Sustainability. Profitability. Success
Background

• 1st Generation Farmer
• Began in 1997
• Originally all Vegetables
• Graduated from Sussex Tech High School 2005
• 2008 Graduated from Delaware Tech
• Started with about 2ac
The Beginning
Beginning Challenges

• Limited Cash
• Limited Equipment
• Limited Time
• Worked off Farm
• Right ? Right Person
• Age
• Time Management
Crops

- Small Grains - Wheat, Barley, Rye
- Field Corn
- Soybeans
- Grain Sorghum
- Watermelons
- Squash
- Lima Beans
- Green Beans
Cover Crops

- Small Grains
- Rye
- Sunflowers
- Rape
- Tillage Radish
- Clover
Planting Into Cover Crops
No-Till Crops
Challenges With No-Till

- Residue Management
- Cover Crop Establishment
  - Crop Emergence
Technology

- Auto Steer
- Swath Control
- Grid Sampling
- Surface Drip Irrigation
- Solar Energy
- Yield Mapping
- Application Mapping
Advantages

• Less Labor
• Less Fuel
• Lower Cost
• Less Equipment
• Improved Soil Health
• Improved Weed Control
Challenges

• Time Management
• Technology Investment
• Understanding the Data
• Making Use of the Data
• Overall Cost
• Being accepted
• Staying educated
• Competitive Edge
Weed Control
Strategies for Success

- Adapt to Change
- Diversify
- NO Doesn’t Mean NO
- Do your Homework
- Take Calculated Risk
- Create your own Brand
- Social Media
- Competitive Edge
- Creative Land Rents
"I’m Farming for 20 years from now, Not 20 Years Ago."
Industry Involvement

- Delaware Soybean Board
- United Soybean Board
- National Bio-Diesel Board
- Mid-Atlantic Soybean Association
- Lead Delaware
- Syngenta Leadership at Best
- USB See For Yourself 2012
- 2016 Conservation Legacy Award (Northeast)
“I’m Farming for 20 years from now, Not 20 years ago.”
More Than Crops

• Channel Seed Dealer
• Custom Spraying
• Custom Harvesting
• Custom Planting
• Custom Hauling
Never be afraid to try something new. Remember amateurs built the Ark... professionals built the Titanic.
Contact Info

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“Vision without action is merely a dream. Action without vision just passes time. Vision with action can change the world.”

-Joel A. Barker