



## LAKEVIEW ORGANIC GRAIN

Box 361, 119 Hamilton Place

Penn Yan, NY 14527 315-531-1038

[www.lakevieworganicgrain.com](http://www.lakevieworganicgrain.com)

# **\*\* Winter 2020-21 NEWSLETTER \*\***

As snow and cold weather arrives, and the world continues to adjust to the many new realities and changes caused by an unexpected virus, there is always a lot going on here at Lakeview!

It has been a very busy year and we thank you very much for all your support and encouragement.

Now, as harvest winds down, truckloads of corn and soybeans from local farmers are still arriving every day. We have purchased a very large amount of grain this year directly out of the field from local New York and Pennsylvania farmers. Drought definitely limited yield in some areas, but that has meant we could increase the number of local supplier farmers that are 'under the Lakeview umbrella'.

We are actively reviewing the 2020 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 2020 was no exception – every year (actually every day!) brings something new.

That is the life of a farmer!

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 farmers.



**Albert Lea's 'Viking'** brand of corn, soybeans and alfalfa is now 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.

As we review this very unusual year of 2020, like everyone, we are finding new ways to adapt to the many changes so we can better serve the needs of the Northeast organic community.

The mission that has always defined Lakeview Organic Grain remains unchanged –

**“WE ALL DO BETTER WHEN WE ALL DO BETTER”.**

We firmly believe by working cooperatively together for a better future:

- we choose to make wise use of resources for healthier and more resilient farms, families and communities;
- we choose to do the right thing for our soil, our plants, our animals and the people around us;
- we choose to make this world a better, healthier, happier and kinder place.

As we start 2021, with uncertainty and stress on all fronts, in a world still reeling from changes brought about by COVID, the weather and the economy in flux – one of the few things we are sure of is this :

**Helping, encouraging, cooperating with and being kind to each other just makes good sense!**

## CERTIFIED ORGANIC SEED FOR SPRING 2021

Viking hybrid corn – Lakeview-selected and custom-ordered varieties <i>Organic!</i>	230.00/bag
Wapsie Valley Open Pollinated corn (87 day, best for silage) <i>Organic!</i>	\$180/bag
<i>** other Viking corn hybrids available on a custom order basis, must be ordered by March 1 **</i>	
Soybean – Boyd – <i>our own variety</i> (1.9) <i>Organic!</i>	\$42/50#
Soybean - Viking 1518 (1.5), 1706 (1.8), 2155 (2.1) <i>Organic!</i>	\$45/140,000 seeds
<i>** Other Viking varieties available on a custom order basis, must be ordered by March 1 **</i>	
Alfalfa – Viking 3800 (multi-disease resistance) <i>Organic!</i>	\$260.00/50#
<i>** Other Viking alfalfa varieties available on a custom order basis, must be ordered by March 1 **</i>	
Oats – Hayden (mid-season/medium height, certified seed) <i>Organic!</i>	\$25/50#
Oats – Deon (late-season, tall, certified seed) <i>Organic!</i>	\$25/50#
Oats – Esker2020 (midseason, certified seed) <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! (48 lb bag)</i>	\$32/48#
Barley - Robust (spring, 6-row feed barley) <i>Organic! (48 lb bag)</i>	\$25/48#
Triticale - Taza spring (grain or forage, certified seed) <i>Organic!</i>	\$28/50#
Wheat - Shelly hard red spring wheat (certified seed) <i>Organic!</i>	\$30/50#
Rye – cover crop <i>Organic!</i>	\$25/50#
Peas – ‘4010’ purple forage pea <i>Organic!</i>	\$32/50#
Peas – ‘Admiral’ yellow grain pea <i>Organic!</i>	\$35/50#
Peas – Austrian winter pea <i>Organic!</i>	\$48/50#
Buckwheat <i>Organic!</i>	\$42/50#
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>	\$160/50#
Clover - Crimson <i>Organic!</i>	\$150/50#
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 – Berseem <i>*conventional untreated only</i>	\$120/50#
Hairy Vetch <i>Organic!</i>	\$125/50#
Timothy – Climax <i>Organic!</i>	\$130/50#
BMR sorghum-sudangrass (‘Viking 200’ BMR 6) * <i>Organic! Limited supply</i>	\$100/50#
BMR sorghum-sudangrass(‘Viking 210’ BMR 6) * <i>Organic! Limited supply</i>	\$90/50#
Organic Pasture/Hay Mix <i>Organic! (25 lb bags)</i>	\$110/25#
<i>smooth brome grass, timothy, perennial &amp; annual ryegrass, festilolium, meadow fescue</i>	
Orchardgrass – Luxor (very late maturity, exc yield & hardiness) <i>Organic!</i>	\$250/50#
Tall Fescue – Kora (drought tolerant, deep rooted exc yield, digestability) <i>Organic!</i>	\$220/50#
Meadow Fescue - Laura (high yield, quick establish, very palatable, tolerant of wet soils)	\$230/50#
Perennial Ryegrass – Calibra <i>Organic! (quick establish, best on heavy soil, late maturing)</i>	\$180/50#
Annual (Italian) 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#
Brome grass - smooth <i>Organic! (excellent persistence, best for heavier soil)</i>	\$220/25#
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>	\$70/50#
Japanese Millet <i>Organic!</i>	\$55/50#
Reed Canarygrass <i>*conventional untreated only</i>	\$170/50#
Turnip – Barkant Forage <i>*conventional untreated only (25 lb bag)</i>	\$60/25#
Sunflower – Daytona <i>Organic! (custom order only)</i>	\$250/175,000 seeds
Sunflower – Peredovik <i>*conventional untreated only</i>	\$45/50#

*Organic sweet corn, & custom items not on price list must be custom ordered by March 1*

**Every very 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)	\$230.00 /80,000 kernel (grain)
Corn – Viking 045-88 ‘Pure’ (88 day)	\$230.00 /80,000 kernel (grain)
Corn - Viking 031-91 ‘Pure’ (91 day)	\$230.00 /80,000 kernel (silage/grain)
Corn - Wapsie Valley OP graded	\$180.00/50 lb bag
Corn – Wapsie Valley OP ungraded	\$40.00/50 lb bag (summer forage similar to sorghum sudangrass)
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 2155 (group 2.2)	\$45.00/140,000 seed count

Early payment discounts – corn & soybeans - 5% by 12/31/20, 4% by 1/31/20, 2% by 2/28/20  
All other seed – 5% by 12/31/20

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 31-91 (91 day)** – “Pure” – rugged, excellent emergence/early growth, stress tolerant, silage & grain high yield  
*\*\* More Viking corn hybrids 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)** –high yielding early variety, strong emergence, excellent disease resistance, black hilum  
**Viking 1706 soybeans (1.6)** – *favorite!* very high yielding black hilum, widely adapted, consistent and reliable  
**Viking 2155 soybeans (2.1)** –*great new variety!* Outstanding yield potential, excellent disease resistance, brown hilum  
*\*\* More Viking soybeans 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 well suited for grain and forage, that closes the rows and controls weeds quickly.

**\*\* And finally, let's say it one more time - custom and special orders must be placed by no later than 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*



**'Hayden' Oats** – Top yields and high test weights, medium maturity, medium tall height, excellent quality grain, strong rust resistance, white seed

**'Deon' Oats** – very high yielding, late maturity, medium tall height, good standability, very disease resistant, very strong rust resistance, yellow seed

**'Keuka' Oats** – Our own variety, mid-season, 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

**'Eske2020' Oats** – An improved version of the long-time favorite, Esker oats, with superior yield potential, test weight, and disease resistance. Very good rust resistance. Medium tall, mid-season.

**'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.**

**'Shelly' Spring Wheat** a hard red spring wheat, high yielding, average protein, good disease resistance, shorter height, good standability, late maturing (organic Glenn wheat is not available in 2021)

**'Taza' Spring Triticale** – taller and leafier than wheat and oats, disease resistant, beardless (awnless), with higher protein and more feed value when chopped for forage. Spring triticale is best for forage, especially when in a mix with peas, with late maturity for longer forage harvest window. Also great as a covercrop.

**Alfalfa - Viking 3800**, a highly disease resistant-resistant variety with excellent yields, fast establishment, quick recovery, and good tolerance to wetter soils. Medium resistance to potato leafhopper. **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** – lush large leafy plants that produce excellent quality and quantity of highly palatable forage and cover crop, purple peas are 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. Be sure to eat the shoots – they are delicious!

**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 **Ladino 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, mammoth and berseem** as conventional untreated seed. For vegetable row-middles, **Dutch white clover** is less non-competitive/shorter and stands up well 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 200 and 210 BMR Sorghum Sudangrass** (BMR 6) – are both exceptional warm-season forage, producing large quantities of highly palatable and digestible forage. Can be chopped, grazed or round-baled. Viking 210 has a juicier stem and is a longer season. Plant June - July for late summer/fall use. Works well in mixtures with small grains and peas. There is only a limited amount of organic seed, and then we will offer conventional untreated.

**'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.

**Japanese Millet** – organic this year! upright, warm season annual grass with rapid growth, 2-3 possible cuttings, no danger of prussic acid poisoning, productive in heavy soils, protein 14-20%

## 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"
Rye	60 lb/bu	120-150 lb/A	0.75-1"
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	18000-22000 seeds/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 \$150/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 Penn Yan 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. But that's not all - 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 attention 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.

## Cover Crops or Annual Forages?! –

The annual forages, so prized on some dairy farms to extend the season and add valuable nutritious tonnage at critical times are often the same plants that vegetable farmers use as cover crops to improve soil, increase organic matter, suppress weeds, improve nutrient cycling, and protect soil from erosion.

By developing a repertoire of suitable plant species, we can identify compatible mixtures, the 'windows of opportunity' and the unique needs of our farm, and plan our cover crop/annual forage planting strategically.

First, we must build our repertoire:

**LEGUMES** – 4010 forage peas, Austrian winter peas, hairy vetch, red clover, white clover, sweet clover, alsike clover, sunn hemp, sainfoin, lupin, faba beans, cowpea, lentils

**GRASSES** – oats, wheat, rye, barley, triticale, spelt, BMR sorghum sudangrass, millet, annual ryegrass, timothy, other perennial pasture grass species

**BRASSICAS** – turnip, radish, kale, rape

**OTHER 'FORBS'** - buckwheat

*Spring Planting* – spring small grains (spring triticale, barley, wheat, and oats) mixed with forage peas, clovers, yellow mustard, annual ryegrass

*Early-mid Summer Planting* – BMR sorghum sudangrass, open-pollinated corn for forage, Japanese millet, sorghum, cowpeas, annual ryegrass, soybeans, buckwheat, sunn hemp (seeds are toxic)

*Late Summer Planting* – oats mixed with forage peas, or forage brassicas like kale, turnips, and mustard

*Fall Planting– Overwintering* – winter triticale, rye, wheat, barley mixed with Austrian winter peas, Essex rape *Winter Killed* – oats mixed with forage peas, buckwheat, turnip

## A WAGON-LOAD OF IMPORTANT INTERESTING STUFF -

**1. We schedule our feed trucks each week by Monday noon.** We really must receive bulk feed orders 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. Please also remember that bagged peas, sunflower meal, roast soybeans and flaxmeal must be ordered ahead.

**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 /D 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

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

**The Thin Place Farm/Jason Simmons**, Hammonton, NJ

**5. Winter organic conferences –**

Well, it is different this year as most conferences are ‘virtual’ online. That certainly takes away from the ‘conference experience’, but it does mean that anyone can participate in lots of conference all over the world, choosing the topics and speakers most interesting to us, without the time and expense of traveling. This really has expanded our options – but it comes at the cost of not being able to visit with friends and get to know new people.

**NOFA-NY Winter Conference, January 16 -23** – indeed, it will be different, but still a great conference with oodles of talks on many topics relating to organic farming, food, processing, policy and lifestyle, with some really great speakers, top-notch keynote talks, the concurrent seed conference, special dairy workshops, and a variety of virtual ‘meet-ups’. All you need is a computer to participate in the comfort of your own home. As always, Lakeview Organic Grain is a primary sponsor of the NOFA-NY conference.

<https://nofany.org/2021-winter-conference/>

**But that’s not all !!**

The Pennsylvania PASA conference will also be online, Jan 19-February 5 with over 100 speakers on many topics!

The NOFA-NJ conference will be online Jan 30-31

The NOFA-Mass conference will be online Jan 9 - Jan 11

Lakeview’s own Klaas Martens will be speaking at the California EcoFarm conference, online Jan 20-23

And that is merely a very small sampling of the huge number of online conferences available this winter!

**6. As Winter comes . . .**

We will call in advance to tell you when your feed will arrive, as long as we have a phone number where we can reach you! **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 CHALLENGING ORGANIC MARKET

Resilience – it is an interesting concept getting much discussion with just about everyone this year, both farmer and non-farmer, as we watch COVID change our customers, our world, our future, and our lives, as grain prices drop, milk companies impose price reductions, customers find alternative choices, weather makes harvest difficult and lowers grain quality, and as the world continues in this strange time 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 costs and our choices. 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 this 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 when we are TOO diverse? Does it make better 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 that might be willing to share some of these opportunities?

\*\*\* 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 contentedly sticking to the same successful 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 types of animals, 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 and provide forage 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, daily milk our sense of humor, grow with enjoyment of life, 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  
Lakeview Organic Grain**

**We thank you for your continued business,  
friendship, support and your confidence!**

We hope this holiday season finds you surrounded by a comfortable safe 'bubble' of family and friends, healthy productive animals, barns with enough hay, warm houses with good food, happiness, 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!

