You’re invited to our

Friends of Extension Farmer Appreciation Dinner

Thursday
December 8, 2016
6:00 - 8:30 p.m.

Bath Fire Hall
50 E. Morris St., Bath, NY

Social Hour, Dinner, Awards & Elections
Free to attend
Suggested donation $15

6:00 Social Time
6:30 Program & Dinner

- State of Extension Presentation
- Friends of Extension Awards
  Partner Award
  Volunteer Awards
  Cornell Connection Award
  Producer Award
- Annual business meeting & Elections

CCE Steuben appreciates the value of the agriculture industry in our community. Our 2016 annual meeting seeks to recognize the farming community of Steuben County, along with the rest of the community that supports them. Please join us for our Friends of Extension – Farmer Appreciation Dinner and Annual Election to elect new Board of Directors to guide Cooperative Extension for 2017.

R.S.V.P.: 607-664-2300
Online: http://bit.ly/extensiondinner
3 E. Pulteney Square, Bath, NY
PutKnowledgeToWork.org

Cornell Cooperative Extension
Steuben County

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New Farmers Grant Fund
http://esd.ny.gov/BusinessPrograms/NewFarmersGrantFund.html

Program Purpose
New York State has allocated $1 million in the 2016-2017 state budget for the third round of the New York State New Farmers Grant Fund. Its purpose is to provide grants to support beginning farmers who have chosen farming as a career and who materially and substantially participate in the production of an agricultural product on their farm. These grants will help farmers improve profitability resulting in the growth of agribusiness and the concomitant tax revenues within the state.

The program has provided nearly $1.4 million to farmers since 2014. The list of previous awardees can be found here.

Program Highlights
The New York State New Farmers Grant Fund will help farmers improve farm profitability through one or both of the following goals:

- Expanding agricultural production, diversifying agricultural production and/or extending the agricultural season;
- Advancing innovative agricultural techniques that increase sustainable practices such as organic farming, food safety, reduction of farm waste and/or water use.

Grants may provide a minimum of $15,000 and a maximum of $50,000 for up to 50% of total project costs. The remaining 50% must be matched by the recipient. Eligible sources of recipient match are limited to cash, lines of credit and loans. Other grant funds may not be used as matching funds. For any award the total project cost must be at least twice the grant award request.

Eligibility
Eligible Farmers/Farms (all criteria below must be met):

- A farm operation located wholly within New York State which produces an agricultural product as defined by the Guidelines;
- The farm operation must have a minimum of $10,000 in farm income from sales of products grown or raised on the applicant’s farm as reflected in either personal or business 2015 tax returns;
- All owners must be New York State Residents of at least 18 years of age;
- As of April 1, 2016, all owners must be in the first ten years of having an ownership interest in any farm operation;
- All owners must materially and substantially participate in the day-to-day production of an agricultural product grown or raised on the farm operation.

Eligible Expenditures: Eligible costs include the purchase of new or used machinery and equipment, supplies, and/or construction or improvement of physical structures used exclusively for agricultural purposes.

Application Procedure
Program guidelines and application can be found at the following links. When completing an Application be sure to consult the 2016 New Farmers Grant Fund Guidelines document which contains important program requirements.

2016 Guidelines 2016 Application

Deadline
Applications must be postmarked by January 27, 2017. Grant awards will be announced in the Spring of 2017.
Extending the Grazing Season
Sandy Smart, SDSU Extension

One way to cut fall/winter feeding costs is to extend the grazing season

PUBLISHED ON OCTOBER 25TH, 2016

One proposed way to cut fall/winter feeding costs is to extend the grazing season and allow the livestock to harvest the resource instead of relying on mechanical harvest. (SDSU Extension)

BROOKINGS, S.D. — Producers are always looking to cut costs in livestock operations because of marginal profit opportunities in commodity based markets. One proposed way to cut fall/winter feeding costs is to extend the grazing season and allow the livestock to harvest the resource instead of relying on mechanical harvest. This will reduce the labor required to cut, bale, and feed hay. At issue is the harvest efficiency of grazing versus mechanical harvest and the costs associated with each enterprise. Grazing is an inefficient process (see Figure 1), especially during the growing season when residual leaf material is needed to maintain plant vigor. In extensive grassland systems this efficiency is usually 25% and under more intensive management it could approach 35% under moderate grazing pressure (25 AUD·Mg⁻¹).

However, after a plant sets seed or after a killing frost, less residual leaf material is needed to ensure plant vigor and therefore a greater grazing pressure can be applied to increase the harvest efficiency. In this situation, we might increase harvest efficiency to 50% under very heavy stocking rates or grazing pressures that approach 50 AUD·Mg⁻¹ (Figure 1). By contrast, haying could be as high as 80 to 90% efficient depending on the cutting height. Combining the advantages of these two techniques (high harvest efficiency of cutting and low labor costs of grazing) is the underlying principle behind swath grazing.

Harvest efficiency of swath grazing can be calculated by multiplying the efficiency at harvest time by the efficiency of grazing the swaths in the fall and winter. Typically we might assume 80% harvest efficiency at cutting and a 75% efficiency during the grazing of the swaths. Therefore we would realize a 60% overall harvest efficiency (80% x 75%). In order to increase the grazing efficiency, strip grazing the swaths can help to lessen the wastage (Figure 2 and Figure 3).
In this operation, the producer spends about \( \frac{1}{2} \) hour per day to move the temporary electric fence to allocate the new swaths. Feeding hay using round bales would take a similar amount of time but would also include the costs of running the tractor. Therefore, the producer is eliminating the costs associated with baling and bale moving portions of the haying enterprise.

For more information about extending the grazing season, contact Dr. Sandy Smart: 605.688.4017

**Respiratory Protection In Changing Weather**

*September 01, 2016*

**POSTED BY:** Greg Edwards, DVM
Managing Veterinarian, Dairy Technical Services, Zoetis

Cooler fall temperatures and big temperature swings between day and night can lead to stress on your calves’ immune systems. To avoid this, we’re often inclined to close windows and doors of calf housing. However, this can create an environment with improper ventilation, minimized air exchange and, potentially, a buildup of respiratory disease-causing pathogens — all contributing to a utopia for respiratory infections.

To help protect your calves during changing weather, talk to your veterinarian about implementing these steps:

- Feed calves high-quality colostrum within the first few hours of life to help provide protective antibodies.
- Give an initial intranasal vaccination of [INFORCE™ 3 respiratory vaccine](#) at birth to help calves build strong immunity against respiratory disease-causing pathogens.
- Provide pre-weaned calves enough calories and protein to at least double

**Additional Considerations**

Water availability should be well planned for in advance. In addition, you should test the nutrient content of the swaths prior to grazing so appropriate adjustments in supplements can be made. Most likely some level of protein supplement would be required. In conclusion, swath grazing can be an effective strategy to extend the grazing season and reduce costs to livestock operations.
birth weight by 60 days of age. Offer milk replacer or pasteurized whole milk and a balanced starter.

- Feed calves based on individual size and weight. Adjust feeding based on outside climate.
- Be consistent with rations and feed at the same time each day. If changes are necessary in diet or feeding time, do so gradually.
- Revaccinate calves before moving to group housing.

Small changes in calf management can help minimize the impacts of changing weather. Talk to your veterinarian today.

Beef Cattle Management
Michael J. Baker, PAS, PhD, Beef Cattle Extension Specialist

Disaster Assistance for Beef Producers
From Brenda Bippert, NYBPA Executive Director, by way of Kate Hemstreet, Wyoming County Executive Director

Hi Brenda-
I’m reaching out to you because many New York counties have received disaster declarations due to this summer’s drought. Below is a very abbreviated summary of the two programs I think are most applicable to beef producers. If you would share this information with your members I’d appreciate it. If you have a list of members in Wyoming County I would really appreciate that too. Counties have varying drought monitor designation levels so not all programs will be available all counties (just to make life difficult, I know.)

Livestock Forage Program (LFP)
Payments for grazing losses. Payments are based on number of animals grazing or the number of pasture acres, the number of eligible months and the kind and size of the animal. Animals must be part of a commercial farming operation. If you have/had animals on pasture, please contact FSA! (Deadline to apply WITH ALL SUPPORTING DOCUMENTION is January 30, 2017, so please apply well before that so we can ensure a complete application.)

The following counties have an LFP sign up going on now:
ALLEGANY
CATTARAUGUS
CAYUGA
CHAUTAUQUA
CHEMUNG
CORTLAND
ERIE
GENESEE
JEFFERSON
LIVINGSTON
MONROE
Additionally the counties that have a D3 disaster designation are eligible for this program:

**Emergency Livestock Assistance (ELAP)**
Livestock-Water hauling to pastures only is eligible for ELAP. If you had to haul water to water grazing animals please contact FSA.

Deadline to submit a COMPLETE application for ELAP payment for FY 2016 (10/1/2015 to 9/30/2016) is November 1, 2016. Please apply as soon as possible to ensure your application is complete before the deadline. Late filing is not permitted.

The following counties are D3 counties:
ALLEGANY
CAYUGA
CHEMUNG
ERIE
GENESEE
LIVINGSTON
MONROE
NIAGARA
ONTARIO
ORLEANS
SCHUYLER
SENECA
STEUBEN
TIOGA
TOMPKINS
WAYNE
WYOMING
YATES

New York Natural Resources Conservation Service (NRCS) announces November 18, 2016 as the application cutoff date for Signup 1 of the Environmental Quality Incentives Program (EQIP) for Fiscal Year (FY) 2017.

Through the EQIP program, NRCS offers financial and technical assistance to participants to implement practices which address priority resource concerns, including soil erosion, water quality and habitat degradation. Focus areas within the EQIP program include the farmstead, soil management, habitat, forestry and grazing. Examples of practices implemented through EQIP include: strip cropping, grassed waterways, forest stand improvement and manure storage facilities.

“Through the planning process, NRCS identifies resource concerns present on the agricultural operation,” said Gregory Kist NRCS State Conservationist. “EQIP funds are beneficial to assist the agricultural producers of New York with implementing the practices necessary to treat the resource concerns.”

Springwater Agricultural Products
8663 Strutt Street, Springwater NY
585-315-1094 or 607-759-0405

Crop Production Materials, Foliar Nutrition & Adjuvant Sales
SeedWay, NK&WL, Seed Sales:
Corn, Soybeans, Small Grains, Forage & Pasture Grasses
Open Every Day – Dave Votypka, Owner
Quality Products with Farmer Friendly Prices!
Applications accepted between November 18, 2016 and February 17, 2017 will be considered for funding in Signup 2. Applications accepted after February 17, 2017 will only be considered in FY2017 if additional application rounds are announced. Applications not funded in FY2017 will be deferred for consideration in FY2018. All applications are competitive and are ranked based on national, state and locally identified resource priorities and the overall benefit to the environment.

If you are interested in applying for an NRCS conservation program please visit our web site for information on applying at: http://www.nrcs.usda.gov/wps/portal/nrcs/detail/ny/programs/financial/eqip/?cid=nrcs144p2_027058.

You may apply by visiting your local NRCS field office, which can be located using the web site: http://offices.sc.egov.usda.gov/locator/app?state=NY.

This entry was posted in Uncategorized on October 21, 2016 by Michael James Baker.

**Controlling the Uncontrollable**

*Virginia A. Ishler*

Extension Dairy Specialist

Dairy profitability seems to be a constantly moving target. Producers are dealing with the highs and lows of milk prices and feed costs. Some fixed and variable costs stay about the same regardless of what is happening in the markets. Producers are working with biological units (crops and cows), which are subject to external forces making crop yields and milk production unpredictable. Can dairy producers control what appears to be uncontrollable?

**Production Perspective**

Working with several hundred producers over the past years, the extension dairy business management team has observed the same formula for producers that maintain very low breakeven costs compared to their counterparts focusing solely on the dairy enterprise. The profitable dairy operations deal with the same external forces that everyone else contends with except they implement some key management practices and plan ahead for the worst case scenario.

The one common theme that keeps showing up on profitable dairy herds is attention to forage inventory and quality. Regardless of the challenges Mother Nature may dish out, they have all the pieces in place with equipment and labor to get crops harvested in the timeliest manner, optimizing yields and quality. Even though one or both may be compromised during challenging times, they have a plan in place so they don’t get behind. This entails maintaining equipment and having ample labor when needed. The profitable dairies have total feed costs per cow, including home raised and purchased feeds, several hundred dollars per cow less versus the unprofitable dairies. In 2015 the profitable dairies showed 39% of their income going to total feed cost compared to 48% for their counterparts.

The general assumption that higher milk production equates to higher profitability is not always the case. From the Penn State work, if the most and least profitable dairy operations are removed from the data set, milk income is very similar across breakeven costs ranging from $16 to $22/cwt.

Herds that have good cost control rise to the top for profitability. Dairy direct costs are often in the range of $700 to $850/cow and this is fairly consistent over the years. Operating expenses (minus hired labor) are also consistent around $500 to $700/cow. When evaluating herds for bottlenecks to profit, dairy direct costs and overheads usually don’t identify the problem.

Hired labor and loan payments are the other areas that create a huge gap between the least and most profitable dairies. This is a difficult bottleneck to overcome. There are a multitude of reasons that lead to these excessive costs. One observed scenario is cows performing very
well however multiple families living off milk income that is not sustainable in providing adequate cash flow. This goes well above what a nutritionist, veterinarian or consultant can do to help improve the situation. Even when the whole farm is evaluated, the same trend shows up, similar income but very different expenses.

When working with producers what are the controllables? From a production standpoint, forage inventory and quality are the primary influencers to cash flow and this is a tangible goal for consultants and producers to improve. The expenses related to hired labor and loan payments are an area where the producer needs to make fundamental changes in spending and to the overall business model. All of these require knowing the big picture and having all the facts before making recommendations or changes.

**Action plan for sustaining the dairy enterprise**

**Goals**

Meet with a financial planner to complete a cash flow plan.

**Steps**

- **Step 1:** Implement an accounting system to track income and expenses in the appropriate categories. Make sure the system provides sufficient detail to enterprise crop direct expenses.
- **Step 2:** Develop a cash flow plan for both the dairy and whole farm enterprise.
- **Step 3:** Meet with the appropriate consultants to review bottlenecks to a sustainable breakeven cost of production. Prioritize the problem areas.
- **Step 4:** Develop and implement a plan to correct problem areas on the farm.

**Economic perspective**

Monitoring must include an economic component to determine if a management strategy is working or not. For the lactating cows income over feed costs is a good way to check that feed costs are in line for the level of milk production. Starting with July's milk price, income over feed costs was calculated using average intake and production for the last six years from the Penn State dairy herd. The ration contained 63% forage consisting of corn silage, haylage and hay. The concentrate portion included corn grain, candy meal, sugar, canola meal, roasted soybeans, Optigen (Alltech product) and a mineral vitamin mix. All market prices were used.

Also included are the feed costs for dry cows, springing heifers, pregnant heifers and growing heifers. The rations reflect what has been fed to these animal groups at the Penn State dairy herd. All market prices were used.

**Income over feed cost using standardized rations and production data from the Penn State dairy herd.**

![Graph showing income over feed cost comparison](image)

Note: September's Penn State milk price: $17.82/cwt; feed cost/cow: $5.44; average milk production: 80 lbs.

**Feed cost/non-lactating animal/day.**

![Graph showing feed cost for different animal groups](image)
Dairy Market Watch

<table>
<thead>
<tr>
<th>Milk Component Prices</th>
<th>Milk Class Prices</th>
<th>Statistical Uniform Price &amp; PPD</th>
<th>MPP</th>
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<tbody>
<tr>
<td>Month</td>
<td>I (Boston)</td>
<td>II</td>
<td>III</td>
</tr>
<tr>
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<td>$2.75</td>
<td>$1.98</td>
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<tr>
<td>Oct 15</td>
<td>$2.91</td>
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<tr>
<td>Nov 15</td>
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<tr>
<td>Sep 16</td>
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<td>$2.56</td>
<td>$19.81</td>
</tr>
</tbody>
</table>

September Utilization (Northeast): Class I = 35%; Class II = 25%; Class III = 26%; Class IV = 14%.

Class I = fluid milk; Class II = soft products, cream, and yogurt; Class III = cheese (American, Italian), evaporated and condensed products; Class IV = butter and milk powder.

*At a milk margin minus feed costs of $8 or less, payments are possible depending on the level of coverage chosen by the dairy producer.

**Cheese:** With milk readily available and components on the rise, cheese production is seasonally strong and near full capacity at many U.S. cheese facilities. Northeast market participants note cheese stocks are sufficient for most near term commitments, however some mozzarella inventories are sold out. A few manufacturers are getting more inquiries from export channels. Although sales have not yet developed, cheese makers are hopeful it is a sign that those market opportunities may be able to grow in the near future.

**Dry Products:** Spot prices for low/medium heat nonfat dry milk (NDM) are mixed in all regions. Spot sales activity is light. Prices for high heat nonfat dry milk are unchanged. Trading is light as inventories are tight. Dry buttermilk prices are up in the East and Central regions, where offerings are light. A few spot sales of dry whole milk throughout the nation shifted down prices. Demand from dry mix manufacturers and bakers is active. Nationwide, there are limited changes on whey prices. Inventories continue tight in all regions.

**Fluid Milk:** Farm milk output is up in Florida, California, Arizona and the Central region, but steady in the Northeast and MidAtlantic. Nationwide, milk components are improving and milk supplies are in balance with processing needs. Bottled milk sales vary throughout the country. Condensed skim usage into NDM processing is strong. Cream is readily available in all regions and demand from sour cream, yogurt and cream cheese manufacturers is improving. Heavy cream volumes continue clearing into butter churning. Some sellers and buyers are finalizing cream contracts for Q1 of 2017.

**Butter:** Nationwide, butter production is very active as ample cream supplies continue clearing into churns. Most butter processors are running operations at full capacity ahead of the Q4 holiday needs. Microfixing is active as some processors want to rotate older stocks with fresh inventory. Bulk butter supplies are heavy. In order to lower bulk stocks, some manufacturers are selling at lower prices in the spot market. The current bulk prices are improving buyers’ demand. Bulk butter prices reported throughout the country are ranging from 2 cents under to 8 cents over the market, based on the CME Group with various periods and averages used. Print butter requests from retailers are strong. This week, a cooperative export assistance program accepted 23 requests for export assistance to sell 859,803 pounds of butter.
Comments: Milk Production in New York during September 2016 totaled 1.21 billion pounds, up 4.9% from September 2015. The average milk price received by New York Farmers was $17.30 in August, up $0.50 from July 2016 but down $0.10 from a year ago. The number of milking cows in New York stayed the same from a year ago, but milk per cow went up 4.8% (Northeastern Region Monthly Milk Production Report, October 24, 2016).

US Milk Production for the month of September was up 2.1% from a year ago, although the number of cows declined by 3,000 head from August to September. Cheese prices rallied in August, which helped to push up the August Class III price. Forecasts for October through December put Class III prices in the low $15’s. Weak exports, along with increases domestic milk production, have increased cheese stock levels and driven down prices in spite of strong domestic cheese sales. Stocks for American Cheese on August 31st were 5% higher than a year ago and 12% higher than the 5-year average. Cheese exports were down 17% for January through August as compared to a year ago and were almost 29% lower than in 2014. Butter sales have continued to hold throughout the year, but fell just below $2/pound throughout October. Normally, butter prices would peak in October as we move into the holiday season, but growing stocks and weaker exports continue to suppress prices. August 31st butter stocks were almost 52% higher than a year ago, while exports were 59% lower than a year ago. The net trade deficit for butter in August was the highest since December 2006 (Cropp, Bob. Memo to Dairy-L. October 20, 2016).

Penn State’s measure of income over feed cost rose by 15% from August to September due to higher milk prices and somewhat lower feed prices. September’s IOFC is the highest we’ve seen since November 2014. Income over feed cost reflects daily gross milk income less feed costs for an average cow producing 65 pounds of milk per day (Dunn, Jim. Dairy Outlook, October 2016).

Looking ahead, Class III will likely be in the $15’s for the first quarter of 2017, and then incrementally increase throughout the year – reaching the $16’s by the end of the second quarter and possibly the high $16’s into the 3rd and 4th quarters. USDA and other forecasters differ on price points for 2017, but all of them have prices improving as we move through next year. The level of milk production and exports will be key factors determining how much of an improvement we might see. The World milk supply is starting to balance with less milk coming out of the EU and lower milk production in New Zealand, Australia, and Argentina. It’s also looking like China will be more active in importing dairy products into 2017 (Cropp, Bob. Memo to Dairy-L. October 20, 2016).
**Baby It's Cold Outside: Winter Calf Care Webinar**

Calves need extra care when the weather turns cold. We will discuss cold weather nutritional needs; how to keep calves fed and growing; health concerns when the temperature drops; and how to keep them clean and dry at calving and beyond.

Date: October 26, 12:30 - 1:15 p.m  
Location: Your computer!  
No registration is required - access link on Webinars page

**2016 Feed Dealer Seminars**

Designed specifically for nutritionists, veterinarians, crop and management consultants, extension educators, and dairy producers with specific interest in nutrition-oriented topics, seminars are designed to blend the latest concepts in feeding and other management aspects of dairies with field level application.

Dates: November 15 - 18, 2016  
Locations: 4 sites across NYS and 1 site in VT  
Registration: Contact your local CCE office

**Calf & Heifer Congress 2016**

"Laying the Foundation for Top Herd Performance"  
Presented by the NWNY Dairy, Livestock & Field Crops Team in conjunction with Cornell PRO-DAIRY, sessions will cover a variety of topics related to calf and heifer health, production, and feeding. Special presentation by motivational speaker and Dairy Girl Network founder, Laura Daniels.

Dates: December 7 - 8, 2016  
Location: DoubleTree Hotel, Syracuse, NY  
Early Bird Deadline: November 1

**Operations Managers Conference**

Operations management on dairy farms is integral to the success of the farm business. The Operations Managers Conference for Dairy and Field Crops provides an opportunity for people responsible for day to day activities to increase their management and operations skills while interacting with other managers.

Dates: January 24 - 25, 2017  
Location: Holiday Inn, Liverpool/Syracuse, NY  
Registration opens November 1!

**CDEP Management Symposium**

"Strategic Management for Future Success"  
A unique management education symposium for CDEP alumni and progressive dairy managers.

Dates: February 21 - 22, 2017  
Location: The Strathallan, Rochester, NY  
Early Bird Deadline: February 1, 2017

**2017 Herd Health & Nutrition Conference**

The Herd Health and Nutrition Conferences are presented by PRO-DAIRY and the Northeast Agribusiness & Feed Alliance to provide an opportunity for dairy producers, veterinarians, feed industry representatives and agriservice personnel to increase their knowledge of current herd health and nutrition management techniques while interacting with other professionals.

Date: April 12, 2017  
Location: Holiday Inn, Liverpool/Syracuse, NY  
Registration opens in January 2017

**Academy for Dairy Executives**

A unique educational opportunity for progressive dairy executives, this program is designed to provide progressive young dairy executives and agri-service personnel the opportunity to increase their knowledge of the leadership and management skills necessary to run a successful dairy during three one-night sessions over 4 months.

Dates: Session 1 begins December 13 - 14, 2016  
Location: Western New York  
Application Deadline: November 1

**Dairy Nutrition Shortcourse**

This shortcourse is designed primarily for early career nutritionists and allied industry professionals seeking a more comprehensive foundation in the principles of dairy cattle nutrition and their application within dairy herd management. The course blends classroom-based instruction with practical skill development along with networking opportunities for attendees with each other and with course faculty in informal settings.

Dates: June 5-8, 2017  
Location: Miner Institute, Chazy, NY
COMING EVENTS:

**November 9-Do you Love Cheese?** 6-9pm, CCE Office, Bath, NY. Space is limited, call 607-664-2300 for more information or to register.

**December 8-Friends of Extension-Farmer Appreciation Dinner**, 6-8:30 pm, Bath Fire Hall, 50 E. Morris St., Bath, NY For more information and to register call the CCE Office at 607-664-2300.

TRADING POST:

**For Rent:** 3 acres that was in CRP and mowed annually, most of it level, additional adjacent 2 acres that was not mowed. Located on Willey Road, South Dansville, 585-729-6635

**Removal:** Need two silos to be removed as soon as possible. Contact Dana or Gail Sgrecci at 607-594-4169 or 607-742-5248