

SUMMER 2003

SMALL FARM QUARTERLY

Good Living and Good Farming that Connects Land, People, and Communities



Feature Articles

Successful Small Dairies	3
Direct Market Your Livestock . . .	4
Youth Page	10
A Farming Community	13
AND MORE!	



SMALL FARM QUARTERLY - Summer 2003

TABLE OF CONTENTS

EDITORIAL

Welcome to Small Farm Quarterly
by Bill Henning and Joanna GreenPage 3

PRODUCTION AND MANAGEMENT

Successful Small Farms - A Cornerstone Of NY's Dairy Sector
by Dave SmithPage 3

Why Are They Putting Goats in the Woods?
by Charlie Mowatt.....Page 7

Automatic Take-Offs for Stall Barns? Pros and Cons
by Kiraly, CerosalettiPage 15

Reducing Risk on the Small Dairy
by Joan PetzenPage 12

MARKETING

Capture Higher Prices for Your Livestock Products With Direct Marketing
by Jim HayesPage 4

Small Street Co-op: Door-to-Door Support for Local Farms
by Karan BaasePage 18

HOME AND FAMILY

Conducting Farm Family Meetings
by Claire Hebbard.....Page 9

Crossroads
by Claire Hebbard.....Page 6

Home Grown — It's More Than Just Good Food
by Bill Henning.....Page 16

Guidelines for Children's Agricultural Tasks - Driving a Farm TractorPage 14

NEW FARMERS

From Large Dairy Employee to Small Dairy Owner:
A Beginning Farmer Success Story
by Mariane KiralyPage 17

FARM FOLLIES

A Farm Romance
by Brandt AinsworthPage 8

You Know You're a Farm Wife When...
by Cindy RiversPage 15

STEWARDSHIP AND NATURE

Stewardship on the Small Farm
by Peter LandrePage 5

COMMUNITY

These Neighbors Live 52 Miles Apart: Don Gray and Al Sisco, Beef Farmers
by Don Gray and Al SiscoPage 6

A Farming Community
by David Kline.....Page 13

RESOURCE SPOTLIGHT

Cornell Small Farms ProgramPage 4

FarmLink ProgramPage 8

New England Small Farm InstitutePage 18

Your Public LibraryPage 14

YOUTH PAGES

Raising Essy
by Meredith ReedPage 11

Making a Pet Treat Pouch
by Clint Lindovski.....Page 11

Llamas Make Me Smile
by Emily PatchPage 10

Small Farm Word PuzzlePage 10

We Want to Hear from You!

We welcome letters to the editor -- Please write to us!
Or send a question and we'll do our best to answer it.

We're also looking for beautiful, interesting,
and/or funny small farm photos to print.

Write or email Joanna Green,
Cornell Small Farms Program,
162 Morrison Hall, Cornell University,
Ithaca, NY 14853,
jg16@cornell.edu.

SMALL FARM QUARTERLY

Good Living and Good Farming that Connects
Land, People, and Communities

Small Farm Quarterly is for farmers and farm families — including spouses and children - who value the quality of life that smaller farms provide. Small Farm Quarterly is a project of Cornell's Small Farms Program and PRO-DAIRY/CCE NWNYS Dairy, Livestock and Field Crops Program.

OUR GOALS ARE TO:

- Celebrate the Northeast region's smaller farms;
- Inspire and inform farm families and their supporters;
- Help farmers share expertise and opinions with each other; and
- Increase awareness of the benefits that small farms contribute to society and the environment.

Small Farm Quarterly is produced by Lee Publications, Inc., and is distributed four times a year as a special section of Country Folks. Publication dates: July 21 and October 20, 2003; January 19 and April 19, 2004.

EDITORIAL TEAM:

- Dave Smith, Cornell Small Farms Program
- Celeste Carmichael, NYS 4-H Teen Program
- Tom Gallagher, Albany County CCE
- Joanna Green, Cornell Small Farms Program
- Claire Hebbard, NY FarmNet
- Bill Henning, CCE-NWNYS Dairy, Livestock, and Field Crops Team/PRO-DAIRY
- Mariane Kiraly, Delaware County CCE
- John Thurgood, NYC Watershed Agriculture Program-CCE

FOR SUBSCRIPTION INFORMATION CONTACT:

Tracy Smith, Lee Publications, 888-596-5329, subscriptions@leepub.com

FOR ADVERTISING INFORMATION CONTACT:

Tom Mahoney, Lee Publications, 518-673-3237, ext 244, tmahoney@leepub.com

SEND YOUR LETTERS, PHOTOS AND STORIES TO:

Joanna Green
Cornell Small Farms Program
162 Morrison Hall, Cornell University
Ithaca, NY, 14853
607-255-9227
jg16@cornell.edu

SUPPORTING ORGANIZATIONS:

 <p>Cornell Small Farms Program www.smallfarms.cornell.edu 607-255-9227</p>	 <p>PRO-DAIRY/CCE-NWNYS Dairy, Livestock, and Field Crops Team www.ansci.cornell.edu/prodairy (607)255-4285</p>
 <p>Cooperative Extension and College of Agriculture and Life Sciences www.cce.cornell.edu www.cals.cornell.edu</p>	 <p>NY FarmNet www.nyfarmnet.org 1-800-547-3276</p>
 <p>Watershed Agricultural Program www.nycwatershed.org 607-865-7790</p>	 <p>4-H Takes You Places Cornell Cooperative Extension 4-H Youth Development NYS 4-H Teen program www.cce.cornell.edu/4h 607-255-0886</p>

EDITORIAL

Welcome to Small Farm Quarterly!

Welcome to the premier edition of Small Farm Quarterly — a celebration of what farming is all about! And farming is about a lot of different things to a lot of different people. Whether your interest is specialized production, diversification, maximizing profits, or family values; whether your view point is one of a producer, a homemaker, a parent, a grandparent, or a young person; we hope you'll find inspiration, encouragement and useful information in this and future issues of Small Farm Quarterly.

We celebrate small farms for their contribution to communities, to rural economies, to the environment, and to families. Small farms offer one of the best possible environments for raising children and, contrary to popular myth, a well managed small farm can provide a good living. A small farm is "a way of life" as well as a business.

Our focus is on farm families involved in dairy and livestock production, but we'll be including articles on diversification opportunities like vegetables, fruits, woodlots, and agritourism. We welcome all readers. If you're thinking about getting started in farming, or if you work with small farms, or if you're just plain interested in small farms, Small Farm Quarterly is the magazine for you.

WHAT EXACTLY IS A SMALL FARM?

Some folks say a small farm uses mostly family labor. The USDA says a small farm is has less than \$250,000 in gross annual sales. Others say it depends on herd size, or acreage, or how big a tractor you drive. Still others say that small is a mind-set; doing more with less instead of expanding production. There are lots of definitions, and none of them are perfect.

PRODUCTION AND MANAGEMENT

Successful Small Farms-A Cornerstone Of NY's Dairy Sector

By Dave Smith

Successful small dairy farms are a cornerstone upon which New York's dairy industry is built. Just how important are these smaller farms? And what are the "keys to success" for small dairy farm businesses?

First, what is a small dairy farm? There is no perfect answer (see our editorial in this issue.) For this article we define "smaller herds" as those of less than 100 cows. Depending on milk price and production per cow, this comes pretty close to the definition developed by the USDA Small Farm Commission in 1998, which sets the limit at \$250,000 in gross sales of farm products.

Now, how important are these smaller herds in New York? NY ranks 3rd in the nation in terms of milk production. In 2002

the NY Agricultural Statistics Service reported that nearly 75% of NY's dairy herds fit our smaller farm definition. These herds include 263,000 cows or about 40% of the state's total dairy herd, and they supply about 35% of the milk sold by NY's dairy farms.

New York boasts 14 counties in the "top 100 dairy counties" in the US. What about smaller dairy farms in these counties? In St. Lawrence and Jefferson Counties (39th and 40th in the national ranking) nearly 80% of the herds were less than 100 cows, and these herds accounted for 50% of all the cows in these counties, according to the 1997 Ag Census. In Lewis County (55th in the national ranking) more than 80% of the herds fit the small farm definition and they accounted for 65% of the cows. A little farther south and west in Cayuga County

(47th) 77% of the herds were less than 100 cows and they included 36% of the cows. Farther west in Wyoming County (28th nationally) 56% of the herds fit this small farm definition and they housed about 20% of the cows.

These numbers have no doubt changed since 1997, given the trend in herd sizes. Still, it's safe to say that small dairy farms and the people who manage them are critically important to NY's dairy sector. They're also vital to the many communities across the state that depend on farming, dairy manufacturing and related businesses for at least part of their economic well-being, their social infrastructures and their environmental amenities.

KEYS TO SMALL DAIRY SUCCESS

In 2001, we surveyed the operators and families of 54 small dairy farms that were seen as "successful" by other farmers and by the people who work with them. Cornell's Small Farm Task group also held focus group discussions with small dairy operators across NYS. We asked these farmers what they felt was most important to their success. Here is some of what they told us:

- Keep a positive attitude about farming as an occupation and about dairying in NYS.
- Decide what success means for you, your family, and your farm. What's the balance of lifestyle, production and profit?
- Know where you are going and how you'll get there. Successful small farm operators strategize and make plans. They have clear personal/family goals, and a plan for how the dairy farm will contribute to achieving those goals. They mesh their personal/family plans with those of their farm businesses.
- Make changes - business and lifestyle. Dairy farming is changing. Successful farmers plan for change and act accordingly, based on what is best for them, their fami-

So we say... the heck with definitions. If the shoe fits, wear it! If you think of your farm as a smaller farm, and if you like what you read in Small Farm Quarterly, then we'll know we're on target!

IN THIS ISSUE...

Providing information you can apply to help achieve your goals is one objective of Small Farm Quarterly. Whether that information comes from other farmers, extension educators, researchers, or anyone else, our goal is to make it interesting, practical - and sometimes fun! In our premier issue you'll find articles on a wide range of farm and farm family topics, profiles of successful small farms, small farm jokes and stories, and much more...

Home and Family. The family remains the heart of most small farms. Talking about small farms without talking about families would be like studying the night sky and ignoring the stars! In this issue you can learn about conducting family meetings, and how to keep kids safe on the farm. Read about how one family's home garden saves them thousands of dollars a year on groceries. Check out "Crossroads," our farm family and personal advice column, and send us a question or a comment about your experience as a farming family. And if you want a good laugh, check out Brandt Ainsworth's tale of horse-drawn disaster, "A Farm Romance."

Production and Management. Technologies have their place — most all technologies are capable of solving a problem somewhere, for somebody. But good management has a place everywhere. See for yourself the benefits of careful management in "These Neighbors Live 52 Miles Apart," "Low-cost Milking Parlors," "A Beginning Farmer Success Story," and several other articles.

Young Farmers. Young people are our future, and we believe there's a bright future for young farmers in the Northeast. So, we're especially delighted to present the

Youth Page, written this time by 4-H Teen Ambassadors from Oswego County, NY. Be sure to share this section with your young readers, and encourage them to send us a letter or a drawing.

Farmer to Farmer. Small Farm Quarterly encourages farmers to share their perspectives and real life experiences. In this issue you'll find several farmer-authors, including Charlie Mowatt, who shares his experience combining meat production and woodlot improvement into one rewarding enterprise.

Inspiration. When you feel inspired you're more likely to recognize opportunities when they arise! When you're excited about what you're doing, your level of creativity increases, and your likelihood for success dramatically improves. Many farmers have been inspired by the writings of David Kline, and we're honored to have his contribution on community in this premier issue.

LET US KNOW WHAT YOU THINK!

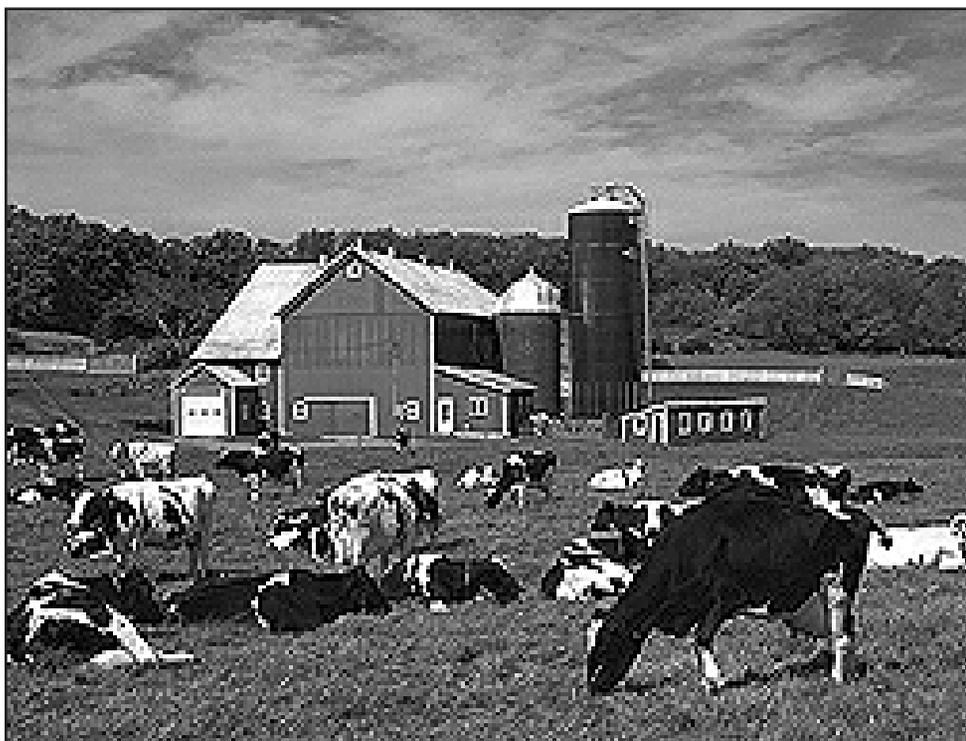
We encourage you to share your small farm experience through Small Farm Quarterly. Make it your magazine! Write to us about your own experiences and ideas, send us your jokes and stories, and we'll do our best to share them with other Small Farm Quarterly readers across the Northeast. And don't forget to let us know what you think of this premier edition of Small Farm Quarterly!

Write to:

Joanna Green
Cornell Small Farms Program
162 Morrison Hall, Cornell University
Ithaca, NY 14853
607-255-9227 or jg16@cornell.edu

Wishing you a bountiful and thoroughly enjoyable harvest season....

**Bill Henning and Joanna Green,
for the Small Farm Quarterly Editorial Team**



Small farms are still the backbone of NY's dairy industry.

lies and their businesses. There is no "recipe" or "cookie cutter". Each farm and each family does things a bit differently to achieve success. They stay "ahead of the curve."

- Dare to be different. Decide what is best for you, your family and your farm. It may not be what every one else is doing.
- Thoughtfully control costs—both in the farm business and in lifestyle choices. Know which costs you can reduce and which you can't—there are differences.
- Maintain an effective record system. Yes, successful small farmer operators keep records to make sure they are on track in achieving both their personal and business goals. Many record systems are simple, but they're workable and effective.

- Balance work (on- and off-farm), leisure and family time.
- Evaluate new technologies and practices carefully. They may just right for your small dairy. Then again, maybe they aren't.
- Combine farm and off-farm incomes to meet your needs and lifestyle choices.
- Diversify the dairy or specialize—there are examples of both in successful small dairy businesses.
- Pay attention to detail. Do the right thing at the right time in the right way.

Look for more information on operating a successful small dairy farm in this and future issues of *Small Farm Quarterly*. For more information on the Cornell Small Farms Task Group and the study mentioned above visit www.smallfarms.cornell.edu, or contact me, Dave Smith, at 607-255-7286 or rds4@cornell.edu.

Dave Smith is Director of Cornell's Small Farms Program.

MARKETING**Capture Higher Prices for Your Livestock Products With Direct Marketing**

By James Hayes

Economic stability — or sustainability — of a small farm may depend on a stronger involvement in marketing and selling your agricultural products directly to the end consumer. Depending on your product and where you want to sell it, direct marketing may not be easy. However, the advantages may help to offset the high costs of retailing and bring a higher profit to the farmer.

PREMIUM PRODUCT, PREMIUM PRICE

When you market a premium product, you should expect to receive premium prices. Here at Sap Bush Hollow Farm, once we've calculated a price that covers the cost of production and includes a fair return for our labor, we do a "reality check" and compare our prices to the local supermarket prices of the same items. If we assume that a steak is a steak and a tomato is a tomato, our prices may seem high. But when you look at some very tangible criteria like freshness, flavor and texture, our products



The Hayes family at Thanksgiving time.

Photo by Sap Bush Hollow

RESOURCE SPOTLIGHT**Cornell's Small Farms Program**

Cornell is committed to celebrating and supporting New York's small farms and the families that live and work on these farms. The Small Farms Program serves as a focal point for research and extension education for smaller farms. Small Farms Quarterly is our newest project. Others include:

Small Farms Web Site — www.small-farms.cornell.edu. This site offers a wealth of information for small-scale farmers and the people who work with them, including: the small farm sector and its importance; production practices for small-scale dairy, livestock, horticulture, organic, and alternative enterprises; business planning and management resources, marketing strategies; beginning farmers; and working with small farms.

Grants program. The CCE Grants Program for Innovative Small Farm Education awards funds of up to \$5,000 to Cornell Cooperative Extension educators with creative program ideas that specifically target local small farm businesses. Since the first year of the program in 2000, 53 educational projects have been funded across the state for a total of \$131,610. Topics range from livestock marketing to "Eat Local" campaigns; from pastured poultry systems to small-scale fruit production; from forage testing to small farm lending libraries.

Small Farms Task Group. The Cornell Small Farms Task Group brings together farmers, Cornell Cooperative Extension

are quite superior. They should command a significantly higher price. Convincing people of the true value of our product is the essence of our marketing plan.

If you have a sound marketing strategy and good sales techniques, your market size may be very significant, even in a relatively small community. In their recent book, *The Support Economy*, authors Zuboff and Maxmin describe changes in our consumption patterns that may offer some real advantages to direct marketing for small farms. The authors review several studies which indicate that our economy is evolving beyond a mass production and consumption model. Although we are still in an industrial production economy, there is a great deal of consumer dissatisfaction with mass produced, homogenous goods.

As workers in the industrial economy, people have to conform to the rules of business. Work hours, clothing, and productivity levels, to name a few, are all highly regulated. As consumers, however, these same people are free to express their individuality through their consumption patterns.

WHAT THE DIRECT MARKET CONSUMER WANTS

The authors suggest that the new consumers are using their spending power to satisfy three needs: sanctuary, voice, and connection. These concepts can help us determine what, how, and where we present our products to the consumer and strongly influence the size of our market and our price premium.

Sanctuary is defined as a place of refuge. At Sap Bush Hollow Farm, we use a back porch model of retailing. People come to our farm to buy our products. They drive into our small valley, sit down on our porch and see the hogs and lambs in the pasture, or watch the chickens chasing bugs. They feel relaxed, as though they have entered

into a refuge. It is hard to believe that they get the same sensations wheeling their cart through the aisles of the local Wal Mart Supercenter.

Voice. Having a voice means that you can make a meaningful statement about what you believe in. Buying a factory-raised chicken at the local chain grocery store doesn't give a person an opportunity to express their convictions about the environment, animal welfare, excessive use of antibiotics or the importance of family farms.

Buying a chicken from our farm gives the consumer strong votes on all these issues. They can see our birds out in the pasture, read our feed tags, or even come to the farm and help on processing day. We have many customers at our farm who were formerly vegetarian, not because they didn't like meat, but because they are opposed to industrial livestock farming and now vote with their dollars for an alternative. It helps to collect newspaper and magazine articles that reflect these concerns, and share them with your customers and help them understand the significance of their purchases.

Connection. The desire for connection is extremely important to all of us. Knowledge of or participation in growing our food satisfies a primitive need. The tremendous success of Community Supported Agriculture is a strong testament to this concept. "Relationship marketing" is a fundamental premise to all farmers who are meeting their customers face to face. A sale is no longer simply a transaction - it is a connection between two individuals with a mutual concern for each other's welfare.

At our farm, we know our customers' names, and we enjoy many leisurely conversations on sale days (although we still try to have ample help available so that people who need to be served quickly can be satisfied). Each spring, my wife mails an annual newsletter with a pre-order form and a current price list. Many customers comment on how they look forward to the news from Sap Bush Hollow Farm. If the newsletter is late, they will call with concerns over the health of our family and our business. That means they feel connected to our business, and our family.

Connection is a very important component to a successful direct marketing program. If you're a recluse or extremely shy, step back and let another member of your family handle the sales. On our sale days, I do farm chores and ferry meat orders between the freezers and the sale space. My wife, daughter and son-in-law are much better with sales than I am, so I yield to their higher level of skill.

Direct marketing from your farm may not be the economic solution to all small farm problems. But if you do it well, it can go a long way to making the farm solvent. Taking the time to understand what the consumer wants and to develop the appropriate skills and marketing strategy can yield significantly higher returns than simply adhering to the rules of industrial agricultural production.

James Hayes raises - and markets — chickens, turkeys, geese, cattle, pigs and sheep with his wife Adele in Warnerville, NY.



Driving lambs.

Photo by Sap Bush Hollow

FARM INSURANCE

A twenty-five year tradition you can trust.

- ★ Three experienced agents dedicated to insuring *just* farms.
- ★ Numerous markets for *all* sizes of agri-business
- ★ We'll shop for the best fit... which means the lowest prices!

◆ Dairy Packages... ask us for a review today!

Up to 25% quality milk discount! All in one packages that include farm auto, property/equipment, additional homes, snowmobiles, ATVs, Umbrella coverage and more.

◆ Equine Insurance... Mortality, arenas, boarding, special events and more.**◆ Grain, Fruit, Vegetable, Grape Farms...**

Crop Insurance, bins, elevators, hay storage, complete packages.

★
80 years of
combined farm
insurance
experience!
★



(800) 258-2494

(585) 624-2474

e-mail: farms@mitchelljoseph.com

9 West Main St. Honeoye Falls, NY

educators, Cornell faculty, NYS government representatives, and non-profit organizations to identify needs and enhance services and educational programming for New York's small farm families.

Small Farms Research. The Small Farms Task Group and the Small Farms Program support research aimed at understanding and meeting the needs of small farms in the Northeast, including the Small Dairy Farm Business Summary; Dairy Farm Business Summary for Grazing Herds; a study of 76 successful small farm operators in NY; a study of the organic feed grain supply in the Northeast; an evaluation of professional development programs for small-farm service providers; and an exploration of organic dairy herd health maintenance practices.

Outreach and Information. In addition to publishing occasional research and Extension bulletins relating to small farms, the Program operates an email press release service, News From Cornell's Small Farms Program, which provides articles and news to farm and rural press throughout the Northeast region.

For more information about Cornell's Small Farms Program, contact Dave Smith, Director (rds4@cornell.edu) or Joanna Green, Extension Associate (jg16@cornell.edu), 162 Morrison Hall, Cornell University Ithaca, NY 14853, 607-255-9227.

STEWARDSHIP AND NATURE

Stewardship on the Small Farm

By Peter Landre

Agriculture in the Northeast contributes tremendously to the vitality, food supply and the character of our region. When it comes to taking care of the environment, farmers have a long history of proven stewardship. I heard one farmer say it best when he said, "if I take care of the land, it will take care of me".

Farmers have taken care of the land for years using practices such as strip cropping, nutrient management and intensive pasture management — to name a few — to minimize environmental impacts on and off the farm. This article will outline some of the major environmental issues that you need to consider as you manage day to day operations on your small farm. Future articles will go into detail about what some small farms are doing to protect the environment and meet business goals.

Even with all the positive efforts made by farmers today, there is always room for improvement. Each farm, because of its unique operation, soils, proximity to streams and neighbors, will require a unique (although similar) set of stewardship practices. While large animal operations are being forced to implement nutrient management plans, many small-scale farmers are working toward developing a stewardship or environmental plan, sometimes called a whole farm plan.

Why? Perhaps first and foremost is to protect the health and well-being of your family and neighbors. Following a nutrient management plan and using integrated pest management techniques for example, can greatly minimize the chances of contaminating the farm's drinking water well. Second, agriculture has been documented as a contributor to nonpoint source pollution of lakes and streams in the Northeast. Sediment, phosphorus and pathogens from manure degrade many of our streams and lakes. Finally, more and more people with a non-farm background are moving into your neighborhood, resulting in increased farmer/neighbor conflicts and litigation. Improving environmental practices on the farm and considering neighbor relations will greatly reduce these problems.

What are the major environmental issues farmers are addressing?

LITTLE BUGS YOU CAN'T SEE

Pathogens are disease-causing organisms such as bacteria, viruses, and protozoans. Of the three, the greatest threat to human health is from the protozoans known as Giardia lamblia and Cryptosporidium parvum because of their presence in livestock, persistence in the environment (they can survive for months in water) and their role in causing serious human disease.

Why should farmers be concerned about small bugs they can't see? According to Ronald Entringer, Chief of the Bureau of Water Supply, NYS Department of Health, pathogens from livestock farms pose one of the greatest risks to public health. Feces from animals six months and younger are the most likely source of these pathogens. These and other pathogens can contaminate drinking water wells, livestock water supplies, and nearby streams and lakes if manure is not managed properly.

On most farms, animal manure is considered a fertilizer resource to be managed wisely. To prevent the multiplication and spread of pathogens, you can use a multiple barrier approach. This approach reduces or eliminates the generation and transport of pathogens to ground and surface waters.

As a first barrier, reduce the amount of pathogens at the source. These controls include herd health maintenance, sanitary improvements, barnyard improvements, calf housing, and separation of young and old stock. A second barrier is landscape controls. These include erosion control, manure storage, proper timing and placement of manure, incorporation, and composting. A final barrier is stream corridor controls. These may include streambank stabilization, stream crossings, animal water systems (away from the stream), and vegetated buffers.

MANAGING NUTRIENTS

"Nutrient management" is a big buzzword these days. But it's just as important for small farms as for large farms. Mismanagement of nutrients can cause water quality problems in surface and groundwater, and can lead to human health and livestock health problems. Good stewardship means efficient use of nutrients from manure and/or commercial fertilizers. When you apply nutrients in the right amounts, at the right time, and in the right way, using the principles of nutrient management planning, environmental problems are minimized and you may well save money.

Nitrogen, phosphorus and potash are the three major nutrients used for agricultural production. Nitrogen and phosphorus are the primary nutrients of concern for water quality. Phosphorus is primarily a surface water concern, where excessive amounts promote algae blooms. Phosphorus attaches or adsorbs to soil particles, and tends to build up in high concentrations on highly manured fields. During heavy rains where exposed soil is eroded, phosphorus may runoff to nearby streams and lakes. Elevated levels of phosphorus are not known to be a direct human health concern in drinking water however.

Nitrogen, in the form of nitrate, is highly soluble and can be a nonpoint source pollutant in both surface and groundwater. Nitrate is a potential health concern at elevated levels above 10 parts per million. Nitrogen enrichment of marine systems such as the Chesapeake Bay has been linked to low dissolved oxygen, and decreased numbers of aquatic animals and plants. Some freshwater lakes are also vulnerable to excessive loads of nitrates.

Consumption of water with elevated levels of nitrate (generally greater than 100 ppm) has caused over 2,000 cases of methemoglobinemia or "blue-baby syndrome" worldwide. Blue-baby syndrome is a potentially fatal health condition in which nitrates are converted to nitrites, reducing the oxygen-carrying capacity of the blood, causing babies to appear "blue". Nitrites are known to react with other compounds including many pesticides to form nitrosamine compounds that are known animal carcinogens.

To protect the public from this problem, the US Environmental Protection Agency has set the maximum contaminant level for nitrate in drinking water at 10 ppm. Not surprisingly, livestock are also susceptible to nitrate problems similar to humans. Drinking water or feeds high in nitrate can cause methemoglobinemia in livestock. While there are no regulatory guidelines for livestock drinking water, the EPA has recommended a safe level of 100 ppm.

Nitrogen is the major focus of nutrient management programs when the protection of drinking water supplies is the primary concern. Phosphorus is the major consideration when surface water contamination is the primary concern. In New York, both nitrogen and phosphorus must be considered in a nutrient management plan.

A primary objective of Nitrogen management is to have adequate nitrate available during the growing season, but to minimize the amount during fall, winter or early spring. The key to nitrogen management is to calculate the crop nitrogen requirement, determine how much of this can be met from existing sources such as manure, and if necessary, supplement with fertilizer nitrogen using proper timing and placement techniques.

Similar accounting and precautions need to be taken when managing fields for phosphorus. With phosphorus management, however, a greater focus is placed on minimizing the erosion and transport of soil from fields to prevent phosphorus from reaching nearby streams.

A good nutrient management plan will serve as your guide for soil and manure testing; crediting nutrients from previous crops; timing and rates of manure and fertil-

izer application; calibrating your spreader; limiting runoff and erosion; and protecting hydrologically sensitive areas. For help managing nutrients on your farm, contact your local county Cooperative Extension or Soil and Water Conservation District office or a certified nutrient management planner.

TOXICS

Most farmers use pesticides to control insects, weeds, and/or disease organisms. Pesticides can also contribute to both ground and surface water pollution, and pose a threat to human health from direct exposure. Since pesticides attach to soil particles, using good soil conservation practices is vital to limiting movement of pesticides away from the field of application. Farmers are also using a variety of techniques known as "Integrated Pest Management" or IPM to efficiently use pesticides only when economically justified. In addition to following label recommendations, IPM includes such practices as insect scouting and disease forecasting. For farmers that store, mix and apply their own pesticides, a pesticide storage facility with mixing, loading, and spill safety technology is also a good idea.

Petroleum products such as gas and diesel fuel can also pose a serious threat to ground and surface water. Even minor spills or leaks can cause problems that are not detectable to smell and taste. It only takes a few quarts of petroleum to contaminate a farm's drinking water supply. Many farmers are replacing old tanks with above ground tanks with secondary containment — a multiple barrier.

Farm stewards are also concerned about neighbor relations. As more and more people from urban areas move into agricultural areas, farmers are finding that good communication with their neighbors helps reduce complaints and lawsuits. Since odors and dust are the primary concern of most neighbors, finding out the best time to apply manure and incorporating it as soon as possible can greatly reduce concerns. Some farmers have found good neighbor relations by inviting neighbors over for a tour or a BBQ.

New York State has an excellent program for environmental stewardship known as Agricultural Environmental Management or AEM. Over 1000 farms have participated in this volunteer, incentive-based program. AEM offers assistance to all sizes and types of farms to help comply with regulations, meet environmental objectives and address the business goals of the farm. For more information, contact your local Cornell Cooperative Extension or Soil and Water Conservation District office.

Peter Landre is Executive Director of Cornell Cooperative Extension Yates County.

Empire Farm Days Booth # 406




For Your Small Farm Needs

- Hay Storage, Livestock Facilities
- Anything that needs to be covered and cared for.

Naturally bright, clear-span Pre-engineered Buildings.

CNY Cover-All Buildings
 cnycoverall@northnet.org
 (315) 348-4484
 www.coverall.net/dealer/cny

Diesel Injection & Turbo Specialist
DICK LAING DIESEL SERVICE, INC.



AMBAC
 BOSCH
 STANADYNE
 Roosa Master
 LUCAS
 Cav-Simms
 ZEXEL
 Diesel Kiki
 NIPPONDENSO
 ELECTRONIC INJECTORS
 BELARUS
 Long-Motorpal

ALLIANT POWER
 BORGLANDER
 Schwitzer
 GARRETT
 FP DIESEL
 RELIANCE
 PERKINS
 CLEVITE
 PFPF CONDITIONERS
 CAT
 CUMMINS

NEW • REMANUFACTURED • REPAIRED

We Ship Daily - UPS
 • Federal • Parcel Post

UNITS AVAILABLE

GIVE US A CALL

Binghamton, NY (800) 992-3537

MEMBER ASSOCIATION OF DIESEL SPECIALISTS

Williamsport, PA (800) 326-9785

We Manufacture and Distribute All Types of Equipment for Industrial, Municipal, Agricultural, Orchards, Nursery and Snow Making

Irrigation is our Business

8:00 AM to 5:00 PM Daily
 24 Hour Voice Mail
 We Can Help and Design Your System
 1/2 Mile from I-80 in Western Pennsylvania

TICO Manufacturing, Inc.
 3143 Main St., Suite 4, PO Box 565
 West Middlesex, PA 16159
 724-528-8013 Phone
 724-528-8016 Fax
 800-813-8046 Toll Free
 Email: ticomfgjpresto@AOL.com
 Web Site: ticomfg.com

YOUR IRRIGATION HEADQUARTERS CALL or EMAIL

TICO/FERBO

Feature Product - TICO/Ferbo Hard Hose Traveler starting with FA40-125 and up to the GHC140/650 Machines. From 1.2 acres per pull to 25 acres per pull. Coverage from 5.9 acres per week to 120 acres per week of irrigation.

Pump don't haul your MANURE! We carry Rovati Slurry Pumps and when needed add a Chopper Cone for reducing Solids for easy pumping. These can also be from PTO to SAE Engine driven or Electric motor. Farm Star Pit Pals for transfer and agitation. S.M.A.R.T. Slurry Management and Reuse Technology Box for dewatering Slurry into useable Irrigation water and either Composting or Landfill of Solids. Total Manure Management. We can transfer more Slurry in 1 Day than you can spray in one week.

COMMUNITY

These Neighbors Live 52 Miles Apart

By Bill Henning

About thirty-six years ago Al Cisco bought a farm just a few miles west of Route 15 in Steuben County, and started a cow-calf operation. He and his wife Emmagene raised a family. The kids showed beef in 4-H.

About thirty-six years ago Don Gray bought a farm just a few miles east of Route 15 in Livingston County, and started a cow-calf operation. He and his wife Peggy raised a family. The kids showed beef in 4-H.

Don Gray and Al Cisco met each other through 4-H beef activities. Since that time these two farmers have become neighbors - in spite of the distance between them.

A CLOSE ASSOCIATION

Since their 4-H days, the New York Beef Producers Association (NYBPA) has been a focus of Don and Al's activities. They have both held offices and are active members. Every August you can find both of them busy at the beef barbeque put on by NYBPA at Empire Farm Days.



Don (and helper) maintaining equipment.

Over the years they have attended many conventions, farm shows, and bull sales together. They have even taken vacations together to attend the National Cattlemen's Association Convention.

Don and Al both feel they gain a lot from their participation in NYBPA. Not only do they get to network with a lot of people having similar interests, their NYBPA activities tend to keep them on the cutting edge. "You have to be willing to change in order to stay in business," says Al. Don emphasizes that today's beef producer has to provide what the customer wants.

Both Al and Don sell their calves to the same feeder. They have built a relationship with that feeder over the years and both have adapted their breeding and operations to meet the needs of the market. They get carcass evaluations back from the packer via the feeder. This gives them the feedback they need to adjust to a changing marketplace.

SHARING THE BULL

Buying bulls together has been another win-win situation for these good friends. Only in this case they've capitalized on their differences. Don's herd calves in the spring while Al has a fall calving herd. A few years ago they went to Ohio to buy a bull together. This allowed them to buy a better bull for less money per breeding by spreading the use of the bull over more cows. Since then they have bought more bulls together.

Al says, "This works because we both have closed herds." The bulls enter the herds when the calves are on the cows. This is a time when you don't want to be spreading anything contagious. Having closed herds minimizes the risk. Don and Al feel they don't have to go to Ohio anymore for bulls since the bull quality in New York has improved in the last few years.

QUALITY AND EFFICIENCY

Quality cattle are extremely important to both of these producers. Almost all of their calves will make choice grade by market time. Their goal is to qualify for the Japanese market. They rely on carcass evaluations, bull selection and

be able to develop a plan where both of you have a more secure future.

Q: I've been married for 8 years and we have two children. We have a small farm where we are able to be self-sufficient and close to our community. We have had a good marriage, but during holidays when I want to visit my parents my husband usually finds some excuse why we can't go, such as chores, illness, or some emergency that requires us to be home. How can I prevent my resentment from affecting our relationship?

First, remember that your behaviors may be judged, but your feelings aren't to be judged. Your resentment is telling you that something is wrong and needs to be change. It may be tempting to strike out in anger when you are angry, but it isn't helpful. Express your resentment in a way that leaves room for other interpretations. You may start with: "I had to cancel the trip home because we needed to be on the farm. I feel resentful and sad because the farm always seems more important than time with my family. I know you probably see it differently than I do. What are your thoughts?"

He may say that the pressure of getting the work done is

K & J SURPLUS LANSING, NY

607-533-4850 Nights 607-279-6232 Days

USED COMBINE PARTS

NEW RIM-GUARD® TIRE BALLAST

Manufactured By: Rim-Guard Inc.
P.O. Box 4012, East Lansing, MI 48826

- Ready to use liquid, easier to handle than traditional weights
- Reduces tire rusting to rim
- Non-corrosive to tire rims
- Non-toxic & biodegradable • Safe to -30C • Non-flammable
- Weighs approx. 10.7#/gal. • Patented and OSHA approved
- Used with tubes or tubeless tires on new, antique, full size or compact tractors



Dealers Wanted - (517) 351-6470

Available At Tire & Implement Dealers Throughout The Northeast



Al checking his cows.

Photos by Bill Henning

good management to make that happen. Don says, "It's easy to sell just about anything when the price is high, but it takes quality cattle to get you through the lean years."

Al has put up baleage for years, using a simple but laborious bale wrapper. Don had put up his winter feed as dry hay in big round bales. A few years ago Al purchased an inline bale wrapper. He really liked it. It wasn't long before he had it up to Don's and they were wrapping bales together. Don really liked it too. But fifty-two miles is just a little too far for that kind of sharing. Today, Don has an inline wrapper of his own.

MUTUAL RESPECT

Don Gray and Al Cisco prove that you don't have to live next door to be a good neighbor. Over the years they've gained from one another, both socially and monetarily. And they have a mutual respect. Don says, "When Al does something, you know he's researched it thoroughly before he does it." And Al says, "Don just does things right."

It appears they both do pretty well.

Bill Henning operates a grass-based beef farm in Livingston County. He is also the Small Farms Specialist with PRO-DAIRY/CCE-NWNY Dairy, Livestock, and Field Crops Team.

HOME AND FAMILY

Crossroads

By Claire Hebbard

Successful small farm families are the foundation for successful small farm businesses. This column is dedicated to farm families working together, and will provide a forum for your questions about the intersection of the farm family and the business.

Q: We have been farming with my parents for several years, and hope to some day own the farm. However, whenever my wife and I try to discuss this with them, Dad tells me I'm being too pushy. I'm 32 and have 2 children, and I'm worried about the security of my future. I'm wondering if I would be better off elsewhere.

Farm transfers are complicated. It's possible that, because your father is not ready to retire yet, he sees any desire on your part to take over the farm as a threat to his life's work. He may view the changes you suggest as criticism of his decisions and intelligence. On the other hand, his unwillingness to talk with you may come across as anger and distrust. Both of you are worried about the same thing - your futures. Conflict usually occurs where one person's goals seem to threaten the other person's goals. A first step might be to have an informal conversation with your father about your goals for the future and his. Find out what his concerns are. Have a family discussion where everyone can discuss their long-term goals. If you each work to help the other achieve their goals, the chances are that you will

stressful, and that he also wishes he had more family time - then you can commiserate together and try to figure out a solution. Or he may say that your family is a waste of time. Then you both need to explore where his negative feelings are coming from. You may find it helpful to talk to a counselor or clergyman.

Q. My husband and his father work the farm together. My husband's mother is quick to criticize my parenting and housekeeping skills. My husband won't tell her to stop. It's hard raising two preschoolers while helping out in fields as much as I can. How can I make my mother-in-law stop criticizing?

How would you answer? Send your response, or a question of your own, to: Crossroads, c/o Claire Hebbard, NY FarmNet, 415 Warren Hall, Cornell University, Ithaca, NY 14853, or email cer17@cornell.edu.

NewTime™

(800) 772-5634

- Improve Crop Yield & Quality
- Increase Profit
- Effectively Neutralize Soil Acidity

"FREE FERTILIZER WITH EACH ORDER"



MOHAWK Towne & Country Realty

SUZANNE LEAVITT

Licensed Real Estate Broker

5696 St. Hwy. 5, Palatine Bridge, NY 13428

518-673-5482 • Fax 518-673-5816

website: www.mohawk-realty.com

e-mail: mohawk6@telenet.net

NANCY DORNBURGH
Associate Broker

DAVE DORNBURGH

Licensed Sales Representative

518-993-2335

email: frogcity@citlink.net

Centrally Located
Easy to drive to

Williams
FENCE

WE HAVE ALL YOUR FENCE NEEDS.
RETAIL STORE OPEN DAILY • INSTALLATION AVAILABLE

2003 Brothertown Rd. • Deansboro, NY
315-841-4910 • Fax: 315-841-4649
Store Hours 8-5 M-F • 8-12:30 Sat.
williamfence@frotinet.net

PRODUCTION AND MANAGEMENT

Why Are They Putting Goats In The Woods?

By Charlie Mowatt

Under the guidance of State Extension Forester, Peter Smallidge, a research and demonstration project entitled "Goats In The Woods" has been under way at Cornell University's Arnot Teaching and Research Forest south of Ithaca, NY for the past five years. The purpose of the collaborative research is to assess and demonstrate: goat weight gain in woodland settings; how goats affect desired and undesired forest vegetation; and the working relationship that might be developed between woodland owners and goat producers.

Much valuable knowledge and experience was gained through the first four years at the Arnot Forest. The project showed sufficient positive results that satellite demonstration areas were set up in Sullivan County, Chemung County and Cattaraugus County in 2002. The purpose of the satellite farms was to bring the project to the direct attention of woodland owners and goat producers across the State. Personally, I believe that Pete Smallidge also had a hidden agenda in creating the satellite sites. He was becoming tired of all the goat jokes directed at him by woodland owners and foresters who visited the Arnot Forest and he wanted to spread the joy to others!

WEED TREES IN THE WOODS

Be that as it may, our Hog Hollow Tree Farm was selected as the 2002 Cattaraugus



BEFORE...

County satellite site. Here, we were particularly interested in how goats would handle honeysuckle, ironwood, and beech sprouts. Such undesirable understory vegetation was created by the differential browsing of our resident white-tailed deer population. The high populations of deer consume the desirable hard maple, white ash and black cherry seedlings, leaving the undesirable beech, ironwood and honeysuckle to proliferate in the understory.

If unattended, undesirable species will block the ability of many of our native trees and plants to regenerate. To reverse this trend, the undesirables must be substantially removed. In some similar forests, unwanted trees and plants are eliminated by spraying with glyphosate (Roundup). Of course, there are some environmental and economic questions about employing chemical sprays, but more than that, much potential goat forage is lost.

ENTER THE GOATS

Enter twenty project goats. They eat anything green that they can reach, as well as the bark of small trees. Having been born in early 2002, these Boer-cross wether kids did not have sufficiently mature teeth to damage larger, more heavily-barked over-story trees. You can see in the "before" and "after" pictures what effect the goats had on the understory vegetation in just a few days. The vegetation cleaned out by the goats consisted mainly of ironwood and honeysuckle. Remember, those are the species that the white-tailed deer passed up in favor of the maple, ash and black cherry.

But just removing the undesirable understory does not, by itself, bring back the desirable species. The white-tailed deer were



AFTER...

Twenty Boer-cross wether kids made short work of undesirable ironwood and honeysuckle. Photos by Charlie Mowatt

the cause of the problem in the first place, so they must be effectively dealt with. At Hog Hollow, deer hunting is encouraged, especially female deer. We believe that legal hunting offers the best means of curbing the rapid rise in deer population.

Among the ironwood, beech and honeysuckle regeneration, there are very occasional hard maple and black cherry saplings. They may have survived because hunting in recent years has reduced deer populations sufficiently to allow at least some of the desirable species to regenerate. In fact, some of the desirable species were scattered inside one of the goat paddocks. and were subject to the whims of the goats in the name of research. Yes, goats also feed on desirable species, just like the deer! However, there are places where white ash and hard maple seedlings haven't been able to grow past knee high, due to intense and repeated deer browsing.

A TEAM EFFORT

Each satellite's woodlot owner was teamed with a goat producer and assigned a herd of 20 goats to be kept in a woodlot through the summer. In our case, the "goat producer" was Don Wild, a Pasture Specialist with the US Department of Agriculture. The project also attracted several young volunteers. This Team was responsible for daily supplemental feeding, watering and health management of the herd, as well as fence set-up, inspection and maintenance. The Team moved the goats to new paddocks as appropriate.

Paddocks were slightly larger than a quarter of an acre in size. Past experience at the Arnot Forest has demonstrated that a herd of 20 goats will do the job in 7 to 10 days. This proved to be the case at Hog Hollow, as well. In two months, the goats went through eight paddocks that ranged in size from .26 acre to .34 acre. In all, they cleared the understory of 2.4 acres in the two months they were in the woods. In all,

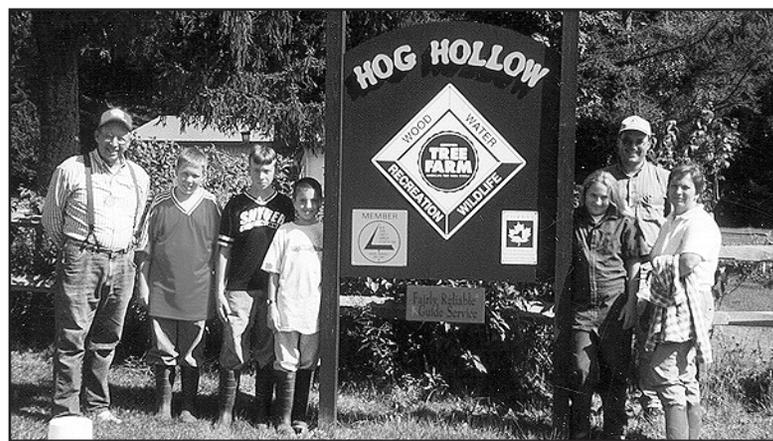
eight paddocks were used over the first two months of the project (July and August). During the last month, the goats were placed on better pasturage, including birds-foot trefoil, in order to obtain optimum weight gain before being sold.

Hog Hollow's Goat Grazing Team was recognized by the Natural Resources Conservation Service at its annual Statewide Employee Recognition Day on December 11, 2002 at Vernon, New York. The Team was honored with one of the four Flying "V" Awards for "work accomplished in support of agency goals and objectives." The presentation took particular note of the collaborative nature of the volunteer work that went into the project. just as geese collaborate in flight.

And did you know why the "V" formation of geese usually has one side longer than the other? There are more geese on one side!

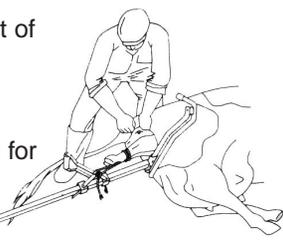
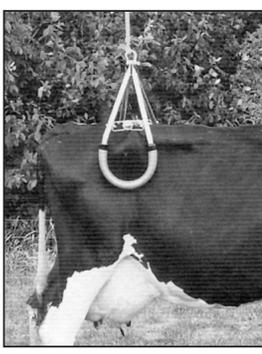
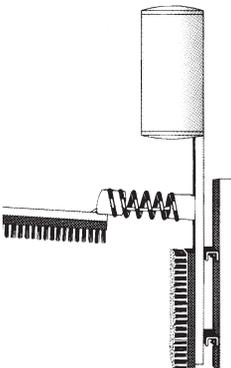
We anticipate another herd of goats to browse again at Hog Hollow Tree Farm this Summer. If you find the time, please drop by to see the activity first hand. An advance call would be appreciated, to (716) 676-3617. Ask for a location map and we'll send you one. Bring your kids to see our kids!

Charlie Mowatt operates Hog Hollow Tree Farm in Cattaraugus County, NY and is an active member in the New York Forest Owners Association (NYFOA). NYFOA is a volunteer organization made up of independent land owners, actively promoting the benefits of forest stewardship through regional chapters in the state.



Hog Hollow's Goat Grazing Team

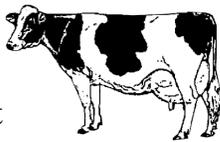
Photo by Lori Snyder (NRC&S)

<p>E-Z PASTURE PUMP</p> <ul style="list-style-type: none"> • Draw water from creek, pond, well without electricity • Protect water source from fecal contaminants • Easy for cows, calves, horses  <p>Always Fresh Drinking Water!</p>	<p>VINK CALF PULLER</p> <ul style="list-style-type: none"> • Cannot slip out of position. • Single handed calving aid • Stainless steel for long trouble free service  <p>Easy to Handle</p>
<p>E-Z COWLIFT <i>Indispensable on every farm!</i></p> <ul style="list-style-type: none"> • Nylon padding prevents bruising • Allows you to assist the cow quicker, more frequently, and in any location. • Adjusts easily to fit any size cow • Affordable 	<p>E-Z CATTLE OILER <i>Cows love to use it!</i></p> <ul style="list-style-type: none"> • Complete 2-yr. Warranty • Patented "stem" dispenser allows use of any liquid insecticide • Long-lasting bristles on brushes • Galvanized • Uses mineral oil too 
<p>A&A EZ-BRUSH & OILER</p> <p>1-800-482-6495 Fax: 519-245-3800</p>	

For Extreme Cow Comfort Ulti-Mat™

All Rubber Cow Mattress Installation

Continuous Cow Comfort -
THE ONLY All Rubber Mattress
that recovers to original shape after cow movement




Absolutely The Ultimate in Cow Comfort

- **SPECIAL NOTICE:** As of March 2003, ULTI-MAT in barns 7 years & still maintains constant Cow Comfort
- Call for References
- Inert does not promote fungus or bacterial growth
- 3" nominal thickness - also 2" available for free stall installation
- Water and acid resistant polyurethane binder
- Mattress pads are guaranteed provided the top covers doesn't have holes in it with the original installation

Zartman Farms Now Has
WOVEN WATERPROOF & NON-WOVEN
WATER RESISTANT Cow Mattress Covers

ZARTMAN FARMS

717-733-1050

820 Hilltop Rd., Epharata, PA 17522
www.zartmanfarms.com
E-mail: www.zartmanfarms@dejazzd.com

SEE YOUR NEAREST DEALER
M&G Construction • Myerstown, PA 17067
717-926-2985
McMillen Bros. • Loysville, PA 17047
717-789-3961
Melvin Lee Martin
RD#1 Box 943A • Martinsburg, PA 16662
814-793-4199

RESOURCE SPOTLIGHT**NY FarmLink — Your Resource for Farm Transfer!**

Transferring management responsibility and farm assets to the next generation of farmers is an important, but sometimes challenging process. If you're the exiting farmer, your options for retirement may be limited. If you're the new farmer, you may face a tremendous uphill battle to obtain the necessary experience, knowledge, and finances. NY FarmLink provides information and education to help create successful farm transfers and joint ventures. Check out these NY FarmLink resources:

FARM OPPORTUNITIES DATABASE

Are you or your neighbor:

- Looking for someone to transfer the farm to?
- Wanting to find a business partner?
- Trying to get started in farming?

FARM FOLLIES**A Farm Romance**

By Brandt Ainsworth

The other day my wife accused me of being "as romantic as a pitchfork". Not one to reject a compliment I told her, "Thanks. A good man is hard to find."

"I know all about it," she said, and muttered something about floors, barn boots, and calves in the kitchen. But by then I was deep in memories of romance ...back some years to my high-school days, or more appropriately; my high school "daze".

As a senior I was the most eligible bachelor for the prom. Or as my buddies pointed out; the only one who didn't have a date yet. I didn't let that worry me, I'd get a date because I knew I was smooth and irresistible in my rainbow colored suspenders and Cat Diesel Power hat that needed an oil change. Just call me Don Juan.

Within a few short months of trying I quickly secured a prom date, with several hours to spare! The lovely Bambi Simpson (no relation to Bart) was the daughter of the town's undertaker. For a cheerleader, she had it all: brains, beauty, all her own teeth, and me.

We agreed I'd pick her up at eight. To avoid jealous stares she wanted me to pick her up behind the funeral home where she could slip into the car unseen. What a surprise I had coming for her; there'd be no car! Cars are for ordinary Joes, not for Don Juan. This was, after all, Bambi's first date with an honest-to-goodness plowboy, and it was my chance to make an impression. For romance, a fine team of matched silvery-gray stallions was in order. However, I decided to make due with our exceptional team of mismatched geldings - Slug, and Stumble.

After evening milking I put on my favorite jeans, my fanciest tee shirt (the one that said "Old farmers never die...They just go out to pasture"), and my brand new "coon hunters do it all night" hat. The milk truck driver had given me that hat for a special occasion such as a tractor pull, but I couldn't wait to break it in.

With a fresh plug of chewing tobacco and my "go to town duds" on, I hitched my horses to the chariot (the farm wagon used for hauling firewood) and headed to town. Slug and Stumble pulled into the back driveway of the funeral home at eight sharp, and I saw Bambi waiting with a puzzled and unamused look on her face. I figured she was so distracted by all the empty caskets inside the open garage, that the romance of my chariot went unnoticed.

- Looking for a farm to rent?
- Looking for someone to fill a management position?
- Trying to get started in a management position?

Call Karin at 1-800-547-3276 and ask about Farm Opportunities, or find the complete listing at www.nyfarmlink.org. It includes beginning farmers looking for opportunities; retiring farmers looking to transfer the farm, farmers who are seeking business partnerships; farm management employment opportunities; and a farm rental property clearinghouse.

In 2002 we helped make 17 matches! These included five owners who provided opportunities for new farmers; seven new

I loaded my date beside me in the wagon and skillfully backed the team into Mr. Simpson's open garage to turn around, knocking down only a couple of empty caskets. Bambi was so impressed with my driving that she couldn't say a word.

As we headed to the school, the cars lined up behind us. The first two were limousines, from which the rich kids gazed after us in jealousy. Pedestrians removed their hats and offered prayers as we clopped past. We were an impressive sight, and I couldn't help but think of how Bambi was falling in love with me. At one point I thought she might even talk to me! Things were going just as I had planned.

So it came as a surprise that as I took Bambi's hand to help her off the wagon she let out a blood-curdling scream. I didn't have time to follow her gaze to the back of the wagon. And, apparently never having had their blood curdled before, Slug and Stumble got scared and took off on a gallop. Being on the ground, I was in no position to stop them.

The jolt of my team taking off sent Bambi falling backwards. As luck would have it, an empty casket had made its way aboard the wagon at the funeral home. But fortune was still with us and the casket was open - providing Bambi a cushioned landing.

The horses and wagon had room to spare through the big double doors that led to the gym. Encouraged by the screeches of bejeweled attendees, the horses made several laps around the gym's perimeter before depositing the casket at the half-court line. The team took off for home, and my classmates gathered around the casket to see which of the dearly departed had caused such an uproar.

Jaws dropped when the lovely cheerleader jumped out of the casket, very much alive. She promptly armed herself with the broom that was propping the doors open, and ran off down the street.

Unfortunately for Bambi that was our first and last date, because she failed to appreciate the efforts I had put into the evening. My wife, on the other hand, knows how lucky she is to have someone like me. This thought brought me back into the present, where I took her hand and together we stumbled over the calf on our way out the kitchen door.

My wife is a woman who appreciates a good pitchfork.

Brandt Ainsworth farms and logs using horses and oxen in Franklinville, NY.

farmers who found farms to work on; two management positions that were filled; and three renters who found rental properties. We have had a great start in 2003 as well, with 6 matches already!

NY FARMLINK BUSINESS TRANSFER GUIDES

Molly Ames, Farm Management Educator with CCE Jefferson County, says, "Over the last year, I have been involved with the NY FarmLink program, which provides educational resources, consulting, and opportunities to farm owners who wish to transfer their businesses. Two examples of the excellent resources offered by NY FarmLink are its Business Transfer Guides" and Facilitator's Guides" which help a farm family business through the confusing transfer process. One business transfer guide is for the senior generation and another is for the junior generation; both take a step-by-step approach to the issues that need to be addressed by each generation. Retirement, taxes, choosing business entities, and determining business viability are just a few examples."

In the near future, there will be workbooks for retiring farmers, beginning farmers, and farm partnerships. If you would like to order these guides, if you need to find a facilitator, or if you'd like to be referred to other

professionals that can help you with your business transfer, call NY FarmLink at 1-800-547-3276.

NEED HELP WITH YOUR BUSINESS TRANSFER?

Experienced business consultants from NY FarmNet and Cornell University can help get the process started and help you organize your personal business transfer team. We also offer a Professional Referral Service to help you with specific needs - including lawyers, bankers, estate planners, insurance agents, financial advisors, and government agencies that work specifically with the agricultural sector.

FarmLink is a sister program with NY FarmNet in the Department of Applied Economics and Management at Cornell University. Since January of 2002, NY FarmLink has expanded its products and services to support farm business transitions. Examples are our NY FarmLink business transfer guides, farm opportunities database, business consultations, and professional referrals.

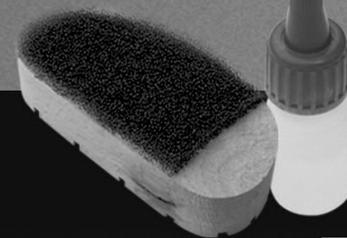
For more information about the FarmLink program visit our website at www.nyfarmlink.org, email us at info@nyfarmlink.org, or call us at 1-800-547-3276.

Small Farm Quarterly is produced by Lee Publications, Inc., and is distributed four times a year as a special section of Country Folks.

Publication dates:

July 21 and October 20, 2003; January 19 and April 19, 2004.

THE FUTURE IN HOOF
BLOCKING HAS
Arrived!



FuturaPad™

**EASY
FAST
CONSISTENT
VERSATILE
SAFE
CONVENIENT**



KANE ENTERPRISES, INC. • AG-TEK® DIVISION
www.ag-tek.com

For more information contact your nearest animal health supplier.

HOME AND FAMILY

Farm Family Meetings— More Than Just Business

By Claire Hebbard

Family is at the root of small farming. There are probably as many different kinds of “family farms” as there are “families.” However you define your family, these are the people whom you work and live with on a daily basis. Maintaining family relationships while meeting the needs of a demanding business is not always easy.

Good communication skills are at the heart of all successful farm family businesses. Ineffective communication and unresolved conflict are the most frequent causes of farm family business failure. In order to have good communication, families need to talk — regularly.

But many farm families avoid having business meetings. They may say, “We’re too busy,” “We’re not a ‘talking’ family,” “We’re afraid of hurting someone’s feelings,” “Family discussions usually end in arguments,” or “It gets too emotional”. Yet, many families do have meetings at breakfast, at dinner, or in the barn in order to discuss the business of the day. Here are some tips for making the most of your family business meetings.

Explore different types of meetings. In order to discuss the day’s business, many families have casual meetings over a meal or in the barn alley. For discussing longer-term issues (the farm’s vision, business

plan, and longer-term goals) you might have weekly family meetings, quarterly business reviews, and/or annual retreats. The particular form or schedule of meetings doesn’t matter, what’s important is that you figure out what works for your family and meets your business needs.

Plan your meetings ahead of time. Often spontaneous meetings can meet urgent needs, but regularly scheduled meetings can increase your efficiency. Scheduled meetings can be given priority, allowing members to schedule around them. You can select a neutral location and limit interruptions by unplugging the phone or television, getting a babysitter and turning away salesmen. Circulating an agenda and encouraging input to make sure the important issues are addressed will help people to come prepared.

Address issues in a timely manner and don’t ignore the difficult issues. Ignoring unpleasant situations won’t make them go away, and unresolved conflict usually only breeds resentment. If you find yourself feeling resentful or making up excuses to avoid a meeting, be aware that this may be the time when a meeting is most needed.

Set ground rules. Spend some time in your first meeting agreeing on ground rules for your meetings. You need to have rules that everyone can support, and it helps to

have these rules available for easy reference. Setting rules doesn’t need to be complicated. Here are some good rules that you might consider adopting:

- Meetings should be regularly scheduled (not random)
- All family members should be involved
- Every person has an equal voice and equal time.
- Everyone has a responsibility to listen.
- Everyone should share what he or she thinks or feels about each issue.
- Always be respectful — no yelling, name calling, or put-downs.
- Make decisions by consensus.
- Keep minutes and record all decisions.
- Don’t ignore difficult issues.
- Include planning for family fun, not just business.
- Take turns arranging, preparing for, and leading each meeting.
- Begin and end meetings on time.

Keep minutes and record decisions. Keeping a record will help you to have continuity between meetings and can help diffuse disagreements over what was agreed to previously. Records also help you to recognize the successes and progress you have made over time.

Strengthen your communication skills. Good communication skills can be learned. If your family isn’t comfortable talking or is experiencing conflict, you can get help improving your communications. In New York, the FarmNet Program works one-on-one with families to help improve family meetings, business planning, and communication skills (1-800-547-3276.) Or, call your local Cooperative Extension office and ask about these services.

Make family relationships a priority. Remember that people who help others to be successful are more likely to be successful themselves. A healthy family provides a comfortable environment for its members to openly discuss their feelings, aspirations, dreams and needs. Healthy families have members who have learned to support each other in their individuality, and to work together for common goals. Everyone’s needs and interests are important. Meetings can be used for more than problem solving sessions - use them to plan fun activities as well. Having fun and storing away the memories of good times will be a reserve you can draw on when times get stressful.

You can have a professional business and a casual family atmosphere. Balancing the multiple roles of spouse, co-worker, parent, boss, child and employee can get complicated in a hurry, but with a little awareness and a lot of dedication you can meet the needs of both your family and your farming businesses.

Claire Hebbard is a Farm Family Consultant with NY FarmNet. Her farming background and her family systems training in her work with farm family businesses.



The other guys don't even come close.

Always listening. Always innovating.

New Holland's legacy in haymaking started in 1941 with the first — and revolutionary — automatic self-tying baler. Then came the first side-deliver rake, quickly followed by a machine that combined a hay chopper and ensilage cutter — the pioneer of today's precision-cut forage harvesters.

To this day, New Holland remains a haymaking specialist by listening to farmers. When asked for a machine that

combines cutting and conditioning in one operation, New Holland answered with the Haybine® mower conditioner. Next came the Discbine® disc mower conditioner. Our large rectangular baler equipped with the new CropCutter™ system is simplifying the job of feeding large bales while greatly reducing feeding losses.

From small-scale dairy farms to large custom hay growers, New Holland

meets the needs of every operation with more choices and more models of haymaking equipment than anyone else. See the haymaking specialist — your local New Holland dealer. We're ready to listen.



NEW HOLLAND
Your success — Our specialty



Visit These New York-New England Dealers

BURT TRACTOR & EQUIPMENT INC.
1 Love Field St.
Easthampton, MA 01027
413-527-5357

KRAMER'S INC.
RFD #3 Box 245
Augusta, ME 04330
207-547-3345

GRUNDERS FARM EQUIPMENT
876 New Harwinton Road
Torrington, CT
860-489-9001

JACK MILLER'S TRACTOR & TRUCK INC.
136 North Main St.
Schoharie, NY 12157
518-295-7733

CLINTON TRACTOR & IMPLEMENT CO.
Meadow Street, PO Box 262
Clinton, NY 13323-0262
315-853-6151

WHITE'S FARM SUPPLY, INC.
RD 4, Box 11,
Jct. Rtes. 31 & 316
Canastota, NY 13032
315-697-2214

LAMB & WEBSTER, INC.
Springville, NY 14141
716-592-4924

Doebler's™

rings our bells!

corn alfalfas grasses
and soybeans!

800.853.CORN  doeblers.com

"Your Regional Advantage"®

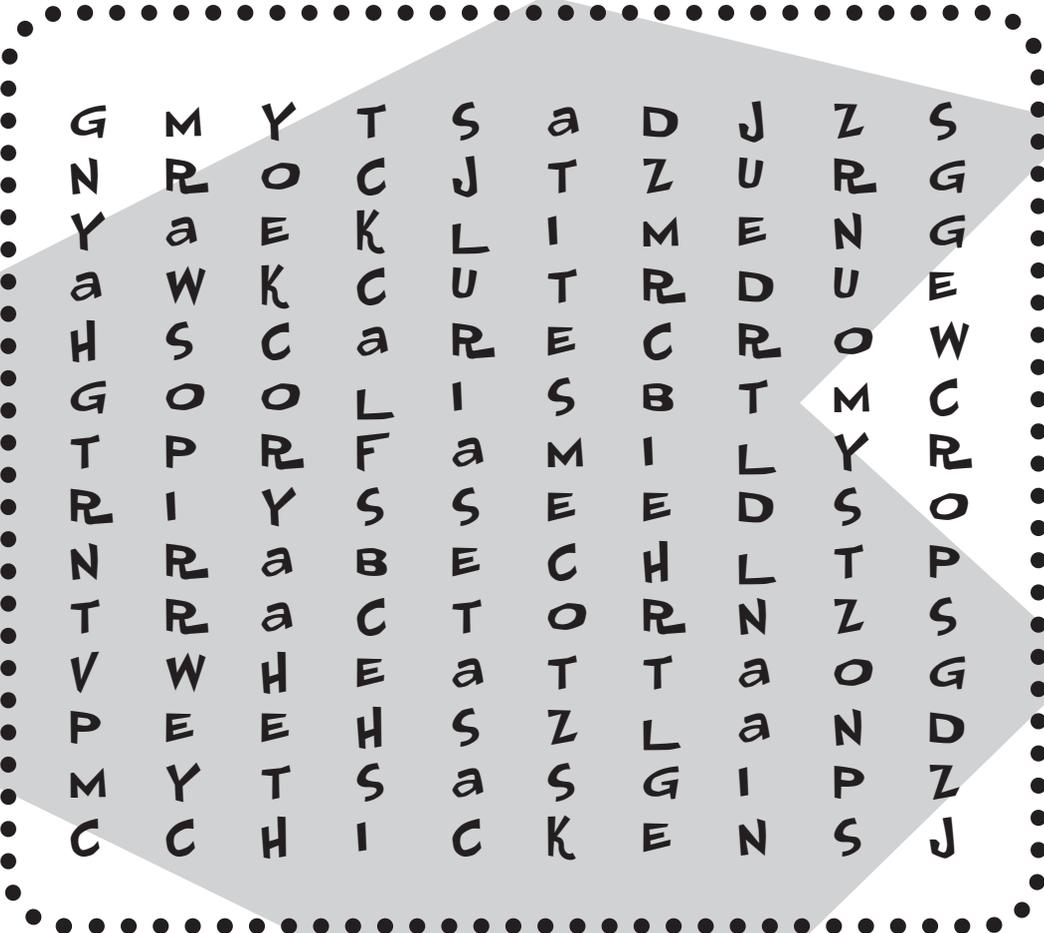
Small Farm Quarterly Youth Page

WORD PUZZLE

Words you can connect to farm and farm family life.

Words are horizontal, forwards, backwards and even diagonal!

- | | | |
|-----------|----------|--------|
| BARN | CHICKENS | CORN |
| CROPS | EGGS | FAMILY |
| GOAT | HAY | HORSE |
| LAND | MILK | PIGS |
| SCARECROW | SEEDS | SHEEP |
| SIL | TRACTOR | WHEAT |



Created by Holly and Brooke Hansen, 13 years old
Oswego County 4-H Teen Ambassadors
Answer: See page 18

Llamas Make Me Smile

By Emily Patch, Wildwood Kids 4-H Club, Oswego County Age 12

I live on a small farm in Upstate New York. We raise many animals on our farm including goats, rabbits, border collies and my personal favorite - llamas. Llamas are members of the camelid family and have been in the United States since the late 1800s. New York State's Catskill game farm is the largest breeder and promoter of all llamas in North America. In fact, many llamas in the U.S. can trace their ancestry back to this foundation herd.

Llamas have many purposes. They can be pack animals and guardians for livestock. They also produce wool. Llamas are able to carry up to 1/3 their body weight. They are allowed in many areas where horse are not, because llamas soft feet do not destroy pathways. Llamas can be sheared like sheep. Many people use the fiber either combined with wool or by itself. Llama wool does not shrink, and is lightweight and warm. Llama fiber is naturally hypoallergenic because it contains no lanolin.

Many small farmers use llamas as guardians for their livestock. Llamas are very territorial and will not allow canines within their borders. Llamas have been used to protect sheep, goats, ostrich, cow, deer, and poultry. Luckily, llamas can tell the difference between a stray dog and our own farm dogs! Llamas can also be used as companions to other solitary herd animals on the farm.

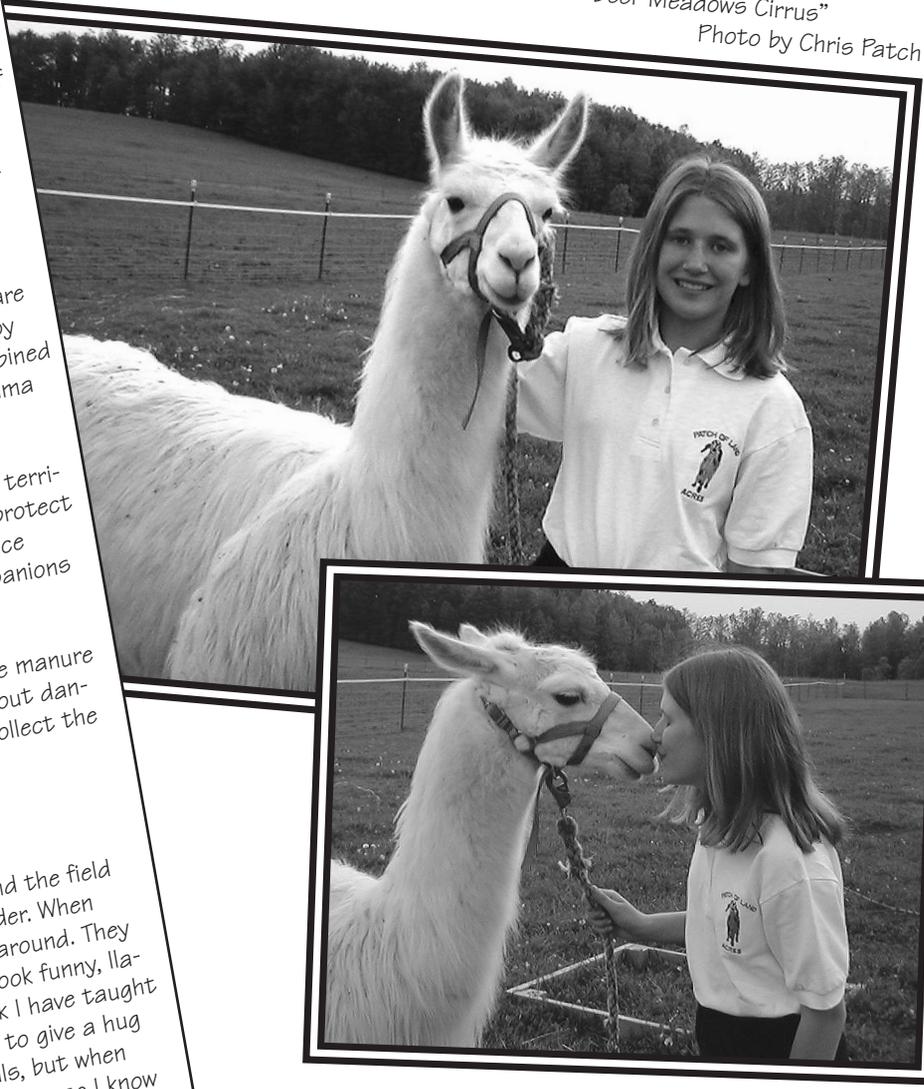
Occasionally llamas are used for pulling carts, and carrying small children. The manure from llamas is very high in nitrogen and can be used directly on gardens without danger of burning plants. Since llamas use a communal dung pile, it is easy to collect the manure for use as a fertilizer.

I personally enjoy my llamas just because they make me smile

Llamas make me smile in many ways. They are very silly. They prance around the field springing up and down like deer. They'll get in line and play follow-the-leader. When they run, they swing their head back and forth and fling their back ends around. They look like they're going to fall over, but they never do. Although they may look funny, llamas are very smart. I smile whenever they remember a command or trick I have taught them. When I am feeling a little low, my baby girl, Cirrus, is always ready to give a hug and if I'm lucky, I might get a kiss to go with it. Llamas are quiet animals, but when they do chatter, they hum. When I hear this sound it makes me happy because I know my llamas are happy.

I have been raising llamas for four years. I like to show them and have been at the New York State Fair, as well as local shows around the central New York area. I think that all kids should get the chance to spend some time with llamas. They'll always turn your frown upside down!

Emily Patch with her llama "Deer Meadows Cirrus"
Photo by Chris Patch



The Youth Page is written by and for young people. This summer's Youth Page is brought to you by 4-H Teen Ambassadors in Oswego County, NY. We believe there's a bright future for young farmers in the Northeast. Whether you live on a farm or only wish you did, we'd love to hear from you!

Write to: SFQ Youth Page
c/o Celeste Carmichael
NYS 4-H Teen Program
N130 MVR
Cornell University
Ithaca, NY 14853
cjc17@cornell.edu

Picture of Meredith's sister Kelsey Reed with Essey.
Photo by Meredith Reed



Raising Essey

By Meredith Reed, Happy Helpers 4-H club, age 15

I guess that you could say that I was born with a little bit of 4-H blood in my veins. My Grandpa showed 4-H dairy animals at the fair when he was my age. Later, he started a 4-H club for my Mom and Aunt. He also started the Jersey tradition in our family by buying my Mom her first Jersey. By the time I was 11, I had raised a Highland Beef calf and a Jersey named "Queenie" and I was hooked.

I showed Queenie for two years but my parents said I couldn't milk her, so when she was about to calve, I sold her and bought another Jersey calf. I named her Esther, but she got the nickname "Messy Essey" while she was riding in our van on the two-hour drive home. I bet you can guess where her name came from. What a trip that was! You can imagine the looks when we would stop along the way - not many people take their Jersey calves out for a car ride!

We had barely settled her in to her new home when we discovered that she was very sick. We treated her with penicillin but soon realized she was beyond our ability to treat. We called our vet. The vet gave Essey a shot and started an IV. She showed me how to take care of the IV and how to give the next dose. We began a two-hour ritual of "Essey checks", which lasted for about ten days. We gave the IV drip every 8 hours along with the 2-hour feedings. Although Essey had not died she wasn't really getting better. A blood transfusion was recommended. Our wonderful vet "Miss Ginny" drew blood from one of her own cows to give a transfusion to Essey.

Essey began to improve immediately. Within a few days we were able to give up the two-hour "Essey checks" and would only check on her once in the night. By the next spring as I began to get Essey ready for the fair, I discovered that she was really a nice looking show animal. I have shown Essey now for two years. She was Junior Champion at our Oswego County fair last year and placed 3rd at the State Fair. She was certainly worth saving.

I had her bred to calve in July of 2003, so that I could show her at both County and State Fairs. Given her history, I should not have been surprised when my carefully laid plans were suddenly changed. On April 9th I went to the barn to start chores and was shocked to discover that Esther had aborted her calf. I was very, very disappointed - assuming that I wouldn't be able to show her this year. We made a few calls for advice and finally made the decision to begin milking Esther to see if we could bring her fully into milk. We had never planned to milk cows on our farm so we had no system for milking.

I began to milk her three times a day BY HAND!! After about a week of this my parents finally found an old Surge milker. I was overjoyed (and so were my fingers). I am now milking Esther only twice a day and she is producing about 4 -5 gallons of milk a day.

My most recent challenge was what to do with 5 gallons of milk a day! I decided that it was time to learn how to make some different things with all that milk. After a few failed attempts, my Mom learned how to make yogurt. I learned how to make butter and cheese - the old fashioned way. I remembered that there was a recipe for making butter and cheese in the "Little House on the Prairie" books, so that is what I used. I have had fun making the butter, which taste great, but I won't know how the cheese tastes for another five months.

My experiences with Esther have taught me so much. I have learned how to tell when a calf is sick, when to call the vet, how to give shots and how to administer an IV. I have learned about diseases in cattle, general animal health and proper nutrition. I have learned how to show cattle and how to prepare them for the show, how to milk a cow (by hand and by machine) and now even how to make butter and cheese. The lessons I have learned are not only about caring for an animal but there are also lessons that will be useful in other areas of my life. I believe that I have learned many valuable things through my experiences with Esther. I understand more now about, commitment, diligence, perseverance, planning, how to roll with the punches, and yes, even responsibility. I know these are lessons I will be able to use for the rest of my life and I know that I will never forget my "Messy Essey". Thanks Mom and Dad!



Meredith Reed and Essey.

Photo by Linda Roll

Making a Pet Treat Pouch

By Clint Lindovski, New Republic 4-H club, age 15

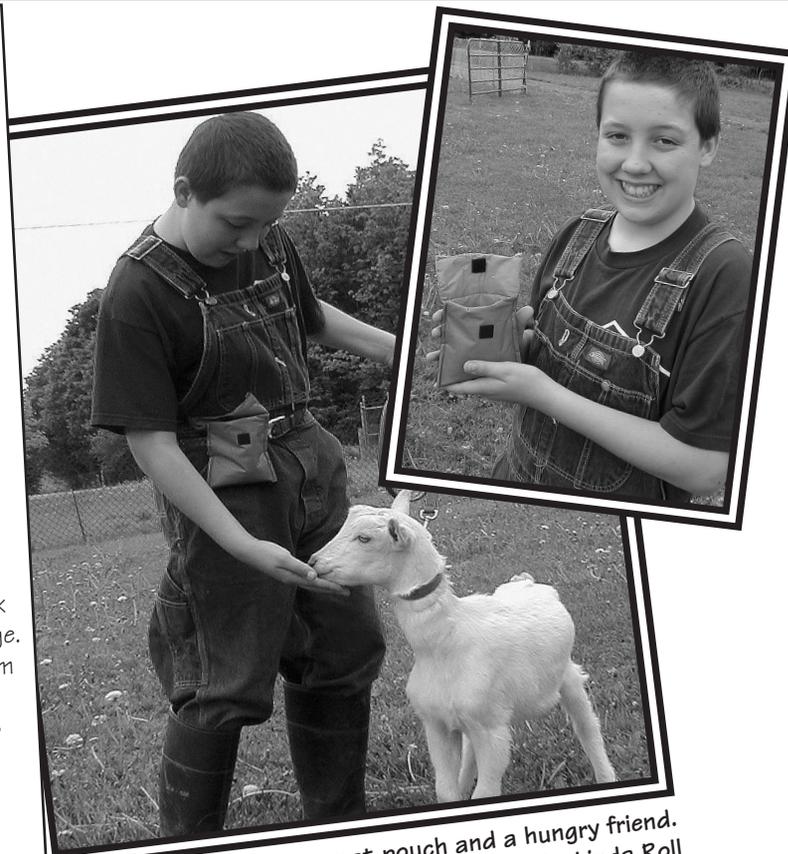
Are you tired of getting crumbs in your pocket from pet treats? This easy to clean pouch will stop that from being a problem. It will also keep your pets favorite reward on hand. The miniature sized pouch hangs on your belt for quick and easy access. It is handy to have when training your pet to do tricks or persuading him to be at his best in the show ring. The pouch is not just for a pampered pet, it can also be used when blazing new trails with your favorite pack animal.

You will need:

- * Flannel back vinyl tablecloth
- * 2 belt loops from an old pair of jeans
- * 1-inch piece of self stick Velcro
- * Ruler, marker, and a pair of scissors
- * Needle and thread or sewing machine

Directions (Parental guidance advised):

1. Fold tablecloth in half. At finished edge of the cloth, measure 13 inches up and six inches across, mark and cut. If you did it on the fold cut the fold. You now have two 13 by 6 inch pieces with one finished edge.
 2. Take the two belt loops. On the plastic side of one piece, measure 10 inches up and one inch over from the side, mark it with your marker. This is where you put your belt loops. Sew them on now.
 3. Place the two pieces together felt sides out and finished edge to the top. Sew down one side across the bottom and up the other side. DO NOT SEW TOP. Turn inside out through the top.
 4. Sew top. Measure 10 inches from the bottom and mark. Sew line across at the mark.
 5. Fold bottom up five inches and sew each side close to the edge. Apply self sticking Velcro.
- Now you have a hand made pet treat pouch that you can be proud to wear.



The author with his pet treat pouch and a hungry friend.
Photo by Linda Roll

PRODUCTION AND MANAGEMENT**Reducing Risk on the Small Dairy**

By Joan Sinclair Petzen

When we talk about risk in the context of a small dairy farm, generally farm families are concerned with uncertainty about having the farm business generate enough profit to provide a reasonable contribution to family living. Profit from your farm business is an important source of money for family living — sometimes the only source. It is important to understand the sources of risk to your farm's profitability, and how you can reduce their impact.

PROTECTING PROFIT

To get at the key sources of risk it is important to understand how profit is derived. Let's break down profit using the profitability and revenue equations:

Profit Equation:

Revenue - Expenses = Profit

Revenue Equation:

Price x Quantity (Volume of Production) = Revenue

Profit is influenced by two components; the ability to generate revenue and the cost of doing business. In New York, we are fortunate to have a data bank of information about costs and returns on dairy farms, the Dairy Farm Business Summary or "DFBS". In the New York Small Herd Farm — 70 Cows or Fewer, 2001 Summary, the costs and returns are summarized for 48 herds.

On the revenue side, most small dairies have decided upon a volume of milk they want to produce. Therefore, it's important to make certain that money is not being left on the table with respect to milk price. In the case of one small dairy I work with, the bonuses they receive for protein and quality each month amount to \$200 or about \$0.30 per hundredweight. For their family, that \$2,400 per year is important to the family's standard of living. They must pay attention to quality milk production details to achieve their bonus each month.

On the cost side, the top four expenses for the 48 farms involved in the Small Herd DFBS were: 1) dairy grain and concentrate; 2) machinery repair and farm vehicle expense; 3) milk marketing; and 4) hired labor. These expenses accounted for almost half of the cost of doing business for these farms. A farm manager needs to focus attention on specific critical areas of the business to manage them. Since management resources on small farms are often spread thin, I suggest the focus

needs to be on these key expenses when striving to enhance income by reducing costs.

COST EFFECTIVE FEEDING

Purchased feed expense is by far the greatest expense, \$33,000 or 26% of the average cost. When you add the direct cost of producing forage; fertilizer, lime, seed, and other crop expenses, and purchased forage costs, the total cost of feeding the herd grows to \$43,000 or 33% of the costs.

So let's review the keys to effective feeding of dairy cows. Cows are ruminants, forage eaters. It is important to encourage as much forage consumption as possible. Quality is the key to forage intake. Fiber, or forage maturity, is the limiting factor when it comes to producing milk from forage. High forage diets, greater than 60% forage, are being used effectively to reduce feed costs. These diets are only effective when forage quality is superior and consistent. Managed grazing, where the cows are offered fresh pasture each day, also works for increasing forage intakes. With either grazing or harvested forage, the key is to harvest the forage while it is young.

Consistency is a second factor influencing intakes. Since cows are ruminants, they rely on the micro-organisms in their gut to digest what they eat. Different micro-organisms are required to digest different feeds. Whenever you make an adjustment in type of feed or proportions of ingredients, it takes a few days for the microbes to adjust their populations to effectively digest what's being consumed. The challenge is to harvest forage quickly enough to have consistent feed to offer the cows. For both hay and corn silage, this means getting forage harvested within a few days. For grazing herds this means staging fields by grazing a new area each day and following with clipping if too much vegetation remains after the cows move on.

Several methods can be used to achieve the short harvest window goal. But the bottom line is to harvest it quickly to reduce the variability. I have driven by one small dairy for several years on my way to the office. What impresses me about this farm is all of their hay is harvested within one week at each cutting. Sometimes their hay gets rained on, but it is never allowed to grow until it heads or blossoms. When I asked this gentleman how he gets his hay done early each year, he told me two things. First, you must have your machinery

ready to go ahead of time. Sometimes that means getting out in the cold and working on things to be certain they are ready to go. Secondly, "Never let the hay get past the bud or it will not make milk. You have to forget the weatherman and watch the grass and cut it when it is ready."

USE MACHINERY WISELY

Machinery repairs, \$9,900, accounted for 8% of the average costs for small dairies in the Summary. All machinery operating costs, including repairs, machine hire, and fuel, oil and grease amounted to 12% of the total costs. For small farms, machinery is an area that requires careful decision making. How much machinery do I need? Should I hire my machine work done? Should I repair or replace a specific piece of equipment? Do I need to grow my own feed or should I purchase my forage?

Machinery needs to be thought about in systems. For example, for hay handling and storage there are several systems being used on New York farms. For dry hay, you need to choose between small bales, and large round or square bales. For silage, there are wrapped round bales, Ag Bags, upright silos, bunk silos, and piling on the ground. A common mistake among small farms is the incorporation of too many forage handling and storage systems. This leads to over investment and added cost of maintaining several lines of equipment.

CONSIDER YOUR MARKETS

The third largest cost, 7%, is milk marketing cost. That is not a production cost but rather a marketing cost. It is important to note that marketing costs for small dairy farms in 2001 ranged from \$0.57 to \$1.20 per hundredweight. The average was \$0.89 per hundredweight in 2001. There are sig-

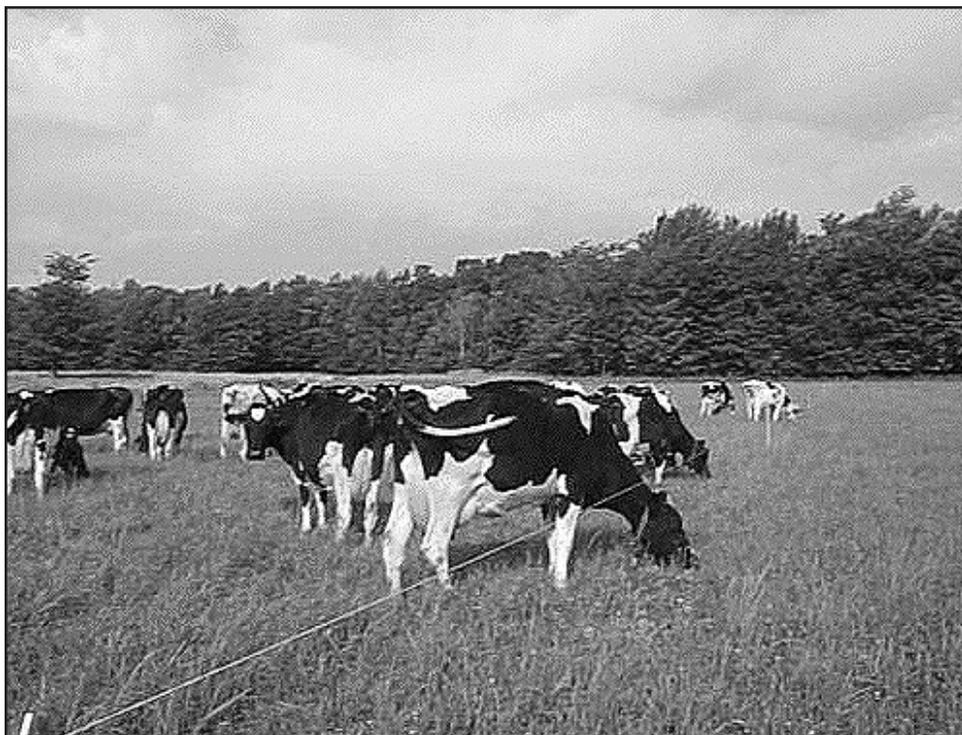
nificant differences among small farms in what they are paying for milk marketing costs. A 10% savings in milk marketing costs for the average small farm would be \$900 per year. It just might be worth investing a little time every few years to make certain your milk market is offering you the best deal possible.

MAKE THE MOST OF YOUR HIRED LABOR

The next largest cost is hired labor. Yes, small farms often hire some labor. In 2001, the average cost of hired labor on small dairy farms was \$7,000 according to the Dairy Farm Business Summary. That is 5% of total costs. Hired labor can be a particularly good investment when labor needs are at their seasonal peak. Since labor, whether hired or family, is almost always in short supply on a small dairy, it is important to use it wisely. Plan and prioritize the tasks that need to be done each day. Give clear directions. Make certain that each person knows what is expected of them. Make a list of tasks that people can work on if they finish an assigned job and put it in a place where everyone can refer to it easily.

Reducing your risk is about keeping track of the details and being organized. A good place to start is to work to reduce the "big" costs: feed, machinery, marketing, and labor. Managing these items is the best investment of the time you have available for managing your small dairy farm business. This investment will yield increased farm profit dividends for your family to enjoy.

Joan Sinclair Petzen is Extension Issue Leader in Business Management with Cornell Cooperative Extension - Allegany/Cattaraugus Counties.



A well managed grazing system is one way to control feed costs and protect profits.

Photo by Desiree Otley



Make new
and interesting
friends at
SUNY Morrisville.

AGRICULTURE DEGREES AT SUNY MORRISVILLE.

From cows to horses, fish to plants, and engines to computers, degree programs at SUNY Morrisville are top-notch.

- More than 70 bachelor and associate degree programs and options
- Bachelor degrees in agricultural fields: Dairy Management, Equine Science and Renewable Resources
- Equine Institute with breeding facility, half-mile racetrack and indoor riding arena
- Freestall dairy complex with milking parlor and mini-dairy processing plant
- Laptop program and wireless technology; named America's #1 Most-Wired by *Yahoo! Internet Life* magazine for two consecutive years
- More than \$750,000 in scholarships and awards offered
- On-campus housing in ten residence halls

AGRICULTURE PROGRAMS AT SUNY MORRISVILLE:

Agricultural Business, Agricultural Engineering Technology, Agricultural Mechanics, Agricultural Science, Animal Science-Dairy, Aquaculture and Aquatic Science, Dairy Management (bachelor degree), Diesel Technology, Equine Science (bachelor degree), Equine Racing Management, Equine Science and Management, Horticulture, Landscape Architectural Technology, Natural Resources Conservation, Renewable Resources (bachelor degree).

MORRISVILLE
STATE UNIVERSITY OF NEW YORK

WWW.MORRISVILLE.EDU

800-258-0111

an equal-opportunity institution

COMMUNITY

A Farming Community

By David Kline

My parents were married in January of 1929 and moved to this Holmes County Ohio neighborhood in February—a neighborhood that was largely French Catholic but also included some Protestant families, along with a scattering of Amish families. This diversity of religious beliefs did not hinder the families from working together. They needed each other. Not every art and skill needed for rural living was known by every person in the community. So the people who had a particular art or skill in their possession shared it with their neighbors.

Father died last winter. He was 87. For 64 years he was a part of this community. Father was one of those rare people who possessed many of the arts and skills needed in thriving rural communities. Besides being a farmer and husbandman, he was a thresherman (a title that that also included silo filling, corn husking with the machine, fodder shredding, and clover hulling,) a sawyer, an orchardist, his own mechanic, a carpenter (he could design and build anything from kitchen cabinets to mortise and tenon frame buildings), for a short time his own blacksmith, plumber, and for a while he even whitewashed our milking stable using the orchard sprayer. His stiff lime-covered coat still hangs from a spike on the shop wall. These talents he freely shared with the neighbors.

Father kept a diary from 1941 through 1943 and then from 1949 to early 1959. From reading the diaries I was astonished at the number of days Father spent helping neighbors. For example, one week in November of 1943 showed him at a different neighbor's farm every day:

- Monday: Husked corn at John Rothacker's. (A Lutheran family)
- Tuesday: Helped Mrs. Miller. (Her husband was in a mental hospital)
- Wednesday: Helped Eli cut logs. (Amish)
- Thursday: Husked corn for Mrs. Dan Kaufman. (A widow)
- Friday: Husked corn for Clarence Besancon. (Catholic)
- Saturday: Husked corn for Levi Kuhns. (Conservative Men-

nonite)

Naturally, Father and the neighbors helping to do the work would eat the noon meal with the farm family where the work was done. He would often talk about the excellent cooks they encountered throughout the community. In the fall, once the sweet potatoes were ready, Pearl Stutz could prepare candied yams no one could match. It seemed every farm wife had one special dish she excelled in.

This all began to change soon after the Second World War when the mechanization of agriculture began to gain momentum. For awhile the Industrial Revolution may have helped to build a community, or at least didn't do a great deal to destroy it. For instance, the threshing machine and mechanical corn husker still needed the help of neighbors to operate efficiently. But as the war economy shifted to a peacetime economy, farmers were pressured to modernize and that meant buying bigger and more "efficient" tractors and machinery.

While the Amish resisted this pressure to change, and still do today, so did many of our other neighbors. One of the Catholic farmers, in the late 40's, sold his farm at auction rather than change to tractor farming. The Lutheran neighbor never cared for the "new" neighborless farming and still threshed through the late 1950's, until it simply became too unfashionable in his society to do so. With his leaving and art was lost; he had been one of the best straw stackers in the neighborhood.

I believe it is safe to say that the machine became the great destroyer of community. What was a gradual change up to about 1950 suddenly became an abrupt, almost brutal process. Unfortunately, the acquisition of labor-saving farm machines often had far-reaching effects. Even for the Plain communities. Greater than anyone anticipated, if anyone even was anticipating the harm that could result from the changeover.

As the neighboring farmers began the change to more modern agriculture, fewer of their sons and daughters returned to the farm or the community when they graduated from college, as most of them did. Many went on to successful careers elsewhere. Also, their interests changed. In

the past the holy days were always celebrated in the home or at the church with their neighbors and friends. Now there was a shift away to distant places. Likewise, for recreation the themes changed too.

The majority of Amish have attempted to preserve the working together of communities by restricting the use of certain machines on the farm. When the machine in question replaced the need for the help of neighbors, such as the grain combine instead of threshing or the forage chopper instead of silo filling, the church leasers said no, too much will be lost. Even the telephone in the home is rejected in favor of face to face communication. In other words, when the issue is between self and community, community is chosen.

Not all the Amish have the sharing community view. A small number, even from among the most conservative, have chosen not to be part of neighborhood threshing and silo filling. They can do it themselves and have become non-participants in the community.

Our community has a broad spectrum of Plain and formerly Plain churches—as many as twenty different denominations, from the ultra-conservative to the ultra liberal. It is interesting to observe the views of the different churches on the importance of neighboring or community as the pendulum swings from conservative to liberal. For the one, it is crucial to their Christian beliefs to work and share together. Self is given for community. For the other, plain living has been discarded and their idea of community is to support the local basketball team and the fire department (which the conservatives do, too) and maybe carpooling to the mall.

To illustrate these opposite views I would like to give the example of two farmers. The one made the remark, "We'll cut all our oats and bale it for hay so we won't have to help the neighbors thresh." The other had tears in his eyes when he told me that his neighbor had dropped out. Not because he couldn't get his crops harvested, but that the blessing of helping his neighbor was taken away.

David Kline farms and writes in Fredericksburg, Ohio. He is the author of two books, Great Possessions and Scratching the Woodchuck.



Do you grow

- Fruit commercially?
- Vegetables commercially?
- Christmas trees?

Do you own a

- Farm market?
- Commercial greenhouse?
- Commercial nursery?

If the answer is yes to any of these, then Country Folks Grower will help your business. Published monthly, Grower carries news and advertising for the professional horticultural industry. A one year trial subscription is free.

Country Folks GROWER

Published by Lee Publications, Inc.
P.O. Box 121
Palatine Bridge, NY 13428
518-673-3237 • Fax 518-673-2381
Subscriptions 888-596-5329

As an industry professional it is important that you stay on top of what's happening in horticulture. Each month Country Folks Grower provides you with regional features, news and advertisements. To receive Country Folks Grower every month at no charge, simply fill this card out and fax or mail it back to us.

Please Check Which Edition You Would Like To Receive

- MIDWEST EAST

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

SIGNATURE _____ DATE _____

Postal Regulations Require Signature

PLEASE CHECK APPROPRIATE BOX

- Educator Specialist Agent
 Advertiser Sales/Marketing Owner Other
INDUSTRY INVOLVED IN: (Please check all that apply)
 Greenhouse Vegetable Tree Fruit Small Fruit
 Nursery Christmas Farmers Market
 Garden Center Direct Market

**Country Folks Grower
P O Box 121, Palatine Bridge, NY 13428
SUBSCRIPTIONS: 888-596-5329 FAX: 518-673-2699**

HOME AND FAMILY

Guidelines for Children's Agricultural Tasks - Driving a Farm Tractor

Children grow up right before our eyes and each child has unique characteristics that develop over time. Because of the wide variation in children's growth and development as well as the diversity of agricultural practices, specific recommendations for children's work in agriculture cannot be based on age.

By using the following guidelines adults can match up a child's physical and mental abilities with the tasks involved in completing different agricultural jobs. Ideally, children and adolescents will gain meaningful work experience with minimal risk of agricultural-related disease or injury.

DEVELOPMENTAL CHECKLIST & RECOMMENDED SUPERVISION FOR DRIVING A FARM TRACTOR (NO IMPLEMENT ATTACHED)

ADULT RESPONSIBILITIES — ADULTS NEED TO MAKE SURE:

- All safety features are in place (rollover protection structures, seatbelts, shields in place, proper lighting and marking)
- A pre-operational service check is completed
- Children do not operate tractors after dark or in bad weather
- Work area is free from hazards
- Two-way communication is maintained
- Long hair is tied up

HAZARDS

- Collision with fences/tree causing traumatic injury*
- Tractor rollover causing death or permanent disability*
- Tractor runover causing death or permanent disability*
- Noise causing hearing loss
- Slippery/uneven surface leading to slips, trips, and falls

IMPORTANT STEPS

- Non-skid shoes*
- Hearing protection*
- Tight fitting clothes

CHECKLIST: CAN YOUR CHILD DO THIS TASK?

1. Can the child reach and operate all controls while wearing a seatbelt (or remain completely seated on a lawn tractor)?
 YES
 NO - STOP! Inability to reach controls will increase the risk of injury.
2. Does the child have the strength to fully operate the controls without using both feet or using excess strain?
 YES
 NO - STOP! Inability to fully operate tractor controls could lead to injury.
3. Does the child have good peripheral vision (for example, while looking straight ahead, can the child see your finger entering his or her field of vision at shoulder level)?
 YES
 NO - STOP! Limited vision can decrease a child's ability to see people or obstacles in the work area.
4. Can the child use his or her hands and feet simultaneously (for example, run and dribble a basketball)?
 YES
 NO - STOP! Children that lack coordination may lack the ability to safely drive a tractor.
5. Can the child understand and consistently repeat a 10-step process for small

tractors and up to a 20-step process for large tractors without written instruction?
 YES

NO - STOP! Children unable to remember the steps to a process are at increased risk for injury.

6. Does the child have a quick reaction time?

YES

NO - STOP! A quick reaction time is needed to prevent injury.

7. Can the child recognize a hazard, problem solve, and respond without getting upset?

YES

NO - STOP! The ability to calmly problem solve is needed to prevent injury.

8. Do you trust your child to do what is expected without checking on him or her (is your child responsible)?

YES

NO - STOP! Irresponsible behavior can lead to injury.

9. Does the child usually go with his or her "gut" feeling without thinking too much about the consequences?

YES - STOP! A child that demonstrates impulsive behavior is at increased risk for injury.

NO

10. Does the child do "dangerous" things for the thrill of it?

YES - STOP! A child that demonstrates dangerous or risk taking behavior is at increased risk for injury.

NO

11. Has the child received training on how to operate the tractor (tractor certification or equivalent)?

YES

NO - STOP! Adequate training is needed to prevent injury.

12. Has an adult demonstrated the specific job (driving a farm tractor) on-site?

YES

NO - STOP! Children learn best by being shown how to do the job at the worksite.

13. Has the child safely demonstrated the job successfully 4 to 5 times under close supervision?

YES

NO - CAUTION! An adult must provide constant supervision until the child has demonstrated competence.

14. Can an adult supervise as recommended?

YES

NO - STOP! Adequate supervision is key to injury prevention.

APPROXIMATE AGE RECOMMENDATION AND SUPERVISION:

The age and recommended supervision for tractor operation is dependent upon the horsepower, type of tractor, and job that will be performed.

12-13 years - Only if tractor is less than 70 horsepower. Nearly constant supervision progressing to intermittent based on ability and successful demonstration

14-15 years - Intermittent supervision progressing to periodic based on ability and successful demonstration

16+ years - Periodic supervision. A child must be 16+ years to drive an articulated tractor or drive on a public road.

The North American Guidelines for Children's Agricultural Tasks were developed by the National Children's Center for Rural and

Agricultural Health and Safety at the request of parents in the Ag community. They're designed to help prevent children from being hurt or killed on the farm. If you'd like to learn more, call toll-free: 888-924-SAFE (7233), or online go to www.nag-cat.org.

RESOURCE SPOTLIGHT

Your Public Library

Free access to ideas and information is essential to a responsible citizenry, and is as fundamental to America as are the principles of freedom, equality and individual rights. It is upon this premise that our public library resource collections are built. The library is an integral part of the community and reflects the interests and information needs of the patrons who use it, especially in small communities.

There are many, many ways that libraries can and do meet the information needs of small farms. Libraries today are not only collections of books. They are Information Retrieval Centers with collections of videos, books on tape, CD's, computers and computer programs and books. They are centers with trained personnel to help you access, interpret and use information. And for many farmers without access to the internet at home, the library may be your only gateway to this important information resource.

Here at the Wayland Free Library in Yates County, NY, patron requests for information

on raising goats, poultry farming, vegetable cropping, farm market management, milk and egg production, cheese making, flower gardening and countless other related subjects are the indicators that demonstrate the need and justify the library's programming and purchasing. We also support local farms by promoting educational programs such as seminars, forums, and a "Back to the Land Fair."

Our library was also selected by NY Farm Bureau to receive a "Little Red Barn" collection containing videos, books, lesson plans, classroom activities and resources on all kinds of farming topics. Teachers and parents will be invited to use the materials with their elementary school students.

Your own public library, no matter how small, can be an important resource for small farm information. Talk to your librarian and find out how they can help.

Marian Crawford is Director of the Wayland Free Library in Wayland, NY.

Hesston Balers

Model 855

You'll like our new 800 Series round balers, especially the Model 855 that rolls out the popular square-cornered, hard-sided 5x5 bale.

Widest pickup in the field.

The 855 has a 92-inch wide, low-profile pickup. It's the widest in the industry so you can handle wide windrows and sharp turns with ease.

An innovative new stuffer system lifts hay evenly into the chamber so you can make consistent high-quality bales.

Centering augers move the crop smoothly into the bale throat while stuffer fingers lift it gently into the bale chamber.

Nice round bales.

Great features.

There's much more – hydraulically activated slip clutch, bale density control, laced belts for easy service and dual twine arm with positive twine cutoff.

If you're looking for a new round baler, see your Hesston dealer today and check out the new 800 Series.



JAVA FARM SUPPLY, INC.
4862 Rt. 98
North Java, NY 14113
585-457-9421

SANDY LAKE IMPLEMENT
3675 Sandy Lake Rd.
Sandy Lake, PA 16145
724-376-2489

KELLY'S GARAGES
7239 Rt. 20A • Perry, NY
716-237-2504

SALEM FARM SUPPLY, INC.
Rt 22 • Salem, NY
12865
518-854-7424

MARSHALL MACHINERY INC.
RR 4, Box 630
Honesdale, PA 18431
570-729-7117

SHARON SPRINGS GARAGE
Rt. 20
Sharon Springs, NY
13459
518-284-2346

J.E. ANDREW & SONS FARM & LAWN EQ. INC.
2931 Leach Rd.
Espyville, PA 16424
724-927-6440

TIPPLE EQUIPMENT, INC.
County Rt. 9 Box T
Mellenville, NY 12544
518-672-4059

PRODUCTION AND MANAGEMENT**Automatic Take Offs for Stall Barns? Pros and Cons**

By Mariane Kiraly and Paul Cerosaletti

Over the years several farmers have asked us about the benefits of adopting automatic take off for stall barn milking. The following are our opinions on the subject!

ATOS FOR STALL BARNs? YES! SAYS MARIANE

Delaware County has many farmers who work alone or with a partner in tie-stall barns. Many of these farmers are milking from 50-100 cows and are looking for ways to make the milking process more efficient, and easier on the back and knees. There is also a need to continue to make quality milk and garner the premiums that go along with lower somatic cell counts. This is where automatic take-offs (ATOs) can be a solution.

Milk quality depends on the milking routine, the cows and their environment, and the milking equipment. The milking routine requires consistency whoever is milking the cows. Everyone knows that over-milking can cause high somatic cell counts and mastitis, so the milking machine needs to come off when the cow is done.

Over-milking will also lead to a longer milking time because the milker is on longer and it trains the cow for slower milk let down. Numerous studies have shown a cor-

relation between over-milking and slow milk flow. Consistency with ATOs can help train cows for faster milk let down and a higher flow rate. When they are set properly they come off when the cow is done milking and over-milking is not an issue.

A typical setting for detachers is .5lbs per minute for 2X milking and may increase to 1 pound for 3X milking. ATOs bring consistency to milking regardless of who does the milking. The farmer can be assured that if he has a relief milker, the cows will be milked exactly the same as if he was there.

Another feature of ATOs is that if the milking machine is kicked off, it is drawn up by the take-off and doesn't land in the bedding or (worse yet) in the gutter. This also aids milk quality by lowering bacteria counts.

Recent advances in technology have made ATOs very reliable. They have a milk flow sensor that can be mechanical or electronic. ATOs in stall barns or flat parlors reduce the number of deep-knee bends by one per cow or 25%, and can increase operator comfort and efficiency. We all know of farmers who have had one or both knees replaced due to repetitive knee bends. A farmer milking 50 cows twice/day will reduce knee bends by 100/day, 700/week or 36,500/year and that's a LOT of knee bends.

Another reason why several local farmers have installed ATOs, especially on single operator farms, is that they can attach the milking machines and make use of that time to make a phone call, run out silage, tend to calves, or do some feeding. They don't feel as much stress while milking because one person can run four or five units and he or she does not feel rushed to get to each unit in a timely fashion. In addition, the ATO can increase cows milked per operator per hour.

Costs of ATOs can be \$1300 each and up depending on extras. Since it is something that is used every day, new units are recommended unless used ones are in excellent shape. Reliability of new models is very good. All types of barns and setups can use ATOs and they can help enhance quality premiums, reduce fatigue, and make milking a more pleasant procedure for cows and farmers alike.

ATOS FOR STALL BARNs? MAYBE NOT, SAYS PAUL

Let me first say that I'm not opposed to adopting technology to reduce labor and improve efficiency in stall barns. A little less wear and tear on the farmer's body is a good thing! But in my opinion there are only certain instances where ATOs are a good investment. These are: 1) Where there are multiple milkers and you seek to standardize milking procedure amongst milkers; or 2) Where the current milking procedure is being performed as efficiently as possible and the current milking crew can't get milking machines removed in a timely fashion and/or there is vacuum capacity to add more milking units, but not enough milkers to get units removed in a timely manner.

If you're considering ATOs in order to get milking done faster (and better) because they will remove units before you can, ask yourself — why is this the case? Is it because the ATOs don't machine strip cows, massaging the udder and pushing down or pulling down on the unit? Remember, ATOs remove units when milk flow gets to a certain rate, regardless of whether the udder is milked out evenly and completely.

So why can't you do that too and save the \$1300 per ATO? Admittedly, it helps to have to see through claws or teat cup shells to do this. But it seems to me that \$1,300 a unit is a stiff price to pay just to get around machine stripping. I for one can train myself not to machine strip for far less than that. And woe to the farmer that buys ATOs, and then goes back and reattaches them on more than 10% of the herd, because "she didn't milk out the way I like". This will make milking take even longer than before use of the ATO.

FARM FOLLIES**You Know You're A Farm Wife When...**

...You make room in your kitchen for a newborn donkey.
 ...You spend the longest, hottest day of the summer chasing a renegade llama instead of sipping iced tea at the pool.
 ...You feed the "barnyard babies" before any member of the family eats.
 ...Your daughter's pet goat thinks it's a game to have you chase him through the house.
 ...You buy pet food by the pallet.
 ...You are tired of waiting for the contractor so you change the attachments on the skid loader and do it yourself.
 ...You buy a truck with an extended cab, long bed, and camping package, instead of the luxury sedan you thought about.
 ...You hear a tapping at the door in the middle of a snow storm, only to answer it and find a rooster who has been locked out of the barn.
 ...The goats have claimed your old car as 'theirs' and throw a fit if it is not left out in a place where they can access it and sleep on its roof.
 ...Your husband squirrels away money to remodel your yellow and lime green sixties kitchen and YOU spend it on a new barn.

Reprinted by permission from Cindy Rivers, www.riverscritters.com.

**You've Gotta Drive One**

AGCO brand tractors are designed to knock out all competitors with:

- Turbocharged Cummins® "B" and "C" Series engines
- Quiet, spacious cabs
- Top-of-the-line transmissions standard
- Industry-leading hydraulic performance

Stop in today. Step into the ring. Take the wheel. You'll see why power to power, feature to feature, dollar to dollar, AGCO tractors are the undisputed champions.



AGCO® is a registered trademark of AGCO Corporation.

AGCO
you've gotta drive one.

BENTLEY BROTHERS INC.
13936 State Rt. 31 • Albion, NY
716-589-9610

CORYN FARM SUPPLIES, INC.
3186 Freshour Rd. • Canandaigua, NY
585-394-4691

TIPPLE EQUIPMENT, INC.
Country Rt. 9 Box T
Mellenville, NY 12544
518-672-4059

SHARON SPRINGS GARAGE, INC.
Route 20 • Sharon Springs, NY
518-284-2346
6799 State Rt. 23 • Oneonta, NY
607-432-8411

DEVINE SALES & SERVICE
Rt. 7 • Ferrisburg, VT
802-877-3302

ELDER SALES & SERVICE, INC.
4488 Greenville-Sandy Lake Rd.
Stoneboro, PA
724-376-3740

MARSHALL MACHINERY, INC.
RR#4, Box 630 • Honesdale, PA
570-729-7117

HOME AND FAMILY

Home-Grown - It's More Than Just Good Food

By Bill Henning

People of the Amish and Mennonite faiths have a long tradition of operating small farms successfully. One of the key factors that contribute to their success is their low family living expense. A significant part of their cost control is derived by producing as much of their own food as possible.

This article is the result of an interview with the father and mother of a Plain faith family in Yates County, New York. Due to their faith they prefer to remain unidentified, so we'll just call them the Smith family. There are twelve members of this family: the parents and ten children ranging in age from about 18 months to 17 years.

THE SOUL OF THE FARM

Gene Logsdon, agrarian author, describes the garden as the soul of the farm. Father Smith understands that well, especially in today's mechanized agriculture where speed and noise often inhibit the opportunities for building relationships with children.

The back door of the Smith's kitchen opens to a cornucopia of abundance. The half-acre garden produces radishes, onions, carrots, lettuce, cabbage, cauliflower, sweet corn, peas, cucumbers, string beans, potatoes, strawberries, asparagus, cantaloupe, tomatoes, watermelon, peppers, rhubarb, mint, sweet potatoes, lima beans, kohlrabi, squash, and popcorn.

The orchard provides sweet and sour cherries, plums, apricots, six varieties of peaches, pears, persimmons, and eleven varieties of apples. Vine crops include grapes, blackberries, and raspberries.

The farm also produces beef, pork, chicken, eggs, and milk. The family consumes one or two gallons of milk each day, and home-made ice cream is an often-enjoyed treat.

WHAT IS ALL THAT FOOD WORTH?

Let's consider how little food the Smith family needs to purchase. Grocery shopping is done about four times a year. Price is important and they purchase many items in bulk or in large quantities. Here's what they buy: pretzels (a lot of pretzels!), box cereal, crackers, chocolate chips, some ice cream, macaroni, noodles, cheese, hot dogs, flour, sugar, salt, oatmeal, whole wheat (for home-made bread), and coffee. They spend an estimated \$1,600 per year for groceries, and feel that this is extravagant compared to the food expenditures their parents made when they were children.

Each month the USDA publishes estimates of family food costs at four different levels: Thrifty, Low-cost, Moderate-Cost, and Liberal. Based on the USDA's figures, if the Smith's family of twelve purchased all their food at grocery stores and prepared their meals at home, their annual grocery store expenditures under the Low-cost Plan would be \$17,214. If you compare this amount to the estimated \$1,600 the Smith's actually do spend on groceries, their home grown food yields a gross return of over \$15,000 annually. That figure jumps to over \$21,000 annually on the Moderate-Cost Plan.

THE GREATER VALUE IS NOT MEASURED IN MONEY

Saving money is great, but Father and Mother Smith agree that home-grown food also provides an invaluable learning experience. Each child learns that a job is not done until it is done right. If a row of beans is not completely weeded, the weeder will stay on the job until all the weeds are pulled. The children learn how to follow instructions and come away with a sense of accomplishment.

This is all done in a positive light and almost always involves a team approach. There is a great deal of family interaction with time to talk. Parents and children work side by side. In this case the "men" do most of the producing work, gardening and tending stock, while the "women" do most of the processing. Beyond the conversations, singing and games are also common pastimes during the day's activities.

Allowances are not an incentive for all this activity. Every one pitches in simply because they are part of the family. When the family works together they have the opportunity to enjoy one another. In this perspective, what might otherwise be viewed as drudgery now becomes fun. The focus is not so much on the work but on the joy of good fellowship.

The Smith children already have a wealth of great memories they will carry for the rest of their lives. Whether from cleaning stock pens, picking stones, pruning trees, or picking berries, the family's close bonds have been tied tight through countless hours of productive associations. So much so, that the children look forward to new seasons, new gardens, and new harvests.

IN SEASON, AND IN WINTER

Having a garden just outside the kitchen and an orchard just a few steps farther represents an opulent convenience, especially by today's standards. A diverse variety of foods changes as the seasons progress, and creates anticipation for the next gourmet delights that await those who harvest. As Father Smith sees it, "Fresh-picked produce is a mouth-watering delight that is to truly savor!"

Father and Mother can look to the winter season comfortable in the knowledge that there are two big freezers filled to the brim. There are over 600 quarts of canned fruit alone, not to mention a cold storage room full to capacity. "We would feel guilty buying food in a store," Father says, "when all this is available right here."

Mother Smith feels good about the quality of food she puts on the table. She knows all about their home produced food: how it was grown, how it was harvested and how it was processed. Whatever additives there might be in their home produced food, she takes consolation in knowing exactly what they are, and they all meet with her approval.

THE BOTTOM LINE

After reviewing a draft of this article, Father Smith sat there, somewhat puzzled, and then tried to sum up it all up. When he got done we both knew what he meant. Neither of us quite knew how to say it.

This is an attempt at making his point: When apples are brought up out of the storage in the winter and the children say, "Are these our apples?" you sense they have a feeling of being a part of something important - something meaningful. Whether it is apples, or onions, or bacon, they had a hand in it. They know what is involved in making it happen. They appreciate what everybody contributed. They also appreciate the confidence in themselves that they've gained by learning, by doing, and by solving some problems on their own. With every passing year, as the garden grows, so grow the children - in more ways than one.

Bill Henning operates a grass-based beef farm in Livingston County. He is also the Small Farms Specialist with PRO-DAIRY/CCE-NWNY Dairy, Livestock, and Field Crops Team.

FENCING

UPSTREAM CONSTRUCTION LLC
HIGH TENSILE FENCING SPECIALISTS

*All Types of Agricultural Fencing *Gravel, Stone and Concrete Laneways *Concrete Feeder Pads
*Stream Crossings *Excavation, Bulldozer and Backhoe Work *Water Lines *Drainage Work
*Site Clearing *Fully Insured *USDA Approved
Jeff McMasters/David McMasters Owners
607-863-4049 Jeff 607-898-5939 David

HEAVY DUTY
COMPACT SPREADERS

www.abcgroff.com • 1-800-346-8319

SLICK CONCRETE? WE HAVE SOLUTIONS!

Concrete Grooving - Rubber Grooving Available

Scabble Grooving & Texturizing
IMPROVES HEAT DETECTION

Thousands of Jobs Done - 40 Years Combined Experience

Also - HOOF TRIMMING AND HOOF TRIMMING SUPPLIES

CALL 800-294-1202 ANYTIME

NEW! from Dr. Naylor
Hoof 'n Heel

Here's HOOF ROT Help!

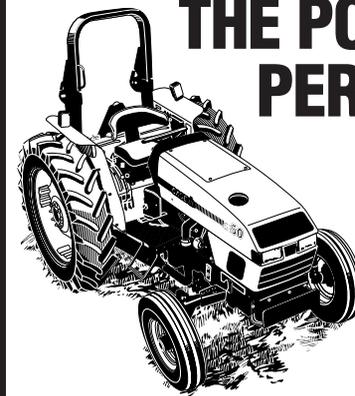
Dr. Naylor Hoof 'n Heel is a topical antiseptic aid in the treatment, prevention and management of HOOF ROT, FOOT ROT and FOULS

- Colorless • Easy to use
- Labeled for use on cows • No withholding

Spray it on affected hoofs once or twice a day or make a foot bathing solution for preventive walk through.

Always read and follow all label directions.

Hoof 'n Heel is available from your favorite animal health supplier or H.W. Naylor Company, Inc., Morris, NY 13808-0190 (607) 263-5145.

THE POWER TO
PERFORM

Case IH CX Series
2 Wheel Drive
General Purpose
Tractors

- Powerful, turbocharged engines offer up to 37% torque rise
- Forward/reverse shuttle for faster cycle times
- Smooth-shifting transmission stands up to the toughest operating conditions
- 40 to 84 horsepower
- Perfect for all loader and hay forage applications
- Quiet, spacious cabs provide superior comfort and visibility

Stop in today for more information.

CASE CREDIT

Uptime. All the time.™

LAMB & WEBSTER
601 West Main St.
Springville, NY 14141
716-592-4924

RANDALL EQUIPMENT
2991 State Highway 5S
Fultonville, NY 12072
518-853-4500

Route 98,
North Java, NY 14113
585-535-7671

SALEM FARM SUPPLY, INC.
5109 State Route 22
Salem, NY 12865
1-800-999-3276

COLUMBIA TRACTOR, INC.
Rt. 9H/66, PO Box 660
Claverack, NY 12513
518-828-1781 • 800-352-3621

©2002 Case Corporation A. Rydick, Business
www.caseih.com
Case IH is a registered trademark of Case Corporation Case Corporation



NEW FARMERS

From Large Dairy Employee to Small Dairy Owner: A Beginning Farmer Success Story

By Mariane Kiraly

As a Dairy Farm Management Educator, I enjoy working with people who want to start their own dairy operation. It is very satisfying to see successful start-up ventures and I will share the experiences of one with you.

A year ago, I met Marc and Nikki Johnson who decided that they wanted to work for themselves on their own dairy. Marc was 28 and had grown up on the Joleanna farm owned by his parents, Dave and Cathy Johnson in Unadilla, NY. Marc had been involved in 4-H and Holstein Club, and had shown cattle while on the home farm. He worked in every aspect of the family dairy. Looking back, Marc feels that this was his most valuable learning experience.

He attended SUNY Morrisville with a major in dairy cattle management. While in college he worked for a 400-cow dairy, Eastview Farms in Fabious, as a feeder, crop worker, and milker. Marc learned a great deal about TMRs, bunk silos, and other aspects of larger farms. He later worked at Roy Smith's dairy and poultry operation in LaFayette. It was there that he met his future wife, Nikki, who grew up on the Smith Farm. Nikki had an interest in agriculture and worked on a local farm as a feeder and as a hay harvest worker. Her love of farming has grown and she feels farming is the best life for children.

The Johnson's started their family with the hopes of sometime owning their own farm. They moved to Venice View Dairy owned by Jack Rejman. This was a 1200-cow dairy in the middle of an expansion. Marc was bunk silo and feeds manager there for five years. Inventory management of the forages was a critical part of Marc's responsibility and he did some fieldwork as well. Their children, Dalton, Dakota, and Dani were born, each three years apart, and life was good.

In 2001 Marc and Nikki decided that they wanted to return to Delaware County. They worked on the family farm until they found a vacant farm nearby owned by Jim and Marilyn Earl. Jim and Marilyn had re-purchased a portion of their former farm after a foreclosure with the intent of having control over the acreage around their family home. The farm had been in the family for many years until Jim's retirement. The Earls had no plans of renting it out until Marc appeared with the request.

The Earl's had a commitment to agriculture and really wanted to help the young family get started. The barn needed a lot of cleaning and TLC, but Jim was willing to help Marc get things back in shape. The house that was available needed total renovation, and Jim and Marilyn stepped up to the plate to make the house a good place to live for the Johnson family. This made it easier for Marc and Nikki to concentrate on the cows that would be coming in August. I worked with them on a business plan and before long, the money came through for cows and equipment.



Marc and Nikki Johnson with children Dakota, Dani, Dalton, and baby Dalani.

Photo by Mariane Kiraly

The farm sits on 33 acres near the Susquehanna River and another 100 acres is available to rent nearby. The Johnson's grow 30 acres of alfalfa for haylage, 40 acres of corn for silage, 60 acres of grass for dry hay, and 20 acres of oats for grain and straw bedding. They contract with Albert Ives who custom chops the corn and haylage. They have invested as little as possible in equipment.

Marc's and Nikki's strategy was to make the cows as comfortable as possible, knowing the return on investment that goes along with cow comfort. They installed mattresses before the cows arrived, and long day lighting, water improvements, and tunnel ventilation shortly thereafter. They put together a 70-cow dairy from top herds in Delaware County that they knew well, including some cows from the home farm, Joleanna. They selected young, healthy Holsteins, mostly registered, solid animals that had potential to last and produce well. After a year in business, only 12% of the purchased animals have been culled. This is a lower cull rate than many dairyman have and much lower than most start-up herds that I have worked with in the past.

The cows are milking at 80 lbs/cow/day. Marc attributes cow comfort, good feed, and attention to detail to their success. They enjoy having their own farm, being their own boss, setting their own schedule, and having their children involved in the dairy. The children help by feeding calves, watering heifers, and other age appropriate tasks. Dalton, a Delaware County 4-Her, plans to show a calf at the Delaware County Fair. The children were joined recently by a new baby sister, Dalani, who they adore.

The Johnson's note that the Delaware/Otsego County area offers a strong agricultural infrastructure with goods and services close at hand. The land prices are affordable and there is less urban development compared to some areas of the state. Their philosophy is to keep the farm at a size that they can manage without hired labor. They also think that, as farmers in this difficult environment, they need to know their cost of production, have a positive attitude, be as efficient as possible, and do everything possible to save labor. They have kept their investment in machinery low and shop around for inputs.

I expect that I will be working with the Johnson's for years to come. They want to become involved in the Dairy Farm Business Summary program to have a better handle on the critical measures that the report provides. It is always fulfilling for me to see an operation begin and be as successful in the first year as the Johnson's. It is farmers like these that will be around in the future.

Mariane Kiraly is a Dairy Farm Management Educator with Cornell Cooperative Extension Delaware County. She lives in Franklin, NY on a 50-cow Registered Holstein dairy with her husband Andrew and children Ian and Allison.

PAT'S SPREADER SERVICE LLC

Spreader By Float Or 10 Wheeler

New Lime
Hi - Mag
Hi - Cal

315-858-1109
OR
1-888-811-5463

Patrick Petkewec
7137 St. Hwy. 28
Hartwick, NY 13348

Stamford Farms Coop 1 (800) 326-7255
Holland Patent Coop - 315-865-5281

SAME EXPLORER TOP 70 - 90

THE DOWN-TO-EARTH UTILITY TRACTOR

Ideal for general farm operations. Available in both 2WD and AWD models with efficient 70 or 90 (turbo) air/oil cooled diesel engine. Transmission speeds from 15 forward/15 reverse to 40 forward/40 reverse (2 speed PowerShift) depending on specific needs. Comfortable air conditioned cab. Wet discs brakes on all wheels (AWD only). Independent parking brake. Excellent maneuverability - 50° degree steering angle (AWD), 70° degree steering angle (2WD). 540/540E/1000/1000E rpm PTO. 3 pt hitch operation with big lift capacity - 7606 lb at link ends. Optionally available are factory installed front PTO and 3 pt. hitch as well as reverse driving station.

RUTLEDGE REPAIRS
Box 145, Damascus, PA 18415
570-224-4319
Your Home for SAME TRACTORS

SAME Since 1927
www.sametractor.com

HEIFERS ~ HERDS

Buy Cows Buy Cows

ALWAYS AVAILABLE:
Quality selection of large, healthy, freestall trained cattle. Also, herds ranging in size from 30-200+ tie or freestall. Strong demand for youngstock, heifers and herds. Serving dairy farmers at the same location since 1938!

DISTELBURGER LIVESTOCK SALES, INC.
Middletown, NY (845) 343-7322; (845) 343-1726
buycows@warwick.net

REGISTER Dr. Register's 300cc Drench Gun

Teflon™ O-Ring
Adjustable Metering Limiter
Nylon Delivery Tube
Ergonomic Hand Grip and Fill Control
Soft-Touch Trigger
Durable High-Impact Materials
Cylinder Quick Release

Made with Pride in the USA

The 300cc Drench Gun is another quality product designed and manufactured by Dr. Register in Menomonie, Wisconsin
Phone: 1-800-625-9315 • Fax: 715-235-6151 • Email: info@dr-register.com

"The Breathable Hay Cover"
Hay-Guard®

STOP THE WASTE!!

- Reusable
- Light Weight
- No Condensation
- 10+ years life

Can be shipped UPS

Cowco, Inc.
LIVESTOCK EQUIPMENT
North Vernon, IN
(800) 240-3868

Kast Hill Farm

Quality Horses For Sale or Trade

- Tack Shop
- Shavings (Qty. Price Avail.)
- Stall Mats (4' x 6' \$35.00)
- Hay for Sale
- Trucking

Locations in Massachusetts & New York
315-867-7865

Concerned about your farm's financial situation?

For free and confidential assistance call
NY FarmNet 1-800-547-3276

MARKETING

Small Street Co-op: Door-to-Door Support for Local Farms

By Karen Baase and Jim McDowell

"Locally produced" is not just a concept to Jim McDowell. It's the very foundation of his new business, The Small Street Co-op. When he isn't producing records or arranging music with his wife Dianne, Jim is taking to the roads of Central New York to assemble a variety of naturally grown and organically produced foods. Once assembled, he delivers them door-to-door to his customers. The Small Street Co-op, now in its second year, provides this service every week during the spring, summer, and fall.

Jim and Dianne have supported alternative agriculture and the farmers who practice it for over twenty-five years. They are among

a growing number of consumers who want to know how and where their food is produced. Along with these questions, they have often wondered about the quality of the foods that are produced in massive quantities, and then reassembled, processed, and distributed by the large companies that dominate the food system in the U.S.

By listing only locally produced, organic products in the Co-op's quarterly catalogue, Small Street insures accountability, helping customers to know how and where each product is grown or raised. And by supporting smaller family farms, the Co-op encourages good stewardship of the land and rewards the use of environmentally friendly

practices.

While it might appear at first glance as if Jim has set himself up as the notorious "middleman," nothing could be further from the truth. In most cases, catalogue prices are wholesale and Jim collects only a nominal delivery charge, currently 10% of purchase with \$3.00 minimum. This keeps products affordable and allows the small farmer a decent return. And with the added convenience of home delivery, customers are finding direct buying not only easier but hard to resist!

The money that is exchanged stays local. That in itself is empowering for everyone concerned. But what is even more empow-

ering is that Small Street Co-op customers know they are supporting local farms directly, while participating farmers and suppliers continue to watch their sales volume grow. For Jim, there's great satisfaction not only in watching Small Street Co-op grow, but in knowing that others are looking to his business as a model for other communities. It's a win-win situation for everyone concerned.

Karen Baase is an Educator with Cornell Cooperative Extension of Madison County, and Jim McDowell is the owner or Small Street Co-op in Eaton NY. This article first appeared in Madison Manager, CCE - Madison's monthly Ag Newsletter on April 16, 2003.

RESOURCE SPOTLIGHT

The New England Small Farm Institute

Two decades ago, when "get big or get out" was the prevailing message to the farming community, the New England Small Farm Institute (NESFI) was a lone voice on behalf of small farms. Now, as we celebrate our 25th anniversary, NESFI is part of a network of agricultural service organizations that work with and on behalf of a revitalizing small farm sector in the Northeast.

The Institute is a center for small farm development. Our core program provides education, training and demonstration for small-scale and beginning farmers in New England and throughout the Northeast region. We offer courses, workshops and a variety of tools for learning technical on-farm skills as well as business planning and management. Currently, NESFI is developing a regional network of instructors and on-farm mentors to deliver programs while also building the curriculum for its teaching farm, which is located on 416 acres of public land in western Massachusetts. All of the Institute's programs and products are "peer-driven" — solidly guided by input from the small farmers it serves.

A very popular offering is "Exploring the Small Farm Dream", available as a short course or self-study workbook, for people who are contemplating a small commercial farming enterprise. NESFI also offers a full business planning course for start-ups. New England Land Link, a farmland matching and tenure assistance program, and Northeast Workers on Organic Farms, a regional apprentice placing service, provide small-scale and

new farmers access to land and practical experience.

The Institute's Small Farm Library contains over 5,000 volumes and 100 periodicals on topics that range from sustainable production practices to legal issues to agricultural history and policy. The catalogue is on-line and staff provide customized searches. NESFI's own publications cover topics such as land tenure, and on-farm strategies to protect water quality. Its "DACUM Occupational Profile for Northeast Small-Scale Sustainable Farmers", a systematic listing of farmer duties and tasks, is popular with both farmers and service providers.

The Institute frequently works in partnership with other organizations. Through several collaborations, we have sponsored trainings for service providers on how to better serve small farmers. Our Growing New Farmers Project is a multi-year effort to strengthen programs and services specifically for new farmers in the Northeast. The Institute also advocates for its small farm constituency in various policy arenas and through numerous advisory boards.

For more information about the New England Small Farm Institute, please visit us at www.smallfarm.org, email info@smallfarm.org, or phone 413-323-4531.

WORD PUZZLE ANSWER

G	M	Y	T	S	a	D	J	Z	S
N	R	O	C	J	T	Z	U	R	G
Y	a	E	K	L	I	M	E	N	G
a	W	K	C	U	T	R	D	U	E
H	S	C	a	R	E	C	R	O	W
G	O	O	L	I	S	B	T	M	C
T	P	R	F	a	M	I	L	Y	R
R	I	Y	S	S	E	E	D	S	O
N	R	a	B	E	C	H	L	T	P
T	R	a	C	T	O	R	N	Z	S
V	W	H	E	a	T	T	a	O	G
P	E	E	H	S	Z	L	a	N	D
M	Y	T	S	a	S	G	I	P	Z
C	C	H	I	C	K	E	N	S	J

Fort Plain, NY

FARM INSURANCE

And So Much More

THE SHULTS AGENCY

1-800-836-2885

BARN FLOOR GROOVERS®

CONCRETE SAFETY GROOVING IN
1/2", 3/4" or 1 1/2"
Wide Grooves Protect Your Cows From Injuries and Slippery Concrete

- Free Stalls
- Holding Areas
- Feed Lots
- Pens
- Stalls
- Walkways

Dick Meyer Co. Inc.
CALL TOLL FREE
1-800-228-5471

GAVALETZ HAY

(518) 882-9768

- New York State & Canadian Hay
- Weed Free Straw
- Contractors Mulch
- 10 to 15 Ton Trailer Loads

Now Serving NY, VT, NH, RI, CT, MA

SAWDUST

Highest Quality

Bright, Dry Sawdust with Shavings and No Bark
90 Yd. Loads Delivered
* Keeps Cows Clean *

SCHREIBER FARMS
Dan Schreiber
1767 Kenyon Rd., Ontario, NY 14519
(315) 524-7762

LARGEST ZOO IN THE ADIRONDACKS!

A DAY OF FUN FOR THE ENTIRE FAMILY
Open 10:00 am to 5:00 pm everyday thru Labor Day

ADIRONDACK ANIMAL LAND

Take Exit 27 of the NYS Thruway, Route 30 North,
12 miles to Vail Mills, NY • (518) 883-5748

HUNDREDS OF EXOTIC ANIMALS UNUSUAL BIRDS IN NATURAL SETTINGS

- KANGAROOS
- CAMELS
- COUGARS
- MONKEYS
- LIONS
- ZEBRAS
- BEARS & MORE

1800's WESTERN TOWN

Coming in 2003...

Open Everyday thru Labor Day (Rain or Shine)

The changes are drastic but prices are the same!

Adults: \$8.25
Children (12 mos. to 12 yrs.) \$6.25

• Animals from around the world that you've never seen before
• Experience the only Adirondack Safari "Take a Ride on the Wild Side!"
• Incredible Amount of New Displays
• Expanding Contact Area • Souvenir Shoppe • Picnic Area

Come visit the largest zoo in the Adirondacks

take a bug to lunch



When mixed and applied per manufacturer's directions, **Soil Clean** is guaranteed to clean hydraulic oil and fuel spills in your soil...or your money back.

**Non-Toxic. Non-Hazardous.
Non-Polluting.**

*Available in 5 and 1-gallon sizes.
Five gallons treats 55 cubic yards
of contaminated soil.*



QUALITY PARTS

LEE RAIN, INC.
2079 E. Wheat Rd. • Vineland, NJ
856-691-4030

CORYN FARM SUPPLIES INC.
3186 Freshour Rd. • Canandaigua, NY
716-394-4691

MAIN & PINCKNEY EQ., INC.
Mutton Hill Rd. • Auburn, NY
315-253-6269

SALEM FARM SUPPLY
Rt. 22 • Salem, NY
518-854-7424

BENTLEY BROS, INC.
13936 Route 31 • Albion, NY
716-589-9610

ALEXANDER EQUIPMENT
3662 Buffalo St., Box 215 • Alexander, NY
716-591-2955

TIPPLE EQUIPMENT INC.
115 County Rd. 9 • Mellenville, NY
518-672-4059

SHARON SPRINGS GARAGE, INC.
Rt. 20 • Sharon Springs, NY
518-284-2346

ALLEN HOOVER REPAIR
RR 1, Box 227 • Mifflinburg, PA
570-966-3821

COLUMBIA CROSS ROADS
RD 2, Box 62 • Columbia Cross, PA
570-297-3873

ELDER SALES & SERVICE INC.
4488 Greenville-Sandy Lake Rd.
Stoneboro, PA • 724-376-3740

MARSHALL MACHINERY INC.
RR 4, Box 630 • Honesdale, PA
570-729-7117

SANDY LAKE IMPLEMENT INC.
3675 Sandy Lake Rd. • Sandy Lake, PA
724-376-2489

EMPIRE TRACTOR, INC.
Rt. 371, Box 150 • Atlanta, NY 14808
585-534-5935