

**Great News!**

Our newsletter recently received national recognition from the National Association of County Agricultural Agents Annual Meeting and Professional Improvement Conference held in Iowa last month. Congratulations to the team - Katelyn Walley-Stoll, Amy Barkley, Camila Lage, Katelyn Miller, and Kelly Bourne! Read more about Katelyn Walley-Stoll's travels and her recognition with an Achievement Award, inside.



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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.

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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.

When Milk Prices Are Lousy – Should You Dream Big?

By Katelyn Walley-Stoll, Farm Business Management Specialist

“Dairy pricing is cyclic” – something that we’ve all heard during every high and low cycle of milk pricing. This current lull in prices (lull being an understatement) has had me talking with a flurry of farms about management strategies, business planning, and the future of their farm. For many, the conversation usually isn’t about pulling out of dairy production entirely, but rather finding a middle ground that brings some stability to farm income and cash flow.

Usually, talks around dairy farm diversification can be a hum of big dreams and lots of excitement. However, if you’ve read any of my previous articles on farm diversification, you’ll know that it’s not always the best fit for everyone. Indeed, farm diversification isn’t one size fits all and there are other strategies farms can implement to weather periods of tight, or negative, margins.

From my humble perspective, diversifying your dairy, in the right situation, can lead to positive results. In this situation, farm diversification looks like adding additional enterprises (things you produce) that could provide other streams of income. Here I’ve got five ideas for consideration for those would like to brainstorm and dream. But – I would caution folks against going forth and building big without strongly considering farm business plan and financial implications.

1. **Value Added Dairy.** Most often, we think of dairy farm diversification as processing your own milk and selling it direct to consumer. While this can be worthwhile and have higher profit margins, it’s extremely complex with a high investment cost. We do see a growing demand for locally produced dairy products as consumers purchase “for the story”. *Note – we actually have a project going right now that focuses on value added dairy and includes resources, webinars, tours, and discussion groups.
2. **Alternative Livestock.** The sometimes not so fun thing about cows is that they require a lot of equipment to maintain. This includes barns, manure handling, crop production, and more. However, this intensive capital demand does lend itself to creating opportunities for other livestock. Once you’re used to raising cows, you can easily add other animals to your operation. Selling these other animals, usually for meat production, provides an additional stream of cash income. This could include beef, sheep, goats, pork, poultry, and more.
3. **Alternative Crops.** Along with having all of the things to raise animals, dairy farms also have all of the

things to feed cows. This includes equipment that can grow other crops – or crops for other cows. Diversifying revenue streams with crop production could look like selling an extra crops other farms, or changing what’s planted to sell to other markets.

4. **Agritourism.** Another trendy option for diversification is ag tourism. This might look like farm tours, social media, farm-to-table opportunities, and on-farm sales. This helps to improve the industry’s relationship with consumers and can provide other income streams. This is the trickiest venture, in my experience, because of the added risk, exposure, and considerations for dairy producers. However, it’s incredibly rewarding!
5. **Energy.** Solar. Wind. Methane. Timber. Natural Gas. All topics that can be triggering to some, but can provide business saving income to others. This decision will vary from farm to farm with lots of consideration, but exploring renewable energy opportunities can provide significant cash streams in the right situations.

With farming, risk management is always at the top of mind. Farm diversification can help as a price risk management tool by increasing the number of revenue streams to decrease the impact of market highs and lows. However, there is always added risk whenever you’re venturing into something new. It’s important to consider these risks and protect your farm accordingly. This could include enhanced safety plans, production processes, insurance coverage, and more.

For more information about farm diversification, contact Katelyn Walley-Stoll at 716-640-0522. This article was written as part of Cornell Cooperative Extension’s “Diversifying Your Dairy” initiative. This material is based upon work supported by USDA/NIFA under award number 2021-70027-34693. •



NORTHEAST
EXTENSION
RISK
MANAGEMENT
EDUCATION



National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

Diversifying your farm’s revenue streams will help reduce price risk to better weather market variability. However, it comes with lots of challenges!

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If you’re interested in learning more about any of these topics, or exploring their feasibility for your farm, contact Katelyn Walley-Stoll by calling 716-640-0522.

8 Ways to Reduce Somatic Cell Counts in Your Dairy Cows

Article Adapted from Original By Daniela Roland. Dairy Educator, Penn State Extension (June 28, 2023)

Dairy farmers usually see spikes in somatic cell counts during summer months, often leading to a rise in mastitis.

Research has shown that high levels of stress hormones in dairy cows interferes with the immune system's ability to fight bacterial invaders. When cows become heat stressed, they are at a higher risk of picking up a mastitis-causing pathogen.

Many factors can influence SCC, from housing to lactation phase and milking protocols. With tighter margins and lower projected milk prices through the summer, focusing on management practices that can be controlled can help maintain or improve milk quality.

Maintaining milk quality is not only important from an animal well-being perspective, but it's also critical to maintaining a milk market. Milk processors want to be assured the milk leaving your farm is high-quality. The presence of elevated somatic cell counts in milk above regulatory standards can negatively affect the milk's taste, odor and shelf-life, and negatively affect the production of dairy products like cheese and yogurt.

WHAT ARE SOMATIC CELLS?

Somatic cells are primarily made up of leukocytes, or white blood cells, which are the defense cells needed to fight invading pathogens.

All dairy cows have some somatic cells. In general, an SCC of under 200,000 cells/mL indicates a healthy dairy cow. When SCCs are above 200,000 cells/mL, a subclinical or clinical infection in the udder may be present.

MANAGEMENT METHODS FOR SCC

Here are some management tips to help reduce somatic cell counts within your herd:

1. PROVIDE FRESH, CLEAN, DRY BEDDING

Keeping stalls clean and dry can minimize bacterial growth. Organic bedding material such as sawdust, straw or recycled manure when wet can provide ideal growing conditions for bacteria. Inorganic bedding like sand and lime are best for helping to prevent the growth of mastitis-causing pathogens. Regardless of what bedding is used, it's important to remember that proper bedding management is key to keeping SCC values down and preventing bacteria from entering teat ends.

2. FOLLOW A PROPER MILKING PROCEDURE

Your milking protocol should include a pre-dip, post-dip and fore-stripping to detect any milk abnormalities. Individual clean and dry towels should be used to wipe off the teat ends. It is recommended that milking units be attached within 60-90 seconds after proper udder stimulation. Milkers

should wear clean, disposable gloves to prevent the spread of bacteria.

3. CMT PADDLE OR ON-FARM MILK CULTURING

A California Mastitis Test can be a useful tool to check individual quarters on fresh cows or detect high SCC cows. Milk culturing can also be a cost-effective practice to detect what pathogens are affecting your herd.

4. MINIMIZE FLIES

Flies can not only be a nuisance to animals and people, but can also be carriers for diseases, including mastitis-causing pathogens. Keeping all areas around the farm — including calf housing, feed alleys and barnyards — free of extra manure, debris and old feed can help control flies.

5. PROVIDE COOLING TO AVOID HEAT STRESS

Cows can experience heat stress at temperatures as low as 72 degrees with 50% humidity. Provide plenty of fresh water, shade and cooling methods like fans and sprinklers. If sprinklers or misters are used, ensure they are working properly to prevent the cows and bedding areas from becoming too wet which can increase the likelihood of bacterial growth.

6. CULL HIGH SCC COWS

While it may be a difficult decision to decide to cull a cow, getting rid of a high SCC cow that hasn't responded to treatment can help lower your bulk tank SCC.

7. DRY COW TEAT SEALANT

Using dry cow therapy and teat sealants is a common practice. If you are seeing a high rate of fresh cows with mastitis, consider using a teat sealant when drying off cows. Consult with your veterinarian to determine which dry cow therapy would be best for your herd.

8. MAINTAIN MILKING EQUIPMENT

It is important to routinely do performance checks on your milking equipment. The total milking unit on time can affect teat end health. If cows are being overmilked, this can result in teat end damage, leading to hyperkeratosis and mastitis.

Finding the cause or causes of high SCCs within your herd can be challenging. Taking on a whole farm approach to pinpoint the problem can help you improve your herd's milk production and achieve lower SCCs. ■



Somatic cells are primarily made up of leukocytes, or white blood cells, which are the defense cells needed to fight invading pathogens.

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Finding the cause or causes of high SCCs within your herd can be challenging. Taking on a whole farm approach to pinpoint the problem can help you improve your herd's milk production and achieve lower SCCs.

Tools for Calculating Forage Availability

Join us for a **Fall Grazing Pasture Walk**
on Friday, October 6, 2023 from 12:00-3:00pm

Our hosts:

Janice Brown & Kim Shaklee
Birds-All Farm

3642 Worden Rd. Canaseraga, NY 14822



Join us for an interactive pasture walk focused on tools to assist you in calculating forage availability to match livestock needs and paddock size.

- Farm owners, Kim and Janice, will share knowledge gained through their experience managing a grazing dairy and leasing pastures for beef stocker cattle. They are currently using a Plate Meter as an additional tool for estimating forage in their paddocks.
- Hear from Zan McKenna, Eastern NY Coordinator for the Dairy Grazing Apprenticeship program, as she demonstrates the use of PaddockTrac. This innovative tool provides faster data collection and consistent estimates.
- Camila Lage, SWNY Dairy Management Specialist, will cover a hand clipping technique which may be a value particularly for beginning graziers that have not yet developed an eye for estimating forage.
- The Grazing Stick, provided by NRCS, will also be available for beginner graziers. Lynn Bliven, CCE Allegany County, will introduce this tool.

Hotdogs, chips, and beverages provided. Please bring a lawn chair and a dish to pass.

Please wear clean boots! Disposable boots will be available.



Registration not required however preferred to help us with lunch plans:

https://reg.cce.cornell.edu/BirdsAll_Farm_Pasture_Walk_202 or contact Lynn Bliven at lao3@cornell.edu or 585-268-7644 x18 to register.



The event is free thanks to the partial support from the National Grazing Lands Coalition and is one in a series hosted by CCE Allegany; CCE Chautauqua; CCE Livingston; CCE Northwest NY & Southwestern NY Dairy, Livestock, and Field Crops Teams.

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Join us for an interactive pasture walk focused on tools to assist you in calculating forage availability to match livestock needs and paddock size.

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Hotdogs, chips, and beverages provided.
Please bring a lawn chair and a dish to pass. Please wear clean boots! Disposable boots will be available.

Summer Tips To Prevent Winter Hoof Health Issues

By Roger Olson, *Progressive Dairy* (May 11, 2023)

Warm weather provides the perfect environment for pathogen activity and hoof damage. Address the dairy's management now to prevent hoof health issues when temperatures drop.

When it comes to maintaining herd profitability, seasonal awareness and management decisions are critical. During the summer, cows face additional challenges due to heat stress and can become stuck in a negative cycle of lameness and ultimately decrease productivity. A dairy's summer management will directly determine if cows avoid this cycle and maintain performance during seasonal change.

Lameness is a thief and steals your profits. When a cow has early or advanced hoof issues, she often will spend a greater amount of her time budget lying down since she struggles to get to the feedbunk and spend time there. This results in lower dry matter intake (DMI) and can decrease milk production by up to 40%, lower immune function and slash reproductive performance. On top of lost productivity, lameness in the herd accrues additional costs with a direct need for more time, labor, trimming, treatment and, in severe cases, culling of cows.

While hoof health issues can be present in your herd year-round, they tend to make themselves known when the temperature drops. The summer provides the perfect environment for pathogen activity and for hooves to sustain damage. With heat abatement as a top priority, many producers utilize sprinklers at the feedbunk and in the holding pen to cool cows down. This added water leads to more slurry and standing water throughout the barns. Prolonged time standing in these wet conditions will later manifest as sole ulcers and digital dermatitis as the water softens the surrounding skin and keratin in the hoof. Hoof stress slowly accumulates, making lameness more prevalent in your herd as time passes and colder weather appears.

Cows experiencing heat stress will spend more time standing in an effort to expose more skin surface area to cool down faster while decreasing feed intake. In hot conditions, flies also act as an agitator to heat-stressed animals, causing cows to huddle and radiate extra heat onto their herdmates. This extra time on hoof and

decreased energy intake leads to changes in rumen pH, which impact blood flow to the hoof. This puts more tension directly on the hoof and diverts energy away from hoof maintenance.

To save yourself a headache and additional costs, hone in on summer management and nutrition:

- Reduce standing time to keep cows out of water.
- Manage the barn to promote comfort and keep cows laying down when not at the bunk.
- Take time to analyze stall design, stall availability, floor conditions, fan placement and airflow. A clean, open stall is not enough to encourage rest in hot months. Lying down traps heat and exposes less skin to cooling, requiring fans and airflow that can move enough air over the top of the cow to properly dissipate heat. Cows like to lie down in fast-moving air blowing around their heads.
- Manage lighting and curtains to keep well-ventilated areas and stalls shaded with no direct sunlight. This will keep the air cooler and encourage cows to fully utilize space. To make sure the barns promote cow comfort, I recommend referencing the [Dairyland Initiative Housing Module from the University of Wisconsin - Madison](#).



When temperatures drop, it's important to evaluate farm management and create a plan for managing hoof health issues.

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Create comfortable barns that will encourage cows to lay down when they're not at the bunk eating. Consider stall design, temperature and ventilation, and bedding.

Investing time into training your team to identify hoof issues can also pay off in the long run. A marginally lame cow will probably become severely lame in 60 to 90 days - making early detection the best money saver. Utilize experts who can teach the team how to identify environmental issues and signs of lameness early on. When everyone on-farm is able to notice less-than-ideal conditions and conduct locomotion scoring, cows can be treated early, which gives them a better chance to recover. Work with a skilled hoof trimmer who can conduct maintenance trims on each animal twice a year to help with hoof posture and balanced weight bearing.

Most importantly, nutrition and feeding are the glue that will hold these management strategies together. Keeping a tight feed schedule and pushing up feed throughout the day helps avoid rumen pH fluctuations and maintains DMI. With the right amount of energy, body functions such as hoof blood flow and growth can be maintained. In addition to timing, feeding a

proven nutrition program that meets all the cow's trace mineral requirements will protect hoof health and maintain a return on investment throughout the seasons. Trace minerals are necessary for immunity, skin growth and wound healing. Adequate stores need to be present in the animal for these actions to take place and act as a preventive measure.

Do not let lameness be a barrier to the health and profitability of your herd. Be mindful of seasonal challenges and enact management strategies that protect hoof health. Work with an expert who can help analyze the herd's specific needs and work alongside your team to identify and prevent barriers to your herd. Taking the time to create an ideal environment, provide the best nutrition and continuously evaluate your facilities and records to prevent hoof issues will keep lameness out of sight and pay off in dividends. ■



TAR SPOT HAS BEEN CONFIRMED IN NYS!

Have you had tar spot in the past? Do you have fields along river valleys? Now's the time to scout! When scouting, if you find suspicious areas, try to wipe the leaf clean. If it smears, it is not tar spot. Keep in mind, the latest you can spray fungicide with economic justification is kernel/milk stage!

TAR SPOT HAS
BEEN FOUND IN
LIVINGSTON,
CATTARAUGUS,
AND ERIE
COUNTIES!

Think you have tar spot?
Call
Katelyn Miller
716-640-2047

Do not let lameness be a barrier to the health and profitability of your herd. Be mindful of seasonal challenges and enact management strategies that protect hoof health.

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If you need help analyzing lameness on your farm, reach out to Camila Lage, our team's Dairy Management Specialist, at 607-422-6788

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

Poultry Carcass Breakdown

Breaking down a whole poultry carcass into its parts is a way to potentially increase the value of your chicken, while offering customers more purchasing options. With practice, this process can take less than 2 minutes per bird.

Step 1: Collect your supplies

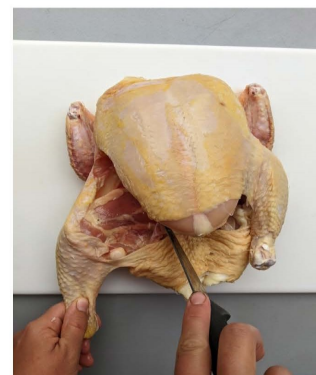
Start with a whole and cleaned carcass, cutting board, and sharp boning knife.

Boning knives are optimal for this task because of their thin, flexible blades that average 7" in length. A sharpening steel is good to have on hand to hone the blade of the knife in-between every 5 birds or so. Beginners may need to hone their blades more frequently because of the tendency to hit bone.

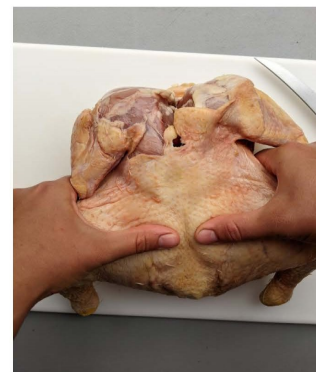
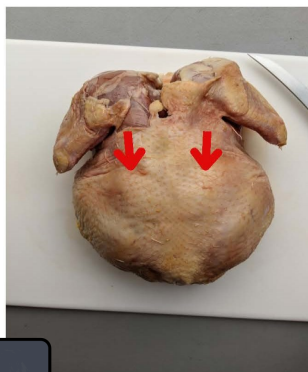


Step 2: Removing the legs

A. Position the chicken on its back with the vent area facing you. The skin attaching the drumstick and thigh to the breast of the bird needs to be cut through to reveal the muscle underneath. Pull the drumstick away from the body of the bird to tighten the skin. Cut through, biasing the breast if you intend to have boneless skinless breast, and biasing the drum if you intend to have skin-on breast. Stop cutting through the skin when you reach the muscle of the thigh on the top and bottom of your cut line. You should have cut about 1/2 of the way around the leg quarter.



B. Flip the chicken on its back, with the vent area facing you. Locate the "oysters" or two bumps of muscle in the lower middle of the back, which indicate where the thigh connects to the body of the chicken. Placing your thumbs on the "oysters", wrap your fingers around the leg quarter so that it fills your hand and your fingers on the underside are pressed up against where the thigh attaches to the body. Press down on the oysters and use your fingers to pull the thighs away from the body, dislocating the thighs at the hip joints.

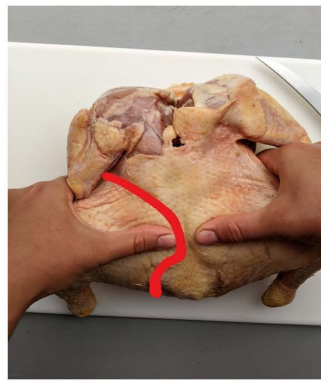


All of the cuts shown in this fact sheet are permitted under the 1,000 bird exemption. We also have videos available

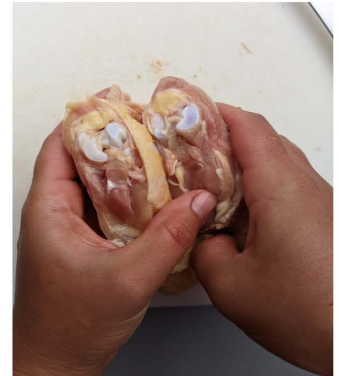
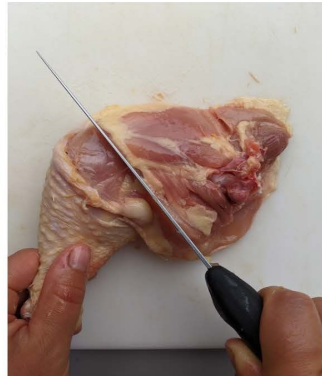
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You cannot further process the chicken pieces, including making ground chicken, cubes, stock, or marinating under the 1,000 bird exemption.

C. Use your knife to cut along the bones of the body and around the now dislocated hip joint, cutting through the cartilage of the hip joint if necessary, to remove the leg quarter. The red line in the leftmost image shows the path that your knife will follow. The ball of the hip joint is circled in the rightmost picture. Sometimes the white cartilage cap is present, but sometimes it isn't, making the bone appear red.



D. To split the leg quarter into a thigh and drumstick, place the leg quarter skin-side down on your cutting board. Observe the natural fat seam that separates the thigh and drumstick. Place your knife parallel to the fat line on the drumstick side of the leg quarter. Cut straight down. Your knife should cut through the cartilage of the joint, revealing two white bone ends.

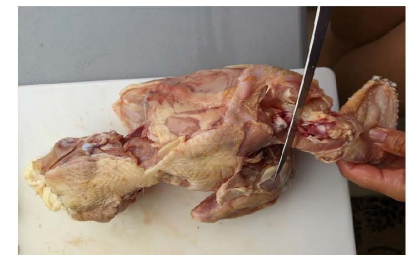


Step 3: Removing the wings

A. Hold the chicken up by the wing you wish to remove, bending the wing up towards the back of the body to reveal the "armpit". The attachments to the wing are tucked into this crevice, just behind the lobe of breast tissue. Push the blade of the knife into the crevice of the wing, angling at a 45 degree angle towards the body. Until you dislocate the wing joint, the cutting should be done while holding the chicken by the wing to allow for the easiest and cleanest cuts.



B. Draw the knife to cut through the skin and muscle, down to the joint. You should feel or hear three distinct pops as you sever the three tendons on the underside of the wing. Once these connections are severed, dislocate the wing. The ball joint is larger than the hip joint and is typically shiny and white. Then, cut around the joint to cut the remaining tendons and remove the wing.



About 1/3 of the carcass is soup bones. These can be packaged and sold as a cut. Consumers can use them for soup, stock, and more.

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With lots of practice, it's possible to part out an entire chicken in less than two minutes. For many, it's worth the extra time when it comes to total income per bird.

Step 4: Removing the breast

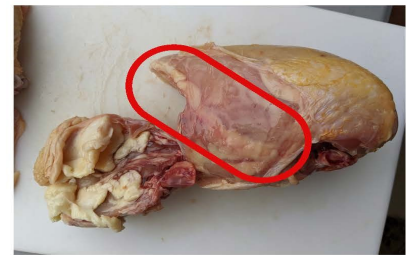
A. Set the carcass down breast side up, with the side of the breast you'd like to remove facing towards you. The side that you will start on will depend on your handedness. The following images show how a right-handed person approaches this process. Find the hard cartilage of the breastbone, circled in this image. It is located where the two halves of the breast come together.



B. You will work on one side of the breast at a time. First, make a cut parallel and as close to the breast bone as you can. Gently work your knife straight down until you hit bone. You should be able to pull about 2/3 of the breast tissue away from the carcass at this point.



C. Flip the carcass 90 degrees so that it is laying on the opposite breast you are working on. Where the breast attaches to the side and back of the bird, you will see a fat line running along the rib cage. It is circled in red in the image to the right. Place your knife at the base of the fat line in the center of the bird, angling the tip such that it doesn't hit bone. You should feel it resisting slightly on the bones below the muscle as you cut without actually cutting into the bone. Hold the blade at about a 20-30 degree angle in comparison to the cutting board.



D. Run the knife towards the vent side of the bird first to fully remove the back portion of the breast. Flip the blade 180 degrees and pull the breast that you've freed towards the front of the carcass to reveal where it is attached underneath. Then remove the rest of the muscle. You will need to take care to cut around the wing joint and wishbone, which is located around where the neck attaches. Cutting into these will leave cartilage in the meat. This can be trimmed out later.



Step 5: Remove skin and debone as desired

At this point, you can make decisions as to which parts to sell as skin-on or skinless and which to sell as bone-in or boneless. These decisions will depend on personal and market preferences. The remaining carcass following deboning can be used for soup bones.



This fact sheet was developed as part of work supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, through the Northeast Sustainable Agriculture Research and Education program under subaward number LNE22-435.

For a printed or PDF version of this fact sheet, contact Amy Barkley, Livestock Specialist, by calling 716-640-0844.

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Piecing out whole birds offers customers more choices, which can potentially increase sales. Be sure to account for your added time and expertise when pricing!

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program
Southwest NY Dairy, Livestock and Field Crops Program

WEBINAR TECHNOLOGY FOR GRAZING DAIRIES



SPEAKER:

DR. GLENDA PEREIRA
UNIVERSITY OF MAINE

HOSTED BY:

MARGARET QUAASSDORFF
CCE NWNY DAIRY MANAGEMENT SPECIALIST



Event Info:

Dr. Glenda Pereira of the University of Maine presents an overview of the technology available, useful, and practical for dairies who currently manage, or are thinking about managing, their cows in a grazing system.

Topics include:

- Wearable technologies
- Grazing management
- Virtual fencing



When:

WED
SEPTEMBER 27, 2023



Time:

12PM-1PM



Location:

LIVE WEBINAR



Free to attend! Register here:

https://cornell.zoom.us/webinar/register/WN_4Xs0JjXzT1GG_ZUS9qLGfA

Join us for this free webinar! We can help if you need assistance with registering, or would like a copy of the webinar recording.

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Questions?
Contact Camila Lage, SWNY Dairy
Management Specialist 607-422-6788

Save the Date (Registration Opening Soon)

New York Labor Roadshow VII: December 2023



Offered by New York's Ag Workforce Development Council

NORTHERN NY

December 13, Old McDonald's Farm
Sackett's Harbor

EASTERN NY

December 15: Greenwich Elks
Greenwich, NY

CENTRAL NY

December 19, Cornell AgriTech, Jordan Hall
Geneva, NY

WESTERN NY

December 20, Genesee Community College
Batavia, NY

Labor continues to be the primary challenge for many farm businesses and this event aims to tackle those challenges head-on with these topics:

- Experienced attorneys to address: managing in a union environment, complying with equal employment laws, and managing regulatory audits
- Staying in compliance with employee policies
- I-9 compliance
- Overtime: compliance, payroll systems, and employer reimbursements
- Farm Safety and OSHA compliance
- Workforce development

Cornell Cooperative Extension Presents:

2023 VIRTUAL BROILER FIELD DAY



LEARN THE INS AND OUTS OF SETTING UP YOUR PROCESSING EQUIPMENT, PROCESSING CHICKENS, ADDING VALUE THROUGH CUTS, AND PRICING YOUR CHICKEN TO MAKE A PROFIT!

WEDNESDAY, SEPT. 20, 2023

6:30PM - 8:30PM

ONLINE VIA ZOOM

REGISTER HERE: [HTTPS://TINYURL.COM/BROILERVIRTUAL](https://tinyurl.com/broilervirtual)

THIS EVENT IS FREE, AND REGISTRATION IS REQUIRED. FOR REGISTRATION OR OTHER QUESTIONS REACH OUT TO KELLY AT 585-268-7644 OR [KLB288@CORNELL.EDU](mailto:KLB288@cornell.edu)



SCAN NOW



CORNELL COOPERATIVE EXTENSION OFFERS EDUCATIONAL PROGRAMMING AND RESEARCH BASED INFORMATION TO AGRICULTURAL PRODUCERS, GROWERS, AND AGRIBUSINESSES. CORNELL COOPERATIVE EXTENSION IS AN EMPLOYER VALUING AA/EO, PROTECTED VETERANS, AND INDIVIDUALS WITH DISABILITIES AND P

Livestock auctions are an option for many producers to sell animals without the marketing investment of selling freezer trade.

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You can humanely, safely, and efficiently process up to 1,000 chickens or 250 turkeys on-farm per year, or a combination of both.

BUNK SILO SAFETY

Tips To Stay Safe In Your Bunk Silo

Cornell Cooperative Extension

Southwest Dairy, Livestock & Field Crops Program

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

Tractor and Truck Rollovers

- ROPS (roll-over protective structures) should be installed on all tractors.
- Never fill a bunk higher than the wall height.
- Maintain a 1:3 slope on the sides and ends of a drive-over pile.
- Back up steep slopes to prevent roll-backs.
- Establish a driving procedure to prevent collisions when there is 1< pack tractor being used at one time.
- Sight rails and lights can be installed on the walls to indicate the location of the wall to the tractor operator.
- Only unload wagons or trucks when on a firm, flat surface.
- A tire rut, low tires on a side, uneven loading, and wind gusts increase the risk of machinery tipping.

Avalanche Risk

- Never stand near the feedout face.
- Stand far away from the face. Take the height of the silage, multiple by 3, and remain that many feet from the face.
- Piles should not be filled higher than the equipment can reach (most unloaders can reach 12-14 feet).
- Don't pitch spoiled silage, this is a high fall and avalanche risk.
- Use proper unloading techniques, shave silage down the face.
- Never dig the bucket into the bottom of the silage.
- Never park near the feedout face.
- Wear a safety vest so you are visible in the bunk.

Entanglement/Run Over

- Never repair machine while it is running.
- Adjust rearview mirrors on all equipment.
- Install backup alarms.
- Never allow people in or near a bunk silo during filling.

Follow the "buddy rule", you should never work alone in or near a bunker silo.

Check out Lallemand Silage Safety Handbook for more information!



Figure 1: Two tractor operators working as a team, while packing on a safe 1 to 3 front slope in a drive-over pile.



Figure 2: An over-filled bunker silo of corn silage with the feedout face being undercut by the loader operator.

Falling Risk

- Install guard rails on walls.
- Use caution when removing plastic, tires, tire sidewalls, gravel bags.
- Use equipment operating at ground level to remove spoilage from the surface.
- Never allow a person to ride in the bucket to take samples from a feedout face.



Figure 3: An employee standing dangerously close to the feedout face while removing surface-spoiled silage.

Send all employees home to their families safe every day. This should be the goal for every day on the farm, and especially so during the busy and stressful crop harvest.

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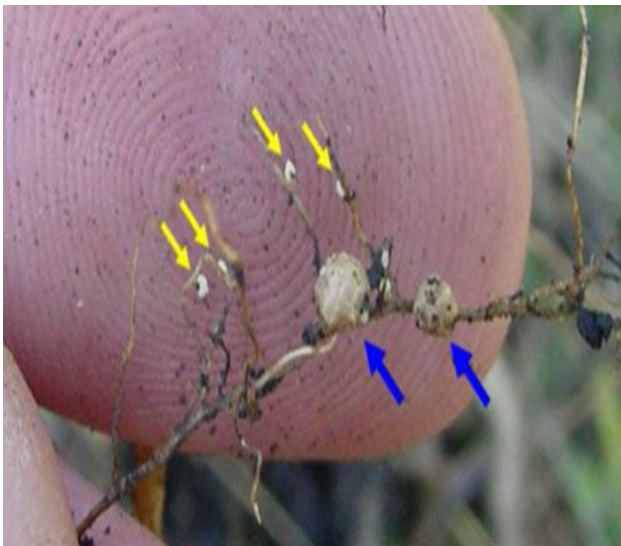
Tractor rollovers account for about 50 percent of the approximately 200 tractor-related fatalities reported annually in the USA.

Soybean Cyst Nematode in NY

Compiled from presentation by Erik Smith, CNY Field Crop Specialist; by Katelyn Miller, SWNY Field Crop Specialist

Soybean Cyst Nematode (SCN) is a plant-parasitic roundworm that feeds on the roots of various hosts such as beans (soy and dry), peas, and clovers. Its feeding slows root growth and decreases the uptake of water and nutrients. The symptomology of this pest is dependent on population density, soil texture, fertility, and rainfall. Often, damage can be confused with nutrient deficiencies, herbicide damage, and environmental stress. Due to the root feeding nature of this pest, soil-borne pathogens like white mold and sudden death syndrome are often introduced to the plant. The most common symptom though is stunted growth above ground, accompanied by yellow, wilted plants.

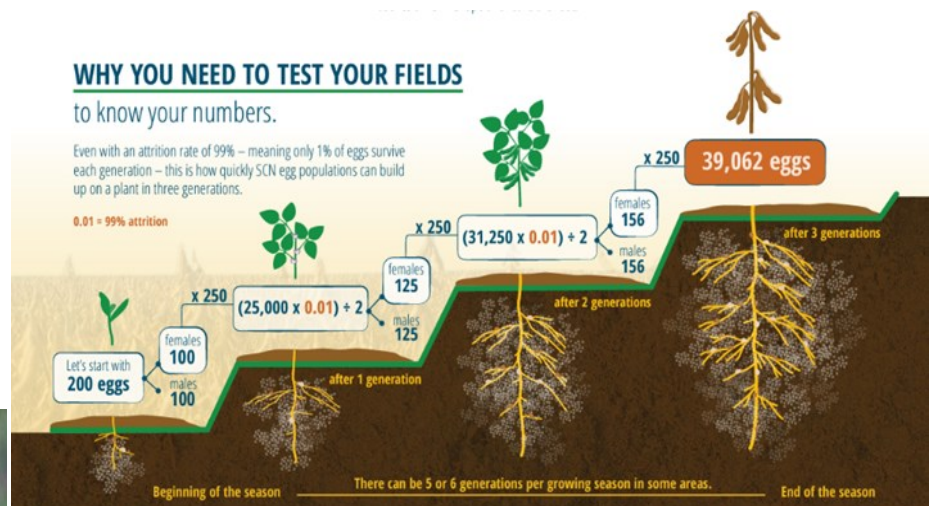
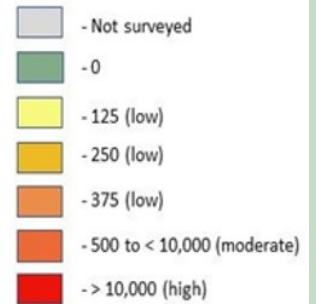
Native to Japan, the pest has now spread throughout NY and is the #1 yield reducing pest of soybean. In 2016, the first NY county identified it; today that total is up to 38 counties in NYS. So, how do you know if you have SCN present in your field(s)? The only sure way to know is by taking samples and sending them into a lab for analysis. This pest can cause a 30% reduction in yield with no above-ground symptoms, so taking samples can be a preventative measure to ensure that you are getting the most from your soybeans.



In this picture, the blue arrows are pointing to the nodules of the plant, known for fixing nitrogen. The yellow arrows are pointing to the nematodes. Take note of how small they are.

When it comes to Soybean Cyst Nematode, sampling efforts are made so producers can “know their number”. This phrase is used as a management tool because different populations of SCN can require different management techniques. The photo below refers to the number of SCN eggs/cup of soil. The higher that number is, the more severe the infestation. Knowing your number is important because SCN populations build up very fast. As the figure shows, SCN populations can multiply very quickly, making it important to know if it’s present and manage it appropriately.

SCN eggs/cup of soil



This pest can spread by human activity and by nature. Humans move soil, whether it is tracked on shoes, or by equipment moving to different fields carrying soil or contaminated seeds and plants. Nature also spreads the pest by wind, water, and various wildlife. The most important management tool is prevention. Once this pest is identified in a field, it cannot be eradicated. Keeping your equipment clean is one of the biggest steps you can take to help reduce the spread of this pest.

Next is to identify the problem. Scouting can help identify the fields that appear lackluster and allow you to evaluate the reason further. It’s important to note that when scouting for SCN, you cannot pull the plants out of the ground because the nematodes will fall off. All plants should be dug out of the ground and the roots examined carefully for any possible nematodes present. The best places to look are fields entryways, low yielding areas, low areas in the field, previously flooded areas, high pH areas, near buildings, storage areas, and fences.

SCN can create a yield loss of up to 30% without above ground symptoms. Taking samples can be a helpful preventative measure.

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SCN spreads naturally, but is “helped” by human activity. It can move by carrying contaminated soil from field to field with equipment, wind, water, and wildlife.

If you have identified SCN in any of your fields, you should run equipment through them last to reduce the spread of the pest throughout your farm. This serves as a cultural management practice, along with crop rotation and planting resistant varieties. Although the pest has several hosts, rotating crops can decrease the SCN levels by 50% the following year. There is also biological/chemical management, specifically, seed treatments and nematicides. If you have tested for SCN, and are interested in these options, contact your local representative for more information.

Overall, some recommendations for management include:

Low infestations:

- Choose a high-yielding, SCN-resistant (soy) or tolerant (dry) variety
- Continue to rotate with non-host crops

Moderate to high infestations:

- Do an HG type test and choose a suitable resistant variety
- Continue to rotate with non-host crops

If populations remain consistently high (>10k eggs/cup):

- In addition to above, explore seed treatments BUT this cannot be your only tactic

Funding is available through the NY Corn and Soybean Growers Association for sampling this fall. Eligible fields include:

- Fields that have been tested before for SCN were positive and the field(s) have gone through crop rotations.
- Fields that have signs of stunting, yellowing, and wilting, or have white mold and sudden death syndrome present.
- Fields that are experiencing yield loss. Remember that SCN can create a yield loss of up to 30% without above ground symptoms.

If you have questions about Soybean Cyst Nematode or are interested in getting your fields sampled this fall free of charge, contact Katelyn Miller at 716-640-2047 or km753@cornell.edu. ■



Farmer Grant Call for Proposals Open

The Call for 2024 Farmer Grant
Proposals is now available.
Proposals are due no later than
November 14, 2023, 5:00 p.m
EST.

Northeast SARE offers grants to farmers to explore new concepts in sustainable agriculture conducted through experiments, surveys, prototypes, on-farm demonstrations or other research and education techniques. Farmer Grant projects address issues that affect farming with long-term sustainability in mind. Up to \$30,000 in funding per farm is available for qualifying on-farm research projects that advance the sustainability of agriculture in the Northeast.

For more information and to apply, visit:
<https://northeast.sare.org/grants/get-a-grant/farmer-grant-program/>

SCN is the #1 yield reducing pest of soybeans. Management strategies are limited, but there are opportunities depending on your infestation level.

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Anyone interested in applying for the NESARE Farmer Grant can speak with any of our team's specialists for more information.

Dairy Market Watch

August 2023



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

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 22	\$3.40	\$2.14	\$28.38	\$26.91	\$20.10	\$24.81	\$24.27	\$4.17	\$24.87	\$4.77	\$2.14
Sep 22	\$3.56	\$1.88	\$26.87	\$26.51	\$19.82	\$24.63	\$23.67	\$3.85	\$24.27	\$4.45	\$2.09
Oct 22	\$3.65	\$2.45	\$25.96	\$25.73	\$21.81	\$24.96	\$23.62	\$1.81	\$24.22	\$2.41	\$2.09
Nov 22	\$3.37	\$2.53	\$27.34	\$24.67	\$21.01	\$23.30	\$23.12	\$2.11	\$23.72	\$2.71	\$2.04
Dec 22	\$3.15	\$2.65	\$25.83	\$23.11	\$20.50	\$22.12	\$21.91	\$1.41	\$22.51	\$2.01	\$1.94
Jan 23	\$2.77	\$2.80	\$25.66	\$21.61	\$19.43	\$20.01	\$20.71	\$1.28	\$21.31	\$1.88	\$1.84
Feb 23	\$2.71	\$2.36	\$24.03	\$20.83	\$17.78	\$18.86	\$19.60	\$1.82	\$20.20	\$2.42	\$1.74
Mar 23	\$2.73	\$2.41	\$22.24	\$19.52	\$18.10	\$18.38	\$18.78	\$0.68	\$19.38	\$1.28	\$1.67
Apr 23	\$2.70	\$2.56	\$22.10	\$19.20	\$18.52	\$17.95	\$18.62	\$0.10	\$19.22	\$0.70	\$1.66
May 23	\$2.75	\$1.80	\$22.82	\$19.11	\$16.11	\$18.10	\$18.31	\$2.20	\$18.91	\$2.80	\$1.63
Jun 23	\$2.76	\$1.51	\$21.26	\$18.83	\$14.91	\$18.26	\$17.46	\$2.55	\$18.06	\$3.15	\$1.56
July 23	\$2.79	\$1.19	\$20.57	\$19.12	\$13.77	\$18.26	\$17.08	\$3.31	\$17.68	\$3.91	\$1.52

July Utilization (Northeast): Class I = 26.5%; Class II = 26.7%; Class III = 30.5%; Class IV = 16.3%.
 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 (Excerpt from USDA Dairy Market News – Volume 90, Report 34, August 25th, 2023)

Dry Products: Dried dairy ingredients, in most areas, remain under some sideways to bearish tones, on the whole. Prices were steady to lower for low/medium heat dry milk (NDM) in the Central/ East regions, while they shifted lower in the West. International demand for NDM remains light. Dry buttermilk tones are soft. Dry whole milk prices were unchanged, as processing foci remain on contractual needs. Seasonal milk output limitations and shifts into high protein blend processing has given the whey powder markets some indications of potential buoyance.

Cheese: In the Northeast, Class I milk processors are ordering increased, volumes reducing availability into cheese processing. Plant managers in the region suggest this, and persistent labor issues, are contributing to lighter cheese production. Cheese inventories are steady in the Northeast, while Midwest contacts report balanced inventories. In the Northeast, contacts report stronger demand for cheddar than other American-type cheeses. Food service demand for mozzarella cheese is strong in the region.

Butter: In the East some contacts anticipate cream availability will increase in the near term. Meanwhile, regional butter makers are micro-fixing frozen bulk butter, and relying on contracted loads of cream for churning. Demand for butter is strong in the Central region, while contacts in the East say retail and food service sales are steady.

Fluid Milk: Cow comfort in the Northeast has improved due to cool nights and lower humidity. That area is an exception to the rule this week, though, as a lot of the country is experiencing intense and consistent heat and dryness. Class I demand has been bolstered in most areas by schools reopening for the year. Cream availability, as a result of cream spinoff, has increased for Midwestern and Eastern cream end users.

Friday CME Cash Prices					
Dates	7/28	8/4	8/11	8/18	8/25
Butter	\$2.68	\$2.62	\$2.69	\$2.70	\$2.67
Cheese (40# Blocks)	\$1.90	\$1.96	\$1.99	\$2.02	\$1.94

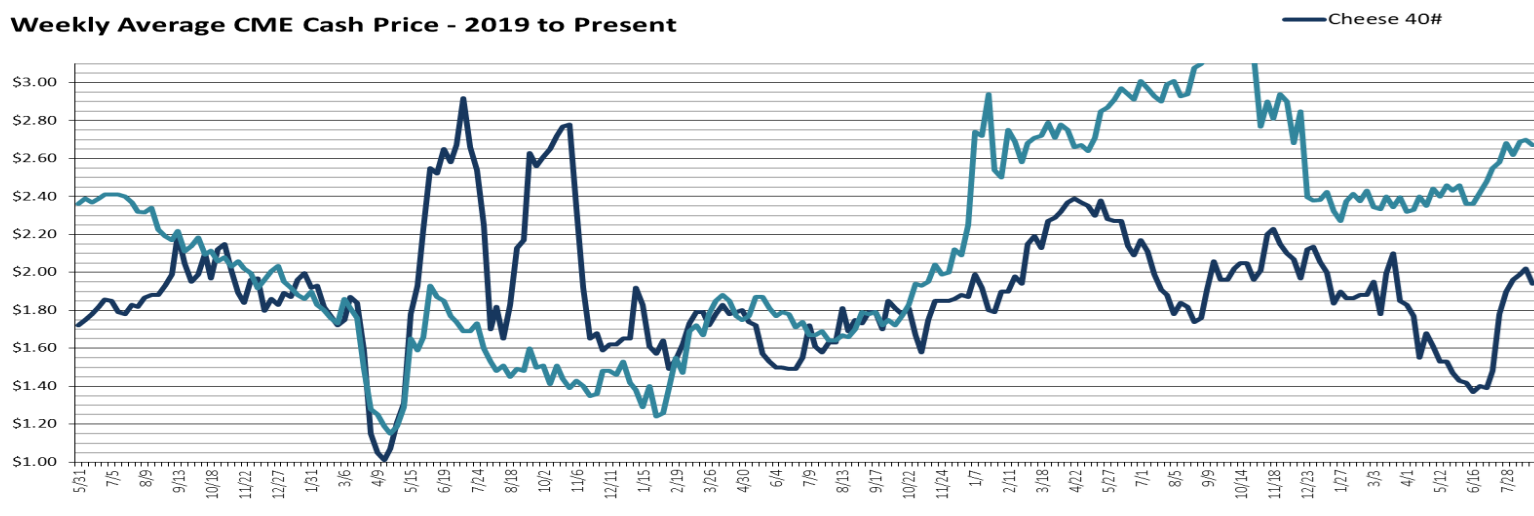
Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

July's \$/gallon to the farmer was \$1.52.
This should be the lowest that we will see this year.

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For more information about Dairy Farm Business Management, or analyzing your farm's current finances, contact Katelyn Walley-Stoll.

Weekly Average CME Cash Price - 2019 to Present



Dairy Situation and Outlook - August 21, 2023 by Bob Cropp, Professor Emeritus, University of Wisconsin-Madison

Originally published here: <https://fyi.extension.wisc.edu/kewauneeag/files/2023/08/Dairy-Situation-and-Outlook-August-2023.pdf>

The July Class III price was \$13.77, down \$5.66 from \$19.43 in January and \$8.75 lower than \$22.52 a year ago. But August will experience a price rally with Class III around \$17.25. Milk production is declining with July production -0.5% below a year ago. Milk production could continue below year ago levels for the remainder of the year. Milk production January through July was just 0.5% higher than a year ago. Milk production will also decline seasonally until fall. June stocks of American cheese was just 1% higher than a year ago and didn't increase from May. June production of Cheddar cheese was 1.1% lower than a year ago and total cheese production was just 0.4% higher. With lower milk production and no increase in cheese stocks cheese buyers were more active in buying cheese in anticipation of possible tighter supplies ahead. This caused cheese prices to rally. In early July cheddar barrels were \$1.3225 per pound and 40-pound blocks were \$1.3525 per pound. Prices started to increase with rather big daily increases at times. By the end of July barrels were \$1.87 per pound and 40-pound blocks \$1.96 per pound. Barrels have weakened slightly in August to now \$1.8050 per pound. But 40-pound blocks hit \$2.015 per pound on August 15 and are now \$2.0075. Dry whey stayed in the \$0.26 to 0.27 per pound price range.

Unless buyers back from purchases lowering the price of cheese Class III should reach \$18 by September through December. This seems reasonable with milk production likely below a year ago for the remainder of the year, schools starting to open the end of August increasing fluid milk sales, and butter and cheese sales will be seasonally higher Thanksgiving through Christmas. However, USDA's latest price forecast is not this optimistic. USDA forecast Class III to average \$16.00 third quarter and \$16.65 fourth quarter. July milk production 0.5% below year ago was the result of 13,000 fewer cows, a decline of 0.1% and milk per cow 0.4% lower. Some very hot temperatures in July put stress on milk cows.

Lower milk prices, favorable slaughter cow prices and widespread drought that may tighten forage supplies and keep feed prices relatively high this winter are encouraging heavier culling of cows from the herd. Cow slaughter thus far this year has been 5.8% higher than a year ago. Cow numbers declined by 3,000 June to July and by 44,000 since peaking in March. Compared to a year ago July milk production of the five leading dairy states showed three had higher milk production and two lower production.

While fluid (beverage) milk consumption continues to run more than 2% below a year ago the consumption of butter and cheese has been higher resulting in higher total use of milk. Last year dairy exports were a record and added strength to milk prices. This year dairy exports continue to be below year ago levels. The volume of June exports on a milk solids equivalent basis was 13% lower than a year ago, the fourth consecutive monthly decrease. Compared to June a year ago cheese exports were 19% lower, dry whey exports 34% lower, butter exports 60% lower but nonfat dry milk/skim milk power exports were 2% higher. On a milk solids equivalent basis, the volume of exports January through June was 5% lower than a year ago. With U.S. prices of butter and cheese increasing and world prices declining U.S. is less price competitive on the world market. Currently, except for dry whey the price of butter, cheese and nonfat dry milk/skim milk power are higher than world prices. Exports could remain below a year ago for the remainder of the year.

In summary milk prices will improve for the remainder of the year but with feed prices still on the high side operating margins remain tight for dairy producers. It has been a tough year for dairy producers. Producers who are signed up with the Margin Protection Coverage Program or are using other price risk management tools have fared better. ■

While milk prices will seasonally increase as we head into the Fall and Winter, input costs are still on the rise which creates tight margins and tough management decisions.

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Dairy Market Watch is an educational newsletter compiled by Katelyn Walley-Stoll to help dairy producers understand market concerns, trends, and considerations.



**Thursday, September 21, 2023
From 6-8 PM**

Beef Pasture Walk

Our host for the walk is Kent Farms in Andover. A family-owned and operated business with a variety of agricultural interests including evergreens, Christmas trees, grains, in addition to beef cattle. Primarily a cow/calf operation running 65 head of commercial Angus beef, the farm does finish 12-14 head/year for beef which is sold through an on-farm café. The farm is also home to Tall Pines ATV Park and hosts outdoor adventure events.

They are currently running cattle on permanent pasture system. We'll look at impacts of rest on pasture, discuss how soil fertility and structures impact the quantity/quality of forage available plus ideas for managing winter feeding areas to utilize excess nutrients, reviewing soil and forage sample report from the farm.

Your welcome to come early or stay late to check out the Kent Beer Company, their on farm brewery which will be open from 5-9 pm that evening. Free to attend. You can pre-register for the event at: https://reg.cce.cornell.edu/Kent_Farm_Pasture_Walk_202



The event is free thanks to the partial support from the National Grazing Lands Coalition and is one in a series hosted by CCE Allegany; CCE Chautauqua; CCE Livingston; CCE Northwest NY & Southwestern NY Dairy, Livestock, and Field Crops Teams.

Cornell Cooperative Extension



Soil Health Demonstrations

Rainfall Simulation

**Soil Quality &
Water Movement**

Soil Infiltration

**Use of penetrometer to
detect soil compaction**

Light refreshments provided

**Event will be held rain
or shine.**

**Our Host:
Kent Farms**

**Located at
1699 Jones Rd Spur
Andover, NY 14806**

**Join us on September 21st for a pasture
walk at Kent Farms. This will feature a look
at their permanent pasture system.**

18 - September 2023

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**If you need help registering for this event,
please give any of our team members a call.
This will be held rain or shine.**

Small, But Mighty - Cornell Cooperative Extension Shines at National Conference

Last week, a small group of Cornell Cooperative Extension specialists and educators traveled to Des Moines, Iowa to attend the National Association of County Agricultural Agents 2023 Annual Meeting and Professional Improvement Conference. While there, they were able to network with other extension professionals from across the country, attend educational seminars and trainings, tour farms and agribusinesses, and celebrate their accomplishments. Katelyn Walley-Stoll, Farm Business Management Specialist and Team Leader with the Southwest New York Dairy, Livestock, and Field Crops Program, and currently our Western Region Representative with our NYS Chapter, was also able to attend the Animal Science Conference pre-tour and attend the entire conference. She received an "Achievement Award" for her work with CCE since 2014. Additionally, she represented her team who received a Communication Award for their newsletter "Crops, Cows, and Critters" which was a National Finalist. She also entered a photo which received recognition as a Regional Winner. The SWNYDLFC team also includes Amy Barkley, Camila Lage, Katelyn Miller, and Kelly Bourne.



TECHNOLOGY FOR GRAZING DAIRIES WEBINAR



Paddock Track: A NEW WAY TO MEASURE PASTURE

JOIN CCE AND DGA ON A WEBINAR TO LEARN MORE ABOUT THE PADDOCK TRACK. THIS CUTTING-EDGE SENSOR AND SOFTWARE IS UNDER TEST AND AIMS TO AUTOMATIZE FORAGE AVAILABILITY AND GROWTH RATE ESTIMATIONS TO HELP GRAZERS MAKE PROACTIVE DECISIONS FOR THEIR FORAGE MANAGEMENT PROGRAM.



Speaker:
Dr. Stacey Hamilton
Dairy Specialist
University of Missouri Extension

WATCH A VIDEO ABOUT
THE PADDOCKTRACK

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Southwest NY Dairy, Livestock and Field Crops Program

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Northwest NY Dairy, Livestock and Field Crops Program



Wednesday, October 4th, 2023, 12pm - 1pm

REGISTRATION



<https://tinyurl.com/ccepaddocktrack>

IF YOU HAVE ANY QUESTIONS OR NEED ACCOMODATION, PLEASE EMAIL CAMILA LAGE AT CD546@CORNELL.EDU

The SWNY Dairy, Livestock and Field Crops Program offers educational programs for agricultural producers, growers, and agribusinesses. Cornell Cooperative Extension is an employer and education recognized for valuing AA/EO, Professional Development and provides equal program and employment opportunities.

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Are you interested in grazing, an experienced grazer, or just fascinated by new technology? Join CCE and DGA for a webinar to discover the PaddockTrac technology!

While this technology is still under testing, it does seem to be a promising tool for improving pasture management. Contact Camila Lage for any questions!

September 2023 - 19

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