North Country Regional Ag Team

Kitty O’Neil, PhD  
Field Crops & Soils  
315-854-1218  
kaa32@cornell.edu

Kimberley Morrill, PhD  
Dairy Management  
603-568-1404  
kmn434@cornell.edu

Kelsey O’Shea  
Ag Business Management  
315-955-2795  
kio3@cornell.edu

Barbara Williams  
Dairy Processing Specialist  
315-813-1250  
bw495@cornell.edu

Lindsay Pashow  
Ag Business and Marketing  
518-569-3073  
lep67@cornell.edu

Michael Hunter  
Field Crops & Soils  
315-788-8450  
meh27@cornell.edu

Lindsay Ferlito  
Dairy Management  
607-592-0290  
lc636@cornell.edu

Tatum Langworthy  
Sr. Admin Assistant  
315-788-8450  
tlm92@cornell.edu

North Country Regional Ag Advisor  
Cornell Cooperative Extension of  
Clinton, Essex, Franklin,  
Jefferson, Lewis, and St. Lawrence  
Counties

Ag Advisor is published by the North Country Regional Ag Team collaborating with Harvest NY  
Layout/Design: Tatum Langworthy

Table Of Contents

Get Ready to Scout for Western Bean Cut-worm  3
Evaluation of Cow Comfort in Northern New York  6
Meat Product Accounting and Pricing Tool Updated  9
Dairy Cross Calves Now Included in NYS Auction Reports  11
Looking for a Change?  12
Employment Opportunity  14
Upcoming Events and Programs  Back cover

Contact us directly through our website:  
http://ncrat.cce.cornell.edu/

Follow us on Facebook:  
https://www.facebook.com/ccennydairyprograms/

Follow us on Twitter:  
https://twitter.com/NorthCountryAg

Our Mission

“The North Country Regional Ag Team aims to improve the productivity and viability of agricultural industries, people and communities in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex Counties by promoting productive, safe, economically and environmentally sustainable management practices, and by providing assistance to industry, government, and other agencies in evaluating the impact of public policies affecting the industry.”
Get Ready to Scout for Western Bean Cutworm

By Mike Hunter

Western Bean Cutworm (WBC) is becoming a notable pest to watch in field corn in New York State. The Cornell Cooperative Extension North Country Regional Ag Team continues to participate in the statewide NYS Integrated Pest Management WBC monitoring network. Jefferson, Lewis, and Franklin counties continue to have the highest WBC moth trap catches in the state each year. Remember that WBC is a pest of field corn, sweet corn, and dry beans. Its presence in NYS was confirmed in 2009 and we have been monitoring its distribution throughout NNY since 2010. The Western Bean Cutworm has the potential to soon become the number one pest of field corn in New York State.

The purpose of these deployed traps is to monitor moth presence and determine the peak flight. We cannot use trap counts to determine when a field should be sprayed with an insecticide. Traps help us identify fields at risk and when scouting should take place. Management of WBC is based on numbers of egg masses found on the leaves. It is also important to note that trap counts do not correlate well with the amount of WBC damage to expect in the corn field.

Midwestern US entomologists suggest monitoring for the presence of WBC egg masses once trap counts reach 100 moths.

In NYS, we now have both overwintering and migratory WBC populations. The adult moths emerge from the soil or arrive (in the case of migratory moths) in early to mid-July. The female WBC moth will do her best to lay eggs on corn that has a tassel developing in the whorl. The eggs are laid on the upper surface of the leaf and usually in the top 3 or 4 leaves of the corn plant. The eggs are pearly white when first laid and gradually turn purple just before the larva hatch (see photos to the right). The eggs will hatch in 5 to 7 days (depending on the air temperature). The small larva will eat their eggshells and move to the tassel to feed. If silks are present the larva will move directly to the ear to feed on silks and kernels. The larva do not feed on leaf tissue.

Recent research conducted in NNY suggests that only Bt corn hybrids with the Vip3A trait provide adequate control of the Western Bean Cutworm. Corn hybrids with the Cry1F may no longer provide protection against WBC. All conventional corn and hybrids without the Vip3A trait should be scouted for the presence of WBC. WBC scouting timing for NYS will typically take place from mid-July through early August.

We focus our WBC scouting efforts on fields that are at pretassel stage or are newly tasseling as the moths prefer these corn growth stages for egg laying. The action threshold used for WBC in field corn is using cumulative counts of egg masses and/or small larva present over a two week period. Once we reach 5% of egg masses and/or small larva on the corn plants, an insecticide application is warranted. In 2017, there were corn fields in Jefferson County found to be over threshold and an insecticide application was made. These were the first known WBC treatments in field corn in the state.

If a field is found to be over threshold for WBC, an insecticide should be applied only if fresh silks are present. If no tassel is present there is no reason to spray an insecticide because it would be too early and the larva would die anyway. Once the larva make their way into the ear tip it is too late to spray as the insecticide will not come into contact with the larva inside the husks.

Western Bean Cutworm populations continue to increase in NYS each year. This is a corn pest that needs to be monitored closely to prevent corn yield and quality losses in the future. If you have any questions or would like more information about Western Bean Cutworm please contact North Country Regional Ag Team Field Crop Specialists, Mike Hunter or Kitty O’Neil.

Photos taken by Michael Hunter
Impact of Alfalfa Snout Beetle on Dairy Finances in Times of Low Milk Prices

By Dr. Elson Shields, Cornell University

It has been estimated that alfalfa snout beetle (ASB) costs NNY farmers $445 per cow (or per acre) per year or $44,500 per 100 cows (range $30,000-$60,000), once it has become established on the farm. The cost estimates are broken down in the following paragraphs. The biocontrol nematode solution to control alfalfa snout beetle currently costs $28 per acre plus an application cost. Research shows a single application provides multiyear control of alfalfa snout beetle. After application, biocontrol nematodes will also reduce the populations of wireworms and corn rootworm when the field is rotated to corn.

Initially, when alfalfa snout beetle move onto a farm, their presence is unnoticed for several years. The farmer begins to notice a more rapid loss of alfalfa stands, and shortening of alfalfa stand life, requiring more frequent replanting of alfalfa fields or farming them as grass fields. As ASB moves into additional fields, the farmer gradually begins to purchase more off-farm protein to offset the losses of high quality forages from alfalfa snout beetle. It is often a decade after the initial infestation of alfalfa snout beetle that the farmer realizes the farm is no longer as profitable as it once was and the causes of this lost profitability are often misidentified.

The true cost of alfalfa snout beetle moving onto the farm can be separated into three distinct areas: 1) the cost of alfalfa stand loss (stand establishment and loss of yield), 2) the cost of the off-farm protein to replace the lost forage quality, and 3) the resulting impact on the farm CAFO plan from the increased phosphorus brought on the farm with the increased purchases of protein like soybean meal. The following cost estimates do not include the impact on the farm CAFO plan.

1) Cost of stand loss from alfalfa snout beetle damage:
With the assistance of Ev Thomas, Oak Point Agromics, Mike Hunter, NNY CCE, and Tom Kilcer, Advanced Ag Systems LLC, it was estimated that alfalfa stand loss from alfalfa snout beetle cost the farm $200-$400 an acre per year in a three cut 4-yr rotation system, and $200-$500 per acre per year in a 4 cut 3-yr rotation system. The cost figure is a combination of establishment costs, loss of yield, and fixed land costs. The variation in cost is dependent on the speed of stand elimination by alfalfa snout beetle. If stand is eliminated in a single year, the higher cost is appropriate and if the stand is eliminated over 2-3 years, the lower cost is appropriate. A middle of the road figure would be $325 per acre per year. Using the rule of thumb that one acre of forage feeds a cow for a year, stand losses from alfalfa snout beetle equals $325 per cow per year.

2) Increased feeding costs due to loss of high quality forage from alfalfa snout beetle:
With the assistance of Ev Thomas, Oak Point Agromics and Michael Miller, W.H. Miner Institute, using a diet of 30% forage and 70% corn, the cost of soybean meal to replace the lost alfalfa was estimated to be:

Situation 1: Clear seeded alfalfa is lost and replaced to high quality grass (15% CP)
Extra soy cost in diet = $9.30 per cow per month ($111.60 per cow per year)
100 cows = $930 per month or $11,160 per year

Situation 2: 50% alfalfa and the alfalfa is replaced with high quality grass (15% CP)
Extra soy cost in diet = $4.70 per cow per month ($56.40 per cow per year)
100 cows = $470 per month or $5,640 per year

Situation 3: Clear seeded alfalfa is lost and replaced to average quality grass (11% CP)
Extra soy cost in diet = $16.80 per cow per month ($201 per cow per year)
100 cows = $2,010 per month or $24,120 per year

Situation 4: 50% alfalfa and the alfalfa is replaced with average quality grass (11% CP)
Extra soy cost in diet = $8.40 per cow per month ($100.80 per cow per year)
100 cows = $840 per month or $10,080 per year
A middle of the road figure would be $10 per cow per month ($120 per cow per year), where 100 cows = $1,000 per cow per month ($12,000 per year) (range $5,640 - $20,100 per 100 cows per year).

This brings the cost of alfalfa snout beetle on the farm to $445 per cow per year (every year) and that cost is broken down in the following manner (not accounting for the impact on the CAFO plan for the dairy):

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stand and yield loss</td>
<td>$325 per acre (per cow) per year</td>
<td>$200 - $500</td>
</tr>
<tr>
<td>Extra soy costs</td>
<td>$120 per cow per year</td>
<td>$56 - $201</td>
</tr>
<tr>
<td>Total</td>
<td>$445 per cow per year (every year)</td>
<td></td>
</tr>
</tbody>
</table>

(100 cows = $44,500, range $30,000 - $60,000)

Control of alfalfa snout beetle with biocontrol nematodes:
Research has shown a single application of biocontrol nematodes in a field at a current cost of $28 per acre plus application costs will control alfalfa snout beetle for multiple years. When the field is rotated into corn, research has also shown impact on wireworms and corn rootworm. After 4 years of corn, research has shown that the biocontrol nematodes remain in the field at sufficient populations to provide continual control of alfalfa snout beetle. Even with terrible milk prices, a farmer cannot afford not to apply biocontrol nematodes, with a savings of $445 - $28 = $417 per acre (cow) or $41,700 per 100 cows.
Management protocols, record keeping, cow comfort, and animal health—these are all hot topics in the dairy industry and have an impact on the overall profitability of a dairy operation. In the spring of 2017, we were awarded a New York Farm Viability Institute topic-specific grant. The objective of the project was to evaluate Northern New York dairy farms on cow comfort and lameness, as well as evaluate the current record keeping system for protocols, herd health plans, treatment records, and employee training documentations. This article will focus on the results of the animal observations portion of the study.

A total of 1,357 animals (all age classes) from 16 dairy farms were evaluated in the fall of 2017. An average of 51 lactating cows, 7 dry cows, 22 weaned heifers, and 5 pre-weaned calves were evaluated on each farm (Table 1).

Average herd size for participating farms was 546, with a range of 145 to 977 lactating cows. All farms participating in the study housed their lactating cattle in a freestall barn. Farms were located in Jefferson, Lewis, St. Lawrence, Franklin, and Clinton counties.

Body condition, hygiene, locomotion, and hock and knee scores can be used as indicators of cow comfort and animal well-being. Body condition score can be an indication of both animal health and if a balanced diet is being provided (and consumed) by the animals. Body condition score is based on a 1 to 5 scale, where 1 = a gaunt animal with no fatty tissue around the tail head or short rib region, and 5 = an obese animal. The National Dairy FARM Program goal for BCS is that 99% of the herd score a 2 or more on the body condition score card. In this study, no cows had a BCS < 2. This is excellent.

The goal of evaluating animal hygiene is to gauge the ongoing sanitation management in both the cattle resting areas and the barn traffic lanes. Hygiene is scored on a 1 to 4 scale, where 1 = clean; 2 = manure splatters on lower legs; 3 = manure splatter on upper leg, udder, and belly; and 4 = manure splatters on udder, belly area, and towards the top of the cow. The National Dairy FARM Program goal for hygiene score is that 90% or more of animals should score a 2 or less on the hygiene score card. Poor hygiene can impact milk quality and animal health. In this study, less than 70% of all animals had a hygiene score of 1 or 2. Breaking this down by age category, 28% of lactating cows, 20% of dry cows, 7% of pre-weaned calves, and 50% of heifers had a hygiene score of 3 or 4. This indicates that animal hygiene can be improved on most farms, primarily in the heifer pens, but also even in the lactating herd.

Locomotion was evaluated on a 1 to 3 scale, where 1 = sound (normal posture and gait); 2 = moderate lameness (stands well but is noted to favor a limb when walking); and 3 = severe lameness. The National Dairy FARM Program goal for locomotion score is that 95% of the lactating and dry cow herd score a 2 or less on the lameness score card. In Northern New York, 4.3% of lactating cows had a locomotion score of 3. On a per farm basis, locomotion score of 3 (severe lameness) ranged from 0 to 15.8% of the lactating herd.

Hock and knees were evaluated on a 1 to 3 scale, where 1 = no injury or hair loss to the hock and knees; 2 = some hair loss (quarter size or greater) and no swelling; and 3 = visible swelling and/or abrasion through the hide. Hock and knee lesions are an indication of inadequate bedding, a rough stall surface, or improperly sized stalls. Dairy farms with a higher prevalence of hock and knee lesions also tend to have a higher number of lame cows. Skin breakage (abrasions) provide an opportunity for infection to occur, which can lead to swelling, discomfort, and lameness. The National Dairy FARM Program goal is that 95% of the lactating and dry cow herd score a 2 or less on the hock and knee score card. In Northern New York, 14% of lactating cows had a hock and knee score of 3. On a per farm basis, a hock and knee score of 3 ranged from 0 to 15.8% of the lactating herd.

Every farm that participated in the study received an individualized report with their results, a comparison to the
Table 2. Frequency and percentage of animal observation by whole dataset and lactating cows only

<table>
<thead>
<tr>
<th></th>
<th>Whole data set</th>
<th>Lactating cows</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Frequency</td>
<td>Percent</td>
</tr>
<tr>
<td><strong>Body condition score</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goal = &lt;1% scored a 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>2</td>
<td>202</td>
<td>14.9</td>
</tr>
<tr>
<td>3</td>
<td>1021</td>
<td>73.4</td>
</tr>
<tr>
<td>4</td>
<td>131</td>
<td>9.7</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>0.1</td>
</tr>
<tr>
<td><strong>Hygiene</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goal = &lt;10% scored 3 and 4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>144</td>
<td>10.6</td>
</tr>
<tr>
<td>2</td>
<td>783</td>
<td>57.7</td>
</tr>
<tr>
<td>3</td>
<td>300</td>
<td>22.1</td>
</tr>
<tr>
<td>4</td>
<td>130</td>
<td>9.6</td>
</tr>
<tr>
<td><strong>Locomotion score</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goal = &lt;5% scored 3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>1039</td>
<td>78.4</td>
</tr>
<tr>
<td>2</td>
<td>244</td>
<td>18.4</td>
</tr>
<tr>
<td>3</td>
<td>42</td>
<td>3.2</td>
</tr>
<tr>
<td><strong>Hock and knee score</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goal = &lt;5% scored 3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>862</td>
<td>65.0</td>
</tr>
<tr>
<td>2</td>
<td>317</td>
<td>23.9</td>
</tr>
<tr>
<td>3</td>
<td>147</td>
<td>11.1</td>
</tr>
</tbody>
</table>

whole data set, and recommendations for improvements (Table 2). Many farms have implemented management changes and we are actively re-evaluating these farms.

Photo taken by CCE of Jefferson County
Residential Agricultural Discount Program

By Ron Kuck, CCE Jefferson County

The Residential Agricultural Discount Program is an electricity rate discount applied to the electricity delivery charge, available since September 1, 2014, to eligible National Grid and NYSEG residential agricultural customers, as a result of funding through the New York Power Authority (NYPA) ReCharge New York program.

You are eligible to receive the Residential Agricultural Discount if you meet both of two conditions described below:
1. You have an active National Grid account billed under residential electric service classification - Electric SC1 or Electric SC1C (refer to page 2 of your bill) OR you have an active residential electric service account with NYSEG billed under service classification 12001, 12008, 12012 (noted after Electricity Service on page 3 of your bill)
2. You are an agricultural customer who has submitted either:
   - Internal Revenue Service Form (“IRS”) - Schedule F (Form 1040) - Profit or Loss From Farming as filed with the customer’s most recent federal income tax return; or,
   - IRS Form 1120, 1120S, or 1065 as filed with the customer’s most recent federal income tax return.

The annual discount begins with meter readings on or after September 1, every year. However, it’s important to submit your application annually by July 1, to start receiving the discount in September of each year. Applications will be accepted after July 1; however, such applications may not be processed until after the September 1 start date.

If you meet the criteria noted above, apply by completing a Residential Agricultural Discount Application and submit it to National Grid or NYSEG along with your supporting documentation. For more information, check in with your local Cooperative Extension Office, and find applications online at:
https://www.nationalgridus.com/agricultural-discount
Livestock

Meat Product Accounting and Pricing Tool Updated
From Dr. Mike Baker’s “Beef Cattle Management” blog, Cornell University
Submitted by Ron Kuck, CCE Jefferson County

Hello all,

 Hopefully you are already aware of the Cornell Meat Price & Yield Calculator, part of MeatSuite.com. The Calculator, a project of Cornell Cooperative Extension of Tompkins County, has recently been improved and updated in order to better serve you, and we are excited to share these updates.

 If you know the site already, you know that the Calculator assists with cost accounting and product pricing; most notably helping with the difficult tasks of accurately valuing cost of production and your labor. The Calculator now features an improved cost of production break-out and separate entries for marketing labor cost and desired marketing profit. Also, costs and profit goals can be entered as a percentage mark-up or as a flat dollar-per-head value. Another new feature is the printable/downloadable price sheet; after you fine tune your prices the site gathers them into a PDF to print or save.

 The Price Calculator also enables farmers to effectively manage the inventory of individual cuts through pricing. The “magic” of the site lies in the ability to manipulate the prices of cuts based on their proportion of a carcass and the degree of consumer demand while maintaining the desired level of profit per head.

 We hope that you will try the Calculator and encourage livestock farmers to test their current pricing. These new features make the tool even more useful for ensuring that a user has the right pricing structure and marketing channel(s).

 Find the Calculator online at calculator.meatsuite.com.

 Learn more about the Calculator in Part IV of a four-part Meat Marketing series found at: https://dyson.cornell.edu/outreach/documents/smart-marketing-2018-01.pdf

 If you have questions about the Calculator project or need technical assistance, please contact Matt LeRoux, Cornell Cooperative Extension Ag Marketing Specialist at mnl28@cornell.edu. This material is based upon work supported by USDA/NIFA under Award Number 2015-49200-24225.

 Thank you for your support!
 All best,
 Kina and Matt
 Kina Viola
 Local Farm & Food Promotion Coordinator
 Cornell Cooperative Extension – Tompkins County
Cattle Ranch Handling and Fencing Tour

6:30 PM Wednesday, August 1st

Lowell Creek Ranch—25041 Waddingham Rd. Evans Mills, NY 13637

Ranch foreman Luke McAllister and Anthony Burkholder of Burkholder Fencing will discuss:

- Facilities for receiving, sorting, processing, and loading of feeder calves
- Fencing and Penning systems
- Draft Horses

For more information, and to register, please contact:
Ron Kuck, CCE Jefferson County at 315-788-8450 — rak76@cornell.edu, or
Mellissa Spence, CCE Lewis County at 315-376-5274 — mms427@cornell.edu, or
Betsy Hodge, CCE St. Lawrence County at 315-379-9192, ext. 227 — bmf9@cornell.edu

Presented by Cornell Cooperative Extension of Jefferson County and NYBPA region 7

Becky Worley
Marketing Coordinator

Office (740) 382-5701 ext. 233
Toll Free (800) 622-4877
Direct Dial: 740-223-3869
421 Leader Street
Marion, OH 43302
worleyb@nachurs.com

visit us online:
www.nachurs.com
Facebook • Twitter • YouTube

Confidentiality Notice: This e-mail (and any attachments) is intended only for the attention of the addressee. Its unauthorized use, disclosure, storage or copying is not permitted. If you are not the intended recipient, please destroy all copies and inform the sender by return mail.
Dairy Cross Calves Now Included in NYS Auction Reports

By Ron Kuck, CCE Jefferson County

As part of the USDA Market News report, any time at least 5 crossbred calves are auctioned, prices for those calves will be reported. Locally, we’ve watched prices of these crossbred calves over the last year, and we’ve observed that they generally seem to receive a $50-$100/hd premium over dairy calves. Now we have some USDA data to go along with our local observations. Price and grade information is reported by USDA - Cornell University.

Finger Lakes Livestock Auction - Canandaigua, NY
Cattle and Calf Auction Report for Wednesday, June 5, 2018. All prices per cwt.

- Holstein Bull Calves: Number 1 — 94-116 lbs — $97.50-112.50.
- Holstein Heifer Calves: Number 1 — 94-114 lbs — $60.00-80.00.
- Dairy/Beef Cross Heifer Calves: Number 1 — 70-106 lbs — $155.00-200.00.

For more NYS Auction reports go to:
https://www.ams.usda.gov/market-news/livestock-poultry-and-grain-list-reports

For more info on crossbreeding dairy, dairy/beef crosses, USDA Grades or Market Auction reports please contact:
Ron Kuck
Dairy/Livestock Educator
Cornell Cooperative Extension of Jefferson County
315-704-8810 (cell)
rak76@cornell.edu
Looking for a change?

We can help with that!

The North Country Regional Ag Team Specialist are ready and willing to assist those farmers who are considering any levels of change on the farming operation. If you are looking to retire from farming, transition to another earnings source, or diversify your current operation we can provide research and experience based information to help guide you through the process. While we can assist with these topics on any kind of farming operations, we have recently developed a “Dairy Exit Strategies” booklet that walks through the basics of transitioning a dairy business so you can be organized and prepared to make the best decisions possible. You can reach out to your local Ag Agent and they can get you connected with the team member that will best serve your specific situation or inquiry or you can reach us directly via the contact information at the beginning of this newsletter.

Potential Projects or Topics:

- Increasing production
- Improving animal health
- Improving profitability
- Evaluating diversification
- Evaluating current business model
- Changing management
- Planning for retirement
- Bringing in the next generation
- Development of a business plan
- Records for management
- Goal setting

Other Resources:

For more resources, check out our website:
Www.ncrat.cce.cornell.edu

Or contact Kelsey O’Shea at kio3@cornell.edu or 315-955-2795
Reduced Tillage in Organic Systems

Field Day

Featuring in-field demonstrations of equipment and discussions with speakers and growers. Rotate between 3 demonstration/discussion stations in the morning, 3 more in the afternoon.

Topics include roller-crimping, zone tillage in high residue, ve-row cultivation tools, stale seedbed and weed seed bank management strategies with an overall focus on soil health.

Tuesday, July 31st, 9:00am—3:00pm
(Speakers will stay until 4:00 to continue discussion as needed)

Cornell Willsboro Research Farm
48 Sayward Lane
Willsboro, NY 12996

Free to the Public. Lunch included!
First 50 attendees will receive a program resource booklet, (also available online after the event)

Questions? Contact Amy Ivy, adl2@cornell.edu 518-570-5991 or Carly Summers, cfs82@cornell.edu 518-962-4810 x409

Coordinated by the Eastern NY Commercial Horticulture Program, CCE Essex County and the Cornell Willsboro Research Farm with funding from NY State Soil Health Initiative & Lake Champlain Basin Program, Northern NY Ag Development Program

Featured Speakers:

Jack Lazor
Butterworks Farm
Westfield, VT

Mike Davis
Cornell Willsboro Research Farm Manager

Jean-Paul Courtens
Roxbury Farm, Kinderhook NY

Heather Darby
University of Vermont
Agronomist

Additional Speakers:

Kitty O’Neil, CCE North Country Regional Ag Team
Ryan Maher, Cornell Small Farms Program
Bryan Brown, NYS IPM Program Integrated Weed Mgt
John Wallace, Cornell Weed Ecology & Mgt Professor
Chuck Bornt, CCE Eastern NY Commercial Horticulture
Employment Opportunity

AGRICULTURE PROGRAM MANAGER

Title of Position: Agriculture Program Manager

Details of Position: F/T, 40 hr/wk, salary commensurate with experience

Location of Position: CCE Jefferson County, 203 N. Hamilton St., Watertown

About the Position:

This position will serve as the Agriculture Program Manager and teach agriculture programs in the areas of dairy and livestock in group and/or individual settings, both on and off the farm, utilizing a variety of delivery methods. This position is also responsible for implementing educational programming in support of alternative animal agriculture, including sheep, goats, beef, bison, pork, and poultry etc., including all aspects of production and marketing. The programs will be provided using a variety of delivery methods including: workshops, seminars, demonstrations, interest groups, newsletters, farm visits, and mass media. This position will provide program management and oversight for all program offerings and manage assigned staff.

Required Qualifications:

- Bachelor’s Degree.
- Three (3+) years of relevant work experience in agriculture.
- Demonstrated knowledge of subject matter appropriate to program area.
- Valid driver’s license and the ability to meet the travel requirements associated with this position.
- Ability to meet acceptable background check standards (DMV and criminal background checks).
- Ability to work flexible hours which may include evenings and/or weekends, as appropriate.

All applicants must apply online to be considered for this position by July 17, 2018.

FOR ADDITIONAL INFORMATION, INCLUDING A DETAILED POSITION DESCRIPTION AND THE LINK TO APPLY, VISIT: ccejefferson.org AND CLICK ON "JOBS".
CORNELL UNIVERSITY
WILLSBORO FARM
OPEN HOUSE

TUESDAY, JULY 10
1:30pm to 4:00pm
Tour leaves the main office at 2:00pm

48 Sayward Lane, Willsboro, NY (just past Willsboro Central School on the right)
Admission is free and open to the public

Research projects featured:

- Corn silage variety trials
- Adaptive Nitrogen Management
- Cover crops
- High tunnel vegetable production systems
- Season extension strategies for early spring vegetables
- Juneberry nursery and test plots
- Honeyberry and Aronia trials
- Organic pepper variety trial
- Reduced tillage demonstration plots
- Goldenberry and groundcherry evaluations

For more information call 518-963-7492
What’s Happening in the Ag Community

Open house for Willsboro Farm, July 10, 2018, see page 15 for more information.

Reduced Tillage in Organic Systems Field Day, July 31, 2018, see page 13 for more information.

Cattle Ranch Handling and Fencing Tour, August 1, 2018, see page 10 for more information.

Empire Farm Days, Seneca Falls, NY, August 7-9, 2018.

Please note that Cornell University Cooperative Extension, nor any representative thereof, makes any representation of any warranty, express or implied, of any particular result or application of the information provided by us or regarding any product. If a product or pesticide is involved, it is the sole responsibility of the User to read and follow all product labelling and instructions and to check with the manufacturer or supplier for the most recent information. Nothing contained in this information should be interpreted as an express or implied endorsement of any particular product, or as criticism of unnamed products. The information we provide is not a substitute for pesticide labeling.