

# Harvest is Here

FALL GREETINGS

## Dear Friends and Neighbors,

It's corn harvest time! To get our crop harvested at peak quality takes an incredible amount of work. We are fortunate to be able to hire local families with the expertise and machinery needed to supplement our own talented team. Extra choppers, trucks and pack tractors – and the experienced people to run them – make our harvest a success. Thanks to these neighbors and their machinery, we are able to ensure that our girls will dine on corn plants that were harvested at peak quality.

Corn silage harvest requires all hands on deck, although that's not all that's happening on the farm. As soon as the corn is off the field, we plant cover crops. These crops – such as triticale and radishes – stay on the field throughout the winter to hold our precious soil in place, improve soil health and add nutrients to the soil.

We also begin the mad dash to winterize our machinery in our new shop. Before the cold winds blow, we will finalize concrete projects on stairs and driveways, plus add decorative

landscaping and lawns around new construction. A new machine shed will soon be ready to store our growing fleet. In addition, we are getting ready to fire up the Sedron system.



**It's always busy on the farm, but we make time to be thankful for the goodness our land produces to feed our girls year-round.**

**Enjoy the beautiful fall days!**



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

### FARM FACTS



Our silage pile is approximately 350' wide by 900' long by 42' high (equivalent to a four-story building) and sits on a 7.25-acre concrete pad. Back when Mom and Dad farmed, the biggest silo for storing corn was 30' by 80'. Today, it would take 120 concrete silos to store the corn silage we will harvest this fall.



EMPLOYEE SPOTLIGHT

## Amanda Duncan, Calf Depot Manager

When a calf is born on the farm, Amanda takes over their care and makes sure they are fed, vaccinated and comfortable in a nursery of tranquility. Knowing calves are properly taken care of involves training her team with the same sense of compassion.

Newborn calves are the future and legacy of the farm. Amanda enjoys working at Kinnard Farms because animal welfare is never put into question over cost. She finds value and purpose in making sure the calves receive the best care.

Amanda also runs The Calf Depot, a consortium of farmers dedicated to best practices for newborn calves. She



uses her leadership skills to mentor others to assure their calves get off to the best start.

Amanda has worked for Kinnard Farms for nine years, previously as a herd manager, which allowed her to learn a lot about cows. She holds an uncanny sense to know what the animals need.

**Amanda is an animal lover. She gives every animal the best chance to live a healthy and productive life. She is excellent at balancing the needs and demands of baby calf care because she understands the science. Amanda is a great people person and a mentor to others. She has a wonderful family."**

– Lee Kinnard

Amanda's heart for caring for animals extends beyond her job. She has taken in kittens dropped off at the farm, fostered abandoned goats and pot-bellied pigs and provided extra care for special needs calves. She also owns a few miniature horses.

Amanda has a bachelor's degree in dairy science with a minor in ag business from UW-River Falls. She credits her internships, hands-on training and bilingual skills with giving her a step up. When Amanda isn't at work on the farm, she farms at home. Amanda and her husband, Aaron, took over her family's beef farm raising Wagyu Pinzgauer crosses and selling meat direct from the farm. Their goal is to produce a quality product and offer a safe place for people to ask questions about cattle raising. Amanda and Aaron have three young children — two girls and a boy.

INNOVATION IN ACTION

## 360 RAIN Autonomous application system: A completely new way to farm

Have you seen a slow-moving hose traveling across our fields? That's our new autonomous 360 RAIN system. 360 RAIN delivers bands of water directly to the base of the growing plant. Research shows a timely half an inch of water at the right time can add 50 to 60 bushels per acre to corn yields. But more bushels isn't the only benefit.

As a permitted farm, we are required to collect the water on our feed pads. Right now, we collect more than 35 million gallons of rainwater each year. The rainwater could come in contact with the stored feed and could potentially carry some of the nutrients in the feed into the rainwater. Currently, this water is handled as manure even though it is very low in nutrient content, nearly clean water. We have currently invested in enough 360 RAIN machinery to handle nearly 25 million gallons of the rainwater we collect each year, with plans to add more in future years. The units we have in place this year will eliminate 4200 truckloads of water each year and will eventually replace all trucking of this rainwater.

360 RAIN applies water with 2,900 feet of 3-inch diameter hose. Water is dispensed by a computer-controlled reel, enough to cover a 160-acre field. At the slow speed of 0.45 mph, 360 RAIN moves up and down the crop rows as the reel dispenses and retrieves hose, applying half an inch of water per week. Path guidance goes through our cellular network that provides the control, coverage and rate instructions.

All of our fields are mapped using satellite imagery similar to a car's navigation system. The farm's machinery is equipped with the same technology. When our tractors and corn planters travel through a field, they receive satellite signals that map out the field. 360 RAIN knows the exact



track to follow, so it doesn't run over the corn plant.

It's a giant step for agriculture because 360 RAIN has the potential to maximize the genetics of the seed. During a dry fall, this new technology can water the seeds of a cover crop causing instant germination. Critical moisture activates microbes building soil health, enhances grain fill and allows plants to thrive.

Everything Kinnard Farms does is data driven. Information always drives the correct decision. The 360 RAIN system fits in very well with our regenerative agriculture philosophy: better for the environment, our neighbors and economically sustainable.



PRESERVE YOUR FARMLAND

## Our goal is to keep farmland producing as farmland

The beauty of green and gold crops growing in a field preserves our soil, builds soil health and provides a home for wildlife. Communities thrive when agriculture grows.

If you are interested in keeping your land in agriculture, discuss renting or selling your land with Jackie at Jackie.Stewart@KinnardFarms.com or call our office at 920-837-7644.





There weren't many weeks Mom didn't make a batch of cookies. When we got tired of Chocolate Chip, this was her next favorite. Or perhaps her favorite was her mom's soft Oatmeal cookies or Peanut Butter? Mom did enjoy cookies!



## Oatmeal Chippers



### INGREDIENTS

- 1 C butter (2 sticks)
- 1 C sugar
- 1 C brown sugar (packed)
- 2 eggs
- 1 tsp vanilla
- 2 C flour
- 1 tsp baking soda
- ½ tsp baking powder
- 1 tsp salt
- ½ tsp cinnamon
- 2 C quick-cook oats
- 1 C semi-sweet chocolate chips
- 1 C chopped nuts (optional)

### DIRECTIONS

- Cream butter and sugars until light and fluffy. Beat in eggs and vanilla.
- Stir together flour, baking soda, baking powder, salt and cinnamon.
- Add to creamed ingredients and mix thoroughly.
- Stir in oats, chips and nuts just until combined.
- Chill ½ hour or more.
- Preheat oven to 350°
- Bake on greased baking sheet or ungreased parchment paper for 9-12 minutes.
- Cool on baking racks.