

## Welcome to Dairy & Livestock Production in Oneida County, New York!

	Milk Cows	Beef Cows	All Cattle & Calves	Sheep	Horses
No. on Farms	21,100	1,700	33,000	900	2,082
Ave. Production /Cow	19,800 lbs/year				
Cash receipts	\$60,000,000	\$4,790,000 – all other livestock			Value - \$31,350,000

Other livestock produced: goats, hogs, pastured poultry, llama/alpaca, rabbits, and others – “You name it, we got it!”

### **Rotational Grazing & Pasture Production**

Rotational grazing and pasture based systems are predominant throughout the County. Oneida County's farm sizes, topography, and growing season, among other factors, make grazing a natural fit physically and economically on a lot of farms in the county. The average dairy herd size in the county is approximately 70 cows, with current grazing herd sizes ranging from 30 cows to over 100 cows utilizing rotational grazing systems.

Most farms begin their grazing season in mid- to late-April and will graze until mid- to late-October. Predominant forages in grazing systems include clovers, alfalfa, Kentucky bluegrass, timothy, tall fescue, orchardgrass, perennial ryegrass, and reed canarygrass. Management systems on farms vary from grazing only a portion of the herd for half the day to grazing all animals including heifers and dry cows on a full-time basis during the grazing season. Some herds supplement pastures with other forages including corn silage and haylage, while many others only provide grain supplementation during the grazing season.

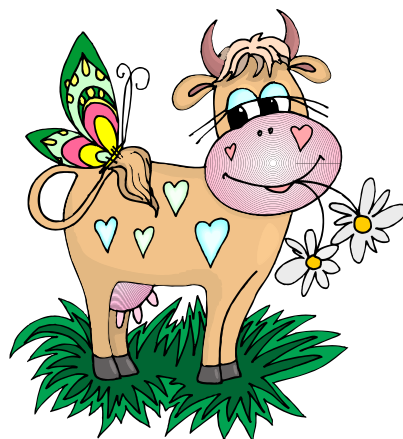
According to the 2005 New York State Dairy Farm Business Summary, rotational grazing herds in New York State averaged 16,783 lbs of milk sold per cow, with 26% of milk sales going toward grain and concentrate purchases. So rotational grazing offers a very economical means of dairy production. Beef, sheep, and even horse farms are also utilizing rotational grazing systems in their operations.

Several statewide and countywide programs and organizations offer assistance and support to encourage the use of rotational grazing and improved pasture management on farms throughout Oneida County. These include Cornell Cooperative Extension of Oneida County, the New York State Grazing Lands Conservation Initiative (GLCI), the Natural Resource Conservation Service (NRCS), Oneida County Soil & Water Conservation District, and the Adirondack North Country Association (ANCA). These organizations work together to provide assistance in evaluating grazing systems on farms, setting up and designing rotational grazing systems, and whenever possible, provide financial assistance to implement grazing systems on farms.

### ***Grazing Practices, Intensive Grazing Dairy Farms, 2009 NY's Dairy Farm Business Summary***

#### 2009 Grazing Farms

Average Number of Cows	153
Percent of farms with season calving	44%
Percent of farms with parlor type milking systems	31%
Average percent forage from pasture	52%
Average length of grazing season	136 days
Average acres grazed per cow	1.04 acres/cow
Average pounds dry matter supplemented grain	11.7 lbs.
Average pounds dry matter supplemented forage	10.9 while grazing
Percent rotated after each milking	50%
Percent rotated one time a day	25%
Percent rotated every other day	13%
Percent farms applied fertilizer	60%
Percent farms applied manure to pasture	60%
Percent farms that clipped pasture	88%
Percent farms water in every paddock	75%
Average percent pasture reseeded in last 10 yrs.	43%



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# **INTENSIVE GRAZING FARMS VS. NON-GRAZING FARMS NY DAIRY FARMS, 2009**



## **BUSINESS FACTORS**

<b><u>BUSINESS FACTORS</u></b>	<b><u>All Grazing Farms</u></b>	<b><u>Non-Grazing Farms</u></b>
# of Cows	144	146
Milk Sold, lbs.	2,286,177	3,204,376
Milk Plant Test, % Buttermilk	3.9%	3.7%
Cull Rate	23%	33%
Worker Equivalent	3.22	4.23
Machinery & Equipment per Cow	\$1,418	\$1,860

## **COST FACTORS**

Operating Cost of Producing Milk/CWt	\$12.39	\$13.07
Purchased Dairy Feed/Cow	\$876	\$1,229
Vet & Medicine/Cow	\$64	\$127

## **PROFITABILITY**

Labor & Management income per Operator 2009	-\$34,934	-\$49,343
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## **Livestock Markets**

\*\* Not a complete listing\*\*



### ***Burton's Livestock***

Ruth St.  
Vernon, NY 13476  
Ph: 1-800-257-1819

Dale Chambers, Manager

Specialize in dairy sales, at their facility or on the farm. Also have regular equipment and machinery sales, small animal livestock and hay sales, and beef sales including the Spring Mohawk Valley Breeder Feeder Sales in May.

### ***Other Empire Livestock Markets***

Bath, NY	(607) 776-2000	Dryden, NY	(607) 844-9104
Central Bridge, NY	(518) 868-2006	Gouverneur, NY	(315) 287-0220
Chatham, NY	(518) 392-3321	Pavilion, NY	(585) 584-3033
Cherry Creek, NY	(716) 296-5041	Tri-County	(315) 776-9393
Lewis County Burton's	(315) 376-3112		