Turning over a new leaf – Farm business succession
Stan Moore, Michigan State University Extension

A new twist on an old idiom, with farm business succession planning in mind.

The idiom “Turning over a new leaf” actually dates back to the 1500s and refers to turning the page (leaf) of a book, tuning over the previous page with the bad behavior, and starting out with a fresh page. On my recent hike in the Smoky Mountains, I had another take on this old idiom. As I trudged through the fallen leaves on the Appalachian Trail, it was quite apparent that it’s very easy to turn over a fallen, dead leaf. On the other hand, if you grasp a new leaf on the tree and attempt to turn it over it twists right back.

What does this have to do with farm business succession? In the course of my career, I’ve witnessed many ways that farmers transition their farming operation to the next generation. Some smooth and organized, some rough and traumatic. For the sake of this article, I’ll put them in to two categories: Those who transition the farm while the older generation is still alive and involved, and those who wait until the older generation is gone, or at least not wanting to be involved anymore.

Using your estate plan that takes place at your death is the easy way out on farm business succession planning. The dead leaf flips over easily, but there is so much opportunity lost with this transition plan. How will the next generation really learn how to manage if you haven’t given them that chance while you are still around? Who will be their mentor as they work through the mistakes and learn the lessons? Too often I hear that “he/she is just not mature enough to manage this farm”. Maturity best happens as one is actually doing the job and making mistakes. We don’t learn very much just watching someone else. It’s sad to see older generation farmers fail to allow the next generation an opportunity to own and manage until they themselves are ready to be done farming.

Transitioning your farm to the next generation while you are still very much alive and active is much better. Of course turning over a green leaf is much more difficult, but it is also much more rewarding. Seeing your son or daughter mature as they take on the management role can be very rewarding. Providing guidance when they ask for it can be equally rewarding. Certainly a farm that actively begins to transfer ownership and management responsibilities early is much more likely to have a smooth and successful transition.

For a list of resources to help you in farm business succession contact CCE.
Gypsum Bedding in Long-Term Manure Storage May Create Dangerous Conditions

Tom Eskildsen, Yates SWCD  
Nancy Glazier, Cornell CCE  
Curt Gooch, Cornell PRO-DAIRY  
Karl J. Czymmek, Cornell PRO-DAIRY  

FARMERS AND MANURE HANDLERS NEED TO AVOID EXPOSURE TO MANURE GASES PRODUCED BY LONG-TERM MANURE STORAGES, ESPECIALLY WHEN GYPSUM IS USED FOR BEDDING. DANGEROUS LEVELS HAVE BEEN MEASURED!

All stored manure can produce gas levels of concern in some conditions. Some gases (like hydrogen sulfide [H2S]) are toxic and heavier than air and therefore are prone to sink to low areas like storage pits, sumps, or other depressions. These areas are the most dangerous. When mixed before spreading, manure pits and storages that hold manure from barns where gypsum is used for cow bedding may be at increased risk to release H2S gas at levels that are hazardous and could even be life threatening. As wind currents mix H2S with air, the hazard is quickly reduced so the main concern is the area right around manure storage, especially during agitation.

Why is gypsum a potential concern? Gypsum is a significant source of calcium and sulfur. Though both calcium and sulfur are beneficial in the right place and form, some naturally occurring bacteria in liquid manure storages use the sulfur to make hydro-gen sulfide. The bacteria are most active in warmer months, so summer and fall pit agitation can be more dangerous. We recently learned that gypsum cannot currently be used as bedding on farms in the United Kingdom due to the health risk concerns with hydro-gen sulfide emissions from manure storages.

In October 2013, staff from the Benton Fire Department and Yates Soil and Water Conservation District (SWCD) measured more than 100 ppm hydrogen sulfide next to a long-term manure storage pit during agitation on a farm where gypsum has been used for bedding. In certain conditions, hydrogen sulfide can be a problem in any long-term storage, but the level found here is much higher than we have seen measured in other locations. It is not fully clear if gypsum is a source of the problem, and more testing is needed to better assess the situation. However, gypsum is a major source of sulfur in some pits and due to the potential threat to health and safety, we are recommending caution. Air was also tested around the perimeter of a long-term manure storage on a Yates County farm that does not use gypsum for bedding and H2S levels were overall undetectable.
Hydrogen sulfide levels above 20 ppm can begin to cause humans problems including headaches, dizziness, and fatigue. According to the Occupational Safety and Health Administration (OSHA), a concentration of 100 ppm hydrogen sulfide is immediately dangerous to life and health because the symptoms can make it hard to escape from a dangerous situation. Levels over 100 ppm paralyze the olfactory nerve (sense of smell) causing the victim to not know they are still breathing in the gas, and exposure at this level for 48 hours may cause death. At levels above 500 ppm, staggering and collapse can occur in 5 minutes, death after 30-60 minutes. If we are finding random air samples over 100 ppm, it is possible to have pockets of hydrogen sulfide near storage structures during agitation that are at much higher levels.

**Farmers, family members, workers, and visitors are urged to avoid any and all manure gases, especially from storages when gypsum is mixed in with manure in any significant quantities. Note: for operations that daily haul manure and use gypsum for bedding, we expect little or no production of hydrogen sulfide, but care should be taken to minimize risks there too.**

More testing will be done this fall in the Yates County area on farms that have used gypsum and those that have not. **If you have stored manure with gypsum material and are planning to agitate and land apply manure from that storage this fall, the following precautions should be taken:**

- Make sure no unnecessary people are near the pit or open air storage during agitation and pump out.
- Set up large fans and/or blowers around where operators will be working to mix air and dilute any gases.
- Pit operators should be trained to use respirators and how to work in hazardous places.
- Use a respirator when working around the pit during agitation and filling.
- Do not enter pits, tanks or open air depressions (low areas) without a respirator!
- If entry is necessary, never do so during agitation. Enter only if the pit is well ventilated, fresh air is supplied to a respirator and a safety harness and attached rope is worn and there are two people standing by to help.

In addition to the above tips, farmers should:

- Consider using other materials for bedding until this issue is better understood.
- Have an emergency plan in place.
- Train all family members and employees in the dangers of manure gases.
- Install gating/fencing and danger signs around all manure storages.

*A portion of this information is summarized from an article produced by Pennsylvania Farm Bureau and US Department of Labor, OSHA division website*
Costs of Raising Dairy Calves and Other Calf Performance Measures
By: John J. Hanchar, NWNY Dairy, Livestock, Field Crops Team

Summary

- Variability in calf performance measures among farms is likely explained in part by differences in systems, practices, and management approaches, including the extent to which these are successfully implemented.

- For example, based upon 3rd quarter 2012 data for 23 Northeast dairy farms, average daily pounds of dry matter (DM) intake per animal for the birth to 3 month age group averaged 4.7 pounds, while the middle 80 percent of farms ranged from 3.6 to 6.2 pounds. Differences in feeding systems and practices -- for example, fixed number of feedings per day versus free choice feeding -- likely underlie some of the variability.

- The top five cost items -- feed, labor, bedding, building operation and ownership, and health -- accounted for approximately 92 percent of total costs per animal per day for the birth to 3 months age group.

Selected Results, Birth to 3 Months

Led by Jason Karszes, Cornell University/PRO-DAIRY, university and extension personnel, and others worked with 23 northeast dairy farms during the third quarter of 2012 as the farms collected cost and other performance data for their dairy replacement enterprises. Selected results are reported here for animals from birth to 3 months.

Table 1. Selected Factors, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

<table>
<thead>
<tr>
<th>Measure</th>
<th>Average</th>
<th>80th Percentile Range</th>
</tr>
</thead>
<tbody>
<tr>
<td># of heifers</td>
<td>112</td>
<td>50</td>
</tr>
<tr>
<td>Age, months</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td>Weight, pounds</td>
<td>253</td>
<td>225</td>
</tr>
<tr>
<td>Total weight, gained, pounds</td>
<td>168</td>
<td>141</td>
</tr>
<tr>
<td>Non completion rate, percent</td>
<td>7.1</td>
<td>0.7</td>
</tr>
</tbody>
</table>

Feeding measures varied considerably among farms (Table 2). Differences in systems, practices and/or management approaches underlie the results. For example, some farms practiced fixed feedings per day, while others employed free choice feeding systems.

Table 2. Selected Feeding Measures, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

<table>
<thead>
<tr>
<th>Measure</th>
<th>Average</th>
<th>80th Percentile Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average daily rate of gain, pounds</td>
<td>1.9</td>
<td>1.6</td>
</tr>
<tr>
<td>Average daily DM intake per animal, pounds</td>
<td>4.7</td>
<td>3.6</td>
</tr>
<tr>
<td>Feed cost per day per animal, dollars</td>
<td>2.67</td>
<td>1.85</td>
</tr>
</tbody>
</table>

Cost measures varied considerably among farms (Table 3). Differences among farms mentioned above, and other differences combine to underlie variability. Differences in housing systems among farms -- for example, individual versus group housed systems -- likely underlie variability in a variety of cost measures, including feed, labor, building operation and ownership, and others.

Table 3. Selected Cost Measures, Dairy Replacements, Birth to 3 Months, 23 NE Dairy Farms, 3rd Quarter 2012, Preliminary.

<table>
<thead>
<tr>
<th>Measure</th>
<th>Average</th>
<th>80th Percentile Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost per day per animal, dollars</td>
<td>2.67</td>
<td>1.85</td>
</tr>
<tr>
<td>Labor</td>
<td>1.05</td>
<td>0.58</td>
</tr>
<tr>
<td>Bedding</td>
<td>0.37</td>
<td>0.12</td>
</tr>
<tr>
<td>Building operation &amp; ownership</td>
<td>0.22</td>
<td>0.06</td>
</tr>
<tr>
<td>Health</td>
<td>0.20</td>
<td>0.07</td>
</tr>
<tr>
<td>Total cost per day per animal</td>
<td>4.91</td>
<td>4.19</td>
</tr>
<tr>
<td>Total cost per pound of gain</td>
<td>2.69</td>
<td>2.08</td>
</tr>
<tr>
<td>Total cost per animal completing system*</td>
<td>447</td>
<td>381</td>
</tr>
</tbody>
</table>

*Measure excludes the initial value of a calf at birth.

Final Thoughts

The ranges in cost and other calf performance measures realized by the 23 farms are notable. For example, the non - completion rate averaged about 7 percent, while the middle 80 percent ranged from a little less than 1 percent to 14.5 percent. For the producer interested in pursuing improved results, room for improvement exists.
To learn about alternative systems, practices, and management approaches that can improve calf performance, plan on attending the Calf Congress 2013. Please see information about the congress in this issue.

Sources for this article include:


How Soon After Calving Are Your Cows Being Bred?
Gonzalo Ferreira, Extension Dairy Scientist, Virginia State University

Shortening the calving interval implies a greater proportion of the cows within a herd with fewer days in milk and, therefore, with greater milk yields. The calving interval is directly related to days open, a metric variable of great importance within the dairy farm. Breeding cows soon after calving increases the chances of reducing days open, especially when conception rates are less than desired. Therefore, one reproductive management approach to reducing days open is to revise the days to first service after calving.

First breeding after calving should be neither too late nor too early. Figures 1 and 2 show the days to first service plotted against days in milk for two different herds in Virginia. Herd A (Figure 1) would likely be described as having a sound reproductive program while herd B (Figure 2) has many areas in need of improvement. For example, herd A shows that most cows are bred after passing a voluntary waiting period (VWP) of 50 to 60 days. Contrary to this, the pattern of days to first service in herd B does not seem to respect VWP, as some breedings have been performed as soon as 10 days after calving. Also, herd A bred most of their cows for the first time within 100 days after calving, whereas herd B bred many of their cows for the first time beyond 120 days after calving. Finally, the pattern of breedings in herd A implies a programmed and controlled breeding plan, apparently absent in herd B.

In conclusion, monitoring days to first breeding is a simple tool to determine the suitability of the breeding program to shorten days open and calving interval indexes. If days to first service are too high, improvements in heat detection programs or implementation of synchronization and timed artificial insemination programs may deserve consideration.
How good is your pre-milking teat prep? How can you know? Why does it matter?

Jeffrey Reneau, Extension Animal Scientist, University of Minnesota

The bulk tank milk culture has long been the standard method for screening dairy herds for the presence of contagious mastitis pathogens (Streptococcus agalactiae, Staphylococcus aureus or Mycoplasma). Whenever these bacteria are present in a bulk tank milk sample, it is concluded that there are infected mammary glands in the herd. Because these mastitis pathogens are intermittently shed into the milk, single day bulk tank samples are not reliable indicators of the absence of contagious mastitis infections. However, research has shown when 3 or more consecutive daily bulk tank samples are taken and pooled for culturing, test results are dependable.

The bulk tank milk culture is also recognized as an excellent monitor of the effectiveness of pre-milking teat prep. Since most environmental mastitis pathogens found in bulk milk generally do not come from infected mammary glands but rather from the teat surface, it is reasoned that whatever environmental bacteria (coliforms and non-ag streps) not removed from teat surfaces during pre-milking teat prep will then end up in the bulk tank milk. Thus, the level of environmental bacteria in bulk tank milk samples is a direct reflection of the effectiveness of pre-milking teat prep. As in the case for contagious infections, pooling multiple days of bulk tank milk samples will give a more representative assessment of pre-milking teat prep across days and milking shifts (see Quality Count$ Fact Sheet FC-MC-1).

Many research studies indicate that production of high quality milk with minimum mastitis and optimum milking speed requires consistent cleaning of teat surfaces (including teat ends) and correct machine attachment timing (see Quality Count$ Fact Sheet F-MR-4 - Principles of Ideal Pre- and Post-milking Cow Prep). A survey of milking protocols will yield numerous pre-milking teat prep methods all hoping to achieve clean dry teats. A lot of the pre-milking teat prep protocol variation is due to housing and milking equipment differences as well as personal preference and inconsistent application of pre-milking prep procedures by milking personnel.

Recent introduction of robotic milking and such things as mechanical teat scrubbers has challenged the more conventional DIP - STRIP - DRY and APPLY teat prep protocols. But regardless of your teat prepping procedure method, the expected outcome must be the same – CLEAN, DRY TEATS. The bottom line is pretty simple: If the numbers of coliforms and non-ag strep bacteria on your bulk tank culture results are high, you are NOT getting teat surfaces clean enough!

Why does it matter? At the farm, mastitis, both clinical and subclinical (high SCC), is the main concern because current market access depends on having low SCC. But that is only half the story. In addition to bacteria that cause mastitis, there are many other organisms in the cow’s environment that also contaminate cow’s teats. These environmental organisms are usually neither a cow nor human health concern but can have a detrimental effect on milk shelf life and product quality. Some of these bacteria can be heat-resistant spore formers that, if they survive pasteurization, can end up in dried milk powder and milk protein products. Today approximately 15 to
17% of U.S. milk production is exported. The greatest portion is exported as dried milk powders and proteins. The fact that our importing partners are very concerned about spore producing contaminants should put this concern high on our list. Just ask Fonterra in New Zealand about the importance of having products free of spore contamination. Their recent product recall was a brand-marring scare that was too close for comfort. Fortunately for them the suspected Clostridium spores in their milk powder turned out to be garden variety food spoilage spores with no human health concerns.

TAKE HOME MESSAGE: There are normally many undesirable organisms in the cow's every day environment, which can easily contaminate cow's teats. Keeping cows clean and dry by attentive bedding, stall and alley management is needed. Research has repeatedly shown that the number of bacteria in bedding materials is positively correlated to the number of these bacteria on teats surfaces. Likewise, the greater numbers of bacteria on teat surfaces, the greater the risk of mastitis infections. In addition, whatever food spoilage bacteria are on teat surfaces at milking machine application will also end up in bulk tank milk. Therefore, the last opportunity to assure that bulk tank milk is not contaminated with undesirable organisms is to thoroughly clean teats before every milking. That is why monitoring coliform and non-ag strep bacteria levels on bulk tank cultures is the best means to know if your pre-milking procedures are effective regardless of the method you are using. If these bacteria levels are low, we are doing an adequate job! If they are too high, we are not being effective enough and we must improve.

4-H Tractor and Machinery Operation Certification Program Offered

Youth who will be 14 and over as of March 1, 2014 can take the course for certification. Participants who want to earn their certification must pass both the written exam and the driving test. The cost for this course is $15.00 for 4-H members to cover the cost of materials and is payable to CCE by Monday, January 6th.

Non 4-H members are eligible to take this course but in addition they will need to complete a 4-H enrollment form and pay the $5.00 4-H enrollment fee.

The Hazardous-Occupation Order for youth under 16 makes it unlawful to hire or even permit without pay any youth under the age of 16 to participate in any work activities listed as hazardous, unless:
1. The youth is employed, either with our without compensation, by their parents or legal guardian, or
2. The youth 14-15 years old has a training certificate which provides an exemption from certain hazardous work activities.
3. The Tractor and Machinery Operation Program allows for youth under the age of 16 who successfully completes the program to engage in agricultural work activities below if they are 14-15 despite the fact the activities are listed as "agricultural work activities classified as hazardous for youth under 16".

Tractor Operation - This training allows youth who successfully complete requirements to: operate a tractor over 20 PTO horsepower, or connect or disconnect an implement or any of its parts to or from such a tractor. Equipment Operation This allows youth who successfully complete requirements to operate or assist to operate the following equipment: hay mower, hay baler, forage harvester, forage blower, feed grinder, crop dryer, auger conveyor, the unloading mechanism of a non-gravity type self-unloading wagon or trailer, corn picker, cotton picker, grain combine, power post-hole digger, power post driver, a non-walking rotary tiller, potato digger, or mobile pea viner. This includes starting, stopping, adjusting, feeding, or any activity involving physical contact associated with the operation of the equipment listed. Youth must have satisfied all the requirements for the Tractor Operation and must have completed a total of at least 24 hours of instruction.

The schedule for the course is as follows:
Mondays, January 13, 20 7:30 p.m. – 9:30 p.m., Steuben County Office Building
Sunday, January 26 1-4 p.m. Location to be announced hands on learning session
Monday, January 27 7:30 p.m. – 9:30 p.m., Steuben County Office Building
Monday, February 3 7:30 p.m. – 9:30 p.m., Steuben County Office Building
Sunday, February 9 1-4 p.m. Location to be announced hands on learning session
Mondays, February 10, 17, 24 7:30 p.m. – 9:30 p.m., Steuben County Office Building
Monday, March 3 7:30 p.m. – 9:30 p.m., Steuben County Office Building
Sunday, March 9 (driving test) or March 16 (driving test date if previous date canceled due to weather)
Location to be announced 1- 4 p.m.
March 10 (written test) or March 17 (written test date if one of the above sessions end up being cancelled due to weather)

DAIRY MARKET WATCH

<table>
<thead>
<tr>
<th>Milk Component</th>
<th>Milk Class Prices</th>
<th>Statistical Uniform Price &amp; PPD</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>I(Boston) II III IV</td>
<td>Jamestown, Albany, Albany</td>
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<table>
<thead>
<tr>
<th>Month</th>
<th>Butterfat</th>
<th>Protein</th>
<th>$/gal. to farmer</th>
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<tbody>
<tr>
<td>Sep12</td>
<td>$2.00</td>
<td>$3.25</td>
<td>$18.30-$0.70</td>
</tr>
<tr>
<td>Oct12</td>
<td>$2.11</td>
<td>$3.73</td>
<td>$19.63-$1.39</td>
</tr>
<tr>
<td>Nov12</td>
<td>$2.02</td>
<td>$3.72</td>
<td>$20.20-$0.63</td>
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<tr>
<td>Dec12</td>
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<td>$3.31</td>
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<td>$3.29</td>
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<td>Feb13</td>
<td>$1.66</td>
<td>$2.96</td>
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<tr>
<td>Mar13</td>
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<td>$2.82</td>
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<tr>
<td>Apr13</td>
<td>$1.82</td>
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<tr>
<td>May13</td>
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<tr>
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<td>$3.35</td>
<td>$19.05 $1.03</td>
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<td>July13</td>
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<td>Aug13</td>
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<tr>
<td>Sep13</td>
<td>$1.52</td>
<td>$3.54</td>
<td>$19.43 $1.29</td>
</tr>
</tbody>
</table>

September Utilization (Northeast): Class I = 39%; Class II = 28%; Class III = 27%; Class IV = 6%
[Class I = processed as beverage milk; Class II = soft products, cream, yogurt and cottage cheese; Class III = cheese (American, Italian), evaporated and condensed products, Class IV = butter, nonfat and whole milk powder.]
Dairy Commodity Markets (USDA Dairy Market News):
Note: USDA Dairy Market News was disrupted during the Federal Furlough, and resumed publication on the week of October 25.

Butter: Friday CME cash prices: 9/27 $1.61, 10/25 $1.48. Butter production varies by region, being active in the West and Northeast but slower in the Central Region. Continued strong orders are driving Western and Northeast production. Inventories in those regions are also being used to meet orders.

Cheese: Friday CME cash prices (40# blocks): 9/27 $1.75, 10/25 $1.88. Cheese prices are mostly steady to firm following recent trends in the spot market. Cheese production is active in the face of tighter milk supplies. Demand is good enough for plants to look for additional milk, but price and availability are hindering deal making. Competition from Class II manufacturers for available milk supplies is restricting access to additional spot loads for cheesemaking.

Dry Products: Nonfat dry milk prices are firm to higher. Production is mixed across the country as more facilities are producing skim milk powder for international demand. Cumulative production of NDM (Jan.-Aug.) for 2013 is 16.5% lower than last year, while cumulative production of SMP for the same period is 91.7% higher than 2012.

Fluid Milk: Nationally, milk supplies are described as tight. Good Class I demand in the East and Southeast is restricting manufacturing milk supplies. Manufacturing milk supplies are tighter than current demand with premiums of $3.00 over Class being paid. California milk production is recovering from September’s heatwave and component levels are showing improvements.

Milk Production: Report currently unavailable.

Comments:
The federal government shut-down that occurred in October disrupted many of the milk marketing reports available that are used to put this publication together. The lack of information for the industry has made decision-making more challenging.

The U.S. dollar is down in October against the Euro and the Australian and the New Zealand dollars. The latest Global Dairy Trade Auction had the prices of all of the common dairy commodities that the U.S. exports higher than two weeks earlier, so the current market is positive for milk prices in that regard (Penn State Dairy Outlook, October 2013).

Also positive for dairy producers are the falling corn and soybean prices. Stock reports show a surprisingly high level of corn and soybean stocks, leading corn to lose $0.38/bushel since last month and beans to lose $1.30/bushel. Harvest is progressing well for both crops. As a result of lower feed prices, Penn State’s measure of Income Over Feed Cost rose by 8.3% in September, an increase of 69 cents to $8.95/cow/day. This is the highest IOFC since November 2012, and is the best September value other than 2011 in the past four years (Penn State Dairy Outlook, October 2013).

The Farm Bill is finally in conference, but there are many contentious issues to iron out including SNAP cuts (food stamps) and crop insurance. While the sense of urgency is genuine, January 1st is the deadline for passage of a new bill or filing of an extension to avoid the kick in of yet another “dairy cliff” where the old Dairy Price Support Program would be enacted (Novakovic, Andrew. Composition of the Pennsylvania IOFC—September 2013).
Farm Bill Conference Committee Paper. 17 October 2013). For more information about the conference process, view this 11-minute podcast: http://dairy.wisc.edu/PubPod/Podcast/Misc/Index.html

All established hay fields, new fall seedings and fall seeded small grains must be reported to the FSA Office by November 15, 2013. A late filing fee of $46 per farm must be paid if the acreage report for these crops are submitted after the deadline date. Call your local FSA office to schedule an appointment.

Virginia Carlberg
Extension Community Educator
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November 25 - How Profitable is Your Livestock Operation?
6:00 to 8:00 pm at the Bath Civil Defense Center; 7220 State Route 54; Bath, NY.
Profitability is the key to enjoying and sustaining any farm business. Many farmers raise livestock, but relatively few know if their operations – or which part of their operations - are truly profitable. Associate Professor Greg Halich will show how to identify “profit centers” and evaluate their feasibility in order to eliminate or improve unprofitable activities. Greg will also discuss how information on profitability and cost of production can be used to set prices and determine which marketing options may work best for the farm. Greg is an Ag Economist with the University of Kentucky Extension, and grazes beef cattle in both Kentucky and New York. Light refreshments will be served. Please contact Kerri Bartlett with questions at: 607-664-2311, or by email: ksb29@cornell.edu. This event is sponsored by the Tri-County Graziers, with support from Cornell Cooperative Extension of Steuben and Schuyler Counties, the Upper Susquehanna Coalition, and the NYS NRCS Grazing Lands Conservation Initiative.

December 4-5, 2013 - Calf Congress 2013 - “Growing the Next Generation”
RIT Inn & Conference Center outside of Rochester, NY. This conference will differ from the previous two PRO-DAIRY Calf Symposia as it will not be devoted solely to group calf housing and feeding systems. A variety of topics will be presented of interest to dairy producers and agriservice personnel alike. The focus will remain on the young dairy replacement heifer. The format includes an evening reception, dinner, presentation and panel discussion followed by a full day of speakers ending up with a moderated panel discussion.

December 7, 2013 - Beginning Beekeeping Workshop
8:30-12:30pm, $25
This class will prepare you for getting your own Honey Bees this Spring with an overview of equipment, hive products, Honey Bee management and of course Honey Bees themselves.

Presented by the Southern Tier Beekeepers Association, the class will be held on December 7, 2013 at Cornell Cooperative Extension, 840 Upper Front St., Binghamton, NY. Bring a drink and snack. Registered participants will receive a CD of the presentations, informative beekeeping documents, and links. The Southern Tier Beekeepers will be hosting a "hands-on" session in early spring to give everyone a chance to work a beehive before their purchased bees arrive. You can register and pay online at: https://reg.cce.cornell.edu/beginningbeekeeping_203.

TRADING POST:

Wanted: Subsoiler for primary tillage. Farmer in Hammondsport seeking to rent subsoiler with 1 or 2 shanks, minimum depth of 12”. Relatively small parcel being tilled, only need for a weekend at most. If interested please call Peter at (914) 588 2860.

For Sale: 7’ Bushhog 287, Excellent condition, $1,850 or BO. Phone: 607-776-1711
COMING EVENTS:

November 7 - Tomato School for Professional Growers
Jordan Hall, NYSAES - Geneva, NY
8:00am – 4:45pm
Designed for tomato growers of all experience levels and farm management systems, this school will begin with basic aspects of tomato production and move to advanced topics. Attendees will learn how to improve their tomato production by developing a better understanding of biological concepts related to pest, disease, nutrition, and cultural management.
4.75 DEC credits and 5.5 CCA CEU credits are available.
Pre-registration by October 31 is required as space is limited. The registration fee is $50 for enrollees of the Cornell Vegetable Program and $60 for non-enrollees. To register or view a full agenda, visit http://cvp.cce.cornell.edu/event.php?id=97 or contact Angela Parr at 585-394-3977 x426.

November 8 - Squash School for Professional Growers
8:30am – 4:30pm at CCE of Monroe County - Rochester, NY
The Squash School will cover both winter and summer squash production for large and small growers. There will be a heavier focus on winter squash and pumpkin production. Biological concepts underlying production challenges and cultural and chemical control options will be discussed.
4.25 DEC credits and 4.5 CCA CEU credits are available.
Pre-registration by October 31 is required as space is limited. The registration fee is $40 for enrollees of the Cornell Vegetable Program and $50 for non-enrollees. To register or view a full agenda, visit http://cvp.cce.cornell.edu/event.php?id=98 or contact Angela Parr at 585-394-3977 x426.