

## **PRESS RELEASE**

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### **Two Jefferson County Farms in Successful Dairies Publication**

Two Jefferson County farm families will be featured in “Profiles of Successful Strategies for Small Dairy Farms,” a publication of the Northern New York Agricultural Development Program, a research and education program focused on the six northernmost counties of New York state. The Reed brothers of Reed Haven Farm in Adams Center and Ed and Ann Walldroff of Homestead Fields Farm in LaFargeville share information about how to profitably operate a family-sized dairy farm.

According to the 2002 Census of Agriculture 300 of Jefferson County’s 325 farms have fewer than 200 cows. About 30 percent of the 4,572 dairy farms across Northern New York six-county region have 200 or fewer dairy cows.

Reed Haven Farms began in 1942 with 60 acres and 12 cows near Adams Center. Today, brothers Dan, Alan and Mason Reed operate the family-owned dairy and crop business with 170 cows and 1,200 owned and rented acres. The brothers do custom fieldwork and sell some crops, including 400 to 600 tons of their approximately 50,000 square bales of hay to Pennsylvania farmers through a local trucker. Incremental, planned growth has included buying neighboring farms.

“We feel confident that the strategies that have served us well in the past – slow measured growth, informal communication and thoughtful planning – will also serve us well in the future,” says Dan Reed.

Ed and Ann Walldroff bought their family’s dairy after farming for 20 years with Ed’s parents, five brothers and a brother-in-law. Homestead Fields has been in the Walldroff family for more than 100 years, making Ed the fifth generation to work this farm.

Today, the farm has 125 milking cows and approximately 400 acres. One of Ed's brother leases land to raise crops and sells forages back to Homestead Fields. A contract grower raises the farm's calves until they are ready to enter the milking herd. The cows are grazed on pasture in the warm weather months.

"By converting to a rotational grazing operation, we lowered our summer costs and I believe the cows are healthier," Ed says.

The Profiles of Successful Strategies for Small Dairy Farms publication features two farms in each of Northern New York's six counties: Essex, Clinton, Franklin, Lewis, St. Lawrence, and Jefferson. The strategies profiled include partnering and sharing equipment and manpower resources, feeding wet baleage, and using computerized production technology.

"These case studies will be most useful for farm owners who are considering making changes to their operations and are searching for ideas, information and inspiration from their fellow farmers working in Northern New York," says Steve Richards, project coordinator.

Small dairy owners looking to increase their profitability and success will find these profiles helpful. The small dairy owners profiled say that they measure the success of their adaptations and changes by gains in both financial terms and family satisfaction. The new publication will be available at Cornell Cooperative Extension offices in May.

The Northern New York Agricultural Development Program is a farmer-driven research and education program specific to New York state's six northernmost counties. For more information, visit [www.nnyagdev.org](http://www.nnyagdev.org) or contact Board Chairs Jon Greenwood, Canton, 315-386-3231, or Joe Giroux, Plattsburgh, 518-563-7523, or call Dave Smith at Cornell University at 607-255-7286.

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