

14th Annual Conference

2023 Winter Conference

February 21, 2023

Agriteer

Rockingham, Virginia

Table of contents

Agenda	3
Speakers	4
Board Members	5
Corn Nitrogen Rate On-Farm Test Plots	6
Exhibitor Levels	10
Exhibitor Ads	11
Exhibitor Directory	15

Disclaimer: Commercial products are named in this publication for informational purposes only. Virginia Cooperative Extension does not endorse these products and does not intend discrimination against other products which also may be suitable.



Virginia Cooperative Extension Virginia Tech • Virginia State University

www.ext.vt.edu_

Virginia Cooperative Extension is a partnership of Virginia Tech, Virginia State University, the U.S. Department of Agriculture, and local governments. Its programs and employment are open to all, regardless of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, military status, or any other basis protected by law.

If you are a person with a disability and desire assistance or accommodation, please notify Doug Horn, Rockingham County, at (540) 245-5750 TDD*) during business hours of 8 a.m. and 5 p.m. *TDD number is (800) 828-1120.

Agenda

February 21, 2023

14th Anniversary

Making Cover Crops Work

8:00 a.m. Registration and Trade Show

- **9:00 a.m.** Interseeding & Cover Crop Update from the Keystone State
 - Dr. Greg Roth—Penn State

10:00 a.m. Trade Show Break

- **10:30 a.m.** Challenges of Cover Crops & Species Diversification in a Grain Production Operation
 - Leslie Bowman—Chambersburg, PA
- 11:30 a.m. No-Till Champion Recognition
- Noon Lunch and Trade Show Break
- **1:15 p.m.** New Cover Crop Tactics on the Horizon and a Tar Spot Update
 - Dr. Greg Roth—Penn State
- **2:15 p.m.** Farmers Talking to Farmers: Panel of advanced VA no-tillers share practical advice
 - Moderated by Lydia Fitzgerald—VT/ NRCS
- 3:15 p.m. Sessions Adjourn

2023 Speakers

Dr. Greg Roth is a Professor Emeritus of Agronomy in the Department of Plant Science at Penn State University. He has advanced degrees in agronomy from both Penn State and Virginia Tech. Dr. Roth served as an Extension Specialist in Grain Crop Management at Penn State for over 30 years prior to his retirement in 2018. His work has focused on managing grain and forage crops, variety testing, establishing cover crops and developing new alternative crops.

Leslie Bowman is the crop manager at Lesher's Poultry Farm, an integrated grain and egg producer near Chambersburg, PA. He oversees the crop production and manure management segments of the operation. He has over 25 years of experience with precision farming and no-till and more than 10 years' experience working with cover crops.

Farmers Talking to Farmers

Panel of advanced Virginia no-tillers share practical advice Moderated by Lydia Fitzgerald, VT/NRCS Agronomist

Paul Davis, New Kent County, VA

Paul grows 550 acres of corn, soybeans, small grains, pumpkins, & cover crops. This includes 150 acres of high-intensity research plots for public- & private-sector clients. Paul earned ag degrees & played football at VA Tech, was Extension Agent in new Kent, and retired in 2009 to farm full-time.

Anthony Beery, Cumberland County, VA

Anthony raises 700 acres of corn, soybeans, orchardgrass hay, and small grains in Cumberland County. He farmed in the Shenandoah Valley where he helped lead the Virginia No-till Alliance (VANTAGE) & did pioneering on-farm work with manure injection & other innovative nutrient management and soil-building strategies. He relocated to Cumberland in 2018.

Doug Fifer, Augusta County, VA

Doug grows 220 acres of corn, soybeans, and hay and raises turkeys in Augusta County. Doug is passionate about building soil & optimizing nutrient use efficiency to maximize yield and save on inputs. Doug currently helps lead the Virginia No-Tillage Alliance (VANTAGE).

Lydia Fitzgerald, VT/NRCS Partnership Conservation Agronomist

Lydia started her agricultural career working alongside her family to produce wholesale pumpkins, grain crops, and apples in Nelson County, VA. She pursued her B.S. degree at Virginia Tech in Agronomy and M.S. degree the University of Kentucky. She started out working for NRCS before transitioning to her new role as the first VT/NRCS Partnership Conservation Agronomist. She leads the Soil Health + Integrated Conservation Agronomy Farmer Mentor & Demonstration Network. Lydia works to encourage partnership and collaboration on all aspects of integrated conservation agronomy between VA NRCS, Virginia Tech, Virginia Cooperative Extension, and other partners across the state.

2022 - 2023 VANTAGE Board Members

Producer Members

Doug Fifer	President	Mount Solon
Chad Mathias	Vice President	Mount Jackson
Blaine Showalter		Mount Solon
Charlie Garber		New Market
Shane Richman		Broadway
Brett Wightman		Edinburg

Agribusiness Members

Tom Cook	Treasurer	Houff Corporation	Weyers Cave
Stewart Detamore		S. L. Hess & Sons	Harrisonburg
Wally Beckner		Houff Corporation	Lexington

Advisors

Doug Horn	Virginia Cooperative Extension	Augusta County
Bobby Clark	Virginia Cooperative Extension	Shenandoah County
Chris Lawrence	Natural Resources Conservation Service	Richmond
Lydia Fitzgerald	Natural Resources Conservation Service	Richmond

The **Virginia No Till Alliance** exists to maximize farm productivity and profitability by promoting successful implementation of continuous no-till systems through shared ideas, technology, conservation and education.

The VANTAGE Board of Directors is made up of farmers and agri-business representatives in the Shenandoah Valley region of Virginia.

Setting Up Corn Nitrogen (N) Rate On-Farm Test Plots: Basic Questions & Answers for Virginia Growers

Version 1.0 – January 09, 2023

Lydia Fitzgerald VA Tech & NRCS Partnership Conservation Agronomist 540-414-4089 / lydia.fitzgerald@usda.gov Chris Lawrence NRCS State Cropland Agronomist 804-356-0610 / chris.lawrence@usda.gov

1. What's the basic recipe for a corn N rate test plot?

- Apply different nitrogen (N) fertilizer rates to strips in the corn field, creating a repeating pattern.
- Keep all other yield-influencing factors the same across the test plot area.
- At harvest, measure and record yields from each strip separately.



2. What's a typical N rate test plot layout?



Basic 3-rate, 3-rep N Rate Test Plot Layout

Keep all other yield-influencing factors constant across test plot area!

3. What N rates should I compare?

- You're not following a standardized protocol with predetermined rates set by someone else.
- You're choosing N rates ("treatments") that are most likely to answer your field- and farm-specific questions.
- This basic three-way comparison is often a good place to start:
 - a. <u>Your standard or base rate.</u> This is your chosen rate for the entire field the rate you would apply if you were not doing a test plot. Most of the field will get this base rate. For example, 60 lb/ac sidedress N.
 - b. <u>A low or zero rate.</u> Your goal with this rate: To evaluate the soil's capacity to meet the crop's N need with little or no supplemental N fertilization. This rate should be low enough that you would expect to see least a little N deficiency in a typical year. For example, 0 lb/ac sidedress N.

- c. <u>A high or non-limiting rate.</u> The goal with this rate: to ensure N will not be a limiting factor to yield, even under best-case growing conditions. For example, 120 lb/ac sidedress N.
- The above is just one option. For example, if you expect a lot of N release from recently applied organic amendments, your standard sidedress N rate for the whole field might be 0 lb/ac N. In this case, your other two rates might be incrementally higher, such as 35 lb/ac N and 70 lb/ac N.

4. How many reps should I include?

- More replication generally increases our confidence that any conclusions drawn from the plot are due to the effects of N rate and not some other random factor (like soil type differences, etc.)
- At least 3 or more reps of each treatment is ideal (see diagram above).
- 2 reps are better than no replication.
- A split field test (i.e., no replication) can be useful, but we don't consider that a test plot.

5. When and how should I apply my different N rate treatments?

- Priority #1 is to make the test plot fit with your N management system.
- Many growers currently apply a moderate amount of N at or ahead of planting. They hold a significant amount to apply at side-dress. For these growers, the simplest approach is to vary sidedress N rates especially if when side-dressing with liquid fertilizer and drop nozzles.
- Other options are possible. For example, if your focus is determining the value of starter N, a test plot can be set up that varies N rates at planting.

6. How important is soil uniformity in the test plot field?

- Strive to keep every yield-influencing factor (other than N) the same across the test plot area.
- Therefore, it is best if soil productivity is uniform across the test plot area.
- However, what matters most is that any differences in soil properties be equally distributed across treatments. As the diagram below shows, it is possible to achieve a fair test in a field with a major soil type difference!



Basic 3-rate, 3-rep N Rate Test Plot Layout

Keep all other yield-influencing factors constant across test plot area!

7. How important is uniformity of other inputs in the test plot field?

- Again, strive to keep every yield-influencing factor (other than N rates) the same across the test plot area.
- If there are differences in corn hybrids, seeding rates, rates of other nutrients, etc. within the test plot area, this undermines our ability to draw meaningful conclusions about the impact of corn N rates.

8. <u>What's typically the biggest challenge</u> to doing a test plot right?

- Taking the time early in the season to plan the plot and put out the different rates.
- Taking the time at end of the season to properly measure and record yields in each strip.

9. <u>What's the biggest opportunity to</u> <u>overcome that challenge?</u>

Using precision technology to:

 Build the test plot into your variablerate nitrogen fertilizer prescription for the field, feed that prescription into your sprayer, and let the machine automatically change rates to create the plot.



b. Harvest the whole field without stopping, knowing that your yield monitoring system is reliably capturing all necessary information and that you'll be able to extract and analyze that information once the busy harvest season is over!

If the above isn't something you can set up on your own, ask your precision ag support person for help!

10. What are some key questions that this type of test plot can help me answer?

- Which N rate produced the highest yield?
- Which N rate produced the highest net return, considering yield as well as price of both corn and fertilizer?
- Which of the N rates was closest to the "right" rate for this particular field in this particular year?
- Looking back, which factors that I knew about ahead of time (or should have known about ahead of time) should I have assigned more (or less) weight to when planning my N rates on this field this year?
- What lessons can I take from this test plot experience and post-season analysis to improve my N rate planning for next year?

11. Wait – Why am I doing all this again?

- Corn N rate decision-making is important for productivity, profitability, and environmental sustainability. It can also involve, at least for some farmers and advisors, a lot of stress and effort.
- That effort can include early-season pre-side-dress nitrate testing (PSNT) for fields with manure histories. There is even talk of pre-season soil testing for biological activity to help predict soil N supplying-capacity.

- The hard truth is this: Regardless of how much testing & time you put into planning corn N rates, as long as you are *looking ahead* and predicting, your chosen rate for any particular field in any particular year will typically not be much better than an educated guess.
- The best way to objectively assess how good your N rate guess was for any given field is by *looking back* by setting up a replicated rate trial, taking the plot to harvest, and analyzing the results after-the-fact.
- Many experts now agree that our best bet for improving farmer corn N rate decision-making is to focus *less* on seeking better predictive N rate tools and technologies, and *more* on empowering farms to do their own on -farm test plots using an "adaptive management" mindset.
- By objectively analyzing every year how well you predicted corn N needs in one or two case study fields, you can gradually improve your understanding of the many factors to consider when making N rate decisions.
- Annual N rate on-farm test plots will not only help you make better use of available nutrient management tools, tests, and planning systems, but will also help you understand over time how best to refine the resulting recommendations to account for farm-, field-, and season-specific considerations.

12. Who can I contact for help with this?

- Hopefully your local industry support, Extension Agent, DCR Nutrient Management Specialist, and/or local SWCD or NRCS staff will be willing and able to help. Let them know what you are doing.
- Reach out to us at the numbers and email addresses below!

Lydia Fitzgerald	Chris Lawrence
VA Tech & NRCS Partnership Conservation Agronomist	NRCS State Cropland Agronomist
540-414-4089 / <u>lydia.fitzgerald@usda.gov</u>	804-356-0610 / <u>chris.lawrence@usda.gov</u>



Many thanks to all of the supporters of the VANTAGE Winter Conference

Platinum Exhibitors

Natural Resources Conservation Service

Agriteer

Gold Exhibitors

Houff Corporation

Advance Agra

F & M Bank

Virginia Department of Conservation & Recreation

Rockingham Cooperative

Silver Exhibitors

Farm Credit of the Virginias

Syngenta

First Bank & Trust

S. L. Hess/Revere Seeds

Wightman Insurance

Bronze Exhibitors

Augusta Cooperative

Virginia Farm Bureau Federation

Virginia Soybean Association

Frazier Quarry

Augusta Seed

Conklin

Chesapeake Bay Foundation

Bayer

Helena

Shenandoah Valley SWCD







With new seed varieties being created every year, many farmers rely on data collection and research concerning new hybrids. Advance Agra Service is a leader in conducting on-farm testing and works hard to bring VA and NC growers the **highest yielding corn and soybean seed varieties** in their respective locations. We work with you and for you to move yields forward.







Crops, Hay, Pasture and Cattle

Contact Brett Wightman 540-325-3185

Sales Closing is March 15, 2023



Your farm, your way.



Your farm is unique — and you know your operation better than anyone.

Could Virginia Agricultural Cost-Share help make your vision for it a reality?

VACS offers:

- 1. On-farm technical assistance
- 2. Up to \$300,000 per applicant
- 3. Advice on more than 70 best practices including
 - Conservation Tillage
 - Cover Crops
 - Split Nitrogen Application
 - Stream Fencing
 - Rotational Grazing
 - Buffers
 - Nutrient Management
 - Alternative Water Sources

Find out if VACS is right for you by calling your local Soil and Water Conservation District for a no-obligation consultation.

If you decide to proceed, the application is less than one page.



(First)

www.dcr.virginia.gov/soil-and-water/costshar



among Ag banks and the 30th largest agricultural lender among all U.S. commercial banks.

Allow our team to assist you with the financial needs for your operation.

d by farmland equal or exceed 25 percent of total loans.

Shenandoah Valley 540.437.0604 • New River Valley 540.583.5458 Southwest Virginia 276.623.0128 • Eastern Virginia 804.550.5700

2023 Exhibitor Directory

ADVANCE AGRA SERVICE LLC

Contact: Nelson Eberly 8955 Wise Hollow Road Bridgewater, VA 22812 540-420-0017 nelson@advanceag.net www.advanceag.net Seed sales & delivery, Liquid fertility & biology, Proven 40 microbial nitrogen (seed applied)

AGRITEER

4310 South Valley Pike Rockingham, VA 22801 (800) 735-3584 www.agriteer.ag *New and used equipment sales and service*

AUGUSTA COOP

Contact: Allison Bagley 12050 Richmond Ave. Staunton, VA 24401 540-885-1265 ABagley@AugustaCoop.com www.augustacoop.com Feed, Animal Health, Agronomic Services, Lawn & Garden, Workwear and more

AUGUSTA SEED Contact: Steve Collins

Verona, VA 24482 540-886-6055 Steve.collins@augustaseed.com www.augustaseed.com *Hybrid seed corn*

BAYER CROP SCIENCE

Contact: Heidi Dillehay State of Virginia 862-330-9666 Heidi.dillehay@bayer.com *Crop Protection*

CHESAPEAKE BAY FOUNDATION

Contact: Alston Horn 1108 E. Main Street, Suite 1600 Richmond, VA 23219 540-487-9060 ahorn@cbf.org www.cbf.org *Outreach and technical assistance for agriculture conservation practices*

CHERRY GROVE FARM, LLC

Contact: Linden Heatwole 540 Mayland Rd. Broadway, VA 22815 540-810-4560 lindenbubba@aol.com Www.Conklin.com Seeds, Treatments, Nitrogen, Stabilizer, Adjuvants, PGR's, High Quality Fertilizer and Micronutrients

FARM CREDIT OF THE VIRGINIAS

Contact: Cheyenne Rhodes 4646 South Valley Pike Harrisonburg, VA 22801 540-434-5385 crhodes@fcvirginias.com www.fcvirginias.com Loans for farms, homes and land!

F&M BANK

Contact: Jake Mowry 80 Cross Keys Road Harrisonburg, VA 22801 540-810-5515 jmowry@fmbankva.com www.fmbankva.com Agribusiness Financing

THE FIRST BANK & TRUST COMPANY

Contact: Bethany Reedy 120 University Blvd. Harrisonburg, VA 22801 540-437-0604 breedy@firstbank.com www.firstbank.com *Financial Services*

2023 Exhibitor Directory

HELENA AGRI-ENTERPRISES, LLC	SHENANDOAH VALLEY SOIL AND WATER
Contact: Andy King	CONSERVATION DISTRICT
4431 Early Road	1934 Deverie Avenue, Suite B
Harrisonburg, VA 22801	Harrisonburg, VA 22801
540-820-9290	540-534-3105
Kinga2@helenaagri.com	www.svswcd.org
www.neienaagri.com	we work with the people who work the land ,
Ag-chem, fertilizer, precision ag services	Administering the Virginia Agricultural Cost Share
	(VACS) Program and Virginia Equipment Tax Credit
	Program
Contact: Kevin Headley	
75 Waterman Drive	
Harrisonburg, VA 22802	S. L. HESS AND SONS / REVERE SEED COMPANY
540-810-0668	
Kevin.headley@frazierquarry.com	1/95 South High St.
https://www.frazierquarry.com	Harrisonburg, VA 22801
Ag lime, Crushed Stone, Landscaping Stone and	540-810-3125
Building Stone. Family owned and Operated for	Jeπ@sinessandsons.com
over 100 years.	www.sinessandsons.org
	Fertilizer, Seea, Crop Protection products and
	Service
Contact: Duane Michilister	
97 Railside Dr.	
	SYNGENTA CROP PROTECTION
540-234-9246 (Office)	Contact: Clay Longest
540-490-8013 (mobile)	3506 Argent Lane
dmcallister@nouffcorp.com	Richmond, VA 23237
www.noumcorp.com	330-580-7277
Custom Jertilizer & nerbicide application,	Clay.longest@syngenta.com
seed sales, crop consulting	Gran Bratastian Good Treatment
	Crop Protection, seed Treatment,
	Digital Ag Solutions
Contact: D.J. Myers	
Dridgowator VA 22812	SERVICE (NDCS)
E 40 810 2047	SERVICE (INCS)
dmyors@rockinghamcoon.com	(or Chris Lawrence, State Cropland Agronomict)
	(of chins Lawrence, state cropiand Agronomist)
Aaronomy Seed Nutrient management	(or Chris Lawrence at 1606 Santa Posa Poad
Agronomy, seed, Nuthent munagement,	Suite 200 Richmond VA 22220
reeu, commountes	Bhono your local office
	(or Chris Lawronce at 804 287 1680)
	(of Chiris Lawrence at 804-287-1080)
	Www.va.prcs.usda.gov
	Technical assistance for planning wide range of
	conservation practices Financial assistance for
	conservation practice implementation

2023 Exhibitor Directory

VIRGINIA DCR, DIVISION OF SOIL & WATER CON-	VIRGINIA SOYBEAN ASSOCIATION
SERVATION Contact: Hunter Landis 600 East Main Street, 24 Floor Richmond, VA 23219 804-929-6334 Hunter.Landis@dcr.virginia.gov Nutrient Management Plan Writing, On farm technical assistance	Contact: Rachel Gresham/Gayle Terry P.O. Box 923 Goochland, VA 23063 804-466-1693 Rachel.gresham@vasoybean.com www.vasoybean.com <i>Represent Virginia's Soybean growers and indus-</i> <i>try. Provide educational outreach regarding</i> <i>soybeans and the soy industry.</i>
VIRGINIA FARM BUREAU Contact: Josey Moore 12580 West Creek Parkway Richmond, VA 23238 804-929-1629 Josey.Moore@vafb.com www.vafb.com <i>Grain Marketing, Business Development</i> <i>Resources, Advocacy, Policy development & Implementation</i>	WIGHTMAN CROP INSURANCE Contact: Brett Wightman P.O. Box 506 Mt. Jackson, VA 22842 540-325-3185 brett@wcrops.com www.wcrops.com <i>Crop Insurance and Livestock Risk Protection</i>





United States Department of Agriculture



Natural Resources Conservation Service

Thanks for many years of great meetings and partnership!



Visit your local NRCS office to learn how our conservation planning and financial assistance can help improve your operation.

USDA is an equal opportunity employer and provider