



## LAKEVIEW ORGANIC GRAIN

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## \*\* Winter 2018-19 NEWSLETTER \*\*

As snow and cold arrive, there is much going on around here at Lakeview this winter!

Truckloads of corn and soybeans from local farmers are arriving every day, because we buy most of the grain we use directly out of the field from local New York and Pennsylvania farmers. We are also reviewing the 2018 season, determining varieties that did well, the weed control practices that worked, the forage species that yielded in this year. Often we learn more in the difficult years than when things are easy, and 2018 is no exception. We will share some of this in our newsletters and on our Lakeview Facebook page.

We have been working with **Albert Lea Seed** from Minnesota for many years, bringing their high quality organic seeds to the northeast as their New York dealer. Their organic corn and soybean varieties are terrific for our Northeast conditions, it is what we grow on our farm, plus they have a full range of small grains, pasture grasses, and cover crops. Partnering with Albert Lea, another family-owned/operated company with very similar values, truly makes Lakeview Organic Grain able to provide a full range of high quality seed to meet the needs of Northeast organic and non-GMO farmers.



For the 2019 season, **Albert Lea's 'Viking'** brand of corn, soybeans and alfalfa will be entirely organic or non-GMO. The company has invested substantial resources into producing seed in Europe where background GMO contamination is minimal, and all seed fields are aggressively monitored for purity. **'Viking Pure'** is guaranteed to be 99% free of genetically modified genes, and **'Viking Ultra-Pure'** is guaranteed to be 99.9% free! Since minimizing contamination begins with the seed, these new products provide organic farmers a valuable new tool, combined with top-of-the-line production genetics, to grow high-quality, high-yielding organic grains that are free of GMO presence. We are confident that we are bringing you the very best organic seed with second-to-none genetics, purity, yield potential and Northeast adaptability.



**We had the most remarkable and inspiring experience of visiting our kelp supplier, North Atlantic Organics Ltd, in Tignish, Prince Edward Island, Canada this year.** Where the Gulf of St. Lawrence meets the wild, rough North Atlantic, several types of 'sea weed' grow lushly just off shore, providing home to a healthy lobster and crab population and countless other critters, and the kelp will wash into shore throughout the season.

We have been selling their product for about 2 years and we are very pleased, it is high quality and economical, a very good addition to most of our dairy feeds, and our farmers are happy with the ability to get all the benefits of organic kelp at a lower price than most suppliers offer.

There are other kelp suppliers out there, but North Atlantic Organics is a small business, the kelp is sustainably 'hand harvested' by people (and horses) who are engaged in lobstering the rest of the year so they are very concerned about maintaining the health and longevity of the kelp beds, about not damaging the complex ecosystem of the kelp bed.

We came away so impressed by the vision of sustainably 'harvesting' locally the available resources in an integrated way - the kelp; the lobsters; the many windmills on the North Cape location that supplies nearly 30% of PEI's energy needs; the employment for a lively and tenacious population of people trying to make a remote place profitable enough to hold their young people and their way of life in the face of climate and sociological change truly in action.

To us, buying this kelp is not just buying another 'supplement product', though it is a very high quality one. It is a product that actually makes a tangible difference to an entire community.

**Isn't that the vision we all have for organic farming? That by working together, making wise use of the resources on our farms, doing the right thing for our soil, our plants, our animals, and our community, we can make a difference and make things better for everyone. That "we all do better when we all do better".**

**As we start 2019, with farm stress running high, markets uncertain, feed supplies precarious, weather in flux – one of the few things we are truly sure of is this : helping and cooperating with each other just makes sense.**

## CERTIFIED ORGANIC SEED FOR SPRING 2019

Viking hybrid corn – selected varieties <i>Organic!</i>	210.00/bag
Wapsie Valley Open Pollinated corn (87 day, best for silage) <i>Organic!</i>	\$150/bag
<b>** Blue River corn hybrids available on a custom order basis only, must be ordered by March 1 **</b>	
Soybean – Boyd – <i>our own variety</i> (1.9) <i>Organic!</i>	\$42/50#
Soybean - Viking 1518 (1.5), 1706 (1.8), 2265 (2.2) <i>Organic!</i>	\$45/140,000 seeds
<b>** Blue River soybean varieties available on a custom order basis only, must be ordered by March 1 **</b>	
Alfalfa – Viking 3800 (multi-disease resistance) <i>Organic!</i>	\$280.00/50#
Alfalfa – 372HD (top of the line!) <i>*conventional untreated only</i>	\$245.00/50#
<b>** Blue River alfalfa varieties available on a custom order basis only, must be ordered by March 1 **</b>	
Oats – Hayden (mid-season/medium height) <i>Organic!</i>	\$25/50#
Oats – Deon (late-season, tall) <i>Organic!</i>	\$25/50#
Oats – Keuka – <i>our own variety</i> (suitable for grain or forage) <i>Organic!</i>	\$23/50#
Oats – Streaker Hull-less <i>Organic!</i>	\$34/48#
Barley - Robust (spring, 6-row feed barley) <i>Organic! (48 lb bag)</i>	\$28/48#
Triticale - vns (grain or forage) <i>Organic!</i>	\$28/50#
Wheat - Glenn (hard red wheat - suitable for baking/milling) <i>Organic!</i>	\$28/50#
Rye – cover crop <i>Organic!</i>	\$28/50#
Peas – ‘4010’ purple forage pea <i>Organic!</i>	\$32/50#
Peas – ‘Admiral’ yellow grain pea <i>Organic!</i>	\$32/50#
Peas – Austrian winter pea <i>Organic!</i>	\$48/50#
Buckwheat <i>Organic!</i>	\$38/50#
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>	\$170/50#
Clover - Yellow sweet <i>Organic!</i>	\$100/50#
Clover – ‘Rivendell’ (grazing white clover, much like Alice) <i>Organic! (in 25 lb bags)</i>	\$170/25#
Clover - Crimson <i>*conventional untreated only</i>	\$60/50#
Hairy Vetch <i>Organic!</i>	\$140/50#
Timothy – Climax <i>Organic!</i>	\$125/50#
BMR sorghum-sudangrass (‘Viking 220’ BMR 12) <i>* Organic!</i>	\$90/50#
Organic Pasture/Hay Mix <i>(in 25 lb bags) Organic!</i>	\$110/25#
<i>smooth bromegrass, timothy, perennial &amp; annual ryegrass, festilolium, meadow fescue</i>	
Orchardgrass – Luxor <i>(very late maturity, exc yield &amp; hardiness) Organic!</i>	\$260/50#
Tall Fescue – Kora <i>(drought tolerant, deep rooted exc yield, digestability) Organic!</i>	\$240/50#
Meadow Fescue - Laura <i>(high yield, quick establish, very palatable, tolerant of wet soils)</i>	\$235/50#
Perennial Ryegrass – Calibra <i>Organic! (quick establish, best on heavy soil, late maturing)</i>	\$200/50#
Annual Ryegrass - <i>Organic! (quick growth, great in new seedings, high yield)</i>	\$90/50#
Festilolium – Perun <i>Organic! (Meadow fescue x Italian ryegrass, quick establish, exc yield)</i>	\$220/50#
Bromegrass - smooth <i>Organic! (exc persistence, best for heavier soil)</i>	\$200/25#
Tillage Radish- <i>Organic!</i>	\$165/50#
Birdsfoot Trefoil <i>*conventional untreated only</i>	\$230/50#
Yellow Mustard (cover crop) <i>*conventional untreated only</i>	\$75/50#
Japanese Millet <i>*conventional untreated only</i>	\$50/50#
Reed Canarygrass <i>*conventional untreated only</i>	\$160/50#
Forage Purple Top forage turnip <i>*conventional untreated only</i>	\$65/25#
Sunflower – Daytona <i>Organic! (custom order only)</i>	\$250/175,000 seeds
Sunflower – Peredovik <i>*conventional untreated only (custom order only)</i>	\$40/50#

***Organic sweet corn, & other 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***

**Every year, we carefully review and select several corn and soybean varieties that we feel are well-suited to conditions in New York/Northeast, with appropriate maturity, disease/stress resistance, versatility and yield potential. These varieties we will stock as inventory.**

<b>Variety (maturity days)</b>	<b>price/ bag</b>
Corn – Viking O58-85 ‘Pure’ (80 day)	\$210.00 /80,000 kernel (grain)
Corn – Viking 045-88 ‘Pure’ (88 day)	\$210.00 /80,000 kernel (grain)
Corn - Viking 031-92 ‘Pure’ (92 day)	\$210.00 /80,000 kernel (silage/grain)
Corn – Viking 51-04 PGS ‘Pure’ (104 day)	\$210.00 /80,000 kernel (silage/grain)
Corn - Wapsie Valley OP graded	\$150.00/50 lb bag
Corn – Wapsie Valley OP ungraded	\$40.00/50 lb bag (summer forage similar to sorghum sudan)
Soybeans – Boyd (group 1.9)	\$42.00/50 lb bag
Soybeans –Viking 1518 (group 1.5)	\$45.00/140,000 seed count
Soybeans –Viking 1706 (group 1.6)	\$45.00/140,000 seed count
Soybeans –Viking 2265 (group 2.2)	\$45.00/140,000 seed count

**\*\* Please note - Blue River corn, soybean and alfalfa varieties are available ONLY on a custom order basis this year, and must be ordered by March 1\*\***

Early payment discounts – corn & soybeans - 5% by 12/31/18, 4% by 1/31/18, 2% by 2/28/19  
All other seed – 5% by 12/31/18

Volume discounts                      Corn 20-49 bags - \$2.00/bag                      Corn 50-99 bags - \$2.50/bag  
Soybeans 40-99 bags - \$0.50/bag                      Soybeans 100-150 bags - \$0.75/bag  
Soybeans > 150 bags - \$1.00/bag

## **CORN**

**Viking 58-85 (85 day)** – “Pure” – extremely high yield potential, exc. emergence/early growth, dual purpose

**Viking 45-88 (88 day)** – “Pure – excellent yield, strong drought/stress tolerance, exc. emergence, high test weight

**Viking 31-92 (92 day)** – “Pure” – very rugged, exc. emergence/early growth, very tall, exc. tonnage silage & grain yield

**Viking 51-04PGS (104 day)** – high yield grain, exceptional silage digestibility/tonnage, strong healthy plants, tall,

**\*\* More Viking corn hybrids and all Blue River Hybrid varieties available on a custom order basis, ordered by March 1\*\***

**Open Pollinated Wapsie Valley - (87 day)** 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 sudan. It works well mixed with BMR for increased tonnage. Plant at 20-30 lb/A for best yield \*\*

## **SOYBEANS**

**Viking 1518 Soybeans (1.5)** –highest yielding early variety, bushy medium plant, good disease resst, black hilum

**Viking 1706 soybeans (1.6)** – *favorite!* very high yielding black hilum, widely adapted, disease resst, bushy big plant

**Viking 2265 soybeans (2.2)** –*best seller!* extremely high yield, medium tall bushy plant, excellent disease resistance

**\*\* More Viking soybeans and all Blue River Hybrid varieties available on a custom order basis, ordered by March 1\*\***

**Boyd (1.9)** – **\*\* Boyd soybeans are in good supply this year! \*\***

Boyd is our own variety, very tall, large bushy plant, clear hilum, branching, high-set pods, strong yield, widely adaptable, and has proven very reliable for many years. Nearly 30 years ago, Klaas noticed one significantly different off-type plant growing in a field, leapt off the combine, grabbed it, and then tested it in the garden for the next few years. In the process, he contacted a Cornell plant breeder for advice, and then . . . he married her. Since then, Boyd has been grown very widely, and has proven particularly well adapted to organic conditions with a large bushy plant that closes the rows and controls weeds quickly.

## **OTHER SEED**

**'HAYDEN' Oats** – Top yields and test weights, medium maturity, medium tall height, excellent quality grain, very good rust resistance, white seed

**'DEON' Oats** – very high yielding, late maturity, medium tall height, good standability, very disease resistant, esp to rust, yellow seed

**'KEUKA' Oats** – Our own variety Mid-maturity, a large leafy plant, highly suitable for grain or forage, high grain yield, good disease resistance, a consistent solid oat with years of good performance in New York

**'REINS' Oats** – A modern early-season oat with consistently high yields and performance. Very high test weight with moderate disease resistance, short stature, tan seed. Excellent choice for under-sowing.

**'STREAKER' hull-less oats** – a true hull-less oat for food or feed use, excellent test weight, very high grain yield, tall plant, excellent disease resistance.

**'Robust' Spring Barley** – a good midseason 6-row feed grade barley with high yield, good test weight and lodging resistance. **'Conlon' spring barley 2 row** malting barley is available by custom order only.

**'Glenn' Spring Wheat** a hard red wheat highly rated for flour milling with high yield and very high test weight and protein. Medium height, excellent strong straw for lodging resistance. Glenn has been very promising in NY organic food wheat trials, appearing to be moderately resistant to scab/vomatoxin and leaf rust, with desirable protein and test weight.

**Spring Triticale** – taller and leafier than wheat and oats, disease resistant, beardless (awnless), with higher protein and more feed value when chopped for forage. Great as a feed grain, but even better in a forage mix with peas, late maturity for longer forage harvest window, also great as a covercrop.

**Alfalfa** - Organic alfalfa seed is in very short supply this year, but we will have **Viking 3800**, a highly disease resistant-resistant variety with excellent yields, fast establishment, quick recovery, and good tolerance to wetter soils. **Additional varieties of alfalfa will be available as conventional untreated.**

**Buckwheat** – prized as a cover crop for weed and disease control, and nutrient cycling on organic farms. Can also be used as a forage. This variety is not for food-grade buckwheat contracts.

**Yellow mustard** - we have been experimenting with yellow mustard as a short-term early season cover crop to clean up weed and soil disease problems. What a difference this has made when grown before a crop of dry beans – probably many veggies would benefit!

**'Admiral' Yellow grain field peas** – early maturing high yielding yellow peas, works best with support of early oats or spring barley for high grain yield and quality. Can be successful as forage if there is sufficient moisture.

**'4010' Purple Forage Peas** – amazing large leafy plants that produce excellent quality and quantity of highly palatable forage, purple peas, best when grown with a small grain like triticale for support.

**Austrian Winter Peas** – amazing large leafy plants that produce excellent quality and quantity of forage. Winter peas are not only hardy over the winter, but also appear to be more drought/heat tolerant during the summer than the 4010 forage peas.

**Medium Red Clover** – Many organic farmers frost seed all their small grains with a red clover cover crop. This provides good ground cover after the small grain is harvested with generous organic matter and nitrogen production. Clover is also a valuable pasture and hay species. **Organic 'vns' red clover** is well suited for cover crop underseeding, while **'Manitoba' clover** is an improved longer lasting grazing clover variety with excellent forage quality and yield, excellent disease resistance, and very good winter survival.

We also have other clover types, such as **Rivendell white clover** – a grazing white clover similar to Alice with improved winter hardiness and disease resistance. **Alsike, crimson and yellow blossom sweet** as organic seed, and **Dutch white, ladino, mammoth and berseem** as conventional untreated seed. For vegetable row-middles, we recommend **Dutch white clover** which is non-competitive and stands up to traffic.

**Hairy Vetch** – normally planted in the fall, this biennial legume produces large amounts of organic matter and nitrogen early in the season, often used as a cover/green manure crop, often companion cropped with rye for overwinter cover, can become a serious weed problem, especially on farms producing wheat and other small grains.

**Viking 220 BMR Sorghum Sudangrass** (BMR 12)– an exceptional warm-season forage, producing large quantities of highly palatable and digestible forage. Can be chopped, grazed or round-baled. Plant June - July for late summer/fall use. Works well in mixtures with small grains and peas.

**'Climax' Timothy** – a high quality, high-sugar grass for hay or pasture, works best with alfalfa or clover. Very winter hardy, tolerant of wet soils, but not very drought tolerant. Best for hay. If grazed, use care to prevent overgrazing.

## 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	45 lb/bu	25 - 35 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		

## SHIPPING OPTIONS - we offer the following seed shipping options:

**You pick it up** – always the cheapest, but please always call 24 hours in advance so we can have your order ready for you!

**Teals Express** – a really great family-owned trucking company out of Watertown, they ship pallets throughout the northeast. Most places will cost around \$158/pallet (up to 2500 lb per pallet) for farm delivery, your forklift unload.

**YRC, Rist or FedEx** – for pallet (LTL) delivery outside the Northeast, rates vary with location. Call for a quote.

**UPS** – delivery in 2 days, only cost effective for 6 bags or less. The UPS charge is usually about \$25/bag.

**Wilson Transport** – a great family company out of Arcade doing a pallet delivery route from the I-81 corridor west to past Buffalo. The delivery cost is \$40/up to 1000# or \$80/T. There is a first time charge of \$25 for all initial deliveries.

**Our feed truck** – we can sometimes deliver bags of seed to your farm or a farm near you when we make feed deliveries. Active feed customers take priority if space is limited. The delivery cost is \$1.50/ 50 lb bag.



## Managing Organic Corn

We generally recommend choosing varieties that will reach 'black layer' (physiological maturity) at least one to two weeks before the first killing frost in your area. Full season hybrids usually will yield better than short season hybrids, so the longest season hybrid you can 'get away with' will often give the greatest yield. But, if a hybrid is 'too long', the grain will have higher moisture and lower quality at harvest, with a higher cost of drying and an increased risk of frost, pest and mycotoxin damage.

In New York, most organic farmers choose 85-95 day hybrids, though there are areas where 96-105 day corn varieties do very well. We need to wait to plant until the soil is reliably above 50 degrees, because otherwise our untreated seed will germinate slowly, making it more susceptible to insects and diseases. Longer season corn varieties will usually shine in hot, dry years or under drought conditions, since they are more drought and heat-tolerant with a stronger root system. Short season hybrids perform in the cool, wet years.

Please keep in mind that yield potential is really less than half genetic. The highest ratings in the world will not compensate for yield loss due to weed pressure, inadequate soil fertility, seedbed prep, seed depth control, or soil condition/drainage problems, insufficient crop rotation, machinery issues, or waiting to harvest too long after physiological maturity. It has been proven that more yield is lost from a poorly adjusted corn planter than at any other point in the season, but a poorly adjusted combine takes a close second! Putting extra effort into variety selection will likely be disappointing unless a similar level of care is put into all those more demanding good-farming agronomic practices.

**Managing Organic Small Grains** - Small grains respond strongly to soil fertility and soil condition. Most small grains will do best in well-drained, fertile soils with a pH of at least 6.0. Barley needs a higher pH. A more fertile soil with adequate calcium will definitely give better yields for all small grains, particularly barley. If possible, spread compost, lime and gypsum in the fall. Barley prefers high fertility and dry soil, while oats can tolerate lower fertility.

Oats and rye respond well to manure or compost applications, but putting on too much nitrogen may cause lodging. Fall planted grains need generous amounts of P and K for good fall tillering and winter survival. As soil cools, phosphorus becomes less available making high P levels more important than with

summer planted crops. When soil test levels of P and K are low, poultry litter or compost can be spread before planting to prevent deficiencies. When K is very low, spreading some additional potassium fertilizers may be needed to improve winter survival and prevent lodging.

Most small grains should be drilled to a depth of 1-1.5 inches, but rye should never be planted deeper than 1 inch. The optimal seeding rate for oats is 3 - 4 bu/A, while barley, wheat and triticale do best at 2.5-3 bu/A. For oats and barley to be used for forage, seeding rate can be reduced by 50%. With spring-planted small grains, the best strategy is to plant as early as soil temperatures and moisture allow. This will allow the plants to be strong enough to resist insects and diseases later in the season.

In New York, a yield decrease of about one bu/acre can be expected if oats, spring spelt and spring barley are planted after April 15. A yield decrease of about 1/2 bu/A can be expected if spring wheat is planted after April 15. Make sure to harvest your small grains at physiological maturity. If you wait longer, weeds are likely to interfere with harvest and grain quality.

**Managing Annual Forages** - this year, a very cool wet spring has diminished both the quality and quantity our hay and pasture supply. Fortunately, on our farm, we plant BMR sorghum-sudangrass and millet in June for Aug - Oct harvest. These are warm-season grasses that do well under the hot dry conditions that cause many of our cool-season pasture and hay species to go dormant. We now have planted triticale and Austrian winter peas in Sept-Oct for top quality delicious May forage harvest, and rye for roll-down cover crop to plant soybeans into next spring.

Annual forages can give us that edge, both in quantity and agility to respond to changing conditions and demand.

*Spring Planting* - spring triticale/forage peas, oats/forage peas,

*Early-mid Summer Planting* - BMR sorghum sudangrass, open-pollinated corn for forage, Japanese millet, cowpeas, Italian ryegrass, soybeans, buckwheat - or mixtures of several of these!

*Late Summer Planting* - oats/turnips, oats/forage peas, forage brassicas like kale, turnips, and mustard

*Fall Planting (for next spring)* - winter triticale or winter barley/Austrian winter peas

## A WAGON-LOAD OF IMPORTANT INTERESTING STUFF -

**1. We schedule our feed trucks each week by Monday noon.** We really must receive your order between 9 – 12 AM on the Monday of the week you need feed. This helps us assemble geographically logical trucks, so the feed can be delivered when everyone needs it, especially during the winter when 'weather' may be a factor.

**2. For Western New York farmers receiving deliveries with Wilson Transport.** We MUST receive your order by no later than Wednesday 12 noon for shipments going out on Thursday. For the eastern NY Wilson deliveries, we must receive your order by no later than Monday 10 AM.

**3. For walk-in bagged feed customers.** If you are picking up more than 10 bags of a single type of feed, please call your order in at least 24 hours in advance to ensure we have enough in stock for you and other walk-in customers.

4. We have a great group of bagged feed/seed/supplement dealers around the Northeast. These include –

Central NY - **Kingbird Farm/Mike & Karma Glos**, Berkshire, NY

**Lakestone Family Farm /Denis Lepel**, Shortsville/Canandaigua, NY

Western NY– **Roo Haven Farm / Margaret Bruegel**, Forestville, NY

**Flint & Steel Farm /Angela Ingraham**, Naples, NY

Eastern NY - **Van Hornesville Co-op**, Van Hornesville, NY

**Canal Street Hardware**, Oxford, NY

Northern NY- **Martin's Farm Supply/Melvin Martin**, Potsdam, NY

Northern PA- **Mike Tice/Tice Feeds**, Mainesburg, PA

**Rockwell Feeds**, Canton, PA

New Jersey- **Morganics Family Farm/Scott Morgan**, Hillsborough, NJ

**5. We will be looking for you at the following winter conferences -**

**NOFA-NY Winter Conference, January 18 - 20 in Saratoga Springs, NY** – a great

Conference with talks on many topics relating to organic farming, food, processing, policy and lifestyle - please stop by the Lakeview table in the trade show to visit!

**New York Certified Organic Meetings at NYS Ag Expt Station, Jordan Hall, Geneva, NY**

**1. Doing on-farm research, Robots, and Bedded packs - Tuesday, January 8, 10 AM – 2 PM**

Dairy farmers Mike and Karen Hooper. and Ben and Kate Whittemore. will discuss their improved bedded pack organic dairy barns, the Hoopers will share their experiences with robot milkers, and Dr. Tomasz Falkowski will unfold his project that supports farmers doing on-farm research projects!

**2. SOIL HEALTH! - Tuesday, February 12, 10 AM – 2 PM**

Bob Schindlebeck of Cornell University will be back to entertain us with the latest on soil health, and we will learn more about German research on emerging cover crops!

**3. Exciting new equipment - Tuesday, March 12, 10 AM – 2 PM**

New equipment, new ways to use equipment, new insights into weed ecology and control with Dr. Chuck Mohler!

6. Have you seen our **new and improved Lakeview Organic Grain website** at [www.lakevieworganicgrain.com](http://www.lakevieworganicgrain.com) ?

Totally renovated, streamlined, with beautiful pictures of New York organic farms, lots of articles and useful agronomic information, current newsletters and other information. We also have a dynamic **Lakeview Facebook page** with beautiful pictures, field videos and seasonally-appropriate reflections, updated almost daily.

**7. As Winter comes . . .**

We will call in advance to tell you when your feed will arrive. **Please have your driveway adequately plowed and cleared of snow and ice before the feed truck comes.** Our drivers are highly skilled and usually are able to negotiate most driveways, but when there is significant snow or ice near the feed bins, when driveways are uneven and inadequately plowed, or when ditches, clutter and other hazards are not apparent because of snow, this is dangerous for our trucks, our drivers, and your feed. If our trucks do get stuck in your driveway, we appreciate your willingness to help them get pulled out.

**We carry extra pipe on the feed trucks during the winter**, knowing that we may not be able to drive as close to the bins as we would like. Please understand though that for biosecurity and cleanliness reasons, the feed pipe must not be laid through muddy or manure-covered areas. If our truck drivers feel yard areas need to be cleaned up better to insure feed integrity and biosecurity, they will take pictures to document the problem areas and we will discuss with you how things can be improved before the next delivery. If there are bags to carry into your barn, especially if the weather is bad or if there is a distance to go, our drivers really appreciate a cheerful helping hand!

## RESILIENCE IN A CHANGING ORGANIC MARKET

Resilience – it an interesting concept getting much discussion among farmers this fall, both organic and conventional, as we watch prices drop, milk companies impose price reductions, customers find alternative choices, weather makes harvest difficult and lowers grain quality, 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? Is 2019 the year to add more diversity to our farms, different crops, different markets, additional animal species?

\*\*\* 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 several 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? Have we planted winter small grains this fall to reduce our labor demands in the spring?

\*\*\* 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.***

**From All of Us at**

**We thank you for your friendship, support and**

We hope this holiday family, friends, healthy with good hay, delicious



**Lakeview Organic Grain**

**continued business, your confidence!**

season finds you surrounded by productive animals, barns filled with food, love and happiness!

We hope that this has been a good and productive year for you because the success of your farm is important to us. Please always feel free to stop by, give us a call (315-531-1038), or drop us an email ([mh@lakevieworganicgrain.com](mailto:mh@lakevieworganicgrain.com)), visit our Facebook page or website.

We always love to hear from you. Please let us know how we can better serve your needs!