Feeder Calf Marketing Opportunity

Cornell Cooperative Extension is hosting two meetings to promote a new Cornell program to get better prices for feeder calves sold. Small Farms Specialist Nancy Glazier, NWNY Dairy, Livestock and Field Crops Team’s will present this initiative. She has been trained to grade and select appropriately sized animals to 'pool' for sale to attract premium prices. The program is underway across New York. Many of our feeder calves go directly to auction with little control over prices received, with the goal of working with auction barns to improve prices. This program can improve profitability and grow our beef production and rural economy.

Herd health is an important factor. Amy Cornwell, Territory Business Manager with Zoetis will discuss vaccination strategies for the calves and dams. Two locations in the NWNY Team’s region are planned with the same agenda both nights. The first meeting is Tuesday, April 28 from 6:30-8:30 pm in the CCE Ontario County office, 480 N. Main St, Canandaigua, NY. The second meeting will be held Wednesday April 29 from 6:30-8:30 p.m. at the CCE Orleans County office, 12690 State Hwy 31, Albion, NY. There will be time for questions and gauge interest from the group.

Cost of the meeting is $5 per person to cover the costs of handouts and refreshments. To register for either meeting contact Cathy Wallace at 585.343.3040 x138 or email her at cfw6@cornell.edu by April 24. For questions regarding the meeting contact Nancy Glazier at 585.315.7746 or nig3@cornell.edu.