



Lawnel Farms

NATURE'S BEST FOR OVER 60 YEARS.

Fall 2013

Hi Neighbors!

Before the snow flies, we wanted to reach out to you to say hi! Life on the farm is never a bore, but summer is an exception - taking busy to another level with field work, cows to feed, cows to milk, and cows (and kids) to chase when the fence isn't working. As our busy season winds down on the farm, we are just feeling blessed for living on a farm and having such great neighbors. We wanted to thank all of you for supporting

our farm this past year and enabling us to have another safe and productive year. We look forward to meeting more of you and answering any questions you may have about our business. Thanks!



The 5th generation enjoying a sunny afternoon at the farm.

*Larry Smith
Andrew, Susan & Amos Smith
Tim, Kirsty Northrop & Family*

Our Necessary Mission as Dairy Farmers

Our farm is a family-owned and operated business. In fact, we are currently operating with the 2nd, 3rd and 4th generations. Like all businesses, we have a mission. Actually, we have several missions since our farm is so multi-faceted.

Our number one mission is to produce a wholesome and safe product - milk. In doing so, we must respect our animals and land - as well as our employees. Also, we must be good neighbors. We try hard to be active members in our community, and we work hard

in order to provide an opportunity for the next generation. In order to accomplish all that - we must try to remain economically viable - meaning we try to turn a profit. This last one is probably the toughest one of all.

Profit margins in dairy farming are slim. We are the only industry that does not set it's own price - it's set by the federal government. So, we have to routinely tighten our belt, seek out opportunities to reduce cost, and all the while, maintain our commitment to all of

CONTACT US ANYTIME!

We want to hear from you! Please let us know if you have any questions about our farm, or if there is anything we can do to be better neighbors.

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the above. We don't tell you this in hopes that you feel sorry for us, but in hopes that you can better appreciate the abundant supply of milk and dairy products you find at the market - as well as understand the nature of our business.

Our cows live in luxury

We take great pride in caring for our animals. As farmers, our main job is to provide food and shelter for them. The shelter we provide isn't the same as it always was. In fact, the newer style barns – called freestalls – actually keep our cows in a cleaner, fresher and more comfortable environment than the older style “stanchion” or “tie-stall” barns of later years.



Freestalls are the large metal, red and white barns you see on our farm. They are called “freestall” because the cows are free to choose whatever stall they want to lay down in. There is a stall for each of our 1100 cows, and we add sawdust and sand to make their beds soft and clean. Our cows are also free to go eat anytime they wish. We always have feed out for them – kind of like the 24-hour grand buffet on a cruise ship. Our cows are also pampered twice a year with a pedicure (or as we call it, hoof trim), and we have fans and sprinklers that turn on during hot summer days to help keep them cool. Because of their size and structure (the rafters are shaped like a cathedral arch), these barns are well-ventilated with fresh air always. The layout of these facilities also reduces the need for hand labor, and allows us to use equipment to work in them when necessary. While they may not be as artistic as the old, red gambrel-roofed barns, freestall barns are very efficient and effective in keeping our cows healthy, clean and comfortable.

WE LOVE OUR CHEESE!

Lawnel Farms is one of nearly 6,000 dairy farms in New York State that collectively produce over 12 billion pounds of milk – or 1.4 billion gallons annually. Two-thirds of that milk stays as fluid, drinking milk. One-third is made into dairy products. Last year, New York made over 700 million pounds of cheese, half of which is Italian cheeses. Here's a warm and delicious recipe that uses some of New York's famous dairy products. Remember to look for code 36 on all dairy products to ensure you are buying a New York product.

Hot Pizza Dip

- 6 ounces cream cheese, softened
- ½ cup sour cream
- 1 teaspoon oregano
- ½ cup pizza sauce
- 1 cup shredded Mozzarella cheese
- ½ cup grates Parmesan cheese
- ¼ cup each of diced peppers, onions
or any pizza topping

Combine cream cheese, sour cream and oregano in a bowl. Stir until smooth. Spread evenly into a small pie plate or quiche pan. Top with pizza sauce, cheeses, and pizza toppings. Bake at 350°F for 15 minutes, or until cheese is melted. Serve with breadsticks or crackers.



LAWNEL FARMS
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Local
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Less than 2% of the U.S. population is involved in farming.
The average farmer in the U.S. feeds 155 people.