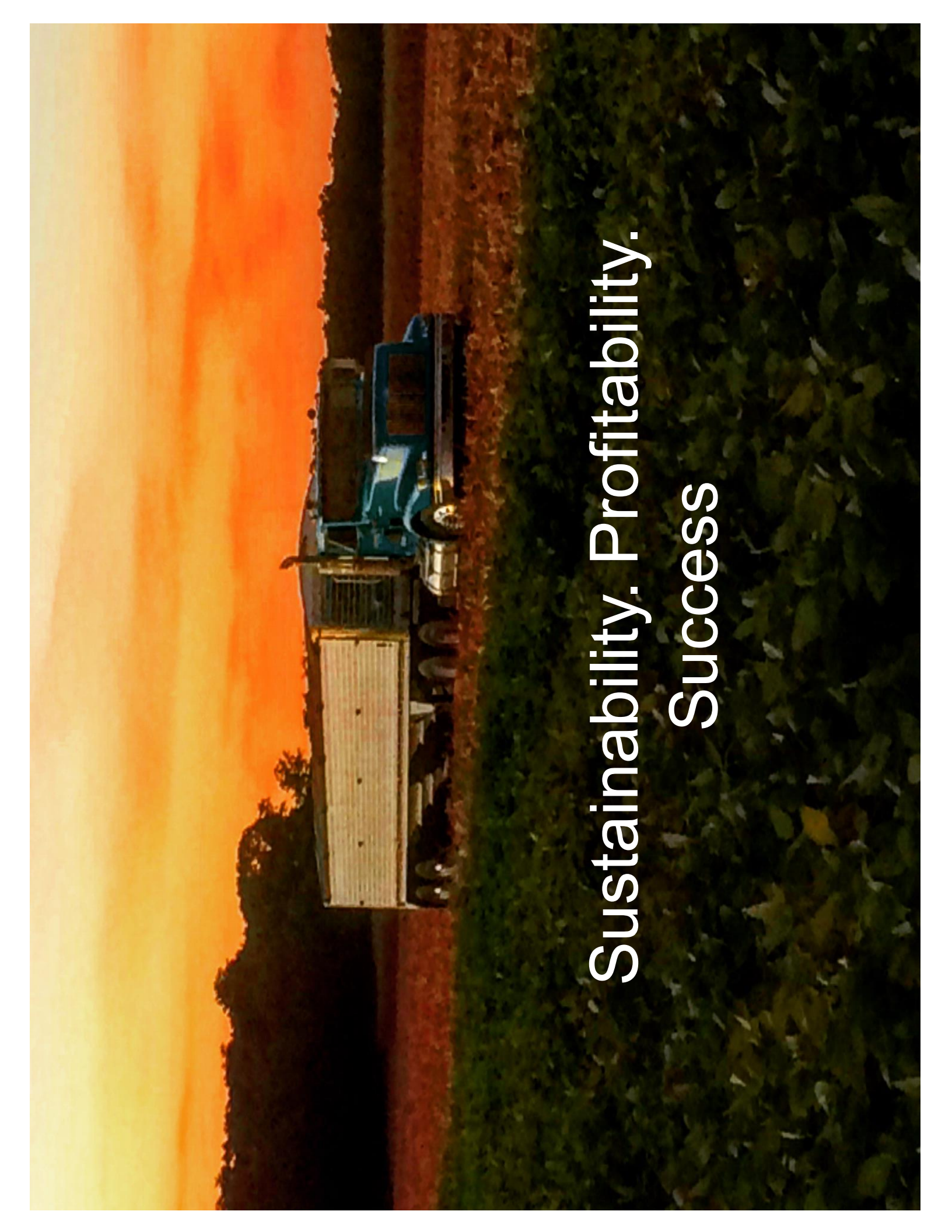


A blue semi-truck with a white trailer is driving on a road at sunset. The sky is a vibrant orange and yellow. In the foreground, there is a field of green crops, possibly corn. The truck is moving towards the right side of the frame.

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

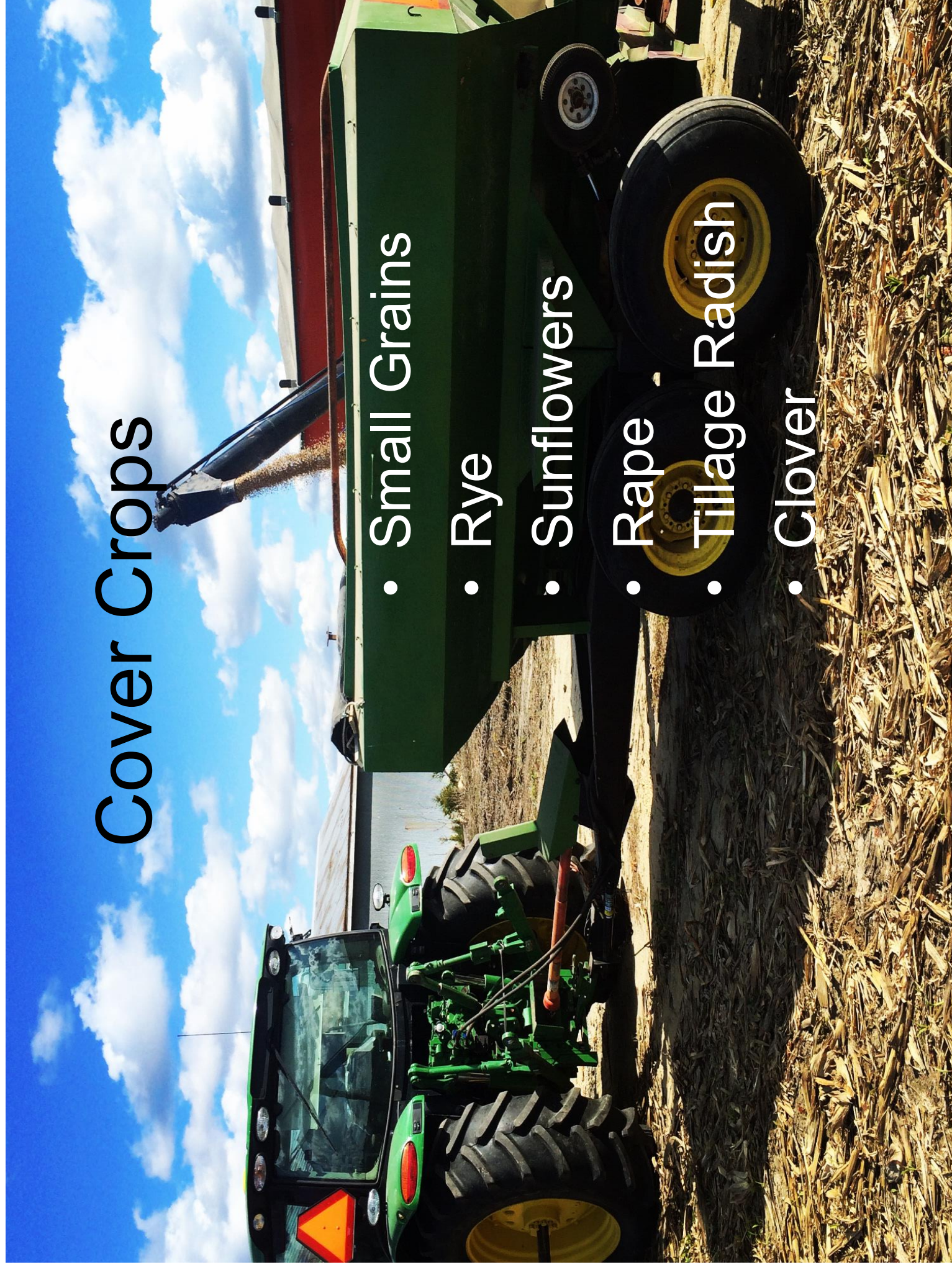


Crops

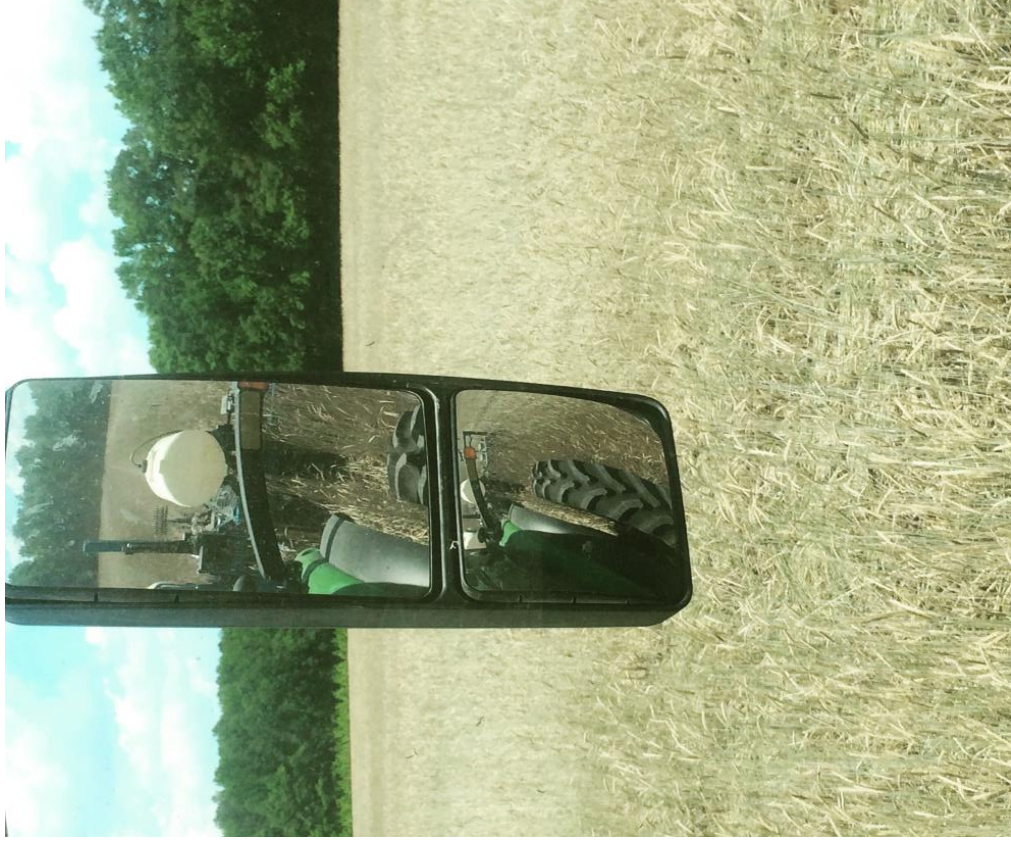
- Small Grains- Wheat, Barley, Rye
- Field Corn
- Soybeans
- Grain Sorghum
- Watermelons
- Squash
- Lima Beans
- Green Beans

Cover Crops

- Small Grains
- Rye
- Sunflowers
- Rape
- Tillage Radish
- Clover



Planting Into Cover Crops



No-Till Crops



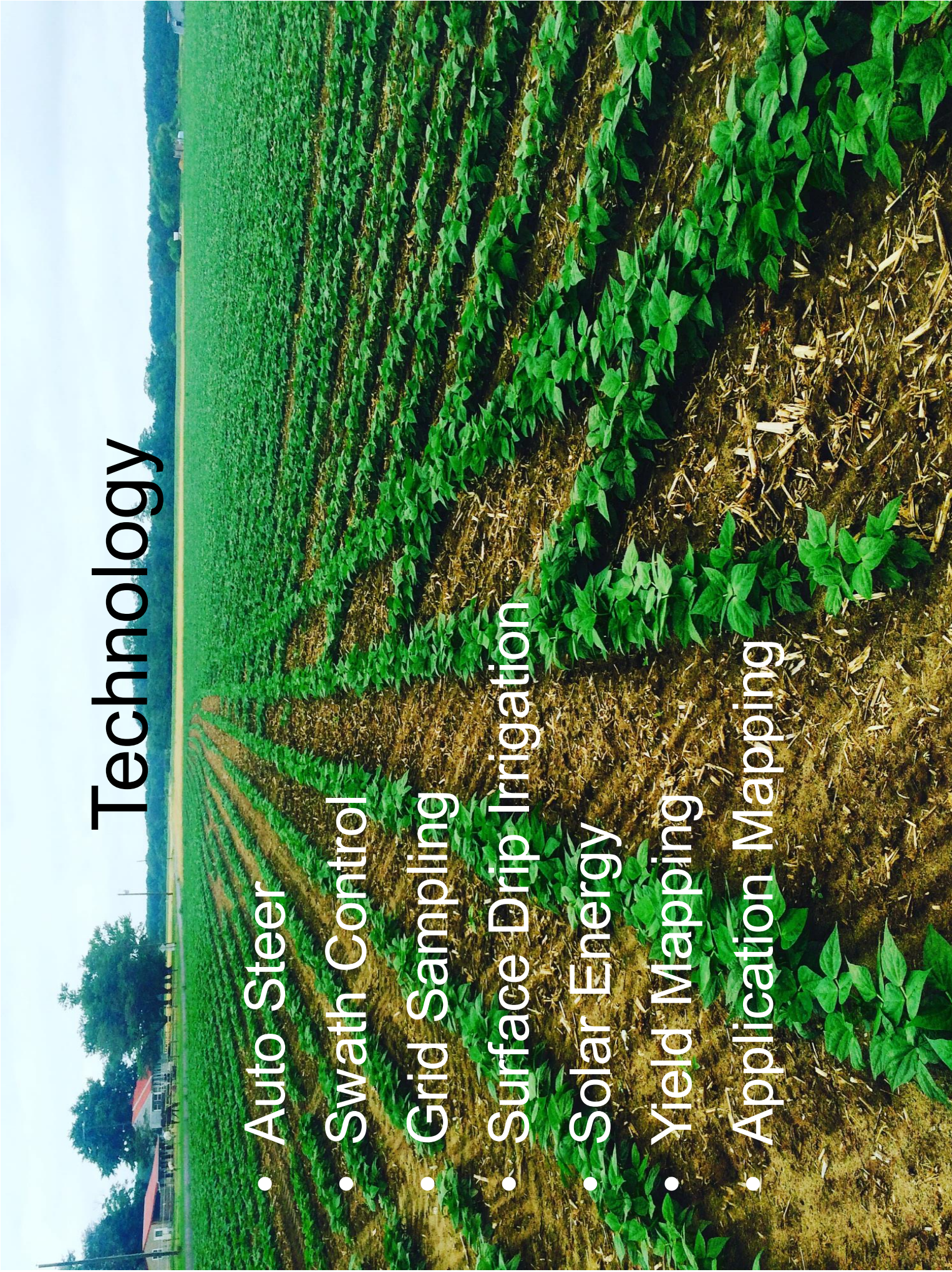
Challenges With No-Till

- Residue Management
- Cover Crop Establishment
- Crop Emergence



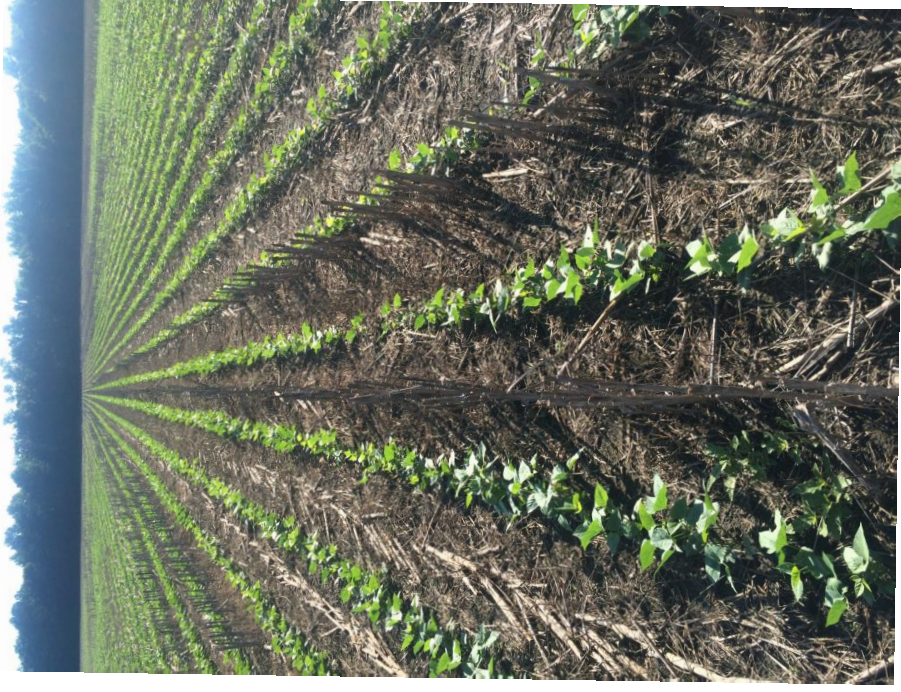
Technology

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



Advantages

- Less Labor
- Less Fuel
- Less Equipment
- Lower Cost
- 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.

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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