

Cornell Cooperative Extension of Oneida County's

Farm Flash



Rayne Paddock & Indigo

"Why Grazing is Beneficial to Holsteins"

(article on page 3)

September 2009
LIVESTOCK ISSUE



**Cornell University
Cooperative Extension
Oneida County**

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CCE of Oneida County Farm Flash
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Have you ever wondered what our young Agriculturist think?

Here is your chance to read an excerpt from a young woman in Oneida county, Ryane Paddock who won the Intermediate Prepared Speech Division at the NY State Junior Holstein Convention in January. on

Why Grazing is Beneficial to Holsteins By Ryane Paddock

"Have you ever considered grazing your Holsteins, but weren't sure there were enough benefits for you, and your Holsteins, too? Have you ever dreamed of a truly nutritious food source that is free, in large and lush supply, and which would free you from having to start a machine, tractor, or vehicle to get it? Rotationally grazing your Holsteins is the answer! Grazing Holsteins will give you health, economic and environmental benefits, too. From helping your Holsteins by reducing their foot problems, to-in the end-increasing longevity. Grazing can also save you hundreds to thousands of dollars on bills, such as money spent on grain and to fertilize fields. Finally, when Holsteins graze, they help the environment from allowing you to use less resource such as fuel and electricity, to controlling succession in your fields, paddocks, and pastures. When grazing your Holsteins properly, you will experience these benefits and more. Some will be noticed and can happen immediately, while some will be long-term, and will take time to happen. Grazing your Holsteins could be one of the best decisions you make for you, and your Holsteins, too."

Read Ryane's full award winning speech on the CCE web site www.cce.cornell.edu/oneida/ Let us hear other young Agriculturist have to say. Please consider sharing your voice by writing an article for Farm Flash. All view points and opinions are that of the author and not of Cornell Cooperative Extension of Oneida County Staff.

Fall—Winter Programming at CCE Oneida County

Progressive Small Dairy Discussion Group meeting September 22, 11am to 1pm (lunch included)

Following up on last winter's sessions, CCE of Oneida County will be hosting regular meetings on a variety of topics of special interest to small dairy producers.

The meetings will be facilitated by CCE staff but will be discussion-oriented, driven by the interests of the participating farmers. As appropriate, CCE will bring in outside experts to share new ideas and information. Among the topics we expect to address are:

- Benchmarking your cost of production
- Feed conversion ratios
- Computers on the farm
- Forward contracting
- On-farm processing

... and much more.

Join us and make this a lively discussion series.

Contact Jim Manning at 736-3394 x129

or by e-mail at jpm277@cornell.edu.

Direct Marketing for Farmers

Selling your farm products directly to the customer who will consume them means keeping more of the profits, controlling the quality of the end product, and establishing rewarding customer relationships. But, as Brian Henehan discusses elsewhere in this issue of Farm Flash, doing so successfully requires a new set of skills and capabilities, as well as an awareness of the unique regulatory and liability issues.

CCE of Oneida County presents a series of meetings this fall on direct marketing for farmers, **starting on Tuesday, October 13 at 7pm**. Farmers who are looking for ideas to change or improve your marketing program are especially encouraged to participate; new farmers will also find the series useful in developing their plans. Each meeting will address a specific marketing topic, including:

- On-farm processing and "value-added" production
- Using the internet to build community and sales
- Direct market outlets (farmers' markets, farmstands, CSAs, etc.)
- Record-keeping and business planning
- And much more

The specific topics this series, including outside experts we bring in, will be driven by the interests of participants, so contact Jim Manning at 736-3394 x129 or by e-mail at jpm277@cornell.edu to let us know of your specific interests.



Cornell University

Women Farming Today

Next Meeting:
September 24th, 2009, 10:30am

Agenda:
Open Discussion on topic to review the coming season. All women are welcome, including our sister counties of Herkimer and Madison County. Refreshments will be served. Children are welcome.

Contact:
Bonnie Collins
315/736-3394 x104
hsc33@cornell.edu

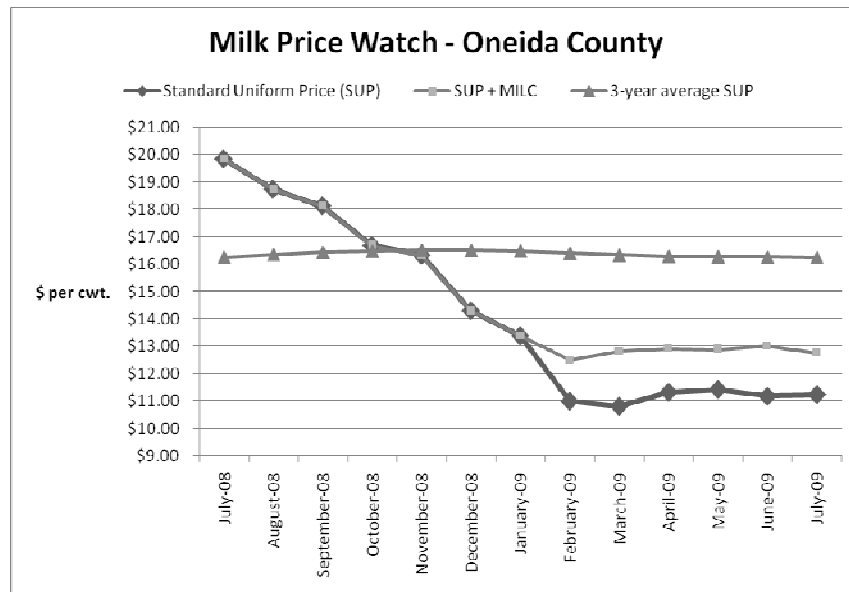


Mission: Farm Women coming together to support each other and to share their knowledge to strengthen their families and their businesses.

Meeting 4th Thursday of the Month, by school calendar at Cornell Cooperative Extension, 121 Second Street, Oriskany, 10:30am

Milk Price Watch for Oneida County Thirteen months through July 2009

These prices are adjusted from the Federal Milk Order No. 1 for the Syracuse location, which determines Oneida County prices. When MILC program payments are in effect, this chart also shows the total price after MILC (SUP+MILC) using actual or estimated payments. Remember that these prices do not reflect marketing and hauling charges, and they are based on a standardized component mix (3.5% butterfat; 2.99% protein; and 5.69% other solids). Your actual check will depend on these factors.



What Happened to the MILC payments?

**From Donna W. Purdy,
County Executive Director – Farm Service Agency**

The one question we are getting asked the most is “what happened to the MILC payments?” Hopefully everyone has received payment for June production. If it is not yet in your bank account, give us a call so we can look into it. The delay was due to software issues. For some unknown reason it only affected about 50 counties nationwide and unfortunately, Oneida County was one of them. We are still scheduled to receive payment rates in time to issue July production payments on the first week of September.

Take a look at your MILC start month. If it needs to be adjusted for the new fiscal year, you must request those changes by September 14, 2009. If you are not sure, please call the office and we will gladly help you with this.

Acreage reporting, DCP sign up and ACRE sign up deadlines have all passed. If you still have acreage to report, you can do so but a late file fee will apply. All acreage on a farm must be reported in order to get DCP final payments.

As you begin harvesting your 2009 crops, remember that Marketing Assistance Loans are available. They are nine month loans and are secured by your crop. The interest rate today is 1.5% and the loan rate for corn is \$2.13 per bushel. These loans are quick and easy, and if everything goes as planned, can be disbursed in just a few days. For your convenience, repayment can also be made by milk assignment. Call the office for more information.

One more thing, if you have crop damage due to a weather related event, please give me a call so I can come out and take a look. The key to asking for disaster money is to have good documentation of weather events and crop conditions.

As always, if you have any questions or concerns, please don't hesitate to contact your local Farm Service Agency at (315) 736-3316, Ext. 2. Our office hours are Monday through Friday, 8:00 am to 4:30 pm.

Upcoming Sheep and Goat events

Sheep Farm Drive-Yourself Tour –

Saturday September 19th –Leaving from the Extension farm in Canton at 9:30 am, this tour will visit four sheep farmers in Eastern St. Lawrence and western Franklin County. Email or call Betsy Hodge for details at bmf9@cornell.edu or 315-379-9192.

Sheep and Wool Festival in Rhinebeck, NY –

October 16-18 www.sheepandwool.com

Goat Feeding Basics Meeting –

October 31st - 10:00 am to noon at the Extension Learning Farm Classroom.

Cornell Sheep and Goat Symposium – October 24th –

Cornell University. For details, go to www.sheep.cornell.edu, click on the Sheep and Goat Symposium in the list on the left.

American Dairy Goat Association is holding its national meeting in Buffalo

October 10th through the 17th. Go to www.adga.org and click on the "National Meetings" icon on the lower right.

Wool Pool – Southern Tier Sheep & Wool Growers Annual Wool Pool will take place on Saturday and Sunday, September 12 & 13, 2009. The pool will be accepting white wool from 8:30 a.m. until 4:00 p.m. both days at the Otsego County Fair Grounds in Morris, NY. For more information or directions please contact Sue Smith at (607) 293-8810

Goats for Sale – George Caswell from Canton is selling his flock of 30-40 meat goats (LaMancha/Boer crosses). He has 30-40 goats looking for a new home. Contact George at 315-386-4880 after 7 pm.

(Info from the Cornell Extension Learning Farm in Canton, NY. If you'd like to stay up to date on sheep and goat events, email or call Betsy Hodge at bmf9@cornell.edu or 315-379-9192).

***** REMINDER *****

**NY State Quarterly Sales Tax
DUE on September 21st**

SUCCESSFUL LOCAL MARKETING

by Brian M. Henehan

Senior Extension Associate
Department of Applied Economics and Management,
Cornell University

Much has been written about “buying local” from a consumer’s viewpoint. Popular press and the media have highlighted the “rise of the locavore” or the “100 mile diet”. Less has been written about how producers might successfully market their farm products locally. In reality, only a limited number of producers can take advantage of this marketing opportunity for the following reasons: farm location constraints, the need to market large volumes of farm output, seasonal production cycles, and limited human resources available to market farm products locally.

As in the world of retail – “location, location, location” is one important factor in marketing locally. If a farm is located in a very remote area (hundreds of miles from consumers) that producer is probably not in a position to take advantage of the buy local trend. If the number of consumers within the 100 mile (or local) zone is extremely small, a farm would be hard pressed to survive on local sales only. Many farms harvest crops only during a limited period of time, whereas consumers desire food year round. Many farms need to market relatively large volumes of products to remain economically sustainable. Even if a large percentage of the local population purchased their farm products, the total volume of purchases might not generate adequate sales to support the farm. Much of the “buy local” purchases from farms require that a farm have the human resources to support local sales. Marketing through local farmers’ markets, roadside stands or community supported agriculture enterprises typically requires additional marketing staff. Some producers possess excellent growing or animal husbandry skills, but might not have time (or the desire) or staff to interact with local customers and buyers.

Clearly, on the other hand, the trend towards buying local offers some opportunities to producers that farm in the right location, overcome seasonal limits to farm production, have production to sell locally that fits well with the whole farm enterprise, and adequate human resources for marketing farm products to consumers or buyers. The question arises, how might these producers successfully market their farm products to local consumers and buyers?

First, producers should consider what type of marketing they are most comfortable with. What type of marketing fits well with the overall farm plan, and generates the greatest economic returns? Some farmers may not be interested in the increased interaction with local consumers or buyers that would be required, while others

have the personality or interests that would point towards the required interaction. Seasonality is an issue for many crops, particularly in northern areas with a limited growing season. Product distribution to local markets beyond farm direct marketing would need to be considered if a farm needs to market larger volumes of product. Some farms and markets lend themselves to increased local production; others may already be producing a high volume of locally produced foods without the consumer even knowing it. The majority of fluid milk that is produced year round is typically sold within a local area given that fresh milk does not travel well. Many canned or frozen fruits and vegetables produced in New York State are grown by local producers, processed in the state, and marketed 365 days a year, overcoming the seasonal limitations of fresh products.

As producers market closer to home, a greater emphasis on their reputation and reliability arises because buyers get a closer look at who is producing their food. And so, individual producer reputation can become a key reason for doing business with them. Reputation becomes more important for producers operating in small or local markets resulting in a "small world" of contacts and relationships. Word can travel fast about transactions that didn't turn out well for customers. Reputations can be quickly enhanced or tarnished in markets with a small number of players. A positive reputation can be a key factor in successfully serving a local market.

It is important for producers to remember that the increased consumer interest in buying local does not create an "entitlement" for those farms situated in the local area, nor that they "own" a local market. They must effectively compete to earn the loyalty of the consumers or buyers that are their customers. At the end of the day, a successful local marketing strategy must be based on a number of the basic elements of marketing: quality, service, reliability, and price. When sweet corn season arrives in our area, our neighbor has built a successful local market for his corn by maintaining his reputation as having the best quality corn at a reasonable price. He offers an attractive stand staffed by service-oriented staff who enjoy what they do. His local sales don't support the whole farm enterprise, but have become a growing source of revenue for his farm. Are his local sales profitable for him? I assume so, but like many farmers, he isn't willing to tell. And so, understanding how you might leverage the increased interest in buying local for your farm can indeed be "Smart Marketing".

This article is selected from "Smart Marketing", a marketing newsletter for extension publication in local newsletters and for placement in local media. It reviews elements critical to successful marketing in the food and agricultural industry. More "Smart Marketing" articles can be found at:

<http://marketingpwt.aem.cornell.edu/publications.html#smart>.

2009 Cornell Strategic Marketing Conference November 2nd and 3rd, 2009

Story Telling: Marketing the Unique Story of Your Business for Success!

The marketing decisions of today's small- to medium-sized agribusiness firms selling agricultural, food, and specialty products are becoming more and more complex. Today's buyers are demanding a closer connection to their food and knowing, not only more about the product itself, but more about the farm or firm that produces it. Whether it's improved product quality through alternative technologies, collaborative activities that support family farms and agricultural communities, or utilizing sustainable production practices, they all uniquely define a business' story. In this way, marketing the unique story of your business provides the opportunity to showcase the unique qualities your firm and products possess, separates you from your competitors, and allows you to capitalize on your competitive advantages. Effectively communicating that story to market your products is what this conference is all about.

The 2009 Cornell Strategic Marketing Conference will feature successful producers, processors, and other agribusinesses that will showcase their business stories and specific ways they built success through improved marketing strategies. In addition, key professionals and industry experts will provide methods to help you evaluate the success of your marketing activities and analyze the financial implications of the marketing strategies you employ.

The conference is open to all members of the agricultural and food industry and will be held at the Henry A Wallace Visitor and Education Center at the FDR Presidential Library and Museum in Hyde Park, NY on November 2nd and 3rd. The conference is organized by the Agricultural Marketing and Management Program Work Team (PWT), with support provided by the Cornell Program on Agribusiness and Economic Development (<http://agribusiness.aem.cornell.edu>), the Department of Applied Economics and Management at Cornell University (<http://aem.cornell.edu>), and Cornell Cooperative Extension of Dutchess County (<http://blogs.cce.cornell.edu/dutchess/>). Current agenda and registration materials will be posted soon to the PWT website at <http://marketingpwt.aem.cornell.edu>.

So please check back often for updates!

For more information contact Todd Schmit, Dept. of Applied Economics and Management, 607-255-3015, tms1@cornell.edu; or Les Hulcoop, Cornell Cooperative Extension-Dutchess County, 845-677-8223, lch7@cornell.edu.

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

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

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



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LIVESTOCK PROCESSING:

Marty Broccoli - Agriculture Economic Development

As fall approaches, local livestock producers will be looking for regional processing plants to get animals slaughtered and processed according to their specifications. A problem that most livestock producers are aware of and also NYS Department of Ag. & Mkts. is the lack of USDA Certified processing plants and the difficulty to get animals booked. There is a team around the State that is actively working to establish more meat processing options. The term in the industry for plants that will take in a couple of steers, lambs or hogs, slaughter, cut and wrap for the freezer is "Custom" plants. Years ago they use to be referred to as "Locker Plants". Local producers would have a spot in the freezer to store and keep their cut and wrapped product.

Government regulations as to what types of livestock can be processed and then resold are very important and can be somewhat confusing. There are three types of meat inspection, USDA Certified Inspection, NYS 5A Inspection and Custom Exempt.

USDA Inspection – Any kind of animal can be slaughtered and processed and resold throughout the various retail, wholesale and consumer markets. Product can also be transported over State lines. Under this process, animals are processed under the supervision of an USDA Food Safety Inspector and all carcasses and packaged products are stamped with a circular USDA Inspected establishment Number.

NYS 5A Inspection - This inspection is primarily geared to animals called "Exotic" (Bison, Venison, Emu, Ostrich, and Rabbits), you are also allowed to slaughter up to 20,000 poultry. Traditional barnyard animals (beef, lamb, hogs, veal, goats) are not allowed to be slaughtered under NYS 5A. The meat that is processed under 5A Inspection can be sold to all traditional marketing outlets, but cannot be transported over State lines.

Custom Exempt – Any plant can slaughter, cut meat and wrap it under custom exempt. The catch is that the animal that is being processed "CAN NOT" be sold to other people or retail outlets for consumption. A producer can bring the animal to a custom exempt plant, have it processed and the meat is stamped "NOT FOR SALE". The producer is allowed to take the meat home and consume it themselves.

Producers can sell animals LIVE and that person can go and have it processed under "Custom Exempt"

A manual that does a great job explaining all these rules and regulations can be found on the following site.

www.nyfarms.info/FAIDPaper.pdf

Another good resource to use for help scheduling livestock is the Northeast Livestock Processing Service Company (NELPS). They do charge a service fee but with the difficulty to get livestock booked and to insure the carcasses are processed according to individuals' specifications, the fee is well worth it.

Contact Kathleen Harris at (518) 258-4823.

Any questions on livestock processing issues or for names and contacts of regional processing plants, feel free to contact Marty at (736-3395 Ext. 121).

Regional USDA Certified Slaughter Plants: Kelley Meats, E&L Meats, Schaller's, Gold Medal Packing

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

GRAZE-A-PALOOZA II

A two day hands-on mobile "classroom in the field" event inspiring a new generation of grass farmers, conservation professionals, consumers and locally produced food.

September 11th and 12th, 2009

From 9 am to 4 pm both days

**The Nathan Weaver Family Farm,
4225 East Mile Strip Rd. Canastota, N.Y.**

**The Richard Bargabos Family Farm,
Old County Rd. Peterboro, N.Y.**

Harvest more solar dollars on the farm by investing in your grazing knowledge!

This event features nationally and internationally known researcher, grazing consultant, speaker, author and rancher,

Jim Gerrish of Idaho, and former organic dairy grazer, columnist and consultant, **Arden Landis** of Pennsylvania to teach practical grazing management knowledge and reading your land.

The program on the 11th will focus on dairy grazing; on the 12th the focus will be beef cattle and small ruminant pasture systems.

Jim Gerrish's experience includes over 20 years of beef-forage systems research and outreach while on the faculty of the University of Missouri, as well as 20 years of commercial cattle and sheep production on his family farm in northern Missouri. He was co-founder of the very popular 3-day grazing management workshop program at FSRC. These schools were attended by over 3000 producers and educators from 39 states and 4 Canadian provinces since their inception in 1990. Jim is the author of "Management Intensive Grazing: The Grassroots of Grass Farming" and is a regular contributor to The Stockman Grass Farmer and the Beef Magazine. Jim and his wife Dawn own and operate American Grazinglands Services (www.americangrazinglands.com).

Arden Landis is a recognized leader and mentor in pasture-based agriculture with 17 years of dairy grazing experience. He is a student of producing high quality forages using solar powered, self-propelled 4-legged choppers. He is a certified organic inspector and also involved with on-farm consulting. Arden has been a monthly columnist for the GRAZE Magazine. He is at his best when hosting pasture walks as well as speaking at sustainable farm conferences.

Pre-registration admission is \$30 per family for the two day program and \$40 for walk-ins. A homemade local lunch made by the Peterboro Amish Community Church will be available on-site for a donation. Proceeds will support the community's new school.

**For information and to register for this "green" event:
Please call
The Madison County Soil & Water Conservation District at
315-824-9849 and talk with
the Grass Whisperer, Troy Bishopp.**

This event is made possible by: The Madison County Grazer's Group, Madison County Soil & Water Conservation District, NYS Grazing Lands Conservation Initiative, The Upper Susquehanna Coalition, The Graze-NY Program, The Finger Lakes-Lake Ontario Watershed Protection Alliance, The CNY Resource Conservation & Development Council, NYS Agricultural Environmental Management Program, USDA-NRCS, NESARE, Country Folks and others.



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Online Courses for New Farmers

Are you a new or aspiring farmer who would like some guidance in the development of a farm enterprise, but has been unable to locate or attend any trainings near you? Are you comfortable enough with a computer to consider learning online? Cornell Cooperative Extension and the NY Beginning Farmer Project have created two basic online courses to help you think through the major factors related to farm start-up. Join experienced CCE educators and 29 of your new farmer peers in a dynamic learning experience that incorporates both self-paced readings and real-time virtual meetings with discussion forums, homework activities, guest presenters, and developing a customized plan for your next steps in farming.

Taking Stock: Evaluating Your Resources and Choosing an Enterprise. Before you choose what you intend to grow, it's important to understand the strengths and challenges presented by your property and have some clear goals for your operation in mind. This course will help you evaluate your farm's resources in light of your goals, and choose an enterprise that suits both. The course features weekly office hour sessions as well as real-time presentations by farmers and other experts who can assist you with your plans.

Course duration: 5 weeks beginning Oct. 16, 2009

Instructors: Laura Biasillo - CCE Broome County, and Erica Frenay - Cornell Small Farms Program

Markets and Profits: Make Money Selling What you Grow

For most farmers, growing their product is the fun part. But you don't put any money back into your pocket until you sell your product. And the money in your pocket doesn't grow unless you're selling at a profit. This may seem obvious, but it's what trips up so many new farmers who don't think of their operation as a business. Join this course to set or review your farm goals, learn about marketing options that are right for you, and take a hard look at your ability to create profit. This course features live weekly office hour sessions as well as real-time presentations by CCE farm business specialists.

Course duration: 6 weeks beginning Jan. 8, 2010

Instructors: Steve Hadcock - CCE Columbia County and Dan Welch - CCE Cayuga Cty

COST is \$100 per course

TO REGISTER, please visit

<http://www.nybeginningfarmers.org/index.php?page=onlinecourse>

Crop Shorts

By Jeff Miller

Risk Management:

Crop Revenue Coverage (CRC)

Even with near normal yields, market price fluctuations can result in loss payments. Watch wheat, corn and soybean harvest time prices and compare them to the CBOT base prices (wheat \$7.29, corn \$4.04, soybeans \$8.80) to determine whether to file notice of loss with your insurance agent. Notice of revenue loss must be reported within 45 days after harvest time price is announced. The wheat harvest price is \$4.39; corn and soybean harvest prices will be announced after **October 31, 2009**.

Cutting Damaged Corn for Silage

The first step is notification of one's crop insurance agent 15 days before harvest begins and obtaining permission to leave sample rows if corn will be cut for silage. If planning to cut damaged grain type corn for silage, it's important that the grain content be determined before harvesting regardless of whether insurance is on a tonnage or grain yield basis. If insured on a grain basis, a loss is determined by comparing the revenue or yield guarantee to the appraised yield (times the October CBOT average price for the December contract for CRC). If insured and harvesting on a tonnage basis and the grain content is below normal (less than 4.5 bushels per ton), the grain content appraisal becomes the basis for quality adjustment which may reduce the amount of silage tonnage that counts against the guarantee.

Insuring Fall Seeded Wheat, Barley and Alfalfa-Based Forage Production.

Fall seeded barley, wheat, and APH forage production crop insurance for the 2010 crop year have a **September 30** deadline for enrollment or changing existing policies. Consult a crop insurance agent for availability in your county. For the first time, enterprise units are available for CRC wheat. CRC with enterprise units usually costs less than yield coverage and may cut premium in half. *To remain eligible for disaster payments (SURE), one must enroll all crops. Both crop insurance and SURE guarantees increase when one insures at higher levels of coverage.*

Dairy Gross Margin

LGM-Dairy provides protection against shrinking margins of income over feed costs. The policy can pay when actual gross margin is less than projected based on Board of Trade prices. The policy now has a longer period to sign up and authorizes default (or producer's actual) feed to milk ratio. The next enrollment period begins

September 25 & 26.

Damaged crops If you have any crop damage resulting from a weather related event it is important to contact Donna quickly to document the damage.

Biomass Crop assistance program This program is intended to help foster and increase the production of renewable energy resources. Owners of eligible material can receive financial assistance for delivering qualified biomass to conversion facilities that use biomass for heat, power, bio-based products or advanced biofuels. FSA will provide financial assistance to collect, harvest, store and transport eligible materials. Facilities accepting biomass must complete an application with FSA and be accepted. Once an agreement is signed between FSA and a facility funding through the program is provided, the facilities can begin accepting materials. Producers who sell these materials can apply for matching payments under the collection, harvest, storage and transportation (CHST) component of BCAP.

The matching CHST payments are paid at a rate of \$1 for \$1 per dry-ton equivalent received from a qualified biomass conversion facility, not to exceed \$45 per dry-ton equivalent. A biomass owner is eligible to receive payments for two years. The purpose of the matching payments is to assist biomass producers with the CHST cost of delivering biomass to a qualified biomass conversion facility. Eligible material owners or producers, who market eligible material to a qualified biomass conversion facility, may apply for the matching CHST payment at their FSA county office. An application must be submitted before the eligible material is sold and delivered to a qualified biomass conversion facility. After the product is delivered, a producer must provide FSA with documentation of product quantity, quality and payment rate. County offices will validate payment requests with information in the county office and information provided under the terms of MOUs with the qualified biomass conversion facilities. CHST payments will not be authorized until after an appropriate environmental analysis has been conducted.

Farm storage facility loan program The FSFL Program provides low-interest financing for producers of eligible commodities to build or upgrade farm storage and handling facilities. The maximum principal amount of a loan through FSFL is \$500,000. Participants are required to provide a down payment of 15 percent, with CCC providing a loan for the remaining 85 percent of the net cost of the eligible storage facility and permanent drying and handling equipment. Loan terms of seven, 10 or 12 years are available depending on the amount of the loan. Interest rates for each term rate may be different and are based on the rate which CCC borrows from the Treasury Department.

Applications for FSFL must be submitted to the FSA county office that maintains the farm's records. An FSFL must be approved before any site preparation or construction can begin.

The following commodities are eligible for farm storage facility loans:

- Corn, grain sorghum, rice, soybeans, oats, peanuts, wheat, barley or minor oilseeds harvested as whole grain
- Corn, grain sorghum, wheat, oats or barley harvested as other-than-whole grain
- Pulse crops – lentils, small chickpeas and dry peas
- Hay
- Renewable biomass
- Fruits (including nuts) and vegetables – cold storage facilities

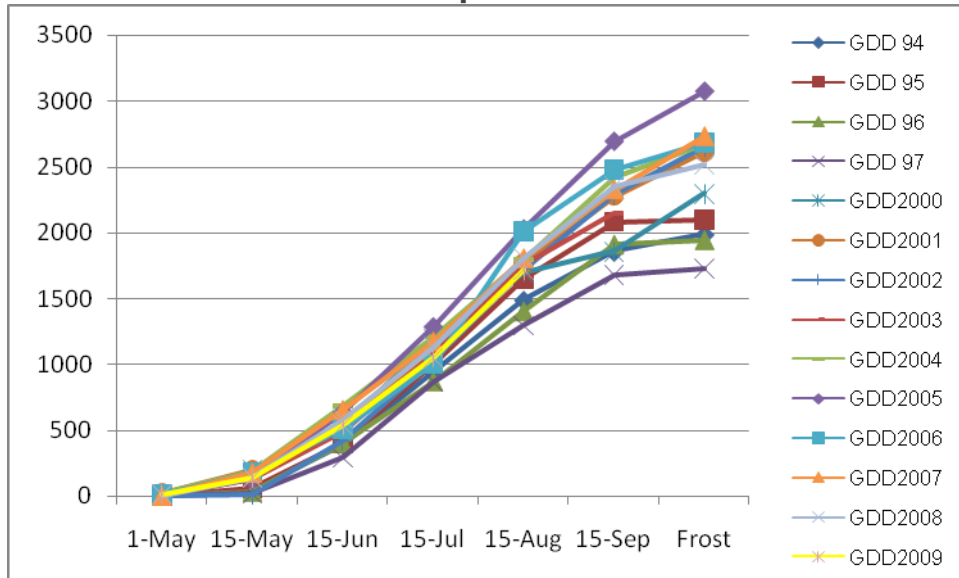
Monsanto is set to raise 2010 seed prices: According to Bloomberg news Monsanto's Roundup ready 2 soybeans will cost farmers \$74/ac while the original roundup ready soybeans will cost \$54/ac. Smartstax corn seed, developed with Dow Chemical Co., will cost \$130 an acre, 17 percent more than the YieldGard triple-stack seeds they will replace.

This significant increase in the cost of GMO seed has to make growers pause and reexamine what they need for their farm. I continue to be a firm believer in planting glyphosate tolerant soybeans because soybean yield is not hurt by the competition from weeds in the first 3-4 weeks after planting and glyphosate takes out all the weeds without hurting the beans.

I am also a firm believer in using GMO corn seed with corn rootworm (CRW) control traits for 2nd and greater year corn because we have had and continue to have significant populations of CRW which reduces yields. Corn borer has always been a hit or miss pest and you the manager of the farm has to act based on your own experience of infestations on your individual farm fields. The only reason to have the glyphosate tolerant gene in corn is to control hard to kill perennial weeds or as an expensive insurance in case your pre emergent herbicide program doesn't work. The cost of that insurance is obviously going way up. For those of you who were waiting for the weeds to get tall enough to spray with glyphosate for that single pass control. You weren't measuring it but I would bet that if you did an in field trial comparing a timely pre emergence herbicide combination vs the one pass glyphosate that you would have better yields in the pre emergence treated area than the glyphosate treatment. Do your own trial and find out.

2009 Oneida County Weather Summary

1994-2009 Comparison of GDDs 86/50

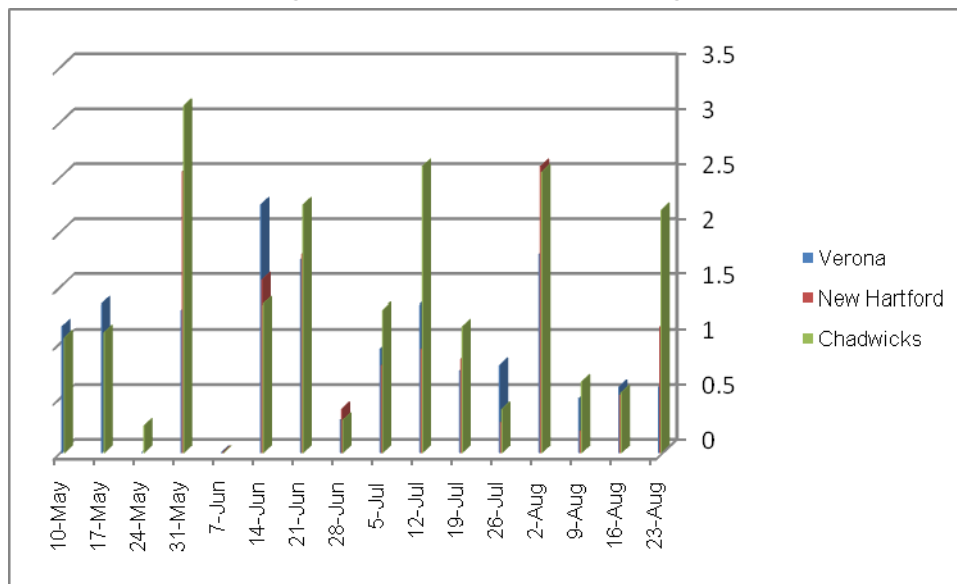


GDDs accumulated from May 1st

The yellow line on this graph indicates the accumulation of GDDs in 2009 up to August 15th. You will note that we are approximately 90GDDs (5 days) behind the 2008 and 2007 seasons and 305 GDDs or 17 days behind the 2005 season at this point.

For a clearer view of these charts, please visit our website at www.cce.cornell.edu/oneida/

Weekly rainfall in Oneida County 2009



Hay: Many local farmers who chop their hay have already taken off 3 cuttings and have a foot of regrowth already. Some farmers wonder if they should take a fourth. The first question you must answer is do you need the forage? If yes, how stressed is the stand? Did you have one rest period of 42 days or more during the season? How is the pH? How are soil K levels? Was the stand attacked by a disease or insect during this season? Each one of these is a stress on the stand. If there are many stresses on the stand then try to avoid harvest. If there was minimal stress on the stand during the year you should still wait 42 days after the last harvest before taking the 4th cutting. If you are thinking about taking a 4th cutting you should test the soil for K levels and make sure you apply sufficient quantities to help these swards overwinter.

Soybeans: Many of our local fields are at R5-R6 stage which are beginning seed to full seed stage. Fields that looked a little off color suddenly were transformed over the past 2 weeks. The fields I was in recently measured 29" height and looked in excellent shape. Most growers had excellent weed control this year with the exception of volunteer corn. Russ Hahn had a trial looking at effectiveness of products on volunteer corn in soybeans and found fusilade and assure to provide satisfactory control.

Corn: I checked an early planted corn field this morning (100 day grain corn variety planted the last week of April). The ears were at early dent stage. Based on a silk date of July 24th the earliest date for this field to be physiologically mature would be September 19th more likely on Sept. 24th.

Many of the corn fields in the area will be harvested for silage and many of them were at silk stage on July 31st – early August. Bill Cox's research suggests that 90-100 day hybrids need 750-800 GDDs to get to a harvestable moisture content for silage. We have accumulated 513 GDDs from July 31st to August 24th. Looking at past records we are more likely to average 18 GDDs/day in September which would suggest the middle of September. This is for harvest at 30% dry matter for bunks it will take longer to get to 65% for tower silos. The major goal of most dairy farmers at this point is to harvest corn at the optimal moisture content for their storage structures. It is time to get out in fields and check for maturity. CCE will accept whole plant samples from local farms and will call them with results of the moisture content. Call Jeff at 736-3394 ext 120 to arrange for moisture testing.

Hyperammonia producing bacteria (HABs): This bacteria can be in the rumen of your cows but, unlike the other bacteria that are hard at work helping break down the roughage your cow just ate, this class of bacteria is doing nothing good and maybe something bad. The HABs turn the ammino acids that your cow can use, into ammonia that is not well utilized by your cow and gets excreted in her manure and urine. This has 2 negative effects. You have to feed additional protein, maybe some that you have to buy off the farm, and the ammonia that is excreted may easily be lost to the air causing you to need to buy more nitrogen fertilizer. Talk about a lose:lose situation, and yes it is one of the agents that cause your manure to smell. ARS scientists have found that in the lab when they add hops (an infamous ingredient in beer making) to HABs in a testube without air that HABs were prevented from growing and producing ammonia. The next phase of these trials will be to test this on cows, so don't be surprised if you see a new crowd down at the local tavern.

WANTED: QUALITY REPLACEMENT HEIFERS

If you would like to diversify market for your pregnant commercial or pure open and bred heifers, consider the **Cornell Beef**

Replacement Sale. This sale was started to add value to heifers that graduated from the Empire Heifer Development Program. It is now being expanded to include similarly developed farm raised heifers.

The sale is facilitated by students enrolled in Cornell University **Beef Cattle Merchandizing** class. Get the best bang from your marketing dollar by enlisting the enthusiasm of 30 students to sell your quality replacement heifers.

There are **requirements** to assure the buyer that the risk of calving difficulty has been minimized and that performance has been optimized. Requirements include being sired by a registered beef bull, a body condition score ≥ 5.0 , negative test for BVD, brucellosis and TB and properly vaccinated for BVD, PI3, BRSV and IBR. Bred heifers are to be veterinarian checked pregnant to a known calving ease EPD sire.

Ultrasound data will be collected on heifers while at the Cornell Beef Teaching and Research Center. **Sale date:** Saturday, October 24, 2009. Cornell Beef Teaching and Research Center, Dryden, NY.

For more information: Mike Baker, Cornell Beef Extension Specialist, mjb28@cornell.edu, 607-255-5923



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