Kinnard Farms
Our life. Our work. Our home.

Sedron System a Game Changer for Agriculture

SPRING GREETINGS

Dear Friends and Neighbors,

Mom and Dad were early adopters of sustainable systems on the farm. Their philosophy of practicing regenerative agriculture continues with a revolutionary new system being built on the farm that removes the water from liquid manure. Kinnard Farms is the first in Wisconsin to install this innovative technology, the Sedron Varcor® System.

Permitted farms, like ours, are required to collect water and add it to manure storage. The manure we apply to our fields is now 97% water. Think of it this way: for every 100 semi loads of liquid manure, only three loads are actually manure! The other 97 loads are water. This requires multiple trips on our roads and across a field to distribute the liquid manure evenly while following our Nutrient Management Plan to scientifically match the right amount of nutrients with the crop.

The Sedron Varcor® System improves sustainability on our farm in many ways. Here are two we are most excited about:

- Previously, applying millions of gallons of water required us to wait for fields to dry before we could plant cover crops, causing us to lose precious growing days. With this new system, we'll be able to immediately plant cover crops, which hold our soil in place over the winter and help to build soil health.
- Our atmosphere is 70% nitrogen. When manure is stored in lagoons, nitrogen — a vital nutrient for plant growth — is absorbed by the air and lost to the atmosphere. With this new system, our manure will no longer be stored in lagoons, preserving nitrogen and eliminating smell. The resulting fertilizer from the system is in a dry form that can be applied using a fertilizer spreader.

There are four other Sedron installations in the U.S. To build our system, several miles of infrastructure were installed throughout the community — gas lines, electrical lines and fiber optic. If your home is enjoying faster internet, you can thank our partner, Sedron.

The Sedron Varcor® System is the future of animal agriculture, a full recycling of nutrients in a package that makes sense. The system turns on this year, and after it receives the green light from regulatory agencies, truck traffic on our roads will be reduced by more than 85%.

We'd like to thank the Wisconsin DNR, our local conservation offices and our county and local permitting agencies for taking the time to closely review, analyze and determine how to regulate this innovative system.

— *Lee Kinnard, Jackie & David Stewart, Rod & Maureen Kinnard*

EMPLOYEE SPOTLIGHT

Tyler Uses Latest Technology to Grow Crops

Every day is different for Field Operations Manager, Tyler Cravillion, who manages planting, harvest and everything in between.

During winter, Tyler studies crop rotations to plan for spring planting, and his team preps equipment to plant thousands of acres. Summer involves working with the farm's agronomist monitoring crops. Fall is busy with corn silage harvest and planting cover crops. Scheduling is also a big part of Tyler's job. In the fall, he monitors feed quality and moisture to make sure custom operators arrive at just the right time.

"We had a farm growing up," Tyler said. "I've always loved farming. It's in my blood. Each year is different, and you get to see the fruits of your labor. I always try to do better by applying new technology like an in-season autonomous applicator that runs off the planter's GPS."

Tyler began learning about spray application from Rod Kinnard while working part-time for the farm. During harvest and planting, he sometimes spent more hours on the farm than at his full-time job in plastering. In 2015, Tyler started full-time as a spray tender and in a tractor pushing feed during harvest.

Since Tyler became a manager in 2018, he says he has gained a large amount of cropping knowledge from Lee. "I share the same passion and have the same goals as Lee. We try to manage the crops as natural as possible. I understand that the better we do at growing crops, the better the farm does. That, in turn, makes for better equipment, a better work environment and better wages. The bottom line: If we treat the farm well, it treats us back even better. I like where Kinnard Farms is going. I like to be in the front row of new technology. I always want to be the best. I found my place, and this is the farm I want to be on."

> **"Tyler is an incredibly talented farmer. He understands the science and how it interacts with Mother Nature. He listens to the crop and makes adjustments for the weather. Tyler is a great manager because he is very conscientious and leads by example. There's nothing on the farm he would ask someone to do that he wouldn't do himself. He is also a very effective communicator with our custom service providers."**
>
> *– Lee Kinnard*

In Tyler's spare time, he enjoys riding UTVs, snowmobiling, camping, hunting and traveling with his two sons, his girlfriend Amanda and her daughter. He's taken hunting trips to Texas and South Africa and is looking forward to planning their next trip soon.

INNOVATION IN ACTION

New Feed Center Reduces Loss and Feeding Time

The farm's new Feed Center is an incredibly innovative facility that offers benefits to our girls and our team and promotes overall farm sustainability.

The new building serves as our "pantry" — bringing all ingredients needed to produce a perfectly balanced meal for our girls under one roof. By moving feeding operations indoors, ingredient shrink due to wind and precipitation events are eliminated. The move has also improved employee comfort, and machine longevity and efficiency are greatly increased. The indoor facility features 17 different bays that store various silages, byproducts, trace minerals and proteins. Rotation of feeds ensures only the freshest meals are prepared for our girls each day.

Kinnard Farms' nutritionist, Matt Waldron, PhD, calculates what the farm will be feeding — especially products the farm doesn't grow, such as whey permeate (a waste product), protein, corn sweetener and distillers grains, a byproduct of the ethanol industry. Matt catalogues everything home grown at the farm, including silage and haylage (the farm feeds 72% silage). Using all the ingredients, Matt creates the recipes and perfectly matches the nutrients to the cows' needs. The Feed Center team, led by Mark Schlaefer, follows 10 different rations (or recipes) mixing 30+ batches of feed per day.

At mixing time, the process is driven by technology. Electric mixers sit on the upper deck, and feed delivery trucks drive underneath to a lower level. In 1.5 minutes, mixers dump an entire semi load — or 42,000 pounds — of animal feed. As product is blended, data is conveyed to the computer via Bluetooth. Liquid is added in between loads using a computer-controlled system to adjust to the proper moisture for the cows. The farm mixes 688 tons of Total Mixed Ration (TMR) per day in a large blender.

The Feed Center is a game changer for the farm. We've reduced feed loss by mixing indoors, we've reduced energy use by 50% by switching from diesel powered TMR mixers to electric mixers, and we've reduced the labor needed. Most importantly, it helps us to reach our goal of every cow having fresh feed available when she comes back from the milking parlor. Our girls eat a high-quality, nutritious ration to keep them producing high-quality milk.

PRESERVE YOUR FARMLAND

Do you have land for sale?

We understand selling your land can be an emotional decision. Sometimes, it's your biggest asset. If you want to keep your land in agriculture to preserve the beauty for future generations, we can help.

We are interested in purchasing productive farmland to grow feed for our girls.

We encourage potential sellers to work confidentially with our team of financial planners, tax preparers and lawyers to ensure that a land deal maximizes revenue for you, the seller. This process is unique to our farm, as we genuinely care about you and your heirs. This work is all paid for by Kinnard Farms.

Our advisory team can suggest strategies that offer a greater return on your asset versus simply using time value appreciation and rental income. Long-term investment income can be greatly increased by selling versus holding.

As an added benefit, your farmland will be cared for using the regenerative agricultural principles that we are known for, such as a focus on building soil health. We invest in our land to improve and preserve it for future generations.

Our goal is to keep farmland producing as farmland.

If you are interested in having a discussion, please contact Jackie at Jackie.Stewart@KinnardFarms.com or call our office at 920-837-7644.

Kinnard Farms

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Interested in life on our farm?
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Ham was always a staple of Easter dinner at the farm. As Mom would say before any holiday dinner, “You never know who may stop by,” so like everything else, the ham was super-sized. One of our favorite leftover ham dishes was Mom’s Ham and Cheesy Scalloped Potato Casserole. **It’s simple and delicious comfort food!**

Mom’s Ham and Cheesy Scalloped Potato Casserole

INGREDIENTS

- 6 medium russet potatoes
- 3 Tbsp butter
- 3 Tbsp flour
- Salt & pepper
- 2 ¾ C whole milk
- 2 C cubed ham
- 1 ½ C shredded cheddar
- 1 Tbsp butter

DIRECTIONS

- Preheat oven to 350°. Grease or spray a 2 Qt casserole dish or pan.
- Melt 3 Tbsp butter in saucepan.
- Blend in flour and salt and pepper. Cook over low heat, stirring constantly until mixture is smooth and bubbly.
- Gradually pour in milk, bring to a boil while stirring constantly. Continue to boil lightly and stir for 1 additional minute.
- Remove from heat and stir in shredded cheese until melted.
- Peel potatoes and slice into thin slices.
- Layer half of the potatoes in the bottom of the dish. Add salt and pepper, if desired.
- Top with half the ham and half the cheese mixture.
- Repeat another layer with the remaining potatoes, ham and sauce.
- Dot top with 1 Tbsp butter.
- Cover; bake 30 minutes.
- Uncover; bake 60 minutes longer or until potatoes are cooked through.
- Let stand 5 to 10 minutes before serving.