Thank you to the Moss-VanWie Dairy for hosting another successful Farm-City Day!

Thank you to the following businesses who make Farm-City Day possible

Wegmans, Hornell
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TJ Rollins Milk Haulers
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Painter’s Meat Processing
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Special Thanks To EMT & Fire Police from Greenwood and Canisteo

Cornell Cooperative Extension

Steuben County
Crop Alert
Mike Stanyard, Regional Agronomist, Cornell Cooperative Extension

Winter Wheat Planting
Winter wheat planting has begun this week albeit spotty. The first of the early planted early maturity group soybeans have been harvested this week and I am seeing lots of yellow soybean fields across the region.

Some reminders on wheat planting:
1 to 1.3 million seeds per acre right now. Many of our later fields after soybeans will have to jump to 1.8 to 2 million seeds per acre in late October. See September’s Ag Focus article on calculating pounds per acre based in seeds per pound, (http://nwnyteam.cce.cornell.edu/submission.php?id=500&crumb=grains|3) Research from Peter Johnson out of Ontario has shown an average of 7.5 bu/acre increase from using phosphorus in the starter http://fieldcropnews.com/2012/09/seed-placed-starterdelivers-in-winter-wheat/. This helps with fall tillering and winter survivorship.

Have Global Milk Prices Turned the Corner?
By Andy Novaković
E.V. Baker Professor of Agricultural Economics, Cornell University

The market news hitting my desk this morning is singing “dairy prices have turned the corner”.

This pronouncement is based on double digit percentage increases in dairy commodity prices on the New Zealand based Global Dairy Trade auction platform. What is especially notable are the strong increases in powder prices, which have been the biggest drag on the market for many months. Most likely this is primarily in response to Fonterra’s recent announcement about reduced expectations for production of milk in New Zealand in general and of powder production in particular. In other words, the price jump is likely motivated more as a response to reduced supply than increased demand.

It is premature to confidently conclude that happy days are just around the corner, but I think it is safe to say that the preponderance of market opinion is that the worst is over. Having said that, this is not remotely the same as saying $25 milk is just around that corner we are arguably turning.

If you have checked in on our MPP-Dairy decision tool, you have noticed that the CME-based projections of the MPP margin (ADPM officially), have floated near the $8 mark, dipping below for several weeks but fluttering up and down in conjunction with changes in expectations for the corn and soybean crops more so than milk prices. The chart based on yesterday’s market is here:

This is about the most optimistic that graph has looked in months. The probability distribution

Agricultural Program Committee
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around the black line projection still suggests about a 1/3 possibility of margins below $8 in 2016 and a 1/5 probability of margins below $7. Based on these numbers we might say the market outlook is improved but it can qualitatively be thought of as being about average, maybe the high side of average, as opposed to the low side of, or slightly less than average, as we had been seeing earlier.

If you’ve had a chance to check out the new features of the tool, the so-called MPP-Advanced tool, you have discovered the graphic that illustrates our projections of the components of the ADPM. These are displayed below. Keep in mind that this representation only refers to what is the black line in the graph above. It does not contain any information about the probability distribution around each of these numbers.

What this display is suggesting is that when you put it all on a broad scale (0-$25 per cwt of milk), there isn’t that much apparent variation in price expectations over the next year. The actual values in the table are clearly not constant but the range over the marketing year for the feedstuffs is quite tight.

**Also keep in mind:**
1. All of the feed prices are subject to recalibration as the harvest takes off and eventually concludes.

2. The data displayed above do NOT reflect any great “corner turning” in dairy prices just yet. Everyone will be watching to see if the stronger prices on the GDT start to translate into significantly higher price expectations on the CME and in actual prices reported by AMS over the next couple of months.

Personally, I can’t think of any compelling reasons to expect a great rise in returns to dairy farmers but also no great national disaster either. I suspect the story on returns to dairy will be more personal and regional, hinging quite a bit on the quantity and quality of hay, corn silage, and other feeds harvested around the US.

In other words, if your hay quality was good and your corn silage yields were average or better, you will probably be just fine in 2016. Clearly this is not to say that we are out of the woods just yet as some parts of the country are still very much struggling to figure out what to do with the abundance of milk relative to profitable uses for it. The rise in GDT prices gives hope to getting some help on the demand side of the market.
Fall Pasture Walk at Hillsprings Farm  
**October 8, 2015**  
5:30pm – 7:30pm

The Tri-County Grazing group will be hosting a pasture walk Thursday October 8, 2015 from 5:30pm at Hillsprings Farm in Addison. At Hillsprings Farm, Charlie Painter raises 100 Angus brood cows for multiple end uses. Charlie retains all the calves; steers are raised for grass finished slaughter cattle direct sales and heifers are raised for herd replacements and to grow brood cow numbers. Charlie grazes approximately 300 total head of cattle throughout the year.

To support the herd Charlie has very recently installed a solar watering system with a 6,000 gallon storage tank. The solar pump is capable of pumping 13 gallons of water a minute. While at Hillsprings Farm we will also see their covered barn yard project, handling systems, and haylage storage. Charlie will discuss his varied feeding/finishing programs as well as the benefits of the herd’s aggressive AI breeding program.

The pasture walk is free and open to public. Anyone interested in learning about grazing, water systems, or beef cattle production is encouraged to attend. Hillsprings Farm is located at 295 Murray Road Addison NY 14801. The walk will take place from 5:30 - 7:30pm, dress for the weather!

Sponsored by Cornell Cooperative Extension of Steuben & Schuyler County and SWCD of Steuben & Schuyler County. No RSVPs are needed, but for more information please contact Kerri Bartlett, CCE-Stuben at 607-583-3170 or ksb29@cornell.edu.

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**Springwater Agricultural Products**

8663 Strutt Street, Springwater, NY  
Cell: 585-315-1094  
Pesticide, Foliar Nutrition & Adjuvant Sales  
SeedWay, NK, WL & Dairy Banquet Seed Sales  
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Open Everyday – Dave Votypka-Owner  
Quality products with farmer friendly prices.
Tile Drainage Makes Positive Difference
Monday, September 21, 2015

ALBANY, N.Y. — A Northern New York Agricultural Development Program project report encourages farmers to consider the benefits of tile drainage to both crop production and environmental stewardship.

The research is especially timely as farms face changes to the environmental standards they are required to meet and at a time when federal and state funding is available for installing the tile drainage.

As many states refine their phosphorus management requirements for farm nutrient management plans, it is critical that the models they use are based on representative field conditions and sound data, said project leader Eric Young, research agronomist at W. H. Miner Agricultural Research Institute, Chazy, New York.

Young estimates the return on investment from installing tile drainage on farms with slow or very slow permeability is from seven to 12 percent over five to 10 years.

The goal of the most recent tile drainage research funded by the farmer-driven NNYADP was to compare phosphorus losses between tile drained and undrained test plots designed to simulate field-scale conditions typical of northern New York dairies.

Surface runoff

Undrained conditions resulted in greater surface water runoff and phosphorus losses compared to tile drained lots, Young said. The test plots at the Lake Alice Wildlife Area, said Chazy, were managed as reed canarygrass in 2012-2013 planted to corn in 2014. Tile drainage and instrumentation was installed during 2012-2013 to capture real-time changes in both surface and subsurface runoff. Automatic water samplers track changes in phosphorus concentration and sediment over storm events. The 2014 season was a wet year and included two major storm events in June, another in August, and one large precipitation and snowmelt event in December for measurement.

The vast majority of runoff that occurred in the tile drained plots was through the tiles with only three percent of the total runoff volume occurring as surface water runoff, Young said, and erosion that occurred from tile drained plots was half that of the undrained plots.

Although the trial size of only two replications limits the ability to show significant statistical differences, tile drainage showed a clear advantage in reducing surface water runoff and total phosphorus leaving the field.

The results of this project were presented at the 2014 Southern Extension and Research Activity meeting in Des Moines, Iowa; at the Soil Science Society of America meeting in Long Beach, California; and at a University of Vermont Extension meeting on tile drainage in January, 2015.

Need more information

Given the multiple potential agronomic and environmental benefits of tile drainage to agricultural producers in Northern New York, and other regions, there is a critical need to better quantify the environmental aspects of tile drainage to support cost-effective best management practices to maximize both economic and environmental crop production aspects, Young explained.

Miner Institute has received a Northern New York Agricultural Development Program grant for 2015 to characterize tile drainage water nutrient concentrations and flow rates for several farms in the NNY region.

The 2015 project work will assess the relative importance of nitrate-N and phosphorus in drainage water at different times of year and compare nutrient concentrations in tile drainage flows to levels in surface water runoff.
Funding for the Northern New York Agricultural Development Program is supported by the New York State Senate and administered through the New York State Department of Agriculture and Markets.

For a complete list of NNYADP 2015 projects and results of past projects, visit the website at www.nnyagdev.org.

Cornell Bull Test is Seeking Consignors

Planning is underway for the fourth year of the Cornell All Forage Fed Bull Test. Gain on last year’s 140-day test was a success with an average gain of 2.1 lb on a diet of ensiled forages and mineral. Monthly updates were provided to consignors and other producers with the information posted to: http://beefcattle.ansci.cornell.edu/. The 25 bulls were body conditioned scored and weighed every 28 days. Hip heights were measured to determine frame scores. Breeding soundness and carcass ultrasound exams were performed at the conclusion of the test.

New York is well positioned to take advantage of the growing demand for pasture-finished beef due to its rich grazing resources and proximity to large urban markets. One of the keys to profitable production is the use of genetics that will result in a quality product within a feasible timeframe. Raising animals through a second winter presents challenges both from an economical and production standpoint. The forage based test is a cost-effective option to help breeders and buyers assess and compare bull cohorts raised under commercial conditions.

Comments from one of last year’s consignors Roy Brubaker, Blue Rooster Farm in East Waterford, PA, says, “For not a whole lot more than what it would cost me to feed our young bulls, the test provided a full range of data from ADG to ultrasound and breeding soundness; all within the context of an all-forage diet which is how we raise our cattle. But the value of having good data at an affordable price is only the tip of the iceberg. What matters even more to us is the collective learning opportunity the test provides for those interested in providing both objective information and real genetic value within the grass-finishing segment of the beef industry.”

The upcoming year’s test will be 112 days. Discussion is underway to add an optional 84-day grazing component. Delivery dates are January 8 and 9 with the test beginning January 15. Nomination form with a non-refundable $50 deposit is due by October 15. If you are interested in consigning or want additional information, contact Nancy Glazier at (585) 315-7746, nig3@cornell.edu or Mike Baker at (607) 255-5923, mjb228@cornell.edu. Test rules and forms can be found at http://beefcattle.ansci.cornell.edu/eventsprogram.
Upgrade Options and Common Pitfalls for Farm Lighting
Daniel Ciolkosz, P.E. & John Tyson Penn State University

Lighting is often one of the easiest and most cost-effective ways to reduce energy use on a farm. While lighting upgrades can be a great energy saving measure, there are a few pitfalls you have to avoid. We'll discuss some of the more common problems you can avoid without too much trouble.

So, you've been to the store lately, and you see all kinds of new "energy efficient" lighting advertised for sale. They sure look good on the shelf, but will these new things actually work and save you money on the farm? The answer to the question is "probably." In fact, lighting is often one of the easiest and most cost-effective ways to reduce energy use on a farm. While lighting upgrades can be a great energy saving measure, there are a few pitfalls you have to avoid. We'll discuss some of the more common problems you can avoid without too much trouble.

Common Upgrades for Lighting Systems
Replace incandescent lamps with compact fluorescent or LED replacement lamps. This can be an easy way to save on your lighting costs—incandescents are the real energy hogs of the lighting world. Savings of 60 to 70% are not uncommon when upgrading to fluorescents or LEDs.

Replace T12 fluorescent lamps with T8 or T5 fluorescents. T12 lamps (12/8-inch diameter tubes) are generally less efficient than the thinner T8 (8/8-inch diameter) and T5 (5/8-inch diameter) lamps. Plus, the thinner tubes often have better color rendering characteristics. Savings of 10 to 25% are not uncommon.

Replace mercury vapor lamps with high pressure sodium, metal halide, or LED. Mercury vapor lamps are an old technology that you sometimes see in "historic" outdoor fixtures in the farmyard. Replacing them is almost always a good idea, from an energy point of view. High pressure sodium lamps give a distinctive "orange glow" that some people like while others dislike, but the light source is rugged, long lasting, and has high efficiency. Metal halide lamps give off a more bluish white light that renders colors better, but they are not quite as rugged or efficient as high pressure sodium.

Replace worn out or inefficient fixtures with new, high efficiency models. It's not just the efficiency of the light source that matters. If the reflector and/or lens are worn out or if they are poorly designed, they will absorb light rather than reflect and transmit it, resulting in poor efficiency. One study of greenhouse fixtures found that the optical efficiency of the reflector and lens of new fixtures varied from 45 to 61%. This value only drops as the fixture ages, lenses become cloudy, and reflectors grow pitted. Check the condition of your fixtures, and replace the ones that are obviously worn out or are "trapping" most of the light they produce.

Add automatic controls. Occupancy sensors, timers, photocells, and other fancy controls are readily available to turn lights down or off when not needed. These automated controls almost always reduce energy use, simply because most of us forget to turn off the lights more often than we'd like to admit.

Pitfalls to Avoid When Upgrading Lighting
As with many things in life, there are lots of ways to mess up a lighting upgrade. Here are a few of the more common pitfalls to watch out for when considering what to do on your farm.

Spending big money on lights that are rarely used. If a light is only used for an hour or two per day, chances are that it won't pay off to replace it with a high efficiency lamp. Let's
say that you have a closet with a 60-watt incandescent lamp in it that is turned on about 10 minutes each day. You can replace that incandescent lamp with a 13-watt compact fluorescent and get about the same light output for much less energy use. However, it will take (under typical conditions) almost 9 years to recoup the cost of buying that compact fluorescent lamp. You are better off concentrating on lamps that are being used many hours out of the day.

Buying cut rate lamps or fixtures that don’t perform or don’t last. We’ve heard some reports of new high efficiency lamps that don’t hold up well in farm conditions and fail long before their rated lifespan. Similarly, poorly designed or built fixtures can rust, fade, or accumulate heat that contributes to premature failure of the lamps. Watch out for off brands, and make sure that lighting systems are suitable for farm duty. If you plan to clean your barn and lights with water, make sure that the fixtures are properly lensed and gasketed and are rated for "wet" service.

Forgetting about maintenance. Sometimes, the best tool for improving your lighting system is a rag and a little elbow grease. Dirt accumulation on lamps, reflectors and lenses can wreak havoc with a lighting system, and farms are some of the grittiest, dustiest places around. Be sure to clean your lighting system at least twice per year to maintain good performance.

Using too little lighting. Too often, lighting installers base their designs on the initial output of brand new, clean fixtures in a shiny new barn. This might be o.k. for the first week or so of operation, but after that, dust, grime, and the aging of the light sources will reduce output, causing substandard lighting conditions. Because of this, a lighting system should be designed to initially produce more than the recommended illuminance level, so that when it is old and dusty, it can still perform up to standard. This is important to do even if you do clean your lighting system regularly. If you are concerned about over lighting during the initial weeks of operation, you can use dimmers or selective switching to bring the initial illuminance down to the recommended values.

For more information on energy check out the Penn State Extension Renewable and Alternative Energy website.

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**2015 BATH MARKET FEEDER SALES**

**Bath Market**

7418 Route 415N

Bath, NY  14810

**Friday,**

**October 23rd**

**6:00 pm**
Cover Crop and Soil Health Workshop and Tour 11/6/15

- Registration at Big Flats Community Building @ Town of Big Flats Municipal Campus 9:30 am – 10:00 am
- Speakers at Big Flats Community Building 10:00 am – 12:00 pm
- Lunch 12:00 pm – 1:00 pm
- Speakers (Cont.) at Big Flats Community Building 1:00 pm – 2:15 pm
- Travel to Big Flats PMC 2:15 pm – 2:30 pm
- Tour of cc, and equipment demo at Big Flats PMC 2:30 pm – 3:30 pm

Heather Darby- (10:00 – 10:45) University of Vermont, Extension Associate Professor, Agronomy Specialist; Research and experiences with cover crops from basic agronomics for success to innovative equipment and monitoring.

Rachel Milliron- (10:45 - 11:15) Penn State University, Graduate Student; Using a winter rye cover crop and ryeage to conserve fall manure-nitrogen for crop production

Quirine Ketterings- (11:15 -12:00) Cornell University Dept. of Animal Science, Associate Professor, Nutrient Management Spear Program; (1) Nitrogen needs for winter cereals grown in corn rotations; rates, crop response, and economics; and (2) impact of nitrogen versus phosphorus-based applications of manure and compost on soil health indicators.

Lunch (12:00 - 1:00)

Lucas Criswell- (1:00 - 2:15) Pennsylvania Farmer, Union County, Lewisburg PA. A board member of PA. No-till Alliance. Farms 1500 acres no-till and cover crops 100% of his acreage. Planting green into heavy residue cover crops: benefits for soil health, weed control and nutrient cycling.

Travel to the Big Flats Plant Materials Center (2:15 - 2:30)

Paul Salon- (2:30 - 3:30) - USDA-NRCS, Plant Materials Specialist; and Shawnna Clark Natural Resource Specialist- Tour of cover crop demonstration plots at Big Flats PMC, which includes a planting demo (species, varieties or mixes); some seeded at several seeding dates and rates. Red and white clover seeded into corn and soybeans at time of planting crop. Corn seeded into rolled rye.

**For more information and to register, click on the link below or copy and paste the URL and scroll down to register button:**

http://events.constantcontact.com/register/event?llr=fzz4ttqab&oeidk=a07eban6peya1a81ef5

**For additional information contact paul.salon@ny.usda.gov or by calling 607-562-8404, ext. 103. This is a field tour let us know if you have require any special accommodations. Please bring $10.00 to cover the cost of lunch, exact change would be appreciated. Certified Crop Advisor, PA. Nutrient Management and NY DEC pesticide credits applied for.**

Directions to: Big Flats Community Building (476 Maple Street Big Flats, NY 14814):
Take Route 17 (I 86) to Exit 49 (from west make right off ramp, from east make left). At “T” make left. At the 4-way stop, continue straight about 100 yds. On right hand side, you will see a sign Town of Big Flats Municipal Campus Community Building. Physical address is- 476 Maple Street Big Flats, NY 14814.

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Cheese: Cheese production has been relatively steady across the country. Active cheese making has made a home for all available milk supplies. Some northeastern cheese manufacturers say they would make more cheese if they could get more milk. Nationwide, milk intakes are mixed and have been reduced by stretches of hot temperatures in some regions. Consumer cheese demand remains strong. In the Northeast, mozzarella plants are increasing output to keep pace with improving pizza sales. Industry contacts suggest inventories for commodity cheese may be longer than usual for the end of Q3. The market for semi-hard cheese is still strong, while demand for other foreign-type cheese is steady. Prices, both in the U.S. and abroad, are moving lower.

Dry Products: Low/medium heat nonfat dry milk prices are higher in a firming market. Production is steady at most locations. Prices for dry whole milk are lower to steady with sporadic spot market activity. Some manufacturers note a slight increase in activity from buyers as seasonal baking is ramping up for Q4. Lactose prices held steady.

Butter: Churning rates in the East and West regions are increasing, while the Central region is showing slight declines. The availability of cream is thwarting production as other cream-based products are also in high demand right now. Some manufacturers report selling available cream to capture returns week to week. The current climbing prices on the CME Group have many manufacturers concerned about the overall impact on future demand. Inventories are sufficient for current needs, but some processors are depleting stocks or microfixing in order to fill current orders.

Fluid Milk: Milk production across the United States is mixed. Northern tier states are generally seeing a seasonal decline in milk production; however, some handlers also note farm milk pickups are higher in certain areas. Cream supplies are mostly adequate for processors. There is an increased demand for cream from butter and cream cheese processors.

Production: Milk production in the 23 major States during August totaled 16.3 billion pounds, up 0.8 percent from August 2014. Production per cow in the 23 major States averaged 1,891 pounds for August, 6 pounds above August 2014. This is the highest production per cow for the month of August since the 23 State series began in 2003. The number of milk cows on farms in the 23 major States was 8.63 million head, 43,000 head more than August 2014, but unchanged from July 2015.
Comments: Many things happen around the world, out of our control, that seemingly have nothing to do with the milk check in our mailbox – yet they do. This month has been no exception. China has had a double round of currency devaluation in response to the decline of their economy; Russia and Ukraine’s issues are ongoing; the European Union is facing challenges with Greece; immigrants are rushing out of the Middle East and North Africa; Congress has been unable to propose a budget that President Obama will sign; – these are all things that have created some turmoil for our dairy markets. Closer to home, corn and soybean crops have recovered in the Corn Belt, lowering feed prices. The U.S. dollar is strong, undermining export opportunities and decreasing domestic prices. (Dunn, Jim. Penn State Dairy Outlook. August 2015).

Dairy prices have been a “mixed bag” in September. Butter was $2.29 per pound in late August, but has held in September with a current price of $3.14. Butter and nonfat dry milk prices have improved the September Class IV price, but cheese and dry whey prices have weakened. World dairy product prices are at their lowest in over a decade – well below U.S. prices. Imports have increased of butter and cheese, and world dairy stocks are at a surplus level. (Cropp, Bob. Memo to Dairy-L. September 2015).

Looking into 2016, prices will hold as stocks of butter and cheese reach the holiday level by early November, but after that, prices will begin to weaken. Exports are down from where they were a year ago, 58% for butter, 21% for cheese, and 22% for nonfat dry milk. July 31st stocks are also higher that where they were a year ago, 40.7% higher for butter. Class III price is expected to decline to the high $15’s to low $15’s for the remainder of the year and into the first half of 2016. Class IV price will be near $14 in November, and will likely decline to the $13’s after holiday orders are filled, depending on any increase in export volume. (Cropp, Bob. Memo to Dairy-L. September 2015).

Penn State’s measure of income over feed cost (IOFC) rose by 7.8% in August, as milk prices rose, and feed costs fell. August’s feed cost was 12 cents/cow/day less than in July, making August’s IOFC $6.79/cow/day. Income over feed cost reflects daily gross milk income less feed costs for an average cow producing 65 pounds of milk/day. (Dunn, Jim. Penn State Dairy Outlook. August 2015).

A lot of things are happening all around the world that affect our milk price. Holiday orders are driving up butter prices (which closed at $3.14 on 9/25).

World dairy product prices are at 10 year low – imports of dairy products are increasing.

August’s value of Income Over Feed Cost is $6.79 which reflects milk prices’ slight uptick, and declining feed costs.

Buyers are busy building stocks for holiday orders, prices will begin to fall again once these are completed.

Class III prices will likely fall to the $15’s for the remainder of the year.

Katelyn Walley-Stoll
Extension Educator
Farm Business Management
716-664-9502 Ext. 202
kaw249@cornell.edu
COMING EVENTS:

Oct. 8 – Fall Pasture Walk at Hillsprings Farm
The pasture walk is free and open to public. Anyone interested in learning about grazing, water systems, or beef cattle production is encouraged to attend. Hillsprings Farm is located at 295 Murray Road Addison NY 14801. The walk will take place from 5:30 -7:30pm, dress for the weather! No RSVPs are needed, but for more information please contact Kerri Bartlett, CCE-Steuben at 607-583-3170 or ksb29@cornell.edu.

Oct. 10 & 11 – Southern Tier Outdoor Show
9:00am – 5:00pm daily, Wilkins RV, Bath, NY $5.00 per car.

November 18 – Expanding payment options to increase farm customers
5:00pm – 7:00pm Civil Defense Center, Route 54 Bath. Learn how to apply to accept SNAP/EBT at the farm and at farmers’ markets. Understand the equipment needed, reporting requirements, and fees/costs associated with SNAP/EBT.

TRADING POST:

For Sale: 4 x 4 round bales of mixed hay and wheat straw bound with twine. Hay has been tested. Large quantities available. Please call: 607-535-4903