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New York Corn & Soybean Growers Association
PO Box 133
Silver Springs, NY 14550
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585-689-2321



Optimizing Opportunities: Working Together for Cows, Corn, and Soybeans



August 4th, 2016

SUNNYSIDE FARMS
2231 INDIAN FIELD RD, SCIPIO CENTER, NY

AGENDA

*CEU credits for CCA's will be offered at this event

OPTIMIZING OPPORTUNITIES: WORKING TOGETHER FOR COWS, CORN & SOYBEANS

8:00 am

Registration

9:00 -10:00

Getting Back to Basics, Maximizing Profit in 2016 and Beyond-Chris Barron

10:15-11:00

Panel Discussion- Cultivating the Relationship Between Cash Crop and Dairy Farmers - JJ Pagel, Daniel Osborn, Mark Osterhoudt moderated by Chris Barron

11:00-12:15

Lunch - Provided by Northern Oaks BBQ of Geneseo

12:30-1:15

Breakout sessions (Attend one)

1. Optimizing variable rate seeding in NYS with Savanna Crossman
2. Analyzing root function by digging through root pits in corn, soy and undisturbed ground and discussing soil health improvement as the foundation for growing great crops with David DeGolyer
3. Maximizing yield potential of a hybrid and the soils using the Nitrogen response Trial in Corn with Brian Boerman

1:30-2:15

Breakout Sessions

2:30-3:15

Breakout Sessions

SPECIAL GUESTS

Chris Barron: Chris is the Director of Operations and President of Carson and Barron Farms, Inc. which is located in Rowley, Iowa, "Northeast Iowa" Chris graduated from the University of Dubuque in 1992 with a degree in Communications. In 1992, Chris, along with his brother-in-law took over their Pioneer Sales agency which had been run by his father for the past 22 years. Today the Pioneer agency is still an integral part of their operation. Chris has over 25 years of experience working with and understanding customer needs while at the same time steadily growing their own farming operations. Over the last 22 years, Chris has developed many decision tools to help producers improve the profitability of their operation. Most notably, he developed "Profit Manager" which is a tool used by hundreds of corn and soybean producers across the Corn Belt.

SPECIAL GUESTS

Most recently, Chris has developed a new business model to assist producers with Multi-Generational Growth through the business "Ag View Solutions LLC." Chris has implemented this plan into his own family's farming operation with the mission of improving quality of life and maximizing profit opportunities. Chris works as a consultant across the country helping Ag businesses and farmers with multiple business decisions including networking, merging, value assessment, and margin management.

JJ Pagel: JJ is the General Manager of Pagel's Ponderosa the largest family-owned dairy in Wisconsin. Pagel's Ponderosa started in 1946 when Carl and Garnett Pagel purchased the farm with eight cows, eight pigs and some chickens. Pagel's Ponderosa is now entering its fourth generation. Today, Pagel's Ponderosa has about 4,250 milking cows. The cows are milked in a 72-cow rotary parlor three times a day.

Daniel Osborn: Dan is a partner in three dairy farms totaling 5,700 cows; Ridgecrest and Lincoln Dairies located in Cayuga County and Highbanks Dairy in Wyoming County, NY. He is also affiliated with Austic Farms located in Seneca County, a cropping operation where they farm 8,000 acres of corn, soybeans, wheat and hay.

Mark Osterhoudt: Owner/operator Osterhoudt Custom Harvesting. Mark is a second generation farmer at Osterhoudt Farms LLC in Genoa, NY. Originally a dairy farm, they made the decision to sell the milking herd about 20 years ago and focus on crop production. Since that time they have grown primarily corn and alfalfa which we sell and deliver to local dairies. They also provide custom services to local farms including manure drag lining, trucking, tillage and planting and harvesting. With a very qualified and dedicated group of employees they continue to expand both sides of their business to meet the increased demand of this area.

Savanna Crossman: Savanna is the Research Coordinator for the Precision Ag Research Project run by the New York Corn & Soybean Growers Association. Savanna is a native of Northwest Vermont where she has worked extensively with crop and dairy farmers over the past five years. She graduated from the University of Vermont with a Bachelor's Degree in Agronomy and Soils and she has earned her CCA through the American Society of Agronomy.

David DeGolyer: David DeGolyer is the Executive Management Consultant of the Western New York Crop Management Association (WNYCMA), a grower-owned cooperative that specializes in crop consulting and environmental planning. He is a CCA (certified crop consultant) and the first certified CAFO (Concentrated Animal Feeding Operations) planner in New York State. David has been a crop consultant for twenty-eight years and has been managing the cooperative since 1995. He holds a BS degree in Agronomy from Cornell University.

Brian Boerman: Brian is a certified Crop Advisor and Agricultural Environmental Management Certified Planner with Agricultural Consulting Services based in treatment of North Corn Leaf Blight in BMR Corn Silage in the North East and the use of foliar applied materials for intensive alfalfa production. As an independent crop advisor, Brian is responsible for advising farms on crop management decision on more than 30,000 acres annually. His work as an Agricultural Environmental Planner finds him advising dairy farms on compliance with the Clean Water Act and serving as an advisor to Vermont policy on Agriculture.

Registration Form

Farm Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Registration (\$75/person)

Attendee Names:

1. _____

2. _____

3. _____

4. _____

Add or renew a membership (\$99 Individual / \$275 Business)

Three or more from one farm? First two pay full price, each additional \$40/person

Registration fee includes lunch

\$ _____ + \$ _____ + \$ _____ = \$ _____

Membership (new or renewal)	First two registrations	Additional registrations	Total enclosed
_____	_____	_____	_____

Credit Card (circle) MC / Visa / AMEX / Discover

Card Number : _____

Expiration: _____

3 Digit Code: _____ 4 digit Code (AMEX): _____

Billing Address: _____

Signature: _____

Please indicate your farm's acreage for the following:

Corn: ____ Soybean: ____ Hay: ____ Wheat: ____ Other: ____

Send Registration Form and Check to:
New York Corn & Soybean Growers Association
PO Box 133, Silver Springs, NY 14550
585-689-2321 • cklein@nycornsoy.com
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