

Cornell Cooperative Extension of Oneida County's

# *Farm Flash*

---



*Happy Thanksgiving  
from the Ag Team and the staff at  
Cornell Cooperative Extension*

*November 2009*



Cornell University  
Cooperative Extension  
Oneida County

CCE of Oneida County  
121 Second Street  
Oriskany NY 13424  
315-736-3394  
[www.cce.cornell.edu/oneida](http://www.cce.cornell.edu/oneida)



*Jeffrey Miller*  
*Agriculture Team Leader*  
*E-mail @ [jjm14@cornell.edu](mailto:jjm14@cornell.edu)*  
*736-3394 x120*



*Marty Broccoli*  
*AED Specialist*  
*E-mail @ [mj683@cornell.edu](mailto:mj683@cornell.edu)*  
*736-3394 x121*



*Bonnie Collins*  
*Ag Farm Business*  
*Management Educator*  
*E-mail @ [bsc33@cornell.edu](mailto:bsc33@cornell.edu)*  
*736-3394 x104*



*Jim Manning*  
*Farm Business Manager*  
*E-mail @ [jpm277@cornell.edu](mailto:jpm277@cornell.edu)*  
*736-3394 x129*



*Mary Wrege*  
*Renewable Energy Educator*  
*E-mail @ [mpw57@cornell.edu](mailto:mpw57@cornell.edu)*  
*736-3394 x131*



*Remi Link*  
*AED Assistant*  
*E-mail @ [rl368@cornell.edu](mailto:rl368@cornell.edu)*  
*736-3394 x111*



*Caroline Williams*  
*Rural Development*  
*E-mail @ [jcw28@cornell.edu](mailto:jcw28@cornell.edu)*  
*736-3394 x133*

## **CCE of Oneida County Farm Flash** **Table of Contents**

<b>Page 4</b>	<b>Upcoming Events</b>
<b>Page 6</b>	<b>Women Farming Today</b>
<b>Page 7</b>	<b>Oneida County Farmland Protection Plan to be Updated in 2010</b>
<b>Page 8</b>	<b>Open Burning Law</b>
<b>Page 10</b>	<b>Milk Price Watch</b>
<b>Page 12</b>	<b>High Moisture Shell Corn</b>
<b>Page 14</b>	<b>Record Keeping Requirements for Dairy Farm Business Summary-Liabilities</b>
<b>Page 16</b>	<b>Crop Shorts by Jeff Miller</b>

# **Become an enrolled member in 2009, make a financial contribution!**

Commercial farmers in Oneida County receive the Farm Flash free of charge, because many of you have commented that the newsletter is one of your preferred sources of information and we want you to receive that information.

Being an enrolled member and making a financial contribution demonstrates your support for the programs we offer. Financial contributions from individual residents represent a significant part of our budget, allowing us to continue to offer high quality programs and services. Whether its commercial agriculture or 4-H youth development, our office strives to meet the educational needs of the residents of Oneida County.

Please fill out the card below and return it to us with your contribution.

On behalf of the board of directors, staff, and most importantly, the people of Oneida County, thank you for your enrollment and your belief in our mission. We appreciate the help you have given us in the past and are grateful for the gift you provide us now. Thank you.

## **Cooperative Extension Oneida County *Agriculture* Enrollment**

Date \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone: \_\_\_\_\_, Fax \_\_\_\_\_ Email: \_\_\_\_\_

Amount: \$ \_\_\_\_\_

( ) Check here if you would like to receive an email notice of the latest Farm Flash Online in replacement of receiving a paper copy.

E-mail address \_\_\_\_\_

## Upcoming Events

### **Landowner issues and opportunities**

Saturday, November 21 – 9am to 12pm

CCE Oneida County, 121 Second Street, Oriskany

Even if you are not a farmer yourself, as a landowner you are an important part of the future of farming in Oneida County. In this session we will:

Help you understand how Ag Districts and the Ag Value Assessment program work

Discuss what goes into a good contractual agreement between landowner and a farmer, including insurance issues

Detail some of the opportunities for landowners presented by new biofuel crops

**RSVP requested**, or for more information, contact

Jim Manning at 736-3394 x129

or by e-mail at [jpm277@cornell.edu](mailto:jpm277@cornell.edu).

### **Labor Relations and Regulations**

Thursday December 10th - 10:00am to 12:30pm

CCE Oneida County, 121 Second Street, Oriskany

This seminar is for farm and agribusiness employees. The New York State Department of Labor, division of labor standards will discuss:

- ◆ Minimum wages, Farm Youth Rates
- ◆ Meal periods, breaks, hours of work
- ◆ Overtime, If or when appropriate
- ◆ Payment frequencies
- ◆ Fringe benefits
- ◆ Deductions
- ◆ Certificate/Registration Requirements
- ◆ Record-keeping, wage statements, posting
- ◆ Terminations, notice requirements
- ◆ Child labor, Farm and Non Farm if Applicable

The last half hour of the seminar will be open discussion on:  
Recruiting and Working with a Hispanic Workforce.

### **QuickBooks I**

January 7, 2010 (10-12:30pm)

### **QuickBooks II**

January 14, 2010 (10-12:30pm)

**Farm Wanted:** Looking for a small dairy/horse farm with 100-300 acres. 40-50 acres tillable, 30-50 pasture and the rest woods for firewood & timber. Tie stall barn to hold 5-10 milking cows & 30-40 heifers. Contact John U. Hershberger, 798-A Five Mile Line Rd., Ogdensburg, NY 13669.

Mark Smith  
 Full Time Forage Specialist  
 Smith Ag Service  
 PO Box 1018  
 Morrisville NY 13408  
 315-684-7737  
 315-447-7579 Mobile





Performance  
PREMIXES

**PERFORMANCE  
PREMIXES**

Sales Agent for  
Pioneer Hi-Bred  
Oneida & Herkimer Co.



**Home of:  
Quickcow  
Booster**



**Quickcow  
Caps**

Sales Agent for Browns Feed  
- BULK - BAG

*"Let the Performance Begin"*  
Call Andy Mower Owner/  
President  
315-734-1705  
*Serving The Dairy Industry for 21  
years*



**S.V.I.C.**

*'Insure and Be Sure'*

**Sauquoit Valley Insurance Co.**

Farmowner ★ Homeowner ★ Manufactured Homes  
 Dwelling Fire ★ Farm Fire ★ Commercial Fire  
 Inland Marine ★ Landlord Policies

P.O. Box 453 • 10170 Roberts Road • Sauquoit NY 13456  
 (315) 737-5911 • Fax: (315) 737-6887 • [sjeffers@sauquoitvalley.com](mailto:sjeffers@sauquoitvalley.com)

**WARNER SALES & SERVICE, INC.**

6470 Greenway New London Rd.  
 Rome, NY 13440  
 Phone: 315-336-0311  
 Email: [sales@warnerss.com](mailto:sales@warnerss.com)

SALES SERVICE  
RENTALS









CAROLINA EASTERN-VAIL, INC.

**CAROVAIL**

For all your needs  
 Fertilizer • Seed • Crop Protection  
 Custom Application



(315) 841-3201 • 888-991-9292 • Fax 315-841-4339  
 E-Mail: [carovail@cnymail.com](mailto:carovail@cnymail.com)  
 8341 US State Route 20 • Oriskany Falls, NY 13425

## In their own Words

By Bonnie Collins

Advertising families, farms and the dairy industry is a great way to speak to the individuals who can support and make a difference in the dairy industry. Several women from the *WOMEN FARMING TODAY* discussion group of Oneida County had an opportunity to meet with their county legislators on October 14, 2009. These busy women presented their stories, their struggles and concerns to the legislators, while offering support for Cornell Cooperative Extension of Oneida County, in their efforts to provide research based information and hands on workshops in helping the farm families.

First up was an hour meeting with Oneida County Executive, Anthony Picente. The women, Sheryl Taylor, Debbie Finn, Lisa Frost, Terri DiNitto, Marylynn Collins, and Joan Smith, presented the history of their dairy farms, the need for 4H programming to produce the next generation of farmers, and to find ways to educate the public on the importance of the dairy industry. Based on the number of women in this conversation, these farms generate approximately 3.5 million gallons of milk a year and have a property land tax base of over 4,000 acres. The women went on to meet both the Republican and the Democratic legislators in their respective caucuses. The women again proudly explained their family history. Several questions were asked by the legislators and a personal invitation was given to all to attend the 2010 Farm Fest on June 4<sup>th</sup> at DiNitto Farms.

The women offering their own words of concerns and support for their industry, their children and Cooperative Extension, I believe provided an impact far reaching than any letters to the editor or telephone calls to representatives could accomplish. I want to publicly acknowledge and thank the women for taking time to represent their industry and the encouragement offered for continuing programming of 4H, AED, and the agricultural department of Cooperative Extension.

There are currently 16 members in the *WOMEN FARMING TODAY* discussion group, whose mission is to provide a format for "Farm women to come together to support each other and share their knowledge, to strengthen their families and their businesses". As the busy women they are, not all could attend the October meeting, however with the exchanges of emails their voice was representative of all the women's concerns and support. I want to remind all members of the *WOMEN FARMING TODAY* discussion group to attend the November 19th meeting for a special surprise.

## **ONEIDA COUNTY FARMLAND PROTECTION PLAN TO BE UPDATED IN 2010**

The Oneida County Farmland Protection Plan was created in March of 2000 by many individuals and groups who have an interest in protecting the agriculture resources of the county. New York State Department of Ag. & Markets recommends that the plan be updated every 10 years. This initiative will begin in 2010 and we will explain the process in a future article. One of the Farmland Protection Board's (FPB) functions is to review the Agricultural Districts within the county. On August 25<sup>th</sup> the FPB partnered with Cornell Cooperative Extension AED, Oneida County Finance, Oneida County Planning and Soil & Water to hold an Informational Learning Session on Agricultural Districts, Agricultural Zoning and Agricultural Assessment at the town hall in Annsville. After the presentation, the landowners had the ability to ask questions on each topic. A definite confusion from the landowners between Ag-assessment and Ag-districts was identified. There is a distinct legal difference between the two. Land owners need to understand this difference and what the benefits are for each.

Oneida County currently has 140,206 acres in Ag-districts. For 2009, the board had reviewed Ag-district 1(Annsville, Camden, Florence & Vienna). Originally there were 32 Ag-districts throughout the county. The Farmland Protection Board felt for efficiency and quicker reviews of the Ag-districts a consolidation of the districts would benefit the county. The board petitioned the state and requested to revamp the county from 32 to 7 districts. Every seven years a district will be reviewed. During the process to review Ag-district 1, the Oneida County Planning Department, CCE AED Department Oneida County Taxation & Finance and the FPB worked together to identify parcels that may be eligible to be in an Ag-district. As an example of the situations that we encounter during the open enrollment period, a farm parcel in Camden that contained a dairy barn was found not to be in an Ag-district. The owner was contacted and made aware of this. They assumed that all of their properties were in the district. An application form was sent and that property was added. As a result of all of our efforts, the FPB submitted an additional 3,959 acres for Ag-district 1 increasing it to 18,338 acres.

Continued on next page

The next district for review in 2010 will be District 2 (Ava, Lee, Rome & Western). Currently there are 18,651 acres enrolled in Ag-district #2. An informational session is planned for the beginning of the year and will be posted on the CCE web site. If you would like more information on Agricultural Districts, Right to Farm Laws and Ag-Value Assessment, please contact Marty Broccoli or Remi Link at Cornell Cooperative Extension (736-3394 ext 111). Guy Sassaman, Oneida County Planning (798-5710) or Kathy Pilbeam at Oneida County Taxation & Finance (798-5760).

**New York State Legislature  
Passes Open Burning Law on  
October 14, 2009**

*(Note: Under the Oneida-Herkimer Solid Waste Authority (OHSWA), most open burning was already prohibited in our area due to concerns about air contaminants. OHSWA has added the following to their website to clarify the impact of the new state-level legislation.)*

Burning trash or solid waste is now prohibited in New York State in all cases. With the new State Law, it is now illegal to have an open fire for disposal of trash burning solid waste in a barrel anywhere in New York State. Environmental Conservation Officers will now be able to write violation notices for illegal fires, backyard burning and open burning in barrels.

It is also illegal for farmers to open burn pesticide containers, fertilizer bags, plastic Ag storage bags, feed bags and other plastic or synthetic materials.

Open fire means any outdoor fire or outdoor smoke producing process for which air contaminates are emitted directly in to 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.

For complete information on the relevant regulations, visit [www.ohwsa.org](http://www.ohwsa.org), click on “quick links” and then on “Illegal dumping and burning” or contact OHSWA at 733-1224.

**FARM WANTED:** Couple looking for 100 – 300 acre dairy farm that has room for vegetable production and/or small greenhouse. Barns to hold 75-100 cows and 50-75 heifers. Contact Keith at 1-410-482-8661

**NOTICE:** Dairy Farmers - H.P. Hood in Vernon is still looking for local farmers interested in feeding Whey by-product. If interested, contact Phillip Campbell or Steve Shaw at 829-2350. For more information contact Marty Broccoli, CCE at 736-3394 Ext. 121.

**First Pioneer Farm Credit, ACA**

Your First Choice For Financial Solutions



- ◆ Farm Loans
- ◆ Agribusiness Loans
- ◆ Leasing
- ◆ Appraisal Services
- ◆ Tax Services
- ◆ Financial Records
- ◆ Crop Insurance
- ◆ Credit Life Insurance
- ◆ Payroll Services
- ◆ Business Planning
- ◆ Estate Planning
- ◆ Profit Improvement

995 State Route 12 ♦ PO Box 60 ♦ Sangerfield, NY 13455  
 (800) 762-3276 ♦ (315) 841-3398 ♦ FAX (315) 841-3397  
[www.firstpioneer.com](http://www.firstpioneer.com)

**POHL'S FEEDWAY INC.**

Feeds & Crop Needs  
 Custom Mixed Feeds  
 PO Box 246 4560 Verona Rd  
 Vernon NY 13476

**Dana Pohl** Cell: 796-9005  
**Gary E. Sherwood, CCA**  
 Cell: 796-9004

Phone: 315/829/2753  
 Toll Free: 800/982/0851  
 Fax: 315/829/2273



**Andrew M. Dugan, P.A.S.**  
 Vice President

PO Box 127  
 7593 Route 20  
 Sangerfield, NY 13455

Tel: 800-228-2709  
 Fax: 315-841-4121  
 Home: 607-847-9875  
 Cell: 315-525-7711  
 Email: [adugan@blueseal.com](mailto:adugan@blueseal.com)

**Setti** [andy.dugan@blueseal.com](mailto:andy.dugan@blueseal.com)

*Established in 1946*

Sangerfield 1978 ~ Canastota ~ Cowville 1986

**WHITE'S**  
 FARM SUPPLY, INC.

**Your Parts Specialists**

Rt. 31 Canastota 697-2214    Rt. 26 Louville 376-0300    Rt. 12 Waterville 841-4181

Visit our website:  
[www.whitesfarmssupply.com](http://www.whitesfarmssupply.com)

**CASE IH** **NEW HOLLAND AGRICULTURAL** **CNH ORIGINAL PARTS**

**YOUR FARM EQUIPMENT SPECIALISTS**



***T & P Sales and Service***  
*Agricultural Spray Materials*  
*Corn and Grass Seed*  
*Bulk & Bag Feed*  
*Custom Soybeans Roasting*

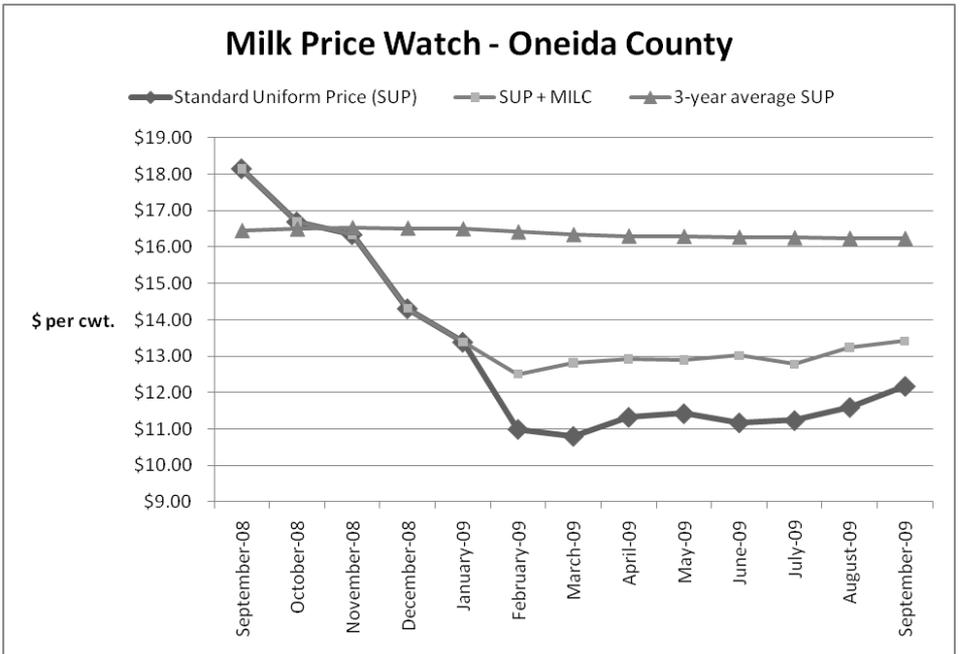
**Buddy Richardson & Family**  
 Skinner Rd. Vernon Center, NY  
**(315) 829-8000**

# Milk Price Watch for Oneida County

Thirteen months through September 2009

These prices are adjusted from the Federal Milk Order No. 1 for the Syracuse location, which determines Oneida County prices. When MILC program payments are in effect, this chart also shows the total price after MILC (SUP+MILC) using actual or estimated payments.

Remember that these prices do not reflect marketing and hauling charges, and they are based on a standardized component mix (3.5% butterfat; 2.99% protein; and 5.69% other solids). Your actual check will depend on these factors.



**Farm for Sale:** 67 acre farm in the Deansboro area. 11 Room Victorian Home with Three car Garage. Two Barns with 21 Stalls, Hay Barn and a 200 foot Indoor Arena.  
Contact Gary at Equine Properties 518-875-6220

**For Sale or Rent:** Farm and or land near the Town of Western 140 acres of pasture & tillable meadows. stantioned barn holds 60.  
Contact Ed at 335-2745.

**Farm Wanted:** Looking for a dairy farm suitable to raise goats, field crops, fruits & vegetables. They would prefer 50 to 100 acre farm with a free stall barn. Contact Barbara Kampfer at 518-661-6055.

**LOUIS J. GALE & SON, INC.**

**Waterville, N.Y. 13480  
7889 Canning Factory Road  
841-8411 OR 841-8410**

**RETAIL FEED—GRAIN—SEED  
CUSTOM MIXING & GRINDING  
LIME & HI MAG LIME  
GROW RIGHT FERTILIZER  
PESTICIDES—CORN DRYING**



**GROWMARK FS**

PO Box 65 Office: 315/841/8886  
7610 State Route 20 1/800/852/5003  
Sangerfield NY 13455 Fax:  
315/841/4405  
[Sangerfield@growmarkfs.com](mailto:Sangerfield@growmarkfs.com)



**Fertilizer, Lime, Seed, Agronomy  
Satisfying Customers, Profitably**

**Reach for your Star<sup>®</sup>**



1-800-NBT-BANK • [www.nbtbank.com](http://www.nbtbank.com)

*With Offices in:*

*Clinton, Herkimer, New Hartford,  
Rome and Whitesboro*

Member FDIC

HIGH MOISTURE SHELL CORN —Given the weather this fall, some may not reach full maturity. When considering high-moisture and seller – for valuing the harvest based on the current price

## Equivalent Price/Ton\* of: High Moisture

Jeff Key, Winnebago County Agricultural/Farm

Moisture	lbs Wet	%	Dry			
% Wet	Kernels	Shrink	Bushels	\$3.25	\$3.35	\$3.45
15.0	2000	0.00	35.71	\$116.07	\$119.64	\$123.21
16.0	2000	1.09	35.32	\$114.80	\$118.34	\$121.87
17.0	2000	2.28	34.90	\$113.43	\$116.92	\$120.41
18.0	2000	3.46	34.48	\$112.06	\$115.50	\$118.95
19.0	2000	4.64	34.06	\$110.68	\$114.09	\$117.49
20.0	2000	5.83	33.63	\$109.31	\$112.67	\$116.04
21.0	2000	7.01	33.21	\$107.94	\$111.26	\$114.58
22.0	2000	8.19	32.79	\$106.56	\$109.84	\$113.12
23.0	2000	9.38	32.37	\$105.19	\$108.43	\$111.66
24.0	2000	10.56	31.94	\$103.82	\$107.01	\$110.20
25.0	2000	11.74	31.52	\$102.44	\$105.59	\$108.75
26.0	2000	12.93	31.10	\$101.07	\$104.18	\$107.29
27.0	2000	14.11	30.68	\$99.69	\$102.76	\$105.83
28.0	2000	15.29	30.25	\$98.32	\$101.35	\$104.37
29.0	2000	16.48	29.83	\$96.95	\$99.93	\$102.91
30.0	2000	17.66	29.41	\$95.57	\$98.51	\$101.45
31.0	2000	18.84	28.98	\$94.20	\$97.10	\$100.00
32.0	2000	20.03	28.56	\$92.83	\$95.68	\$98.54
33.0	2000	21.21	28.14	\$91.45	\$94.27	\$97.08
34.0	2000	22.39	27.72	\$90.08	\$92.85	\$95.62
35.0	2000	23.58	27.29	\$88.71	\$91.43	\$94.16
36.0	2000	24.76	26.87	\$87.33	\$90.02	\$92.71
37.0	2000	25.94	26.45	\$85.96	\$88.60	\$91.25
38.0	2000	27.13	26.03	\$84.58	\$87.19	\$89.79
39.0	2000	28.31	25.60	\$83.21	\$85.77	\$88.33
40.0	2000	29.49	25.18	\$81.84	\$84.36	\$86.87
41.0	2000	30.68	24.76	\$80.46	\$82.94	\$85.42

\* If you must harvest this corn, subtract the harvesting costs; and if you can **pay** will be determined by supply and demand conditions in your area and special circumstances it should not be above the prices shown here.

producers are considering how to make the most of grain corn that ear corn, the following table can serve as a guideline – for both buyer of dry shelled corn.

## Shelled Corn

Management Agent and Gary Frank, Center for Dairy Profitability

	Dry Bushel						
	Price per						
	\$3.65	\$3.75	\$3.85	\$3.95	\$4.05	\$4.15	
\$3.55	\$126.79	\$130.36	\$133.93	\$137.50	\$141.07	\$144.64	\$148.21
	\$125.40	\$128.93	\$132.47	\$136.00	\$139.53	\$143.06	\$146.60
	\$123.90	\$127.39	\$130.88	\$134.37	\$137.86	\$141.35	\$144.84
	\$122.40	\$125.85	\$129.30	\$132.74	\$136.19	\$139.64	\$143.09
	\$120.90	\$124.31	\$127.71	\$131.12	\$134.52	\$137.93	\$141.33
	\$119.40	\$122.76	\$126.13	\$129.49	\$132.85	\$136.22	\$139.58
	\$117.90	\$121.22	\$124.54	\$127.86	\$131.18	\$134.51	\$137.83
	\$116.40	\$119.68	\$122.96	\$126.24	\$129.51	\$132.79	\$136.07
	\$114.90	\$118.14	\$121.37	\$124.61	\$127.84	\$131.08	\$134.32
	\$113.40	\$116.59	\$119.79	\$122.98	\$126.18	\$129.37	\$132.56
	\$111.90	\$115.05	\$118.20	\$121.35	\$124.51	\$127.66	\$130.81
	\$110.40	\$113.51	\$116.62	\$119.73	\$122.84	\$125.95	\$129.06
	\$108.90	\$111.96	\$115.03	\$118.10	\$121.17	\$124.23	\$127.30
	\$107.40	\$110.42	\$113.45	\$116.47	\$119.50	\$122.52	\$125.55
	\$105.90	\$108.88	\$111.86	\$114.85	\$117.83	\$120.81	\$123.79
	\$104.40	\$107.34	\$110.28	\$113.22	\$116.16	\$119.10	\$122.04
	\$102.90	\$105.79	\$108.69	\$111.59	\$114.49	\$117.39	\$120.29
	\$101.39	\$104.25	\$107.11	\$109.96	\$112.82	\$115.68	\$118.53
	\$99.89	\$102.71	\$105.52	\$108.34	\$111.15	\$113.96	\$116.78
	\$98.39	\$101.17	\$103.94	\$106.71	\$109.48	\$112.25	\$115.02
	\$96.89	\$99.62	\$102.35	\$105.08	\$107.81	\$110.54	\$113.27
	\$95.39	\$98.08	\$100.77	\$103.45	\$106.14	\$108.83	\$111.52
	\$93.89	\$96.54	\$99.18	\$101.83	\$104.47	\$107.12	\$109.76
	\$92.39	\$94.99	\$97.60	\$100.20	\$102.80	\$105.41	\$108.01
	\$90.89	\$93.45	\$96.01	\$98.57	\$101.13	\$103.69	\$106.25
	\$89.39	\$91.91	\$94.43	\$96.95	\$99.46	\$101.98	\$104.50
	\$87.89	\$90.37	\$92.84	\$95.32	\$97.79	\$100.27	\$102.75

only use dry corn, subtract drying costs. Of course **the price you** negotiations between you and the seller, but unless there are

## RECORD-KEEPING REQUIREMENTS FOR THE DAIRY FARM BUSINESS SUMMARY - LIABILITIES

As discussed in the last issue of Farm Flash, Cornell's Dairy Farm Business Summary (DFBS) is an excellent tool for analyzing and benchmarking your dairy farm's performance over time and against other NY State dairies. The key to successful participation in the DFBS program is record-keeping. The records you need to maintain in order to analyze your business, whether using the DFBS or any other tool, are:

- Assets
- Liabilities
- Receipts
- Expenses
- Crop production
- Labor

Last month we reviewed the record-keeping requirements for ASSETS; this month, we'll focus on LIABILITIES.

First, let's define the term: A liability is any debt or obligation owed by the farm business to another entity, payable in money, goods, or services.

Farm liabilities may include *current obligations*, such as:

Accounts payable – these are amounts owed to a creditor at a given point in time for delivered goods or completed services,

Operating debt and other short term loans – these are loans that are expected to be repaid within the current year, and

The *current portion* of intermediate and long-term debt.

Liabilities also include *intermediate obligations*, typically for livestock, machinery or equipment, including:

Debt with a term greater than one year but less than 10 years,

Financial leases or capital leases for cattle or machinery

Finally, liabilities include *long-term obligations* (terms of more than 10 years), typically for buildings and land.

For purposes of measuring the performance of your farm business during a given year, you'll want to know both the change in your total liabilities during the year as well as the change in composition of your liabilities (i.e., long-term vs. short-term).

To do that you need to record the value of each of these liabilities at the beginning and end of that year.

The short-term, or current, obligations should be fairly simple to record, remembering that what you need is a snapshot as of January 1 and December 31 of the year. So accounts payable is simply a record of the amount of your outstanding bills for goods and services on each of those dates. (Remember to include milk hauling, milk promotion and coop dues for milk shipped this year but to be paid next year.)

Similarly, operating debt is the amount outstanding at the beginning and end of the year on loans due within a year.

For intermediate and long-term debt, you'll need to collect a little more information, which is typically included in statements from your lending institution. For each loan, you'll need:

- The amount of the loan outstanding at the beginning and end of the year

- The amount of any new borrowings against the same loan during the year, as well as any amount re-financed during the year

- Your actual payments of principal and interest during the year

- The interest rate in force at the beginning of the next year

- Planned payments for the next year (amount of each payment and number of payments per year)

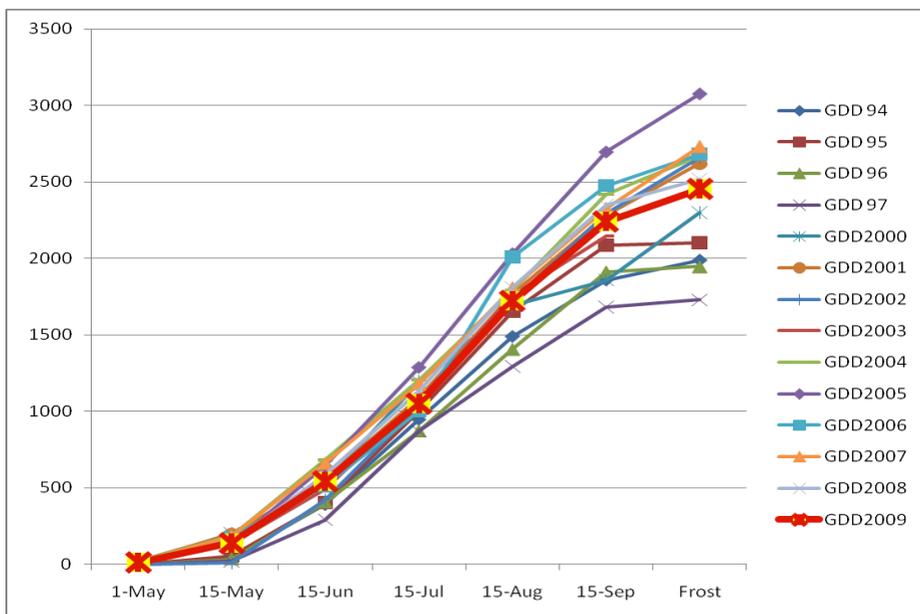
At this point it may be worth reviewing why it is important to keep accurate records of both assets and liabilities on the farm. To understand that, it's essential to introduce the concept of the "balance sheet", otherwise known as the "statement of financial position". When you participate in the DFBS program, one of the reports you will receive is a balance sheet for your farm as of the end of the year.

The balance sheet of any business shows a snapshot in time of assets versus liabilities, and adds a number for "owners' equity" to balance the two. When assets exceed liability, owners' equity is positive. While cash income and expenses tell you on a day-to-day basis whether you are covering your cash costs, only by tracking these balance sheet components over time can you manage the business to increase the value of your ownership stake in the farm.

# Crop Shorts

By Jeff Miller

**Weather** Another growing season is drawing to an end. There were localized frosts that occurred even as early as the 19<sup>th</sup> of September but most of our annual crops made it to the 12<sup>th</sup> of October. The growing degree days this season were not as impressive as in recent years. The average Gdds over 3 sites in Oneida county, accounting for heat units amassed between the 1<sup>st</sup> of May and October 12<sup>th</sup> was 2454 Gdds 86/50 method.



As you can see in this graph our season was in the middle of the range of Gdds we have experienced since 1994.

Local small grain yields were average to a little below average this year (50-60 bu/ac), pasture and grass hay production were above average with the cooler season and well distributed rainfall this season. Initial soybean yields of 40-50 bu/ac of early maturity beans (1.2-1.4s) indicate that our local soybean crop may not have been hurt by our cooler season. Corn silage yields measured to date have ranged between 20-24 tons/ac down a few tons/ac when compared with last year. Initial corn grain yields with 94-97 day hybrids ranging between 183-211 bu/ac also may indicate that corn grain yields may not have been hurt by our cooler, wet season this year although all of the harvests measured to date have all been on well-drained fields. I would expect yields to be down on more poorly drained soils.

**Dry matter determination** Now that your forage crops are in storage you may have a need to determine the dry matter from time to time to make adjustments to the ration. You could use a microwave to dry down the sample but you will have to babysit the sample to avoid burning it. You could buy a koster tester at \$300.00+ to accurately measure the dry matter of your forage without having to babysit it. Dennis Buckmaster an ag engineer from Penn State has come up with an alternative. It is a home-made dryer he designed incorporating a common hair dryer, CPVC, galvanized ductwork, furnace filter and a small scrap of plywood. He estimates the cost at \$40.00 for parts.



For the complete details and step by step instructions on how to build this dryer you can visit this website:

<http://www.abe.psu.edu/extension/factsheets/i/I101.pdf>

## **Liming Materials**

A liming material can bring the pH of a soil to optimum levels for crop production if used properly. Liming materials also provide calcium (Ca) and/or magnesium (Mg) to the soil for plant uptake. In Agronomy Fact Sheets 5 and 6, soil pH and lime recommendations were discussed. In this Fact Sheet, considerations of quality, cost, availability, and material handling will be discussed to enable selection of the liming material that best fits the lime requirements of the farm.

Materials that can cause an increase in pH include carbonates, oxides or hydroxides of calcium and magnesium. When looking at liming materials it is often hard to distinguish one material from another. Quality standards used to differentiate liming materials include Total Neutralizing Value (TNV), Calcium Carbonate Equivalence (CCE), Fineness, and Effective Neutralizing Value (ENV). Water is sometimes added to dry limestone to improve the handling characteristics of the ground limestone. The moisture content of agricultural limestone does not influence its effectiveness but a moisture content between 4 and 5% will improve the spreading uniformity and reduces the off site movement of very fine particles (<100 mesh).

## **Total Neutralizing Value (TNV)**

This is the percentage of the material that can neutralize acid expressed as the calcium carbonate equivalence (CCE) of the product.

## **Calcium Carbonate Equivalence (CCE)**

This standard compares the liming material to pure calcium carbonate (CaCO<sub>3</sub>). Some materials such as hydrated lime and burned lime will have a CCE higher than 100%. Pure magnesium carbonate (MgCO<sub>3</sub>) will neutralize about 1.2 times more acidity than CaCO<sub>3</sub> so dolomitic limestone will have a higher CCE than calcitic limestone (Table 7). All liming materials include some inert material that will not be able to increase the pH of the soil. The inclusion of such inert material will reduce the CCE of the material as compared to pure materials.

Table 1: Calcium carbonate equivalent (CCE) of a few common liming materials.

Common name	Chemical formula	CCE
Calcitic limestone	CaCO <sub>3</sub>	100
Dolomitic limestone	CaMg(CO <sub>3</sub> ) <sub>2</sub>	109
Burned lime,	CaO	179
Hydrated lime	Ca(OH) <sub>2</sub>	136

Assuming 100% pure material.

## **Fineness**

The rate of reaction of a liming material is determined by the particle sizes of the material; 100% of lime particles passing a 100-mesh screen will react within the 1st year while only 60% of the liming materials passing a 20-mesh sieve (but held on 100 mesh sieve) will react within a year of application. Material that does not pass the 20 mesh sieve is not expected to react within a 1 year following application. So, to be of practical use, limestone CCE equivalents need to be adjusted for the fineness of the material. To determine the fineness of a limestone the following calculations need to be done:

- o Subtract the % passing a 100 mesh sieve from the % passing a 20 mesh sieve and multiply this difference with 0.60.
- o Add the % passing the 100 mesh sieve and divide the sum by 100. Thus, the fineness of a material of which 70% passes a 100 mesh sieve and 97% passes a 20 mesh sieve is  $\{(97-70)*0.60 + 70\}/100 = 0.86$ .

## **Effective Neutralizing Value (ENV)**

The ENV is the fraction of the material's CCE that will react with soil acidity in the first year of application. The ENV is calculated by multiplying a liming material's CCE and its fineness. As an example: a liming material with CCE of 90% and a fineness of 0.86 has an ENV of  $90*0.86 = 77.4$ .

## Liming Material Identification

In New York, the Department of Agriculture and Markets (NYSDAM) regulates agricultural liming materials. Liming materials are defined as "all materials and all calcium and magnesium products in the oxide, hydrate, carbonate, silicate form or combinations thereof and intended for use in the correction of soil acidity...". Liming materials must be registered with the NYSDAM. This process ensures that the product will meet minimum quality standards set by NYSDAM: a liming material must have  $\geq 60\%$  CCE,  $\geq 80\%$  must pass a 20 mesh sieve, and  $\geq 30\%$  should pass a 100 mesh sieve (this implies the ENV should be  $\geq 36\%$ ). Liming materials sold in bags must have a label that includes:

- o Name and address of the company registering the product.
- o Brand name.
- o Type of material (limestone, marl, oxide, hydrate, shells, industrial by-products).
- o TNV as expressed by the CCE.
- o Minimum fineness at delivery.
- o Amount and types of foreign material in the package if any.
- o If the product has been damaged or otherwise changed after original packaging, a label must be provided explaining the kind and degree of alteration.
- o Net weight being sold.
  
- o A guarantee of the weight % of Ca and Mg.
- o Particle size distribution (100, 20 mesh). Materials sold in bulk must have:
  - o A guarantee of the %ENV.
  - o The weight of the bulk material necessary to equal one ton of lime with 100% ENV.

## Various Liming Materials

**Ground limestone** is usually mined and then pulverized or ground into finer particle sizes to increase the ENV of the material. Ground limestone usually contains  $\text{CaCO}_3$  and some impurities. However, some limestones will also include  $\text{MgCO}_3$ . Ground limestones make up

the majority of lime that is sold in NY. Ground limestone with less than 1-6% Mg is called "**calcitic limestone**". If the limestone has 6% Mg or more it is called "**Dolomitic Limestone**"

**Burned lime** (also called quicklime) is ground limestone that has been exposed to high temperatures to remove carbon dioxide. Calcium oxide ( $\text{CaO}$ ) is what remains after the process. Pure calcium oxide has a CCE of 178% and reacts quickly (powdery lime material). Magnesium oxide ( $\text{MgO}$ ) will also be present if it was present in the ground limestone prior to being cooked. Burned lime must be handled carefully as it quickly reacts with water creating hydrated lime and releasing large amounts of heat.

**Hydrated lime** is calcium hydroxide (Ca(OH)<sub>2</sub>). This is a very fast acting and powdery lime material. This material is caustic and can easily burn plants that are already established. Finely ground hydrated lime can have an ENV of 120- 135% and if too much is applied the soil pH could quickly rise beyond the targeted pH. *Marls* are composed of sea shell fragments, and CaCO<sub>3</sub>. They are often found and used around coastal areas. Marls tend to react similarly to ground limestones.

### **Cost Effectiveness**

The best way to economically compare two lime products is to look at the cost per ton of ENV obtained by dividing the cost per ton of limestone by the ENV. If the ENV is not listed (as is the case with some packaged lime products) the ENV needs to be calculated from the CCE and particle size distribution.

### **In Summary**

Liming materials vary greatly in quality. To select the most economic liming material, compare products based on cost per ton ENV.

### **Additional Resources:**

o Agronomy Fact Sheet #1 (Soil sampling), #5 (Soil pH);

#7 (Lime recommendations for field crops):

<http://nmsp.css.cornell.edu/publications/factsheets.asp>

o Lime guidelines for field crops in New York:

[http://nmsp.css.cornell.edu/nutrient\\_guidelines/](http://nmsp.css.cornell.edu/nutrient_guidelines/).

**Soil sampling** Recent research shows that you can improve the accuracy of your soil test results by obtaining 2 sub-samples per acre in your field sampling . Research has also shown that fall sampling yields the most accurate results.

**Best Picks from Local Seedsman:** This information will be in our next issue of the Farm Flash.

### **FSA Updates**

**DCP** USDA's Farm Service Agency in New York today announced that 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. FSA urge producers to make use of the eDCP automated website to sign up," said Barber. "The electronic service saves producers' time, reduces paperwork and speeds up contract processing at their local FSA offices." eDCP is available to all producers who are eligible to participate in the DCP and ACRE Programs and can be accessed at [www.fsa.usda.gov/dcp](http://www.fsa.usda.gov/dcp). To access the service, producers must have an active USDA eAuthentication Level 2 account, which requires filling out an online registration form at [www.eauth.egov.usda.gov](http://www.eauth.egov.usda.gov) followed by a visit to the local USDA Service Center for identity verification. For those without internet access or if they prefer, producers can also visit any USDA Service Center to complete their 2010 DCP or ACRE contract.

USDA computes DCP Program payments using base acres and payment yields established for each farm. Eligible producers receive direct payments at rates established 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 Dec. 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.

**ACRE** 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 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, in addition to not receiving 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 DCP or ACRE, please visit your FSA county office at 736-3316 or [www.fsa.usda.gov](http://www.fsa.usda.gov)

**Guaranteed Loan Program** USDA's Farm Service Agency in New York today announced the loan limit for its Guaranteed Loan Program has been increased to \$1,112,000, effective Oct. 1. The limit is adjusted annually based on the "Prices Paid to Farmers Index," compiled by the National Agricultural Statistics Service (NASS).

The Guaranteed Loan Program allows commercial and farm credit lenders to extend credit to qualified applicants, who otherwise would not meet their standard lending criteria. Participating lenders can use the Guaranteed Loan Program to strengthen a loan's viability through a guarantee of up to 95 percent of the loan amount. Farmers interested in guaranteed loans should apply through a conventional lender.

FSA also offers the Direct Loan Program as an alternative for those unable to obtain financing from commercial credit sources. Direct farm loans are government-funded, and made by FSA. The loan limit for loans under the Direct Program is \$300,000 (except for Emergency Loans). Farmers interested in applying for a direct loan should contact their local FSA office at 736-3316.

**ELAP** USDA's Farm Service Agency in New York, announced that producers could start applying for benefits under the Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program (ELAP).

ELAP provides emergency assistance to eligible producers of livestock, honeybees and farm-raised fish who have losses due to disease, adverse weather or other conditions not covered under other Supplemental Agricultural Disaster Assistance programs. This program is being implemented to fill in the gap and provide assistance under other conditions determined to be appropriate. To be eligible for ELAP, producers must have crop insurance or NAP for all crops produced by the operation.

Producers must have suffered losses that occurred on or after January 1, 2008, and before October 1, 2011. All producers must timely file application notices of losses. Payment limitation for ELAP during the 2008 crop year is \$100,000 per "person" as defined and determined under payment limitation rules in effect for 2008. For crop years 2009 through 2011, the \$100,000 limitation applies to payments received, both directly and indirectly, by a person or legal entity. For more information please visit your local USDA Service Center or FSA county office

## **Opportunity for improvement in breeding program**

### **Resource: Dr. Michael O'Connor**

In 1986 Dr. Freeman, dairy breeding research scientist from Iowa State, stated in a research article that "continued successful selection for production may depress reproduction to where selection on reproduction may be necessary" and continued "will reproductive physiologists develop new techniques to enhance reproductive performance so that selection will not be necessary?"

Recent trends to help improve reproductive performance:

- Adoption of estrous synchronization or timed insemination programs
  - Incorporation of cow fertility characteristic into selection indexes
  - Routine and accurate heat detection coupled with early determination of pregnancy status
    - timely palpation for pregnancy
- The use of ultrasound or BioPRYN®, blood test for the protein associated with pregnancy

## **Facts about Johne's disease**

- estimated to be present in 68 percent of U.S. dairy operations
- herds with a high Johne's disease clinical cull rate lost on average of \$227 per cow infected animals tend not to show clinical signs until they are three or more years of age infected animals maintain a normal temperature but, as the disease progresses, they exhibit diarrhea and weight loss despite a healthy appetite
- In the later stages of the infection, animals can become weak and even die
- Infected animals shed large numbers of the disease-causing bacteria in their feces, leading to contamination of feed and water sources
- Infected animals can also shed the bacteria in their colostrum and milk, and infected dams can pass the disease on to their offspring
- The bacterium can survive in contaminated soil or water for more than a year because of its resistance to heat, cold and drying
- Johne's disease must be managed as a herd problem and not tackled as an individual cow disease
- diagnosis of one clinically infected animal in a herd of 100 cows implies that at least 25 other animals are infected
- Next issue we will have more on Johne's disease and its management

## **Why may vaccinations fail (source: Dairy Herd News)**

- Vaccination is not a substitute for good management
- Some virulent strains of disease may override the effectiveness of a vaccine.
- Immune suppression. If heifers have poor nutrition, for example, they don't respond to vaccination.
- Improper vaccine use. Sometimes people use vaccines for conditions for which they were not designed.
- No booster. Giving only one dose of a killed vaccine is probably "a wasted event," Wallace said.
- Too long of a time period between boosters.
- Maternal antibodies from colostrum. If there are enough antibodies residual in the calf's system, it's going to prevent a modified-live vaccine from working. However, there is new evidence that some modified-live vaccines will work in the face of maternal antibodies, Wallace said.



Cornell University  
Cooperative Extension  
Oneida County

121 Second Street  
Oriskany, NY 13424

Address Service Requested

Non-Profit  
US Postage  
Paid  
Oriskany, NY  
13424  
Permit # 68

