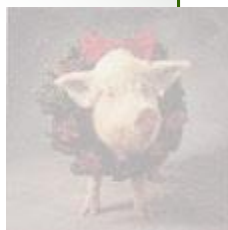




# Management Solutions

Agronomic Solutions, LLC

Winter 2010-2011 Issue



## Introducing

the newest member of the Agronomic Solutions family

### Karrin Koontz

Some of you have already received calls from Karrin. Let me introduce her to you:

- ◆ graduate of Fairfield High School, 2004
- ◆ received her degree in Agriculture Education from Purdue University, 2008
- ◆ taught Agriculture Education at West Noble High School for 2 years
- ◆ married Josh Koontz in Oct. 2010
- ◆ project leader for Elkhart Co. Lamb Club
- ◆ Scentsy Wickless Candles Consultant



With her background in agriculture, Karrin is an enormous asset to Agronomic Solutions. Not only can she answer questions when you call, she can also assist Melissa by coming to your farm to gather information or to pull soil samples, help in the writing of farm plans, and so much more.

#### Winter To Do Checklist

Winter is a time to step back and catch your breath from the busy cropping seasons. But to keep your competitive edge you must keep organized and educate yourself.

- Research and choose the best hybrids for your farm.
- Attend Farm Shows and meetings to see new ideas and equipment.
- Visit your NRCS DC to learn about cost-share programs and opportunities.
- Update your manure spreading and distribution records.
- Update your IDEM/ DEQ operating records binder.
- Complete your annual NDPES report. Call and make an appointment to review or if you want help.
- Analyze yield maps with a professional, if available.

This is a seasonal publication produced by Agronomic Solutions, LLC for the confined feeding operators. Issues and information addressed in the newsletter will be geared towards animal feeding operation owners and managers. Hopefully you will find its contents useful in your operations. (574) 202-2608

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## The Updated Value of Manure...

The charts below show what the average manure value is per acre.

### Current Fertilizer Prices

|                  |  |                 |   |
|------------------|--|-----------------|---|
| 0-0-60 Semi      | 1200# K <sub>2</sub> O/ton               | \$574.00 / ton  | \$0.478/ # K <sub>2</sub> O               |
| 28% Semi- prepay | 560# N/ton                               | \$332.00 / ton  | \$0.593/ # N                              |
| 11-52-0          | 1040# P <sub>2</sub> O <sub>5</sub> /ton | \$ 690.00 / ton | \$ 0.663/ # P <sub>2</sub> O <sub>5</sub> |

| Swine Grower Pit |              |                | Dairy Lagoon |              |                |
|------------------|--------------|----------------|--------------|--------------|----------------|
| N                | 33           | \$19.57        | N            | 2.1          | \$1.25         |
| P                | 33           | \$21.88        | P            | 9            | \$5.97         |
| K                | 27           | \$12.91        | K            | 9.3          | \$4.45         |
|                  | Per 1000 gal | <b>\$54.36</b> |              | Per 1000 gal | <b>\$11.67</b> |

4000 gal/A = \$217.44/acre

12,000 gal/ A = \$140.04/acre

| Beef – Manure Pack |         |                | Litter - Broilers |         |                |
|--------------------|---------|----------------|-------------------|---------|----------------|
| N                  | 5.3     | \$3.14         | N                 | 23.4    | \$13.88        |
| P                  | 5.0     | \$3.32         | P                 | 30.9    | \$20.49        |
| K                  | 7.6     | \$3.63         | K                 | 24.3    | \$11.62        |
|                    | Per ton | <b>\$10.09</b> |                   | Per ton | <b>\$45.99</b> |

25 ton/A = \$252.25/acre

5.0 ton/A = \$229.95/acre

*...the once dreaded substance is now worth an average \$210/ acre.*

## Know Your Manure...

When the fertilizer prices rise as they have recently, manure is more and more a significant benefit to your farm - if managed properly.

MANURE—the once dreaded substance—is now worth on average a \$210/ acre. This chart shows strictly nutrient value, but manure is so much more than that; it also has biological and organic benefits. You should want to spread manure on as many of your row cropping acres as possible.

To know what is in your manure you must get it analyzed. We are constantly working at getting you the most detailed information so you can make the best decisions for your operation. The only way we can do this is if you are consistent in pulling your manure samples. This is valuable information. Over-time we should be able to develop a good working number to best represent each storage for you to use in your planning for your fields.

It's important to know what rates you are actually spreading so make sure you calibrate your spreading equipment for the proper rate. Taking credit for nutrients that you apply adds up to big savings on your fertilizer bill.

*NOTE: if the current new rule passes all CFO's and CAFO's will require annual manure sampling (see the fall 2010 newsletter).*

## HAVE YOU APPLIED FOR YOUR EQIP SHARE?...



*The first round of money for an Environmental Quality Incentives Program (EQIP) plan for 2011 has already been distributed. If you want to be included in this year's funds you will have to act quickly.*

Are you thinking of having a CNMP written for your farm, looking into having increased manure storage built, wanting to utilize nutrient management, take advantage of waste utilization, use cover crops...or wanting to use any new environmentally friendly practices? This is your chance to get financial assistance to make that possible.

For those not familiar with EQIP, it is money allocated to help farmers initiate conservation practices. It is primarily used to provide financial and technical assistance to implement practices that address soil, water, air, plant, animal, and energy resources. A new organic provision targets organic producers and those transitioning to organic production.

A set amount of money is allocated each year by the NRCS. The farmer must use the services of a TSP to have a plan drawn up of how they will implement a practice. If the plan is approved, a contract between NRCS and the farmer is established and he receives a set amount of money in each of 3 years in order to accomplish his plan. *Practices do have to be completed once you sign up for them.* Be aware that the money “in the pot” is being reduced each year, but the payment for the individual plans is going up. What that

***It's imperative that you apply now!***

means is, fewer farmers will benefit each year.

**Don't delay!** Make an appointment with your local District Conservationist right now to talk about conservation planning and program opportunities. I have a list of DCs. Call me.

## Be Careful... all eyes are on YOU...

While we all are aware that we need to protect the environment and we need to be conscious of how our neighbors are affected by our operations, we also need to be aware that people are watching who are looking to find ways to get **you** in trouble.

According to the Nov. 3 issue of Wall Street Journal, 70 year old retired Marine officer Rick Dove is flying over the Delmarva Peninsula searching for piles of chicken poop. When he finds it, he takes photos and marks the GPS coordinates so he can take an attorney on a ground visit to collect water samples. As a result of his "volunteer work", Dove has assisted in dozens of lawsuits against farmers and large-scale livestock producers. He was also instrumental in gathering the information that became the basis of the lawsuits against the hog industry in North Carolina.

He isn't the only one out there watching for where he might find an accusation against farmers for environmental failures. There are other sectors of society to blame for pollution and it might not seem fair when farmers are singled out, we need to do all we can to keep our farms and operations environmentally safe.

For one thing, keeping things cleaned up as much as possible will help discourage people wanting to find fault from digging further. Looking for ways to eliminate odor emissions will also go a long way toward discouraging complaints from neighbors

and environmental activists—and your community will like you better!!!

A multi-year study on odor and air emissions has been conducted by the Wisconsin Department of Agriculture. Five dairy farms, ranging in size from 400 to 2,500 head of cattle, volunteered to take part. Four manure management practices were evaluated: anaerobic manure digesters, an impermeable cover placed over manure lagoons, a permeable manure lagoon cover, and a solids separation and aeration system.

The findings suggest options for farmers who wish to reduce odors from their farm, among them: (1) Minimize surface agitation of waste storage lagoons to limit exposure to the air; (2) Installation of new manure storage lagoons would benefit greatly from an impermeable cover, which can reduce odors by 100%; (3) Existing manure storage lagoons would benefit from a permeable cover, which can reduce odor by about 70%; (4) A solids separator can be used to produce bedding materials and reduce odor by about 25%; (5) If a manure digester is used, maximize the time manure is kept inside the digester to reduce odors from the manure lagoon. A high quality flare with a reliable igniter to burn off gas also avoids unintentional releases of digester gas; (6) Separation distance from neighbors is a simple, but effective tool to reduce odor impacts.

## Spreading Manure on Frozen Ground...

The challenge for a livestock producer is to apply manure in a way that is labor-efficient, cost-effective and environmentally responsible. Extra precaution and care are needed in winter spreading because manure on frozen and snow-covered ground is not predictable.

**Evaluate the Risk of Surface Runoff from Frozen and Snow-covered Ground:** The first step in creating a field-by-field land application plan for winter spreading is to evaluate each field. **Any fields adjacent to surface water or to a ditch that flows to surface water are high-risk fields.** Do not use these fields for spreading on frozen and snow-covered ground.

If storage is full, the best choice is to transfer the manure to another storage structure. If you must land apply manure, you can reduce the risks by choosing flat ground a long distance from a stream or tile inlet. Lower the spreading rate of the manure. And, only remove just enough manure from storage to keep the storage from overflowing before spring.



### Michigan Technical Standard for surface application of CAFO waste on frozen or snow covered ground

A field by field assessment must be completed and all of the following requirements must be met and documented:

1. The Manure Application Risk Index (MARI) must be completed to identify fields, or portions of fields, that scored 37 or lower on the MARI.
2. An on-site field inspection of the entire field, or portion of the field, that scored 37 or lower has been completed. The inspection will take into consideration the slope and location of surface waters, tile line risers, and other conduits to surface water.
3. Based on the on-site inspection, the CNMP will include documentation on topographic maps, the fields where the runoff will not flow to surface waters, and designate those areas as the only areas authorized for surface application to frozen or snow-covered ground.
4. The inspection and documentation in the CNMP will be approved by a certified CNMP provider.

The assessment must be submitted as part of the CNMP Executive Summary each year.

The risk goes up as snow depth increases and the time between application and the spring thaw decreases.

*Following rules and regulations are important but you the producer need to realize that you are the one held responsible if runoff occurs and the manure reaches surface or groundwater and causes a water quality violation.*

Place  
Stamp  
Here

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**Dates to Remember**

- Jan. 18-20, 2011:** Fort Wayne Farm Show  
Ft. Wayne, IN  
<http://www.tradexpos.com/ftwayne/>
- Feb. 15, 2011:** *Indiana NDPES Annual Report filing deadline*
- Feb. 15-16, 2011:** Midwest Manure Summit  
Greenbay, WI  
<http://fyi.uwex.edu/midwestmanure/>
- Feb. 16-19, 2011:** 46th Natl. Farm Machinery Show and 43rd Championship Tractor Pull  
Louisville, KY  
<http://www.farmmachineryshow.org/>
- Apr. 1, 2011:** *Michigan NDPES Annual Report forms due*
- July 20, 2011:** North American Manure Expo  
Norfolk, NE  
<http://www.manureexpo.org/>