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Cornell Cooperative Extension of Franklin County
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Look for the campaign enrollment form inserted inside the Annual Report calendar.
2009 Annual Dinner and Committee Election Results

By Connie Jenkins, Malone Telegram

Cornell Cooperative Extension mixed business with pleasure Tuesday at their annual dinner meeting, where board members were elected and longtime supporters were recognized.

The group filled the banquet room at The Malone Country Club and those attending feasted on a meal featuring local products, as arranged by Bernadette Logozar of CCE. Dairy Princess Amanda Gokey gave a brief update on her reign and educational efforts. Accordingly, milk punch was among the beverage selections, along with a tall carafe of cold milk.

Volunteers are the backbone of our organization, CCE Board of Directors President Andy Schrader noted when he presented the ballot slate. Businessman and President of the Malone Chamber of Commerce Hugh Hill joined the board, while Mr. Schrader will serve a second term as president. Board Vice President Bruce Bonesteel also agreed to a second term, as did Board Secretary Jane Boyea. Margie Skidders of Akwesasne, a new vintner, joins the Agricultural Program Committee, while Kim Richey is returning for a second term. Gleason Walley of Chateaugay, who teaches agriculture at Chateaugay Central School, is joining the 4-H Committee along with Franklin Academy teacher Stacey Vincent of Burke. Returning for second terms on the committee are Janet Collier, Jamie Durant, and Scott Haig.

CCE leaders gave updates on their work over the past year - in schools, with families, with farmers, at the fair, etc. Bill Gonio of Camp Overlook reported a busy season with more than 840 campers and more than 100 counselors in training. These are the next generation of campers and counselors, he said. We had a great season and gave young people a positive camping experience.

The 2009 Friend of Extension Award was presented to Sue and Harold Clark, and David Button, of the Adirondack Baptist Association, in appreciation for their longtime support of 4-H Camp Overlook. Mr. Button also is Town Supervisor of Canton. The ABA has been supporters of 4-H Camp Overlook for over 40 years, Gonio said. The group rents the camp at the end of the season each summer for two weeks, and has been responsible for bringing four volunteer construction groups up to the 4-H camp to work on the new Great Hall facility. The combined in-kind value of the volunteer groups has been valued at $140,000, making the ABA one of the biggest contributors to the Great Hall project, he said.

Construction continues on the Adirondack-style building, which will move the camp into a year-round facility. CCE Director Carl Tillinghast gave a brief video presentation on CCE, which will celebrate its 100th anniversary in New York State in 2011. A special Centennial Web site has been established at www.cce100.com
## 2009 Corn Silage Variety Trial Data
by Bill Cox, Crop & Soil Sciences, Cornell University

### Chazy NY

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Most of the silage corn in the county has been harvested by now, but much of the grain corn and soybeans remain in the field. The weather has not been particularly favorable for drying, so many dry shell corn (DSC) producers will be weighing some decisions about how long to wait before harvesting grain corn. Corn intended to be stored as DSC will tend to require more artificial drying than usual this year. Here are some factors to consider, some of them obvious, some of them frequently overlooked.

**How long to let the corn dry in the field?**

For an individual field, the optimum time to harvest is the point at which the increasing field losses (lodging, pest damage, etc.) due to waiting outweigh the potential savings in drying expenses. Weather conditions are a major factor in corn drying; corn won't dry at all if it is cool and humid, but can lose up to a point of moisture per day if it is warm, dry, and windy. Field losses have been roughly estimated at 1%-2% per week, but a lot of factors can influence that (your local pest conditions, weather, variety stalk strength, etc). November conditions can be expected to be mostly non-drying conditions, so I would advise against waiting any longer at this stage of the game. For future reference: if your harvest is expected to stretch over a long period of time, you may want to start harvesting before the “optimum” time so you can finish before you are too far past the optimum. Some good resources for making harvest timing decisions can be found on the web at [http://www.agecon.purdue.edu/ topfarmer/newsletter/ TFCW9_2008.pdf](http://www.agecon.purdue.edu/topfarmer/newsletter/TFCW9_2008.pdf).

**Harvesting practices for wetter corn.**

Higher moisture corn (over 20%) is more likely to be damaged during harvest, so careful attention should be paid to combine settings to make sure it is not damaging grain any more than necessary. Some basic suggestions: keep cylinder/rotor speed as slow as possible without too much loss due to non-threshing. Try decreasing the concave clearance before increasing cylinder/rotor speed. Replace worn auger flighting and if possible adjust auger speeds to make sure they run at full capacity. While unloading, idle engine until unloading auger is filled, then increase throttle.

**How dry is dry enough?**

The optimal moisture content for dry shell corn depends on its intended use and anticipated length of storage. Corn stored up to 6 months should be dried to 15% moisture. Corn stored from 6 to 12 months should be dried to 14% moisture and corn stored for more than 12 months should be dried to 13% moisture. If your corn will not be stored long and will be delivered to an end user such as an ethanol plant before winter is over, you may in fact be able to go with even slightly higher moisture contents. Check with the end user for their requirements. If you dry beyond that, you’re losing money.

**How dry is too dry?**

When artificially drying corn, there are several reasons not to dry too far. Obviously, if you dry too far you’re wasting money on drying costs. But more significantly to the bottom line, you’re removing valuable weight from the product you’re selling. The buyers will charge you drying costs and shrink if you deliver grain wetter than their target, but they usually won’t give you a bonus for delivering dryer grain. So you’re selling less product, and getting less money. A farmer over drying by one percentage point of moisture will lose about $0.07 per bushel. Obtain a good quality moisture tester so you can be sure to get it right! If possible, check your moisture tester against the one your buyer is using.

**Drying and cooling temperatures.**

Rapid temperature changes caused by high temperature drying and fast cooling can shock the kernels and cause stress cracks. Stress-cracked corn is more likely to break during handling, resulting in increased vulnerability to insect damage and various other problems. The higher the initial moisture in the grain, the more likely it is that stress-cracking will occur at a given drying temperature. High temperature drying may also be undesirable for certain end users. With high moisture grain and cold outside temperatures, consider using a lower drying temperature than you may be used to. You can also reduce stress cracking by allowing the grain to steep in a bin for several hours before cooling by aeration.

**Cooling Front**

Once you begin aerating the grain, do not turn off the fans, no matter what the weather, until the cooling front has moved completely through the bin. If you stop, moisture will condense at that cooling front and cause spoilage. It may be difficult to remove this condensed moisture when you re-start the cooling process. This recommendation applies every year.

**Grain Bin Safety**

And just like every year, exercise extreme caution whenever you enter a bin with grain in it. Entrapment deaths happen every year and are of course unpredictable. For a fact sheet on grain bin safety, go to the web at [http://www.ces.purdue.edu/extmedia/GQ/GQ-8.html](http://www.ces.purdue.edu/extmedia/GQ/GQ-8.html).

I have just touched the surface on all of these topics, I would encourage you to seek out more detailed information. There are lots of good resources on the internet, but if you don’t have web access, contact me and I would be happy to help you get more information. Call St. Lawrence County Cooperative Extension at 315-379-9192 or email me at src93@cornell.edu.
Molds, Mycotoxins and Storage Keys to This Year’s Corn Crop

Nathan Winter, Extension Educator—Agricultural Production Systems, UMN Ext Educator

The cool summer with below average heat units followed by an extremely wet fall have caused great concern for a quality corn harvest in the fall of 2009. The wet and cool conditions have made for extremely favorable conditions for mold development on corn in the field. Molds are any of various fungi that often cause breakdown of organic matter. Mycotoxins are any of the mold-produced substances that may be injurious to vertebrates upon ingestion, inhalation, or skin contact.

Molds and mycotoxins can cause problems for livestock, but seeing some mold doesn’t necessarily make it a critical issue. Low levels of molds sometimes produce high levels of mycotoxins. High levels of mold sometimes produce insignificant levels of mycotoxins. Colors of mold can partly be an issue. Some of the colors of molds that are sometimes noticed include black and gray, white, and blue-green-pink.

One of the concerns at this point is for crop producers that have crop insurance coverage for molds. If farmers have questions about their crop insurance coverage or procedures they need to do they should be contacting their insurance provider. If the crop producer does not comply with what the crop insurance needs, it may not allow the farmer to take advantage of the crop insurance protection purchased. In essence, call your insurance provider if you have questions or concerns.

One of the first things to be doing in the case of the livestock or non-livestock producer is to evaluate the corn in the fields and to make decisions on whether certain fields and areas need to go into feeding a high moisture or dry corn rations, high temperature drying, or utilizing natural air drying systems. Dairy One Forage Lab offers a Mycotoxin screening analysis for $65/sample that might considered if you harvested grain with signs of mold growth.

Corn that is dried to 14 percent moisture utilizing high temperature drying can stop further mold growth and mycotoxin development, but it will not eliminate the molds and mycotoxins that are already present. Essentially, removing the moisture stops further growth because molds need moisture to develop and release the mycotoxins. Corn that is dried utilizing natural air drying systems may not be the best management practice if there is a large amount of molds present because the moisture will be present for continued mold growth and mycotoxin development. If these systems are utilized hopefully the corn can get down below 14 percent in a fairly short period of time.

According to Jim Linn from the University of Minnesota, treating high moisture corn with propionic acid at correct rates as a preservative is recommended for rolled high moisture shelled corn if there is the belief that mycotoxins are present. In addition, adding a mycotoxin binder to dairy cattle rations can reduce the impact of toxins by reducing their impact in the digestive tract and/or not absorbed. The only real way to know if mycotoxins are present and what levels is to do a test on the feed. Always remember that results from testing are only as good as the sample being provided.

Other concerns can be those livestock producers feeding distillers grains produced from ethanol production because of the potential to concentrate the levels of toxins in the feed. Poultry and swine producers also face potential problems with feed containing molds and mycotoxins.

For further information check out the University of Minnesota Extension website: http://www.extension.umn.edu/lateharves
Or, the MN Crop News website for new crop related updates: http://blog.lib.umn.edu/efans/cropnews/. Other good information on fall harvest of grains and management can be found from the University of Wisconsin: http://fvi.uwex.edu/grain.

CCE Educator’s Note: If you have questions regarding mold growth in corn and/or feeding “suspect” corn grain to dairy cattle, contact CCE Franklin County 518-483-7403.

Fall Corn Harvest – Not the Spice of Life

Emily Myers, CCE Regional Dairy Specialists, Clinton, Franklin and Essex Counties

As corn harvest began this fall, many producers were facing overly wet, somewhat premature corn silage. Premature corn, especially when below 25% dry matter, increases the risk of a poor fermentation and may be lower in starch, but have a higher fiber digestibility than corn harvested at a later stage of development.

As the fall ensued, however; many fields were hit with a hard frost and those that weren’t tiled may have become wet enough that it was impossible to finish chopping until things dried out a little. This means that for farms where corn chopping took several weeks, the variation in dry matter and maturity within the same year might be extremely high.

When feeding out of the resulting bunk packed with corn silage chopped over a period of time, you may first find dry, higher starch silage follow by wetter, lower starch silage that may or may not have undergone a successful fermentation. For farms where silage from different harvest time periods was stored in different ag bags or different silos, it could make transitioning from one silo or bag to another, a more challenging process requiring a greater time period for the rumen of the cow to adapt.

Ultimately this means that forage testing should be done more frequently this winter, when subtle changes in silage are noted. Dry matter testing in particular can make a big difference when dealing with a rapidly changing forage source. If (Continued on page 8)
As many know NYS DEC has enacted a new open burning ban effective: October 14, 2009. Here is a summary and explanations concerning exemptions to the burn ban that relate to agriculture. For a more complete listing, see “for more information” at the end of this article.

Summary of Exemptions
The Department has revised 6 NYCRR Parts 191, 215, and 621 effective October 14, 2009. The rule changes extend the previously existing ban on most open burning statewide. Part 215 includes several exceptions allowing the following types of open fires without a permit:

- On-site burning of limbs and branches between May 15th and the following March 15th in any town with a total population less than 20,000. This practice remains banned in incorporated villages and cities.
- Barbecue grills, maple sugar arches and similar outdoor cooking devices.
- Small cooking and camp fires.
- On-site burning of organic agricultural wastes, but not pesticides, plastics or other non-organic material at agricultural operations greater than 5 acres.
- Liquid petroleum fueled smudge pots to prevent frost damage to crops.
- Ceremonial or celebratory bonfires.
- Disposal of a flag or religious item.
- Burning on an emergency basis of explosive or other dangerous or contraband by police, etc.
- Prescribed burns performed according to state regulations.
- Fire training with some restrictions on the use of acquired structures.
- Individual open fires to control plant and animal disease outbreaks as approved by DEC upon the request by the Commissioner of Agriculture and Markets.

- Open fires as necessary to control invasive plant and insect species.

*Note: Section 9-1105 of the Environmental Conservation Law requires open burning permits in certain areas of the state. This requirement is still in place.

Further Explanation of Certain Exemptions
Section 215.3 Exceptions and restricted burning
Burning in an open fire, provided it is not contrary to other law or regulation, will be allowed as follows:

- On-site burning of agricultural wastes as part of a valid agricultural operation on contiguous agricultural lands larger than five acres actively devoted to agricultural or horticultural use, provided such waste is actually grown or generated on those lands and such waste is capable of being fully burned within a 24-hour period.
- The use of liquid petroleum fueled smudge pots to prevent frost damage to crops.
- Individual open fires as approved by the Director of the Division of Air Resources as may be required in response to an outbreak of a plant or animal disease upon request by the Commissioner of the Department of Agriculture and Markets, or for the destruction of invasive plant and insect species.

Relevant Definitions
Section 215.1 Definitions

Open Fire - Any outdoor fire or outdoor smoke producing process from which air contaminants are emitted directly into the outdoor atmosphere. Open fires include burning in barrels or modified barrels. Open fires do not include burning in outdoor furnaces or boilers that are used to heat buildings when the devices are actually used for such purpose.

Agricultural Land - The land and on-farm buildings, equipment, manure processing and handling facilities and practices that contribute to the production, preparation and marketing of crops, livestock and livestock products as a commercial enterprise, including a commercial horse boarding operation and timber processing. Such farm operation may consist of one or more parcels of owned or rented land, which parcels may be contiguous or noncontiguous to each other.

Agricultural Waste - Any waste from naturally grown products such as vines, trees and branches from orchards, leaves and stubble. In addition, any fully organic waste either grown or generated on the premises, including but not limited to paper feed bags, wood shavings used for livestock bedding, baling twine, and other non-plastic materials. Agricultural waste does not include pesticide containers, fertilizer bags, large plastic storage bags (including bags commonly known as "Ag bags"), offal, tires, plastic feed bags, and other plastic or synthetic materials.

Untreated wood - For the purposes of this Part, any wood or lumber which is not chemically treated, coated, stained, sealed, glued or otherwise adulterated. Untreated wood does not include such materials as pressure treated lumber, plywood, particle board, fiberboard, and oriented strand board.

On-site burning - The burning of material, grown or generated on a particular property, in an open fire on the same property. For purposes of this definition, the "same property" shall include only property that is geographically contiguous and under the control or ownership of the same person.

For more information: NYSDEC
Division of Air Resources
Adopted Part 215
625 Broadway
Albany, NY 12233-3250
518-402-8403

http://www.dec.ny.gov/regulations/26402.html
Low Interest Marketing Assistance Loans are Available

A Marketing Assistance Loan (MAL) provides low interest, short-term operating money using your crop as collateral. To be eligible, a producer must maintain beneficial interest or control in the crop from harvest through the earlier of the date the loan is repaid or CCC takes title to the commodity. Eligible commodities include corn (shelled & high-moisture), soybeans, barley, oats, and wheat. In the case of high-moisture corn being fed to livestock, a monthly repayment is made to cover the amount of the crop being removed from storage. Loans issued in October 2009 carry an interest rate of 1.375%.

Emergency Livestock Assistance Program (ELAP)

ELAP provides compensation to eligible producers of livestock, honey bees, and farm-raised fish for losses due to disease, adverse weather, or other loss conditions, including losses due to blizzards and wildfires. ELAP is for losses that are not covered by Livestock Indemnity Program (LIP), Livestock Forage Disaster Program (LFP), or Supplemental Revenue Assistance Program (SURE). Eligible losses include feed losses, physical losses and additional costs incurred in providing feed to eligible livestock.

Signup for producers with eligible losses during 2008 and 2009 is underway. Producers who suffered losses in calendar year 2008 must provide a notice of loss and application for payment in their administrative county office no later than December 10, 2009. An application for payment shall be filed no later than 01/30/10. Producers who suffer losses Sept. 14 through Dec. 31, 2009, shall file a notice of loss within 30 days of when the loss is apparent to the participant, but no later than Jan. 30, 2010.

Producers with eligible losses must file an acreage report on grazing land acres, honey bee colonies and farm-raised fish pond acres. Producers must meet the Risk Management Purchase Requirement by obtaining crop insurance or NAP coverage for each crop planted or intended to be planted on the whole farm. “Whole farm” is defined as the sum of all crop acreage in all counties nationwide. Producers who meet the definition of socially disadvantaged, limited resource or beginning farmer do not have to meet the Risk Management Purchase Requirement.

Eligible physical losses of honey bees and honey bee hives, lost due to adverse weather or loss conditions are eligible under ELAP. Producers will be required to provide documentation of beginning and ending inventory of honey bee colonies when claiming a physical loss of honey bees or honey bee hives. Physical losses will be compensated at 60 percent of the actual replacement cost of the honey bees or honey bee hives.

2010 DCP and ACRE Signup Has Begun—Advanced Payments Start in December

Enrollment for the 2010 Direct and Counter-cyclical Program (DCP) and the Average Crop Revenue Election (ACRE) program has begun and will continue through June 1, 2010. USDA computes DCP Program direct payments using historical base acres and payment yields established for each farm. Eligible producers receive direct payments at rates established for each crop by statute regardless of market prices.

For 2010, eligible producers may request to receive advance direct payments based on 22 percent of the direct payment. USDA will issue advance direct payments beginning December 1, 2009. Counter-cyclical payment rates vary depending on market prices. Counter-cyclical payments are issued only when the effective price for a commodity is below its target price. The effective price is the higher of the national average market price received during the 12-month marketing year for each covered commodity and the national average loan rate for a marketing assistance loan for the covered commodity.

The optional ACRE Program provides a safety net based on state revenue losses and acts in place of the price-based safety net of counter-cyclical payments under DCP. A farm’s payment is based on a revenue guarantee calculated using a 5-year average state yield and the most recent 2-year national price for each eligible

(Continued on page 8)
commodity. For the 2010 crop, the 2-year price average will be based on the 2008 and 2009 crop years.

An ACRE payment is issued when both the state and the farm have incurred a revenue loss. The payment is based on 83.3 percent (85 percent in 2012) of the farm's planted acres times the difference between the State ACRE guarantee and the state revenue times the ratio of the farm's yield divided by the state expected yield. The total number of planted acres for which a producer may receive ACRE payments may not exceed the total base on the farm. In exchange for participating in ACRE, the farm is ineligible to receive counter-cyclical payments, a farm's direct payment is reduced by 20 percent, and marketing assistance loan rates are reduced by 30 percent.

The decision to enroll in the ACRE Program is irrevocable. The owner of the farm and all producers on the farm must agree to enroll in ACRE. Once enrolled, the farm shall be enrolled for that initial crop year and will remain in ACRE through the 2012 crop year. The June 1, 2010, deadline is mandatory for all participants. USDA will not accept any late-filed applications.

For more information on these and other FSA programs, please visit or call the Franklin County FSA office located at 151 Finney Boulevard, Malone (phone: 518-483-2850) or at www.fsa.usda.gov.

USDA is an equal opportunity provider, employer and lender. To file a complaint of discrimination, write: USDA, Director, Office of Civil Rights, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call (800) 795-3272 (voice), or (202) 720-6382 (TDD).
Massachusetts Cranberry Grower Welcomes CCE and the Public to a Field Meeting at His Northern New York Farm
Richard Gast, Extension Programs Assistant – Horticulture / Natural Resources

On September 19th, more than 40 people from across the North Country and beyond joined Berry Extension Support Specialist Cathy Heidenreich and me for a close-up look at some very exciting work being undertaken at a site near the hamlet of Bombay in northwestern Franklin County, NY. In recent years, Peter Paquin, an experienced Massachusetts cranberry grower, has been expanding his operation and is now growing cranberries in the North Country. Once his project is completed, he will have converted 67 acres of former hayfield in the town of Brasher into cranberry production.

I found Mr. Paquin, a native of Cape Cod, Massachusetts, to be knowledgeable, hard-working, friendly and remarkably down to earth. The 30-year veteran cranberry grower, who currently has about 50 acres at his northern New York farm in various states of production, believes that conditions in this remote dairy farming region may, in fact, be better for growing cranberries than those on his Cape Cod farm.

Mr. Paquin explained that the soils at his Bombay farm are heavy clay soils that naturally impede the vertical movement of water and that the base layer for cranberry bogs must be clay or another impermeable material, such as peat or densely packed topsoil so the bogs can be flooded for harvest and for winter protection.

He described how, once a site is leveled, 6 to 8 inches of sand are placed on top of the clay base layer, and explained that the sand layer must provide sufficient drainage for proper aeration, root development and prevention of Phytophthora root rot. He went on to say that he trucks sand from a pit located on property that he owns in South Bombay, approximately 10 miles west of the farm, and added that soil pH should range between 4.0 and 5.0 and that, since the sand that he is using does not fall into that range; sulfur is added to make the adjustment.

Paquin noted that he uses unrooted cuttings, which he gathers from already producing bogs, when planting. He uses a planting machine and a weighted roller to set the cuttings at a density of between 1 and 1.5 tons of cuttings to the acre. According to Paquin, the cuttings will root easily and, if properly watered, each stem will produce up to 200 uprights per square foot. If everything has been prepared correctly and the vines are properly cared for, new plantings will need to grow for about three years before they will bear harvestable fruit. Full production should not be expected, however, until the fourth year. Once established, the bog will produce fruit indefinitely.

At the end of the first year, the vines should be well-established, with foot-long runners and well-developed, healthy, functional root systems. Coverage will improve in the second year and, by the end of that growing season, it may be necessary to apply a light covering of sand to secure the vines before the bog is flooded for winter. In late spring or early summer of the third year, the vines should begin to develop flowers. From full bloom, it will take nearly three months for the berries to reach maturity. Sprinklers are used to protect the vines whenever a frost is expected.

Mr. Paquin uses flooding to harvest his berries in mid-October. Flooding can be used only when the harvested cranberries will be marketed for processing into juice, sauce, relish, concentrate, medicinal powder, etc. (Fresh market berries are dry-harvested, using tools similar to blueberry rakes.) Flooding causes the fruit-bearing vines to rise. A harvester then stirs the water in the flooded bog with enough force to dislodge the ripe berries. Air pockets in the berries cause them to float to the surface. They are then moved to one end of the bog, where they are pumped into waiting trucks and hauled away.

Once the harvest is completed, plant debris (leaves, twigs bruised berries), which is a potential source of disease and insect habitat, can be skimmed from the bog and disposed of. It may be necessary to flood the bog a second time to do this.

To ensure that only top quality berries are marketed, they are then run through a separator or bounce machine. As the berries are dropped into the separator, plump, firm berries will bounce over wooden barriers into storage bins and / or shipping crates. (The air pockets that make them float also make them springy.) Berries that are not firm enough to bounce drop down into trash bins and are discarded. Berries are used for processing can then be frozen until they are needed.

Paquin’s bogs will again be flooded on or before December 15th, once the winter has set in. About a month later, the excess water will be drained off, leaving the vines protected under an 8-inch layer of ice. This flooding process is not necessary in parts of the state where growers can rest assured that their vines will remain under a consistent 8-inch layer of snow. But should the vines become exposed, due to a mid-winter thaw, they will die.

Paquin likes to joke that growing cranberries is better than growing corn! He asserts that cranberry production is more profitable than anything else that he knows of. He says that an established bog will produce about 20,000 pounds of cranberries to the acre and expects his crop to bring about 50 cents per pound, this year. Last year, he received 85 cents, an exceptionally good price.
2010 NYS Maple Producers Winter Conference
January 8th and 9th, 2010

Mark your calendar now to attend the 2010 New York State Maple Producers Winter Conference. The 2010 Maple Conference will be held in the same great location, the Vernon-Verona-Sherrill High School in Verona, New York on Friday evening January 8th and all day Saturday, January 9th. This central location provides plenty of meeting space as well as room for a large trade show with many exhibitors displaying plenty of specialized equipment for meeting maple producer needs. You will have access to the latest in research and grower experiences regarding maple production, promotion, forest management and the making and marketing of a variety of maple products.

The conference kicks off Friday evening with a featured speaker at 7:00pm and industry trade show highlighting maple equipment, manufacturers, and vendors scheduled from 6:00pm until 9:00pm. Saturday's program features 30 of the industry's leading maple experts from throughout North America presenting in a variety of concurrent workshops. These workshops focus on several major areas of emphasis: beginning sugar makers, new and advanced technologies, marketing, promotion, value-added products, tap hole sanitation, tubing, vacuum and forest management.

The conference is open to the general public, as well as maple producers, and is geared to all levels of sugar makers. Saturday's trade show opens at 8:00am with workshops starting at 9:00am. Held at the Vernon-Verona-Sherrill (V.V.S.) High School, Verona, New York, the conference is sponsored by the V.V.S. FFA, New York State maple Producers Association and the Cornell Maple Program and Cornell Cooperative Extension. The V.V.S. High School is located between Utica and Syracuse, New York on State Route 31 just two minutes from NYS Thruway Exit 33. For additional information contact the Extension office at 315-379-9192.

US Grades of Maple Syrup

In general, the lighter the color of maple syrup, the more delicate the flavor. The United States has some basic grading standards based on color and flavor.

**US Grade AA Light Amber (Fancy)**
A light amber colored syrup with a mild flavor, usually made from the first brief flows of the season. Considered the highest grade.

**US Grade A Medium Amber**
Medium amber color and pronounced maple flavor. A good general usage syrup delicate enough to be used with subtle flavors but is generally used as a table syrup.

**US Grade A Dark Amber**
Deep color with a flavor likened to caramel. Some find it a bit too strong in flavor for general usage but it can be used like Medium Amber grade.

**US Grade B**
Very dark amber, less sweet with a robust, molasses-like flavor recommended primarily for baking. This is the least expensive variety. Also known as Grade C in Vermont.

Individual states also have their own grading standards. Canadian grades also differ which can add to the confusion. Check the label to find out the manufacturing location.

Planning Underway for Potsdam Maple Expo
By Stephen VanderMark, Natural Resources Educator, CCE St. Lawrence County

Maple Producers of any scale should save the date – Saturday, January 30th, 2010 – for the next annual Maple Expo. Once again, thanks to support and co-sponsorship of the St. Lawrence County Maple Producers Association, teacher Dave Sipher and the Potsdam High School, Cornell Cooperative Extension is working on locally oriented educational opportunities that the event provides for maple interests in and around St. Lawrence County. A series of classes and discussions to do with a range of maple and forest topics are being planned as features for participants, while the popular pancake style lunch and trade show will also be included.

This is a great chance for producers to also meet other sugar makers and swap ideas casually. There’s still time for topics and guest speaker suggestions – let me know at the Extension Office soon if you have some.

The event opens at 8:00am, classes start at 9:00am, with an ample lunch, trade show and general discussion, break at midday, followed by classes that end at 3:00pm, all for a modest cost.

Watch the news for coming details and see you there.
TEMPORARY NORTH COUNTRY POWER DISCOUNT PROGRAM
APPLICATION FOR NYPA TEMPORARY ELECTRICITY BENEFITS FOR DAIRY FARMS

NAME: ______________________________________________________________

ADDRESS: __________________________________________________________

CITY, STATE ZIP: ____________________________________________________

TELEPHONE NUMBER: _________________________________________________

EMAIL ADDRESS: ______________________________________________________

LOCAL ELECTRIC UTILITY (CHECK ONE):
☐ NATIONAL GRID    ☐ NEW YORK STATE ELECTRIC & GAS

ELECTRIC UTILITY ACCOUNT NUMBER: ________________________________

I certify that the account number provided is for an operating dairy farm located in the counties of Franklin, Jefferson or St. Lawrence in New York State and that receives electric service from the local electric utility indicated. I also authorize the local electric utility indicated to discuss the account information, usage and billing for the purpose of determining any electricity benefits.

_________________________________________  ___________________________  ___________________________
(Signature)                                 (Date)                        (Print Name and Title)

Please attach a copy of your dairy farm's electric utility bill and submit with this completed form by November 30, 2009 to:

Email: vivian.santiago@nypa.gov   Phone: (914) 390-8151   Fax: (914) 390-8153
Ms. Vivian Santiago, New York Power Authority, Marketing & Economic Development
123 Main St., Mailstop 10E, White Plains, NY 10601
Hi Folks,

First a quick update on the Extension Flock. The lambs are growing well and starting to get that rounded, pudgy look. They have started eating the creep feed but not at a high rate yet. I had to feed the ewes some grain for a couple days so the lambs would get the idea that the grain in the creep feeder was a good thing to eat. It seemed to help.

We are suffering from mud everywhere. The barnyard has lots of dry areas and a nice ridge for the lambs to race back and forth. However, between the feeders and the barn, the mud is nasty. I even laid down some long boards and the ewes and lambs quickly figured out how to walk on them to avoid the worst of the mud. Even with the new drainage, the tractor digs ruts and then those fill with water and don’t drain well.

I hate to wish for winter but it would be great if this mud either dries up or freezes. November is traditionally the month with the most precipitation in our area so it should be interesting.

Our Scrapie inspection will be November 24th. The inspection isn’t bad. It is getting all the paperwork ready ahead of time that gets me. We need to record where every lamb sold for breeding stock went with complete information and also what happened to every ewe that died. Sound simple until you try to do it!

Our ewes will also be bred for spring lambing during November. We have some ewes that didn’t lamb at all in 2009 so we will sort those and put the ram with them first. Judging by the sparse fall lambing and number of singles, the conditions for breeding last spring were not ideal. Otherwise we wouldn’t be giving the open ewes another chance. The half Ile de France ram will be the sire for next spring’s lambs. I am hoping to try a ram shield (a mask like thing the ram wears over his face) to see how it works.

Our whole flock will be de-wormed with Valbazen once it gets really cold because we have had instances of liver flukes in our market lambs this fall. Valbazen is one of the de-wormers that will kill liver flukes. It should not be used in the first trimester of pregnancy so maybe we will have to do the de-worming sooner rather than later.

We had to start feeding the ewes left out on pasture at the very end of October. They got hungry and ate all the brassicas in Stephen’s trials! They did a nice job on those rutabagas – even the bulbs, which were the size of cantalopes. For now they are getting baleage fed up on the hill in back.

Sandy vonAllmen checked into wool prices in Canada for us and found that they are paying about 40 cents for the best wool and down from there. I’m not sure it is worth having a wool pool this Fall because it would be best to have enough wool to fill the truck and we would have twice as much if we wait and take both year’s wool next year. It is possible for individual producers to take their wool to Canada.

Canadian Wool Growers is located near Ottawa. I’m not sure what is involved at the border, however. If you have wool to go, let me know how many pounds you estimate you have and we’ll go from there. Number of wool bags will work, too.

Don’t forget the graded Christmas sale at Gouverneur in December. Call them for the exact date at 315-287-0220.

Sarah Reed has 10 does and a buck for sale – all Boer goats – some are registered. She is located in Redwood and her number is 315-482-4019.

There is also a guardian dog puppy for sale – 4 month old Maremma female - currently living with sheep and chickens and trained to electro net - contact Mary 607-847-9389 for more info – located south of Utica.

Kate Morse has an Aussie Shepherd that needs a home with more work. Contact her at 315-265-4381.

Have a nice holiday season. Talk to you next month.
Fermentable Fiber and Ruminant Feed Efficiency
Betsy Hodge, Livestock Extension Educator, CCE St. Lawrence

When balancing rations for farm animals we usually start with their requirements for different components and try to fit them into the dry matter intake (DMI) they are predicted to eat. Of course, the more we can get them to eat – especially of forage – the easier it will be to meet their requirements. Dry Matter is the dry part of the feeds. For example, corn grain and hay are about 90% dry matter. Haylage is more like 45% dry matter. Rations are figured on a dry matter basis since animals eat a somewhat predictable amount of dry matter. After balancing the ration the feeds can be converted back to as fed amounts.

Ruminants are designed to eat forages. The forages help feed the bacteria in the rumen and keep the animal healthy. When we have high producing animals – those gaining quickly or those nursing multiple young – we need to add supplements to the diet that don’t always help the rumen digestion process, such as grains like corn and soy. A certain amount of these grains aren’t a problem but there is a point where things start to go the other direction and you still haven’t met the animal’s requirements. Their intake is likely to drop as well.

One of the common components we balance for are protein. There are several fractions of protein but for now we will use Crude Protein or CP. CP requirements increase as an animal grows faster or produces more milk (usually ranges from 10-18% of the diet). Other components are ash (minerals) and Ether Extract (fats) that usually hold at about 5% of the diet.

The last thing we need is energy. We don’t really measure the energy in the feed, we measure the fiber (acid detergent fiber (ADF) and neutral detergent fiber (NDF)) and also the total digestible nutrients (TDN).

Another method used to evaluate the energy in a ration or feedstuff is to consider the carbohydrate fractions. Let’s divide them into three categories. Indigestible-NDF or INDF is the stiffest parts of the plant that helps it stand up in the wind or get its seed head up in the air. Even ruminants can’t digest most of this INDF.

Second fraction is the fermentable-NDF or FNDF is fiber that is in the feed that is digestible by the rumen bacteria. That’s the good stuff. The third component is non-structural carbohydrates (NSCarbs). These are rapidly digested like simple sugars and carbohydrates.

If the INDF is decreased in the diet, the feed intake will increase. What you fill up that intake with can make a big difference to your animals. The obvious thing to use when you are looking for lots of protein or energy is grain. Many grains are high in non-structural carbohydrates and can cause metabolic upset in large amounts. So...what are we to do?

Let’s try filling the need with things high in fermentable fiber like early cut grass hay or certain by-product grains that have both NSCarbs and fermentable-NDF. Doug Hogue’s Dugwau system uses a minimum fermentable-NDF and a maximum NSCarbs level to give us guidelines to make the best diet for high producing animals that will enhance their dry matter intake and health.

We take advantage of this idea at the Extension farm by using a sheep grain with soy hulls as one of the ingredients. Soy Hulls have a fermentable-NDF value of 62 and a NSCarbs value of about 11. The lambs can eat as much grain as they want without getting an upset rumen and therefore they are getting more nutrients and they grow faster. You can look at some grain mixes used at Cornell by going to the sheep webpage at www.sheep.cornell.edu and clicking on management at the top and then feeding in the drop down menu. Then look for the title Sample Diets to see the recipes for the different grains they use for lambs and ewes. You can also read Doug Hogue’s article at the same place but click on FeedForm Diet Formulation Tool instead of sample diets. His article is on the left in English and Spanish.

Some feeds that are relatively high in fermentable fiber are beet pulp, corn gluten feed, dried distillers grains, hominy, oat hulls, soy hulls and wheat midds. Grasses shine in the forage category.

Some examples of the recommended diet levels for mature sheep are a minimum of fermentable fiber of 22-28% and a maximum NSCarbs of 32-36%. Growing lambs are similar. Cows need about 20% fermentable fiber and a max of 35-40% NSCarbs. Fattening Steers can drop to15% fermentable fiber.

I hope you will feel free to contact me if you have any questions about what I written here in this article. If you have a laptop we’ll try to get FeedForm downloaded on your computer so you can try balancing a ration our own flock. It is a tough program to figure out on your own, but if we can get it downloaded you can practice at home with your own forage analyses. Beef producers can use FeedForm as well as it can be used for cattle as well.
Berry Webinar Series Continues This Fall and Winter
Experts Continue to Host FREE Webinars for Berry Growers

The Cornell University Berry Program continues to host a series of Webinars for Berry farmers, supported by funding from the Northeastern Integrated Pest Management Center (NEIPM). The webinars feature experts from eastern North America speaking on production and pest management topics and their current related research.

All Webinars are scheduled for 1:00pm so berry growers can enjoy hearing these live presentations in the comfort of their home or office while they eat lunch! Speakers will answer questions live during and after the presentation.

All webcasts will be recorded and archived at: http://www.fruit.cornell.edu/Berries/webcastarchive.htm.

Participation is easy; all you need is a high-speed internet connection and a web browser. Participants will connect to a secure Cornell Cooperative Extension server to join the presentation. Don’t have high speed internet access or a home computer? Participate in the webcasts at a group location. Options for attending a group session at extension offices across the region are being arranged, so check the website to find a location near you, or call your local extension office and see if they can arrange a viewing.

The webcasts have been divided into 3 mini series focusing on major berry crops: Strawberries, Blueberries/Cranberries and Brambles with 4 presentations for each crop group. The entire schedule follows. If you have missed a topic of interest, just check the website and view the archived webcast. There is no charge for webcast participation, but registration is required. Connection details are sent to registered participants the day prior to the event. Connections for each webcast are limited, so register now by contacting Laura McDermott, lgm4@cornell.edu

or calling 518-746-2562.

For additional program details and other information: http://www.fruit.cornell.edu/Berries/webcastindex.htm.

**FUTURE PROGRAMS**

**Wednesday, December 2, Blueberry/Cranberry Production Topics**, Dr. Gary Pavlis of Rutgers University will speak on Blueberry Site Preparation and Fertility Considerations and Sonia Schloemann of the University of Massachusetts will speak on Overcoming Blueberry Pollination Challenges.

**Wednesday, December 9, Blueberry/Cranberry Insect Management**, Dr. Roger Williams of Ohio State University will discuss Japanese Beetle Management and Robert Childs of the University of Massachusetts will talk about Winter Moth: A New Blueberry Pest.

**Wednesday, January 6, 2010 Bramble Production Topics**, Dr. Marvin Pritts from Cornell University will present Growing Brambles in High Tunnels and Dr. Fumiomi Takeda of the USDA research station in Kearneysville, WV will present his work on the Rotating Cross Arm Trellis for Brambles.

**Wednesday, January 20, 2010, Bramble Weed Management**, Dr. David Handley of the University of Maine will discuss the Cultural Weed Control Options for Brambles and Dr. Rich Bonanno of the University of Massachusetts will instruct growers on Using Herbicides Effectively in Bramble Plantings.

**Wednesday, February 3, 2010, Bramble Diseases**, Pam Fisher of the Ontario Ministry of Agriculture in Canada will discuss Controlling Root and Crown Diseases in Brambles and Dr. Kerik Cox of Cornell University will speak on Managing Bramble Viruses.

**Wednesday, February 17, 2010, Bramble Insects**, Dr. Hannah Burack of the University of North Carolina will talk about Controlling Crown and Cane Borers, and TBA.

**ARCHIVED PROGRAMS**

Strawberry Production Topics: Growing Strawberries in a High Tunnel and Growing Strawberries on Plastic in the Northeast

Strawberry Insect Pests: Management of Black Vine Weevil in Strawberries and Managing Sap Beetle & Tamished Plant Bug in Strawberries

Strawberry Disease Topics Management of Fruit Diseases and Strawberry Powdery Mildew Management.

**Blueberry Virus Diseases Pose Major Threat: Growers Advised to Stay Alert**

To best manage these viruses you will need to make good decisions when selecting stock. Plant only certified, virus-tested clean stock. Do not establish new plantings adjacent to infected fields and do not use planting stock from fields that may be infected or in remission. Remove and destroy infected bushes before bloom. Dr. Annemiek Schilder, who has been leading the virus survey effort in Michigan, will be speaking about these diseases on Wednesday, November 18th at 1:00 pm as part of the NE IPM Berry Webinar series. For more information about this series, please visit online http://www.hort.cornell.edu/extension/commercial/fruit/Berries/webinarindex.htm or contact Laura McDermott at lgm4@cornell.edu or 518-746-2562. The webinars are free, easy to view and could make a very big difference in your business. For additional information on these viruses, visit online for these Michigan State fact sheets:

Blueberry shock: http://www.blueberries.msu.edu/shock.htm

Blueberry scorch: http://www.blueberries.msu.edu/scorch.htm
Low milk prices, high input costs and poor weather created a “perfect storm” of disaster for the majority if not all of the dairy farms in our region this past year. Even efficient farms with low debt have been impacted. This has left farmers looking for ideas to increase their profitability and cash flow in the next year. Here is a list of low investment, high return business management recommendations that have been proven to work on many farms.

Evaluate profit centers
Review your records on various enterprises in your business to be sure they are profitable. The more data that you have collected the better your decision will be, however, getting started with estimates is helpful as well. Now is a good time to evaluate past decisions to see if they are still the best for you.

Compare yourself to statewide benchmarks
Are you at or above average in various measures such as milk sold per cow, milk income over feed costs, milk sold per worker, return on investment, labor and management income, and others? This is a good way to find the areas that are holding you back.

Evaluate alternatives
There is a wealth of information on new farming tactics. Look to trusted advisors, on line, at classes, or in your trade magazines for trusted advice. Think of ways that you could incorporate proven practices on your farm.

Create a “profit team”
Bring your trusted advisors together to discuss the future of your farm. Some farmers pay their nutritionist, veterinarian, banker, and crop advisor to spend an hour discussing ways to make your farm more profitable. Profit teams work best when provided with accurate information on the farm resources and performance before the meeting. Have an agenda and stick to it, to make the most of your time.

Management Classes
It is possible to learn how to be a better manager. Classes are offered at community colleges, extension offices, and on-line. Managers are made not born, but it takes work and practice.

Plan
Develop a plan to make a profit. Then implement it. Write down steps that need to be taken with a time line and who will do it. Be realistic with your plan. Pick your top 3 new objectives, and be sure you DO IT.

Start or join a dairy club
Get together with farmers in your area to talk about what is working, or not working. Invite speakers to help you explore ideas you would like to try.

Borrow money or stretch out payments
In general, you do not want to put short term debt onto long term loans or go interest only, however it may be necessary. If you cannot survive downturns the way you are, then you need to identify a new plan that will be profitable in the long run. It is important to stay in close communication with your lender especially when you are having problems.

Marketing and Shopping
Shop for buyers as well as sellers to get the best possible deal for your product and inputs. You might add value to your product/milk through component changes, or lower somatic cell counts. Look at alternative markets. Talk to your neighbors about pooling assets to garner a better deal for everyone.

Use government programs
Be sure you are minimizing your taxes by using the Ag Use Value Exemption, Sales Tax Exemptions, Off Road fuel tax exemptions, School Tax Reduction for Farmers, New Farm Building Exemptions etc.

Consider selling unproductive or underperforming assets.
If you have land, equipment, livestock that are not contributing to the core business, consider selling them.

Consider reducing herd size to align with available feed. Consider a timber sale. You need to take the long look before disposing of assets, but it will help fill a cash flow problem in the short run.

Get an off farm job
This can add to cash flow, if you can implement it without impacting the farm business.

Sell out?
Maybe this is time to say, “I can do something different now.” Many farmers find that moving out of the dairy industry into a more predictable job is okay. Evaluate what you could save/earn if there was a timely sale and the proceeds were invested elsewhere.

A lot of these ideas require good evaluations of your past and current financial situation. If you are not sure how to do these evaluations, call your Cooperative Extension office, and ask about getting a Farm Business Summary financial evaluation for your farm. Your local educator will help you put your numbers together and to review your performance. It is hard the first time, but once you see the progress over time you will be glad you did it. This is also a good time to discuss future goals and ways to get there.

For assistance in Franklin County call Jessica Prosper at 483-7403 or email jlr15@cornell.edu
Agricultural Assessment: Property Tax Reduction for Eligible Farmland in NYS  
By Jessica Prosper, Regional Educator, Farm Business Management, CCE Franklin County

In 1971 the New York Agricultural Districts Law was passed as a way to protect land used for farming purposes. Among other things, the law provides a means of reducing property tax bills for land that is used in agriculture and meets the other eligibility requirements specified by the Law.

Eligibility

It is important to realize that farm land does not automatically receive an agricultural assessment. The land owner must apply for Ag assessment annually and meet the eligibility requirements prior to being approved. The following are the eligibility requirements that must be met:

- Land must consist of at least seven acres that are used for the production for sale of crops, livestock, or livestock products.
- The annual gross sales of agricultural products must average at least $10,000 for the two years prior to apply for agricultural assessment. Gross sales are determined by the actual proceeds from the sale of agricultural products (i.e. milk, grain, wood, fruit). It is important to note that sales of farm woodland can be included, but only to a maximum of $2000. It is also important to know that if a product is processed on-farm, the pre-processing value of the farm produced product must be used.

A new operation may qualify based on its gross agricultural sales in the first or second year. These sales must be at least $10,000 if the farm has seven or more acres or at least $50,000 if there is less than seven acres.

Farms that include more than one tax parcel are allowed to combine parcels that are farmed as a single operation in order to be eligible for Ag assessment values in terms of acreage and gross income requirements. However, a separate application must be made for each parcel.

Rented Land

Rented land may be eligible to receive agricultural assessment as long as it satisfies the requirements stated above. If the rented farmland does not meet the income guidelines alone, it may still be eligible if it is farmed with other tax parcels that do satisfy the requirements and if there is a rental agreement for at least five years.

Application Procedure

The following is the application procedure as outlined by the Franklin County Soil & Water Conservation District at [www.fcswcd.org](http://www.fcswcd.org).

Bring or mail copies of your current tax bills to the Franklin County Soil & Water Conservation District (SWCD) by February 15, 2010

Soil Group Acreages will be determined by district staff and will be recorded on APD-1, the soil Group Worksheet.

If you are leasing land to a farmer please get a signed, notarized lease agreement between you and the farmer to take to your assessor.

The assessment applicant will receive a copy of APD-1 and the soils map from the SWCD office.

Applicant the must submit a RA-100, the soils map and form APD-1 with all the necessary information to their town assessor by March 1, 2010 so parcel eligibility can be determined.

Farmland that is eligible for an agricultural assessment is exempt from real property taxation on any assessed value, which exceeds its agricultural assessment value. If you have already received an exemption, it is necessary to fill out a renewal form each year, with your assessor, to keep receiving that exemption. If there have been any changes to a parcel since last year, a revised worksheet should be completed through the SWCD and a new application submitted to the assessor. From time to time soil groups change, so it’s a good idea to have your soil group worksheet checked for any changes every few years.

There is a $15.00 charge per parcel for the worksheets if the application is received before Feb 15th, if received after there will be a $5.00 late fee.

If you have any questions you can call the S&WCD office at 518-483-4061

More Information

The information presented above gives a brief overview of what the agricultural assessment eligibility requirements are as well as how a land owner can apply to the program. More detailed information can be found by visiting the Office of Real Property Services at [www.orps.state.ny.us/pamphlet/exempt/agassess.htm](http://www.orps.state.ny.us/pamphlet/exempt/agassess.htm) or by contacting Jessica at the Cornell Cooperative Extension office at 483-7403 or jlr15@cornell.edu.
Milk Price Forecast Continues to Improve
November 10th, 2009
USDA World Ag Supply & Demand Estimate Report

The all milk price is forecast at $16.05 to $16.95 for 2010 compared to $12.60 to $12.70 per cwt for 2009.

The milk production forecasts are raised for 2009 and 2010 as milk per cow is forecast higher and the rate of decline in cow inventories is slowed.

Improved milk prices are expected to more than outweigh higher feed costs and slow the pace of liquidation.

Improving global demand and concerns about world supplies of dairy products have pushed international dairy prices higher and are expected to result in higher U.S. dairy exports during the remainder of this year and into 2010.

Cheese, butter, nonfat dry milk, and whey. Class III and IV price forecasts for 2009 and 2010 are raised from last month.

Corn prices fell in 2008/09 to average $4.06 a bushel and are expected to moderate further to average $3.25-$3.85 a bushel in 2009/10. Soybean meal prices averaged $331 a ton in 2008/09, but are forecast to decline this year to average $250-$310 a ton.

Alfalfa prices are expected to decline in 2009 from 2008 and will likely remain moderate next year. The decline in feed prices combined with higher milk prices will improve the milk-feed profitability ratio, but not to a level that signals expansion.

Import forecasts are lowered for 2009. Fat-basis ending stocks are forecast higher for 2009, but 2010 stocks are forecast lower on both a fat and skim-solids basis as supplies tighten.

Improving domestic and export demand and lower year-to-year milk production is expected to lead to higher prices for U.S. dairy products.

U.S. average replacement cow prices continue to be pressured by low milk prices and herd liquidations. Dairy Profit Weekly editor, Dave Natke, reported Friday that, based on USDA’s October estimate, average prices declined to $1,240 per cow, down $680 from a year ago, and the lowest quarterly average dating back to April 1999.

Congrats John & the Crew at Eat N’ Meet! Keep it up!

Celebrating Local at a Nationally Recognized Find!
Eat N’ Meet Grill, Saranac Lake, NY makes it into the National Geographic Adventure Magazine
Bernadette Logozar, Regional Local Foods Specialist/Rural & Ag Economic Development Specialist
Cornell Cooperative Extension

If you haven’t picked up the October issue of the National Geographic Adventure Magazine, well here is a reason to get your hands on one. Great supporter of local farms and participating member of Adirondack Harvest, Chef John Vargo from Eat N’ Meet Grill & Larder in Saranac Lake was mentioned as the “classiest, quirkiest, take-out joint you’ll ever visit”! And those of us who have the privilege of calling Adirondack North Country home also have the chance to go back again and again for more.

John works hard to provide a great menu to his clientele while diligently supporting local farmers and vendors from within the region and state. It is the best of the best that can be found inside those bustling walls of the Eat N’ Meet Grill!

Recently, I had an overnight summit in Saranac Lake, and I convinced my colleagues that a supper out wouldn’t be the same without a visit to Eat N’ Meet. And we ate very well!

If you can’t find a hard copy of the Adventure Magazine, here is the link to the complete write-up. Saranac Lake, New York made it onto the top 50 Best Adventure Towns in the October issue.


Check out the article, and be certain to visit Eat N’ Meet next time you are in Saranac Lake. For more about what Eat N’ Meet has to offer visit their website at www.eatnmeet.com.
Changing Numbers and Changing Trends in Agriculture: A 20-Year Review

Bernadette Logozar, NNY Regional Local Foods Specialist/ Rural & Ag Economic Development Specialist –Franklin County

Popular media often highlights the demise of farms across the country. And although those who grow, raise, produce and make the food that we eat every day is a shrinking number, if one was to look at overall agriculture of the United States between 2002 and 2007 there has actually been a 3.6% increase in the number of farms in the country as a whole.

Over the last 20 years, there have been significant changes in the face of agriculture in NNY. It is important for economic developers and others working in and with the agricultural industry to periodically ‘check in’ to what is going on with agriculture and review where the industry has come from, how things have changed, what has stayed the same and take into consideration why it’s important.

In this article I will review some of the changes that agriculture has gone through over the last 20 years. This article is based on a presentation given at the Food, Agriculture and the North Country Economy Conference hosted by CCE, Adirondack Harvest, ANCA and Paul Smith’s College on October 21st, 2009. I will try and give you some of the information so that you can better assess the trends in the agricultural industry for yourselves.

Let’s start with the basics: Farm Numbers

In the popular media we often hear that farm numbers are decreasing. Well this is true to a point—and when you look at overall trends in agriculture a slightly different picture emerges.

There has been a loss in overall farm numbers in NNY. Looking at Ag Census Data, we see that from 2002 -2007 there has been a 6.6% decrease in the overall number of farms in the region. This is significantly greater than loss experienced by NYS as a whole – with a 2.4% decrease. And when compared to the USA, we see that the entire country has actually seen an increase of 3.6% in the number of farms during the same time period.

Looking at 20 years of Ag Census Data (1987 – 2007) reveals that there has been a 9.89% decrease in the number of farms in NNY. Not as significant or dramatic loss of farms as popular media would have us believe. These figures refer to all agriculture. And it should be noted that the loss of farms has not been equal across all 6 counties; nor is it relevant for all types of agriculture.

In Graph 1 it is easy to see how the farm numbers have changed for each county and across the region over the last 20 years. All counties except for Essex and Franklin Counties have fewer farms in 2007 Ag Census Data than in 1987. Essex and Franklin counties however, have actually seen a positive growth in the number of farms in recent years, so these counties actually have more farms today than they did 20 years ago.

Let’s continue with our numbers review. Overall the average size of farms is decreasing, which again which is contrary to what is often reported in popular media. In 1987 the average number of acres/farm in NNY was 287, while in 2007, the average acres per farm was 251.

The startling contrast emerges when we look at the total average market value of farm sales per farm. In 1987 it was $61,303 while in 2007 the average market value of farm sales was $128,134. These figures reflect the average across NNY, and the reader should take into account that there are differences between and across the counties. Additionally, it should be noted that 2007 was a particularly good milk price year, for the dairy sector.

If we were to look at the dairy sector specifically, the tenets of popular media ring true here. Compared to other agriculture industry sectors, there has been a 58.8% decrease in the number of
(Continued from page 10)

dairy farms in the last 20 years, additionally there has been 23.9% drop in the number of dairy cows on these farms. Yet at the same time, milk production over the last 20 years has increase 11% across the region. There has been a 36% increase in average production per cow. Balancing between fluctuating milk prices and input costs is one that many dairy farmers continue to struggle with.

Graph 2 (on next page) shows this sharp decrease of farms across the region fairly dramatically.

We know that the dairy sector of agriculture has gone through some tremendously tough times, and continues to struggle. And it is important to recognize this because dairy is still despite a decrease in the number of dairy farms a significant portion of the agricultural landscape in NNY.

But there is more than dairy happening in NNY. And even on the dairies, farmers are looking at, considering and undertaking different ventures. One area of agriculture that has grown tremendously is the Direct to Consumer (D2C) farmers. Direct to consumer refers to those farms that have sold agricultural products directly to individuals for human consumption.

As a region, NNY has seen a 22.3% increase in the number of D2C farms while there has been a 6.6% decrease in the number of farms when looking at agricultural as a whole. This is 7.5% higher than the growth of D2C farms experienced by NYS (14.8%) and 5.1% higher than US (17.2%)

It should be noted that just as the losses of farms is not equal across the region—neither is the growth. D2C farms- all counties had positive growth, however, Essex & Franklin counties led the way with 28.8% and 68.5 % increase respectively. Refer to Table X on page 22.

Table X, compares 2002 and 2007 data for D2C farms and all Ag for NNY, NYS and the US as a whole both on the number of farms as well as the amount of sales.

So what does this mean for the economy? And why should economic developers care about the changing numbers? The numbers matter, whether increasing or decreasing, but also where these changes are taking place is important.

As dairy farms decrease in number and are replaced by other types of agriculture, the infrastructure needs of those farms are different.

For Example: The growth of small diversified livestock farmers interested in or focused on direct marketing their livestock products directly to the end user increases the use of USDA processing facilities in the region thereby creating an increasingly tighter bottleneck. This condition is exacerbated by the fact that the meat processors themselves are getting up in age, strongly contemplating retirement, and are challenged in finding skilled, reliable labor pool to keep the business running in order to meet a demand for their services that is quickly outpacing their ability to meet it.

Another example: The ability to raise and process poultry on ones’ farm exempt from inspection under

(Continued on page 20)
NYSDAM Law, opens up opportunities for a small poultry farmer, but may also raise concerns on food safety and handling by consumers that the farmer must be able to address.

As economic developers, it is important to recognize not only that food and agriculture have a significant impact on the North Country economy, but also that the changing landscape of agriculture in 2009 and the future will provide changing opportunities for economic development as farmers respond and adapt to the dynamic interests and needs of their consumers.

Table X. Value of agricultural products sold directly to individuals for human consumption (D2C) and total market value of all agricultural products sold (All Ag) by Northern New York counties.*

<table>
<thead>
<tr>
<th>County/Level</th>
<th>Type</th>
<th>Farms (No.)</th>
<th>Sales (000)</th>
<th>Average Sales/Farm</th>
<th>Percent of Total Farms</th>
<th>Percent of Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jefferson</td>
<td>D2C</td>
<td>108</td>
<td>111</td>
<td>2.8%</td>
<td>$460</td>
<td>$511</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>1,028</td>
<td>885</td>
<td>-13.9%</td>
<td>$99,542</td>
<td>$139,242</td>
</tr>
<tr>
<td>Lewis</td>
<td>D2C</td>
<td>67</td>
<td>77</td>
<td>14.9%</td>
<td>$623</td>
<td>$709</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>721</td>
<td>616</td>
<td>-14.6%</td>
<td>$72,178</td>
<td>$112,629</td>
</tr>
<tr>
<td>Franklin</td>
<td>D2C</td>
<td>67</td>
<td>113</td>
<td>68.7%</td>
<td>$134</td>
<td>$422</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>532</td>
<td>604</td>
<td>13.5%</td>
<td>$48,003</td>
<td>$68,097</td>
</tr>
<tr>
<td>St. Lawrence</td>
<td>D2C</td>
<td>160</td>
<td>200</td>
<td>25.0%</td>
<td>$652</td>
<td>$1,011</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>1,451</td>
<td>1,330</td>
<td>-8.3%</td>
<td>$99,715</td>
<td>$140,151</td>
</tr>
<tr>
<td>Clinton</td>
<td>D2C</td>
<td>66</td>
<td>69</td>
<td>4.5%</td>
<td>$1,224</td>
<td>$1,178</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>604</td>
<td>590</td>
<td>-2.3%</td>
<td>$78,437</td>
<td>$124,200</td>
</tr>
<tr>
<td>Essex</td>
<td>D2C</td>
<td>38</td>
<td>49</td>
<td>28.9%</td>
<td>$284</td>
<td>$333</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>236</td>
<td>243</td>
<td>3.0%</td>
<td>$8,632</td>
<td>$11,459</td>
</tr>
<tr>
<td>6-county region</td>
<td>D2C</td>
<td>506</td>
<td>619</td>
<td>22.3%</td>
<td>3,377</td>
<td>4,164</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>4,572</td>
<td>4,268</td>
<td>-6.6%</td>
<td>406,507</td>
<td>595,778</td>
</tr>
<tr>
<td>New York State</td>
<td>D2C</td>
<td>4,651</td>
<td>5,338</td>
<td>14.8%</td>
<td>$59,724</td>
<td>$77,464</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>37,255</td>
<td>36,352</td>
<td>-2.4%</td>
<td>$3,117,834</td>
<td>$4,418,634</td>
</tr>
<tr>
<td>United States</td>
<td>D2C</td>
<td>116,733</td>
<td>136,817</td>
<td>17.2%</td>
<td>$812,204</td>
<td>$1,211,270</td>
</tr>
<tr>
<td></td>
<td>All Ag</td>
<td>2,128,982</td>
<td>2,204,792</td>
<td>3.6%</td>
<td>$200,646,355</td>
<td>$297,220,491</td>
</tr>
</tbody>
</table>

*Value of agricultural products sold directly to individuals for human consumption represents the value of agricultural products produced and sold directly to individuals for human consumption from roadside stands, farmers’ markets, pick-your-own sites, etc. It excludes non-edible products such as nursery crops, cut flowers, and wool but includes livestock sales. Sales of agricultural products by vertically integrated operations through their own processing and marketing operations were excluded.

Source: 2007 U.S. Census of Agriculture
A Successful Promotion That Is Worth Investigating
“Maple Weekend”

Steve Childs, Extension Maple Specialist, Cornell University

Maple Weekend has become a very successful marketing and promotion activity. Its story may help others learn from the maple producers’ experience.

In 1996, the Wyoming County Maple Producers Association decided to try a new approach to educating the public about maple production. Up until then, individual maple producers held their own open house.

In that first year, 12 maple producers participated under the promotional title of Maple Sunday. Hundreds of people visited one or more of the participants’ sugar houses. Although sales were not to be the primary focus, producers discovered that an educated visitor wanted to purchase products. In 1998, with just two “Maple Sundays” under their belt, the number of participants had grown to 22 sugar houses and the geographical area had expanded outside of Wyoming County.

As a group, these producers were able to access some important help with promotion. They obtained promotion assistance and grant funds for the special event from several county tourism departments, plus the event was listed in public sources, such as tourism, Cooperative Extension, and I Love NY web pages. The number of visitors increased into the thousands.

By the 6th year, 2001, the Western New York Maple Producers Association, a regional arm of the New York State Maple Producers Association, took oversight of Maple Sunday as much as the group loved the marketing name Maple Sunday. Saturday attendance had surpassed Sunday, so the title Maple Weekend was adopted. A side business was also developing in the communities near concentrations of maple producers.

In 2004, the program was expanded state wide and coordination passed to the New York State Maple Producers Association. Participation grew to 76 sugar houses. A survey of participants following the 2004 Maple Weekend found over 45,000 people visited a sugarhouse on that weekend which generated about $250,000 in retail sales for participating maple producers—about 5% of the value of the whole New York State maple crop.

Since 2004 participation has grown to over 120 sugar houses, and attendance and sales continue to grow. The program has expanded to two weekends so producers have the option of participating in one or both of the weekends that are promoted.

What could we learn from this? First, good education can increase sales. If the focus of maple weekend was just sales it would have been a flop. Getting to see syrup being boiled, visiting the woods, tasting a fresh maple confection, and tapping a tree are what compel people to come. Most importantly, people meet the farmer who actually makes some of their food.

Second, cooperation and dedication have taken the hard work of individual farms and multiplied them exponentially to form a prominent event. In turn, media has collaborated with farms, conducting interviews, scheduling cooking demonstrations, and promoting maple weekend.

A willingness to change has allowed the program to expand and grow larger than its origin would have allowed. The willingness of the original maple producers to relinquish control and hand over the program to the larger associations, change the name, and expand the schedule showed forward thinking on the part of participants.

Is this kind of promotion for everyone? There have been a number of producers who have dropped out due to location and facilities. Others were not able to recruit the help necessary to deal with crowds. Other producers have accommodated change and added parking and recruited new organizations to help on the weekend. All participants must be careful not to forget the founding goal of putting a high priority on education. People like to learn about farms in a fun and interesting setting.

Through the collaboration of Maple Weekend, many producers have developed a long-term market relationship with visitors who liked what they saw and liked what they tasted. Sales on the special day are just part of the overall, year-long business that can be generated by such an event.

*“Smart Marketing” is a marketing newsletter for extension publication in local newsletters and for placement in local media. It reviews elements critical to successful marketing in the food and agricultural industry.*

Questions About Ag Economic Development or Local Food?
You can contact Bernadette at CCE of Franklin County at 518-483-7403 or by email at bel7@cornell.edu.
COMING EVENTS!

Unless listed otherwise, CONTACT the CORNELL COOPERATIVE EXTENSION office for more information on any of the items listed here. (518) 483-7403.

- **Maple Confection II Workshop**—Saturday, November 21st, 2009 at the Uihlein Maple Sugar Research Station, 157 Bear Cub Lane, Lake Placid, NY. Contact Mike Farrell at 518-523-9337 or mlf36@cornell.edu.

- **Fall ForestConnect Webinars—Timber Harvesting Aesthetics Part I**—Wednesday, November 18th, 2009. Presented by Andy Egan of Paul Smiths College. **Timber Harvesting Aesthetics Part II**—Wednesday, December 16th, 2009. Presented by Shorna Broussard Allred of Cornell University and Shannon Rogers of Purdue University. To join the Webinar log on to www.FoestConnect.info All webinars are live at noon and again at 7:00pm. Webinars are recorded and archived for viewing.

- **Tomato Grafting Workshop**—Tuesday, December 1st, 2009 at Campbell’s Greenhouse on Ryan Road in Saranac from 1-3pm. Growing tomatoes in the same greenhouse or field for a number of years can result in soil born pathogen build-ups and nutrient deficiencies. Rotating crops is important way to curtail this problem. Grafting a vigorous root stock on a tomato is another alternative that can increase production. Commercial growers are encouraged to attend this hands-on tomato grafting workshop. Cost is $5 to cover materials and space is limited so pre-registration is required. To register call CCE Clinton County at 518-561-7450.

- **Fall Seed Expo**—Friday, December 4th, 2009 at the Madrid Community Center, Madrid, NY. We will be presenting Cornell Corn Variety Trial results for Northern New York, research updates on how to utilize GMO traits that will be most relevant to your needs, and updates from seed companies on what’s new for 2010. There will be plenty of time for meeting with seed company representatives as well as discussions with other farmers. Lunch will be served. To register or for more information contact CCE St. Lawrence County at 315-379-9192.

- **Getting Started with High Tunnels**—Saturday, December 12th from 10:00am to 2:30pm at the Jefferson County CCE Office, 203 North Hamilton Street, Watertown. Featured speakers: Judson Reid, NYS Vegetable Specialist, and Nelson Hoover, High Tunnel Vegetable Farmer in Pen Yan. High tunnels and other simple greenhouse-like structures can help Northern New York growers extend their season and protect their crops. Topics include: structures, soil preparation and irrigation, greens and other vegetable crops, and an in-depth session on tomatoes. Our grower panel, Almedea Grandjean fro Adams Center, Adam Hainer from Westport, Ken Campbell from Saranac and Neson Hoover will discuss “Crops: winners and losers” to help you decide what might work best for your own operation. This program is funded in part by the New York Farm Viability Institute and the Northern New York Agricultural Development Program. www.nnyagdev.org. For more information contact Sue Gwise at 315-788-8450 or Amy Ivy at adi2@cornell.edu.

- **New York State Maple Conference**—Friday and Saturday, January 8th & 9th, 2010 at Verona, NY. Contact Keith Schiebel at kschiebel@vvsschools.org or go to cornellmaple.com.

- **2010 Winter Dairy Management Program; Herd Health Related Big $$ You Can Hold on to with an Easy, Routine System**—January 21st & 22nd, 2010 in two locations; Carthage, NY and at Miner Institute in Chazy, NY. If You are interested in this program contact CCE Franklin County at 518-483-7403 and we will take your contact information and inform you when we have more details.

- **Lewis County Maple School**—Saturday, January 23rd, 2010, Cornell Cooperative Extension Lewis County, 5274 Outer Stowe Street, Lowville, NY. Contact Michele Ledoux at 315-376-5270 or mel14@cornell.edu.

- **2010 Organic Farming & Gardening Conference**—Monday through Sunday, January 22nd and 24th, 2010; Location: The Saratoga Hilton, Saratoga Springs, NY. Program and Schedule available on the website at www.nofany.org or by calling the CCE Franklin County Office at 518-483-7403.

- **Clinton County Maple School**—Friday, January 29th, 2010 at the Uihlein Maple Sugar Research Station, 157 Bear Cub Lane, Lake Placid, NY. Contact Mike Farrell at 518-523-9337 or mlf36@cornell.edu.

- **Maple Expo—St. Lawrence County**—Saturday, January 30th, 2010, Cornell Cooperative Extension, 1894 State Hgw. 68, Canton, NY. Contact Steve VAndermark at 315-379-9192 or svv1@cornell.edu.

- **The Winter Green-Up Grass-Fed Beef Conference**—Friday and Saturday, January 29th and 30th, 2010—Day 1 Topics include: Intensive Grazing as a Custom Grazier, Meeting Chef and Butcher Requirements; Ultra High Stock Density Grazing and Practicing Holistic Management; Grass-fed protocols and branded beef products. Day 2 Topics include: How the Diamond D Angus Ranch transitioned from the Traditional Grain-fed Ranch to an All Forage Diet; Finishing Grass-fed Cattle; Marketing Grass-fed Products. For more information contact Lisa Cox at 518-765-3512 or visit www.ccealbany.com.

(Continued on page 23)
COMING EVENTS!

(Continued from page 22)


• 2010 Dairy Health & Nutrition Conference—Save the Date! Two dates and locations offered. Tuesday, April 13th, 2010 at Double Tree Hotel, Syracuse, NY and April 15th, 2010 at Fireside Inn & Suites, West Lebanon, NH. Speakers and Topics—Mike Hutjens, Animal Sciences Professor at University of Illinois, topic TBD. Joe Hogan, Professor/Associate Chair, Ohio State University will be speaking about Nutrition, Management and Mastitis. Bob Patton, Technical Consultant in Dairy Management & Nutrition with Nittany Dairy Nutrition, Inc. will speak about the latest on Amino Acid Nutrition & Protected AA Products. Rick Hermonot, Vice President and Farm Business Consultant with First Pioneer Farm Credit will speak about Financial tools for Nutritionists. Registration information will be available soon. Please visit the website at www.northeastalliance.com or contact Rick Zimmerman at 888-445-4595 or rzimmerman@zga-llc.com.

The Last Word...You may be a farmer if...

For those of you who know and love Jeff Foxworthy, are farmers, related to, work with or live near farmers this one is for you. As I went through this list, there were faces of folks I have met through my work here as well as neighbors, siblings, friends, cousins and parents who came to mind for certain statements. I hope this brings a smile to your face and helps recall a fond memory of life living and working on the farm. You May Be A Farmer If...

• You convince your wife that an overnight, out of state trip for equipment parts is a vacation
• You wear specific hats to farm sales, livestock auctions, customer appreciation suppers, and vacations
• You have ever had to wash off in the back yard with a garden hose before your wife would let you in the house
• You’ve never thrown away a 5 gallon bucket
• You have used baling wire to attach a license plate
• You have fibbed to a mechanic about how often you greased a piece of equipment
• Family weddings and special events are planned around spring planting and fall harvest
• You have driven off the road while examining your neighbors crops
• You have used a tractor front-end loader as scaffolding for roof repairs
• You wave at every vehicle whether you know them or not.
• You always look when a vehicle passes your house, even at night.
• You know checkoff is not a Russian diplomat
• Your family instantly becomes silent when the weather comes on the news
• Your excuse for getting out of school is that the cows got out.
• You know cow pies aren’t made of beef.
• Your early morning prayer covers rain, cattle, and pigs.
• During a storm you check the cattle before you check the kids.
• You are related to more than half the town.
• You can tell the difference between a horse and a cow from a distance.
• You know you should listen to the weather forecast before picking out an outfit.
• Your car breaks down outside of town and news of it gets back to town before you do.
• You defend the beauty of being able to see the next town which is 20 miles away.

And finally, if given $1,000,000 you would keep right on farming. You’d farm differently, but you’d keep farming because that is who and what you are.

Until Next Time, Take care
Bernadette Logozar, Rural & Ag Economic Development Specialist
FOR SALE

Mallette HyView Acres
518-497-6837
Horse oats. Straw in small square bales. Alfalfa in round and square bales. Mixed bales also available. Delivery Options.

Dave Vincent  518-483-7990
or 518-572-9714

Feed Oats bagged at the farm. Delivery Available. Also available small square baled straw. Haylage and corn silage is SOLD OUT.

FOR SALE

Bill Wood  518-497-6387
First and second cut, square bales approximately 45lbs. Horse quality hay and dairy feed. Straw also available. 8/09

Del Malone  518-497-0080
Corn Silage for sale, $30/ton at the farm.

FOR SALE

Marble River Alpacas
Bill & Sue Holbrook 518-497-6009
Brand new Titan industrial generator, Model TG 8500 gas driven. $4,000. Still in wrap, Titan commercial trash pump, model TTP-300, 3x3. $1,720. Raw Alpaca fiber—$8 per pound.

This is your FREE CLASSIFIED LOCATION to list items to buy, sell or trade to other local producers.
If you would like to have your listing run contact CCE at 518-483-7403 or email Denise at DML24@cornell.edu