



## LAKEVIEW ORGANIC GRAIN

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# WINTER-SPRING 2024 NEWSLETTER

Winter has arrived, harvest is winding down, bins of grain and cover-cropped gardens are tucked safely in for a long winter's nap, and as the world continues to adjust to new realities, costs and changes, we look ahead to a new year and a new season with anticipation.

Truckloads of corn and soybeans from local farmers are still arriving every day. We have purchased an enormous amount of grain this year directly out of the field from many New York and Pennsylvania farmers. Drought and/or excess rain definitely limited yield in some areas, but this has meant we could increase the number of local grain farmers who are 'under the Lakeview umbrella'. We appreciate our grain suppliers!

Did you know that here at **Lakeview Organic Grain**, we make many thousands of tons of organic dairy, chicken, sheep, pig, turkey, and goat feed each year mostly from grains we purchase from local upstate New York grain farmers? Organic animal feed is what we do!

Fortunately, feed price has come down significantly with 2023 harvest – a relief to all the organic farmers with animals and birds. We ship/deliver organic feed to Northeast large and small-scale farmers alike; by truck and by pallet; in bulk, in tote bags and in small bags.

If you are thinking about raising animals this year, for sale or your own use, ask for our feed price lists. We also carry a wide range of approved animal minerals and supplements. Organic animal feed? We can help!

We have worked with **Albert Lea Seed** from Minnesota for many years to bring their high quality organic seeds to the northeast as their New York dealer. Last year, **Albert Lea Seed** merged with **Blue River Hybrids**, and as of 2024, all of their corn, soybean and alfalfa seed will be branded as Blue River.

**\*\* Because the Blue River dealer network is large and well-represented in New York, Lakeview has decided to focus our energy on only 4 selected varieties of Blue River corn, 4 varieties of Blue River soybeans, and then our usual cover crop, small grain and pasture/forage seed. We will now refer all custom orders of Blue River varieties of corn and soybeans not on our list to a dealer near you.**

**\*\*We will continue to offer our own Boyd soybean and Wapsie Valley open pollinated corn seed.**

On another note, we recently built a state-of-the-art seed and grain cleaner on our farm making it possible to produce more of the small grain seed we sell here in New York. The seed cleaner, operated as **Seneca Grain Cleaning** by our son, Peter Martens and his skilled crew, is allowing us to add organic oat, wheat, pea, soybean, triticale and mustard seed that is grown on our farm. Sales through the online store, **Seneca Grain and Bean**, offers organic food grains and dry beans grown on our farm and other local farms suitable for home, bakery and restaurant use in 25 and 50 lb bags. You can now buy organic, New York-grown food-grade dehulled spelt, red and white wheat, emmer, einkorn, lentils, heritage corn, hull-less oats, red kidney, pinto and black beans! Please check out their lovely website, [www.senecagrainandbean.com](http://www.senecagrainandbean.com). It is possible to ship Seneca Grain products along with Lakeview products, but the Seneca Grain orders must be placed directly with them.

**As we prepare for 2024, we are always seeking new ways to adapt to this changing market and better serve the organic animal feed and seed needs of the Northeast organic community.**

**The core mission that has defined Lakeview Organic Grain for nearly 25 years remains unchanged –**

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

## CERTIFIED ORGANIC SEED FOR SPRING 2024

Blue River hybrid corn – only varieties listed on page 3 <i>Organic!</i>	\$270-280 /bag
Wapsie Valley Open Pollinated corn (87 day, best for silage) <i>Organic!</i>	\$200/ bag
Soybean – Boyd – <i>our own variety</i> (1.9) <i>Organic!</i>	\$65 /50 lb
Soybean – only varieties listed on page 3 <i>Organic!</i>	\$70 /bag
<b>** These are the only Blue River corn and soybean varieties we will be selling, NO custom orders**</b>	
Alfalfa – Blue River 3800 (multi-disease resistance) <i>Organic!</i>	\$260.00/50lb
<b>**Other Blue River alfalfa varieties available on a custom order basis, must be <u>ordered by March 1</u>**</b>	
Oats – Hayden (mid-season/medium height, certified seed) <i>Organic!</i>	26.00 /50 lb
Oats – Esker2020 (midseason, certified seed) <i>Organic!</i>	26.00 /50 lb
Oats – Keuka – <i>our own variety</i> (suitable for grain or forage) <i>Organic!</i>	25.00 /50 lb
Oats – Streaker Hull-less <i>Organic!</i> (48 lb bag)	35.00 /48 lb
Barley - Quest (spring, 6-row feed barley) <i>Organic!</i> (48 lb bag)	30.00 /48 lb
Triticale - Gunner spring (grain or forage, certified seed) <i>Organic!</i>	45.00 /50 lb
Wheat - Glenn hard red spring wheat (certified seed) <i>Organic!</i>	45.00 /50 lb
Rye – cover crop <i>Organic!</i>	35.00 /50 lb
Peas – ‘4010’ purple forage pea <i>Organic!</i>	45.00 /50 lb
Peas – Admiral yellow grain pea <i>Organic!</i>	45.00 /50 lb
Peas – Austrian winter pea <i>Organic!</i>	50.00 /50 lb
Buckwheat <i>Organic!</i>	50.00 /50 lb
Clover – Medium Red (best for cover crop) <i>Organic! Inoculated, but not coated</i>	205.00 /50 lb
Clover – ‘Manitoba’ (better for grazing, longer rotations) <i>Organic! Coated &amp; inoculated</i>	220.00 /50 lb
Clover - Alsike <i>Organic!</i>	195.00 /50 lb
Clover - Crimson <i>Organic!</i>	165.00 /50 lb
Clover - Yellow sweet <i>Organic!</i>	165.00 /50 lb
Clover – ‘Rivendell’ (grazing white clover, much like Alice) <i>Organic!</i> (in 25 lb bags)	180.00 /50 lb
Clover – White Dutch (great for vegetable row middles) <i>*conventional untreated only</i>	225.00 /50 lb
Clover – Ladino white clover <i>Organic!</i>	180.00 /25 lb
Clover – Berseem <i>*conventional untreated only</i>	180.00 /50 lb
Hairy Vetch <i>Organic!</i>	140.00 /50 lb
Timothy – Climax <i>Organic!</i>	170.00 /50 lb
BMR sorghum-sudangrass Blue River Grayhawk BMR 6	100.00 /50 lb
Organic Pasture/Hay Mix <i>Organic!</i> (25 lb bags)	110.00 /25 lb
<i>smooth bromegrass, timothy, perennial &amp; annual ryegrass, festilolium, meadow fescue</i>	
Orchardgrass – Echelon (very late maturity, exc yield & hardiness) <i>Organic!</i>	225.00 /50 lb
Tall Fescue – Kora (drought tolerant, deep rooted exc yield, digestability) <i>Organic!</i>	225.00 /50 lb
Meadow Fescue - Pardus (high yield, quick establish, very palatable, tolerant of wet soils)	225.00 /50 lb
Perennial Ryegrass – Calibra <i>Organic!</i> (quick establish, best on heavy soil, late maturing)	185.00 /50 lb
Annual (Italian) Ryegrass - <i>Organic!</i> (quick growth, great in new seedings, high yield)	90.00 /50 lb
Festilolium – Federo <i>Organic!</i> (Meadow fescue x Italian ryegrass, quick establish, exc yield)	175.00 /50 lb
Bromegrass - smooth <i>conventional untreated only</i> (excellent persistence, best for heavier soil)	175.00 /50 lb
Birdsfoot Trefoil <i>*conventional untreated only</i>	300.00 /50 lb
Yellow Mustard (cover crop) <i>*conventional untreated only</i>	110.00 /50 lb
Japanese Millet <i>Organic!</i>	72.00 /50 lb
Tillage Radish Tapmaster- <i>Organic!</i>	175.00 /50 lb
Turnip – Barkant Forage <i>*conventional untreated only</i> (25 lb bag)	65.00 /50 lb
Sunflower – Peredovik <i>*conventional untreated only</i>	45.00 /50 lb
Phacelia - <i>*conventional untreated only</i>	200.00 50 lb
Sunn Hemp - <i>*conventional untreated only</i>	95.00 /50 lb
Cow Pea (Iron and Clay) - <i>*conventional untreated only</i>	60.00/ 50 lb

\*\*\* All special orders for items not on this list must be placed by no later than March 1! \*\*\*

**Every year, we carefully review and select several corn and soybean varieties that we think 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 – Blue River 0.58-85 ‘Ultra-Pure’ (85 day)	\$280.00 /80,000 kernel (grain)
Corn – Blue River 0.45-88 ‘Pure’ (88 day)	\$270.00 /80,000 kernel (grain)
Corn – Blue River 22K32 ‘Pure’ (89 day)	\$270.00 /80,000 kernel (grain)
Corn – Blue River 0.84-95 Pure’ (95 day)	\$270.00/80,000 kernel (grain)
Corn - Wapsie Valley OP graded	\$200.00/50 lb bag
Corn – Wapsie Valley OP ungraded	\$50.00/50 lb bag (summer forage similar to sorghum sudangrass)
Soybeans – Boyd (group 1.9)	\$65.00/50 lb bag
Soybeans –Blue River 1202 (group 1.2)	\$70.00/140,000 seed count
Soybeans –Blue River 1518 (group 1.5)	\$70.00/140,000 seed count
Soybeans –Blue River 1718 (group 1.8)	\$70.00/140,000 seed count
Soybeans –Blue River 2155 (group 2.1)	\$70.00/140,000 seed count

**\*\* These are the only Blue River corn and soybean varieties we will be selling, NO custom orders\***

**Early payment discounts – corn & soybeans - 5% by 12/31/23, 4% by 1/31/24, 2% by 2/28/24  
All other seed – 5% by 12/31/23**

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

## **CORN**

**Blue River 58-85 (85 day)** – “UPure” –high yield potential, exc. emergence/early growth, dual purpose

**Blue River 45-88 (88 day)** – “Pure –*favorite!* excellent yield, strong drought/stress tol, exc. emergence, high TW

**Blue River 22K32 (89 day)** – “Pure” rugged, excellent emergence/early growth, stress tol, silage & grain high yield

**Blue River 84-95 (95 day)** – “Pure”all-round best 95 day, widely adapted, high yield, very good test weight, stress tol

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**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**

**Blue River 1202 Soybeans (1.2)** –high yield for short season, bushy plant, disease resistant, brown hilum

**Blue River 1518 Soybeans (1.5)** –high yield early, bushy, strong emergence, excellent disease resst, black hilum

**Blue River 1718 Soybeans (1.8)** – Outstanding disease tolerance, excellent yield potential, consistent performance

**Blue River 2155 soybeans (2.1)** – Outstanding yield potential, excellent disease resistance, brown hilum

**\*\* These are the only Blue River corn and soybean varieties we will be selling, NO custom orders\***

**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. This has proven to be particularly well adapted to organic conditions with a large bushy plant well-suited for grain and forage and closes the rows weeds quickly, thereby controlling weeds. It also makes a great summer legume cover crop!

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**\*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

**'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

**'Esker2020' 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.

**'Quest' Spring Barley** – a good midseason 6-row dual purpose barley with high yield, Fusarium head blight resistance, good test weight and lodging resistance.

**'Glenn Spring Wheat** – high test weight, very strong scab (Fusarium) and rust resistance, strong straw strength, popular with food-grade buyers/flour mills but hard to thresh.

**'Gunner' 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 cover crop.

**Alfalfa - Blue River 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 organic and conventional untreated seed.**

**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 suitable 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!

**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.

**'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 or oats for support. Makes great microgreens too!

**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 **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 and berseem** as conventional untreated seed. For vegetable row-middles, **Dutch white clover** is less non-competitive/shorter well-suited to row middles.

**Hairy Vetch** – organic seed is very limited due to 2021 weather. 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 or companion cropped with rye for overwinter cover, but can become a 'noxious' weed problem on farms producing wheat and small grains.

**Blue River Greyhawk Sorghum Sudangrass** (BMR 6) – an exceptional warm-season forage, producing large quantities of highly palatable and digestible forage. Can be chopped, grazed or round-baled. Early maturing with a juicy stem. Drought tolerant. Plant June - July for early 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.

**Japanese Millet** – Upright, warm season annual grass with rapid growth, 2-3 possible cuttings for summer forage, 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 - 2.0"
Spring Wheat	60 lb/bu	120 - 160 lb/A	1 - 2.0"
Spring Barley	48 lb/bu	116 - 164 lb/A (2.5 - 3 bu/A)	1 - 2.0"
Spring Triticale	56 lb/bu	100-125 lb/A (75 lb/A with peas)	1 - 2.0"
Rye	60 lb/bu	120-150 lb/A	0.75-1.0"
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 - 2.0"
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 - 2.0"
Medium Red Clover	60 lb/bu	8 - 15 lb/A	frost seed - 0.50"
Alfalfa	60 lb/bu	12 - 20 lb/A	0.25 - 0.50"
Timothy	45 lb/bu	2 - 8 lb/A	0.25 - 0.50"
Alice white clover	60 lb/bu	2 - 5 lb/A	frost seed - 0.50"
BMR Sorghum Sudangrass	45 lb/bu	35 - 50 lb/A	0.25 - 0.50"
Japanese Millet	xx lb/bu	35 - 45 lb/A	0.25 - 0.50"
Orchardgrass, Fescue	30 lb/bu	4 - 12 lb/A	1 - 1.50"
Bromegrass, Ryegrass	30 lb/bu	4 - 12 lb/A	1 - 1.50"
Festilolium	30 lb/bu	4-12 lb/A	1 - 1.50"
Reeds Canarygrass	52 lb/bu	6 - 12 lb/A	0.5 - 1.0"
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!

**Pitt Ohio** – We use Pitt Ohio to ship pallets throughout the eastern US. Most places will cost around \$170/pallet (up to 2500 lb per pallet) for farm delivery, your forklift unload.

**Rist Transport** – for pallet (LTL) delivery in the NYC/Long Island area and outside the Northeast, rates vary with location. Call for a quote.

**UPS** – delivery in 2-5 days, only cost effective for 6 bags or less. The UPS charge is usually about \$30/bag.

**Lakeview Box Truck**– we now have a lift-gate equipped box truck for a weekly pallet delivery route from Penn Yan throughout western NY. The delivery cost is \$55/up to 1000 lb or \$110/T.

**Our feed truck** – we can sometimes can deliver bags of seed to your farm or a farm near you when we make feed deliveries. Active feed customers take priority if truck 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 your actual yield is less than half the result of the genetics of the variety. 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 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 when oats, spring spelt and spring barley are planted after April 15. A yield decrease of about 1/2 bu/A can be expected when 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, crimson clover, sunn hemp, sainfoin, lupin, faba beans, phacelia, 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

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

*Fall Planting– Overwintering* – winter triticale, rye,

wheat, or barley mixed with Austrian winter peas, rape  
*Winter Killed* – oats mixed with forage peas, buckwheat, turnip or radish

**Do you want a special cover-crop mix? Call and let's talk about your goals, timing, and conditions!**

## 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 pallet box truck deliveries.** We MUST receive your order by no later than Monday 12 noon for shipments that usually are delivered on Thursday.

**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 bags of peas, sunflower meal, and roast soybeans must be ordered in advance.

**Please call us at least 24 hours in advance of picking up a seed order.**

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

Central NY -	<b>Kingbird Farm/Mike &amp; Karma Glos</b> , Berkshire, NY
Western NY–	<b>Roo Haven Farm / Margaret Bruegel</b> , Forestville, NY
	<b>Flint &amp; Steel Farm /Angela Ingraham</b> , Naples, NY
Northern NY-	<b>Martin’s Farm Supply/Melvin Martin</b> , Potsdam, NY
New Jersey-	<b>Morganics Family Farm/Scott Morgan</b> , Hillsborough, NJ
	<b>The Thin Place Farm/Jason Simmons</b> , Hammonton, NJ

**5. Winter organic conferences –**

In 2024, most conferences are returning to in-person, but some also offer on-line. This means 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. There is nothing like in-person conferences for visiting with friends, meeting new people, learning unexpected things, having fun as a community together, but on-line access is more affordable for many people.

**NOFA-NY Winter Conference, January 20-21** In person, all together, in Syracuse for the first time in 3 years! The schedule is still being developed with numerous workshops on many topics, great meals, music, dancing, good people, fun and community. For 25 years, Lakeview Organic Grain has been both a proud sponsor of the NOFA-NY conference and a trade show participant – come see us!

**NYCO Winter Meetings,** Cornell AgriTech (Geneva Experiment Station), Geneva, NY

Jan 9 – Focus on organic dairy with a farmer panel discussing grazing, feeding, milk markets, profitability

Feb 13 – Focus on organic grain crops with Cornell researchers and farmer panel on rotations, tillage, cover crops  
Meetings 10 AM – 3 PM, bring a dish to pass and enjoy plenty of time to visit at lunch. Never any cost for farmers.

**But that’s not all !!**

The Pennsylvania PASA conference, Feb 8-10, Lancaster, PA

The NOFA-NJ winter conference, Jan 17, Rutgers University, NJ

The NOFA-Mass conference, Jan 13, Worcester State Univ, MA

And that is just very small sampling of the huge number of online and in-person 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 an interesting concept getting much discussion with just about everyone this year, both farmer and non-farmer, as the economy shakes our customers, our costs, and our choices; as grain prices are volatile and unpredictable, milk companies change pay price, transportation costs spiral, supply shortages loom, customers find alternative choices, weather makes harvest difficult, and as the world continues in this time of uncertainty and change.

Some businesses seem only profitable when times are flush, but others are resilient, more 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, can't maintain adequate body condition? Forage is in short supply this winter, the drought really hurt second cutting and it is not as nutritious as usual - are we balancing the ration by what actually is, rather than what we're guessing is? Can we diversify rations to include some cheaper ingredients? 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 or it the year to consolidate and cut back?

\*\*\* If we are growing our own grain and forage plus milking cows, are we able to manage both '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? 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, and that relies on healthy, happy, well-tended microbes!

**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, milk our sense of humor, crow 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, delicious food, healthy productive animals, barns full of hay, warm houses, love, kindness, good health and happiness! Thank you for being here with us.

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 the feed mill, give us a call (315-531-1038), drop us an email ([mh@lakevieworganicgrain.com](mailto:mh@lakevieworganicgrain.com)), or visit our Facebook page or website. Please let us know how we can better serve your needs!

