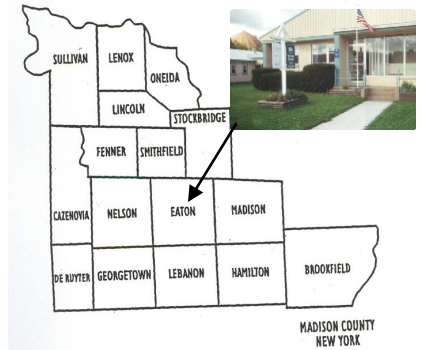


Madison Manager



September 2011

Cornell Cooperative Extension of Madison County Welcomes Beth McKellips

Madison County's Agricultural Economic Development (AED) Program and Cornell Cooperative Extension of Madison County are pleased to welcome Beth McKellips – the new AED Specialist. McKellips grew up in Minnesota where natural resources and agriculture weave across the landscape. After attending college near Seattle, she worked at a web design company for several years. She then earned a Master's degree in City and Regional Planning at the University of Pennsylvania. McKellips completed several projects on regional agricultural systems and ran a CSA and farmers' market in Philadelphia during her graduate study. She can't wait to bring her passion for agriculture to Madison County and is most excited to meet the community and explore how agriculture can enhance social and economic vitality in the county.



Agricultural District Open Enrollment Period in October 2011

Agricultural Districts play a vital role in protecting agricultural land in Madison County. They help protect the agricultural industry, but also preserve open space and rural character. A process is in place where districts are reviewed by Madison County's Agriculture and Farmland Protection Board, officially renewed by Madison County Board of Supervisors, and certified by New York State Department of Agriculture and Markets.

The month of October is Madison County's "open enrollment" period during which properties can be added to an existing agricultural district. Please contact Madison County Planning Department by calling (315) 366-2376 and asking for a Survey Form. Each Survey Form requires the Tax parcel ID number and acreage of the property. A description of the land must be included with the request.

All requests for inclusion into an Agricultural District must be **postmarked by Monday, October 31, 2011** and returned to Madison County Planning Department. The legal criteria for an addition requires that the land be highly suitable for agricultural production, and that there be evidence of ongoing, genuine farm activities such as annual gross farm sales, recent capital farm investment, and evidence of it being a major farm operation.

It's Not Too Late... Go Paperless and Get 2 FREE Coupons for your local farmers market!!

All you have to do is email our office at dme6@cornell.edu or call our office at 315-684-3001 and let us know you want to receive the Madison Manager electronically and the coupons will be on their way to you.

Enjoy Your Locally Grown Products!



Greyrock Farm CSA

By Karen Baase, CCE Association Issue Leader

We've all experienced times when personal and circumstances beyond our control come together in very good ways. That's exactly what happened to Matt Volz. He grew up in Cazenovia, but after many years of being away he's returned to operate Greyrock CSA on East Lake Road, Cazenovia.

The farm is owned by Kaye Osborne who recently completed the steps required to preserve the farm in perpetuity. It's been a long process, but things came together last fall when Matt arrived and Kaye, in

collaboration with the Cazenovia Preservation Foundation, finished the purchase of development rights project. The stage was set for Matt to begin his new venture as operator and manager of Greyrock Farm CSA.

Greyrock Farm CSA is a year round "subscription farm" with customers from as far away as Pulaski. Thursdays are market days. Customers can take as much product as they want, so there are no boxes for Matt's staff to prepare ahead of time. Just harvesting, washing, cleaning, bottling, packaging, etc. Customers pick from a huge list of



vegetables, along products like raw bottled milk, grass fed beef, lamb, and pork, meat poultry, layers, and eggs – all of which are processed on the farm.

Congratulations to Matt, his staff and Kaye for helping keep agriculture strong in Madison County.

Estimating Corn Grain and Corn Silage Yields

By: Dr. L. E. Chase, Department of Animal Science - Cornell University

There are a number of situations where estimates of corn grain or corn silage yields are needed on dairy farms. These could include establishing a price for corn silage or obtaining information to file claims for crop losses. There are a number of methods that have been used to make these calculations. This document will provide a quick overview of these approaches.

1. Estimating Bushels of Corn Grain/Acre

- Count the number of kernel rows on 3-5 representative ears.
- Count the number of kernels/row.
- Determine the number of ears/acre.
- Multiply $a*b*c$ (total kernels/acre)
- Divide this value by 90,000 to determine bushels/acre.

Example:

- 16 kernel rows
- 25 kernels/row
- 25,000 ears/acre
- $16*25*25,000 = 10,000,000$ kernels/acre
- $10,000,000/90,000 = 111$ bushels of corn grain per acre

Source: Dr. Greg Roth, Department of Crop and Soil Sciences, The Pennsylvania State University, (<http://cornandsoybeans.psu.edu/pdfs/DROUGHT99.pdf>)

A second method uses the expected bushels of corn grain per acre and the price per bushel of corn grain. The challenge with this approach is that this is a variable number depending on a lot of factors. A

better way to use this method is to determine the actual expected bushels of corn grain per acre based on a lab analysis of starch content of the corn silage. The assumption is that all of the starch in corn silage is in the grain portion and not in the stalk, husk and leaves. These calculations require an analytical starch value, dry matter content (DM) and corn silage yield. The calculations are:

DM starch yield = Tons wet silage yield *% DM *% starch (DM basis) **Example:**

Yield = 20 tons/acre
DM, % = 35%
Starch, % = 30

$$= (20*2,000 \text{ lbs. /ton}) * .35 * .3$$
$$= 4,200 \text{ lbs. starch}$$

Grain yield = lbs. starch/ (% starch in corn grain)/% DM of shelled corn/56 lbs. per bushel

$$= 4,200/.72/.845/56 = 123 \text{ bushels of corn grain per acre}$$

A simpler way to calculate this is: lbs. of starch * .0293 = 123 bushels/acre

Source: www.uwex.edu/ces/crops/uwforage/GrainYieldfromCornSilageII.pdf

2. Estimating Corn Silage Yield

This can be done by counting, weighing and sampling the number of corn stalks in 1/1,000th of an acre. Corn plants are chopped at a stubble height of 8–12 inches & weighed to "estimate" the tons of

wet corn silage per acre. This should be done at 3-5 locations in the field. If the plants are chopped and dry matter determined, the tons of silage dry matter yield can be calculated. If the number of ears per stalk is counted, then the ears per acre can also be determined. The number of plants to count and weigh depends on the spacing of the rows. The weight of the plants divided by 2 will provide the estimated silage yield.

Row Spacing, inches	Length of row to sample
36	14 feet, 5 inches
30	17 feet, 10 inches
20	26 feet
15	34 feet, 10 inches

Example: The plants from 17 feet 5 inches with a 30" row spacing weigh 40 lbs. This gives an estimated yield of 20 tons per acre (40/2). If the plant dry matter was 35%, then the calculated dry matter yield per acre would be 7 (29*0.35).

One estimate of silage yield for corn plants without ears or poorly pollinated ears is 1 ton of dry matter (30%) for each foot of plant height. This does not include the tassel. Corn that is 4 foot high would yield about 4 tons of 30% dry matter corn silage.

Sources of Information:

<http://anmp.umd.edu/files/NM-1.pdf>
www.uvm.edu/pss/vtcrops/articles/Calculating_Forage_Yields.pdf
www.uwex.edu/ces/crops/uwforage/BuyingSellingCS.pdf

Upcoming Events

September 21 - Letting the Farm Choose the Cow: Breeding and Selection Practices for Greatest Net Profitability on the Farm, The program will be from 10:00 am to 3:00 pm at Crosby Farm, 30 Bradt Hollow Rd., Berne – The Hudson Mohawk Resource Conservation and Development Council welcomes Bill Hodge from Cooperative Extension of Carroll County, Georgia. Bill will lead a pasture walk and discuss the holistic approach to breeding and selection management in overall farm management production. He will identify the conditions and micro climates within which the stock on the farm will need to thrive in order for the farm to be profitable. The grazing session is being sponsored by the Hudson-Mohawk Resource Conservation & Development Council, Albany County Soil and Water Conservation District, Cornell Cooperative Extension of Albany County and Northeast Sustainable Agriculture Research and Education. Please consider bringing a dish to pass for a potluck lunch. Contact Donna Murray at dmurray@renesco.com or 518-477-0840 with the number of people attending and what you will be bringing.

September 21 - NYS Dry Bean Field Mtg., The program will be from 4:45 - 8:30 p.m. at the Rod Stettner's Farm, E. of Bergen & Rob & Dan Duyssen Farm, Stafford, To pre-register for supper or to sponsor - call: Carol MacNeil: 585.313.8796 or crm6@cornell.edu

September 22nd & 29th - Strategic Marketing Workshops for Livestock Producers – Offered once again, The demand for locally raised meats and livestock products continues to grow. Strategic and specific marketing efforts can help farms take full advantage of the local meats market. Cornell Cooperative Extension of Tompkins County has developed a series of workshops that teach the basics of strategic marketing, including how to identify a target market and focus marketing efforts. Participating farms also learn how to choose the market channels that meet the needs of their farm and customers. Each participating farm will develop components of a marketing plan and/or create marketing materials. **September 22:** Communicating with Customers - 6:30 pm to 8:30 pm, **September 29:** A Guide to Marketing Channel Selection - 6:30 pm to 8:30 pm. Topics covered include: usage of claims, creating content for marketing materials, positioning, branding, differentiation, processing and marketing legalities, and more. While this series is tailored specifically to the marketing of meats and other livestock products, it will benefit any farm looking to improve their marketing efforts. For more information, contact: Matt LeRoux, Ag. Marketing Specialist, Cornell Cooperative Extension of Tompkins County, (607) 272-2292 or by email at mnl28@cornell.edu

September 29 - Diversify Your Dairy with Value Added Processing! The program will be held on Raindance Farm, Siobhan Griffin, 2454 County Highway 35, Schenevus (Otsego County) on Thursday, September 29 from 9:00 am to 12:00 pm – Join NOFA-NY, Northeast Organic Dairy Producers Alliance (NODPA) and Siobhan Griffin to learn about incorporating cheese production into your dairy farm. Tour the farm and see firsthand how Siobhan manages her pasturing system to create superior cheese for her customers. Discuss the process of developing markets, creating products and on farm processing of cheese. Also learn about the other diverse aspects of Siobhan's farm including marketing of retail meat cuts, wild crops and vegetables. This event is free to the public and refreshments will be provided. Sponsored by NODPA, NOFA-NY, Organic Valley CROPP Cooperative, and NYS-GLCI.

December 1 - Group-House Dairy Calf Systems: A Symposium for Producers and Advisors, Doubletree Hotel Syracuse, New York

Farmstead Cheese Makers Anonymous

Shannon Nicols has set a schedule of meetings that she will be presenting concerning cheesemaking in all its forms. The first workshop is on **September 24th, 10am - done**. It starts at Keyes Brook Farm in Deansboro at 3129 State Route 12B and ends at Heamour farm in Madison. The speaker is Tim Baumgartner, aAa consultant. The premise of the workshop is to understand your breed standard, look at your cow and have the skills needed to evaluate your herd based on that, develop goals for your herd and learn about tools that are available to help you breed said cow to improve on her in the next generation.



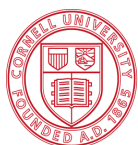
Other workshops that are still in the planning stage - (dates to be announced):

- *Another Blooming Cheese Workshop with Margaret Morris
- *Milk Quality
- *Farmers Markets.
- *HACCP, Relevance in a cheese making operation and how to become certified.
- *Reproductive Physiology of the Dairy Goat, Also how to AI your dairy goat.
- *Italian hard Cheeses, tba

- *Basic Cheese Making with David Potter
- *Starting a Goat Dairy with Shannon Nichols.
- *Terrior: What does it mean?
- *Dairy Goat Nutrition
- *Affinage/French cheeses

For more information contact Shannon at [\[heamour@frontiernet.net\]](mailto:heamour@frontiernet.net)

“29 Years and Counting” for the Morrisville State College “Autumn Review” Cattle Sale



Cornell University
Cooperative Extension

of Madison County

Agricultural Department
P.O. Box 1209, 100 Eaton St.
Morrisville, NY 13408

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Morrisville, NY 13408

Building Strong and Vibrant New York Communities

Madison Manager

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