

Cornell Cooperative Extension Oneida County

FARM FLASH



OCTOBER 2023

The Ag Team



Marty Broccoli
AED Specialist
mjb83@cornell.edu
315-736-3394 x121



Marylynn Collins
Dairy & Livestock Educator
mrm7@cornell.edu
315-736-3394 x132



Jeffrey Miller
Agronomy Specialist
jjm14@cornell.edu
315-736-3394 x120



Olivia Raynard
Food Systems Coordinator
omr4@cornell.edu
315-736-3394 x253



Beth Irons
Oneida County Public
Market Manager
egi3@cornell.edu
315-736-3394 x 103



Sammi Collins
Supply Chain Marketing
sc992@cornell.edu
315-736-3394 x131



Myron Thurston III
Food Supply Chain Specialist
mjt@cornell.edu
315-736-3394 x167



Maryellen Baldwin
Farm Business Manager
mfw73@cornell.edu
315-736-3394 x 177



Alex Harrington
Ag /4H Communications
ash273@cornell.edu
315-736-3394 x 255

Upcoming Events

Crop Congress

Oneida County Crop Congress will be held on January 4th, 2024 at the Clinton VFW, sponsored by Clinton Tractor and Implement Co.

Registration details will be in future Farm Flash Issues and Bi-Monthly Ag Emails. To get on the email list contact Alex Harrington at ash273@cornel.edu or (315) 736-3394 ext. 255

Upcoming Events

BQA Training

Beef producers interested in becoming BQA certified OR are in need of becoming recertified will have an opportunity to achieve either Level I or Level II Certification at a **training event scheduled for Friday, October 6, 2023** at Empire Livestock in Vernon. The classroom portion will start at 5:30pm with chute side training immediately after.

Reservations are required by October 4, 2023 email Marylynn at mrm7@cornell.edu or text (315) 368-8603.

Beef producers interested in applying for NY Grown and Certified opportunities must complete the Level II BQA Certification process.

Taste of CNY

Join us on November 4th from 11:00am-2:00pm at North Star Orchards, 4741 NY 233, Westmoreland NY 13490, to shop and sample locally grown and produced foods!

Interested in being a vendor? There is no fee to participate but Committee approval is required upon completion of your registration. Vendors are required to provide free samples.

If you would like to be a vendor register online at: https://reg.cce.cornell.edu/2023TCNY-3_230

2023 Annual Meeting & Stakeholders Dinner

Thursday, October 26th

Registration at 5:30pm with Dinner to follow at 6:00pm

North Star Orchards 4741 NY-233, Westmoreland NY

This years theme is "Money can't buy happiness, but buying local and using local services will get you pretty darn close!"

Register online at: https://reg.cce.cornell.edu/Annualmeeting2023-2_230

Livestock Resource Website from CCE

If you are looking for resources for producing and marketing livestock, visit the Cornell Cooperative Extension's Livestock Program Work Team website <https://www.ccelivestock.com>

Upcoming Events

Pesticide Collection

The New York State Department of Conservation (NYSDEC) will be hosting a CleanSweepNY pesticide collection event on October 3-6. Dates and locations are below.

- Tuesday, October 3 - Potsdam
- Wednesday, October 4 - Watertown
- Thursday, October 5 - Lowville
- Friday, October 6 - Utica

The chemical disposal service is open to farmers, owners of former farms and all types of certified pesticide applicators and technicians. Please note that this program does not accept household chemicals from homeowners.

Participants from neighboring counties are welcome and encouraged to participate at one of these locations. This collection is targeting the counties in NYSDEC's Region 6 (Herkimer, Jefferson, Lewis, Oneida, and St. Lawrence) plus Madison County. In addition to pesticides, CleanSweepNY will also collect the following types of chemicals from eligible participants at no charge:

- Fertilizers
- Paints and all related coatings (stain, varnish, shellac, etc.)
- Mercury and mercury-containing devices
- Motor oil
- Antifreeze/coolant
- Cleaners, sanitizers, degreasers, etc.
- Old or spoiled gasoline, kerosene, or diesel
- Epoxies, tars, driveway sealers, etc.
- Fluorescent light tubes and ballasts

Pre-registration is required to participate in this program. A registration form can be obtained by email (cleansweep@dec.ny.gov) or phone 518-225-8146. The deadline for registration is September 22, 2023.

Full appointment details, including the address of the drop-off, are provided once a participant has been registered.

Where Do I Find That? Tips and Links to Accessing F.A.R.M Program Documents

ML Collins

During the Animal Care Training event held in August at Vaill Bros. Farm there were several topics covered that tied into the requirements for employees with animal care responsibilities under the National F.A.R.M program. For example, we reviewed the process of dis-budding (formerly known as de-horning) and that regardless of which technique is used pain mitigation is always a requirement. Dr. Neth demonstrated how to perform a nerve block using lidocaine injection and also discussed the use of Meloxicam as an oral analgesic to mitigate the pain associated with dis-budding. From the discussion that followed it was brought to my attention that producers may not always be aware of how to access the necessary documents that will make the record keeping and documentation of annual employee trainings easy. When tasks are easy they are likely to be complete on time and consistently.

For example, you may now be aware that a protocol determining when an animal can be shipped to auction or transported off the farm is required. The Fit-for-Transport requirements requires a written protocol to be included in your F.A.R.M program binder. There is a blank template for your use located on the F.A.R.M program website, a sample can be seen below.

FITNESS TO TRANSPORT

Objective: To ensure suitability for an animal to be culled and transported to market.

Additional Objectives:

Fitness to Transport	
How are family and non-family employees trained to identify animals fit to transport?	
Who is authorized to make the decision to transport for culling or other purposes?	
What type of transportation is utilized to transport?	
How are reasons for culling recorded?	

Antibiotic Stewardship

Who are the family and non-family employees trained to ensure that withdrawal times have been met or exceeded before animals are marketed?	
Where are treatment records with withdrawal times for treatments recorded?	
Does the treatment record include: <ul style="list-style-type: none">• Treatment date• Animal identification• Dosage• Route of administration and expected duration• Withdrawal time for milk and meat• Individual who administered the drug• Drug used• Duration of therapy	
How are animals that have a milk or meat withhold clearly identified to reduce the	

If you have not logged on recently to the website: www.nationaldairyfarm.com. I encourage you to bookmark the site on your tool bar for quick access to the variety of resources at your fingertips. The site has recently undergone some changes and re-organization of its resources. The use-friendly version allows you to either click on a program area icon or type in your search criteria directly into the filter box. For example, you need a new employee attendee sheet for an upcoming training even you are offering your employees with calf care duties. How do you find it?

Step 1: In your search engine bar type in:
www.nationaldairyfarm.com

Step 2: Click on the National Dairy FARM Program link that opens up to several tabs

Step 3: Click on the FARM Resources tab located to the far right of the computer screen, this will produce a drop down list

Step 4: Select the Resource Library Tab from the drop down list

Step 5: Click on the FARM Program Tab in the center of the screen

Step 6: Click the Animal Care Icon then type "training attendance sheet" into the search box. Scroll down the list to choose the appropriate sheet

Step 7: Double click on the green icon to the far right of the screen to access the selected document

Reducing Energy Consumption during Grain Drying

According to the University of Wisconsin, the typical moisture content of grain is 20-30%, with corn having the highest moisture content. While a large amount of energy is allocated towards grain drying, the University of Wisconsin offers these tips to reduce energy consumption and for energy efficiency when grain drying.

- Delay harvesting to increase natural drying in fields
- Clean the grain to improve airflow
- Install moisture sensors and calibrate annually
- Perform regular maintenance (dusting, lubrication, tightening, etc.)
- Upgrade dryer and install cooling bin (if over 30 years old)

If you are unsure where you are using the most energy in your production, consider a FREE agricultural energy audit through NYSERDA. For additional information contact Rebecca Walley at rmw257@cornell.edu or (315) 736-3394 ext. 259



October

S	M	T	W	TH	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

October 7 
Market 9am-1pm
SNAP-Ed Food Demo

October 14 
Market 9am-1pm

October 21 
Market 9am-1pm
MARKET MOVES INSIDE
TRAIN STATION

October 28 
Market 9am-1pm

**Online shopping
Opens at 5pm
Mondays** 

**Online Shopping
closes at 5PM
Thursdays** 

Heads Up QuickBooks Users

Are you currently using QuickBooks Desktop as your financial accounting system? Have you noticed a change to the price and cost structure of QuickBooks Desktop? Mary Kate MacKenzie, Farm Business Management Specialist, provides some helpful information regarding questions she's received from current QuickBooks Desktop users in regards to utilizing the older version of QuickBooks Desktop, alternative accounting systems and what to consider when selecting an accounting system.

Read the full article online at: <https://tinyurl.com/m9n66ah9>

If you need assistance or are looking for more information about utilizing QuickBooks as your financial accounting system contact Maryellen Baldwin, Farm Business Manager, at mfw73@cornell.edu or (315) 736-3394 ext. 177

What's Happening with the 2023 Farm Bill?

Maryellen Baldwin

Folks around the country remain on the edge of their seats waiting for more information about the 2023 Farm Bill. Just about every five years Congress works to pass a new Farm Bill, that shapes food and agriculture, rural economies, trade policies, climate-resilient agriculture, and so much more.

The 2023 Farm Bill is projected to be approved by September 20, 2023, if Congress fails to meet this deadline they'll vote to temporarily extend the most recent 2018 Farm Bill. Which will allow for programs to remain funded under temporary extensions. Let's hope this doesn't happen, it has been indicated that Congress aims to pass the 2023 Farm Bill on time. Other sources have said otherwise.

Looking ahead, we can anticipate that this Farm Bill will address the following topics:

- Addressing Conservation Program Backlogs
- Improving Access to the Farm Safety Net for Small-Scale and Diversified Farmers
- Advancing Racial Equity Across USDA Programs
- Investing in Resilient Local and Regional Foods Systems
- Promoting Fair and Competitive Livestock Markets
- Ensuring Healthy Food Access

However, there's an indication that programming through "Farm Safety Net" will continue to support the momentum in other dairy price support arenas. There's been chatter around updates to USDA-managed programs such as Dairy Margin Coverage (DMC), Dairy Revenue Protection (Dairy-RP), Program and the Livestock Gross Margin (LGM) that may provide additional coverage for your operations. In addition, with more pressure and emphasis on "Climate-Smart Ag," we can only assume that there will be additional funding put towards programming that focuses on feed and manure management.

Overall, we can only hope that updates being made to this Farm Bill will positively impact operations locally and across the country. Here are some additional links to stay up to date on the 2023 Farm Bill.

Farm Bill For American Families - <https://farmbillforamericasfamilies.com/farm-bill/>

Farm Aid - <https://www.farmaid.org/issues/farm-policy/the-latest-updates-on-the-2023-farm-bill/>

Dairy Farm Business Summary (DFBS)

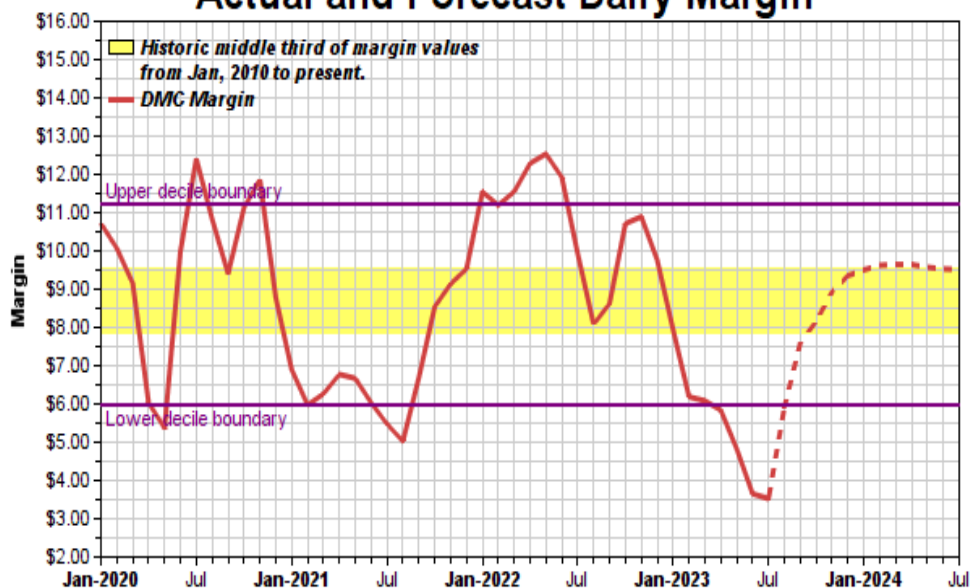
A free tool that allows producers to analyze their financial situation, set goals for the future, and make sound financial decisions when it comes to their dairy farm business. In addition to taking advantage of benchmarking your business against other dairy operations and prioritizing areas for improvement.

The objectives of the program are to:

1. Assist producers in developing and maintaining more complete and accurate farm business data
2. Assist producers in improving their managerial skills through the appropriate use of farm business data and the application of modern analysis and decision-making techniques
3. Identify the current costs and returns, and changes occurring on dairy farms
4. Improve the interaction between dairy farmers and agribusiness and education professionals in addressing current issues and problems facing dairy farms

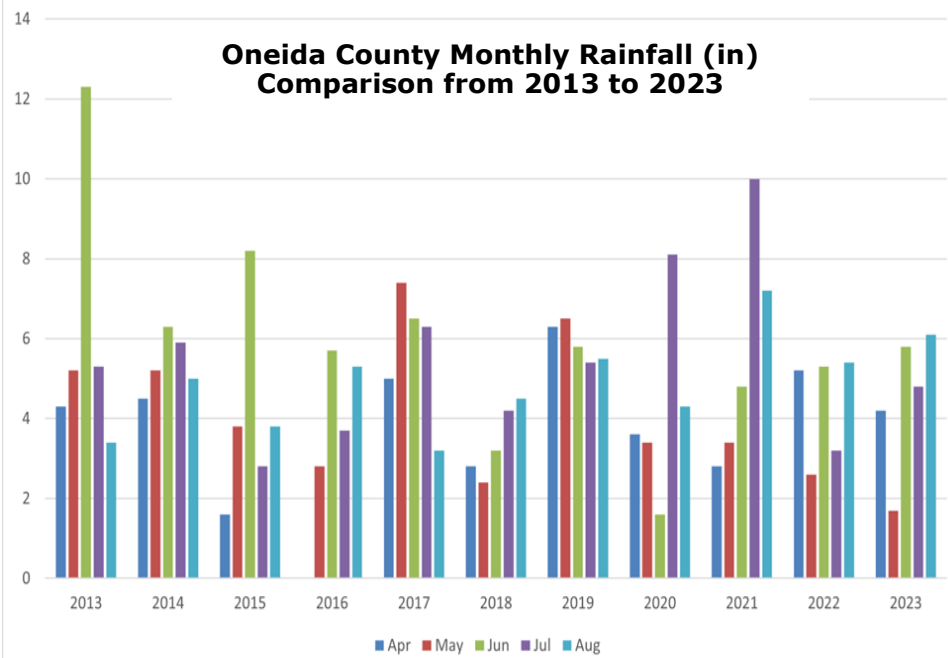
Are you interested in utilizing DFBS? I'm here to help you get started. Please contact me at mfw73@cornell.edu or (315) 736-3394 ext. 177

Actual and Forecast Dairy Margin

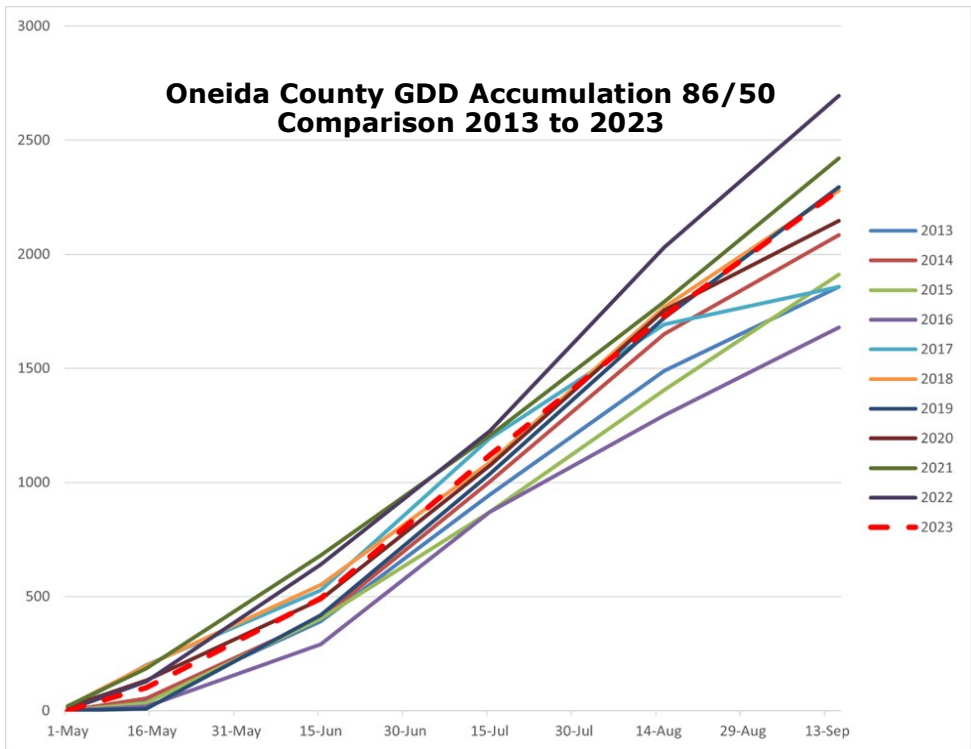


Crop Shorts
Jeff Miller

Oneida County Monthly Rainfall (in)
Comparison from 2013 to 2023



Oneida County GDD Accumulation 86/50
Comparison 2013 to 2023



We had dry conditions throughout May and into June. Growers did a great job planting corn and soybeans in a timely fashion with most fields planted by mid-May. Unfortunately, dry conditions slowed germination, initial growth, and also caused uneven germination in many fields. Many growers have seen this in their fields, and this will become more evident at harvest. Crops are behind in development compared to last year and 2021. Harvest will be delayed like it was in 2020. Most of the ears that I have examined had good length and 16 rows, most were filled to the tip. I hope that this makes up for the delayed plants that are barren or have very small ears. Early maturity soybeans started turning yellow in the first week of September. Many growers have shifted significant soybean acreage to earlier maturity groups. Other than the 3-week period starting in mid-May which was very dry, we had reasonable distribution of rain for the remainder of the season: April 4.1"; May 1.69", June 5.8"; July 4.8"; and August 6.1". I didn't do any deep statistical analysis but reviewing the data I would state that there were more larger single rain events this season. I would estimate that crop maturity is about 7 days behind the past few years.

No Till Field Day

First, thank you to Sam Yoder and his family for hosting the event. Thirty-four farmers attended the field day at the Yoder Farm and joined in the discussion of No-Till production of crops and cover crops.



Sam stated that his primary reason for adopting No-Till was not having the labor to be able to till all of his fields. He, like many growers, put a great deal of effort tilling, smoothing and picking rocks on fields each year after soybean harvest. He changed to No-Till on a few more fields each year until his whole farm No-Till 6 years later in 2011.

He purchased a No-Till drill first followed by a purchase of a No-Till corn planter. Sam made one change to his Sunflower No-Till drill, he made significant weight by filling the 8"x8" toolbar with steel, to increase penetration of the seed opener disks. The sunflower has two seed boxes; one for small grains and one for small seeds. It has double disk openers that Sam inspects annually and replaces roughly every 2500 acres. The openers are followed by a ribbed press wheel, Many growers now purchase Landoll No-Till drills because they have a heavier structure similar to an older Sunflower.

Sam likes having the 13-wave coulters in front of each seed unit to save wear on the seed disk openers. The combination of the row cleaners and the 13-wave coulters exposes some soil in the seed row helping it to warm up a bit quicker.

Attendees who are fellow No-Tillers added to the discussion:

- The first suggestion - don't mount the row cleaners on the seed unit. Every time they hit a bump the seed unit pulls out of the ground changing seed depth placement. Mount the row cleaners on a separate tool bar
- Many growers use floating row cleaners that follow the contours of the field set to move crop residue but not dig into the soil
- Most use shark tooth style row cleaners like the one in the picture below. Some growers don't use a No-Till coulters



Kinze No-Till Corn Planter (Left). Martin Spike Row Cleaner with 13 Wave Coulters (Right)

Sam has very simple planter units that work very well for him on his farm. He has mostly well-drained soils and has been practicing No-Till on his entire farm for over twelve years and the soil is very mellow. He avoids compacting soil by observing soil moisture levels and limiting traffic on fields whenever possible especially if soils are too wet.

Every farm is different, some growers have heavy wet soils or fields with a lot of rocks. They may need No-Till planters with additional equipment. Some folks may need additional down pressure to penetrate heavier (clayey) soils. There are a number of systems that use air or hydraulics to apply more pressure to individual rows and groups of row units.

Local growers like Mike Brockett and Howard Regner have experimented with a number of different closing wheels. For growers that have a mixture of different soils a combination of one smooth and one spike closing wheel seems to perform best.

Sam has a good rotation with corn followed by soybeans and then wheat with some acreage of alfalfa grass hay going to corn and some soybean fields going to hay. He started to plant multiple species in a cover crop harvested corn silage. He now consistently plants wheat or rye and some oats as a cover crop. Sam, like many growers, struggled initially with planting cover crops following corn grain harvest mainly because he didn't think it would be successful. He has successfully planted winter rye after corn grain harvest in the past several years from November to December sometimes into frozen ground and snow. If you asked him how he defines success for these late plantings he would say "A green carpet of rye the next spring." This short cover still helps prevent erosion in the spring. In addition, these live plants are producing sugars with some leaking from the roots providing food for soil organisms. This helps set the stage for when Sam plants his soybeans into his green growing cover crop with cover crop termination soon to follow.

Sam has experienced many beneficial changes from practicing, No-Till and incorporating cover crops. The first thing he would state is the greatly improved health of his soil. The ease of planting in this mellow soil. The soils increased resistance to compaction, greatly improved infiltration of rain, greatly increased biological activity and consistent crop yields and quality in spite of extreme weather conditions.

Although he admittedly hasn't spent much time calculating cost savings. He does recognize equipment, equipment parts, labor, and fuel savings.

An additional thanks to all of the No-Till and strip till growers who attended the field day and shared their experiences.

Wear-Points That Dull Performance of Harvest Equipment

Dan Anderson

The old adage, "don't fix it if it ain't broke," isn't always the most efficient or economical option. Worn components on harvest equipment reduce groundspeeds, increase grain loss, and encourage engines to gulp extreme fuel. Here are six wear points that might not halt harvest, but they will slow it and degrade performance.

Oneida County Public Market E-commerce!

The Oneida County Public Market online sales system known as E-commerce has many new vendors. This site makes ordering your favorite Public Market Vendor's items easier. It will also ensure you claim your favorite items without the worry of them selling out at the market before you get there. Complete details on ordering, pickup dates, products and how to create your customer account can be found here: <http://www.oneidacountymarket.com/>

1. **Straw Chopper Knives** - Kelly Kravig, platform marketing manager at CNH, once noted, depending on the moisture of crop residue and condition of flail knives, straw choppers can use up to 25% of a combine engines capacity. Dull chopper flail knives not only use excess engine horsepower, but do a poor job of shredding residue, which can lead to tillage and planting problems next spring.
2. **Cutterbar Knife Bars** - Sickle sections on platforms need to slide through knife guards with "crisp" edges. If guards show rounding of the edges of the slot through which the sickle slides, they gnaw rather than slice, produce a ragged cut and increase shatter loss.
3. **Sickle Height Guides** - Sickle sections should lightly slide across the lower surface of the slot in knife guards to efficiently shear stems as the sickle oscillates. A rule of thumb is to have no more than 1/8" vertical free-play. Tight spots should never be more than warm to the touch of a bare finger due to friction after the cutterbar has run for several minutes
4. **Sickle "Register"** - Rotate a cutterbar's drive sheave until the tops of all sickle sections are inside/behind a rock guard. Then rotate the drive until the sickle moves full-stroke to the side. The sickle section tips should end a full stroke inside/behind another set of rock guards. Cutterbars that are out-of-register leave ragged cuts and shake stems to create shatter loss
5. **Auger Troughs** - High-acreage corn heads and grain platforms often develop holes in the trough below their cross auger. The most permanent fix is to replace the sheet metal of the trough, which is costly and time-consuming. Here are other options:
 - Line the auger through with sheets of Ultra High Molecular Weight plastic. The key is to get the plastic as tight against the curve of the original auger trough as possible. If there are high spots or ripples, the augers fighting will eventually rub a hole in the plastic
 - Weld a patch over the hole. Plan on fabricating a patch that's two, maybe three, times the size of the hole because the metal immediately adjacent to the hole will be worn thin and nearly impossible to weld without burning through. The edge of the weld/patch can end up snagging crop material, and another hole might develop
 - Attach fiberglass cloth, or tack weld a metal patch across the back of the hole, and then smear the hole smooth with JB Weld's Kwickweld. It's not a permanent fix, but at least one mechanic used that strategy to patch a hole long enough for a customer to finish harvest.

Bi-Monthly Ag Email

Sometimes information about upcoming events come in too late to make it into Farm Flash. In order to counteract missing out on information we created a bi-monthly Ag Email for updates exclusively on upcoming events, important deadlines and useful resources!

Contact Alex Harrington at (315) 736-3394 ext. 255 or ash273@cornell.edu to be added to the Email Update List.

6. **Grain Cart Augers** - Harvest comes to a screeching halt if the grain cart breaks down. Check these wear-points on carts in the preseason:
 - Flighting on augers wears thin where grain pools, where the horizontal auger pushes grain to meet the base of the vertical auger and where vertical augers fold
 - Check carrier bearings at the top, middle and especially the base of vertical augers. Moisture in residual grain can shorten the life of lower bearings

Local Grower Tried Hay in a Day Practice in an Alfalfa Stand

A local grower similar to many others in our area usually mows his alfalfa hay fields after the dew is off...into windrows and chops it the next day as hay crop silage. This usually achieves an average moisture between 60-65% moisture which fits for our storage structures. He was going to chop this alfalfa stand and store in wrapped bales. There is evidence that using the **Hay in a Day** practice can quicken the moisture loss to levels for silage storage, reduce sugar loss and increase the amount of soluble protein in ensiled hay crop silage.

He, was willing to try the **Hay in a Day Practice** in this alfalfa stand to see if it improved the quality of his forage.

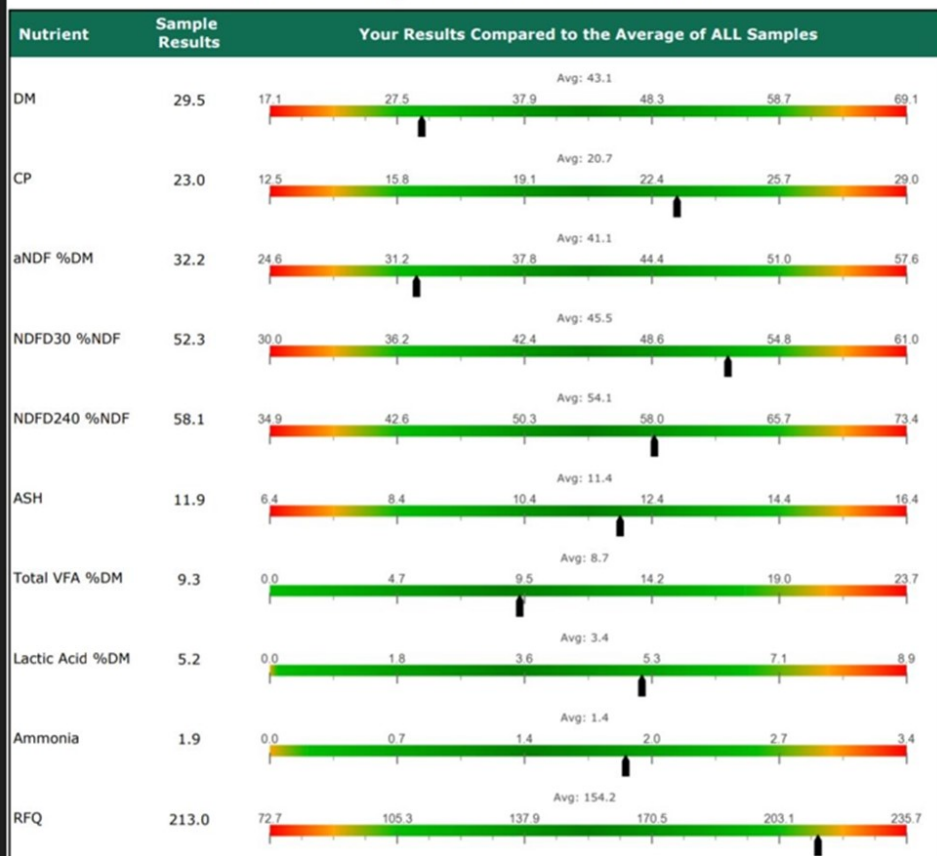
The **Hay in a Day** practice requires that the grower spread the mowed hay to at least 80% of the mower width in a thin layer that is exposed to more sunlight/wind that dries the hay more quickly and evenly then hay put into narrow windrows. If you have crimping rollers it is recommended to set them at the wide open position because they hamper moisture loss from the stems at the early dry down stage which gets the hay down to silage moisture levels. He mowed at 9am, 11ft wide swath from a 13 ft wide mower. The temperature went from low 70s to low 80s, partly cloudy skies with a light breeze (5-10mpg). He raked it into windrows just prior to chopping at 6pm.

He doesn't ted alfalfa because it causes leaf loss which reduces hay quality, it is also an additional cost in labor and fuel and he doesn't believe there is an ROI. He sent a sample in for forage analysis after 21 days in a wrapped bale. The results are in the table on the next page.

The moisture (70.5%) was higher then he wanted, made for some very heavy bales. This was new seeding alfalfa with a high percentage of alfalfa in the stand that just started to flower before second cut. Unfortunately, the grower had not been informed about opening up the roller crimper so he had his rubber roller crimper in its standard setting for dry hay production which probably slowed down drying of this high percentage alfalfa stand.

The grower mows at 4 inch height to elevate the way above the ground to reduce absorption of ground moisture and allow air flow.

Nutrient Comparison for : LEGUME WET



The graphs above represent 2 years of CVAS data. Green represents 86.6% of population data; orange represents 8.8% of population data; Red represents 3.4% of population data. The black pointer indicates your data relative to the population distribution.

As well as reduce soil contamination of the hay and higher ash content. Some growers use inverters rather than rakes to decrease soil contamination.

The grower was very happy with the forage analysis results and stated that he is always willing to try something new to see if it is an improvement on current practices.

If you want to learn more about the practice of **Hay in a Day** you will find a great series of YouTube videos at this link: <https://blogs.cornell.edu/organicdairyinitiative/meeting-minutes/nyco/hay-in-a-day-recordings-by-tom-kilcer/>

Entering a Conventional Silo: Safety

Stay out of the silo during the first 3 days after filling. If you must enter the silo after the first few days, follow these recommendations to reduce your risk of silo gas exposure:

1. **Ventilation** - First, ventilate the silo and all adjacent areas thoroughly before entering by running the silo blowers for 30 to 45 minutes before going into the silo, by opening all upper chute doors down to the level of the settled silage and opening the windows in the feed rooms. The blower should remain in operation for the entire time you are inside the silo. Remember that the less silage in the silo the greater the risk that the ventilation from the silo blower will be insufficient to adequately dilute the silo gas. In other words, there is no guarantee that silo blower ventilation will make it safe for you to enter the silo without a self-contained breathing apparatus. A calibrated multi-gas meter used to test for gases outside the silo can alert you to whether gases are present.
2. **Personnel** - Never enter a silo unless another person is present and could go for help should you need assistance. This person should maintain visual contact with you at all times because if gases are present, you may not be able to call out to them before becoming unconscious or other sources of noise may drown out your attempts to gain their attention.
3. **Personal Protective Equipment (PPE)** - If, in an emergency, it is necessary to enter a silo containing silage, the individual entering the silo should wear an SCBA. In addition to the SCBA, always wear a harness attached to a lifeline and secure anchor point. Note: One person may not be able to pull a full-size person from danger.
4. **Signage** - Post appropriate signage warning people of the potential for silo gas. By posting "Danger - Deadly Silo Gas" signs around the base of the silo, you are warning visitors, family members, and workers to stay away from the area.
5. **Power Supply** - Prior to entering any silo at any time, use lockout tagout procedures to secure the power supply for unloading mechanisms.

What's Your Grain Marketing Plan?

Andrew Frankenfield PSU

"I should have sold more corn when it was higher." Have you said or thought this in the past month or two? My response was, "What is your plan?" Sometimes the response I get is, "I can't sell now when it is almost a dollar lower than it was a month ago. So, I'll just harvest the crop, put it in the bin, wait and see what happens."

Marketing decisions and pretty much all decisions are much clearer in hindsight.

Contact Information for Local Agencies that support Agriculture

NYS DEC 315-793-2554,
Oneida Co Soil & Water 315-736-3334
USDA Farm Services 315-736-3316
Oneida County Farm Bureau
1-800-342-4143
Farm Net 1-800-547-3276

No one can predict the future so don't beat yourself up over what you did or didn't do. Rather, look ahead and plan, write it down, and here is the kicker: refer back to the plan and follow it.

Jessica Groskopf, Extension Educator of Ag Economics at the University of Nebraska, has 5 simple steps to developing a Grain Marketing Plan

1. **Break the Total Amount to Sell Into Smaller Units** - Break the total amount of grain down into smaller segments, commonly 1,000 or 5,000 bushel increments. Pre-harvest you need to determine your expected yield and shouldn't sell more than what you are insured for. Post-harvest you should know how much grain is unpriced in the bin.
2. **Set Price Targets** - Determine an average price you'd like to receive and then set price targets around that average. For example, if \$6.00 is your average price target, divide your grain into five equal lots to sell and set targets at \$5.50, \$5.75, \$6.00, \$6.25, and \$6.50. Setting prices at realistic price targets is important. Pre-harvest, ideally your price targets should be higher than your cost of production. Post-harvest, you should set targets above the price you could have received at harvest plus the additional cost of storing grain.
3. **Set Sale Deadlines** - In case prices don't come up enough to trigger sales of grain at your target price, you need to set sales deadline, so you are proactive about pricing and don't get to harvest without any grain sold. For example: sell 5,000 bushels for January-March delivery at \$6.00 or by June 30th. Prices and sales deadlines work together to help you make sales throughout the year, Consider seasonal price trends and your cash flow needs when scheduling grain sales.
4. **Know Your Marketing Tools** - There are several types of contracts you can use to sell grain. We call these marketing tools. You should work with your local elevator or broker to determine what marketing tools are available to you and what tools you should be using to achieve your price targets and sales deadlines. The common marketing tools offered by most local elevators are cash sales, forward cash contracts, basis contracts, and hedge-to-arrive (HTA) contracts. You can also work with a broker to establish hedges, puts, or calls.
5. **Share Your Plan with Someone Else** - Once you have written your plan, share it with someone else. Sharing your goals with your spouse, business partner, merchandiser, or bank will help you keep you accountable to your marketing goals.

Marketing plans can become more complex. However, this basic outline will help you get started. Remember: the goal of a marketing plan is to keep you on track with the goals you determined at the beginning of the crop cycle.

Ag Tire Trends

- As equipment gets larger and heavier ag tires need to be modified
- The first trend is moving from bias to radial tires which allows for greater loads for the same size tire
- Steel belts strengthens the casing to last longer and also flattens the tread face and makes a wider footprint. This helps with tire wear and vehicle stability. The wider footprint increases floatation, reduces compaction, protects the soil and improves crop yield
- More rubber is being added to ag tires to add strength and increase wear time
- Compounds have been added to the rubber to give it more strength and prevent punctures. Other compounds have been added to increase heat dissipation for tires running at higher speeds of 40 mph
- Changing side wall tire construction to allow more flexibility (IF and VF tires) which can bear heavier loads at the same pressure or to help reduce compaction carry the same loads at lower pressures increasing the foot print of the tire
- Size matters... The most common tire width in Ag tires are 15-16". With increasing sizes of tractors, combines, and implements many new tires come in larger tire widths: 22.5", 26.5", and 30.5" with a few sizes of 32"
- Rim designs have also changed to create a stronger bond between the tire and the rim: the angle of the rim has been increased from 5 to 15 degrees
- Tire tread designs continue to change to adapt to higher road speeds and heat, provide field traction and release mud quickly



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Have you heard of MeatSuite? Its an online tool from Cornell Cooperative Extension and NC Choices that connects consumers who are interested in purchasing meat directly from the farmers.

For more information on MeatSuite contact Marylynn at mrm7@cornell.edu or (315) 368-8603

Milk Loss Assistance for Dairy Operations Impacted by 2020-2022 Disaster Events

The U.S. Department of Agriculture (USDA) announced the Milk Loss Program (MLP) assistance for eligible dairy operations for milk that was dumped or removed, without compensation, from the commercial milk market due to qualifying weather events and the consequences of those weather events that inhibited delivery or storage of milk (e.g. power outages, impassable roads, infrastructure losses, etc.) during calendar years 2020, 2021, and 2022.

Administered by the Farm Service Agency (FSA), signup for MLP began September 11 and runs through October 16, 2023.

For more information or if you have questions about the program contact your local FSA Office at (315) 736-3316.

Farmland for a New Generation

CCE Oneida County can help you access farmland or someone to farm your land. Farmland for a New Generation New York is a FREE online tool developed in partnership between the NYS Department of Ag and Markets, American Farmland Trust, a network of 27 land trusts, CCE Offices, and other agricultural organizations, all working together to bring a new generation of farmers onto land across the state.

Maryellen Baldwin, Farm Business Manager and Regional Navigator can help you create a profile on the site that allows you to find farmland or a farmer to work your land. You can also go to <https://nyfarmlandfinder.org>; you will discover how to prepare a profile, training, materials, and documents to educate and support farmers and landowners.

Gaining hands-on farm experience is an important step for farmers before accessing farmland. Through working on a farm, you enhance your knowledge of the agricultural industry and gain valuable insight into the day-to-day operations of a farm. Also, new this year is a database of available farm jobs. For more information or help to create a farmland finder profile, contact Maryellen at (315) 736-3394 ext. 177 or mfw73@cornell.edu.

Did you know?

CCE Oneida County offers recordings of previous agriculture related meetings on our YouTube page. Use this link <https://tinyurl.com/5n6bswc4> **OR** scan the QR Code

USDA Designates 31 NY Counties as Primary Natural Disaster Areas

This Secretarial natural disaster designation allows the United States Department of Agriculture (USDA) Farm Service Agency (FSA) to extend much-needed emergency credit to producers recovering from natural disasters through emergency loans. Emergency loans can be used to meet various recovery needs including the replacement of essential items such as equipment or livestock, reorganization of a farming operation, or to refinance certain debts. FSA will review the loans based on the extent of losses, security available, and repayment ability. If you have questions or to apply contact your local FSA Office at (315) 736-3316

Impacted Area: New York

Triggering Disaster: Freeze & Frost

Application Deadline: 4/17/2024

Primary Counties Eligible: Albany, Broome, Cattaraugus, Cayuga, Chautauqua, Chemung, Columbia, Cortland, Dutchess, Greene, Jefferson, Onondaga, Ontario, Orleans, Oswego, Otsego, Putnam, Rensselaer, Saratoga, Schenectady, Schoharie, Schuyler, Seneca, Steuben, Tioga, Tompkins, Ulster, Washington, Wayne, Westchester, Yates

Contiguous Counties Also Eligible:

New York: Allegany, Bronx, Chenango, Delaware, Erie, Essex, Fulton, Genesee, Hamilton, Herkimer, Lewis, Livingston, Madison, Monroe, Montgomery, Nassau, Niagara, Oneida, Orange, Rockland, St. Lawrence, Sullivan, Warren, Wyoming

USDA Accepting Applications to help Cover Costs of Organic Producers

The USDA will cover up to 75% of the costs associated with organic certification, up to \$750 per category, through the Organic Certification Cost Share Program (OCCSP). Read the full article online at <https://tinyurl.com/dbzntacf>
If you have questions or to apply contact your local FSA Office at (315) 736-3316.

USDA Loan Assistance Tool

An online tool to help farmers and ranchers better navigate the farm loan application process. This uniform application process will help to ensure all farm loan applications receive equal support and have a consistent customer experience with USDA's Farm Service Agency (FSA) regardless of their individual circumstances. To start the self assessment visit <https://lat.fpac.usda.gov/>



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GARY F. NIEDZIELSKI

Agent

239 Academy Street
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PH: 800.735.3276

Fax: 315.942.3178

Email: gary.niedzielski@american-national.com

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