



## Layman's Language

*“To every thing there is a **season**, and  
a time to every purpose under Heaven:*

*A time to **plant** and a time to  
pluck up that which is planted.”*

*- Ecclesiastes 3:1-2*

For the 2019 growing season, the time to plant was few and far between. We left a significant number of our intended acres unplanted, a first in all the years we've been in business, and I hope a one-time event we will not see again anytime soon. When it came time to harvest, an unseasonably early winter storm delayed progress once again. With good luck we will return to relatively normal conditions for the 2020 growing season.

I've told others, I am not sure why anyone would elect not to take crop insurance - we will have a claim on every acre we farm this year. Because of the size of our initial prevented plant claim, an audit of two previous years' worth of records was automatically generated. Thanks largely to Cindy's attention to detail and organized record keeping, we were able to navigate the audit process without major snags. It is because of the protection provided by crop insurance, and the boosts we have received from government programs we have enrolled in, that we will be able to continue to do what we do. Thank you for your understanding and encouragement through this challenging season.



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# Technology in Use

We have been using technology in various forms for a number of years. Grid soil sampling is one process we heavily utilize - you may have seen their rig going across your field. It can be a big financial investment initially, however we believe it serves as an asset in the management of our acres. While industry standards can run anywhere from half-acre, to 2.5 acre, to 10 acre, to once each soil type, we utilize an intensive half-acre interval. The results from these samples are used to calculate recommendations for seed and fertilizer to be applied using Variable Rate Technology (VRT) scripts. The dry spreader machine we use is capable of applying two products with independent prescriptions simultaneously. The overall amount of fertilizer applied may not vary much, but we are more accurate in getting it where it will be most beneficial to the growing crop. This method is also effective in helping us to reduce runoff to help improve water quality. Seeding is also done in this manner; higher population in the more productive areas, and less population in areas where higher yields just aren't possible.



Photos this page:

A - VRT seeding map showing different seed populations

B - Prescription map of Potassium to be applied by VRT

C - Prescription map of Phosphorus to be applied by VRT

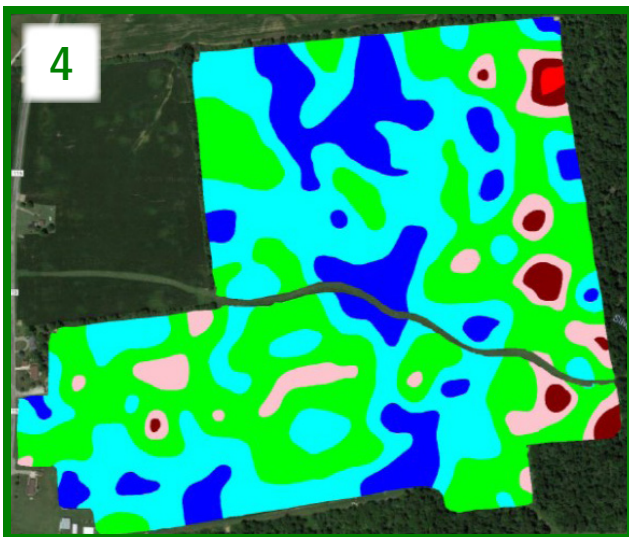
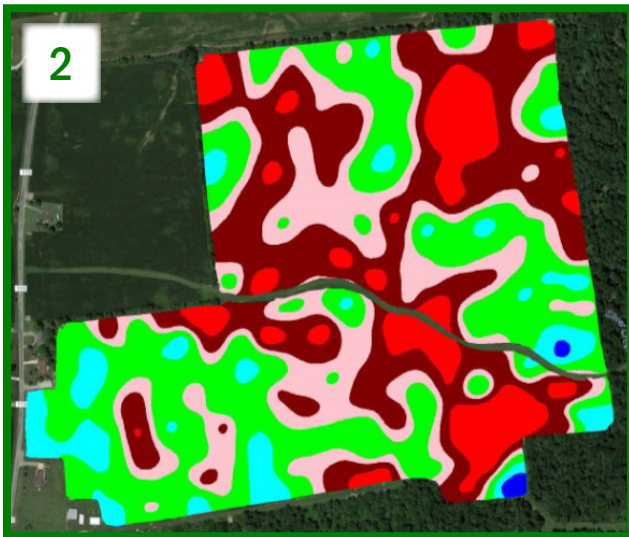
D - Soil Sampling machine, used by our consultant



# In The Know

## Photos:

- #1 - Map of the 1/2 acre grid sampling points
- #2 - 2014 map of soil pH, the red indicates a large need for lime
- #3 - 2014 prescription map of lime to be applied by VRT
- #4 - 2017 map of soil pH, showing much improvement
- #5 - 2017 prescription map of lime to be applied by VRT, showing greatly reduced needed tonnages.





# Cindy's Corner



## Did you know?

Our daughter and son-in-law, Genny and Matthew Haun, own and operate Lynn Valley Ag Service, LTD. Started in 2014 as a way to offset the lease of a dry spreader machine; LVAS offers custom application of field lime and ag gypsum. In 2017, after Genny returned to the farm full time, we added an Ebbert's Field Seeds dealership, selling corn, soybeans, wheat and small seeds, as well as ag chemistry. In 2019, we added an Intellidrive systems dealership to the enterprise. They are both also actively involved in the daily farming operations - Matt takes the lead on most things involving technology, as well as operating tractors, semis and other equipment as needed. Jan is working to include him on seed placement, crop insurance and some grain marketing. Genny works alongside me in the office, handling payroll, accounts payable and receivable, and works closely with Jan in preparation for auctions and communications.

Matt and Genny live around the corner from the farm with their three children - sons Carter (6) and Rhett (3), and daughter Avery, who will celebrate her 1st birthday the day after Christmas. They joined the livestock world this fall with the addition of a mini Hereford heifer, Coco; Carter takes his responsibility of caring for her very seriously.

2019 has been a year like few others in the farming community locally and across the nation! While we are grateful for our blessings, we realize coming through struggling times allows us to have critical conversations and become stronger as a team. We are glad to have the majority of it behind us and are looking forward to next year and a new decade.

May the spirit of the season surround you and your family,  
blessing you with good health and happiness.

*Merry Christmas and God Bless,  
Jan & Cindy*

