scale. Look for a ribeye area in the top 20% of the breed, a marbling score in the top 20%, and calving ease in the top 50% of the breed.

“Aim to produce an F1 animal that is more than simply a black calf,” Schaefer emphasized. “If it won’t qualify for Certified Angus Beef, it’s just a black Holstein or black Jersey.

When it comes to marketing these beef-on-dairy crosses, Schaefer advised producers to sell them young or wait until they are finished.

“For the Holstein by a beef bull calf, the easiest profit is realized by selling the 100-pound calf,” he said. “It is challenging to get added value from the sale of those F1 progeny when they are marketed as feeder cattle. Therefore, I will recommend these beef-on-dairy progenies are sold as young calves or that ownership is maintained until they are sold as finished cattle.”

Beef-on-dairy calves can bring more at market and produce meat more efficiently than animals with only dairy genetics.

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Back to Basics: Calf Barn Ventilation

By Lindsay Ferlito and Casey Havekes, CCE

When it comes to troubleshooting calf health challenges, one of the first areas we focus on is ventilation. Ensuring that calves have clean, fresh air is critical for their success. Over the past several decades there have been various calf barn ventilation strategies that have been explored and implemented in attempt to maximize air exchanges and improve air quality for calves. Even with some of these fancy new technologies and systems, it's important to understand the basics of each ventilation system and to understand it's not a "one size fits all" concept. Each calf barn is structurally unique (especially those that are retrofitted!) and each barn warrants individual consideration when it comes to ventilation. In this article we will breakdown the most common ventilation systems, discuss pros and cons of each, and the importance of adequate ventilation.

The goal of a calf barn ventilation system is to provide adequate fresh air and remove odors, dust, pathogens, and excess moisture from the barn. This is done by having 4 air exchanges an hour (the entire volume of air in the barn is exchanged with fresh air from outside) in the



Photo credit: Lindsay Ferlito

winter and 40 to 60 air exchanges in the summer. Fresh air should be delivered consistently throughout the barn at calf level without creating a draft (in the summer, slightly higher air speeds near the calf are okay). Good barn ventilation can be achieved in a few different ways, discussed below.

Hutches: While hutches aren't actually a "barn", they are one of the more common ways to house calves. In this system, calves are usually either tethered to one hutch or have a small penned

Proper calf barn ventilation can lower vet bills and increase growth efficacy.

area in front of their hutch. The ventilation in hutches is the simplest and most natural system of all as there are no mechanics involved. Natural ventilation is discussed in more detail below. Hutches are relatively cheap, it's easy to add or remove hutches, and you don't need to build a barn or structure. However, it can be hard to see and access calves when they are inside the hutch, airflow can be poor in the summer, and employees may not like feeding calves outside during winter in the North Country.

Natural Ventilation: Naturally ventilated barns usually have side curtains that open and close with the weather, and they don't have an additional ventilation system (fans) to help move air. While these types of barns provide a lot of natural light, are more affordable and there is less to maintain, they do not provide constant and consistent air flow (you are relying on the wind/breeze) and they work best with narrow barns.



Photo credit: Lindsay Ferlito

Mechanical Ventilation: Mechanical ventilation is when you use fans to push or pull air in and out of the barn to achieve the desired ventilation rates. Mechanical ventilation can be either cross ventilated (air inlet on one side of barn and fans on the other pull air across the width of the barn), tunnel ventilated (opening at one end of barn and fans at the other pulling air down the length of the barn), or neutral pressure (fans on one side of barn pushing air into barn, and holes and fans on the other end pushing air out of barn). systems. These systems can achieve a good amount of airflow and can be all automated, however, they usually don't have a lot of natural light, they can be expensive and have more moving parts to maintain (more fans), and it is hard to troubleshoot the more complex.

Positive Pressure Tube Ventilation: Positive pressure tube ventilation (PPTV) is when a tube is hung from the ceiling of the barn, with a fan blowing air through holes along the tube to deliver fresh air throughout the barn. Tubes can be added to a naturally or mechanically ventilated barn to help increase air exchanges and can work well when retrofitting a barn. Tubes can provide good air flow at calf level, they are somewhat easy to design, and can be relatively affordable. However,

not every barn is a good candidate for tubes (ie: low ceilings) and it can take multiple tubes to get the desired air exchanges (so the cost can add up and there becomes more to maintain). Also, not all tubes are created equal, so make sure it's designed properly for your barn and goals (space, number of animals, desired air exchanges and air flow, type of material used, etc...). Other factors to consider when designing a ventilation system are the amount of space per calf (recommendation: >35 sq ft/calf), as well as the feeding protocols and the age of the calves in the barn (calves fed more milk or weaned calves that are still in the barn will produce a bit more waste requiring more ventilation). Also, regardless of what system you have, there will be some regular maintenance involved.



Photo credit: Lindsay Ferlito

Dirty build up can significantly reduce fan efficiency and therefore provide fewer air exchanges than the system was designed for. If your answer to the question "when was the last time your fans were cleaned and inspected?" is similar to "well we installed the barn 5 years ago, so... 5 years ago" or "hmm I don't remember", then it's probably time to clean those fans (recommendation: at least 1/year and ideally more like 2-3 times depending on how dirty they get).

Adequate ventilation becomes increasingly important when we consider that one quarter of pre-weaned heifer deaths were due to respiratory health issues (USDA NAHMS, 2014). Further, according to USDA NAHMS 2014 data, the main cause of death for weaned heifers was respiratory issues. A system that does not provide adequate fresh air can evidently have a negative impact on calf performance and health, with poor ventilation being linked to increased pneumonia and respiratory disease. Recently, research has demonstrated that respiratory issues during the early stages of life can actually lower productivity and reproductive performance later in life (Abuelo et al., 2021). Combined, these facts confirm that proper ventilation for calves should be a top priority for dairy producers.

We hope to see you at some of our in-person and virtual events this season!



BQA certification demonstrates your farm's commitment to food safety and quality.

Dairy Market Watch

September 2021



Prepared by Katelyn Walley-Stoll.

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

Milk Component Prices			Milk Class Prices				Statistical Uniform Price & PPD				
Month	Butterfat	Protein	I (Boston)	II	III	IV	Jamestown, NY		Albany, NY		Albany \$/gal. to farmer
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	(\$0.18)	\$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
Mar 21	\$1.72	\$2.70	\$18.45	\$15.07	\$16.15	\$14.18	\$15.35	(\$0.80)	\$15.95	(\$0.20)	\$1.38
Apr 21	\$1.94	\$2.81	\$18.76	\$15.56	\$17.67	\$15.42	\$16.21	(\$1.46)	\$16.81	(\$0.86)	\$1.45
May 21	\$1.98	\$3.13	\$20.35	\$16.22	\$18.96	\$16.16	\$17.19	(\$1.77)	\$17.79	(\$1.17)	\$1.53
June 21	\$1.96	\$2.53	\$21.54	\$16.66	\$17.21	\$16.35	\$17.35	\$0.14	\$17.95	\$0.74	\$1.55
July 21	\$1.89	\$2.49	\$20.67	\$16.83	\$16.49	\$16.00	\$16.91	\$0.42	\$17.51	\$1.02	\$1.51
Aug 21	\$1.85	\$2.45	\$20.15	\$16.51	\$15.95	\$15.92	\$16.54	\$0.59	\$17.14	\$1.19	\$1.48

August Utilization (Northeast): Class I = 28.4%; Class II = 27.4%; Class III = 27.8%; Class IV = 16.4%.
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 (Excerpts from USDA Dairy Market News – Volume 88, Report 38, September 24th, 2021)

Dry Products: Low/medium heat nonfat dry milk (NDM) price and mostly ranges are mixed. For all regions, the top of the high heat NDM price range held steady, however, the bottom of the range increased in the Central and East but decreased in the West. High heat availability is limited, and NDM trading activity is quiet. Buttermilk production is limited as plant managers prioritize the production of other powders, and most condensed buttermilk is still moving into ice cream churns. The dry whole milk price range expanded at the top. Demand is strengthening as the baking season begins, and some contacts anticipate that demand may outpace supply for the near term.

Butter: Butter production varies, and operating capacities continue to be impacted by trucking issues tying up cream and plant staffing shortages. Salted butter inventories are sturdy and stocks are available for near term needs. Some stakeholders relay tighter unsalted butter availability, however, as its production is more limited but demand is strong in domestic and export markets. Food service orders are fairly steady overall, although demand is reportedly strengthening in some locales while faltering in others. Retail sales are picking up steam ahead of fall baking and the holiday season.

Cheese: Cheese markets have traced a path of unavoidable inevitability since July, according to market participants. That inevitability, movement toward the convergence of block and barrel prices, is closer to being realized this week, as block prices tumble while barrel prices are mostly steady. Undoubtedly, truck driver and plant employee shortages are hindering smooth transportation/processing.

Fluid Milk: Farm level milk production is mixed. Cooler fall temps have helped increase output in some areas. Class I sales vary throughout the country. Bottling demand remains high in some areas, while, in others, school pipelines have refilled and demand is leveling off. Some balancing plants are working through lighter milk volumes. Widespread hauling challenges persist and have led to delivery inconsistencies, including canceled and late cream loads.

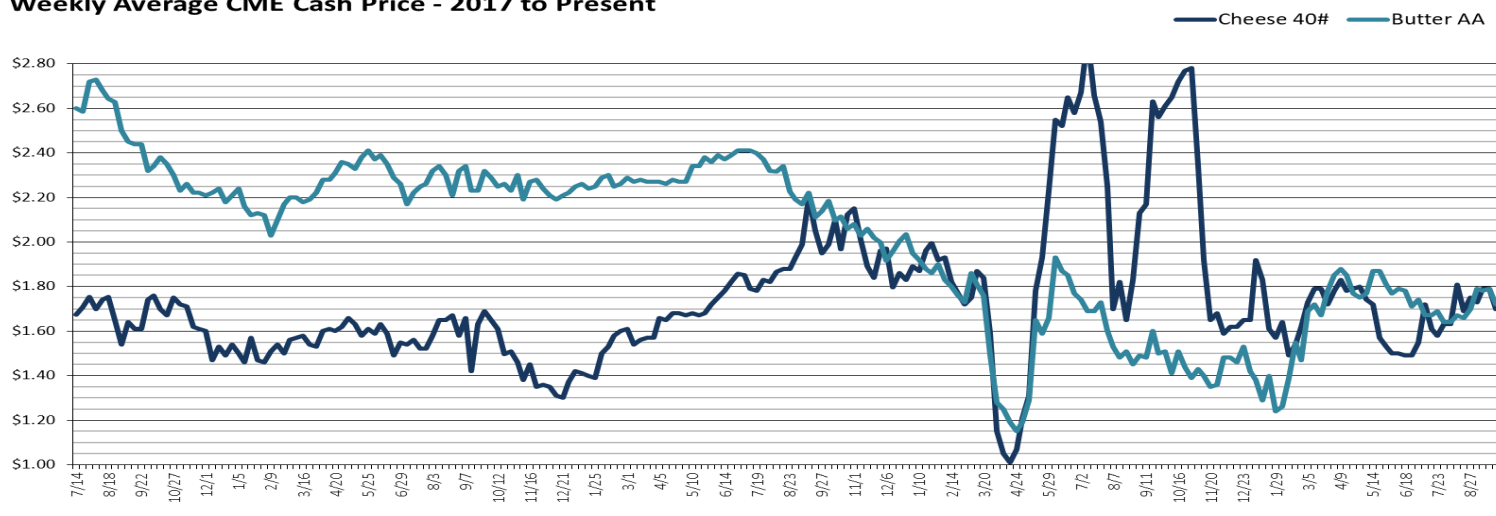
Friday CME Cash Prices					
Dates	8/27	9/3	9/10	9/17	9/24
Butter	\$1.70	\$1.79	\$1.78	\$1.79	\$1.72
Cheese (40# Blocks)	\$1.75	\$1.73	\$1.79	\$1.79	\$1.70

The August 2021 \$/Gallon paid to the farmer (Albany price) was \$1.48. This is similar to \$1.51 a year ago.



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.

Weekly Average CME Cash Price - 2017 to Present



Dairy Situation and Outlook - September 24th, 2021

Bob Cropp, Professor Emeritus, University of Wisconsin - Madison, Division of Extension Agriculture

USDA's milk production report estimated August milk production to be 1.1 percent higher than a year ago. This is the first time the growth in milk production has been below 2 percent since March. The monthly increase in milk production from the prior year is likely to continue to decline for the remainder of the year and going into next year. Dairy producers are experiencing tight margins with higher feed costs. Severe drought particularly in the West has reduced forage supplies and driven prices higher. Corn and soybean meal prices are much higher than a year ago. With higher feed costs driving tighter margins dairy producers are likely further reduce cow numbers and milk per cow may be dampened some.

What can we expect for milk prices for the remainder of the year? Butter and cheese prices normally increase as do milk prices September through November. Milk production is seasonally lower late summer, schools open increasing beverage milk sales and dairy product buyers increase purchases of butter and cheese to build stock levels for the strong seasonal demand Thanksgiving through Christmas.

We can expect price increases this year, but the increase may be dampened by increased cheese production, relatively high stock levels and possibly some setback in food service if the surge in cases of the Delta virus and mask mandates make consumers more reluctant to eating out and attending events.

The latest dairy product report showed July production of American cheese up 2.3 percent from a year ago and total cheese production up 3.5 percent. July 31st stock levels show American cheese stocks up 4.2 percent from a year ago and total cheese stocks up 4.1 percent.

Despite some possible impact of Delta virus cheese sales should remain strong and higher than a year ago. With more eating out rather than home prepared meals beverage milk sales have been running below a year ago. Beverage milk sales for July were 6.3 percent lower than a year ago with year-to-date sales 5.3 percent lower. Butter sales may also not be as high as butter sales were strong a year ago with more home prepared meals.

Dairy exports have been a positive factor for milk prices and are expected to continue for the remainder of the year.

July US export volume on a milk solids equivalent basis was 7 percent higher than a year ago, the sixth straight monthly increase. Increased exports to China and Mexico lead the way. Nonfat dry milk/skim milk powder exports were 3.1 percent lower due to reduced sales to Southeast Asia which may be partially explained by continued congestion at California ports. But whey product exports were up 17.8 percent, cheese exports up 26.8 percent, and butterfat exports up 86.1 percent.

As of now it seems reasonable that Class III could be something like \$16.60 for September, \$17.25 for October and peaking around \$17.60 for November and falling back to \$17.40 for December. Current Class III futures are not this high being in the low \$17's October through December. Class IV could be in the high \$16's to low \$17's September through December.

If milk production slows down more than expected and domestic sales are higher along with strong exports prices could end up higher.

US dairy product prices remain price competitive to other major exporters. Milk production amongst other major exporters is expected to be no more than 1 percent higher than a year ago.

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As of now it seems reasonable that Class III could be in the \$17's by September and for the rest of the year with low \$18's not ruled out for November and December.

Specialists from across the state for their virtual Farmer Tax School, offered in October 2021 through January 2022. This educational series offers courses

FARMER TAX \$CHOOL

designed to inform and empower farm managers to better understand their tax obligations, management strategies, and improve farm profitability. For more information, visit tinyurl.com/ccetaxschool.

Each course, outlined below, has its own fee. There are scholarships available for those experiencing financial hardship. The courses will be offered virtually via live and interactive zoom webinar. For those without internet access, there will be a call-in option available with the opportunity to receive paper copies of the presentation via mail. Each presentation will be recorded and sent to those who are registered (even if you can't attend the live event).

Register online by visiting www.tinyurl.com/ccetaxschool. This is required three business days in advance of the workshop. You can register for one, some of, or all courses. This series has options for agricultural producers of all shapes, sizes, and time in business.

Income Tax Planning for Farms that File a Schedule F

Wednesdays, October 13th, 20th, 27th

7pm - 8:30pm

\$25/farm

A three-part series for farms that are already filing a Schedule F covering tax planning and goals, handling farm profits/losses, and strategies to improve your tax position while also working positively with your accountant/tax preparer. Our first session will provide an overview of tax planning, the management of tax liability, and assessing your record keeping system. Second session will delve into everything Schedule F - depreciation and classifying revenues and expenses. The final session will be led by a professional tax-preparer who will introduce tax planning strategies and the timeline for implementation with ample time for questions and discussion.

Note—while this session has already started, you can still register for the recordings!

Farmer Tax School Series Announced *Courses for Farms of All Shapes and Sizes*

Farm Financial Records for Decision Making & Tax Management

Thursday, December 2nd

7pm - 9pm

\$10/farm

A primer for beginning farmers, or a tune-up for those already in production, on recording income and annual expenses, capital expenditures and depreciation with additional information covering loans & credit card or revolving loan payments, sales of business assets, and deducting losses.

Tax Management for Beginning and Small Farm Businesses

Tuesday, January 18th

7pm - 9pm

\$10/farm

A one-night virtual meeting for beginning and part-time farmers that provides useful tax information enabling participants to be make better tax decisions for their business. Federal and state income taxes will be covered. Tax regulations specific to NYS will be covered as well.

Farm Specific Tax Code Benefits

Tuesday, January 25th

7pm - 8:30pm

\$5/farm

For farm businesses of all shapes and sizes, tune in to learn more about the tax advantages available for farms. This workshop will include information for the current tax season.

There are sponsorship opportunities available to help off-set the cost of the program. Farm Financial Services Providers are encouraged to join as a sponsor. This will add their name to a service directory that will be made available electronically and in print to all participants. Sponsorships are available for \$100/organization and will also collect information about services offered, location, and contact information.

This information is for educational and reference purposes only and is not a substitute for sound legal counsel and tax preparation. Cornell Cooperative Extension is dedicated to proving research-based information to our agricultural producers. Every effort has been made to provide correct, complete and up-to-date recommendations. Changes occur constantly and human errors are possible.

Register online by visiting tinyurl.com/ccetaxschool. Our first series in October will be for established farms thinking about tax planning and management.



For more information, or for assistance in finding the course that is right for you, contact your regional Farm Business Management Specialist, Katelyn Walley-Stoll, at 716-640-0522.

Join us at our upcoming pasture walks!

Join Fay Benson, former dairyman and CCE Small Dairy Specialist, Katelyn, and Amy as they walk with local farmers around their pastured dairy operations to learn about pasture compaction, late fall pasture management, transitioning from pasture to winter feeds, pasture economics, and winter cattle welfare considerations. Both are free to all who'd like to join us!

Pasture Walk at Kramer Farms, LLC

11093 Holland Glenwood Road, Holland NY 14080

Date: Monday, October 25th

Time: 12pm - 2pm

Registration Link: <https://tinyurl.com/KramerPasture>

Pasture Walk at Heaven Scent Farm

4735 Turnpike Road, Bath, NY 14810

Date: Friday, October 29th

Time: 1pm - 3pm

Registration Link: <https://tinyurl.com/HeavenScentPasture>

If you'd prefer to register over the phone for either event, contact Amy Barkley at (716) 640-0844 or email at amb544@cornell.edu.

SWNY SHEARING SCHOOL

Saturday, November 6th, 9am - 4pm

Students attending this class will learn:

What makes a good fleece • Managing for quality fleece • How wool is marketed • Live shearing and hoof trimming with a retired professional shearer • How to sort and pack raw wool

Lunch and refreshments will be provided.

Classroom training will be held at the Alden Fire Department
On-farm training will be held at Sunny Hill Farm in Alden, NY

Class Fees: \$75/individual, which includes the course, printed notes, and lunch. Scholarships are available for those experiencing financial hardship.

Pre-Registration Required by: November 3rd

The class is limited to 20 registrants to ensure a quality on-farm training experience for all.

For more details and to register, contact Amy Barkley at
(716) 640-0844 or email at amb544@cornell.edu.

Cornell Cooperative Extension

Healthy, Hardy Heifers!

A virtual series for managing heifers post-weaning to calving

CCE Regional Ag Teams are excited to offer this NEW heifer series! Join us VIRTUALLY for an 8-week series on heifer management topics from post-weaning to calving! This series will be offered virtually via Zoom every Friday starting October 1st, 2021, at 12:00pm EST. Sessions will be ~30 - 45 minutes in length, with a question period at the end.



Registration:

<https://scnydfc.cce.cornell.edu/event.php?id=1656>

This program is offered at NO COST thanks to our generous sponsors!

For registration help/questions, please contact:
Donette Griffith, dg576@cornell.edu / 607-391-2662

Sessions offered online (via Zoom) at 12:00pm EST*

and educator recognized for valuing AA/EEO, Protected provides equal program and employment opportunities.



Fridays at 12:00-12:45pm EST

October 1 – Series Kick-Off
Murilo Carvalho, Holstein Canada

October 8 –
Transition After Weaning
CCE NCRAT Dairy Specialists

October 15 – Pre-Breeding
Comfort and Nutrition
CCE NCRAT and SCNY Dairy Specialists

October 22 – Hoof Health
Dr. Dorte Doepfer, UW Madison

October 29 – Repro Strategies
Dr. Julio Giordano, Cornell

November 5 – Bred Heifers
Dr. Tom Tylutki, AMTS

November 12 –
Pre-calving Nutrition
Dr. Mike van Amburgh, Cornell

November 19 – Pre-calving
Comfort and Facilities
Dr. Katy Proudfoot, UPEI

Receiving our weekly update emails? To receive valuable current information more frequently:

<https://swnydlfc.cce.cornell.edu/>
Click on Email Signup (red button)

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COWS &
CRITTERS**
newsletter

Would you like to sponsor our 2022 Newsletter?

Please contact Kelly Bourne
kib288@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, Time, Location	Topic	Learn More...
October 20th Online via Zoom 7pm—8:30pm	Understanding the Schedule F, Depreciation, Profit/Loss Determinations	Page 8
October 22nd Online via Zoom 12pm—12:45pm	Healthy, Hardy Heifers— Hoof Health	Page 9
October 25th 12pm - 2pm Kramer Farms LLC Holland, NY	Pasture Walk at Kramer Farms LLC	Page 9
October 29th 1pm - 3pm Heaven Scent Farm Bath, NY	Pasture Walk at Heaven Scent Farm	Page 9
October 30th 10am - 3pm location TBD	BQA Level 2 Training	Page 3
November 1st Online via Zoom 6:30pm - 8:30pm	Annie’s Project: Risk Management for Farm Women	Contact Laura Biasillo (607) 584-5007 lw257@cornell.edu
November 2nd Online via Zoom 12:30pm - 1pm	Transition Cow Tuesdays - Transition Cow Nutrition	Contact Camila Lage 607-422-6788 cd546@cornell.edu
November 5th Online Via Zoom 12pm - 12:45pm	Healthy, Hardy Heifers— Bred Heifers	Page 9
November 6th 9am - 4pm Sunny Hill Farms Alden, NY	SWNY Shearing School	Page 9
November 9th Online via Zoom 12:30pm - 1pm	Transition Cow Tuesdays - Feeding the Transition Cow	Contact Camila Lage 607-422-6788 cd546@cornell.edu



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