Wallendal Farms
Grand Marsh, WI

One Family, One Farm, One Environment
Overview: The Family

3rd Generation Family Farm

Core Values

• Innovators
• Practicing Integrity
• Adaptability
• Uphold Family
• Partner of Choice
• Sustainability
Overview:
The Farm

- 1,700 acres of row crops and vegetables all under center pivot

What we grow:

- Forage Corn, Seed Corn
- Seed Soy, Non-gmo soy
- Snap Beans, Sweet Corn
- Kidney Beans
- Pumpkins, Watermelons
- Organic Produce

- Sandy Soil!! Soil is 1-3% OM.
- 25% of Acres are Organic or in Transition

- Tech, Research, Growth Focused!
Transition: Change in Mindset
Organic Transition

Define your Why?

- Soil Health
- Reduced impact on environment
- Market Demand
- Legacy of your Farm

When?

- Slowly

How?

- Core Crop Definition
- Have a Plan A, B, C and Z

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Soil Health

• Stop Counting N from Inputs
• Back to Bio 101
• Feed the Soil, Not the Crop!
• Economics of a Healthy Farm on a different Scale
Core Crops!

• What can support your farm
• What can your farm support
• Region Specific
• Expand your Region!!
Right Sizing Needs
Plans A, B, C, ..... Z
Weeds!
OR.....
Financials and Paperwork

- Costs 1.5 times higher than conventional
- Yield – Between 60% - 120%
- Don’t be surprised to find a $400-$500 per acre loss
  - Increased Cost / Decreased Revenue
  - Yield Decrease and NO premium
- Cover as a Forage – Use Livestock
Parallel Operation

• PAPERWORK!
• Equipment
  • Cleaning
  • Documentation
• Combine
  • Cleanouts are real
  • 2-10 hours based on # of people.
• Buffer Zones
Another Consideration

• Market your crops before they are in the ground
• Have a Plan!
• Contract
• Forward Selling
Resources

- Internet Resources
  - Idea Network
  - O-Grain
  - ACRES USA
- Agriculture Leaders
  - Gary Zimmer
  - Klaas Martens
  - John Kempf
- Books and Publications
- University Extension
- Conferences
Why We Care...
Legacy!!
Contact

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• Or find us on Facebook!