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Cooperative Extension
Oneida County

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Oriskany, NY 13424

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Cornell Cooperative Extension of Oneida County's

Farm Flash

-CAFO Update-

There are many changes afoot in the CAFO world at the state and federal level. This situation is a moving target and there are many uncertainties, so expect changes and new interpretations as this evolves.

Two major changes could be in store for NY farms: 1) Large CAFO's that are not fully implemented will be wise to get implemented in the coming months to preserve important options; 2) All NY farms that fit the medium CAFO (200 mature dairy cows or 300 heifers) size category will need to have a permit. Medium CAFO's will need to have a nutrient management plan and other management type practices implemented, possibly within a year from now, also in order to preserve important options. There are important risk considerations that each farm will need to evaluate once DEC issues the final permit options.

For more information, go to
<http://www.epa.gov/region7/water/cafo/index.htm>



January 2009



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CCE of Oneida County Farm Flash
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Name	Town	Hybrid	Days to Maturity	Population Pl/ac	Fertilizer N-P-K	Harvest Date	Yield Bu/ac	Yield Tons/ac
							15.5%	70%
Kevin Sykes	Augusta	Pioneer 38M58	94	31,500	54-54-54	11/11/08	217	
Kevin Sykes	Augusta	Pioneer 38k46	93	30,800	54-54-54	11/11/08	183	
Mark Rickmyer	Floyd	Pioneer 38M58	94	30,000	35-35-35	11/14/08	200	
Jim Collins	Vienna	Pioneer 37Y14	99	26,500	93-60-0	11/5/08	172	
Jim Collins	Vienna	Pioneer 38M60	94	28,500	93-60-0	11/5/08	195	
Dave Fedor	Whitesboro	Pioneer 37Y14	99	30,000	30-30-30	10/13/08	208	
Dave Fedor	Whitesboro	Pioneer 37Y14	99	28,000	30-30-30	10/13/08	198	
Van Lieshout	Verona	Pioneer 38B87	97	31,000	120-10-0	9/18/08		27.7
Van Lieshout	Verona	Pioneer 38H72	99	31,500	67-10-0	10/24/08	198	
James Gates	Plainfield	Pioneer 38B87	97	29,000	65-16-90	12/3/08	184	
Joe Barnes	Sangerfield	Pioneer 38B84	96	27,500	30-30-30	11/20/08	167	
Wayne Durant	Vernon Center	Pioneer 38M58	94	31,000	63-78-0	10/27/08	200	
George Keith	Waterville	Pioneer 38N87	91	31,000	45-45-45	12/4/08	186	
Humphreys	Kirkland	Pioneer 35F40	104	29,500	136-26-26	11/1/08	214	
George Gafner	Verona	Pioneer 35N15	98	32,500	67-10-15	12/3/08	210	
George Gafner	Verona	Pioneer 35N15	98	29,500	67-10-15	12/3/08	210	
Bob Palowski	Verona	Pioneer 37F76	99	32,000	117-42-42	11/12/08	205	
Van Lieshout	Verona	Pioneer 37N15	98	31,500	21-10-0	10/20/08	214	

Corn Contest participants in 2008

The contest is run by the NY Corn Growers Association. Anyone can participate, an application and fee (\$30 grain Silage: \$50) must be sent in by August 15th. The main benefit is getting an accurate estimate of yield for the field and hybrid you enter. This year 12 local farms participated and as expected the yields were fantastic ranging from 167-217 bu/ac.

Many of the growers who participated this year have participated for a number of years and have hit or exceeded 200 bu/ac on contest fields and have had average corn yields of 160-180 bu/ac in the last 2 years.

If you were to ask them what they do to achieve these higher yields on a regular basis they would probably answer "the basics".

- Start with a good hybrid that is suitable for the field...note that most of these hybrids are between 90-99 day maturity with day maturity decreasing as the locations elevation increases

- Plant seeds at a consistent depth with consistent in row spacing at populations between 28,000-32,000 depending on the soil and the hybrid.

- Make a good seedbed. This can be very different from field to field. A number of local producers are no-tilling or zone-tilling corn after soybeans with great success. Bob Pawlowskis field was zone-tilled (single pass) and planted and yielded 205 bu/ac. Use conservation methods to reduce soil loss and soil compaction.

- Plant as soon as the soil moisture is suitable. Treated corn seed can last in the soil for quite some time with little negative effects. Most of the successful field crop producers have a goal of having all their corn planted before the 15th of May. OK this may be a challenge for growers in Camden or Boonville.

- Supply nutrients at levels that support the potential crop yield using timing and methods to reduce nutrient losses

- Control weeds early and throughout the season!!! Pre-emergence applications usually provide the best control if there is adequate moisture to activate them. Farms with larger acreage cant get to all their fields before the weeds start to green up so they have to switch to early post applications (weeds 1-2" tall) of glyphosate and half rates of residuals.

- Control insect pests. Use a GMO or apply a pesticide that is appropriate for the pests you encounter.

- Tune-up harvest equipment to minimize crop losses. Timely harvest

Mark Your Calendars...



Hoof Care Hands-On Workshop

Tuesday, March 10, 2009

Hosted by Collins Knoll Farm, Chadwicks

Hoof care concepts presented will include cattle hoof anatomy, hoof growth and wear, manageable causes of common hoof disorders and basic treatment strategies for each disorder. Participants will learn to identify early-stage lameness and the art of picking out lame cows in a group. With instruction and guidance from a professional hoof trimmer, participants will learn how to properly use hoof trimming tools and treatment materials

Energy Efficiencies and Alternatives

Tuesday
January 20, 2009

1:00 p.m. — 4:30 p.m.

Boonville
Municipal Building
NYS State Rte. 12
Boonville, New York

Light
refreshments
will be served.

NO PRE-REGISTRATION,
NO FEE TO ATTEND.



Join Us to Gain Information
About These Topics -

Improving Efficiencies

This presentation will focus on ways that commercial, institutional, and municipal facilities can save money and energy, and take advantage of special financing programs to make facility improvements.

Alternative & Supplemental Sources **for Electricity and Heat**

These presentations will have an emphasis on commercial, industrial and municipal facilities, but could be applicable to residential buildings as well. Topics covered will include biomass (including wood), wind, solar, and geothermal energy sources.



Cosponsored by NYS Tug Hill Commission, NYSEDA, Environmental Finance Center at Syracuse University, Black River — St. Lawrence River Resource Conservation and Development Council, Inc., and Cornell Cooperative Extension of Oneida County.

The Winter Green-up - Profits from Pasture: Genetic Selection, Management & Marketing opportunities for Grass-fed beef in the Northeast

Saturday, January 31, 2009

8:30 am - 4:30 pm

Century House Rt. 9
Latham, NY

Speakers:

Kit Pharo – Colorado rancher, seed-stock, producer, grazier, outspoken proponent of least-cost production and ranching profitability.

Dr. Allen Williams – Chief Operating Officer Tallgrass Beef Co., researcher and professor of meat science and animal science/genetics.

Bill Hodge – Georgia cattleman, grazier, and University of Georgia Extension Beef Specialist.

Kathleen Harris – Founder and director of Northeast Livestock Processing Services Corporation, a marketing company for locally produced meats in NY and New England.

The price of this event will be \$40.00 per person for early registration up to December 20, 2008. After December 20, the price per person will be \$60.00.

A light morning fare, lunch and handouts are included in the registration price. A CD/DVD of the entire conference will be available for purchase for \$30.00, at time of registration.

This event is sponsored by the New York State Department of Agriculture and Markets, Cornell Cooperative Extension Albany county, the Cornell Small Farms Program, The Grazing Lands Conservation Initiative, Northeast SARE and the Resource Conservation and Development Councils of Central New York and The Hudson/Mohawk Region.

For more information about the conference, contact Tom Gallagher, Cornell Cooperative Extension Albany County at (518) 465-3500 or Morgan Hartman blackqueenangus@yahoo.com. For registration information contact Lisa Cox at (518) 765-3500 or lkc29@cornell.edu. For room reservations call (518) 785-0931 or info@thecenturyhouse.com. Indicate that you will be attending the Grass-fed Conference.

morning to maximize drying time. If it is traditionally thrown into a narrow swath it shades nearly all the leaves and there is no photosynthesis re-building digestible carbohydrates. Adding insult to injury, as the temperature goes up the respiration accelerates – destroying more digestible material. By laying the swaths out to >80% of cutterbar and not conditioning, the photosynthesis system allowed the plants to continue to photosynthesize in excess of respiration and accumulated carbohydrates while the plant was drying.

Components for each treatment were tested in the Cornell Net Carbohydrate and Protein System program to determine the milk income over feed costs in a maximum forage diet that was half test haycrop, and half corn silage; balanced for over 80 lbs of milk. CNCPS found (Table #1) that the rations were nearly identical in the bottom line – the

Time of Harvest	Income/feed cost
8 PM	\$13.73
6 AM	\$13.59
9:30 AM	\$13.53

Table #2 Cut Time	IVTD-24	NFC	Kd_hr	Simple sugars	Starch	Soluble protein	ADF	RFV
8 PM	81.8a	35.68ab	8.51a	9.98a	3.95a	37.17a	24.85a	195.67a
6 AM	82.0a	34.97b	9.50a	7.53b	2.20a	36.17a	24.23a	198.83a
9:30 AM	83.3a	36.93a	9.54a	8.08ab	3.08a	34.50a	23.30a	201.17a

(Data followed by the same letter have no significant difference)

income over feed costs. Each of the forages produced by this wide swath was of top quality and, as you can see (table #2) in the IVTD-24, very digestible forage.

By cutting in the evening or early morning into a wide, unconditioned swath, the plants were able to rebuild their digestible components before ensiling. The evening cutting system only is valid for clear nights with radiant cooling. **IF THE EVENING IS OVERCAST AND WARM, CUTTING IN THE EVENING MEANS THERE IS POTENTIAL FOR QUALITY LOSSES TO EQUAL A NARROW SWATH OVERNIGHT.**

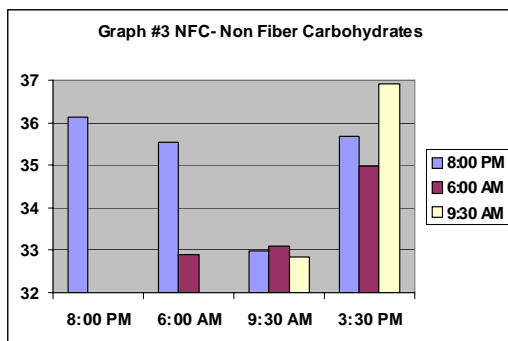
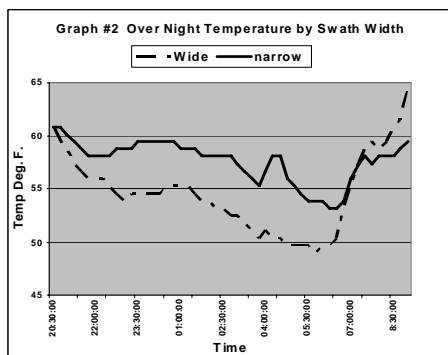
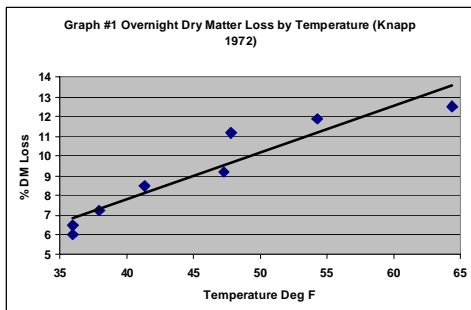
NY farms that wide swath now have more potential hours for mowing yet still preserve forage quality. Waiting for the dew to dry and the very limited mowing capacity on nearly all farms often means another 4 – 5 day delay with major reduction in digestibility. Utilizing the above research, farmers are able to mow wide swath on clear evenings, or early in the morning, and accumulate the same feed value as mowing that morning. For farms with limited mowing capacity, this opens wider the window of opportunity further to get the crop harvested.

from the uncut vegetation. The high temperature on that day was 83.8 F. in sunny conditions.

Forage Quality Impact:

Research (graph #1, Knapp 1973) has shown that as night temperatures increased, dry matter losses increased. This loss is nearly all readily digestible carbohydrates critical to high milk production from forages. Mowing in the evening in a wide swath has a significant impact on the temperature of that forage as it goes through the night. Data from an earlier study (graph #2) found the narrow swath, mowed during the day, held much of the day's heat throughout the night. The wide swath, exposed to the night sky, rapidly dropped in temperature conserving many of the carbohydrates lost in the narrow swath. When the sun reached the swath in the morning, the temperature and subsequent drying rate of wide swath rapidly increased over that of the narrow swath.

This study was conducted with wide swaths that were radiant cooled as evidence by the heavy dew on all vegetation. Results reflected Knapp's (1973) work in that mowing in the evening prevented the movement of carbohydrates to the roots and so only had respiration losses. Mowing at sunrise meant that there had been respiration losses plus translocation losses to the roots and so the 6 am mowing had the lowest carbohydrates. The Non Fiber Carbohydrates (NFC) graph #3 at right shows this key source of much of the energy in forages reaches a low about the time the dew has evaporated. Unfortunately, many farmers mow early in the



"We've got to do something!" Winter Dairy Management 2009—Dairy Modernization



February 12th—Going from tie-stall to freestall & low cost parlor.
Verona Firehall, Verona, NY—10:00 am to 3:00 pm

- Business Planning for a Successful Project
- Planning Your First Freestall – Optimal Comfort Housing/Manure System Strategies
- Remodeling a Tie-Barn for a Parlor – Many Design Options to Fit Needs & Budget
- Evaluating Environmental Issues on your Farm

February 13th—Renovating or Replacing Older Free-stall Setup
Madison County Extension Office, Morrisville, NY—10:00 am to 3:00 pm

- Business Planning for a Successful Project
- Renovating the Old Freestall for Milking Cows Heifers or Special Needs
- Dare to Dream – Replacement Parlor Options (including Robots & Rotaries and Manure Handling Innovations)
- Evaluating Environmental Issues on your Farm

*Mark your calendars now.
Look for more information coming soon.*



NEW YORK BEEF PRODUCERS' ASSOCIATION Annual Meeting & Feeder/Winter Management Conference

January 23 - 25, 2009, Holiday Inn, Waterloo, NY

Beef producers large and small should plan to attend this informative and enjoyable event. The various educational seminars have been carefully planned by Dr. Mike Baker, Cornell Beef Specialist, to enhance production practices for cattle operations of all types and sizes. Don't forget to attend the NYBPA annual meeting and awards banquet as well as the breed meetings and industry trade show. Come enjoy this wonderful weekend of education and fellowship with other cattlemen and women of the Northeast!

Here are some highlights:

Friday, January 23rd -

The Value of Adding Pasteurella Protection

Impact of Parasites on Carcass Value

New Products to Enhance Health & Performance

Use of Metaphalaxis in Treating BRD

Saturday, January 24th - Drivers of Consumer Eating Patterns

Entrepreneurship in Building Markets

Putting a Supply Chain Together

Marketing Tool Kit

Talking to Your Butcher

Bundling of Cuts for Sale

Pricing the Carcass

Producer Panel

Field Trip to View NY Bull Test & Empire Heifer Development Animals

Plus: NYBPA Annual Membership Meeting (Friday)

NY Junior Beef Producer's Annual Meeting (Saturday)

Annual Awards Banquet (Saturday)

Industry Trade Show (both days)

For more information and registration, go to:

<http://www.ansci.cornell.edu/beef/RegistrationFormsNYFeederConf.pdf> or
call NYBPA at (607)965-8282.



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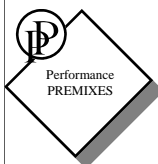
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-Wide Swath Research- Open the Mowing Window While Maintaining Forage Quality

Tom Kilcer, Cornell Cooperative Extension in Rensselaer County

Traditional mowing of haycrop silage to a narrow swath and leaving the forage overnight reduced by more than 300 pounds or \$50, the potential milk/ton of dry matter in the haylage. Preserving all the nutrients to the mouth of the cow is critical to forage quality. With high grain/low milk prices, forage quality is the key to profitable dairy farming in New York State. A high forage diet with this higher quality forage from wide swath/same day haylage, can mean an additional \$20,000 for a 100 cow farm. The research gathered from an earlier New York Farm Viability Institute grant showed that wider mower swath will increase drying speeds, allowing quick quality harvests within the window that forage is high quality.

This puts farmers with limited resources between a rock and a hard place. Mowing in the traditional narrow row system and allowing it sit overnight lost feed quality. Mowing just what they chopped the same day resulted in higher feed quality, but the limited mower hours stretched the harvest over more days. It is well documented that a 5 day delay in the whole harvest reduces NDF digestibility, a loss of over \$8,000 for a 100 cow farm.

Mowing hours limit the speed of harvest. Compounding this limit is the need to wait in the morning until the dew has gone and the forage has rebuilt the digestible carbohydrates (sugars and starches) lost in overnight respiration. Mowing then needs to stop in afternoon in order for proper ensiling to occur on the same day. This squeeze further increases the mowing bottleneck. For many smaller farms, the capital cost of a new mower or the additional labor to run a second mower is not there.

The New York Farm Viability Institute grant "Impact of time of mowing on wide swath haylage components and milk producing potential" enabled the answer to the common farm questions, "If I mow early in the morning in a wide swath, will the plant continue photosynthesis to re-build the carbohydrates to the same level that we have by waiting until later in the morning?"

A second cutting new seeding was mowed in August at 8 pm (sunset) on a clear night. All swaths were 90% of cutterbar, with no conditioning. A heavy dew with considerable radiant cooling occurred as temperatures dropped from a high of 86.4 F to a low of 56.3 F. At sunrise, (6 am) another swath was mowed. The entire process was repeated at 9:30 am when nearly all the dew had dried

**New York
Corn Growers
Association**



2009 Corn Expo

**Positioning Your
Business for the
Next Five Years**

January 28, 2009

8:30am - 3:30pm

Holiday Inn, Waterloo, New York

Dr. Danny Klinefelter

*Professor and Extension Economist,
Texas A&M University*

Dr. Danny Klinefelter specializes in agricultural finance and management development. As Director of The Executive Program for Agricultural Producers (TEPAP), Danny has worked with some of the best and brightest farm business men and women throughout the United States. His presentations are featured through Farm Futures' Seminar Series and he has been selected three times as the outstanding teacher in the Department of Agricultural Economics at Texas A&M. You will not want to miss this very dynamic thought provoking speaker.

Hotel Directions

Holiday Inn, 2468 NYS Route 414, Waterloo, NY
Phone (315) 539-5011

From the East (Albany)/ West (Buffalo): Take I-90 Exit 41 (Waterloo). Take Route 414 South into Waterloo.

From the North (Watertown): Take I-81 South to I-90 West. Follow I-90 West to Exit 41 (Waterloo). Take Route 414 South into Waterloo.

From the South (Ithaca): Take Route 414 North into Seneca Falls. Turn left onto Routes 5 & 20 (West). Follow Routes 5 & 20 to Route 414. Take a right at the light. Hotel is on the left.

Agenda

2009 Corn Expo
January 28, 2009
Waterloo Holiday Inn, Waterloo, NY

- 8:30 Registration and Exhibits
- 9:30 *Time to Get Your House in Order*
Dr. Danny Klinefelter
- 10:45 Break and Exhibits
- 11:15 *Time to Get Your House in Order*
(continued) Dr. Danny Klinefelter
- 12:30 Lunch
Yield Contest Results
Exhibits
- 2:00 *Alternative Business Models*
A Farmer Panel of TEPAP Graduates will compare and contrast their business model and practices with expert Dr. Danny Klinefelter.

Farmer Panel:
Jeff Mulligan
Mulligan Farm, Avon, NY
Dale Hemminger
Hendale Farms, Seneca Castle, NY
Tom Jeffres
R.L. Jeffres and Sons, Wyoming, NY
Lou Anne King
Mapleview Dairy, LLC Madrid, NY
Panel Moderator:
Dr. Danny Klinefelter
- 3:30 Adjourn

NYCGA New Member Discount

*New NYCGA membership is only
\$25 (a 50% discount) with your paid
registration for the 2009 Corn Expo.*

Risk Management Workshop: Jan. 29th, 11am-3pm, Oneida County CCE office in Oriskany. Donna Perde, FSA Director in Oneida County will talk about NAP and ACRE. Charlie Coines, NYS Ag&Mkts will talk about Crop insurance options. CCE will talk about crop records. Lunch will be provided at no cost. To pre-register call Cindy at 736-3394 ext 124

FS Growmark Crop meetings: Jan. 28th, 9:45am-3pm, VJs restaurant in Hamilton. NYS DEC credits available. \$25.00 per person, To pre-register contact Jeff at 841-8886.

FS Growmark Crop meetings: Jan. 29th, 9:45am-3pm, VFW in Waterville. NYS DEC credits available. \$25.00 per person, To pre-register contact Jeff at 841-8886.

Chopper workshop: Feb. 24th, 10am- 1pm, Clinton Tractor in Clinton. A New Holland Rep will show participants proper chopper set-up, maintenance and repair and Bob will discuss efficient chopper operation. Lunch provided by Clinton Tractor. To register call Michele at 853-6151.

Corn Planter Clinic: Date TBA, F S Growmark Facility in Sangerfield. Discussion of corn planter set-up, maintenance and repair, meter testing and precision parts. Details will be in the next issue of the Farm Flashes.

Crop Congress: Mar 18th, 10:00am- 3pm, VFW on Franklin St in Clinton, Zone tillage, Weed control in corn and soybeans, Sprayer set-up, maintenance and calibration, crop records and cost of production. Lunch provided by Clinton Tractor. NYSDEC credits available. To pre-register call Michele at 853-6151.

T&P Sales Crop meeting: Mar 3rd, Verona Fire Hall. NYS DEC credits, \$10/person, Contact Dawn at 829-8000 to pre-register.

Combine Workshop: Mar 10th, 11-2pm, Whites farm Supply in Sangerfield. A company rep will demonstrate combine set-up for small grains, maintenance and repair. NYS DEC credits available. To preregister call Julie Crawford at 697-2214.

2009 Corn Expo Registration Form

Pre-registration deadline is January 15, 2009. After January 15 all registrations will be at on-site pricing.

Name(s): _____
 Company: _____
 Address: _____
 Phone: _____ Fax: _____
 Email: _____ Web site: _____
 Credit Card: VISA MasterCard
 Name on Card: _____ CIN #* _____
 Card Number: _____ Exp. Date: _____
*CIN # is the three digit verification number on the back of your credit card

Member Registration
 # _____ @ \$50 /\$60 on-site \$ _____

Nonmember Registration
 # _____ @ \$75/\$85 on-site \$ _____

2009 Membership Dues
 New Member Dues @ \$25 \$ _____
 Membership Renewal @ \$50 \$ _____

Total Due \$ _____

Please send registration form with payment to:
 NYCGA, 4 Youngs Place, Latham, NY 12110 or Fax: (518) 783-1258

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EPA exempts animal waste air emissions
By Janie Gabbett on 12/15/2008,
Meatinplace.com

The U.S. Environmental Protection Agency (EPA) announced it has issued a final rule providing an administrative reporting exemption for releases to the air from animal waste at farms of any hazardous substance at or above the reportable quantity for those hazardous substances.

EPA said these reports are unnecessary because there is no reasonable expectation that a Federal response would be made as a result of such reports.

The final rule reduces the burden of complying with Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) and to a limited extent, the Emergency Planning and Community Right-to-Know Act (EPCRA) reporting requirements.

Notifications must still be made if hazardous substances are released to the air from any source other than animal waste (e.g., ammonia tanks) at farms, as well as releases of any hazardous substances at farms to any other environmental media (i.e., soil, ground water, surface water) when the release of those hazardous substances is at or above its reportable quantity for 24 hours.

Reaction

The National Chicken Council, the U.S. Poultry & Egg Association and the National Turkey Federation, which had petitioned the agency to exempt poultry growers from reporting requirements for ammonia emissions, applauded the announcement.

Rep. John Dingell (D-Mich.), however, was quick to decry the decision. "Today's action by the Bush EPA is nothing more than a giveaway to Big Agribusiness at the expense of the public health and of local communities located near large factory farms," he said in a written statement.

Dingell added that he intended to investigate "what remedies are available to block or reverse this regulatory change" when Congress reconvenes next year, according to the *Wall Street Journal*.

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Smith Ag Service
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315-447-7579 Mobile



ENERGY AUDITS: A Valuable Farm Energy Management Tool

Are you interested in lowering your costs of production? If so, consider an energy evaluation as an efficient way to assess your energy use and the pattern of usage by day and by season.

Do you wonder where to begin? An energy audit and evaluation provides a decision making tool to help farm operators assess appropriate energy conservation measures.

These evaluations are sometimes required for incentive programs and grant opportunities.

Where is Electricity Used on Dairy Farms????

• Milking	18%
• Milk Cooling	26%
• Air Circulation And Ventilation	24%
• Lighting	17%
• Washing and Water Heating	5%
• Manure handling	5%
• Feeding equipment	3%
• Miscellaneous	2%

Reports that are generated give measurements in EUI's and ECMs.

What are EUI's?

- Energy Utilization Indices refer to the amount of energy used to accomplish a certain activity or process.
- EUIs for dairy farms are stated in one of two ways:
 - KWh/cow/year
 - KWh/cwt. Milk shipped

What are ECM's?

- Energy Conservation Measures refer to equipment or operational measures that will increase efficiency and save energy.

Most Common ECM's for Dairy Farms:

- Variable speed drive vacuum pump
- Plate milk precooler
- Energy efficient lighting
- Refrigeration heat recovery

For further information contact Mary Wrege, Renewable Energy Educator, Cornell CCE at: (315) 736-3394 ext. 131. To schedule a free or low cost customized energy evaluation of your farm operation please call Dick Peterson at Telephone: Area Code (607) 725-2741 or e-mail at natc244@centralny.twcbc.com

looks like a loaf of bread, it is time to consider more packing weight, or, perhaps, a new silo! A lot of diesel and labor can be spent on a small amount of dry matter!

•Several estimates of the value of reduced losses show solid net returns. In most cases, the enhanced use of limited silo space – and not having to find a “home” for forage that didn’t fit in the bunker – returned close to double the value of reduced dry matter losses.

To obtain the CD with spreadsheets, contact Heather Howland at (607) 255-4478 or hh96@cornell.edu. The web [inventory management software](http://www.agmodels.com/clients/silostor/) is at www.agmodels.com/clients/silostor/.

For more information, contact John Conway at (607) 547-2536 extension 237 or jfc6@cornell.edu.

Feed Cows for Less Manure

Adapted from article “Formulate for Less Manure”, by Megan Pierce; Dairy Herd Management, 12/1/2008

The environmental impact of dairy continues to be scrutinized. With the front door and back door of the cow being connected, the rations you formulate have a tremendous impact on the amount of manure your cows produce and your dairy’s environmental impact. According to work done at Ohio State University (OSU), it is possible through dietary strategies to manipulate rations to reduce manure production by 15 percent, without negatively affecting milk production. Using a cow that produces 75 pounds of milk and 150 pounds of manure (liquids and solids) per day as the baseline, this reduction equates to 22.5 pounds less manure per cow per day and about 8,200 pounds per year per cow. A significant reduction in manure volume is seen when you multiply this figure across an entire herd. For an example, a 100-cow operation would see a reduction of 821,250 pounds or about 411 tons of manure. Evaluate these seven areas when formulating rations to ensure lower manure production:

1. Corn silage vs. alfalfa

The ratio of corn silage to alfalfa is the dietary factor that has the greatest effect on manure output. As the percentage of corn silage in the ration increases, urine output decreases substantially, resulting in a significant decrease in the volume of manure. Work at OSU shows that a 10-percent increase in corn silage results in a decrease of about 4 pounds of manure per cow per day. Cows fed 100 percent of the forage as alfalfa produce twice the amount of urine per day as cows fed 100 percent corn silage diets. The difference is likely due to the lower potassium concentration in corn silage. So as corn silage increases and alfalfa decreases, the amount of potassium in the diet decreases. Changing the ratio of corn silage to alfalfa has no effect on milk production if the ration is balanced accordingly.

2. Crude protein

For every 1-percent decrease in crude protein, there is a 2-pound decrease in manure production per cow per day. Diets should contain adequate, but not excessive, levels of protein. Balancing rations for metabolizable protein rather than simply crude protein may be the key. If you formulate for metabolizable protein, you can successfully feed low-protein diets of 15 to 16 percent, rather than the traditional 17.5 percent and still maintain 100 pounds of milk.



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3. Fiber

As the concentration of neutral detergent fiber (NDF) increases, manure output usually increases. Because NDF concentration is negatively correlated with the concentration of starch in diets, feeding higher-starch diets will reduce manure output. However, because changes in starch and NDF concentrations are usually confounded, it's hard to tell whether the effect is caused by fiber or by starch. A 1-percent increase in NDF concentration will increase manure output by 0.5 to 1 pound per day. Conversely, a 1-percent increase in starch decreases manure output by a similar amount. The overall effect of varying NDF concentrations on manure production is usually less than 10 pounds per cow per day.

4. Dry matter intake and digestibility

Dry matter intake (DMI) and digestibility are directly tied to manure output. Increasing DMI from 35 to 40 pounds per day increases manure output by 2.7 pounds per pound of dry matter. But when DMI increases from 55 to 60 pounds per day, manure output increases an average of 3.5 pounds per pound of increased dry matter. As intake increases, digestive efficiency tends to decrease because feed passes through the cow's system at a faster pace. A small decrease in digestibility has a major impact on manure production.

You would expect slightly lower digestibility at higher intakes, resulting in more manure per pound of intake. However, intake and milk production are correlated. On average, high-producing cows eat more than low-producing cows. Therefore, don't restrict intake so that cows produce less manure, as it will also likely reduce milk production. Instead, focus on the digestibility of the diet. Feeding highly digestible diets results in high milk production at reasonable intakes with reasonable rates of manure production.

To evaluate diet digestibility, look at feed efficiency — pounds of fat-corrected milk per pound of dry matter. For most situations, herd average feed efficiency should be around 1.5 to 1.6. Improved feed efficiency also means more money and less manure.

5. Evaluate byproducts

By-products may be cheaper to feed, but may not be as digestible, thus the environmental costs may outweigh the savings on feed. For example, the digestible NDF for cotton hulls is 17 percent versus beet pulp at 39 percent and soy hulls at 54 percent. Highly digestible ingredients will be used by the animal for milk production, whereas indigestible ingredients just go through the animal. The key is balancing these ingredients to maintain a cost-

Improved bunker silo packing techniques can help farmers retain forage dollar values by more than 45 percent per season. Greater density in the bunker silo leads to less feed lost to spoilage and more room to store feed, both factors that equate to a financial advantage for the farmer.

A recent study by Cornell Pro-Dairy, led by extension educator John Conway, examined bunker silo /drive-over pile density on New York farms. The two-year study received grant funds from the New York Farm Viability Institute.

The project built on earlier applied research by the University of Wisconsin and others by examining silo filling factors, including dry matter of forage on the way into storage and on the way out, and squaring that relationship with spreadsheet density-estimation tools. The project worked with dairy producers throughout three crop seasons to determine what additional decision enhancing tools would benefit their businesses.

Pro-Dairy is now distributing a CD that includes spreadsheets developed in Wisconsin, including "Bunker Silo Density Calculator" and "Silage Pile Density Calculator".

Additionally, the project worked with Ag Models to develop web-based silo inventory management software, "SiloStor." Producers and agri-service users can register online for silo capacity calculators and other charts, which are then stored online. Users can then enter new data at any time interval you choose to update charts.

The study analyzed dry matter densities of hay crop silage (legume, mixed and grass), conventional corn and brown mid-rib in 124 samples from 68 silos.

Some findings: BMR corn silage tends to pack to a greater dry matter density than conventional corn silage, under the same packing dynamic, which is worth considering when making financial comparisons.

- Dry matter losses translate easily into dollars, *but* the cost of additional storage with less than ideal densities really drives up storage costs.
- A haylage silo filling strategy that seems to work well: use a long ramp to keep blade layer minimized. When stretching out the life of a silo, layer a subsequent cutting on top and in front of the initial cutting to compress the lower material even more. This is useful when you need to stretch silo utilization, while minimizing feed losses.
- When corn silage (or haylage) is so far over the sidewalls that it

Managing higher risks

If you just bought a new truck and were given the option not to obtain insurance what would you choose? If your payment for hazard insurance on the house was coming up would you consider not paying it? You are confronted with similar decisions on coverage for farm structures and machinery. How do you decide?

You probably determine the value of item that you are considering protecting, the risks to that item, the cost of replacing it and the cost of insurance coverage in making your decision. Lets go back to that new pick-up truck. It was probably expensive because you bought a truck that can help do a great deal of work on the farm and you are counting on that truck to do that work. So you quickly made a decision that there was a need to protect this investment and bought an appropriate amount of insurance to cover it.

The costs of producing crops have increased tremendously over the past 2 years maybe twice what you used to pay per acre. Have you placed a value on your crops? Have you assessed the potential risks? Have you inquired about the cost of crop insurance? **CCE will have a workshop on January 29th from 11:00am to 3:00pm at the CCE office in Oriskany on crop risk management. The workshop is free and lunch will be provided. To preregister, call Cindy Cowles at 736-3394 ext 124 by January 23. Donna Purdy, FSA and Charlie Coines, NYS Ag & Mkts will talk about insurance products and provide answers for your questions.**

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effective ration, a healthy diet for the cows and minimize both volume of manure and nutrients excreted.

6. Look at mineral load

Look at the mineral load in the ration. Keep the level of these ingredients as close to the cows' requirements as possible to cut back on manure production. For example, over-feeding sodium and potassium increases water intake, which raises manure output. You don't want to be deficient. But over-feeding minerals only changes manure, not the amount of milk produced.

7. Forage quality

Very good high-quality and highly digestible forages can make a big difference on the amount of manure produced. Increasing forage quality will almost always reduce the amount of manure produced per pound of milk produced. Higher-quality forage is more fully digested and those nutrients are converted into milk rather than manure. Manure output can be expected to increase by about 10 to 12 pounds per day when cows consume lower-quality, less-digestible forage.

Finally, evaluate how feed is handled on farm, monitoring dry matter on all ingredients. Make sure dry-matter percentages are adjusted routinely, scales are working properly and each cow

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Farm Business Management Update By Bonnie Collins

Farm Risk Management:

Risk is part of any farm business. Weather, input cost, yields, government policies, global markets, and many other factors can contribute to risk. In general there are five types of risk to consider: production risk, market risk, financial risk, human risk, and institution or policy making entities risk.

Let us investigate the strategies and/or tools we might put into practice to reduce risk on the farm.

- ◆ *Crop insurance* is a way to protect producers by having insurance pay indemnities when there is gross revenue or yield shortfalls. **[CCE will have a workshop on January 29th from 11:00am to 3pm at the CCE office in Oriskany on crop risk management. The workshop is free and lunch will be provided. To preregister, call Cindy Cowles at 736-3394 ext 124 by January 23. Donna Perdy, FSA and Charlie Coines, NYS Ag & Mkts will talk about insurance products and provide answers for your questions]**
- ◆ *Off-farm income* is another way to manage cash flow by providing a steady stream of income to supplement the farm business.
- ◆ *Contracts* can reduce risk by guaranteeing prices, market outlets and other terms of exchange in advance.
- ◆ *Financial leverage* means to have the ability to borrow funds to help finance the farm business if needed. Have current financial statements available for this process.
- ◆ *Enterprise diversification* helps spread the risk among different crops and livestock activities, so income fluctuation from one enterprise will offset income fluctuation from another.
- ◆ *Current information* from USDA, FSA, and your local extension office can offer insight to new and changing government benefits and policies. For example, the USDA's early-warning plant disease system that provided preventive measures for producers with soybean rust (SBR) in 2005.

Risk management is about finding the right combination of strategies and tools that are comfortable for each individual producer. Using risk management does not necessarily avoid risk all together, but instead it can level out the risk with the returns that each producer is willing to invest.

Beekeeping A fun Hobby

Ever considered what it's like to keep bees? How is it, you've wondered, that everyone is afraid of bees except for beekeepers? What kind of lunatic keeps bees and produces honey? Well, although most honey is produced by commercial beekeepers, most of the beekeepers in the USA do it only as a hobby. For the hobby beekeeper, like us in the Mid-York Beekeepers Association, bees are not just insects, but more like pets. We recognize their moods, are glad when they are happy, and sad when they have trouble. We've been known to just sit at the hive watching them repeatedly going out and returning laden with pollen and honey. In short, we love our bees.

You can witness the full life cycle in less than a month: the queen laying her eggs, the eggs hatching into larvae, the larvae growing fast as the nurses feed them, the metamorphosis into pupae, and finally the hatching of the new bee from her cell. You see how they build honeycomb, how they manage their home, how they heat it, and how they cool it. You watch as the supply of honey grows and grows, and, of course, you take some (but only the surplus) for yourself.

But it's not all roses. There's work putting the hive boxes together, moving them to the grounds where you keep the hives, adding additional boxes as the colonies grow, and sometimes getting a few stings. There are also hard times, tough winters and, like with any other pet, sickness. And naturally there's the expense of the equipment and the investment of your time. It's all worth it at the end of the season, however, when, with luck, you bring the heavy boxes full of honey back home for processing.

Like to find out more? The Mid-York Beekeepers will hold a beginner's course the second Tuesday evening of every month from January to June (1/13, 2/10, 3/10, 4/14, 5/12, and 6/9) at 7:30 P.M. at the Oneida County Cooperative Extension Building in Oriskany. We'll start January and February with a description of the equipment used and what to expect throughout the bee year. We'll order equipment in March and put it together in April. In May you'll get your bees and a personal mentor to help you along. By June you'll be the one doing all the talking. The course is free of charge. You'll pay for any equipment you order and your starter nucleus of bees. The total cost depends upon how big you want to be, but our estimate is around \$200-300 to get going.

For a reservation, call Ken Boyce at 315-687-9495 or KennethBoyce@verizon.net.

Adjusted Gross Revenue Insurance for Farmers is being offered in Various States

It is open season for farm revenue insurance in Connecticut, Delaware, Maine, Massachusetts, Maryland, New Hampshire, New Jersey, New York, Rhode Island and Vermont. Adjusted Gross Revenue (AGR) insurance for farmers and ranchers is again being offered in the above listed states for 2009 according to the Raleigh Regional Office of the USDA Risk Management Agency. The application deadline is February 2, 2009. Current AGR policyholders also have until February 2 to make any changes to existing contracts. AGR provides whole farm income protection under an umbrella-type policy that covers income from all crops and some livestock, provided the income from livestock and livestock products does not exceed 35 percent of total farm income. Unlike traditional crop insurance guarantees based on yields, AGR provides a guarantee against a significant decline in overall farm income from the average of the most recent five years (2003-2007). As a result of substantial premium subsidies provided by the USDA, AGR can be a very affordable way to guarantee an income flow from your farm operation.

In addition, a similar product called AGR-Lite, which covers livestock and has a limitation of \$1,000,000 in coverage, is available in all counties for the states listed above for 2009. The sales closing date for new AGR-Lite contracts is March 16. Farmers and ranchers are strongly urged to contact a local crop insurance agent, as soon as possible, for more information and premium quotes for both products. For a list of crop insurance agents, farmers and ranchers may contact their local USDA Farm Service Agency office or log on to the following Risk Management Agency web site: <http://www3.rma.usda.gov/tools/agents/>

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Taxes, Oh NO! BY Bonnie Collins

Taxes, oh NO! Not only do we have to continue to maintain and manage the farm, year-end is here. It is time to file year-end reports and forms for employees, gather information for our tax preparer, set some goals for 2009 and pay our property taxes. All of this seems a little overwhelming, however, if we keep our financial information current and make it a priority in the coming year, this time next year it will not be such a daunting task.

Let me help, each month's farm flash I will provide some tax guidance and/or insight into what is occurring within the tax code plus the necessary forms that need to be filed, if you are an employee.

I hope by now all have received the **Income Tax Changes for 2008** newsletter. If not please call for your copy today, 315/736-3394 x 124. I have to apologize for an error in the depreciation section of that newsletter:

- *The maximum amount you can elect to deduct for most section 179 properties you placed in service in 2008 is \$250,000. This limit is reduced by the amount of which the cost of the property, placed in service during the tax year (reads) exceeds \$800,000, the correct amount is \$800,000.*

Important dates for January 2009:

- By January 31, 2009 all employees must receive their W2's.
- Subcontractors (those individuals who you have paid more than \$600 in the calendar year) need to receive a 1099 Miscell form.
- File Form 941 or Form 944, Employer's Quarterly Federal Tax Return, for the fourth quarter.
- File Form 940, or Form 943, Employers Annual Federal Unemployment (FUTA) Tax Return.

Yes, now is the time to complete year-end information gathering for your businesses, review where the business is presently and consider where you want to be at year-end 2009? It is time to set some goals, consider what the priorities of those goals are, what actions and whose help will be needed to reach those goals.

To help you develop and establish goals for this year the Agriculture Team at extension would like you to consider the use of an **Ag-Team** for your business. This is a team comprised of producers, managers, decision makers, nutritionist and veterinary,

extension educators, and/or those that support you in the management of your farm business.

Our goal as extension educators is to be the mentor of this team. To gather those individuals input into an organized, informational and supportive tool to be use by you to make decisions, add accountability, set goals, and reduce the risks of your business. There is no need to have all individuals meet at once, but to have the information gathered as needed and provided to you as required. Call Jim Manning 736-3394 x 124 or Bonnie Collins x 104 to start your **Ag-Team** assembly.

From the Desk of Donna W. Perdy,
County Executive Director – Farm Service Agency

The Farm Bill is bringing new programs to our local farmers as well as changes to already existing program. Revisions have been made and sign up for the Milk Income Loss Contract (MILC) program has begun.

The Milk Income Loss Contract (MILC) deadline is January 21, 2009. Fortunately, we have not been in a situation to issue a payment but with the price of milk dropping, we may not be too far away. \$16.94 is still the baseline price; however, a Feed Cost Adjustment will be built in to the target price. If the National Average Dairy Feed Ration Cost for a month during the MILC period is greater than \$7.35 per hundredweight, the baseline price of \$16.94 will be increased by 45% of the difference of the increased feed cost. The National Average Dairy Feed Ration Cost is based on corn, soybeans and alfalfa. This will kick in a payment sooner if feed costs rise and milk prices drop.

In addition, it is important that you review your production records from your milk handler. The name you use to receive you milk check must match our eligibility records. If you are using an assumed name for your monthly milk check and nothing has been formally filed with the State of New York, it will not be accepted for MILC purposes and can hold up payments. Now is a good time to review those records and make any necessary changes.

With such as short sign up period, appointments are recommended. While you are at the office we will need to complete all new payment eligibility paperwork and we can also complete contracts for the 2009 Direct and Counter-cyclical Program (DCP).

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

Are Your Farm Business Management Skills Ready for the 21st Century?

Relationship Management (#6 in a series)

Like the production technologies used in farming, many of the relationships between businesses in the food industry have changed. Markets that were once open to all producers are now more restrictive, excluding some producers. The type of relationship one should have with input suppliers and other farmers is also an issue. Should I join this purchasing alliance? What about group marketing of products? Should I align with a processor? Is this contract a good deal?

The need to manage these relationships increases the importance of interpersonal skills. An increasing number of non-farm residents, an increasing number of rented assets used in the business, and an increasing use of contracts all mean an increased number of interpersonal relationships that need attention. Interpersonal skills help build trust and cooperation.

Indicators of Strong Relationship Skills

- Developing personal relationships.
- Quickly resolving conflicts that arise.
- Developing win/win solutions to problems.
- Quickly and accurately assessing individual strengths and weaknesses.
- Motivating people.
- Clearly communicating ideas to other people.
- Practicing active listening.

(This is the sixth in a series adapted from a publication of Purdue Extension; to get a copy of the full publication, contact Jim Manning at 736-3394 ext. 129 or jpm277@cornell.edu)

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