



## LAKEVIEW ORGANIC GRAIN

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# SPRING SURVIVAL

***There is no good way to say this. Times are getting tough here on the farm this winter. For all our hard work and long hours, we are seeing less return and less reliability, we may feel less confidence, and many of us are starting to wonder where things are going.***

☛ The stress on organic dairy farming is immense, but it is actually easier on organic farms than on our local conventional dairy farms. With the (1) organic milk pay price dropping, (2) supply quotas restricting farm expansion, (3) few contract openings for new or transitioning farmers, (4) low beef/cow prices, (5) an escalating war on hand-milking and raw milk farms (6) poor 2017 forage quality with challenging levels and types of mycotoxins, (7) organic grain/feed prices still strong, (8) pressure from non-GMO and plant-based 'dairy' products threatening the organic market. Yes, organic dairy is rather difficult right now.

☛ Organic grain farmers are still adjusting to a 30% price drop over the past 5 years, largely due to the vast amount of imported organic grain. Increased scrutiny of fraud, documentation, and traceability has reduced imported grain quantity a little this winter, but this has undeniably shaken our confidence in "the system" without much change in price. Here at Lakeview Organic Grain, we have purchased all our corn, small grains and oats this year directly from New York, Pennsylvania, Ohio and Ontario farmers, but our 'competition' may not have such a strong commitment to the local organic supply / farm viability.

☛ Many organic fruit, vegetable and meat farmers saw a downturn in 2017 at farmers markets and in direct sales due to changing consumer buying habits and product preference. Conventional and larger-scale organic vegetable farmers are challenged to find skilled labor, large regional grocery chains are failing, vegetable processing plants are closing, and there is so much buzz about the Amazon/packaged home delivery model. BIG CHANGES are indeed rocking the vegetable community, creating much uncertainty.

Experts love to toss around the word 'DIVERSIFICATION' when times get tough, as if diversification alone was THE solution to so much uncertainty. But we farmers know that diversification often is not easy to accomplish. New crops/enterprises take different equipment, markets, handling and storage, and there simply aren't large unfilled markets out there waiting for many of the products that farmers could easily switch to. It is hard to sell beef animals when the livestock market is down, it is hard to sell hay and forage when dairy farmers don't have money, and getting into a new enterprise, such as grain, fruit or vegetables takes new equipment, markets, and skills, and brings new competition. So . . . what do we do?

## DIVERSITY IN A CHANGING ORGANIC MARKET

☛☛ We can diversify our forages, adding a seasonal progression of annual forages to improve both home-grown feed quantity and feed quality, offsetting off-farm purchases and improving forage nutritional content.

☛☛ We can diversify our crops, identifying market gaps and seasonal opportunity gaps for new products.

☛☛ We can diversify our livestock by adding meat birds, laying hens, pigs, ducks, or sheep to better utilize our pasture, our time, markets and income.

☛☛ We can diversify our soil health management, pest control and grain handling facilities to produce higher quality grains for the food grade market, which brings higher prices. There are some truly exciting new weed control and tillage equipment on the market, largely out of Europe, that will revolutionize our ability to control weeds, reduce labor and time, do a more precise complete job, and produce better crops.

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☞☞ We can diversify our livestock housing/handling strategies, focusing on cow comfort, because we know that a clean, dry, comfortable cow uses her feed more efficiently, has fewer health issues, produces more milk, reproduces more reliably, and therefore makes us more money.

☞☞ We can diversify and expand cover-crop options to grow more of our own 'fertilizer', improve our soil condition, tend our soil microbial life more attentively, reduce soil loss, and improve soil drainage.

☞☞ We can talk with our customers, neighbors and family to make sure that they know the truth of this emerging non-GMO market – that it is emphatically not 'organic lite', that there are no guarantees WHATSOEVER on either quantity or toxicity of pesticides used on non-organic crops, that it is not an agricultural system focused on healthy soils, diverse crop rotation, intentional biodiversity, but instead, the non-GMO crops are generally grown in monoculture, with often higher levels of more toxic pesticides than conventional GMO!

☞☞ We can cooperate with other farms in the area to build creative collaborations. Grain farmers can produce forage for local dairy farms, adding additional crop rotation options, or they can board dry cows and heifers on land that is better-suited to pasture than to row crops. Groups of farmers can market eggs and other products in common to consolidate transportation and handling facilities. Farmers tend to be highly individualistic, but sometimes, there is far more strength in numbers. Together, we often can accomplish more than we can separately, and it is always good to have better friends and neighbors!

## **RESILIENCE IN A CHANGING ORGANIC MARKET**

Resilience – it an interesting concept of much discussion among all farmers, both organic and conventional, as we watch prices drop, milk companies impose quotas and price reductions, customers find additional and alternative choices, and as the organic market enters in a period of uncertainty and change.

Some businesses seem only profitable when times are flush, but others are resilient, able to adjust and adapt when things change. How do we make our farms more resilient, more able to roll-'n-smile with these new punches?

\*\*\* Resilience generally comes down to how closely we watch, manage, monitor and respond, how closely we keep tabs on our cost of production: the cost of inputs vs. income. Should we cull the cows that are inefficient, taking too long to breed, frequently run higher cell counts or other low grade 'stuff', can't achieve/maintain adequate body condition? Do we know which cows improve our components and which cows drag them down? Did we actually lose money on those oats last year? Which 5-year crop rotation results in best quality, weed control, profit and flexibility for weather curve-balls?

\*\*\* If we are growing our own grain and forage plus milking cows, are we able to manage all 3 'enterprises' to the same level of excellence, or do they compete against each other? Is there a point where we are TOO diverse? Might it make better financial sense to 'outsource' areas or crops that we have difficulty managing so we can apply more excellence to where we get a better return? Are there neighboring farms who might be willing to share some of these enterprises?

\*\*\* When the weather makes optimal field operation timing difficult, do we have the equipment, knowledge and ability to jump when we can, and quickly make rational informed changes when needed? Do we actually monitor soil test levels or do we purchase fertilizer 'just because'? Have we considered double-cropping to get 2 marketable crops in one season? Is it time to consider new improved varieties, or are we 'stuck in a rut' growing the same varieties each year?

\*\*\* Are there other markets we can develop to increase diversity on our farms without putting the rest of the operation at risk? Can we co-graze pasture with different animal species, perhaps add a new meat enterprise, to increase income, customers and soil fertility? Have we thought about growing additional crops, to increase both our rotational and market repertoire? Have we considered using annual cover crops as forages, achieving both increased soil improvement AND extend our grazing season? Are we harvesting/handling our forages in a manner that preserves the highest quality and nutrition?

\*\*\* A healthy soil, filled with a balanced and active diversity of healthy, well-fed microbes will hold more water in dry years, promote better drainage in wet years, hold soil in place to resist erosion, prevent rampant root disease, resist compaction, sequester carbon from the air, and provide nutrients to sustain healthy crops under a variety of climatic conditions. Resilience begins with a healthy soil – we need to tend our soil microbes as if they were valuable livestock!

***Working together, with diversity and resilience firmly in hand, we organic farmers in the Northeast can plant sparks of creative innovation, grow profitable new ideas, cultivate hope, and harvest a sense of optimism will germinate, grow, adapt and thrive through this time of change, uncertainty, and challenge.***

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## CERTIFIED ORGANIC SEED FOR SPRING 2018

Viking & Blue River hybrid corn <i>Organic!</i>	depends on variety
Cornell D2901 hybrid corn (90 day) <i>Organic!</i>	\$160/bag
Wapsie Valley Open Pollinated corn (87 day, best for silage) <i>Organic!</i>	\$150/bag
Soybean – Boyd – <i>our own variety</i> (1.9) <i>Organic!</i>	\$42/50#
Soybean - Viking 1202 (1.2), 1706 (1.8), 2265 (2.2) <i>Organic!</i>	\$45/140,000 seeds
Soybean - Blue River 17C2 (1.7) <i>Organic!</i> ( <i>other varieties by custom order</i> )	\$50/140,000 seeds
Alfalfa – Viking 372HD ‘top of the line’ disease resistance & yield <i>*conv untreated only</i>	\$230.00/50#
Alfalfa - Viking 340M (multi- disease resistance, multi-leaf) <i>Organic!</i>	\$260.00/50#
Alfalfa – Viking 3800 (multi-disease resistance)	\$275.00/50#
Oats – Reins (early season/short) <i>Organic!</i>	\$25/50#
Oats – Hayden (mid-season/medium height, rust resistant) <i>Organic!</i>	\$25/50#
Oats – Deon (late season/tall, highly rust resistant) <i>Organic!</i>	\$25/50#
Oats – Keuka – <i>our own variety</i> (big leafy plant, great for forage) <i>Organic!</i>	\$23/50#
Oats – Streaker Hull-less <i>Organic!</i>	\$34/48#
Barley - Robust (spring, 6-row feed barley) <i>Organic!</i> (48 lb bag)	\$26/48#
Barley – Conlon (spring, 2-row barley, best for malting) <i>Organic!</i> (48 lb bag)	\$30/48#
Triticale - Surge or vns (grain or forage) <i>Organic!</i>	\$28/50#
Wheat - Glenn (hard red wheat - great for baking/milling) <i>Organic!</i>	\$28/50#
Rye – cover crop <i>Organic!</i>	\$25/50#
Peas – ‘4010’ purple forage pea (forage or covercrop) <i>Organic!</i>	\$32/50#
Peas – ‘Admiral’ yellow grain pea <i>Organic!</i>	\$32/50#
BMR sorghum-sudangrass (‘Viking 200’ BMR 6) <i>* Organic or Conv untrt!</i>	\$95/50#
Buckwheat <i>Organic!</i>	\$35/50#
Clover – medium red (best for cover crop) <i>Organic!</i>	\$180/50#
Clover – ‘Manitoba’ (better for grazing, longer rotations) <i>Organic!</i>	\$200/50#
Clover - Alsike <i>Organic!</i>	\$210/50#
Clover - Yellow sweet <i>Organic!</i>	\$135/50#
Clover – ‘Rivendell’ (grazing white clover, much like Alice) <i>Organic!</i> (in 25 lb bags)	\$190/25#
Clover - Crimson <i>Organic!</i>	\$160/50#
Hairy Vetch <i>Organic!</i>	\$150/50#
Timothy – Climax <i>Organic!</i>	\$150/50#
Organic Pasture/Hay Mix (in 25 lb bags) <i>Organic!</i> <i>bromegrass, timothy, perennial &amp; annual ryegrass, festilolium, meadow fescue</i>	\$110/25#
Orchardgrass – Niva <i>Organic!</i>	\$250/50#
Tall Fescue – Kora <i>Organic!</i>	\$250/50#
Meadow Fescue – Laura <i>Organic!</i>	\$220/50#
Perennial Ryegrass – Calibra <i>Organic!</i>	\$220/50#
Festilolium – Perun <i>Organic!</i>	\$220/50#
Bromegrass - smooth <i>Organic!</i>	\$180/25#
Tillage Radish– <i>Organic!</i>	\$195/50#
Birdsfoot Trefoil <i>*conventional untreated only</i>	\$230/50#
Yellow Mustard (cover crop) <i>*conventional untreated only</i>	\$90/50#
Japanese Millet <i>*conventional untreated only</i>	\$35/50#
Reed Canarygrass <i>*conventional untreated only</i>	\$210/50#
Forage turnip <i>*conventional untreated only</i>	\$105/25#

*Organic sunflower, sweet corn, & other corn, wheat and barley varieties must be custom ordered by March 1*

*\*Organically-approved non-GMO Rhizobium inoculant is available for alfalfa/clover, pea/vetch, and soybeans*

**We also have other types of conventional untreated grasses and forages.**

**All prices cash, FOB at Lakeview Organic Grain, Penn Yan, NY**

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## RECOMMENDED SEEDING RATES

<i>Crop</i>	<i>wt/bu</i>	<i>Seeding Rate/A</i>	<i>Seeding Depth</i>
Oats	32 lb/bu	75 - 100 lb/A (2-3 bu)	1-2"
Spring Wheat	60 lb/bu	120 - 160 lb/A	1 - 2"
Spring Barley	48 lb/bu	116 - 164 lb/A (2.5 - 3 bu/A)	1-2"
Spring Triticale	56 lb/bu	100-125 lb/A (75 lb/A with peas)	1-2"
Buckwheat	50 lb/bu	40 - 60 lb/A	0.5 - 1.5"
Hull-less oats	50 lb/bu	80 - 96 lb/A	1-2.5"
Triticale/Pea	52 lb/bu	120 - 150 lb/A total (75 lb each)	1 - 2.5"
Field peas	60 lb/bu	75 lb/A if grown with small grain 150 lb/A if grown alone	1-2"
Hybrid Corn	56 lb/bu	25000-30000 seeds/A (3 acres/bag)	1.5-2.5"
Open Pollinated corn	56 lb/bu	18000-22000seeds/A (3 acres/bag)	1.5-2.5"
Soybeans	60 lb/bu	50-90 lb/A depending on seed size	1-2"
Medium Red Clover	60 lb/bu	8 - 15 lb/A	frost seed - 0.5"
Alfalfa	60 lb/bu	12 - 20 lb/A	0.25 - 0.5"
Timothy	45 lb/bu	2 - 8 lb/A	0.25 - 0.5"
Alice white clover	60 lb/bu	2 - 5 lb/A	frost seed - 0.5"
BMR Sorghum Sudangrass	60 lb/bu	45-50 lb/A	1 - 1.5"
Orchardgrass, Fescue	30 lb/bu	4 - 12 lb/A	1 - 1.5"
Bromegrass, Ryegrass	30 lb/bu	4 - 12 lb/A	1 - 1.5"
Festilolium	30 lb/bu	4-12 lb/A	1 - 1.5"
Reeds Canarygrass	52 lb/bu	6 - 12 lb/A	0.5 - 1"
Birdsfoot Trefoil	60 lb/bu	4 - 10 lb/A	0.25 - 0.50"
White Clover	60 lb/bu	2 - 8 lb/A	0.25 - 0.50"
Hairy Vetch	60 lb/bu	20 - 40 lb/A	0.25 - 0.50"
Mustard (cover crop)	60 lb/bu	7 - 15 lb/A	frost seed -0.75"
Pasture/Hay Mix	6-10#/A with alfalfa or clover		

## CORN

**Viking 87-80 (80 day) \$210.00/bag** - good yield potential, strong drought/stress tolerance, excellent drydown

**Viking 45-88 (88 day) \$210.00/bag** - excellent yield, strong drought/stress tolerance, strong emergence

**Viking 88-81 (90 day) \$210.00/bag** - excellent yield, excellent drought/stress & disease tolerance, heavy test wt, tall

**Viking 31-92 (92 day) \$210.00/bag** - very rugged, excellent early growth, large tall high tonnage silage with good grain

**Blue River 21L90- (85 day) \$240.00/bag** -very early floury silage type, excellent seedling vigor, excell digestability

**Open Pollinated Wapsie Valley - (87 day) \$150.00/bag graded, \$40.00/ungraded** . Tall, improved excellent OP , best for silage, yellow & red kernels \*\* After trying this out last year on our farm, we are recommending planting inexpensive 'ungraded' Wapsie Valley corn in early summer for a quick high tonnage and quality annual forage, to be harvested and ensiled like BMR sorghum sudangrass. It works well mixed with BMR sorghum sudangrass or BMR millet for increased tonnage. Plant at 20-30 lb/A for best yield \*\*

**Cornell D2901 (90 day) \$160.00/bag** -exciting new hybrid from the Cornell corn breeding program, strong, healthy, high yield, high test weight, large plant, suitable for grain or silage. Performs best on more fertile, well drained sites. Many thanks to Dr. Margaret Smith, our own New York corn breeder *extraodinaire* at Cornell University, for this!

## SOYBEANS

**Boyd Soybeans (1.9) \$42.00/bag** -very tall, large bushy plant, clear hilum, branching, widely adapted and reliable

**Viking 1202 Soybeans (1.2) \$45.00/bag** -very high yield, excellent disease rest, big bushy plant, brown hilum

**Viking 1706 soybeans (1.6) \$45.00/bag** very high yielding black hilum, widely adapted, disease resistant

**Viking 2265 soybeans (2.2) \$45.00/bag** extremely high yield, medium tall bushy plant, excellent disease resistance

**Blue River 17C2 (1.7) \$48.00/bag** -*favorite!* excellent yields, dark hilum, strong disease resistance, stress tolerance

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