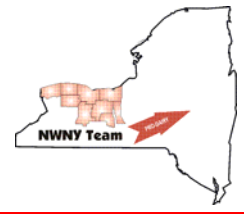


# NWNY Dairy, Livestock & Field Crops Team

Cornell Cooperative Extension

Serving the counties of:

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## IMPACT STATEMENT

### Winter Dairy Management: *Managing the Dairy Heifer Enterprise*



A Winter Dairy Management case farm barn dedicated and designed for breeding age heifers. Success stories from dairy farms improving heifer replacement facilities continue to show that it pays to treat young stock well.

#### The Need

Raising heifers is a vital component of the success of the dairy farm. Often this facet is the least organized and monitored compared to lactating cow operation. The investment in time, resources and training does not lend itself to quick and easily determined returns on investment. Many dairy producers are unaware of the total cost incurred by the time a heifer enters the milking string. Likewise, the effect that environment has on the later performance of these animals is not appreciated.

The high cost of heifer rearing mandates a superior rate of survival from birth to first milking. Finding resources that concisely combine finances, housing, health, nutrition and reproduction is not an easy task.

#### Extension's Response

The NWNY Dairy Team worked with the Pro-Dairy staff to develop and deliver "Raising Fiscally Responsible Heifers" for the 2008 Winter Dairy Management series. The team produced two presentations and associated materials for

the proceedings as well as an associated article in "The Manager" section of Northeast Dairy Business. The Calf Manager CD maintained and sold by the NWNY Team was distributed as part of the resource package. Benchmarks for budgeting, health parameters, housing, breeding efficiency were made available. 13 sites across New York and 1 in Vermont hosted the program.

#### The Results

Over 480 people – producers, agriservice techs, students, veterinarians - attended these 14 presentations. 51 dairy producers representing 29,500 cows and 24,800 heifers in addition to 12 agriservice personnel participated at the two NWNY Team sites. Several requests for health information and heifer facility planning within the team region have directly resulted from the WDM program. One of the team developed modules was used as part of the curriculum for a Dairy Science course at Cornell during the Fall of 2008.