

Livestock Manager

Fall 2008 Volume 3 Issue 4



Hay Quality Workshop On October 7th from 7 to 9 p.m.

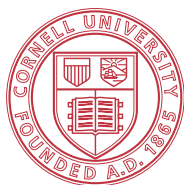
Cornell Cooperative Extension of Broome County will be offering a Hay Quality workshop. The workshop will include topics of Hay Evaluation, Hay Sampling and Interpreting a Hay analysis. If you are looking to purchase hay or if you have hay that was made this year it is a must attend workshop!

We will be looking at the factors affecting all the hay such as the color, content, and leaf to stem ratio. A demonstration on how to use a hay probe and a discussion of the importance of sampling hay, followed by an explanation of what all those components of the hay sample mean. All participants are asked to bring a hay sample with them (a hay slice will be sufficient).

The cost of the workshop is \$5.00 per person or \$10 per farm. Pre-registration is requested by calling Carol at 607-584-9966.

Producer Groups Forming Small Ruminant - September 23rd

Starting in the fall/winter of 2009 CCE-Broome will be forming several producer groups. A producer group for small ruminants will be formed under the direction of Brian Aukema, CCE-Broome Livestock Educator. The first group meeting will be on September 23rd at 7:00 p.m. A direct marketing producer group will be formed under the direction of Laura Biasillo, CCE-Broome Agricultural Economic Development Specialist. The goals for these groups are: to network, share information on successful techniques, and look at forming a marketing and distribution channel for products. Keep an eye out for these projects. If you would like to know more, or become involved, contact Laura Biasillo at (607) 584-5007 or lw257@cornell.edu



Cornell Cooperative Extension Broome County

840 Upper Front Street
Binghamton, New York 13905-1500
t. 607.772.8953
f. 607.723.5951
<http://counties.cce.cornell.edu/broome>

Brian Aukema
*Livestock Agricultural
Educator*
607-584-9967
BJA14@cornell.edu

Laura Biasillo
*Agricultural Economic
Development Specialist*
607-584-5007
LW257@cornell.edu

Carol Fetterman
*Administration
Assistant*
607-584-9966
CLF62@cornell.edu

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Southern Tier Wool Pool

The Southern Tier Sheep and Wool Growers annual wool pool will take place Saturday and Sunday, September 6 & 7 at the Otsego County Fairgrounds in Morris.

The pool will be taking white wool and off-sorts from 8:30 a.m. to 4:00 p.m. both days. Nationally colored wool will not be accepted at the pool this year. Please make sure your wool is dry and free of debris. If you have any questions or need more information please call Sue Smith at (607) 293-8810.

Forestry Field Day

Saturday, September 27, 2008

8:30 a.m. till 12:30 p.m.

Gaius Cook Park, Greene, NY

Learn how to manage your woodlot for firewood, timber, and wildlife at this event designed for new or inexperienced forest owners. Presenters from Cornell Cooperative Extension and the NYS Department of Environmental Conservation will lead hands-on, concurrently running outdoor sessions on tree identification, tree volume measurements, firewood harvesting, and wildlife habitat improvement. Cost is \$15 for the first person and \$5 for each additional family member. To pre-register, send checks made payable to "Cornell Cooperative Extension", to Cornell Cooperative Extension, 99 North Broad Street, Norwich, New York, 13815. For further information, in Chenango County call 607-334-5841, and in Broome County 607-584-5013.

Packaging & Labeling Meat Products

On Wednesday October 8th at 7 p.m., Cornell Cooperative Extension-Broome & Chenango counties will sponsor a program on packaging and labeling meat products for sale direct to customers. The speaker will be Clarence Davis, Food Inspector with NYS Department of Agriculture & Markets, Division of Food Safety & Inspection. The cost is \$10 per farm. To register, or with questions, please contact Carol at (607) 584-9966.

Restaurant Chef Panel

Look for this event to take place on Wednesday November 12th. This will be an opportunity for producers to interact with restaurants to learn the quantity and types of products that they are interested in purchasing. There will also be discussion on HACCP considerations for food picking, preparation and transportation. The cost will be \$10/farm. To register, or with questions, please contact Carol at (607) 584-9966.

CCE Gas Leasing Forum Now Available

The CCE Gas Leasing Forum is now available online at: <http://gasleasing.cce.cornell.edu/phpbb/>

The forum is open for users to post questions, comments, voice concerns and share resources relevant to gas leasing in New York State. The forum will be monitored by CCE staff, Cornell faculty and allied partners acting in the role of resource providers. We invite you to participate in the discussions by visiting the forum link and registering for an account.

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Buy From the Backyard Website Launched

In July the Buy From the Backyard Website was launched. This website is a mechanism for consumers to source agricultural products in Broome, Tioga and Chenango counties. If you would like to be listed on the website, please contact Laura Biasillo, Agricultural Economic Development Specialist with CCE-Broome at (607) 584-5007 or lw257@cornell.edu.

BROOME SOIL AND WATER HIRES NEW NATURAL RESOURCE ASSISTANT

Justin Puglisi recently begun work with Broome County SWCD as a Natural Resource Assistant. He currently reside in Greene N.Y. where he was born and raised on a small farm. His degree is in biology with a concentration on environmental science from S.U.N.Y. Cortland, this will enable him to offer quality assistance to the producers in the county. He has a family of five and currently manages 10-16 red angus beef animals on a 30 acre farm. He says he is passionate about the outdoors, and enjoy hunting and fishing. I have a love for the "family farm", and believe in its ideals and values. In the near future he will be working with the Graze New York program as well as other agricultural programs. He considers himself to be very open minded, approachable, and easy to work with. He is looking forward to working with fellow staff, the members of other districts, and most importantly the producers. Jusitin can be reached at the Broome SWCD office at 724-9268.

June 30, 2008

Dear Goat Enthusiast,

Caprine Outing is a 3-day goat workshop series for all goat raisers sponsored every two years by Cornell Cooperative Extension. This year we will be holding it on September 19-21 at 4-H Camp Owahta in Solon, NY 12 miles from Cortland and the intersection of I-81 and Rt 13 (exit 11 off of 81).

We have several new workshops as well as old favorites to offer in 2008. Darrell Emmick, the USDA - NRCS Grazing Management Specialist who helped Pat Bloomer at Windsong Farm and many others set up their pastures, will talk on managing goat pastures. Linda Garrison-Tikofsky, DVM, from Cornell Quality Milk Production Services will speak on "Keeping udders and milk healthy". Carol Delaney will report on a Vermont project where nutritionists worked with goat dairies to better formulate diets to increase milking performance while reducing the incidence of acidosis. We want your suggestions on a person to lead a workshop on evaluating conformation in meat goats. Producers who attend the Integrated Parasite Management workshop and participate in the "How to do fecals and do FAMACHA scoring" station will be able to obtain FAMACHA charts for \$9.00 during the Outing. Geoff and Nancy Masterman from Superior Semen Works will offer an Intensive Artificial Insemination Course during the outing for \$40 per person or \$70 per farm. They will be collecting bucks at a centralized point while in New York and ask that you contact them at (603) 512-5546 or superiorsemenworks@yahoo.com to find out when and where the collection point will be.

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In the past, many children have made pack saddles at Caprine Outing. However, we have not had strapping and hardware available for actually using these on your goats. Our pack goat team will have an activity as part of “Building goat equipment” where youth can bring their saddles from past years and equip them with strapping. They will also get patterns for making soft panniers, etc. All youth making saddles this year will also be equipping them with strapping. The meal on Friday night is potluck and includes a Goat Dish Cook-Off. To participate in the Cook-off, prepare your favorite dish that includes a goat product (be it meat, cheese or milk or???) and bring a copy of the recipe. We’ll have some special prizes.

As well as our regular workshop series, we’ll offer 3 special classes just for teens, at least 2 hands-on workshops for 10 to 12 year olds and a Children’s Program for the 9 and under crowd (runs from 10:30 a.m. to 5:30 p.m. on Saturday). If you have children with no interest in these supervised activities and will be unable to supervise them yourself, please reconsider bringing them. Refer to the NY 4-H Goat website at <http://www.ansci.cornell.edu/4H/goats/CaprineOuting08.pdf> starting July 5th for future refinements to the Caprine Outing schedule and names of workshop leaders.

4-H Camp Owahta is beautiful but rustic. Sleeping arrangements range from large cabins with electricity and sometimes wood heat to covered unheated lean-tos that house 8 to 10 people in bunk beds. There are a few small rooms with electricity available. Private tents and campers are permitted on the premises. The dining hall is large and warm and our other main workshop room is equipped with wood heat. Bathrooms are modern and showers have hot water. There is a large covered pavilion and two small tent pavilions for activities with live goats, so we should be able to stay dry regardless of weather. However, if you prefer less rustic housing we have blocked rooms at the Ramada Inn, 2 River Street, Cortland, NY, for \$75/room of up to 4, plus tax. To get the blocked rates, you need to make your reservations by Sept. 4th and state that you are with “Caprine Outing”. You can also call the Cortland Area Innkeepers Association (1-800-314-4667) to see if any local Bed and Breakfasts have rooms available. Be sure to bring flashlights, sleeping bags and towels if staying at the camp. Plan to bring rain gear regardless.

Food costs for the Outing have increased and we anticipate that more of our volunteers will need help to defray fuel costs. Therefore, we have regretfully raised the registration fee for adults attending the outing to \$30. We have managed to keep the fee for youth the same. This means we are really counting on your donations of food, firewood, woodshop supplies, raffle items, time/labor etc. Volunteers are crucial to the success of the Outing! The fee of \$30 for adults and \$20 for children includes meals and housing at the camp. Remember there is an additional fee for the kits used in the “building goat equipment” workshop for teens and children. Donations are greatly needed for our Sunday raffle to help defray the cost of the Outing. We encourage you to spread the word about this event. Raising goats is challenging. Learning from others and in turn sharing your own experiences helps to make it more rewarding.

Sincerely,

Drs. Tatiana Stanton and Tro Bui, Goat Extension Associates

Dept of Animal Science, 114 Morrison Hall

Cornell University, Ithaca, NY 14853

(607)254-6024 or tls7@cornell.edu

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NEW YORK STATE CAPRINE OUTING SEPTEMBER 19 - 21, 2008 TENTATIVE SCHEDULE

Please check <http://www.ansci.cornell.edu/4H/goats/CaprineOuting08.pdf> for updates

Friday, September 19

- 5:00 – 10:00 p.m. Registration and cabin assignment – Lodge
- 6:00 – 7:30 p.m. Sports – Playfield
- 6:00 – 7:30 p.m. Goat Dish Cook-off, Potluck Dinner and Reception – Lodge
- 7:00 – 9:00 p.m. Promoting your goat product — what works –
Kelly Tsakoumagos from Northstar Soaps
- 7:00 – 9:00 p.m. Setting up a goat dairy - Carol Delaney, Vermont Small Ruminant Dairy Specialist
- 7:30 – 10:00 p.m. Teen Icebreaker – Melanie Schothofer
- 7:00 – 9:00 p.m. Informal Goat Bowl for the non-teen crowd – JoEllen Roehrig
- 7:30 – 10:00 p.m. Social Hour for non-teens - Lodge

Saturday, September 20

- 7:30 a.m. Breakfast - Lodge
- 8:30 – 11:00 a.m. “How to” Practicals (these stations will rotate together roughly every 20 - 25 minutes)
- Station 1* – Milking does and bottle feeding kids
- Station 2* – How to tell if your goat is sick (includes a Q/A section)
- Station 3* – Teaching goats to pack and drive
(will alternate between packing and driving)
- Station 4* – Goat health skills
(vaccinating, tubing, IV’ing, dealing with dystocia, disbudding, castrating)
- Station 5* – How to trim hooves, disbud, eartag, tattoo, drench
- Station 6* –Getting your goat ready to show
(will alternate between different types of goats)
- 8:30 – 9:30 a.m. Introduction to meat goat raising – Kathy McIssac
- 8:30 – 9:30 a.m. Introduction to dairy goat raising
- 8:30– 10:00 a.m. Making “melt & pour” goat milk soaps - Kelly Tsakoumagos
- 9:30 – 10:30 a.m. Keeping udders and milk healthy -
Linda Garrison-Tikofsky, DVM, Cornell Quality Milk Production Services
- 9:30 – 11:30 a.m. Goat Feeding for teens – Debbie Cherney and Doug Hogue, Cornell University

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- 9:30 – 12:30 p.m. Cooking with Goat – Robert White, Cornell Hotel School
- 10:30 – 11:30 a.m. Basics of Goat Nutrition (bring hay samples and feed stuffs for physical evaluation) Peter VanSoest, Cornell University
- 10:00 – 11:30 a.m. Cheese Making
- 10:30 a.m. – 5:30 p.m. Children’s Program for the roughly 9 and under crowd
(Victoria Badalamenti, Marie Roenke, Kay Kotwica, etc.)
- 11:00 a.m.– 12:30 p.m. Building Goat Equipment (for signed up youth)
- 11:00 a.m. – 12:30 p.m. “The Sweet Shop” - Making goat milk fudge (geared towards teens & adults)
(Karen Duboy)
- 11:30 a.m. – 12:30 p.m. Feeding the lactating doe – Carol Delaney
- 11:30 a.m. – 12:30 p.m. Establishing and managing goat pastures – Darryl Emmick
- 11:30 a.m. – 12:30 p.m. Consultations on Goat Management
- 12:30 – 1:30 p.m. Lunch – Lodge
- 1:30 – 2:30 p.m. Causes of Weight Loss and Illthrift in Goats
Mary Smith, DVM Cornell Ambulatory Service
- 1:30 – 2:30 p.m. “So you want to show goats” – hands-on coaching for dairy goats and meat goats
- 1:30 – 2:30 p.m. Consultations on Goat Feeding
Doug Hogue and Peter VanSoest will each meet with a separate group of folks
- 1:30 – 3:00 p.m. Goat Fiber and Leather Crafts for roughly 10-12 yr olds
- 1:30 – 3:00 p.m. Making Goat Sausage – Donald Ziemendorf
- 1:30 – 5:30 p.m. Building Goat Equipment (for signed up youth, we will stagger your start times)
- 2:30 – 4:00 p.m. Mad Vet Science for teens (includes partial necropsy and diagnostic tools
Dr. Mary Smith, DVM (adults can sit in back row if they help clean up)
- 2:30 – 3:30 p.m. Evaluating Dairy Goat Breeding Stock Conformation and Soundness
- 2:30 – 4:00 p.m. Integrated Parasite Management in Goats – Lodge
(Dr. Dwight Bowman, Parasitologist, Cornell Vet School)
- 2:30 – 3:30 p.m. Working with Goat Fibers – Carding, Spinning, Knitting, Weaving
- 3:00 – 6:00 p.m. Making Goat Soaps (For adults & teens who previously signed up)
(Kelly & Pia Tsakoumagos)
- 3:00 – 4:30 p.m. “Goats in the Kitchen!” for roughly 10–12 yr olds – (Karen Duboy)
- 3:40 – 4:30 p.m. 4:40 - 5:30 p.m. “How to” Practicals (50 minutes each, pick only two)
- Station 1* – Training goats to pack and drive
- Station 2* – So you want to show goats – hands-on coaching – split between dairy
and meat goats

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	<i>Station 3 – Felting</i>
	<i>Station 4 – All about Guardian Animals – Craig Todd</i>
4:00 – 9:00 p.m.	Intensive Artificial Insemination (we will bring you dinner, previously signed up, \$40) – (Superior Semen Works)
4:00 – 5:00 p.m.	Raising Miniature Goats
4:30 – 5:30 p.m.	Evaluating Meat Goat Breeding Stock Conformation and Soundness
4:30 – 5:30 p.m.	Doing fecal samples and FAMACHA exams – Nature Lodge (Dwight Bowman, Jan)
5:30 – 7:00 p.m.	Chicken and goat and veggie barbecue - Lodge
7:00 – 9:00 p.m.	Teen Goat Bowl – Nature Lodge (JoEllen Roehrig)
7:00 – 9:00 p.m.	Campfire, Skits and S’mores – Fire Pit
7:00 – 9:00 p.m.	Cheese making
7:00 – 8:30 p.m.	Producer panel on goat raising and marketing
9:00 – 10:00 p.m.	Social Hour in the Lodge

Sunday, September 21

8:00 a.m.	Breakfast - Lodge
8:30 a.m. – 12:00 p.m.	Building Goat Equipment (for signed up youth)
9:00 – 12:00 p.m.	Making Goat Soaps (For adults & teens who previously signed up)
9:00 – 11:00 a.m.	Cheese making
9:00 – 10:30 a.m.	What would you like to see here??
10:30 – 11:30 a.m.	Marketing and Pricing Meat Cuts
9:00 a.m.– 12:00 p.m.	“How to” Practicals (3 rotations)
	<i>Station 1 - Training goats to pack and drive – Tent #1</i>
	<i>Station 2 – Training your goat to show – basic and advanced showmanship</i>
	<i>Station 3 – Evaluating fecal samples and doing FAMACHA exams</i>
	<i>Station 4 – Basic goat handling and health skills</i>
9:00 & 11:00 a.m.	Nature walks with goats (one-hour hikes) – meet at Playfield
12:00 p.m.	Raffle of goat equipment, Evaluation and Lunch (please note bag lunches will be available, but no evaluation, no lunch!)
1:00 p.m.	Clean-up and pack up.

2008 CORNELL CAPRINE OUTING REGISTRATION FORM
 September 19-21
 4-H Camp Owahta, Cortland County
 Solon, New York
 Registration deadline - September 5, 2008

Please duplicate this form as necessary for each participant.

Name _____
 (please print)
 Address _____
 _____ Zip _____
 Telephone () _____ Email: _____ County _____

I am (please check all that apply):

____ Adult ____ Youth ____ Ag **PLEASE, we need your ag if you are a youth!!!**
 *Children under the age of 16 must be accompanied by an adult.
 My primary interest is: ____ Dairy Goats ____ Meat Goats ____ Fiber Goats ____ Recreational Goats

Check if you plan to attend the following events:

____ Intensive Artificial Insemination Workshop (Saturday, 4:00-9:00 pm) there is an extra fee for this class (\$40 person or \$70 for pair from same family, farm, or 4-H group. Enrollment limited to 20 people)
 ____ Making Cold Process Goat Soap (Saturday, 1:30-4:30 pm) \$18:30 to 11:30 am. Enrollment limited to 17 individuals or pairs, Limited to teens and adults as lye will be handled. Pairs will need to share the bar of soap they make with each other. Please note -We have two other soap workshops involving no lye where younger teens and children are welcomed). If part of a pair, who are the two members of the pair?

____ Children's Program - Aimed at roughly the 9 yr old and under crowd, runs from 10:30 am to 5:30 pm on Saturday. Children under 5 should have a parent with them unless other arrangements are made with the counselors. Activities include goat and cheese racing, goat cartides, ice cream making (kick the bucket), a new "barnyard" felting activity, story telling, goat scavenger hunt, sports, "what's wrong with this goat" "eat like a goat".
 ____ Goats in the Kitchen and/or Goat Fiber and Leather Crafts for the roughly 10-12 yr old crowd. We need an estimate to "line up" supplies.

____ I plan to sleep over in the cabins at the camp: ____ Friday night ____ Saturday night

I will need these meals:

Saturday ____ Breakfast ____ Lunch ____ Dinner
 Sunday ____ Breakfast ____ Lunch

Please contact Tatiana Stanton (607-254-6024)@cornell.edu to help out with:

____ Leading a workshop - we are still seeking a 4-H group to teach "milking does and bottle feeding kids and could use additional help in the hands-on and product making workshops
 ____ One-on-one showmanship (best with lots of mentors)
 ____ Monitoring carpentry sessions or lending of hammers, electric screw drivers etc., or donating supplies
 ____ Assisting with the Children's Program
 ____ Providing goat milk for hands-on workshops

Please contact Terry Kinsman (607)255-4505@cornell.edu to help out with:

____ Friday reception (cheese, fruit juices, crackers, etc.)
 ____ Donations of food - fresh garden produce, fruit, eggs, corn, juices, s'more makings, cereal, pancake mix, and other breakfast items including breakfast meats)
 ____ Donations of firewood
 ____ Table setting, clearing, dishwashing
 ____ Raffle items for Sunday's raffle
 ____ Sunday clean-up

Remember, the meal on Friday night is potluck and includes a goat disk cook-off!

Goat Equipment Kits for the "building goat equipment workshop" or "equipping your pack goat workshops" – limited to youth Children and teens have a choice of 1 of 4 precut wooden kits. Kits must be assembled during Caprine Outing. Kits are limited to one per child.

Youth who already have saddles from past Caprine Outings can order strapping kits. (Contact Tro Bui at (607) 255-4505 for possible scholarships).

____ Yes, I want to get a kit (must be 18 and under, check if you want-registration fee does not include price of kit)
 ____ disbudding crate kit (\$12), ____ hay manger kit (\$10), ____ show or kidding box kit (\$5), ____ pack saddle kit (\$14), ____ strapping kit (\$8)
 (disbudding crate kit does not include aluminum headpiece, pack kit includes straps but not panniers, strapping kit is for youth who already have pack saddles but need to 'rig' them)

FEES

____ Registration Fee (\$30 per adult; \$20 per youth)
 ____ Intensive Artificial Insemination Workshop Saturday (\$40, or \$70 for two family members)
 ____ Goat Equipment Kit (varies depending on the kit you choose)

____ Enclosed please find my check made payable to Cornell University. (It is not necessary to write a separate check for each participant.)
 ____ Please bill our county. _____

Mail to: Terry Kinsman, Department of Animal Science, Cornell University, 128 Morrison Hall, Ithaca, NY 14853, September 8th
 (deadline)
 Questions? Please contact Tatiana Stanton or Tro Bui, 607-254-6024; tst17@cornell.edu

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2008 Cornell Strategic Marketing Conference
Turning Lemons into Lemonade:
Tuning Your Marketing Practices for Today's Food Safety System
SAVE THE DATE: October 28th & 29th, 2008

Consumers are demanding fresher, safer, more convenient, more local, and higher quality food products. Preferences are evolving and demanding more information that connects the food they eat to how and where it is produced, processed, transported, and sold. Increasing attention to food safety standards, product traceability, and environmental sustainability are affecting market systems, production practices, and agribusiness returns. Food producers and processors are adept and talented in revising production, packaging, and distribution practices in meeting market and consumer demands for today's food safety system. However, these production adjustments also provide opportunities for improved and innovative marketing practices that can effectively translate into information that consumers demand about the foods they eat.

The 2008 Cornell Strategic Marketing Conference will address these production challenges and marketing opportunities in today's food safety system. Important information from key experts, producers, and industry leaders on product safety standards, traceability requirements, and audit procedures will provide a solid production base from which updated marketing ideas will spring. Innovative marketing models and effective merchandising techniques will be presented that highlight consumer needs for safe, quality, and sustainable products. Multiple commodity track sessions will focus on production responses and marketing opportunities for fruits and vegetables, meat products, and value-added dairy products. Tools to help develop efficient and traceable transportation logistics for stakeholder products will also be presented.

The Conference is open to all members of the agricultural community and will be held at The Villa Borghese in Wappingers Falls, New York. A conference agenda and registration materials will be posted soon on our website, <http://marketingpwt.aem.cornell.edu/>. For more information contact: Todd Schmit, Assistant Professor, Dept. of Applied Economics and Management, Cornell University, 607-255-3015 or tms1@cornell.edu; or Les Hulcoop, Extension Issues Leader, Cornell Cooperative Extension-Dutchess County, 845-677-8223 ext 130, lch7@cornell.edu.

Announcing the 2008 Cornell Sheep & Goat Symposium

The 2008 Cornell Sheep & Goat Symposium will be held on Friday and Saturday, 24 & 25 October, in the Livestock Pavilion and Morrison Hall on the Cornell University campus in Ithaca and at the Cornell Sheep Farm near Harford. The symposium features educational presentations on management, a trade show, and practical demonstrations about goat and sheep management. The annual meeting of the Empire Sheep Producers Association will be held in conjunction with the symposium at noon on Saturday 25 October. Complete information and a registration form can be found at <http://www.sheep.cornell.edu/> or by contacting Victoria Badalamenti at 607-255-7712 or by email at vb65@cornell.edu. Registration forms must be received by 15 October.

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Cornell faculty and staff will speak on: 1) basics of management; 2) sheep production models; 3) projects at the Cornell Sheep Farm; 4) how to get and use veterinary help; 5) carcass evaluation; 6) meat goat practices -what works when, and 7) poisonous plants. Martha Goodsell, Fallow Hollow Dear Farm, Candor, NY & Tom Gallagher, Extension Issue Leader, Albany County Cooperative Extension Association will discuss “Innovations in Marketing.” Carol Delaney, University of Vermont Center for Sustainable Agriculture will present information on “Setting up a sheep or goat dairy.” Clarence Davis and Dr. Jeffrey Huse, Division of Food Safety and Inspection, NYS Department of Agriculture & Markets will discuss “Marketing and Processing Regulations.” Dr. Kreg Leymaster, USDA Meat Animal Research Center, Clay Center, NB, will summarize a large data set on “Comparison of Breeds for Intensive vs Low-Input Lambing.” Keith Stumbo (sheep breeder), Down Valley Farm, Honeoye, NY and Denny Hamm (meat goat breeder), Poplar Hill Farm, Lindley, NY will participate in a panel discussion about registered sheep & goat management and marketing. Joseph Harper, a member of the American Lamb Board, will address the symposium after the lamb and goat dinner on Friday evening.

After being welcomed by Dr. Ron Butler, Chairman of Animal Science, the symposium will start promptly at 8:30 am on Friday 24 October in the Livestock Pavilion with two choices: 1) Cornell Sheep Farm manager Brian Magee (sheep) and Dr. Tatiana Stanton (goats) will carry out practical demonstrations of animal handling and management; 2) Denny Shaw, Cornell Meat Facility Manager will demonstrate and discuss small ruminant slaughter. After this split session, Dr. Doug Hogue will discuss “Sheep Production Models” followed by presentations by Goodsell and Gallagher and then by Delaney.

After lunch and a time to visit trade show vendors, Dr. Mike Thonney will summarize recent projects at the Cornell Sheep Farm. This will be followed by the marketing regulations by Davis and Huse and then Leymaster’s presentation on low-input lambing. The afternoon will be rounded off by the discussion of registered animal management by Stumbo and Hamm. This will be followed by socialization at the trade show and the lamb and goat dinner.

The Saturday morning program will begin at 8:30 am with Drs. Belinda Thompson and Mary Smith of the Cornell College of Veterinary Medicine discussing: “How to Get and Use Veterinary Help for Goats & Sheep”. Dr. Tatiana Stanton will then discuss: “Meat goat practices - what works when.” Following lunch and the Empire Sheep Producer’s Association Annual Meeting, Dr. Dan Brown of the Department of Animal Science will present information about poisonous plants.

The program will culminate at the Cornell Sheep Farm near Harford, NY where Brian Magee will demonstrate activities associated with practical flock management.

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Interested in Buying or Selling Hay?

Janice Degni, Area Extension Field Crops Specialist

Check out these on-line resources:

Lancaster Farming in print or on-line lists hay auction prices each week.

Hay Net sponsored by the USDA Farm Service Agency. Allows you to list hay for sale or needed with no fee. www.fsa.usda.gov/FSA/haynet

Cattle Today offers free photo classified Ag Ads. You get exposure on several sites and for a fee you can get your ad featured or highlighted. <http://cattletoday.net/index.html>

Regional Hay Auctions:

The **Penn Yan Hay Auction** runs from 1st Friday in November (Halloween this year '08) until the end of May. Auctions are Tue and Fri. at 11:15 a.m. For first sale get to office before sale begins and get a number assigned. The number is permanently assigned meaning its good for future auctions. If you choose not to sell hay for the price offered there is a \$5 flat rate charged.

Once sales start, prices listed in the Lancaster Farming Market Report. They like to sell the hay by the ton and suggest bringing a truck weigh slip.

The Penn Yan auction is located on Rte 14A about 10 miles north of Watkins Glen and 1 mile north of the Windmill on the opposite side of the road.

Canandaigua Livestock (585-394-1515) has hay auctions from the 1st week of October until the 1st week of June on Wednesdays at 11 am. They charge an 8% commission. Bring a weigh slip or bale counts. The first 15 miles of delivery are free. They are located 13 miles west of Geneva on Rtes 5 & 20.

Call me if you are interested in hay brokers.

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Livestock Analyst Predicts Record Cattle Prices in Next Three Years

By Janie Gabbett on 8/4/2008

Starting in the fourth quarter of this year, cattle prices should reach record highs and continue to set records in 2009 and 2010, according to Purdue University Extension Economist Chris Hurt.

In a report analyzing current cattle trends, Hurt noted beef supplies are expected to be about 2 percent higher in the third quarter, and then drop by 5 percent in the final quarter of this year. Assuming third quarter live cattle prices average about \$97 per hundred weight, and fourth quarter prices near \$100.

Hurt estimates choice steer prices will average \$95 for the whole of 2008, which would be \$3 higher than last year's record.

Hurt predicted that in 2009:

- more acres will come out of the conservation reserve program and return to crop production
- more haying and grazing could be allowed on CRP acres
- the massive surge in corn ethanol demand will begin to level off.

According to USDA, 1.1 million CRP acres are scheduled to expire (meaning farmers can return them to production without penalty) on Sept. 30, 2008, with an additional 3.8 million acres due on Sept. 30, 2009 and another 4.4 million acres on September 30, 2010.

Hurt said he also expects beef exports to continue to improve. U.S. beef exports surged 34 percent during the January-to-May period, and, given the weak dollar, he expects that trend to continue.

All of these changes, if they occur, would be good news for the cattle industry and lead Hurt to expect cattle prices to trend higher over the next several years while also experiencing some relief from extreme feed prices.

Source: <http://www.meatingplace.com>

USDA Report Helps Small-Scale Producers with Marketplace

USDA's Agricultural Marketing Service (AMS) released a report Aug. 8 focused on helping small – and medium-sized farmers take advantage of the shifts in today's retail food marketplace.

Titled Supply Chain Basics: The Dynamics of Change in the U.S. Food Marketing Environment, the report is the latest link in the Supply Chain Basics series of reports that help farmers understand the changing nature of today's food marketing environment. Other reports in the series focus on logistical technology (Technology: How Much How Soon) and niche marketing (The Logistics of Niche Agricultural Marketing).

This report examines the changes in the retail marketing environment, especially as it affects the relationship between grocery stores and their vendors.

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Small farmers who are seeking alternative ways to market their products will find this report extremely useful, AMS Administrator Lloyd Day said. The report brings food producers up to speed on the evolving nature of the food marketing environment.

Supply Chain Basics: The Dynamics of Change in the U.S. Food Marketing Environment is available online at www.ams.usda.gov/marketing-services-publications and will soon be available in print form on request from Shannon Ford, Marketing Services Division, Transportation and Marketing Programs, AMS, Room 2646-South, STOP 0269, 1400 Independence Ave., SW, Washington, D.C. 20250; by phone at 202-720-8317; fax at 202-690-0031; or e-mail to shannon.ford@usda.gov.

FDA Document Answers Questions About New Feed Rule

By Ann Bagel Storck on 7/23/2008

Responding to questions it has received about the new feed rule scheduled to go into effect next April, the Food and Drug Administration has published a document about the agency's amendments to regulations that prohibit the use of certain cattle origin materials in the food or feed of animals.

Under the new rule, which goes into effect April 27, 2009, banned materials include the following:

- The entire carcass of bovine spongiform encephalopathy-positive cattle
- The brains and spinal cords from cattle 30 months of age and older
- The entire carcass of cattle not inspected and passed for human consumption that are 30 months of age or older from which brains and spinal cords were not removed
- Tallow that is derived from BSE-positive cattle
- Tallow that is derived from other materials prohibited by this rule that contains more than 0.15 percent insoluble impurities
- Mechanically separated beef that is derived from the materials prohibited by this rule

To view the new FDA question-and-answer document, go to: http://www.fda.gov/cvm/bse_QA.htm.

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BEEF CATTLE COMMENTS

VOLUME 17 NUMBER 4, August, 2008

Prepared by: Mike Baker, Beef Cattle Extension Specialist, Cornell University

Phone: 607-255-5923

Fax: 607-255-9829

E-mail: mjb28@cornell.edu

Web page: www.ansci.cornell.edu/beef/

1. 2008 NY BEEF TOUR TO PA

Save the date, October 9-12, 2008 for the 8th biannual NY Beef Producers Tour. This year we will be traveling to Pennsylvania. Planned tour stops include commercial and seed stock cow/calf operations, feedlots, organic beef production and packing plant, grass finished production and marketing, Pennsylvania Bull Test station, the PSU Beef Experiment station and the Gettysburg Battle Field. For more information contact Mike Baker, Cornell Beef Extension Specialist, 607-255-5923, mjb28@cornell.edu. Watch <http://www.ansci.cornell.edu/beef/> for upcoming details.

2. WHAT ARE YOUR BEEF CALVES WORTH: CORNELL VALUE DISCOVERY PROGRAM

The Beef Cattle Extension Program announces the twelfth year of the Feedlot and Carcass Value Discovery Program. The program is designed to help beef producers learn the true value of their cattle based on their performance in the feedlot and on the rail. Producers of these calves will receive feedlot and carcass data such as average daily gain, feed conversion, hot carcass weight, marbling score and rib eye area. Past participants have used the data to improve the genetics of their herd and to bargain for higher feeder calf prices.

Producers have the option of selecting the conventional feedlot program or the “natural” program which does not use implants or antibiotics. Calves raised under these conditions will be eligible for several natural markets that exist in the Northeast. Calves, weaned for at least 30 days are to be delivered to the Cornell Teaching and Research Center in Dryden, NY in early November. Consignments due September 15. For more information, contact Mike Baker, Beef Cattle Extension Specialist, 607-255-5923, mjb28@cornell.edu. A summary of the requirements is listed below.

NEW YORK FEEDLOT AND CARCASS VALUE DISCOVERY PROGRAM

Facilitated by

Cornell University Department of Animal Science

Cornell Cooperative Extension

PURPOSE:

Teach cow/calf producers the value of their calves based on performance in the feedlot and on through the packing plant.

Who should participate? Commercial cow/calf and seed stock producers interested in evaluating their breeding and sire selection programs.

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What? Four steers or four heifers from the same sire (recommended) are to be consigned. They will be fed a high-energy ration to their optimal profit potential (OPP). The OPP will be determined by animal performance, cost of gain, market conditions and evaluation by the test station manager.

Where? Cattle will be fed at the Cornell University Teaching and Research Center, Beef Unit located in Harford, NY. Cornell University assumes no responsibility for the loss of cattle consigned to this program.

REQUIREMENTS:

1. Recommended minimum of 4 steer or heifer calves. For the most meaningful information, it is recommended that the calves be from the same sire. Minimum (recommended) weight at delivery: 450 lbs. If space allows, more than eight head per consignor may be accepted.
2. Castration and de-horning is to be completed, healed and dry prior to October
3. Heifers are to be guaranteed open.
4. Cattle are to be weaned no later than October 1. It is highly recommended to begin the first series of vaccinations four to six weeks prior to weaning, so that entire health program is completed two weeks prior to weaning.
5. Vaccinations are to include BRSV, IBR, PI-3, BVD, 7-way Clostridial, Haemophilus somnus, and Mannheimia haemolytica (formerly Pasteurella haemolytica) and Pasteurella multocida. (leucotoxin). Booster is to be given according to label.
6. Calves are to receive a selenium injection, be de-wormed, treated for grubs, and free of ringworm and warts.
7. Calves should be fed a 12%-14% crude protein grain mix at 1-1.5 lbs. per 100 lbs. of body weight. For example a 550-lb. calf should receive 5 lbs-7.5 lbs. of grain/day.
8. Beef Quality Assurance guidelines of neck only and when possible subcutaneous injections are to be followed.
9. Beef Quality Assurance certification strongly recommended.

2008 TIMETABLE (tentative):

- | | |
|--------------|--|
| September 15 | Consignments, along with \$25/head due |
| September 15 | Recommended last day to complete vaccinations (including boosters) |
| October 1 | Last day to wean calves |
| October 11 | Mandatory last day to complete vaccinations (including boosters) |
| November 6-7 | Deliver calves to Cornell Beef Cattle T& R Center, Harford, NY |
| November 21 | Official start of program |

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COST: Cattle will be charged for feed, yardage, medical, freight and a \$30 fee to cover costs of Individual data collection. Total cost will vary with performance. The total average cost in the 2007/2008 feeding period was \$403. A check payable to Cornell University for \$50/head is due at delivery to cover initial costs.

At a minimum, consignors will receive:

1. Feedlot performance-total gain, average daily gain, dry matter intake, feed efficiency.
2. Carcass measurements: carcass weight, rib eye area, back fat, quality and yield grade.
3. Economic performance-cost of gain, profit, feeder calf value.

To consign cattle, or for more information, contact Mike Baker, Cornell Extension Specialist, 607-255-5923 or Debbie Ketchen, Cornell University Beef Unit Manager, 607-844-8385, email mjb28@cornell.edu.

3. EMPIRE HEIFER DEVELOPMENT PROGRAM: VALUE ADDED MANAGEMENT AND MARKETING PROGRAM FOR NORTHEAST BEEF PRODUCERS

Purpose: A management and marketing program for cow/calf producers to evaluate replacement heifer prospects and offer a marketing opportunity for quality heifers. Weaned and vaccinated calves are accepted in November. Heifers can be bred artificially at the heifer rearing facility, or returned home for breeding. Eligible heifers can be sold in April or in October as bred heifers. Reproductive tract scores, frame score, average daily gain, temperament and ultrasound measurement of rib eye area, back fat and intramuscular fat are just some of the data owners will receive. Past participants have reported fewer calving difficulties, improved growth rate of calves and increased flexibility in their breeding program due to their involvement with this professional development program.

To enroll heifers, or for more information, contact Mike Baker, Cornell Beef Extension Specialist, 607-255-5923, mjb28@cornell.edu.

Empire Heifer Development Program

Heifers: will be weighed and evaluated for rate of gain and growth throughout the evaluation. Producers will receive: contemporary group comparisons, temperament scores, ultrasound data, reproductive data, and marketing opportunities.

Prebreeding: Heifers will undergo a reproductive soundness exam 35 to 45 days prior to breeding, including a reproductive tract score exam, body condition score, pelvic measurements, body weight and functional soundness evaluation

Breeding: Estrous cycles will be synchronized and heifers will be bred on observed heat within 72 hours; those not observed in heat will be time bred. After AI breeding, natural service sires will be turned in with the heifers.

AI sires: will be selected by cattle owners and if requested with consultation from the program manager. Natural service sires will be selected based on calving ease and overall EPDs.

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Health Protocol

**Minimum program to include vaccination for:*

IBR, BVD, PI3, BRSV, 7-way Clostridium, Pasteurella (Mannheimia haemolytica, Pasteurella multocida), Haemophilus somnus and a dewormer product for both internal and external parasites. Selenium. (If you need assistance, consult with your veterinarian) More information will be supplied upon enrollment.

2008/2009 TIMETABLE (tentative):

September 15	Early bird sign up \$25/heifer
September 23	Recommended last day to complete vaccinations (including boosters)
October 7	Last day to wean calves
October 17	Mandatory last day to complete vaccinations (including boosters)
November 7 - 8	Deliver heifers to Erwindale Farm, Waterloo, NY
April 2009	“NY Bull & Empire Heifer Sale” (upon passing quality criteria)
Oct 2009	Cornell Bred Heifer Sale

Eligibility:

- All breeds, as well as crossbred cattle, can enroll, with an emphasis on commercial heifers.
- Heifers **MUST** be pre-vaccinated* according to protocol before arriving at feeding facility
- Heifers must weigh a minimum of 450 pounds upon delivery. (no horns allowed)
- Only heifers born in 2008 can be enrolled. (fall-calves will be considered, call first)

Approximate Cost:

\$2.00/day per heifer (estimate, until price of corn is known)

Other charges include treatment for illness, semen and AI breeding, reporting and administration.

- **Option A:** Heifers returning home after spring repro and ultrasound examinations.
 - Total cost should average under \$350/heifer.
- **Option B:** Heifers participate in program and sell at the spring NYBPA Bull & Empire Heifer Sale.
 - Total cost should average under \$290/heifer. (does not include commission or sale expenses)
- **Option C:** Heifers remain throughout the summer AI breeding and pregnancy examination, returning home in August 2008. • Total cost should average under \$530/heifer.
- **Option D:** Heifers remain throughout the summer and are sold in the October, 2008 Cornell Bred Heifer Sale. • Total cost should average under \$600/heifer. (does not include commission or sale expenses)

To consign cattle, or for more information, contact Mike Baker, Cornell Extension Specialist, mjb28@cornell.edu, 607-255-5923.

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4. NEW YORK FEEDLOT AND CARCASS VALUE DISCOVERY PROGRAM

It should be no surprise that there was limited profit in feeding cattle this year. The average return for both genders and both markets was negative. However there were 5 groups of cattle out of 20 that did return a profit. In the next newsletter I will review the characteristics of the profitable cattle.

The two largest costs incurred in feeding cattle are the cost of the feeder calf and the cost of feed. To determine the cost of the feeder calf I used Cattle Fax data surrounding the date the cattle were delivered to the Beef Teaching and Research Center: steers \$1.12/lb @ 674 lb and heifers \$1.07/lb @ 614 lb. The price was adjusted \$0.05/lb for every hundred pounds above or below the stated weight. For example a steer that weighed 574 lb at delivery was valued at \$1.17/lb, while one that weighed 774 was valued at \$1.07/lb.

The value of the feeder calf (Fdr val) is the difference between the receipts and total cost divided by the start weight. This is the break-even price of the feeder calf at delivery, based on the return from feeding. For example, the average Fdr val of the conventional steer was \$1.08, weighing 618 lb at the time of delivery (November 2007). If this steer could have been sold for more than \$1.08, it would have been more profitable to sell the steer as a feeder calf than to finish him out.

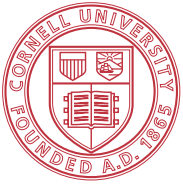
Another economic term of interest is the Return to Cow/calf enterprise (Reg toCC). This is calculated by subtracting all expenses (except the feeder calf cost) from the receipts. It is a calculation of the money returned to the cow/calf enterprise; essentially the amount of cash returned to pay the annual cost of keeping that calf's dam.

If you would like to participate in the Value Discovery program and receive this type of analysis on your cattle, contact Mike Baker, 607-255-5923, mjb28@cornell.edu.

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TO/DO AUGUST/SEPTEMBER

- a) Line up supplies for fall roundup and weaning.
- b) Consider the following:
 - 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.
 - Buy ear tags to identify replacement heifers and cows.
 - If deemed, necessary (consult your veterinarian to do a fecal egg count) worm cows and bulls.
 - Apply lice and grub control before November 5.
- c) Vaccinate calf crop for IBR, BVD, PI3, 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.
- d) Pregnancy test and cull all open cows.
- e) Cull problem cows and marginal producers. Production data is easily obtained using CHAPS. Check with your breed association for herd performance software.
- f) Take forage test 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.
- g) Consider taking soil samples and top dressing fields requiring lime, phosphorous and/or potash.



Cornell Cooperative Extension Broome County

840 Upper Front Street Binghamton, New York 13905-1500

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