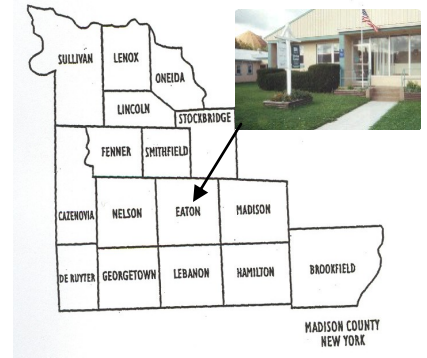


# Madison Manager



## AGRO-ONE

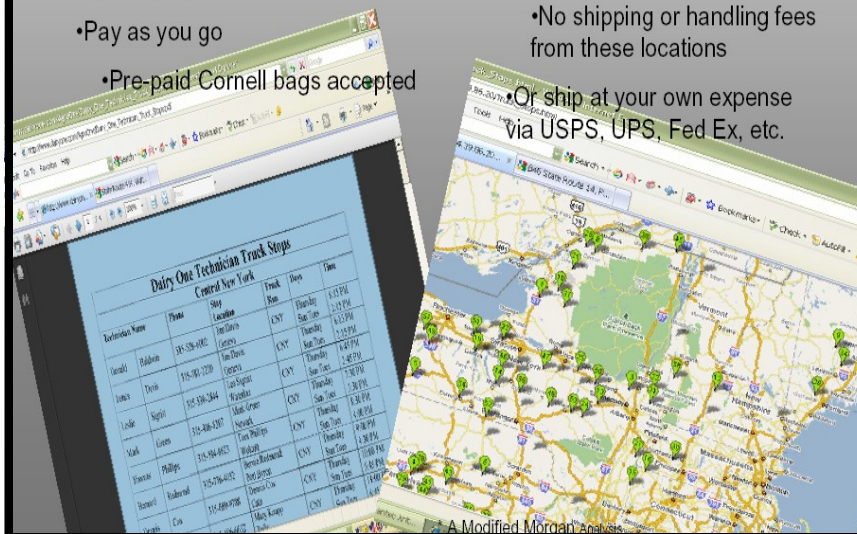


### Agro-One Services

- **Standard Soil Test \* \$10**
  - pH, Buffer pH (Lime requirement)
  - Organic Matter
  - Morgan Equivalent Extractable Phosphorus and Potassium, plus Calcium, Magnesium, Aluminum, Iron, Zinc, Manganese
- **Other Services**
  - PSNT, Soluble Salts, Boron
  - Cropware formatted upon request
  - Nutrient guidelines provided by Cornell University
  - Pay as you go
  - Pre-paid Cornell bags accepted

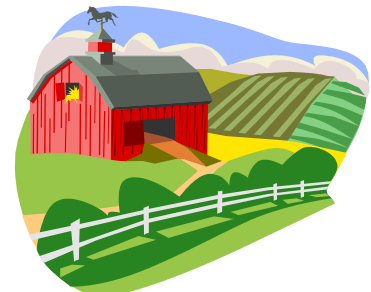
### For more Information

- **Call Customer Service**
  - 1-800-344-2697 x 2172
  - Order sample kits by phone or on line
  - [supply@dairyone.com](mailto:supply@dairyone.com)
- **Go to [www.dairyone.com](http://www.dairyone.com)**
  - Sample information sheets
  - Crop codes
  - Web Soil Survey Link
  - *Guidelines for shipping samples from Dairy One Sample pickup points (where available)*
  - No shipping or handling fees from these locations
  - Or ship at your own expense via USPS, UPS, Fed Ex, etc.



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## We Were At The Madison County Fair!

Cornell Cooperative Extension of Madison County had a great three days at the Madison County Fair. From July 8-11 we talked about programs available from Cornell Cooperative Extension and answered questions especially from gardeners. Steve Miller and Kathe Evans each spent a day at the fair and Karen Baase took over for the rest of the fair. If you didn't have a chance to visit the fair this year, take some time next summer to visit - You will enjoy it!



## Focusing On Reproduction

By: Collin McCarthy

There are several obvious reasons why focusing on reproduction is always a good idea. The approaching summer heat, and the current low milk prices are immediate reminders that producers need to zero in on every opportunity to get cows pregnant and capture more on-farm dollars with intense management of reproductive programs.

Though it may sound like a matter of semantics, I've always felt that, from a management perspective, that dairy producers are less in the business of making milk but rather in the business of making babies. High production, quality beef sales, and heifer sales can be viewed as a by-product of doing a good job of making lots of babies. This perhaps is an oversimplification, but it can help keep the herd management team focused on the more controllable and inclusive concept of managing the herd for reproduction, from calves to cows. Focusing on keeping more cows in the most profitable portion of their lactation curves can help replace the loss of "nutrition" milk, as feed supplements are taken out of diets to reduce ration costs, with "management" milk.

While the importance of cow comfort, milk quality, transition cow management, and nutrition and rumen health cannot be overstated as they relate to reproductive success, let's focus on the analysis, management and application of reproductive programs to get cows bred.

Listed below are 10 recommendations to help get your head into the "reproductive state of mind". Work (cited below) by Dr. Paul Fricke of the University of Wisconsin, Dr. Bill Stone of Diamond V, Dr. Klibs Galvao of Cornell University.

1. Be aggressive with visual heat detection, even with the use of OVSYNCH, especially when your OVSYNCH results are sub-par. Also, heat detection should be everybody's responsibility.

2. Focus less on conception rate (CR) and services per conception (SPC), and more on pregnancy palpation rate (PPR- the % of eligible cows checked pregnant at herd check), 1st service PPR, total number of pregnancies and % of cows checked pregnant to 1st and 2nd service.

3. Abandon CO-Synch. Work by Dr. Fricke has determined that, though a convenient program, it does not optimize the timing of insemination with the timing of ovulation.

4. Tweak OVSYNCH. A 56 hour interval between the PGF injection and the GnRH injection has been demonstrated to be more effective than a 48 hour interval (Fricke).

5. Tweak Pre-Synch. Although a 14 day interval between the second PGF injection and the initiation of OVSYNCH is convenient, a 12 day interval has been demonstrated to be more effective (Galvao).

6. Use Re-Synch to shorten the breeding interval found open at herd check. For example, cows checked at 40 days bred should receive a GnRH injection at 33 days. If found open, the cows are already half way through OVSYNCH. Administer PGF and finish the protocol. Pregnant cows will not be affected by the GnRH.

7. Enforce strict compliance with the above protocols!!

8. Cull difficult breeding heifers; they are most likely going to mature into difficult breeding cows and have difficult breeding offspring. View poor reproductive performance as you do poor leg or udder conformation, or poor milk performance. Why perpetuate the problem?

9. Set and comply with strict semen handling standards. Also, just because you have ten cows locked up doesn't mean you should load 10 guns. The best programs I've been part of bred cows one at a time.

10. Regularly re-check cows for pregnancy, especially if the first pregnancy exam occurs less than 40 days after breeding.

Finally, as in every area of management, it is of extreme importance to keep sound records, correlate them with other areas of management, review them regularly, and keep an open mind to change. Don't be afraid to ask for advice either!

# Supplemental Cooling To Provide Heat Stress Relief For Northeast Dairy Cows - You Can't Afford Not To Do It!

By: *Curt Gooch, P.E. Biological & Environmental Engineering Department Cornell University*

Traditionally, when heat stress is mentioned, dairy producers think about southern dairy farms. Southern, producers combat heat stress with the primary objective of keeping cows alive and secondary to maintain some realistic level of production. The Northeast doesn't get as many total heat stress days as our southern neighbors, periods of hot, humid spells do occur and they can rival conditions found anywhere else in the country. The effects of heat stress on dairy cattle are enormous and cost the northeastern dairy industry significant lost revenues each year.

Northeastern farms are very aware of the economical effects of cows suffering from heat stress. One dairy near Auburn, New York has kept complete production records for many years. They track lbs./cow per day sold on a daily basis. This data is graphed and displayed in the herdperson's office offering a visual impact to the effects of a number of production variables, including summer heat stress. Their data showed a production loss of about 20 lbs./cow during one significant heat wave a few years ago. Using \$13 p/cwt milk price that translates to a daily loss of \$1,300 for a herd of 500 cows!

**Effects of Heat Stress:** Decreased dry matter intake & subsequent loss of milk production are not the only adverse effects of heat stress. Daytime feed intake depression and subsequent nighttime slug feeding can cause acidosis and possibly lead to laminitis. Nutrient absorption of consumed feed is reduced, decreasing feed utilization efficiency.

Heat stress can cause reproductive systems to shut down, possibly for several months afterwards. Consequently, rates of conception are lower & those animals that do conceive subject their embryos and fetuses to conditions within the uterus that compromise growth, causing lower birth weights of calves. Milk production in the

subsequent lactation (occurring in cooler weather) has also been shown to be adversely affected by previously endured heat stress.

The economical effects of heat stress clearly cannot be based on lost production alone. There are methods available to relieve heat stress, which are economical and practical.

**Symptoms of Heat Stress:** Heat stress in dairy cattle is actually the result of four independent variables: air temperature, relative humidity, air speed & radiation. These variables, acting together on a cow, determine the effective degree of heat stress that the cow is subjected to at any given time. As the temperature increases, less humidity is required to create a stressful situation. On the contrary, as temperature decreases, more humidity is required to cause the same level of stress.

Without taking temperature, relative humidity, air speed, & radiation measurements and then referencing a chart that relates them together how can you tell if your cows are suffering from heat stress and need relief? Researchers at the University of Florida suggest the following rules of thumb to determine if cows are stressed and need relief:

- ◆ When the respiration rate is over 80 respirations per minute for 7 or more out of 10 cows
- ◆ When the rectal temperature is 102.5°F or above for 7 or more out of 10 cows
- ◆ When dry matter feed intake drops 10 % or more in hot weather
- ◆ When milk production drops 10 % or more in hot weather

**How A Cow Cools Herself:** In looking for ways to effectively relieve heat stress from a dairy cow, we need to understand how a cow cools herself and subsequently design relief mechanisms that are targeted at enhancing her natural cooling system.

There are four basic pathways to remove metabolic heat produced within or heat transferred to a cow's body. Non-evaporative means include conduction, convection, & radiation. These first three ways require a thermal gradient (temperature difference) between the cow and her ambient environment for cooling to take place. When a high thermal gradient exists, heat is readily transferred from the cow to the surrounding environment. However, as summer temperatures rise to 70° and above, the gradient is too small to effectively cool cows by non-evaporative means. During these conditions, evaporative cooling, the fourth pathway, is most effective at keeping cows comfortable.

Evaporative cooling takes place at two primary sites on a cow's body: in the upper respiratory tract and on the outer body surface. As ambient temperatures rise, there is an increased potential to lose more heat from the outer body surface than via the respiratory tract. It makes sense to target heat stress relief efforts towards removing heat from a cow's outer body surface in order to receive the most benefit.

**Fans First:** Locating fans in strategic locations throughout your dairy facility is the first step in providing supplemental cooling to your cows. (We are assuming that adequate ventilation is present and plenty of fresh water is available throughout the shelter.) Research has shown that airflow over a cow with a velocity between 400 & 600 feet per minute will increase cow comfort at temperatures 75°F and above.

**Fan Controls:** Fans are best controlled by a thermostat. This eliminates the need for daily human attention. Mount the sensor for the thermostat so its reading represents the conditions in the cow zone. Set the thermostat so the fans start running at about 70 degrees or even lower if multiple hot days followed by hot nights are predicted.

**Summary:** Providing supplemental cooling is important to minimize milk production drops and maintain herd health. Use thermostatic controls and timers on fans to optimize system response and overall effectiveness.

# WATER - The Forgotten Nutrient

By: Kathryn Evans, Community Educator - CCE Madison County

This has been a hot humid summer. It has been particularly hard on dairy cattle. Access to clean cool water is important when thinking about maintaining cow comfort and milk production. Cows are able to stand dry heat much more easily than humidity and heat which unfortunately has been the rule rather than the exception this summer season. Curt Gooch discusses the use of fans in cooling cattle elsewhere in this issue. I would like managers to think about the importance of water.

When the temperature rises, dry matter intake drops and water intake increases. Anything a manager can do to keep the cow eating is a plus. Any water source should provide a constant source of clean water. Recharge should occur at a rate of 3-5 gallons per minute. That also means cleaning water troughs or water bowls on a regular basis. Especially in the dead of summer, algae and microbial growth can be a real problem in large troughs.

If cattle are out on pasture the water source should be close enough and big enough that cows are not fighting to get at it and don't have to walk for a long

distance. It is recommended that cows walk no further than 500 ft for water. Ponds traditionally have been used as a water source; extreme care should be taken to ensure that the pond is not contaminated by runoff and manure. If in doubt, have pond water tested. It is cheap insurance.

Water is the most necessary nutrient - Your cows will reward any effort to provide them with sufficient amounts of clean, fresh water.

## Tool Helps Producers Compare Hay Storage Costs

Link: <http://www.extension.iastate.edu/news/2010/jul/152001.htm>

Iowa State University (ISU) Extension economist William Edwards said a new decision aid for comparing the costs of different hay storage options is now available on ISU Extension's Ag Decision Maker (ADM) website. "This free electronic spreadsheet can compare up to eight alternatives at a time," Edwards said. "The standard for comparison is storing bales on bare ground with no cover. This is the least cost method, but also results in the most storage loss. Other methods include outdoor uncovered storage on gravel or pallets, outdoor covered storage, storage under a roof, and storage in a new or existing building." The Excel®-based spreadsheet "Hay Storage Cost Comparison" is available for viewing and download on the ADM website at [www.extension.iastate.edu/agdm/crops/xls/a1-15haystoragecost.xls](http://www.extension.iastate.edu/agdm/crops/xls/a1-15haystoragecost.xls).

## Corn Silage Harvest Is Right Around The Corner

By: Kathe Evans, Community Educator, CCE Madison County

As I write this corn around the county looks great. Even late planted corn should make it if the growing season stays on track. We have been blessed with good growing conditions for most of the summer. It might be a good time to review the factors that make the best corn silage.

Of course, the first thing managers think about is getting the crop in at the right moisture. The University of Wisconsin put together a nice paper talking about moisture levels for different storage units. The following table summarizes their recommendations.

### Recommended moisture content (%) for corn stored in various types of storage structures.

- ◆ Upright oxygen limiting silos 50-60%
  - ◆ Upright concrete stave silos 62-67%
  - ◆ Bag silos 60-70%
  - ◆ Horizontal bunker silos 65-70%
- Roth et al., 1995

Moisture is critical and there are various ways growers can establish moisture content. Many feed/seed companies will run moisture tests on corn for their customers. In addition we have directions for the procedure here in the office for moisture testing by using a microwave.

Secondly, a quality silage requires the correct particle size -- generally recommended to be between 1/4-3/8inch theoretical cut. This length is the best compromise between animal health and good packing for fermentation.

Finally, rapid filling, tight packing and proper sealing are essential for a proper ensiling process. Keep the silo closed for at least 2-3 weeks. Research has actually shown that corn silage has not completely fermented until about 4 months after ensiling. It is a balance between the need for something to feed and the need for top quality silage.

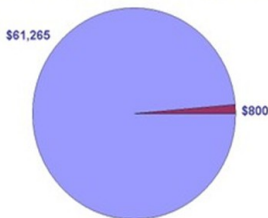
# When Is Energy Efficiency A Bad Thing?

By: Dennis Buffington, Agricultural and Biological Engineering Department Penn State

Over the past ten years, I have written more than 50 articles for dairy publications. The majority of the articles focused on energy efficiency, emphasizing how you can increase profitability and net cash flow of a dairy operation by optimizing the use of energy. So you may be surprised that now I am talking about energy efficiency being a bad thing.

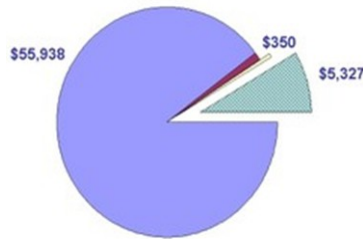
It seems like we are constantly being bombarded with the challenges to increase energy efficiency. Buy compact fluorescent lamps (cfl) & reduce your lighting expenses by 75%! Spend a little extra for a premium efficiency electric motor and get a payback period of less than 6 months compared to an electric motor with standard efficiency! Stop throwing money out the window; install double-pane windows with low emissivity! These and many other claims may lead us to believe that increasing energy efficiency is always a good thing.

Motor Cost and Operating Cost



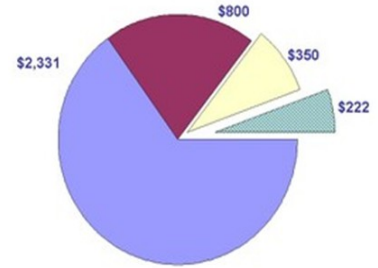
But when is energy efficiency a bad thing? Consider the case of a 10 hp electric motor. Let's say that this 10 hp electric

motor is going to be used 12 hours per day, 365 days per year and the price of electricity is 15 cents per kWh. Estimated motor loading is 70%. Let's also assume that a 10 hp motor with standard efficiency of 84% can be purchased for \$800. The expense for the electricity to operate the motor over a 15-year period is \$61,265 as shown in the pie chart, documenting that the cost of electricity to operate the motor over its lifetime far exceeds the purchase price.



Now consider investing an extra \$350 to purchase an electric motor with a premium efficiency of 92% for this application. As shown in the diagram, the investment of the extra \$350 yields a savings of \$5,327 in electricity expenses over the 15-year period. This chart confirms the tremendous benefits of choosing an electric motor with premium efficiency. But be careful that you do not assume that this is always true! List price should not be the bottom

line when selecting an electric motor. The bottom line should be life cycle costs.



Consider the situation when this electric motor is going to be used only 30 minutes per day for 365 days per year. Everything else remains the same. The chart depicts that the extra \$350 spent for the premium efficiency is a bad investment because it yields a total return of just \$222 in reducing electricity expenses over the entire 15-year period.

Before any purchases are made, one needs to evaluate whether the increased cost for energy efficiency is cost-effective over the life of the equipment. There is no way that a person could justify paying a premium price for a high efficiency motor that is going to be used for only 15 minutes a week for 36 weeks per year. But on the other hand, if a motor is going to be used 12 hours per day, 365 days per year, then investing in a high or premium efficiency motor is a "no-brainer."

So, when is energy efficiency a bad thing? When it costs more than the alternative! See **Coping with High Energy Prices** at <http://Energy.cas.psu.edu>

## Upcoming Event....

### Calling All CNY Sheep Farmers

September 15, 2010

7:00-9:00 pm at CCE Madison County



An organizational Meeting, 7:00-9:00 pm in the Ag Center at Cornell Cooperative Extension of Madison County office building, 100 Eaton Street, Morrisville, NY. We will offer sheep producers in the central New York area an opportunity to meet and discuss common problems with an eye towards developing a discussion of programs that will help develop a thriving Sheep industry in central NY. Anyone with sheep or with an interest in sheep production is invited to attend.

## Beef Cattle Comments

### TO DO September/October

By: Mike Baker, *Animal Science, Cornell University*



1. Consider marketing options for feeder cattle:
  - ◆ Special feeder calf sales, contact local sale barn for details
  - ◆ Retained Ownership, contact Mike Baker, 607-255-5923
2. Line up supplies for fall roundup and weaning. Consider the following:
  - a. Enroll your herd in the Cow Herd Appraisal Performance System (CHAPS) record keeping system. This program provides important data on the productivity of your cows based on the performance of their calves. Contact your local Cooperative Extension Agent, or call 607-255-5923.
  - b. Buy ear tags to identify replacement heifers and cows.
  - c. If deemed necessary (consult your veterinarian to do a fecal egg count) worm cows and bulls.
  - d. Apply lice and grub control before November 5.
  - e. Vaccinate calf crop for IBR, BVD, PI<sub>3</sub>, BRSV, Pasteurella, Mannaheima, Clostridia spp., and Haemophilus somnus. If using a modified live vaccine, this must be done after calves are weaned. Killed vaccine products can be used on nursing calves.
  - f. Treat calves for worms and grubs and supplement with Selenium.
3. Pregnancy test and cull all open cows.
4. Cull problem cows and marginal producers. Production data is easily obtained using CHAPS.
5. Take forage sample for nutrient analysis. Depending on your locality, hay may be in short supply or of poor quality. allocating the best feed to younger, higher producing animals will stretch out your supply. Contact local Cornell Cooperative Extension office for information.
6. Consider taking soil samples and top dressing

### Case Studies Highlight Innovative Small Dairies

Link: [http://www.smallfarms.cornell.edu/pages/news/monthlyupdates/71\\_june2010.cfm#announcements](http://www.smallfarms.cornell.edu/pages/news/monthlyupdates/71_june2010.cfm#announcements)

The Cornell Small Farms Program is pleased to announce the publication of a new book of profiles "NY Small Dairy Innovators: Successful Strategies for Smaller Dairies" (PDF/1.5MB). The book features 7 small dairies all over New York State that have found methods of increasing profit and leisure time even in the face of a very challenging time for the dairy industry



## New York State Fair

### August 26 - September 6, 2010

**Stop by the 4-H Youth Building and see what our 4-H kids are doing! Also, Check out the Madison County 4-H Projects on Display during the fair.**

# Upcoming Events

**August 19 - Small Ruminant Dairy: Raising Sheep in the Pasture.** Northland Sheep Dairy, 3501 Hoxie Gorge - Freetown Rd. Marathon, NY 13803 (Cortland County) 10:30am-1:00pm Sheep are able to turn grass into milk, meat, and fiber. Come see some management strategies for incorporating small ruminants into a grass-based farming system.

**August 21 - Master Beekeeper - Apprentice Level Fall Course.** 9am – 6pm. The Cornell University Master Beekeeper Program will conduct its one-day Apprentice Level Fall Workshop this year. This is a comprehensive course that picks up where the spring class left off. It covers summer, fall and winter management; honey removal, extraction and processing; and IPM for honey bee pests, parasites, pathogens and predators. New beekeepers and experienced beekeepers looking for a refresher course are encouraged to attend. Class includes 2-hours of field work. Cost is \$85. A workshop manual and refreshments are provided. The workshop will be at Betterbee, Greenwich, NY. Classes are limited to 24. For registration materials visit <http://www.masterbeekeeper.org/masterbeekeeper.htm>.

**August 24 - Buckwheat Field Day.** 1-4 pm at Alfred State College.

**August 24 - Solar Energy Day,** Twin Oaks Organic Dairy, Truxton, NY 10am-12pm

**August 26 - September 6 - New York State Fair,** Syracuse

**August 28 - Northeast Hops Alliance (NeHA) Hop Pickin' Picnic.** 12 - 5pm. Foothill Hops Farm, [www.foothillhops.com](http://www.foothillhops.com) , in Munnsville, NY. Fee is \$10 for NeHA members/\$20 for non-NeHA members includes tour, lunch & Empire Brewery Beer. For more information about NeHA field days or to register, please visit <http://www.northeasthopalliance.org> or call 315-684-3001 x 125.

**September 6 - Labor Day Holiday,** CCE Offices are closed.

**September 15 - Calling all CNY Sheep Farmers** - An organizational Meeting , 7-9 pm in the Ag Center at Cornell Cooperative Extension of Madison County office building, 100 Eaton Street, Morrisville, NY. We will offer sheep producers in the central New York area an opportunity to meet and discuss common problems with an eye towards developing a discussion of programs that will help develop a thriving Sheep industry in central NY. Anyone with sheep or with an interest in sheep production is invited to attend

**October 11 - Columbus Day Holiday,** CCE Offices are closed.

**October 13 - Madison County Farm Equipment Field Day** at 11-2 pm, MATC Field on Eaton Street, Morrisville, NY

**October 20 - Field Crop Dealer Meetings,** Hiliday Inn Utica, 177 Burrstone Rd., **New Hartford, NY**

**October 22 -- Field Crop Dealer Meetings,** Auburn Holiday Inn, 75 N. Street, **Auburn, NY**

**October 23 - Cornell Sheep & Goat Symposium,** Ithaca, NY (save the date).

**November 11 - Labor Day Holiday,** CCE Offices are closed.

**November 11, 12 & 13 - Great Lakes Dairy Sheep Symposium.** Eau Claire, Wisconsin (save the date).

**November 25 & 26 - Thanksgiving Holiday,** CCE Offices are closed.

**December 23 & 24 - Christmas Holiday,** CCE Offices are closed.

**Ongoing - Farm Welding Training Classes** are available on an ongoing basis from Patriot Resources at locations across NYS. For more info, contact Tom Bryant at [gawelds.edu54@yahoo.com](mailto:gawelds.edu54@yahoo.com) or 315-863-5143.

✂



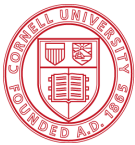
NY FarmNet was established in 1986 to provide farm families with a network of information, contacts and services that are uniquely suited to the financial and personal challenges of agricultural business management. This network covers every aspect of high-pressure decision making from partnerships and transfers to stress management, family communication, domestic concerns, and disaster response. FarmNet is a working resource to help build positive solutions for future success. Key program support is provided by the New York State Department of Agriculture and Markets and NY Farm Viability Institute.

**Contact Us**

For urgent inquiries, please call: 1-800-547-FARM (3276)

**Regular Business Hours:** 9:00 AM - 4:00 PM EST Monday - Thursday  
9:00 AM - 3:00 PM on Friday

There is a 24-hour, 7 day a week answering service is available. Most calls are returned by the next business day.



**Cornell University**  
**Cooperative Extension**  
**of Madison County**

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Morrisville, NY 13408

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***Building Strong and Vibrant New York Communities***

**Madison Manager**

This newsletter is published monthly by the Agricultural Program of Cornell Cooperative Extension of Madison County. Cornell Cooperative Extension and its employees assume no liability for effectiveness or results of any chemicals for pesticide use. No endorsement of products is made or implied. Every effort has been made to provide correct, complete, and up-to-date pesticide recommendations. Nevertheless, changes in regulations occur constantly, and up-to-date pesticide recommendations are not a substitute for labeling. Please read the label before use. Whenever trade names or the names of manufacturers are used herein, it is with the understanding that no discrimination is intended and no endorsement by Cornell Cooperative Extension is implied.

The *Madison Manager* is edited by Kathe Evans and produced by Darlene Curtis. For more information contact Cornell Cooperative Extension of Madison County P.O. Box 1209, 100 Eaton St., Morrisville, NY 13408. phone: 315-684-3001 or fax: 315-684-9290, [www.cce.cornell.edu/madison](http://www.cce.cornell.edu/madison).

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