The Holiday Season is rapidly approaching and everyone at CCE Cayuga would like to wish you and your family a happy and safe celebration along with all the best that 2015 can bring.

- Farm Worker Safety continues to be on everyone’s mind. OSHA recently announced that their Local Emphasis Program (LEP) allowing for spot inspections on farms with 10 or more non-family employees will continue. See Page 3 for a brief overview of the 2014 LEP inspections. Also note the box on this page about FREE Farm Worker Safety Training series for small farms (less than 11 employees).

- The ownership of farmland in the United States is undergoing a dramatic change. The majority of farm operators are older than 55 and the fastest growing sector is farmers who are older than 75. This is a strong signal that land will be transitioning to a new generation of owners and operators. It has been estimated that about 230 million acres of farmland in the U.S. will change hands during the next 20 years and that women will own a majority of the land that is transferred. “Who will manage your farm tomorrow?” will be the focus of a meeting January 13-14, 2015; more information can be found on Page 3.

- Did you know that the number of Farmer’s Markets in the United States has increased from 1,755 in 1994 to 8,268 in 2014 according to the USDA Agricultural Marketing Service? Unfortunately, all Farmer’s Markets that start are not successful for a variety of reasons. We in New York are fortunate to have the Farmers Market Federation of New York and they are offering a Farmers Market Manager Training Conference February 19-21, 2015; more information can be found on Page 2 in the Upcoming Events section.

- The heavy snow load that occurred from the early lake effect off the Great Lakes last month caused some agricultural buildings to fail. This may be a warning sign for everyone to look at loading capacities. Those who study climate change suggest the northeast U.S. can expect warmer winter temperatures. With less precipitation falling as snow and warmer temperatures melting the snow that does fall, the snow on the ground has become wetter and heavier (more “slushy”) on average. Pages 4 and 5 are condensed and handy to remove for future reference.

- Do you ever wonder where today’s consumers are purchasing their food? An interesting study on the change in purchasing habits can be found on Page 6.

- More information from the Farm Services Agency about the coverage election for PLC/ARC is located on Page 7.

Sincerely,

Keith Severson  Judy Wright
Agriculture Resource Educator  Agricultural Resource Educator

FREE Farm Worker Safety Trainings
Are you interested?
Cornell Cooperative Extension of Cayuga County received a grant from Agricultural Safety & Health Council of America (ASCHA) to provide a series of farm worker safety trainings primarily for small farms. Conducted by New York Center for Agricultural Medicine and Health (NYCAMH) and Nellie Brown, the Worker Institute at Cornell, these safety trainings will be held on Thursdays, starting in January and continuing through March. The trainings will focus on a different topic each week. A few of the topics that will be covered include:

- Manure Structures
- Animal Behavior Precautions
- Chemical and Pesticide Safety
- Gasses & Monitoring
- Skidsteer and Tractor Safety

Are you interested in attending FREE safety trainings? Please email or call Judy Wright at (315)255-1183 ext. 234 (jlw24@cornell.edu) or Keith Severson at (315)255-1183 ext. 225 (kvs5@cornell.edu).
Upcoming Events

Below is a list of upcoming events that we thought might be important to you! If you ever have further questions or need to clarify any information, you can always check out our website http://blogs.cornell.edu/cescayuga, go to the Ag Calendar under the Agriculture tab on top. We try our best to keep information as up-to-date as possible so that you have a quick, easy reference available 24/7. Of course, you can always call our office with any questions or concerns you might have at 315-255-1183.

JANUARY

January 13-14 **NY FarmNet presents “Who Will Manage Your Farm Tomorrow?”** To be held at the Doubletree Hotel, East Syracuse, NY. Choosing and developing future farm managers is the focus of “Who Will Manage Your Farm Tomorrow.” This conference provides farm families and their advisors critical information for helping the next generation find success on the farm and identifies effective management transfer strategies to implement. Cost is $85 which includes meals and materials. To register or for more information go to: http://www.nyfarmnet.org/conference/farmTransfer2015

January 14 **Vegetable & Small Fruit Webinar “Current Issues in Strawberry Pest Management”** Cost is $10 for the session or $35 for the series. For more information go to our Ag News link located at our website http://blogs.cornell.edu/cescayuga under the Agriculture Tab on top.

January 15 **Corn Congress** 8:30 a.m.—3:00 p.m. Holiday Inn, 2468 NYS Route 414, Waterloo. For more information contact: Cathy Wallace, 585-343-3040 extension 138.

January 20-21 **The 2015 Operations Managers Conference.** Held at the Holiday Inn, Liverpool/Syracuse. Organized by the PRO-DAIRY Program at Cornell University and the Northeast Dairy Producers Association (NEDPA), this conference provides an opportunity for people responsible for day to day activities on dairy farms to increase their management and operations skills while interacting with other managers. For more information, or to view the agenda go to: http://prodairy.cals.cornell.edu/OMC/index.html

FEBRUARY

February 4 **Lake Ontario Winter Fruit School** . Held at the Wallington Fire Hall, 7863 Ridge Road, Sodus, NY from 8 a.m. until 3:30 p.m. DEC recertification training credits. Bring you DEC Applicator ID. If you need DEC credits, Please arrive on time to sign the roster and plan to stay all day. DEC will not allow partial credit. Pre-register by January 29. For more information and registration forms go to: http://lof.cce.cornell.edu/

February 5 **Finger Lakes Soybean/Small Grains Congress** From 8:30 a.m. until 3 p.m. at the Holiday Inn, 2468 NYS Route 414, Waterloo.

February 11 **Vegetable & Small Fruit Webinar “Soil Health Through Reduced Tillage and Cover Crops”** The Winter Wednesday Lunch Series of vegetable and small fruit production webinars returns for its fourth year starting December 10, 2014, and running through March 25, 2015. Penn State and Cornell University have teamed up to present this series of webinars to keep you informed about critical production issues. Third in the series is scheduled for Wednesday, February 11th. Presenters are Carol MacNeil, Cornell Vegetable Program Specialist, and Thomas Bjorkman, Associate Professor, Cornell Cost is $10 for the session or $35 for the series. For more information on the entire series and to register, go to our website http://blogs.cornell.edu/cescayuga. Go to the Agriculture tab and click on Ag News or call 724-627-3745.

February 19-21 **Farmers Market Manager Training Conference** Ramada Inn in Liverpool. The conference will focus on farmers markets and building programs and services that maintain connections with the market farmers, consumers, and host communities. Keynote speakers, Gretchen Wall of the Produce Safety Alliance and John Luker, NYS Department of Agriculture and Markets, will discuss food safety, specifically the Food Safety Modernization Act and current food safety regulations. Get more information at http://www.nyfarmersmarket.com/annual-conference.

MARCH

March 4 **Vegetable & Small Fruit Webinar “Using Sanitizers in Wash Water”** Fourth in the series of vegetable and small fruit production webinars. Cost is $10 for the session or $35 for the series. For more information go to our website http://blogs.cornell.edu/cescayuga. Go to the Agriculture tab and click on Ag News or call 724-627-3745.

March 11 **Winter Dairy Management School** From 10:30 a.m. to 3:00 p.m. Auburn location is yet to be determined. For more information call or email Judy Wright at 315-255-1183 ext. 234 (jlw24@cornell.edu) or Keith Severson at 315-255-1183 ext. 225 (kvs5@cornell.edu).

March 25 **Vegetable & Small Fruit Webinar “Tomato Nutrition in High Tunnels”** Cost is $10 for the session or $35 for the series. Fifth in the series of vegetable and small fruit production webinars. Cost is $10 for the session or $35 for the series. For more information go to our website http://blogs.cornell.edu/cescayuga. Go to the Agriculture tab and click on Ag News or call 724-627-3745.
Choosing and developing future farm managers is the focus of, “Who Will Manage Your Farm Tomorrow,” slated for January 13th-14th at the DoubleTree Hotel in East Syracuse. This conference provides farm families and their advisors critical information for helping the next generation find success on the farm and identifies effective management transfer strategies to implement.

Danny Klinefelter, Ph.D is the conference key note speaker. In 2013, Top Producer magazine named him one of 30 innovators who have had the biggest impact on agriculture during the past three decades. Dr. Klinefelter is a Professor and Extension Economist with Texas AgriLife Extension and Texas A&M University and founder and former director of The Executive Program for Agricultural Producers (TEPAP). In addition, Klinefelter is co-director of the Texas A&M Family and Owner-Managed Business Program and serves as executive secretary for the Association of Agricultural Production Executives (AAPEX).

At dinner on January 13th, author and consultant Mark Andrew (Andy) Junkin will lead a discussion based on his book, “Farming with Family Ain’t Always Easy”. Based in Canada, Junkin is passionate about evangelizing the need for farmers to rethink how they make decisions together in the context of operating and managing a family business.

“Farmers need to have in place a plan for their farm business that will ensure a successful transition of management and ownership to the next generation,” said Ed Staehr, executive director of NY FarmNet and a senior extension associate with the Dyson School at Cornell University.

To register or for more information you can go to http://www.nyfarmnet.org/ or call 1-800-547-3276.

NY FarmNet provides free and confidential technical assistance in farm management and family relationships. NY FarmNet is an extension and outreach program of the Charles H. Dyson School of Applied Economics and Management at Cornell University.

OSHA NY Dairy LEP

In 2013 there were 16 agricultural fatalities in New York. Tractor rollovers resulted in 3 causalities; 3 were caught under a vehicle; 3 were entangled (read unprotected PTOs); 3 were run over and 4 were classified as “others”.

Beginning in July 2014, OSHA began conducting random, unannounced compliance inspections, also known as LEP (Local Emphasis Program) on New York dairy farms. Farms that fit the following criteria could be subject to an LEP inspection:

* Farms that have had more than 10 total employees, not including immediate family members, at any time in the past 12 months preceding the day an inspector shows up (1 part time employee is equal to 1 full-time employee)

A total of 9 farms were inspected under the LEP in 2014. It has been reported that most LEPs went well for the farms that were prepared. The preparation came from taking the “Dairy Dozen” to heart and working to address any deficiencies. The “Dairy Dozen” are a set of generally accepted safety standards for: manure storage facilities and collection structures, dairy bull and cow behavior/worker positioning, electrical systems, skid-steer loader operation, tractor operation, guarding of Power-Take-Offs, guarding of other power transmission and functional components, hazardous energy control while performing servicing and maintenance on equipment, hazard communication, confined spaces, horizontal bunker silos, and noise.

New York Center for Agricultural Medicine and Health (NYCAMH) is part of the New York OSHA Work Group which has helped to create a set of materials to assist producers in becoming compliant with OSHA regulations. An OSHA LEP Training Binder has been produced and the materials in this document will guide you in each of the OSHA “Dairy Dozen” focus areas. The NYCAMH website provides more information, as well as a downloadable printable copy of the Training Binder www.nycamh.com/osh-a-ny-dairy-lep. CCE of Cayuga County has a limited number of notebooks prepared by NYCAMH available for smaller farms needing to sharpen their farm worker safety practices. Please call 315-255-1183 and speak with Judy or Keith about obtaining your copy today.
Heavy Snow Loads
and Do’s and Don’ts for Barn Snow Removal
Condensed from articles written by: Curt A. Gooch, Sr. Extension Associate
& Sam Steinberg, Engineering Associate
PRO-Dairy, Cornell University

The following is taken from two articles that were written during the threat of excess early and potentially continuous snow followed by a warm up, which condenses the height but not the weight per square foot of roof surface. Continuous compression can build up weight that is more difficult to move/ remove, but a compounding tragedy can become tragic in excess cold temperatures. Most people don’t think about the effect temperature can have on the strength and length of materials. It could be reasonable to understand how metal sheets, wooden lumber, glue, nails or screws under abnormal stress would react differently to long duration cold or a temperature snap.

The recent accumulation of snow in many areas throughout New York state has caused some agricultural buildings to fail. Failure can be the result of several items linked to the snow load present on the building. These items include but are not limited to:

- Improper building design
- Improper building construction
- Actual snow load exceeds design snow load
- Imbalance of snow load on roof
- Failure of one key member causing others to fail as a result of load transfer (domino effect)

Pre-engineered post frame agricultural buildings are designed to withstand a certain level of wind and snow loading and should withstand any snow loads that are below the “design value.” For example, if the given snow load is 30 lbs. per square foot acting on the building and it was designed for a design load of 40 lbs. per square foot, then there should be no load carrying problem. Unfortunately, there are agricultural buildings out there that have not been designed for any particular loading at all. These buildings have a much higher probability of failing as a result of the current snow accumulations we are seeing.

So, how do we know if a building is going to fail? For a pre-engineered building, we can check the actual snow load on the building against the design snow load. If the actual load is less than the design load, then failure is not eminent. Table 1 can be used as a guide to estimate the snow load on a barn. Compare the table value against the design value to see where you stand. The table cannot be used for a non-engineered structure.

Wood structures will show stress before they fail unlike metal structures that usually will not. For a wood structure, the following audible and or visual signs may be noticed prior to failure:

- Creaking or moaning in the building
- Bowing of truss bottom chords or web members
- Bowing of rafters or purlins
- Bowing of headers or columns

Note: for pre-engineered metal structures, the above list does not apply, as these structures will more likely fail without warning.

If any of the above items are observed, then careful assessment of the situation is needed. Consider removing cows from the barn, if possible, using cab tractors and skid loaders to provide workers some level of safety. If in doubt, do not enter the barn or go on the roof.

Farms that do decide to remove snow from barn roofs must be very aware of the dangers that are present and refrain from becoming complacent after working hours on end removing snow.

One option commonly considered to relieve loading from the barn is to shovel the roof, which is discussed further in this article. Experienced individuals who are properly trained and protected should only do this.

Table 1. Snow Load Based on Accumulation Depth

<table>
<thead>
<tr>
<th>Snow Depth on Roof (Ft.)</th>
<th>&quot;Dry Snow&quot; (lbs./sq.ft.)</th>
<th>&quot;In Between Snow&quot; (lbs./sq. ft.)</th>
<th>&quot;Wet Snow&quot; (lbs./sq. ft.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>3</td>
<td>12</td>
<td>21</td>
</tr>
<tr>
<td>2</td>
<td>6.5</td>
<td>24</td>
<td>42</td>
</tr>
<tr>
<td>3</td>
<td>9.5</td>
<td>36</td>
<td>62</td>
</tr>
<tr>
<td>4</td>
<td>12.5</td>
<td>48</td>
<td>83</td>
</tr>
<tr>
<td>5</td>
<td>15.5</td>
<td>60</td>
<td>104</td>
</tr>
</tbody>
</table>

Continued on Page 5 . . .
Heavy Snow Loads Continued from Page 4 . . .

**Attempting to save a barn is not worth risking lives over.** Shoveling the roof without the proper approach may actually cause more damage than good by creating an unbalanced load on the roof.

Removal of significant snow accumulations off of a barn roof is best performed in a systematic way to reduce the risk of injury or death to both barn occupants and those working on the roof. Removing roof snow without a proper approach may actually cause more damage than if left alone in some cases by creating an unbalanced and/or concentrated roof loads.

**Do’s**

The best way to remove roof snow is by using a systematic, zone removal, approach. A barn with a substantial snow load is shown in Figure 1; the number of zones depends on the width of the barn or the span of the trusses, but in all cases, the snow removal starts with the eave areas as shown in Figure 2. Remove snow from both sides of the barn as equally as possible as shown in Figure 3. As snow is removed from the roof, also be sure to remove snow away from the barn sidewalls as deep snow piled against the walls may cause barn failure and ventilation challenges. Continue working towards the roof peak, removing snow in a systematic and balanced approach as shown in Figure 4 until all snow is removed as shown in Figure 5.

- **Figure 1. Barn with substantial snow load.**
- **Figure 2. Remove snow from Zone A on both sides of the barn. It is important to keep the loads symmetrical on each truss.**
- **Figure 3. Move snow from Zone B down to Zone A and then off of the roof. Make sure to keep the snow on the ground off the sides of the barn. The posts, siding, and/or curtains are not designed to handle this type of load.**
- **Figure 4. Move snow from Zone C down to Zones B and A, and then off of the barn and continue to remove snow away from barn sidewalls.**
- **Figure 5. Snow fully removed from roof and away from barn sidewall.**

**Don’t:**

Remove snow unequally from a barn roof (Figure 6). Unbalanced loads can cause the unloaded side of a truss to lift, possibly compromising the connection at the post. Rather, work back and forth from side to side as you remove snow, or a crew on each side simultaneously if possible.

- **Figure 6. Roof snow load removed in an inappropriate manner – unbalanced unloading.**
- **Figure 7. Roof snow load removed in an inappropriate manner – concentrated and unbalanced unloading.**
- **Figure 8. Roof snow load removed in an inappropriate manner – concentrated unloading.**
Mainstream U.S. consumers are gradually becoming more aware of and interested in health and wellness. One indicator of this shift is the growth of natural/gourmet supermarkets. While the overall U.S. supermarket industry has grown very slowly since the depth of the great recession in 2009, the natural and gourmet supermarket segment has expanded rapidly.

According to data reported by the grocery trade magazine Progressive Grocer, since the economic recovery began 4 years ago, total U.S. natural/gourmet supermarket sales increased over 52% versus about 10% for traditional supermarkets, while the number of natural/gourmet supermarkets increased 32% (versus about 3% for traditional supermarkets). Despite accounting for just 5% of total supermarket sales and about 8% of total U.S. supermarket locations, the natural/gourmet supermarket segment accounted for 39% of the increase in total supermarkets and 17% of the increase in total supermarket sales.

Whole Foods and Trader Joe’s, two very different companies, dominate the segment in terms of sales and number of stores. However, the remarkable growth and success of these two companies has attracted a range of rapidly growing upstart rivals, each positioned differently along a spectrum spanning from Whole Foods to Trader Joe’s. These new entrants are growing so quickly that four (The Fresh Market, Natural Grocers, Fairway, and Sprouts Farmers Market) had successful initial public stock offerings since 2010. Privately held Fresh Thyme Farmers Market, based in the Midwest, opened its first store in 2014, currently operates 10 stores, will open 15 more in 2015, with a stated goal of operating more than 60 stores by 2020.

Industry analysts expect the natural/gourmet supermarket segment to continue to grow rapidly for the foreseeable future at annual growth rates multiple times greater than the forecast growth rate for traditional supermarkets. Whole Foods operates over 350 U.S. stores but sees potential for 1,000 more in the U.S. Sprouts Farmers Market, with over 190 stores, predicted there could be 1,200 Sprouts stores in the U.S. Even Natural Grocers, with just over 70 stores, sees potential for 1,000 U.S. stores. While these are individual company estimates, they are not mutually exclusive since the market propositions and positioning of these formats is differentiated.

Traditional supermarkets have and will continue to expand their natural/organic/gourmet offers, and that has certainly cut into the growth of natural/gourmet chains. However, except for the best-in-class (Wegmans, EB, etc.), traditional supermarkets struggle to replicate the natural/gourmet supermarkets’ cultures which address consumers’ needs for information, clarity, and confidence. Traditional supermarkets also have challenges competing with the intimate size and feel of the shopping experience in the generally smaller, more focused natural/gourmet stores. In fact, after many years of developing larger stores, most traditional supermarket companies are developing smaller formats to respond to consumer desire for simpler, quicker shopping experiences.

Another factor is that conventional supermarkets do not necessarily have a pricing advantage. Despite the high-end image of Whole Foods, the category is not all upscale since Trader Joe’s, Sprouts, and others are clearly value-oriented and together represent a huge portion of natural/gourmet stores. These stores are positioned as ‘healthy yet affordable’ to broaden the market to attract more value-driven yet health-conscious consumers. In response, Whole Foods is lowering prices and opening value-oriented stores in lower income neighborhoods. Whole Foods’ downtown Detroit store opened in 2013 with a simpler, lower-priced format that has been very successful and is the model for similar sites in Chicago and other urban areas. This value trend reflects and enables the democratization of the natural foods sector by introducing a broader spectrum of Americans to affordable natural/gourmet foods.

To a certain extent, the natural grocery chains are also growing in popularity because they provide some clarity for consumers who are confused about terminology such as organic, natural, non-GMO, etc. Consumers want healthy food for their families but often rely on retailers to edit their assortments to clarify healthy choices and simplify shopping. Most natural grocery chains have fewer items than traditional supermarkets and tend not to carry mainstream products so consumers have mostly healthier options and fewer choices to make. These natural/gourmet supermarket chains also tend to be focused on consumer health, providing training and educational programming and materials as an integral part of their go-to market strategy; it’s part of their corporate DNA. Traditional supermarkets have also begun to provide such services and opportunities but it’s harder to ‘walk the talk’ since health and wellness are not as culturally

Continued on Page 7 . . .
Dear Producer,

This letter is to inform you that we will be making appointments to update yields and reallocate base acres starting on **NOVEMBER 17, 2014**, in preparation for enrollment in the new ARC (Agricultural Risk Coverage) and PLC (Price Loss Coverage).

In order to update yields, we will need your specific yield information of covered commodities for the years 2008-2012. Updated yields are based on 90% of a simple average of your production for those 5 years (2008 – 2012) excluding any year that you did not plant that covered commodity. You will be self-certifying your yields. You will not be required to submit production evidence unless selected for spot check. If you were in the ACRE program or have crop insurance we may have yield information that you have previously submitted.

*You will have two options for your base acres in the new programs.* You will either be able to retain your base acres as they are today or reallocate them based on what has been grown on the specific farm from 2009-2012. The reallocation of base acres allows you to adjust which crops are represented in your base. Please note that base acres will not be increased, just reallocated to represent your recent crop history. *If you choose to reallocate your bases the base acreage will be allocated based on the percentage of cropland you planted to a given crop from 2009 – 2012.*

Also, please be aware that this is a one-time opportunity and the final decision to update yields and reallocate base acres must be made by the landowner. The deadline to make these decisions is **February 27th 2015**. After the decisions regarding your yields and base acres have been made, you have until **March 31st 2015** to elect which programs to enroll in. There are essentially 3 options to select from.

**ARC-IC** – Revenue coverage that when triggered pays on acres of planted covered commodities **not** to exceed base acres.

**ACR-CO** – Revenue coverage that if triggered pays solely on base acres, and is not dependent on planting covered commodities. Base acres in hay crop are eligible for payment.

**PLC** – Protects against low prices, payments are made on base acres, and is not dependent on planting covered commodities. Base acres in hay crop are eligible for payment.

There will be two meetings on December 18, 2014 to help you better understand these programs and ask any questions you may have. Meeting times will be 1:30PM and 6:30PM. The meetings will be held at:

*Cayuga County Farm Service Agency*

7413 County House Road
Auburn, NY 13021

If you have any questions, or wish to set up an appointment please call (315)253-8471 extension 2.

Sincerely,

*Kristen L. Jetty*, Program Technician

Farm Services Agency

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**Natural & Gourmet Supermarkets Continued from Page 6 . . .**

Ingrained and they also sell a broader spectrum of products, perhaps causing conflicting health signals.

Hand-in-hand with their training and education orientation is their customer service orientation. This is the product of somewhat similar company cultures across dimensions such as treating employees well, encouraging and expecting employees to be product experts and to engage with customers to provide solutions and education. The climate created by motivated, enthusiastic, knowledgeable employees helps build trust and loyalty among customers who in turn tell family and others through conversation and social media. As a result, most of the natural/gourmet grocery chains spend proportionately less on advertising and promotion than traditional supermarket chains.

These companies also tend to have strong cultural commitments to sustainability, reflected in every possible way throughout their operations and organizations. Sustainability is another confusing area for many consumers and natural/gourmet retailers seem to provide clarity through messaging and product offerings.

The growth of natural/gourmet supermarket companies reflects growing consumer concern about wellness and health. While there always has been a niche of such consumers, increasingly mainstream consumers are concerned about what they eat, where food comes from, and how it’s grown and processed.

There are a lot of small lessons here but the big one is this: value-oriented natural/gourmet retailers are growing rapidly in the U.S. and will broaden the appeal of natural/gourmet foods with smaller, customer-centric formats that alleviate confusion about terms such as natural, organic, sustainable, non-GMO, etc. through knowledgeable, engaging employees, accurate information, and focused edited assortments.
Building Strong and Vibrant New York Communities

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

Winter Dairy Management School Scheduled

Wednesday, March 11, 2015
Auburn, NY
10:30 a.m. to 3:00 p.m.

This year’s Winter Dairy Management program will be focusing on impacting profitability via milk components.

- **Impact of Milk Components on Milk Check**
  - Jason Karszes, Farm Management Program PRO-Dairy
  - Betsey Howland, Dairy Farm Business Management PRO-Dairy
  - Kathy Barrett, St. Extension Associate PRO-Dairy

- **Understanding Income over Feed Costs and its Impact on Profitability**
  - Jason Karszes, Betsey Howland, Tom Overton

- **Dairy Nutrition’s impact on Milk Components**
  - Tom Overton, Professor Director, PRO-Dairy
  - Dave Balbian, Specialist, CNY Dairy, Livestock & Field Crops Team

- **Farm Example**
  - We hope to feature a local farmer who has increased profitability by increasing milk components— including nutrition and environmental factors

For more information on the upcoming Winter Dairy Management School please contact Judy Wright (jlw24@cornell.edu) or Keith Severson (kvs5@cornell.edu) at 315-255-1183 extension 234 (Judy) or 225 (Keith).