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To: [SWNYDLFC-L](#)
Cc: [Amy Marie Barkley](#); [Camila Flavia de Assis Lage](#); [Kelly Lynn Bourne](#)
Subject: HPAI for Pastured Poultry, Reducing Injuries, Cost of Production, and more!
Date: Tuesday, March 22, 2022 2:55:33 PM
Attachments: [image001.png](#)

3.22.2022 Updates from Cornell Cooperative Extension's SWNY Dairy, Livestock, and Field Crops Program

A partnership between [Cornell University](#) and the Cornell Cooperative Extension Associations in these five counties: [Allegany](#), [Cattaraugus](#), [Chautauqua](#), [Erie](#), and [Steuben](#).

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March's issue of Crops, Cows, and Critters is now available by [clicking here!](#)

Calculating Your Cost of Production – Start with Knowing Your Numbers!

Cost of Production is a financial analysis tool for farms of all shapes and sizes to use to improve their decision making capacity and operate their farm business profitably. Katelyn Walley-Stoll shares the process, and the purpose, of calculating your farm's cost of production with a helpful example!

Highly Pathogenic Avian Influenza (HPAI) Biosecurity Resources for Pastured Poultry and Ratites

[Understanding the symptoms of HPAI and implementing biosecurity practices for farms that use outdoor systems can go a long way in protecting your investment. Two fact sheets, one for pastured poultry and one for ratites have been developed by CCE.](#)

Five high-impact actions can reduce injuries - Hoard's Dairyman Intel

With spring just around the corner and a reminder that the risk for severe injury is almost seven times greater on farms than all other types of businesses, check out [here](#) some important, high-impact things that our research shows will reduce risk.

Study Reviewing Point-of-Sale (POS) Software and Marketing for Farms Selling at Farmer's Markets Looking for Participants

[New POS systems present opportunities for farmer's market vendors to improve sales. Cornell researchers are collecting data using POS with NY farms selling meat, fruits, vegetables, fresh cut flowers and mushrooms in direct-to-consumer channels. The project seeks farms that sell their own products at farmers markets, farm stores, and staffed farm stands to participate.](#)

Rate Your Recordkeeping

Take this quick self-assessment to see how your current record keeping system works for you. [Not happy with your results? Connect with Katelyn Walley-Stoll at 716-640-0522 or \[kaw249@cornell.edu\]\(mailto:kaw249@cornell.edu\).](#)

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A partnership between Cornell University and the five Cornell Cooperative Extension Associations of Allegany, Cattaraugus, Chautauqua, Erie, and Steuben Counties.

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This email probably contains far too many exclamation points – [and it's okay!!!](#)

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