Nov/Dec 2025

AG NEWS

Cornell Cooperative Extension
Delaware County

Fall Manure Applications and Injection Benefits and Considerations

Written by Paul Cerosaletti, Certified Crop Advisor, CIG Project Coodinator

The ideal time of year for any manure application is as close as possible to or in, the growing season, when crops have the ability to uptake nutrients. This maximizes the use of manure and reduces the risk of loss of these valuable nutrients to the environment, both surface and ground water as well as the air.

A question might be asked, what are the crop and environmental benefits of fall-applied manure? Where do these manure applications rank with respect to early and mid- growing season and winter applications? The short answer is in between summer and winter applications. There are both benefits and risks that need to be considered when making fall applications. Nuance enters in considering fall applications based on the kind of fall weather being experienced. Summarized succinctly, the later in the fall the manure application and the more dormant the crop is (sod or winter hardy cover crops), the less beneficial and more risk there is for nutrient loss.

Fall Injection vs Top Spread – Nutrient Considerations

In nearly all circumstances manure injection is better for nutrient retention and utilization and more environmentally sound (less risk of loss). Injection also gets nutrients and microbes from manure into the soil profile and available to soil microbes, helping to "feed" them before winter. Research conducted by the Cornell University Nutrient Management Spear program is proving that enhanced soil microbial biomass and activity is associated with manure applications and higher yields. Fall applications contribute to soil microbial biomass health.

Injection also captures all of the ammonia nitrogen (N) fraction of the manure by protecting it from volatilization, which typically more than doubles the amount of N available to the crop growing at the time. With manure injected in the fall and the retention of ammonia N, we need to be concerned with total N application to high nitrate leaching index soils (soils that are gravelly, well drained, flat valley bottom or stream side fields; soil types like Tunkhannock and Chenango gravelly silt loam). (continued on page 4)

Reminders:

2025-26 4H Enrollment

*The **enrollment deadline** for the 2025–2026 4-H year has been set for **December 1, 2025**. All youth participants, club leaders, and committee members must complete their enrollment forms by this date. Be sure to get your forms submitted on time so you don't miss out on the exciting year ahead in 4-H!*

Please note: all volunteers are required to complete a background check every three years as part of the enrollment process. The 4-H office will contact you if you're due.

Updates:

When the Fields Quiet, Ideas Grow

The leaves have fallen and much of the crop work is done, it's time to turn your attention to the greatest farm asset- your skill set. As our new staff have gotten their feet under them, we are pleased to offer robust programming to serve all of our farms. As you look at the upcoming programming this late fall, winter and coming spring we are delighted with the robust range of information we are able offer. From dairy production to farmers' markets, and everything in between, you are sure to find something to enhance your farm. Looking for something you aren't seeing? Reach out and let us know!

Stay up to date with all our latest offerings via our new website: https://ccedelaware.org/agriculture

CCE Delaware Agriculture Program Staff

- *Paul Cerosaletti, MS, CCA Agricultural Program Team Leader*
- *Desiree Keever, JD Farm Business Management & Ag Economic Development*
- *Lila Shafer, BT Horticulture*
- *Autumn Madugno, Ag in the Classroom Educator*
- *Jessica Ladd, Ag/HE Administrative Assistant*

NYC Watershed Agricultural Program Staff:

- *Dale Dewing, MS CCA Watershed Program Leader*
- *Meghan Potter, Precision Feed Management Team Leader*
- *Rich Toebe, PAS Watershed Livestock Educator*
- *April Wright Lucas, PAS CCA Precision Feed Management Specialist*
- *James Romack, MS Precision Feed Management Specialist*
- *Kim Holden, Sr. Administrative Assistant*

Event sponsored by the Watershed Agricultural Council

Raising Dairy Calves in Pairs & Sanitation Demonstration

Monday, November 17, 10:30 am – 2:30 pm

No Cost. Lunch provided. Material Packet provided.

Hobart Community Center, 80 Cornell Ave, Hobart, 13788

- 10:30 am: Dr. Van Os (Via Zoom) & Meghan Potter
- Noon: Lunch and Networking; 12:45 drive to farm
- 1:00 pm: Pair Housing & Sanitation Demonstration Rudi Landolt Farm, 221 Wickham Rd, Stamford, NY

Register by Nov 13, 2025 with Kim Holden at (607) 510-7126 or kmh19@cornell.edu

Watershed Agricultural Council
nycwatershed.org

Catskill Regional Agricultural Conference

Friday, January 9, 2025
Registration begins at 9:30 AM

SUNY Delhi Farrell Hall

Early Bird Sessions: 10:00 am

- Agricultural Environmental Innovation Demo Program
- Point of Sale Systems Panel
- Pork Production 101

Concurrent Sessions: 11:00 am
5 Tracks this year:

- Dairy
- Livestock
- Grazing
- Vegetable
- Cut Flower

Stay Connected:

- ccedelaware.org
- Follow us on Facebook: Cornell Cooperative Extension of Delaware County: Agriculture
- Email: delaware@cornell.edu
- Phone 607.865.6531

Upcoming Programs

Lunch & Learn
November 13, 2025
Noon- 1:00pm

Zoom or 34570 State Highway 10, Hamden

You've seen it, but what is NY Grown & Certified? Marketing tool, grant opportunities, quality assurance; learn about the program, the benefits and how to get certified. Covers a wide array of commodities: dairy, maple, livestock, fruit & vegetable and more! Come with questions, and we will help!

Register at:
https://reg.cce.cornell.edu/NYGCLL_212
or call 607.865.6531

Farm Fresh to Shelf Ready

December 30, 2025, 1:00pm - 3:00 pm

CCE Delaware Office, 34570 State Highway 10, Hamden
Cost $15 for materials

Thinking about trying something new in the New Year to boost your farm sales? Turn your harvest into opportunity!

This introductory workshop will guide farmers and home canners through the essentials of producing and selling value-added food products legally and successfully. Learn the basics of food safety, processing methods, packaging, and labeling regulations, along with what markets require and how to price for profit.

Participants will receive tools, take-home and digital resources to help them plan their next steps. Whether you're dreaming of your own jam line or exploring new ways to grow your farm's income, this session will give you a clear roadmap to get started.

Register at: https://tinyurl.com/FF2SR

Dairy Business Blueprint: Business Plan Writing for Dairy Farms

By request, tailored specifically for dairy farms, a workshop series where you will learn & write each component of a **complete business plan**. Each session will focus on one section, with opportunity for feedback and **1-1 support** to write a business plan specific to your farm. This is an important tool in decision making and propelling your farm forward with focus, key to successful grant funding and optimizing interest rates when seeking loan funding.

- Session 1: Thurs Jan 15th **Farm Vision, Operations & Management**
- Session 2: Thurs Jan 29th **SWOT Analysis & Cost of Production**
- Session 3: Thurs Feb 12th **Financial Summary**
- Session 4: Thurs Feb 26th **Business Strategies & Implementation Plan**
- Session 5: Thurs Mar 12th **Financial Projections**

All session 1-3 pm
$45 per farm, limit 6 farms
CCE Delaware, 34570 St. Hwy. 10, Hamden

Register at: https://tinyurl.com/dairyblueprint

Stay on the Lookout:
Winter Programming

Farm Taxes: What to Know
CCE Delaware Office

Understanding tax code updates and preparing your information for tax season.

Upcoming Programming from WAC:

- Dairy Cow Transition Workshop
- Beef & Small Ruminant Meetings

Watershed Agricultural Council
nycwatershed.org

Check our website for registration information

2025 Ag Program Sponsors

Platinum Sponsor:
- Farm Credit East ACA
- Delaware County Farm Bureau
- Albano's Precision Application

Gold Sponsor:
- Lutz Feed Co.

Silver Sponsor:
- Wayne Bank

Bronze Sponsor:
- Stamford Farmers Cooperative

This support of our programming is very much appreciated by us & the farms we serve.

An Extended Thank You to our Ag program supporters and program grant donors

- Dairy's Foundation
- O'Connor Foundation
- DelCo EcoDev
- NY Beef Industry Council
- Delaware County Rural Healthcare Alliance

hello FALL

Putting Knowledge To Work

Fall Manure Applications and Injections Continued;

Manure Storage Considerations:
Management of manure storages prior to winter is also an important consideration. Emptying manure storages enough in the fall to ensure the farm can get through winter weather without spreading is always a best management practice and typically less risky than winter spreading. The win-win would be to get the storages empty enough earlier in the fall rather than later, and preferably on sods or on timely planed cover crops.

Wet Weather Considerations:
With manure application at any time of year, a check should be made of the 48-hour weather forecast for the imminence of high runoff precipitation (or snow melt) conditions. When those conditions are likely, waiting until after they occur to spread the manure is a better strategy than trying to race an application ahead of unfavorable weather. We typically think of getting on the fields when we can, but on those risky runoff fields we are setting ourselves up for manure to move offsite. Again, injection reduces this runoff risk but does not mean it's OK to inject a lot of manure right prior to the rain event! NYS has developed a Runoff Risk evaluation tool that farmers can use to assess the likelihood of high runoff from their specific farm field locations.
This tool can be accessed at https://runoff-risk.nrcc.cornell.edu/ny/.

Fruit & Veg Corner

What to Avoid When Putting Your Garden to Bed

Written by Lila Shafer, BT Horticulturist

Adapted from "The Daily Dirt" Five Things to Avoid This Fall When Putting Your Garden to Bed

As the trees light up in fall color and our gardens start to fade, it's easy to think the work is done for the year, but a little care now can set you up for an even better growing season next spring. Here are a few things to avoid as you get your garden ready for winter.

1. Don't clean up too early It's tempting to start cutting everything back at the first cool spell, but your garden might still have a few weeks of growth left. Early fall is actually a great time to plant new trees and perennials, things like coneflowers, or other hardy natives. Keep that shed open just a little longer!

2. Don't clear away every leaf or stem Leaving some plant material in place can do more good than harm. Hollow stems and leaf litter provide shelter for pollinators and beneficial insects over winter, and seed heads from plants like black-eyed Susans and coneflowers are an important food source for birds. Try to strike a balance, tidy up where you need to, but consider leaving your garden beds a little "messy" to support the life that depends on them.

3. Don't skip fall fertilizing If you want a healthy, lush lawn come spring, fall is the best time to fertilize. Strong grass can outcompete weeds naturally, reducing the need for herbicides later on.

4. Don't stop weeding just yet. Weeds don't quit when the weather cools down. Many species, like pigweed, will keep growing and even flower to set seed before frost hits. Pulling those last few weeds now will save you a lot of work next year.

5. Don't forget to plan for next season. Late fall is the perfect time to plant spring bulbs and think about how your garden performed this year. If you notice gaps in color or interest, make a note to fill them with new plants next season.

Fruit & Veg Corner

Dividing Perennials

Adapted by Lila Schafer, BT Horticulturists

Information gathered from The Daily Dirt "Divide and Thrive; Fall is the Prefect Time to divide Perennials"

As fall settles in and the first frosts start to show up, it can feel like the gardening season is winding down, but there's still one last task that can make a big difference next year: **dividing your perennials.**

Why Divide?

Perennials return year after year, but over time they can become crowded, bloom less, or even start to die out in the center. Dividing them helps rejuvenate plant health, encourages stronger flowering, and lets you share or spread your favorite plants, all for free!

When to Divide

Early to mid-fall (about 4–6 weeks before the ground freezes) is an ideal time to divide. This gives plants time to reestablish their roots before winter settles in.

Good Candidates for Fall Division

Some perennials handle fall division particularly well, including:

- Daylilies
- Hostas
- Peonies (fall is the only time to move them!)
- Bee Balm (Monarda)
- Coneflowers (Echinacea)
- Black-eyed Susans (Rudbeckia)
- Yarrow (Achillea)

Avoid dividing tender or late-blooming perennials that tend to do better when divided in spring.

How to Divide Perennials

1. Carefully dig up the plant with a spade or garden fork.
2. Shake or rinse off excess soil to expose the roots.
3. Split the plant into smaller sections using your hands, a knife, or two garden forks back-to-back.
4. Replant each section at the same depth it was growing before.
5. Water thoroughly and apply a light layer of mulch to protect the roots.

Extra Tips for Success

- Choose a cool, cloudy day to reduce transplant shock.
- Trim back some foliage to help roots establish.
- Label new plantings so you'll remember what's where in spring.
- Share your extra divisions with friends, neighbors, or fellow Master Gardeners!

PUTTING KNOWLEDGE TO WORK

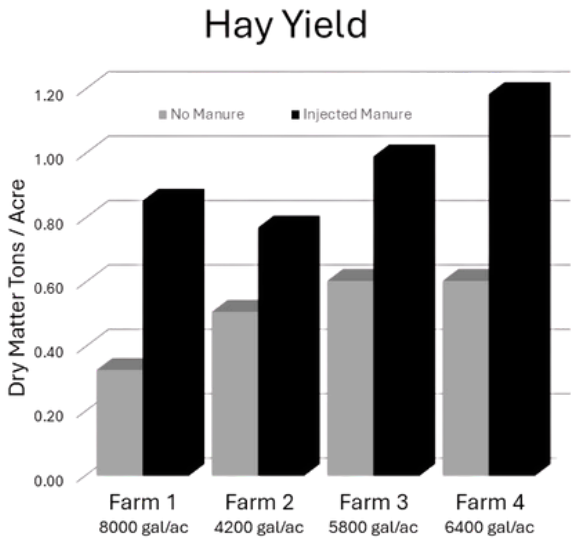
Watershed Agricultural Council
nycwatershed.org

MANURE INJECT IN GRASS SOD EARLY RESULTS

Written by Dale Dewing MS, CCA Watershed

Manure injection is a newly available practice in our area and the CCE Team has been particularly interested in how this practice will work in grass sod fields. Grass hay is the crop with the highest acreage in our area and is an important part of almost every farm's forage production. Grass hay crops, because of their extensive fibrous root systems, are efficient at absorbing fertilizer nutrients and in particular respond to added nitrogen (N). In fact, an intensively managed grass hay crop has a higher N requirement than corn. Manure injection can double the N available to the crop and reduce the risk of nutrient loss to nearby streams. Manure injection between cuttings on hay fields is also a great way to get more manure onto crops during the growing season, leaving less in the manure storage to be applied in late fall, when the valuable nitrogen is lost before crops can use it.

An important question for farmers has been whether injection of manure would create damaging disturbance to the sod or expose too many stones. Shallow coulter Injection does disturb some soil and create visible slots in the sod. Farmer's experience this year has found this limited disturbance to have minimal impact on harvest equipment and stones, so far, have not been and issue. Cooperating with several farms, we found four opportunities to measure the yield and quality response to manure injection. Manure was applied in June and July after a hay harvest and check strips were left with no manure applied. Hand harvest yield and quality samples were collected just prior to the subsequent harvest.

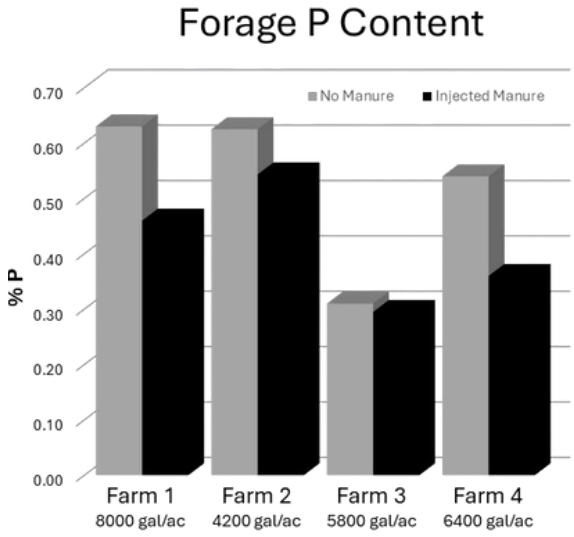


Yield

All four fields had a significant response to injected manure. This is no surprise, since grass response to addition N is reliable. The field with the lowest manure rate increased by 50% and the highest rate more than doubled in yield. Dry weather during grass regrowth did appear to limit yield, and it's hard to predict what the result would have been with adequate moisture, but you might expect a higher yield overall, but maybe a similar percent increase.

Phosphorus Content

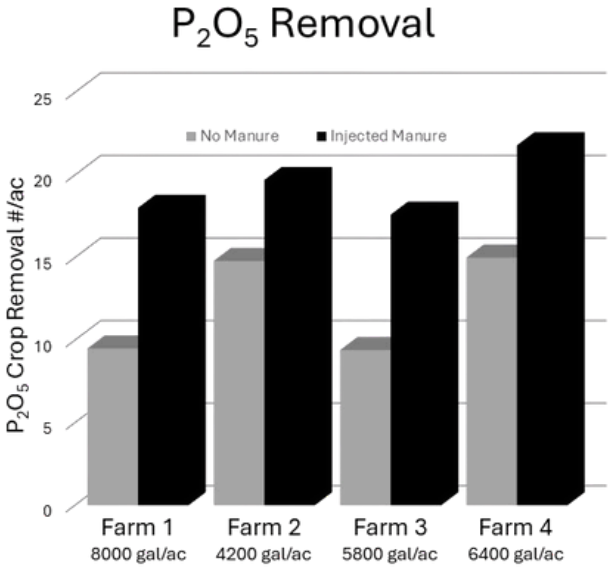
Manure supplies a balance of N, P, and K, which many long-term hay fields can benefit from. Since we farm in phosphorus (P) limited watersheds, we wanted to measure how forage P content was affected by manure application. The results were somewhat counter intuitive, but consistent with past observations. Percent P in manure fertilized grass was lower than unfertilized grass. It appears higher yield "dilutes" the P taken up by the grass. Lower forage P content is a benefit in cattle diets, making it easier to meet Precision Feed Management P intake benchmarks while feeding high forage rations.



Manure Inject in Grass Sod- Early Results Continued:

Crop Removal

Even with lower crop P content, with increased yield, the total P removal rates were increased. More pounds of P being removed means slower accumulation of P in soils. Keeping soil test P in the optimum range is an important goal for maintaining flexibility in nutrient management plans.



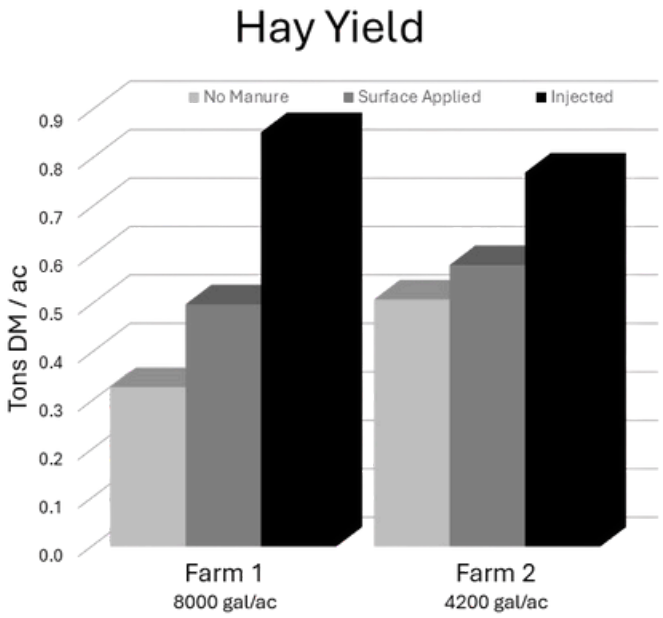
Was Injection better than surface application?

Yes, two of the fields we looked at also had surface applications at a similar rate. Surface applications increased yield, but to a lesser extent than injection. This is logical since yield increase is primarily fueled by N, and we expect injected manure to preserve the ammonia N in manure that is mostly lost with surface application.

Implications

Even though these observations are not controlled research plots, we have several thoughts on manure injection in sod.

- Shallow coulter injection creates minimal soil disturbance and brings few stones to the surface.
- Injection supplies needed N to grass crops, increasing yields.
- Even with P application, forage P content is lower with increased yield
- Higher P removal, should slow soil P accumulation
- Injecting manure into a growing crop increases the beneficial use of manure nutrients and significantly reduces the risk of nutrient loss to the environment.
- More manure applied in the growing season means less manure that needs to be applied in late fall when nutrient recovery is lower and environmental risk is higher.
- Higher yield of lower P forage creates opportunities for meeting Precision Feeding benchmarks with profitable healthy high forage rations.



The Buddy System-Raising Calves in Pairs is a Beneficial Option for Dairy Farmers

Watershed Agricultural Council
nycwatershed.org

Written by Meghan Potter, Precision Feed Management Team Leader

Raising calves in Delaware County is often a topic many farms are eager to learn more about. Historically, dairy calves have been raised and housed individually during the pre-weaned phase. Though individually housed calves have been the traditional norm, recent research has focused on how housing calves with at least one other calf can improve many aspects of calf raising and farm success. Research has focused on not just improving the well-being of calves but also the image and the sustainability of the dairy industry. Grain intake and growth, social development, and calf health are just three of the calf-related topics that have been studied. It is also important to understand how to avoid unwanted behaviors when pair housing. When it comes to the viability of regional dairy farms, consumer acceptance and animal welfare perception are often significantly improved with pair or group housed calves.

Dr. Jennifer VanOs, a leading researcher in pair and small group housing, has summarized many research findings showing clear advantages to raising dairy calves in pairs or small groups. Grain intake was greater by .25 to 1lb per day pre-weaning and .75 to 2.5lbs post-weaning. ADG was greater by .25lbs per day and BW at weaning was greater by 5-9lbs. For one study, at the end of 4 months of age, the pair-raised calves were about 17 lbs. heavier than individually raised calves. (Knauer et al, 2021). Pair-housed calves consumed twice as much calf starter in more frequent meals during the fifth and sixth weeks of age before weaning and continued to have greater starter consumption during weaning. (Miller-Cushon and DeVries, 2016).

With planning and care, raising calves in pairs or small groups can allow farms to benefit from social housing, and increase the growth and health of their animals.

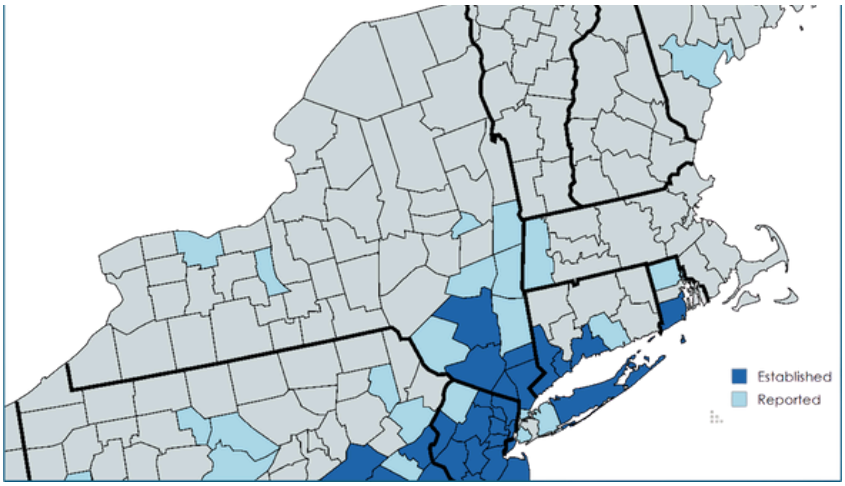
There are numerous calf management factors a dairy farmer needs to make sure are top notch, when planning to change from raising calves as individuals vs pairs. As with any calf raising operation, producers must always focus on providing enough of the highest quality colostrum to newborns as soon as possible after birth. Cleanliness and sanitization of colostrum and milk feeding equipment are extremely important to boost immunity and reduce pathogen loads. High quality bedding and ventilation practices are also key. The volume, timing, method of feeding milk or milk replacer feeding as well as slow step-down weaning strategies are important to grow and wean a healthy calf and to prevent cross sucking.

CORNELL CONNECTIONS

Expansion of the Asian long horned tick within NY

Reported by Joellen Lampman, Tick and School IPM Coordinator, Cornell University

Photo obtained from Michigan Dept of Ag



The Asian longhorned tick (LHT), an invasive tick, is now reported in 18 counties within New York, with 7 counties having known established populations. It is suspected that migratory birds spread the ticks found in western NY.

Single ticks found in reported counties can lead to an established population in one generation because of how LHT reproduce. In the United States, females are laying viable eggs with no assist from a male. A single female can produce 2,000 more females, which have the potential of producing 2,000 more females... each.

LHT is a major threat to livestock. There are cases of LHT vectoring bovine theileriosis, a cattle disease, in NY with at least one fatality. In addition to disease, there have been reports of cattle deaths from extremely high tick numbers. It is still being determined whether these deaths were caused by severe blood loss due to the sheer number of feeding ticks or toxicosis caused by a reaction to something within LHT saliva. Or a combination of the two.
In order to help track the expansion of this tick, please help Cornell IPM with our surveillance efforts. We are asking those who own livestock, from producers to 4H club members, to report any suspected LHT on their farms at go.nysipm.org/report-lht. The form includes a few questions and allows you to upload a photograph of the tick. Cornell Integrated Pest Management staff will follow up with you within a few days.

If you have any questions, contact Joellen Lampman, Tick and School IPM Coordinator, at jkz6@cornell.edu.

Energy Corner

Upgrade Your Home with NYSERDA

NYSERDA offers programs and funding to help New Yorkers make energy efficiency upgrades in their homes. From insulation and air sealing to efficient heating and cooling systems, these programs make it easier and more affordable to save energy, reduce bills, and increase comfort.

Contact Sam Edel, Delaware County Community Energy Advisor 607-366-0833 x 3 or se379@cornell.edu for more information.

Cornell Cooperative Extension
Smart Energy Choices

GRANT OPPORTUNITY

Dairy Farm Improvement & Modernization Grant
This grant will fund projects that help dairy farmers improve their operations for long-term success. Eligible projects may modernize outdated systems or introduce innovative solutions to improve farm viability, reduce climate impacts, improve milk quality or value, improve worker conditions, and strengthen the farm's ability to respond to challenges.

Learn more and apply at:
https://nedairyinnovation.com/grants/farm-improvement-modernization

Deadline to apply: **December 4th at 2:00PM**

Selling Direct to Consumer?

If you are marketing farm products directly to consumers, consider enrolling in our local food map resource, Delaware Bounty! In addition to the print map that began circulation in August, we are readying the launch of a new, dedicated website.

Get listed and be seen! Enroll today to be listed on the website, and be included in the next edition of the printed map. Scan the QR code and complete the questionnaire:

Want even more visibility??? Consider an Ad!

CCEDC Receives Ag & Markets Award to Create a Dairy Industry Strategic Plan

CCE Delaware County will be the lead agency to draft a Dairy Industry Strategic Plan for Delaware, Sullivan and Orange counties to bolster an industry critical to the local economy who faces challenges not present in other areas in the state.

To achieve this goal the following action items have been identified:

- Canvass/summarize case studies of similar efforts which might inform our project
- Establish dairy industry task force committees
- Conduct a SWOT analysis of the dairy industry in each county
- Engage stakeholders to identify potential strategies for enhancing the industry
- Evaluate strategies for viability and efficacy and prioritize

Interested in getting involved? Let Desiree Keever know you would like to participate!

The Agritourism Brief

Customer Experience:

Agritourism Project Work Team

1 Customer Service is #1?

Agritourism is considered retail for the purposes of local code, zoning and planning rules & regulations. As such, remember the customer is #1 and you always want to provide them with the best experiences! Good attitude is #1!

2 Train on Customer Service

The easiest way to ensure great customer service is to train your staff on how to provide it! This can include the following topics:

- Rule Enforcement
- Education on the Farm (ie how to pick/cut/harvest products)
- Situation de-escalation

How? Start each season with a training. Use role play to run through typical scenarios and model the desired response

3 Customer Focus?

Put your customers' needs first! You can do this in several ways:

- Implement a "mystery customer" program: Ask friends or community members to pose as a customer and ask for honest feedback on customer services, experiences, etc....
- Create a customer loyalty program- providing value for customers to come back regularly will pay dividents

4 On-Farm Experiences

The integration of value-added experiences, such as classes or workshops, can be a great income generator for your operation. It's important to have protocols in place for payments to hold spots, handle inclement weather, etc. These could include:

- Use of technology, such as eventbrite or other planning software
- Prominently displayed policies on farm an on the farm website/social medial listings
- training staff on engaging with unhappy customers in the event of things such as inclement weather, requesting refunds or unacceptable/unsafe behaviors.

5 Areas Open to the Public

Just because you are an agritourism farm, it does NOT mean all areas of your farm are open to the public. In order to manage customer expectations, have staff be clear when customers enter the farm as to which areas are open and why(safety, biosecurity, etc...) to help manage potential challenges.

- Clear, frequent signage indicating which areas are open to the public
- Position staff in areas of the farm that transition to non-public areas

6 Burnout

Operating and working in agritourism, and engaging with the public on a regular basis, can create burnout.

- Take a Break! Give yourself and staff time to reset mentally and physically is paramount to providing good customer service!
- Spread the Wealth-make sure you aren't the only one working. You can't be in all places of your farm so strategically place staff where you need them to manage customers.
- Don't Take it Personally-this is hard! Just remember everyone has bad days, and you might be the next person they see, offer them a smile.

CORNELL CONNECTIONS

What Impact Will the FMMO Final Rule Have on the Northeast?

Contributed by Desiree Keever; Adapted from ProDairy Publication by Aidan Ainslie, Avery Pound and Chris Wolf

On January 16, 2025, the final Federal Milk Marketing Order (FMMO) rule was released after a 49-day national hearing. Most changes to uniform pricing formulas went into effect on June 1, 2025, however, the update to milk composition factors will go into effect on December 1, 2025.

The final rule has seven changes:

1. Updates to the make allowances
2. Class I differential increases
3. Class I skim milk pricing formula update
4. Elimination of barrel pricing for surveyed cheese price
5. Milk composition factor changes
6. Adoption of an ESL adjustment
7. Updating the butterfat recovery factor

TABLE 1. Make allowances

Product	Previous Make Allowance	Updated Make Allowance
Butter	$0.1715	$0.2272
Dry Whey	$0.1991	$0.2668
Cheese	$0.2003	$0.2519
NFDM	$0.1678	$0.2393

For farm milk pricing impact, the make allowances are likely to have the biggest negative impact on base class prices, as well as the uniform price of each region, resulting in a $0.24/cwt reduction in base Class I price, $0.62/cwt reduction in base Class II price, $0.92/cwt reduction in base Class III price, and a $0.85/cwt reduction in base Class IV price. The increase of Class I 2 differentials is the largest positive change in Class I price and uniform price for most orders like the Northeast, placing particular emphasis on both the production and marketing of milk across all five eastern orders (Northeast, Mideast, Appalachia, Southeast and Florida). Averaging across all Class I processing plants in the Northeast, Class I differentials will increase by $1.54/cwt. The other five changes will have a smaller impact on the uniform price. However, they will all add some value to the uniform price in the Northeast (FO1), as well as aid in creating more orderly marketing conditions. The specific impact on a given farm or cooperative will be affected by many other factors including premiums, hauling and other costs, as well as products manufactured and contract specifics.

The make allowance is the cost of turning milk into a given dairy commodity. Table 1 represents the old and updated make allowances for the four dairy commodities from which milk prices are calculated. Make allowances After much debate through the hearings, the final make allowance increases were set to more accurately reflect the cost of processing, as they had not been updated in almost two decades. For cooperatives that have been blending losses, the increased make allowances may have a neutral or even a positive impact on the farmers of that cooperative, as the increased make allowances will offset some of the manufacturing costs that were deducted. For farmers in cooperatives that are not blending losses and particularly those which are primarily manufacturing Class III and IV products, the larger make allowances result in a lower farm milk reference price. Based on the cooperative and what/if they manufacture, farmers will face different deductions/premiums because of the increased make allowances.

Combining all changes results in little change of the uniform price for Northeast producers holding the other prices and quantities constant over the 2021 to 2024 period. However, individual farmers will be affected differently based on the cooperative or milk processor to which they ship milk. In the long term, more orderly marketing is expected from the Milk Composition, Class I Skim pricing and Class I Differential changes driving Class I to consistently be the highest-class price. This in turn should lead to less incentive to depool and less volatility in the milk market. With the Northeast rapidly expanding processing capacity and the FMMO changes not having negative price implications overall, the outlook for Northeast dairy producers is bright

Labor Roadshow IX will cover a range of pressing topics, including:

- Immigration and Farm/Family Preparedness
- Compliance Updates
- Unionization Updates from PERB and attorneys
- Employee Engagement and Improving Culture
- Employee Housing Operational Costs
- Pest Management in Employee Housing
- Legality of Employee Monitoring Using Cameras and Technology
- How to Interact with Regulators and the Public about Labor Issues

Event cost: $75 per person
Cash, check, and advance online payments will be accepted. Each registration includes onsite programming for one event date, access to two webinars, coffee, refreshments, and lunch provided.

Registration now open
https://forms.gle/HheZLetKwyi8J3t6A

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