

# Cornell Cooperative Extension's Lewis County Ag Digest

Volume 21 Issue 4

April 2015



## Whose Farm is it Anyway?

If you think you know this farm, call our office with your guess. *Those with correct answers will be eligible for \$25 in car wash tokens from Hanno's Hometown Car Wash located on Utica Boulevard in Lowville (visit us on Facebook)!* Need another hint? Visit our website at <http://blogs.cornell.edu/ccelewis> for another angle. See page 21 for contest details and last month's winner.

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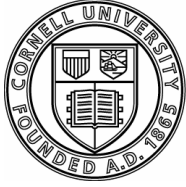
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# Cornell University Cooperative Extension Lewis County

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*The material is sent for your information as part of the program for commercial agriculture by Cooperative Extension.*

*For further program details, contact or visit our office, which is open from 8:00 a.m. to 4:30 p.m. Monday through Friday. Please feel free to contact us at any time. Our telephone number is 315-376-5270.*

*Sincerely,*

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## *Farmer Strategies for Working Together*

Friday, April 10, 2015

1:00 to 3:00 p.m.

Farm Credit East, Burrville

\$5.00

**We have prepared a meeting to talk about setting up corporations, partnerships, and cooperatives.**

Many farmers are teaming up to provide multiple products for customers. Informal agreements and memorandum of agreements work for a while, but over time joint purchases of equipment and sharing income can lead to wanting more formal strategies. Farmers may also want to work together to market their products or deliver them.

- Roberta Severson of Cornell's Dyson School of Economics will be presenting the program. Her expertise is in cooperatives, which might be helpful in implementing a food hub project.
- Three farmers will be on a panel to explain their experiences working together and the pro and cons of their particular system.

*Please contact Peggy Murray at CCE Lewis County at 315-376-5270 or [mlm40@cornell.edu](mailto:mlm40@cornell.edu).*



## Planning Crop Rotations for Dairy, Livestock, and Cash Crop Farms

By Kitty O'Neil, Ph.D, CCE St. Lawrence

The winter of 2014-15 started out mild, but lately it's been downright cold. Fortunately, for North Country farmers, the winter is planning season, and the weather has a lot less impact on that process. Large and small farms, dairy, livestock, or cash crop farms should take full advantage of these quiet, winter months to design cropping plans in advance to ensure that, when the weather warms up in the spring, we can all get started on time with fitting, planting, and first cutting. A late or interrupted start can set up a 'domino effect,' for an entire season of mistimed applications and harvests.

Planning a cropping system on a whole farm basis combines manipulating crop sequences to take advantage of biological advantages, like nutrient credits or pest suppression, with farm management criteria such as field sizes, feed requirements, financial resources, and predicted commodity prices. An ideal cropping system will accomplish the following objectives:

- Meet the feed requirements of the farm, or exploit marketing opportunities
- Grow crops well-adapted to climate and soils
- Complement availability of labor, facilities, and equipment resources on the farm
- Minimize pesticide use through effective IPM practices
- Efficiently use nutrients from manure and fertilizers
- Minimize environmental impacts (soil health, erosion, nutrient losses, etc.)

Realistically, most farms face numerous logistical constraints and end up with cropping plans that do not perfectly achieve all of these objectives. In these cases, farms must set priorities and design a cropping system to address critical issues first while achieving acceptable results in other areas, balancing long- and short-term goals. For example, lengthy perennial forage rotations will preserve soil health, but may conflict with a dairy herd's corn silage needs. Or a grazing operation may need to spend extra on summer labor in order to bale enough hay to permit feeding some of it during the summer to avoid overgrazing and long-term damage to pastures.

For dairy and livestock farms, the best place to start a cropping plan is to calculate feed requirements for the farm. Estimate forage and grain needs for the next three years if possible. Factor in any plans to increase or decrease herd sizes. If, in two years, you intend to expand the barn or buy the neighboring farm so you can put on additional animals or acres, plan ahead for the impacts on the crop rotation. Also take time to note the impacts these changes will have on your facilities and equipment needs for producing and storing more, or less, feed. A cash crop farm may start by consider opportunities in the marketplace, available grain storage facilities and existing contractual obligations.

The second step in developing a cropping plan is to estimate total forage and grain production using realistic yield estimates and accurate acreage estimates for individual fields. Include all crops or feeds in this summary – hay, haylage, dry



corn, high-moisture corn, corn silage, soybean grain, etc. Avoid using overly optimistic yield or inaccurate acreage numbers. Be as accurate and realistic as possible to minimize large differences between expected and actual production. Inaccurate predictions can lead to discrepancies between feed requirements for the herd and the actual feed inventory. Feed shortages then can require changes in rations, unplanned feed purchases, or lost animal productivity. Yield estimates can be calculated in multiple ways – by counting loads and measuring average load sizes, by comparing silo capacities with the acreage required to fill them, by keeping an accurate count of bales harvested from each field, etc. Detailed field-by-field yield histories can help improve accuracy of predictions and also identify areas where improvements in crop management are needed.

Armed with crop requirements and production capacities, next consider soil types and drainage characteristics in each field on your farm. Soil resources determine which crops can be grown most successfully. Soils should be tested on all fields every three to four years, or sooner if cropping system changes or new fields are included. When submitting soil samples for testing, provide accurate soil type, manure history, and cropping plan information to receive the most useful interpretations. Interpretation from the lab will consider nutrient credits for previous crops as well as pH and nutrient requirements for future crops. Use all this information to plan crop sequences and field locations. Alfalfa, small grains, and soybeans grow better than corn on droughty soils. Corn grows better than alfalfa or small grains on poorly drained fields. Alfalfa and soybeans require near-neutral pH while some grasses and clovers can tolerate soil pH a bit below 6.0. Where applicable, select varieties and cultivars most suited to conditions. For corn and soybeans, this includes choosing a maturity rating that does not invite unnecessary risk of delayed fall harvest and subsequent yield loss. Planting crops that are not well adapted to specific soils and conditions leads to poor yields, increased production costs, and therefore increased acreage requirements to meet production goals.

Efficient use of nutrient credits for previous crops and manure applications are an important component of crop rotation planning. Maximize these credits and strategies to reduce the requirement for fertilizer and chemical purchases. For example, corn following soybeans frequently produces yields 8–10% greater than corn after corn. Corn following a perennial forage requires significantly less N and insecticides, typically has fewer problems with weeds, and produces yields 10+% greater than corn after corn. Use the crop rotation to plan adequate opportunities for manure applications before planting in the spring, after first cutting, and again in the fall, after crop removal. Corn acres are not available for manure applications in July, but grass hay fields can be. Remember to

factor in nutrient credits for all manure applications – which requires accurate estimates of both manure volume and nutrient content.

As many farmers adopt more conservation tillage and cover cropping practices, the crop rotation can be designed with these ideas in mind. No-till crop strategies offer some advantages for dairy producers – no-till planting methods can help to meet conservation requirements without reducing acreage of row crops; no-till planting can reduce fuel consumption and labor requirements; and no-till practices can permit more intensive rotation systems such as double-crop corn after early hay or small grain forage and double-crop small grain forage after corn silage. With careful planning, conservation tillage methods can be used successfully in Northern New York cropping systems, especially in specific situations such as planting no-till corn into fall-killed sods or soybean residue, no-till rye or alfalfa into corn silage stubble, or in some cases, no-till soybeans or annual forage into spring-killed sods.

Lastly, every farm must plan some flexibility in its cropping system to allow for unplanned variations in weather, crop yields, or feed requirements. For example, in spring of 2014, alfalfa and small grain winterkill was severe on many farms and more new seedings were planted than had originally been planned. Corn was planted in fields where maintenance of perennial forages was planned. Cropping plans and animal rations were adjusted to accommodate seeding of many new hayfields and rotation of winterkilled stands into corn. Rotations can be modified to address pest problems. To avoid the need for corn rootworm insecticide applications, use crop rotation to limit the population of this pest. Shortened continuous corn sequences have been shown to reduce rootworm populations. Alfalfa snout beetle populations can escalate to the point that alfalfa in pure or mixed stands persist for only two, maybe three years. In combination with entomopathogenic nematode application, shortened alfalfa rotations are necessary to reduce populations to a manageable size in this situation. Build in some flexibility and feed inventory surpluses to protect against unplanned short-term developments.

For more information about field crop and soil management, contact your local Cornell Cooperative Extension office or contact Kitty O’Neil, CCE St. Lawrence County, directly at [kao32@cornell.edu](mailto:kao32@cornell.edu), 315-379- 9192 ext. 253, 315-854-1218, or follow on Twitter @CCENNYCropSoil.

For Extension information from Northern New York, please visit [www.ccenny.com](http://www.ccenny.com).

# 2015 Spring Malting Barley Varieties

By Bill Verbeten, Regional Agronomist, Cornell Cooperative Extension

Farmers interested in purchasing spring malting barley seed in 2015 have a number of varieties available in New York. The 2014 Cornell Small Grain Variety Trial results are available. All varieties should be drilled at about 2 bu/A (~100 lb./A) and about one inch deep. Planting after April 15<sup>th</sup> will result in reduced yields. See the [Growing Malting Barley in NY bulletin](#) for information about malting barley production practices. Both 6-row and 2-row malting barleys are being used in New York to make high quality beers and whiskey. The 6-row varieties generally have better agronomic traits (yield, disease resistance, resistance to lodging, etc.) than 2-row varieties under the climatic conditions of the Northeast. Historically 2-row varieties were preferred by brewers, but breeding advancements in the past 20-50 years have essentially eliminated the previous gap between 6-row and 2-row varieties for the needs of the craft brewing industry in the United States. For more discussion of 6-row vs. 2-row malting barley see these articles from [Oregon State University](#) and the [Brewers' Market Guide](#).

Quest is a 6-row spring variety certified by the University of Minnesota and is available through [Seedway](#) representatives and their affiliates. Quest has been bred specifically to have partial resistance to *Fusarium* head blight. *Fusarium* head blight is the major disease of malting barley in New York and the source of DON (deoxynivalenol a.k.a vomitoxin) in all small grains. In the 2013 and 2014 Cornell Variety Trials, Quest averaged 63 bu/acre, tied for 3<sup>rd</sup> in malting quality, and had moderate lodging. Contact your local representative

or Adam Robertson by phone at 585-435-7165 or by email at [arobertson@seedway.com](mailto:arobertson@seedway.com).

Conlon is a 2-row spring variety certified by North Dakota State University and is available through [Preferred Seed](#) representatives and their affiliates. In the 2013 and 2014 Cornell Variety Trials, Conlon averaged 51 bu/acre, was ranked 5<sup>th</sup> in malting quality, but had higher lodging ratings than other varieties. If growing this variety, put on a lower amount of spring nitrogen (maximum of ~40 lb./A) compared to other varieties (maximum of ~60 lb./A). Contact your local representative or Garrett Coleman by phone at 814-381-6809 or by email at [garrett@preferredseed.com](mailto:garrett@preferredseed.com).

Newdale is a 2-row spring variety available from Seedway and Preferred Seed. In the 2013 and 2014 Cornell Variety Trials, Newdale averaged 57 bu/acre, was ranked 10th in malting quality, but had one of the lowest lodging ratings compared to other varieties. [Seedway](#) & [Preferred Seed](#) will be supplying this variety in 2015.

[Lakeview Organics](#) has certified organic Conlon. For more information about seed availability contact Mary Howell-Martin by phone at 315-531-1038 or by email at [sales@lakevieworganicgrain.com](mailto:sales@lakevieworganicgrain.com).

Fico Farms is selling Quest (spring 6-row), Legacy (spring 6-row), Metcalf (spring 2-row), Copeland (spring 2-row), and Meredith (spring 2-row). Contact Paul Filippetti by phone at 585-770-4702 or by email at [FICOfarms@yahoo.com](mailto:FICOfarms@yahoo.com).

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Cattle Market Mobile also includes a feature called "Calf Calculator." This tool allows producers to enter information about a calf such as weight, sex, frame size, and muscle thickness to estimate the value of that calf based on their location. Estimates are also given for slaughter cows and bulls.

<http://www.cattlemarketmobile.com/>



# Pre-Market Meeting

## Saturday, April 25, 2015

### 10:00 AM-2:00 PM



Cornell University  
Cooperative Extension  
Jefferson County

It's time for a spring tune-up before the farmers' market season begins. So, join us at 203 North Hamilton Street in Watertown for this workshop.

The cost is \$15.00 for lunch and materials. Contact Steve Ledoux at (315)788-8450, ext. 324, or [swl73@cornell.edu](mailto:swl73@cornell.edu) by April 20 to reserve your seat.



### Topics include:

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## Cutting Height of Hay Crop Forages

By Ron Kuck, Cornell Cooperative Extension of Jefferson County

**S**taring longingly out your shop window 1<sup>st</sup> cutting seems a long way off. While getting hay equipment ready, greasing and replacing knives, you can plan your forage management for this season. The main plan usually is to get as much tonnage of first cutting as you can. Quality is a close second with storage sometimes a distant third.

While tempted to lower the cutting height a few inches in an attempt to get extra yield, you will get the same results as throwing a pass in a football game. Three things can happen and two of them are bad. The adoption of the discbine allowed us to cut closer to the ground without as much risk of costly damage that often occurred with our traditional sickle bar haybines. Research from Miner Institute indicates that you can gain up to a ½ ton DM/season (three cuttings) by lowering cutting height from 4" down to 2" without a real sacrifice of quality.

If increased yield is the good thing, what are the two bad things? Number one, scalping an uneven field runs the risk of increasing the ash content (amount of dirt and debris) in the forage and number two is the remaining stubble height and its effect on the grasses ability to regrow after cutting.

So, what is a little dirt in tons of forage? For starters you have just inoculated highly digestible, high sugar forages

with a range of wild and not so beneficial bacteria, dead bugs, and half rotten plant residues. These are not good for your cows or for making silage. Secondly, Dr. Charlie Sniffen of Fencrest LLC found that going from 9 to 11% ash will knock 1.9 lbs. of milk off per cow per day. On a 100-cow dairy this is loss of over \$10K in a 305-day lactation of a high forage diet of 50% legume. Yes, you can rebalance but even this has its limits—just ask your nutritionist.

However, the biggest issue seems to be the effect of stubble height on a grasses' ability to regrow after cutting. While alfalfa has a deep taproot and crown that store the reserves for the new alfalfa to grow from following a cutting, grasses have to re-grow from the stubble that you leave in the field. Numerous studies have shown that grass regrows from the leaf tissue left. The more left, the faster it regrows for increased total yearly yield. Therefore if you cut grasses too short you are robbing the plant of the energy reserves it needs to re-grow.

So what is too short? The effect of cutting height research conducted at Miner Institute showed that 1<sup>st</sup> year reeds canarygrass was completely killed at a 2" cutting height. Orchard grass did regrow but at a much slower rate. In contrast, at the 4" cutting height both grasses performed fine with the reeds canarygrass measuring 16" of regrowth in 21 days.



Take home points:

- Cutting higher than the soil level is critical to leaving soil and poor forage behind.
  - Grasses – a minimum of 3-4" of stubble should be left.
    - The loss in grass stand productivity from cutting too low far outweighs any yield boost you might get from harvesting a few extra inches in that one cutting.
  - It is okay to cut alfalfa at a 2" cutting height (except for fall cutting in which a taller stubble height is recommended for winter survival).
    - In mixed stands cutting height could actually be used as a management tool for stand composition by choosing a cutting height that either favors grass or alfalfa.
  - Stands could be even more sensitive in the seeding year
- **Bottom line: Successful farmers of grass leave 3.5+ inches of stubble.**

Sources:

Joe Lawrence, CCA; Lowville Farmers Coop "Grass Cutting Height" (2010)

Tom Kilcer; Advanced Ag Systems "Crop Soil News Feb. 2015"  
<http://www.advancedagsys.com>

## Capturing Quality at Harvest

By Ron Kuck,

Cornell Cooperative Extension of Jefferson County

Hay crop quality varies with the weather each year but closely follows plant maturity. Measuring alfalfa heights and spring scissors cut programs help us target the desirable NDF level for harvest. You have to follow crop development pretty closely in the spring to target timing for 1<sup>st</sup> cutting. Timeliness for 1<sup>st</sup> cutting is critical because we get the bulk of the season's yield in 1<sup>st</sup> cutting and it sets the harvest schedule for the year.

There are online tools available to help you develop a strategy for a timely 1<sup>st</sup> cutting at [www.forages.org](http://www.forages.org)

Grass Information Sheets—A series of two-page information sheets covering a wide range of grass management issues.

Tools to Assist Decision Making—Calculator tools in Microsoft Excel to assist in grass management decision making.

Grass-related Factsheets—Selected two-page factsheets from the Cornell Nutrient Management Spear Program Series 'Agronomy Factsheets.'

Other Links Related to Grass Management—Links to Grass Forage Variety Trials and other topics related to forage grasses.

### Jefferson / Lewis / St. Lawrence CCE Plan

Cornell Cooperative Extensions of Jefferson, Lewis, and St. Lawrence counties will begin sampling in early May in six to eight fields representing different geographic areas in the county. This sampling will take place for four to five weeks until the crop had passed prime and there was no longer a need for sampling. You are encouraged to sample your own fields.

### Reporting to Farms and Agribusiness

First Cut Quality Monitoring weekly reports are available on Tuesday afternoon or Wednesday morning. If you have not received these reports in the past please let us know how you would like them delivered. To receive 1<sup>st</sup> cut alfalfa height sampling updates:

- \* For Jefferson contact Ron Kuck at [rk76@cornell.edu](mailto:rk76@cornell.edu) or 315-788-8450.
- \* For Lewis contact Terri Taraska at [tt394@cornell.edu](mailto:tt394@cornell.edu) or 376-5279.
- \* For Clinton, Essex, Franklin, and St. Lawrence County information, contact Kitty O'Neil at [kao32@cornell.edu](mailto:kao32@cornell.edu) or 315-379-9192, ext. 253.
- \* Follow Mike Hunter on Twitter! @Mikethecropguy.
- \* You can also find reports at <http://www.ccenny.com/index.php/field-crops/crops/first-cutting-harvest-management>.

## NORTHERN NEW YORK FARMER'S MARKETING CO-OP RT. 26, LOWVILLE, NY

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# Celebrating 50 Years of the Lewis County Dairy Princess

By Melissa Spence, Cornell Cooperative Extension of Lewis County



1965 Dairy Princess  
Mary Ann Kubinski Fayyeau



2014 Dairy Princess  
Gabby Domagala

Recently, I had the honor to interview Mary Ann Kubinski Fayyeau, the first Lewis County Dairy Princess crowned in 1965, and reminisced about her year representing the dairy industry. Mary Ann was a 17-year-old senior from Lowville Academy. Mary Ann said, “A girl had to be a farmer’s daughter and be raised on a dairy farm.” By the way, she still loves drinking milk. During her reign, she attended the New York State World’s Fair, New York State Fair, and made several appearances on television and radio. She said John Bohall organized the first Dairy Princess Pageant and at that time there was not a lot of traveling involved. Mary Ann promoted the dairy industry at the Holstein Club and Farm Bureau meetings. With lots of enthusiasm and energy, Mary Ann continues to work in a Retail Management Business. I believe the hard work on the farm has rubbed off on her after all these years and she is still active, happily married, and resides in Watertown, NY. It was a pleasure to hear her story.

Holly Walters, Treasure for the Lewis County Dairy Princess Committee, met with me and was very helpful in researching the state and local dairy princess requirements. As of May 2013, requirements for the dairy princess court are geared toward young ladies between the ages of 9 and 24 giving them the opportunity to represent their county with pride. Their goal is to teach the community the importance of dairy products in our diets through the promotion of the farming industry and its products. It requires the dairy princess to talk about animal welfare, nutrition, and environmental stewardship. The Dairy Princess Program is a non-profit organization. Any income is generated from the sale of

promotional items and special events thru the fair or other events, and by ad campaigns and donations made by local businesses. You must be 16 years old to run for County Princess. The young girl must be from a dairy farm family or sponsored by someone who is in an agriculture related business living in Lewis County and a resident of New York State. Also, she can own at least two dairy cows in a 4-H or FFA club or has served as an alternate, dairy maid, or ambassador for a full year in the dairy princess court. Since this position represents an important organization, a dress code, a positive attitude, good behavior and manners, as well as public speaking are necessary to achieve the goals of a dairy princess. She must be single and never married with no children during her reign.

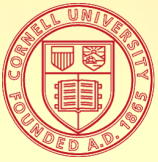
In 2014, Gabby Domagala was crowned the Lewis County Dairy Princess and is attending SUNY Cobleskill College majoring in Agriculture Business emphasizing in Dairy. There have been 50 dairy princesses since 1965. Imagine the education and promotion of the dairy industry and milk products that have reached the public. Unlike years past, monetary incentives are given to each girl individually in the program based on her efforts when promoting the dairy industry and its products by giving school presentations to preschool to third graders; weekly newspaper articles; appearances at agricultural meetings such as Farm Bureau and Lowville Milk Producers; parades; farmers markets and of course the Lewis County Fair serving ice cream at the Dairy Industry building and the New York State Fair. Joining the Dairy Princess Program is a fantastic opportunity to help fulfill your goals for your future in college or other opportunities that may come by building leadership skills, public presentation skills, and learning about the dairy industry itself.

The 50<sup>th</sup> year celebration for the Lewis County Dairy Princess Pageant will be held at the Ridgeview Inn in Lowville on April 25, 2015. Cow tails begin at 6:30 p.m. and the dinner festivities begin at 7:30 p.m. If you would like to see both the past and present dairy princesses from the last 50 years, this will be an event you will remember and treasure for years to come. Now would be the time to bring all your family and friends and join the fun.

Remember for all the little girls and little boys that dream of becoming a princess or ambassador, your dreams can come true! Contact Holly Walters at 523-1668 or Gabby/Nancy Domagala at 348-5146 to learn more about how to join or to RSVP for the pageant.



# SNAP Training 04/08 for Farmers 9:00 a.m. - 12:00 p.m.



Cornell University  
Cooperative Extension  
Jefferson County

9:00 a.m. - 12:00 p.m.

Are you a direct marketing farm that wants to help low income populations buy fresh local food?

If you are interested in learning more about SNAP benefits and getting your operation certified to accept them, join us for a training session at 203 North Hamilton Street in Watertown.

Contact Steve Ledoux at [swl73@cornell.edu](mailto:swl73@cornell.edu) or (315) 788-8450 by April 3 to register.

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.





# Calf Regional Program a Winner!!

By Terri Taraska, Cornell Cooperative Extension of Lewis County

In February, we completed our first regional calf management program, in cooperation with Cornell's Pro-Dairy Program. The classes were held at five sites across New York State and two sites in Vermont. Locally at the Farm Credit East Office in Burrville, we had calf managers from several farms across Jefferson and Lewis Counties. In total, at our Burrville site, farms had almost 500 preweaned calves at any one time. The program was set up with live speakers video conferencing at the different sites for the two sessions.

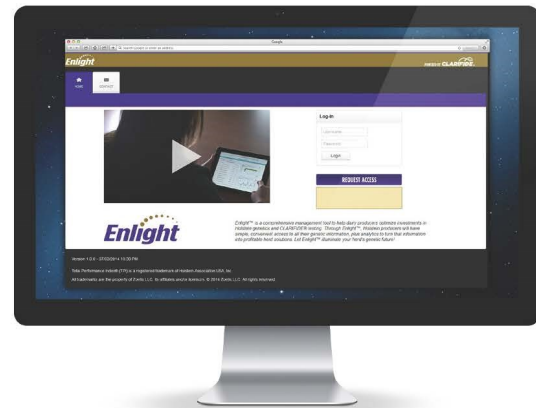
The topics covered basic economics of raising calves, young calf care, and drug residues. The session started with eye-opening information from Kathy Barrett (Senior Extension Associate from Cornell Pro-Dairy Team) on the cost of raising calves. The average cost of raising a dairy replacement from birth to calving is \$2,084. Dr. Kim Morrill (NNY Dairy Specialist) covered colostrum management and methods to evaluate colostrum quality on the farm. Dr. Morrill explained to maximize colostrum management the quality should be >50 mg/ml, quantity should be greater than four quarts and timing should be < 2 hours after birth. "Good colostrum management equals reduced risk of morbidity and reduced risk of mortality." She also covered material on nutrition of the pre-weaned calf and, in particular, maintenance requirements of a newborn calf. Then we finished off the first session with management ideas to control respiratory and scours problems of newborns by Dr. Taraska (Lewis County Dairy Specialist).

During the second session, Curt Gooch (Cornell Pro-Dairy Engineer) reviewed different types of ventilation and ideas from calf barns he has worked with in the past. Some farms that attended are using group housing for calves. Dr. Rossiter Burhans (Poulin Grain veterinarian) was superb in providing information from starting calves in groups, setting group sizes, use of robotics, and acidified milk feeding. We wrapped up the program with Dr. Patrina Ashley (field veterinarian for counties including Lewis and Jefferson). She covered information about what a VCPR is (Veterinary Client Patient Relationship) and its importance to use of antibiotics on the farm. With some extra time remaining, locally, Ron Kuck (Jefferson County Dairy Specialist) and I reviewed information from Penn State on comparing different commercial electrolytes.

We appreciate everyone's time and have gotten great feedback. We would like to work with the group and any interested famers in setting up some calf barn visits. If you did not attend the program and have some interest in visiting some different calf barns, please contact Ron Kuck in Jefferson County or myself in Lewis and we will set something up. Are there other topics you would like to see a program on? Give us a call/email!! We would like to hear your ideas!

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All Northeast dairy farms producing milk for sale are invited to submit an application for the award. Applicant farms must receive a score of 90 or higher to receive an 18"x24" Dairy of Distinction sign. The sign is to be displayed in front of the farm. Winners need not reapply but will be re-judged each year.

### Application

Name \_\_\_\_\_ Farm Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

Town \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_ Email \_\_\_\_\_

Milk Cooperative or Handler \_\_\_\_\_

Location (driving directions for judging team) \_\_\_\_\_

County where farm is located \_\_\_\_\_

I hereby apply to the Northeast Dairy Farm Beautification Committee to have my dairy scored in accordance with the rules of the program for the purpose of obtaining a Dairy of Distinction sign to be displayed on my premises (No producer will be charged for scoring or sign expense).

\_\_\_\_\_  
Signature of owner/operator

\_\_\_\_\_  
Date

\_\_\_\_\_ Please check if farm is rented or leased.

Application must be postmarked by April 15 to:  
Nancy Putman  
80 Chipman Corners Road  
Lisbon, NY 13658

# Extension Awarded Grant to Study Calf Housing and Its Impact on Calf Health

By Terri Taraska, Cornell Cooperative Extension of Lewis County

Last month the Northern NY Dairy Team was awarded a grant by the Northern New York Agricultural Development Program (NNYADP). The grants from NNYADP are awarded by a farmer-led committee from farms of all different sizes. The grant that our dairy team was awarded is to evaluate various parameters (including temperature, humidity, air flow, and airborne microbial concentration and ammonia levels) in calf housing on Northern NY (NNY) dairy farms. The goal will be to evaluate how these air quality parameters affect calf morbidity (i.e., death loss) and calf mortality (i.e., calf sickness) on NNY dairy calves. We will be looking for calf barns across the six-county area to participate in this project. We want to collect measurements at a variety of different types of calf housing, including calves raised in individual pens or group pens, calves that are raised in calf barns or kept in a tie-stall barn shared with adults, etc. The ultimate goal is to increase awareness on the importance of air quality for healthy calves on dairy farms in NNY.

So why investigate air quality in calf housing? During 2010, according to the National Animal Health Monitoring Statistics, 16.4% of pre-weaned heifers were treated with antibiotics for pneumonia. Respiratory disease was the most common disorder affecting weaned heifers (11.2%). Calf respiratory disease is associated with decreased average daily gain, increased age at first calving, decreased milk production in first lactation, and increased culling in the first 30 days.



Hutches have been associated with lower morbidity and mortality in dairy calves. But as a convenience, or compromise to labor, farms will house calves either in the main barn or build a separate calf barn. As calves have been

moved into housing, the industry has promoted the use of ventilation to improve air quality. Stationary warm air can potentially contain harmful gases (i.e., ammonia), odor, dust, and microorganisms (e.g., fungal spores, viruses, and bacteria). According to calf expert, Sam Leadley, "good controlled experimental studies that show the causal connection at given levels of ammonia gas concentrations between ammonia and tracheal impairment are lacking for dairy calves."

Many farms have gone to improving calf ventilation with various types of systems to improve air quality. Calf barns use either a negative pressure ventilation system (i.e., tunnel ventilation), positive pressure ventilation system (i.e., tube systems), or a neutral pressure ventilation system. These systems depend on the installation of fans and/or tubes to continually supply ventilation to calves without creating significant drifts. Other farms use natural ventilation for their calves. For this project we will visit farms using either one type of mechanical ventilation system or no mechanical ventilation program.

Initially, farmers will be asked to complete a survey on their calf program. Questions will range from what is your colostrum management, nutrition program, bedding management, general procedures, and who is your herd veterinarian. The temperature, humidity, air flow, airborne bacteria counts, and ammonia concentration will be evaluated at the calf barn or calf area in the barn. Working with local veterinarians, we hope several calves at the farm will have their lungs ultrasounded to detect early signs of lung lesions (i.e., sub-clinical pneumonia). Records of calf treatments and calf loss will be collected. Upon completion, air quality will be correlated with respiratory scores, lung ultrasound scores and treatment/calf loss.

The primary goal of this project is to increase awareness of the air quality on calf health. In addition, we will provide farmers with information on how to improve air quality for their calves, in-turn improving calf health and profitability. For farmers in Jefferson and Lewis counties please contact Ron Kuck or Terri Taraska and we will follow up with you to discuss further details.

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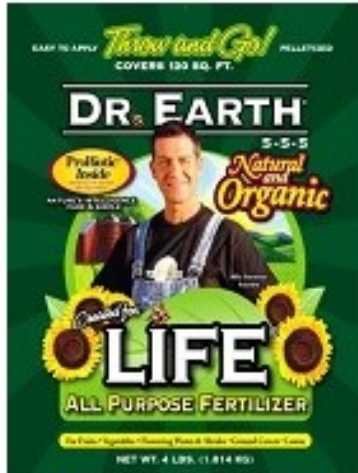
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# Winter Damaged Fences, Now what?

By Steve Ledoux, Cornell Cooperative Extension of Jefferson County

The North Country had it bad this winter with record cold, a lot of heavy snow, and blowing wind, all of which made it terrible for farmers, but your fences had an even harder time of it than you did this winter. If you have any kind of fencing either as barrier fences to protect crops or more traditional fences to keep in livestock now is the time of year to evaluate and rejuvenate what you have after the harsh winter.

Fences need to be evaluated for damage from trees, snowplows, wildlife, and wind. Either walk or ride your fence lines and look for downed trees, branches, broken posts, or plow damaged sections. Downed trees and branches should be the first priority. Removing them and cutting them up for firewood gets you started. Any posts that have been broken or have come out of the ground with the frost should be checked and replaced if not repairable. Frost-heaved posts can be pounded in with a bell faced maul and tightened up for reuse along the fence line.

The next step includes checking your brace posts and corners to insure that they are firmly in the ground so you can pull your fences tight again at the end of your repairs. Tightening wire is your next project and will vary by the fence type. Barbed wire can be tightened with a crimping tool or with a pair of fence pliers to take out sags and stretches. High Tensile fence usually needs to have the in-line strainers tightened due to the stretching that occurred. It's an easy fence to repair if the fence wasn't damaged. Woven wire usually stays tight and can be tightened with the crimping tool as well. It usually tightens back up after re-pounding in the posts.

Any electric fence needs to have the insulators checked and broken or damaged ones replaced before you test the fence. Eliminate possible shorts to make your fence energizing a little easier to achieve.

If you turn your fence on and it works and tests adequately to keep your livestock in you are good to go. If, for some reason, you have no current on the fence, check your ground rod first. If you have power running into the ground through your ground rod then you need to add more ground rods in series until your fence takes the charge and the ground rod has no power. Electric fence current flows like water and will take the path of least resistance. If you have weak grounding to your fence it will push the current to the ground rather than push it through the wire. Rebar is a poor ground rod choice. Replace it with a galvanized steel ground rod which is the best choice for the fence. Grounding and dead shorts are the two most common fence problems when working with electric fence. Investing in good ground rods and a real fence

tester that gives you the actual voltage is worthwhile. Good fencing makes for good neighbors and also limits your liability by keeping your livestock in the pasture and out of the road.

For more information contact Steve Ledoux at [swl73@cornell.edu](mailto:swl73@cornell.edu) or at 315-788-8450, ext. 324. The old adage of fences that are bull strong, pig tight, and horse high still carries through to 2015 and will keep both you and your neighbors a lot happier.



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# 99 % of Milk Samples in FDA Tests Free of Drug Residues

By Terri Taraska, Cornell Cooperative Extension of Lewis County

The results of a long awaited study, started in November of 2010, are in. This study was an intensive testing of dairy farms that had a previous tissue residue violation in addition to farms that had no history of tissue drug residue. Almost 2,000 dairy farms nationwide were randomly included in this study. Raw milk samples were analyzed for antibiotics, non-steroidal anti-inflammatory drugs (i.e., flunixin), and an antihistamine. The testing was very sensitive; mass spectrometry technology was used to confirm presence and identity of animal drug residues.

So now for the results. Greater than 99% of milk samples in the FDA test were free of any drug residues. These findings provide evidence that the nation's milk safety system is effective in helping to prevent drug residues of concern in milk, even in those limited instances when medication is needed to maintain the health of dairy cattle. Results show that the occurrence of drug residues in milk is very low, even in the targeted group (dairy farms with previous meat residues). A total of 15 milk samples (0.78%) were confirmed positive out of the 1,912 samples analyzed.

All farmers are required to establish a Valid Client Patient Relationship with a veterinarian. This veterinarian should have on-going knowledge of the herd health program and management of the farm. In working with the herd veterinarian, farmers need to support the health care of their animals. Despite a solid vaccine program and high standards of management, it is sometimes necessary to treat cows with drugs when livestock are ill. After a cow is treated

with a drug, drug residues may be present in milk or meat if the cow is milked or sent to slaughter before the drug has been metabolized and adequately cleared from its system. In order to help ensure the safety of the human food supply, the US government regulates both the new animal drug approval process and the allowable concentrations of residues in foods derived from food-producing animals.

So what happens from here? For the farmers this means to continue the hard work of following all regulations and guidelines if and when you need to use antibiotics on your livestock. The FDA plans to use the data from this sampling survey to include testing for more diverse drug classes in milk to enhance the Pasteurized Milk Ordinance (PMO) drug residue testing and farm surveillance. None of the confirmed drug residues identified in this survey are currently required to be routinely tested for under the Pasteurized Milk Ordinance for Grade "A" milk and milk products. None of the drugs found in the targeted or non-targeted groups are approved by the FDA to be administered to lactating dairy cows.

The FDA will work closely with state regulators to consider modifying testing to include collecting samples as necessary from milk tanks on farms when investigating illegal drug residues in tissues involving culled dairy cows. Also, one would anticipate the FDA to include testing for a greater diversity of drugs and to educate dairy producers on best practices to avoid drug residues in both tissues and milk.

## WIC Vegetables and Fruits

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Join us for this webinar from NYS Agriculture and Markets. Please contact Steve Ledoux at [swl73@cornell.edu](mailto:swl73@cornell.edu) or (315) 788-8450 by April 20 to register.



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Jefferson County

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# April 23

## 6:45 PM - 8:30 PM





# Farm Business Management

**“Good Help is Hard to Find”**

## **Learning to Effectively Manage Your Employees**

**By Betsy Hicks, Area Dairy Specialist, SC New York Dairy Team**

**W**hy is employee turnover so hard? To list just a few reasons, whether that employee left abruptly or not, they leave a gap in your workforce that takes time to fill and burdens you and your other workers. It's also very costly in terms of lost productivity, training cost, and management time that could be spent in other areas of the business. Labor experts say that a *figure of 100-150 percent of the position's salary for hourly workers accurately represents the cost of employee turnover*. This means if an employee is making \$10 an hour and their annual wage is about \$26,000, the cost of their turnover can be as much as \$39,000! It's a huge amount of money for just one employee, but for a farm with 20 employees and just 10% turnover per year, the cost could be between \$75,000 and \$90,000 per year.

Often I'll hear producers say, "I just haven't found the right person for the job." But while it's necessary for farms to hire someone that has the right skills for a farm workplace, it's also necessary to develop those that you do hire. Michigan State University Extension Specialists Phil Durst and Stan Moore started a Managing Dairy Employees project in 2012 to help the owners and managers of dairy operations improve their people skills. The project found that the *employee turnover rate as well as employee engagement varied widely* among the participating farms. The reason for this? How management viewed their workforce and actually interacted with their employees made the difference in whether employees stayed or left. So often today, producers are farmers because they're good at managing cows or machinery and have never had training in the management of people.

So as a producer, and by default, a manager, what items should you have in your toolbox for managing your workforce?

1. **Employee Handbook**: Aids communication with employees, helps assure that all employees are treated fairly and consistently, and encourages employers to make decisions about employee policies
2. **Employee Job Descriptions**: Duties and responsibilities are clearly laid out for the employee. Managers may even set a schedule for the employees' time during the day.
3. **Standard Operating Protocols (SOP's)**: The first two tools listed tell how the farm operates and labels what is expected from the employee. This tool details exactly how the duties the employee has in their job description will be carried out.
4. **Timely Performance Reviews**: The basis for reviews has already been laid out with the job description the employee was given at hiring. The manager can evaluate how well the outlined duties and responsibilities are being carried out, based on SOP's or other feedback, and set goals for the next timeframe.

None of these items are something that is created overnight. As a manager, you may need to block out a part of your day once a week to start to create some of these documents. If your farm has none of these, you shouldn't feel alone – many producers know that they're important but have no idea where to start. The whole process is about creating a culture that is specific to your farm, and may take some time to fine tune. The culture idea may be completely foreign to

your employees, but getting their buy-in by starting employee meetings may be a good place to start. The process can be outlined and you may even enlist the help of each employee to help detail what their day entails. Available online are templates for job descriptions, such as calf feeder or parlor manager, which can be duplicated and tweaked to be specific to your farm. The same can be found with creating SOP's – calving protocols, treatment protocols, parlor routines, etc., can all be found and tweaked to give you a basis for creating the tools in your management toolbox.

Dedication to creating a new culture for managing employees is necessary. It won't happen overnight and you may find that some of your current employees just don't fit in with the culture you're trying to create. But by working through some of these documents, you may find your farm is more appealing to job seekers because of the fact that you have them, and your current employee engagement just might go up because their roles on the farm have been clearly outlined. Both will get your farm farther in the end.

Durst and Moore share some thoughts on how to develop your employees:

#### 1) Focus employees on achieving performance standards.

- ◆ Producers and managers often have trouble setting goals – this leaves the employee without good direction.
- ◆ Set and communicate standards.
- ◆ Each employee should have their own standards to work towards.

#### 2) Provide employees the opportunity to learn.

- ◆ Employers often underestimate the desire of employees to learn.
- ◆ Learning should be progressive.
- ◆ Learning should teach the why.

#### 3) Provide feedback regularly to employees.

- ◆ The standards you set are the basis for the feedback – this way there are no surprises.
- ◆ Feedback should be specific for the individual as well as the team.
- ◆ Facilitate and encourage a team atmosphere .
- ◆ Create reporting and communication between shifts.
- ◆ Emphasize the need to support one another.
- ◆ Use the mantra, "One team, team farm."

#### 4) Give responsibility and authority to employees.

- ◆ Encourage employee ideas and listen to them.

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# Sheep and Goat Week

**Mastitis and transition issues in newly lambbed/kidded ewes and does.**

**Thursday, April 2, 2015**

There will be two learning opportunities for youth and adults.



**Day Time 10:00 a.m. – 1:00 p.m.**

**FIRST AID AND FLOCK/HERD HEALTH CLINIC**  
with Dr. Kirsten Anderson, DVM

**Location:** Wooley Sheep Farm,  
Harold and Colleen Boomhower;  
27938 County Route 126,  
Watertown (Rutland Center)

**Cost:** No charge

**Evening 6:30 p.m. – 9:00 p.m.**

**MASTITIS AND TRANSITION ISSUES**  
with Dr. Jennifer Nightingale, DVM

**Location:** CCE Office Watertown;  
203 N. Hamilton Street

**Cost:** \$5 for adults; youth are free

**No RSVP needed but letting us know you plan on attending allows us to communicate any cancellations or changes in arrangements.**

**Contact:**

Ron Kuck Dairy / Livestock Educator CCE Jefferson: 788-8450 or [rak76@cornell.edu](mailto:rak76@cornell.edu)

Terri Taraska Dairy Specialist CCE Lewis: 376-5270 or [tt394@cornell.edu](mailto:tt394@cornell.edu)

Maggie Smith 4-H Animal Science Educator CCE Jefferson: [mms426@cornell.edu](mailto:mms426@cornell.edu)

Mellissa Spence Sustainable Agriculture Educator CCE Lewis: [mms427@cornell.edu](mailto:mms427@cornell.edu)



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# Agri-business, A.A.S. available at Jefferson Community College

## Press Release

Jefferson Community College announces the launch of a new Associate of Applied Science degree in Agri-Business. Fall semester classes begin August 31 and students may apply for admission to the Agri-Business A.A.S. program, offered through the Math/Science, Technology, and Health & Business Division, immediately.

The Agri-Business degree program is designed to prepare students for entry level positions in a variety of agri-business related private businesses and governmental agencies. Major emphasis is placed upon agri-business operations, marketing, sales, and management of agricultural products. JCC's program will offer classroom instruction and laboratory exercises coupled with a supervised internship experience to prepare students for employment. New courses include *Grow-Prep-Eat: From Farm to Table*, *Northern New York Agriculture*, *Survey of Horticulture Industry Applications*, *Survey of Agri-Business Technologies*, and *Marketing and Sales of Agricultural Products*.

The continued growth of the Northern New York wine industry and the development of more specialized local food production, such as cheeses, yogurts, and other dairy products, cured meats, and maple products, have placed a higher demand for a workforce that is skilled in general business operations including management and marketing. The State University of New York's (SUNY) High Needs Program, along with the NYS Department of Labor and Empire State Development, identified the agri-business/agriculture field as one of seven career fields predicted to experience significant growth in the coming years. Jefferson utilized a portion of a \$133,250 grant received in 2013 from the SUNY High Needs Program to develop the agri-business curriculum.

"The College's role is to assist local agri-businesses to grow their operations and be able to expand their customer base beyond Jefferson and Lewis counties by providing technical and business training for their employees," said Thomas J. Finch, Jefferson's vice president for academic affairs. "Our goal with the agri-business program is to help bridge the gap between traditional farming business operations with the new and extensive marketing, accounting, and production tools that are available today."

The [Agri-Business A.A.S. degree](#) can be completed in four semesters of full-time study or over a longer period through part-time study. All of the required classes are offered on campus and several are offered online. Students who wish to enroll in this program for the Fall 2015 semester are encouraged to contact the Admissions office at 315-786-

2277 or [admissions@sunyjefferson.edu](mailto:admissions@sunyjefferson.edu), and the financial services office at 315-786-2355 as soon as possible to begin the [application process](#). Applying to Jefferson is free and the application is available online at [www.sunyjefferson.edu](http://www.sunyjefferson.edu). Information about on-campus student housing is available at [www.sunyjefferson.edu/reslife](http://www.sunyjefferson.edu/reslife) or by contacting the Office of Housing and Residence Life at 315-755-0411.

For more information regarding this program, please visit [www.sunyjefferson.edu](http://www.sunyjefferson.edu) or contact Alissa Donnell, agri-business instructor, at <mailto:adonnell@sunyjefferson.edu> or 315-786-2503.

## Whose Farm Is It Anyway?

The cover of the Ag Digest features a different Lewis County farm each month. The contest works like this:

1. **The challenge** – look closely and let us know if you think you know either of the following:

- Farm name
- Farm owner name
- Detailed description of its location

NOTE: If you need another hint, visit our web site at

<http://blogs.cornell.edu/ccelewis/> and click on "Agriculture" where you will see the same farm from a different (often more common) angle.

2. Call CCE of Lewis County at 376-5270 with your guess no later than April 3.
3. All correct entries received by the deadline will be entered into a drawing. The winner will receive a prize, sponsored by our advertisers.
4. The answer and the winner will be announced in the next issue.
5. You can only win a prize once each calendar year; however, the person with the most correct answers in a year will receive the Grand Prize.

Last Month's Winner were **Joseph and Brenda Lyndaker** of Croghan who correctly guessed it was the sugar shack of Gerald Wood & Family Maple Syrup on State Route 3 in Harrisville. Joseph and Brenda receive a \$25 gift certificate to be used at the Lewis County Fair's Maple Booth compliments of the LCMFA.



# Classifieds

**For Farmers only:** To place a free classified advertisement in *CCE's Ag Classifieds*, please fill out this form and mail to: **Lori Robinson** at **Cornell Cooperative Extension of Jefferson County, 203 North Hamilton Street, Watertown, NY, 13601**. Or, you may email your ad to **Lori Robinson** at [lmr92@cornell.edu](mailto:lmr92@cornell.edu). Please provide all information requested below. Unless specified, your ad will run one time only, in the next monthly publication. Additional ads may be written on another sheet of paper. Please limit each ad to 25 words or less and include your contact info. **Deadline for submitting ad(s) is the second Monday of the month for the following month's publication.**

NAME: \_\_\_\_\_ FARM NAME: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_ CITY: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 PHONE: \_\_\_\_\_ AD SECTION: \_\_\_\_\_ MONTH(S) TO RUN AD: \_\_\_\_\_  
 AD: \_\_\_\_\_  
 AD: \_\_\_\_\_

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## Crops/Seed/Hay

**FOR SALE:** Horse oats-recleaned aged whole white oats. 40 lb. bag, \$6.00. Call 315-654-2405.

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**FOR SALE:** Got Fruit? Now taking orders for premium locally grown grape, blueberry, currant, strawberry, raspberry, and rhubarb plants. Free plant guide/pricelist. Call 315-767-5202.

**FOR SALE:** 2<sup>nd</sup> cutting wrapped dry hay bales; 2<sup>nd</sup> cutting silage bales; size 4 by 5. Call 315-686-5009.

**FOR SALE:** 550 tons corn silage for sale in 10' bags. \$30.00 per ton high starch, high NDF digestibility hybrids. Kernal processed and bagged over a 2-day period. Call 315-777-2304.

**FOR SALE:** 1st cutting grass hay bales; 5x5 round bales for \$35 each; 35 lb. square bale for \$2.50 each. Pickup in Harrisville. Call 315-543-2668.

**FOR SALE:** Good quality hay made right for dairy, beef, or horses. Early June 1 cutting hay, baler rotocut processed, 12% protein wrapped, weigh 900-1000 lbs. 2nd and 3rd cut grass

balage baler rotocut processed and wrapped, weigh 1400-1700 lbs. 1250 bales total. Can load out and deliver for fee in Jefferson/Lewis counties. Call 315-777-2304.

## Farm Machinery, Equipment, and Supplies

**FOR SALE:** New Holland 276 square baler, field ready. \$2,500 OBO. Call 315-846-5307.

**FOR SALE:** Great Bend 760 loader. Good condition. Quick attach bucket. \$5000 call 315-767-5688

**FOR SALE:** 24-ft. Patz conveyor, R-22 Copeland compressor, 550 gallon universal bulk tank, 2-in. DeLaval pipeline with vacuum pump, 16-ft. Vandale silo unloader. Call 315-778-9271

**FOR SALE:** (2) Patz counter-clockwise gutter cleaners, steel cow grates, swing steel stations. Call 315-778-9271

## Cattle and Livestock

**FOR SALE:** Certified Organic Pastured whole and half hogs for spring harvest. Reserve your pork now. We will raise it for you over the winter. You will have chops, ham, and bacon in your freezer next spring. Cross Island Farms, 315-482-3663 or [organic@crossislandfarms.com](mailto:organic@crossislandfarms.com).

**FOR SALE:** Certified Organic Feeder and Breeder piglets: Purebred Large Blacks (with or without papers) and Tamworth / Yorkshire / Large Black Crosses. \$100 and up. Cross Island Farms. 315-482-3663 or [organic@crossislandfarms.com](mailto:organic@crossislandfarms.com).

**FOR SALE:** Sunbeam Stewart Clipmaster extra powerful animal clippers, Model 501AHEAD, extra intake screens, extra bottom blade, works great. Still in original box with original paperwork and parts list. \$85. 315-658-2559

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## How to Advertise in CCE's Ag Classifieds

**Farmers:** Advertising in CCE's *Ag Classifieds* is **FREE** for farmers. To place an advertisement, fill out the "For Farmers only" form in this publication or email to Lori Robinson at [lmr92@cornell.edu](mailto:lmr92@cornell.edu) by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.

**Fine Print:** To qualify for free advertising, you must meet all of the following criteria:

- You must own, rent, or be employed on a farm.
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Anyone wishing to purchase a larger display ad in the newsletter, should call Kris Panowicz at (315) 376-5270 for more information. (All income generated from the sale of ads goes to publication and mailing costs).

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**Office Closed:**

**Good Friday**  
**Friday, April 3, 2015**



# Calendar of Upcoming Events

DATE	PROGRAM	CONTACT
Thursday, April 2, 2015 Time 10:00 a.m.-1:00 p.m.	<b><u>Sheep and Goat First Aid and Flock/Herd Health</u></b> Wooley Sheep Farm, 27938 County Route 126, Watertown See page 20 for more information.	<b>Terri Taraska</b> , CCE Lewis 315-376-5270 or <a href="mailto:tt394@cornell.edu">tt394@cornell.edu</a> <b>Ron Kuck</b> , CCE Jefferson 315-788-8450 or <a href="mailto:rak76@cornell.edu">rak76@cornell.edu</a>
Thursday, April 2, 2015 6:30-9:00 p.m.	<b><u>Sheep and Goat Week—Mastitis and Transition Issues</u></b> CCE Jefferson, 203 N. Hamilton St., Watertown, NY See page 20 for more information.	<b>Terri Taraska</b> , CCE Lewis 315-376-5270 or <a href="mailto:tt394@cornell.edu">tt394@cornell.edu</a> <b>Ron Kuck</b> , CCE Jefferson 315-788-8450 or <a href="mailto:rak76@cornell.edu">rak76@cornell.edu</a>
Wednesday, April 8, 2015 9:00 a.m.-12:00 p.m.	<b><u>SNAP Training for Farmers</u></b> CCE Jefferson, 203 North Hamilton St., Watertown See page 11 for more information.	<b>Steve Ledoux</b> , CCE Jefferson 315-788-8450 or <a href="mailto:swl73@cornell.edu">swl73@cornell.edu</a>
Friday, April 10, 2015 1:00-3:00 p.m.	<b><u>Farmer Strategies for Working Together</u></b> Farm Credit East, Burrrville See page 3 for more information.	<b>Peggy Murray</b> , CCE Lewis 315-376-5270 or <a href="mailto:mlm40@cornell.edu">mlm40@cornell.edu</a>
Thursday, April 23, 2015 6:45 p.m.-8:30 p.m.	<b><u>WIC Vegetables and Fruits Check Program Training</u></b> CCE Jefferson, 203 North Hamilton St., Watertown See page 17 for more information.	<b>Steve Ledoux</b> , CCE Jefferson 315-788-8450 or <a href="mailto:swl73@cornell.edu">swl73@cornell.edu</a>
Saturday, April 25, 2015 10:00 a.m.-2:00 p.m.	<b><u>Pre-Market Meeting</u></b> CCE Jefferson, 203 North Hamilton St., Watertown See page 7 for more information.	<b>Steve Ledoux</b> , CCE Jefferson 315-788-8450 or <a href="mailto:swl73@cornell.edu">swl73@cornell.edu</a>