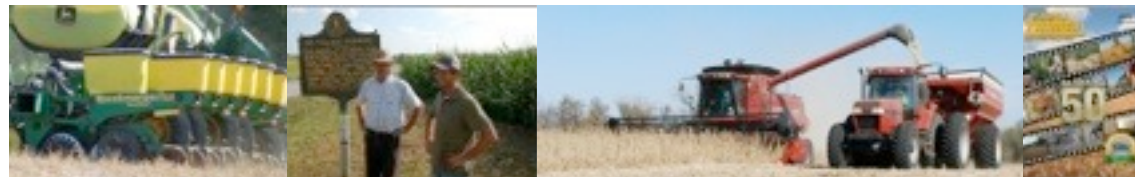


“Trying To Plant Cover Crops On More Than 10,000 Acres.”

Mark E. Anson
Anson Family Farms
January 11, 2013



AFF and AMS FARMS



BROTHERS



Mike Anson Mark Anson Doug Anson Dan Anson





OWNERS



Ben Singleton Tom Anson Mike Anson Mark Anson Doug Anson Dan Anson





Indianapolis, Ind. • Jan. 9-12, 2013
Powering Up Your No-Till System

NEXT GENERATION



Ryne Flynn

Ben Singleton

Tom Anson

Nathan Andrews

Ryan Anson

Beau Hipsher

Ethan Anson

Aaron Snow





Luke McCarter Aaron Crowe Shane Knoy

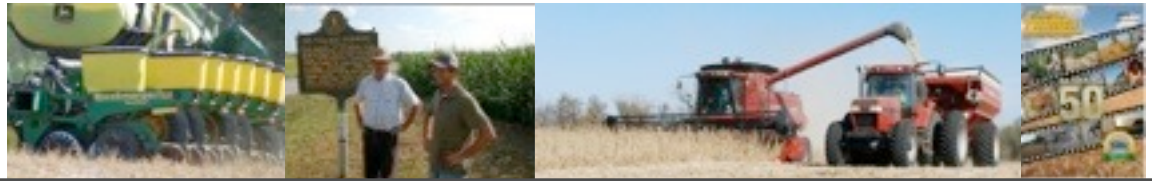


Roger Perry Wayne Cook



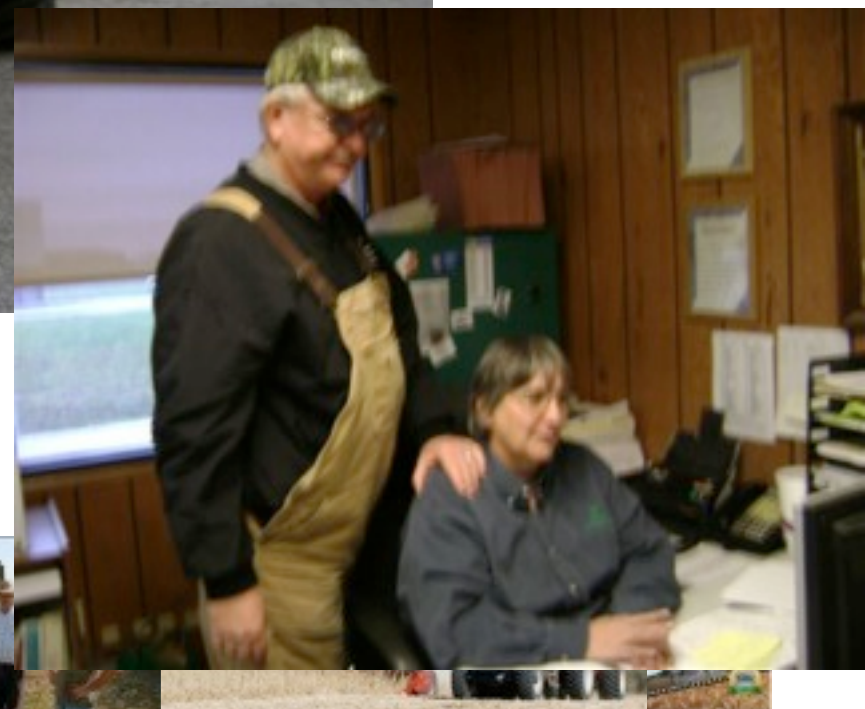
Cody Stephenson Carmen Stafford Ryan Bonner Craig Wallace

**OTHER EMPLOYEES:
Blake Clayton,
David Miley,
Matt Powell,
and Micheal Scheirmann**





**Kim Wampler, Plant Manager
Ceres Solution LLP, Fritchton, Indiana**



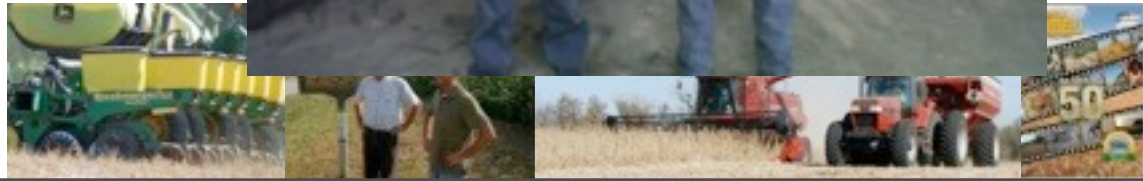


**Jim Jackson, Plant Manager
Superior Ag Resources, Petersburg, Indiana**





**Paul Ackerman, Manager
Crop Production Services (CPS)
Browns, Illinois**



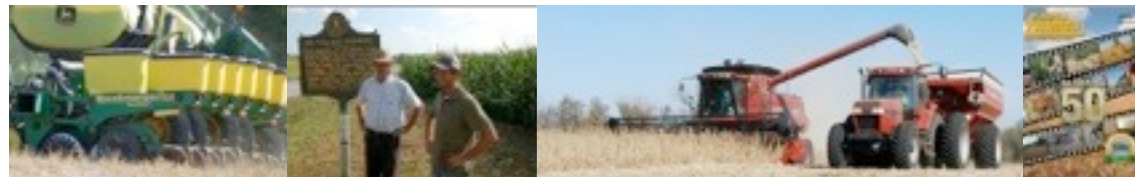


**Andy Query, John Deere Ag Sales and Randy Stemle, Co-Owner
Wright Stemle, Inc., Jasper, Indiana**



Jason Ellerman and Moe Ellerman, Co-Owners Crop Tech, Vincennes, Indiana

**Jason Riker and Travis Martin, Sales
David Weaver and Steve Groff, Co-Owners
Cover Crop Solutions (CCS), Robesonia, Pennsylvania**



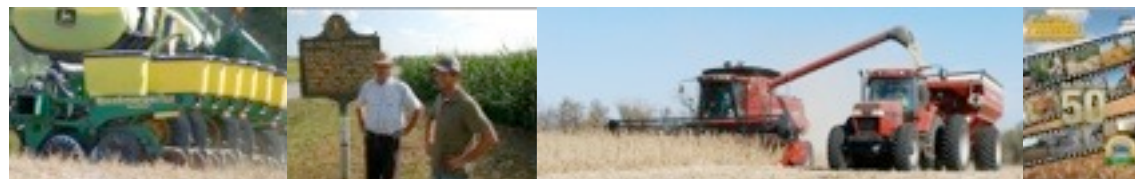
Mentors and Advisors

Mike Plummer – HYC, The Howard G. Buffet Foundation

Steve Groff – Cover Crop Solutions (CCS)

Tom Held – NRCS, Knox County

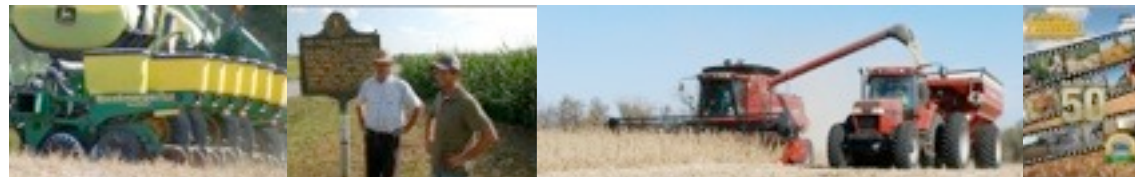
Ray McCormick – Knox County Farmer



Bankers

**Greg Foster, Senior Vice-President
German American Bank, Princeton, Indiana**

**Mike Haag, Commercial Loan Officer
First Financial Bank, Washington, Indiana**





Landowners

Thanks You for Your Support

Total Tillable Acres Farmed in 2012 - 19,844 acres

Total Family Members - 12

Average Acres per Family - 1654

Total Landowners - 125

Average Landowners Acreage - 159

Total Fields - 865

Average Field Size - 22.9 acres



Mark Anson Cover Crop Life





Thursday, January 17, 13



Thursday, January 17, 13



Thursday, January 17, 13

Cover Crops Planting and Seeding





Thursday, January 17, 13



Thursday, January 17, 13



Thursday, January 17, 13



Thursday, January 17, 13



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Thursday, January 17, 13

Records, Field and Summary



ANSON FAMILY FARMS 2012 COVER SEED OR BLEND FOR 2013 REVENUE CROPS											
FIELD RECORDS FOR JD 1990 NO-TILL DRILL OR BBI 12 TON BULK SPREADER											
	FARM NAME	DATE PLANTED	STARTING ACRES	ENDING ACRES	ACRES DRILLED	BEGINNING WEIGHT	ENDING WEIGHT	AMOUNT DRILLED	SEED USED OR DRILLED	DRILL SETTING 0 to 100	OTHER COMMENTS & NOTES
1	AFF	9.12.12	0.0	1.8	1.8	1720	1620	100	7	16	6.35 TO ACRE
2	AFF	9.12.12	1.8	7.8	6.0	1620	1555	65	7	17	moved up
3	AFF	9.12.12	7.8	26.2	18.4	1555	1465	90	7	20	moved up
4	AFF	9.12.12	26.2	71.5	45.3	1465	1200	265	7		
5	AFF	9.12.12	71.5	79.2	7.7	1200	1065	135	7		
6	AFF	9.12.12	79.2	173.8	94.6	1065	360	705	7	24	MOVED UP
7	AFF	9.13.12	173.8	192.2	18.4	360	215	145	7		
8	AFF	9.13.12	192.2	195.4	3.2	215	170	45	7		
9	AFF	9.13.12	195.4	211.9	16.5	170	0	170	7		
10	AFF	9.13.12	0.0	31.8	31.8	1355	570	785	7		SETTING 30
11	AFF	9.13.12	81.8	129.9	48.1	570	105	465	7		
12	AFF	9.13.12	0.0	139.7	139.7	1845	370	1475	6		INDY
13	AFF	9.13.12	139.7	144.0	4.3	370	315	55	6		SETTING 30
14	AFF	9.14.12	144.0	148.9	4.9	315	255	60	6		
15	AFF	9.15.12	148.9	163.0	14.1	255	100	155	6		
16	AFF	9.15.12	163.0	176.3	13.3	100	0	100	6		
17	AFF	9.15.12	0.0	24.5	24.5	1380	1125	255	1		ccs tillage rootmax(cert.annual)
18	AFF	9.15.12			0.0			0			SETTING 30
19	AFF	9.17.12	0.0	16.1	16.1	1,125.0	985.0	140	1		
20	AFF	9.19.12	16.1	19.7	3.6	985.0	875.0	110	1		
21	AFF	9.20.12	0.0	149.4	149.4	2,520.0	1,110.0	1410	1		
22	AFF	9.20.12	0.0	25.0	25.0	1,110.0	845.0	265	1		
23	AFF	9.21.12	0.0	39.1	39.1	845.0	485.0	360	1		
24	AFF	9.22.12	0.0	91.3	91.3	915.0	0.0	915	1		part G.Willis & B. Perry
25	AFF	9.24.12	0.0	52.9	52.9	1,085.0	0.0	1085	1		

	FARM NAME	DATE PLANTED	STARTING ACRES	ENDING ACRES	ACRES DRILLED	BEGINNING WEIGHT	ENDING WEIGHT	AMOUNT DRILLED	SEED USED OR DRILLED	DRILL SETTING 0 to 100	OTHER COMMENTS & NOTES
26	AFF	10.01.12	0.0	10.3	10.3	445.0	55.0	390	1		test run on cereal rye
27	AFF	10.01.12	0.0	16.8	16.8	790.0	275.0	515	1		
28	AFF	10.12.12	0.0	4.4	4.4	170.0	0.0	170	Lupins		
29	AFF	10.12.12	0.0	186.2	186.2	2,010.0	0.0	2010	1		
30	AFF	10.15.12	0.0	195.0	195.0	1,995.0	0.0	1995	1		
31	TEST PLOT	10.16.12	0.0	1.0	1.0	50.0	40.0	10			ccs tillagemax
32	TEST PLOT	10.16.12	0.0	1.0	1.0	70.0	35.0	35			cereal rye
33	TEST PLOT	10.16.12	0.0	1.0	1.0	55.0	5.0	50			cereal rye,daytona
34	TEST PLOT	10.16.12	0.0	1.0	1.0	20.0	5.0	15			daytona mix
35	TEST PLOT	10.16.12	0.0	1.0	1.0	20.0	5.0	15			ccs indy mix
36	TEST PLOT	10.16.12	0.0	1.0	1.0	25.0	10.0	15			ccs bristol mix
37	TEST PLOT	10.16.12	0.0	1.0	1.0	90.0	45.0	45			oats excell
38	TEST PLOT	10.16.12	0.0	1.0	1.0	60.0	40.0	20			oats wheel too small for oats
39	TEST PLOT	10.16.12	0.0	1.0	1.0	85.0	45.0	40			beck's groundbreaker mix
40	TEST PLOT	10.16.12	0.0	1.0	1.0	90.0	70.0	20			beck's bean builder mix
41	TEST PLOT	10.16.12	0.0	1.0	1.0	75.0	25.0	50			beck's corn champion mix
42	TEST PLOT	10.16.12	0.0	1.0	1.0	55.0	25.0	30			oats re run
43	AFF	10.16.12	0.0	27.2	27.2	440.0	0.0	440			run off test plot seed
44											
45	TOTAL					1,321.9		15,220.0			
46											

SEED & BLENDS OPTIONS: (GRASSES): 1. Tillage RootMax(annual ryegrass) 2. Cereal Rye 3. Oats (Excell) 4. Winter Tricale 5. Wheat (LEGUMES & BLENDS): 6. TillageMax Indy Blend; Tillage RootMax, Tillage Radish, CCS Crimson Clover 7. Tillagemax Bristol Blend; Tillage RootMax, Tillage Radish 8. Oats, CCS Crimson Clover, Tillage Radish 9. Winter Tricale, CCS Crimson Clover, Tillage Radish 10. Wheat, Tillage Radish

TURN INTO OFFICE!!!

Variety Map Report

AFF - Test Plot Coal Mine - Test Plot



Client Information:

Client: AFF
 Farm: Test Plot Coal Mine
 Field: Test Plot

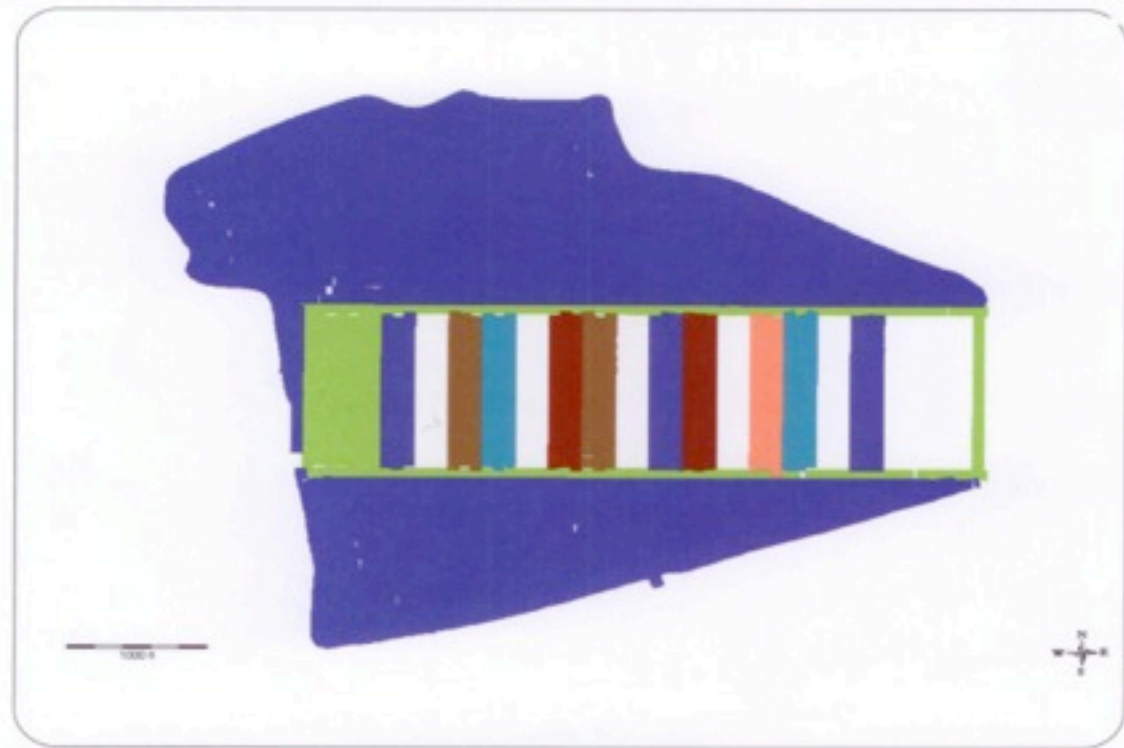
Field Information:

Start Date: 10/16/2012
 End Date: 10/17/2012
 Crop: Rye
 Task: SEEDING COVER CROPS
 Area: 55.63 ac
 Productivity (area/ hour): 21.88 ac/h

Legend Information:

Cover Crop Solutions : check	5.56 ac
Cover Crop Solutions : CR/RAD/CC	1.04 ac
Cover Crop Solutions : Daytona	1.06 ac
Cover Crop Solutions : Indy	1.05 ac
Cover Crop Solutions : Bristol	1.09 ac
Cover Crop Solutions : Winter Tribcale	1.05 ac
Becks : Groundbreaker Mix	1.07 ac
Becks : Soybean Builder Mix	1.08 ac
Becks : Corn Champion Mix	1.07 ac
Cover Crop Solutions : Oats Excel	2.14 ac
Cover Crop Solutions : Mix Blend	39.42 ac

Field information and legend apply to active map layer only.



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Variety Map Report

AFF - Test Plot Coal Mine - Test Plot



Brand	Variety	Area	Avg. Rate	Total Applied
Cover Crop Solutions	Bristol	1.09 ac	1,040,862 seeds/ac	1,135,404 seeds
Cover Crop Solutions	check	5.56 ac	365,185 seeds/ac	2,029,388 seeds
Cover Crop Solutions	CR/RAD/CC	1.04 ac	834,157 seeds/ac	870,343 seeds
Cover Crop Solutions	Daytona	1.06 ac	952,074 seeds/ac	1,008,731 seeds
Cover Crop Solutions	Indy	1.05 ac	1,071,680 seeds/ac	1,126,995 seeds
Cover Crop Solutions	Winter Triticale	1.05 ac	501,499 seeds/ac	526,915 seeds
Cover Crop Solutions	Oats Excell	2.14 ac	97,153 seeds/ac	207,762 seeds
Becks	Groundbreaker Mix	1.07 ac	363,479 seeds/ac	387,762 seeds
Becks	Soybean Builder Mix	1.08 ac	1,087,145 seeds/ac	1,169,205 seeds
Becks	Corn Champion Mix	1.07 ac	1,202,371 seeds/ac	1,286,545 seeds
Cover Crop Solutions	Mix Blend	39.42 ac	642,621 seeds/ac	25,332,891 seeds
Summary:		55.63 ac	630,684 seeds/ac	35,081,941 seeds

ANSON COVER CROP TEST PLOT

- *PLOT WAS PLANTED 10-16-2012
- *EACH PLOT IS 500'x90' WHICH IS APPROXIMATELY 1 ACRE
- *EACH PLOT WAS DRILLED WITH 1990 CCS AIR SEEDER WITH NARROW BLACK LOW RATE METER ROLLERS
- *THE RATES WERE CALCULATED OFF SCALES THAT IS ON AIR SEEDER (scale reads 5lb increments)
- *AIR SEEDER WAS VACUUMED OUT AFTER EACH RUN
- *THERE IS 2 90' CHECKS RANDOMLY IN THE PLOT AND A 30' CHECK ALL THE WAY AROUND THE PLOT

<u>COVER CROP</u>	<u>RATE ACHIEVED</u>	<u>RATE GOAL</u>
	<u>(lb/ac)</u>	
Tillage Rootmax (Annual Ryegrass) CHECK AROUND PLOT	10	12
CHECK		
Cereal Rye	35	45
Cereal Rye/Tillage Raddish/Crimson Clover	44/3/3	45/3/3
CHECK		
Daytona	15	12
Indy	15	11
CHECK		
Bristol	15	10
Winter Triticale	45	45
CHECK		
Oats (Excell)	20	45
Beck's Groundbreaker Mix (australian winter peas/groundhog raddish)	40	35
CHECK		
Beck's Soybean Builder Mix (annual ryegrass/groundhog raddish/appin turnip)	20	18.5
Beck's Corn Champion(AU robin crimson clover/groundhog raddish/appin turnip)	20	15.5
CHECK		
Oats (Excell)	30	45



ANSON FAMILY FARMS FALL 2012 ACRES SEEDED

BEAN STUBBLE						COVER CROPS 40 OATS AND 100 lbs potash					
FARMLAND NAME		FSA ##	ACRES	COUNTY	TOWNSHIP	LOCATION					
AFF & AMS FARMS			3859.40								
CORN STALKS						COVER CROPS 40 CERAL RYE AND 100 lbs potash					
FARMLAND NAME		FSA ##	ACRES	COUNTY	TOWNSHIP	LOCATION					
AFF & AMS FARMS			4530.93								
10 lbs. Annual Ryegrass & Blends @ Different Rateswith with some Turkey Manure											
DRILLED STRIP MINE		FSA ##	ACRES	COUNTY	TOWNSHIP	LOCATION					
AFF & AMS FARMS			1321.90								
TOTAL ACRES F2012			9712.23								

Equipment Inventory for Cover Crops





Equipment to Seed Cover Crops

- 3 – 45' Phillips Rotary Harrows
- 1 – JD 8235R and BBI 12 ton fertilize buggy spreader
- 1 – JD 8335R and JD no-till drill 1990 30' CCS, scales, 1 black & 1 white seed meter, with 7.5 inches spacing
- 2011 ¾ ton Ford diesel pickup with goose neck trailer 24T 35'
- Pro Boxes and Clarks Ag Supply 4 box seed tender
- 8235R, 7215R and 9360R to pull weasels





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Thursday, January 17, 13



Thursday, January 17, 13



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Future Equipment Consideration for Seed Cover Crops

- 2 – JD DB60 CCS 20' row spacing
- 1 – JD 1790 CCS 30"/15" split row
- JD 4940 with Dry Box Multiplier
- Precision seed applicator to mount on back liquid sidedress bar for inter-seeding and move to weasel for fall seeding
- Plot Drill for plots and to rent out
- 1-Kelly Diamond Chain Harrow w/ prickle chain harrow on back & 1-all prickle chain harrow
- Timpte Hopper Bottom with 6" SS auger to each hopper to handle bulk seed deliveries
- Three stack DMI or tower dryer with 2 – 15,000 wet hopper tank



For Cover Crop Establishment Top Fifteen Must Do's

1. Have willing participants
 - Owners
 - Managers
 - Employees
 - Retail suppliers
 - Equipment Dealers
2. Best possible communication
 - State your goals
 - Listen to all your support people and participants
 - Restate your goals
 - Open two way communication between support people and participants
 - Re-Restate your goals



For Cover Crop Establishment Top Fifteen Must Do's

3. Additional workers required

- Seed handlers
- Drill operators
- Planter operators
- Additional support staff
- Weasel tractor operators(part time 3-4)

4. Plan of attack for 2014 Crop Year

- Start **NOW** for Fall seeding of 2013 CC for 2014 cash crop year
- Select your seed suppliers
- Select your fields priority
- Select rates
- Determine if you will mix fertilize and seed together (if so how much and what blend)
- Determine if you should spray before seeding



For Cover Crop Establishment Top Fifteen Must Do's

5. Education and continuing education
 - Conferences
 - Trade shows
 - Internet (Google)
 - Local network and resources
 - Use web sites
 - www.SARE.org/covercrops
 - MWCC cover crop selector tool www.mccc.msu.edu/
 - Seed companies/Retailer web sites
 - Newsletters/Magazines

6. Failures will happen(Do not be afraid to fail)
 - Weather – too much/not enough moisture
 - Lack of Education
 - Lack of communication
 - Learning curve should be at your comfort level



For Cover Crop Establishment Top Fifteen Must Do's

7. Hire a cover crop specialist, consultant or mentor/advisor to help you wade through the decisions
 - What seed to use
 - How to plant the seed
 - What rate to use
 - When to increase seed rate
 - When to quit planting a particular cover crop seed and switch to another cover crop
 - According to calendar
 - According to Fall
 - Check your seeding late Fall or early Winter, again late Winter, early Spring



For Cover Crop Establishment Top Fifteen Must Do's

8. Know your seeds and seeding rates
 - Grass
 - Legumes
 - Other non-legumes broad leaves
 - Mixtures (fertilizer and seed)
 - Blends (2 seeds)
 - Cocktail blends (3 or more seeds)

9. Determine a budget
 - Cost of seed
 - Cost of application or seeding
 - Total actual cost



For Cover Crop Establishment Top Fifteen Must Do's

10. Implementation of plan for handling/storing, delivery and blending
 - Storing seed
 - Distribution of seed
 - Handling of seed in 50 lb bags, totes, Pro Boxes & bulk
 - Mixing or blending seed vs. buying blends
 - Work with retail fertilizer plants



For Cover Crop Establishment Top Fifteen Must Do's

11. 2012 Fall plan review
 - What would change
 - What would keep the same
 - What to try new for Fall 2013 seeding
 - Which conferences should I attend
 - Who should I contact for advice
 - Check with NRCS to see if they have mentor program for your state/district/county
 - Check NRCS network of local cover crop farmers and information resources
 - Changes in equipment for seeding



For Cover Crop Establishment Top Fifteen Must Do's

12. Rules of thumb

- Seed as early as possible after harvest
- Aerial seed last 20% to 40% of projected late harvested acres
- Make a judgment call on type of Fall and adjust plans(wet, dry, cold, warm)
- If it rains or after 3 days do not garden weasel(adjust +/- one day according to Fall weather)
- Drill seed $\frac{1}{2}$ to $\frac{3}{4}$ inch deep in most cases depending on Fall moisture
- Email your mentor your thoughts



For Cover Crop Establishment Top Fifteen Must Do's

13. Other benefits

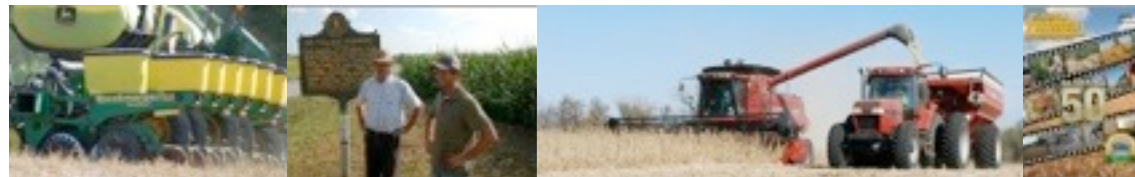
- Excellent landlord public relations
- Termination spray pattern is obvious (skipped or misapplied is very apparent)
- Dry mixtures of seed and fertilizer spread patterns are obvious
- If counties up river from Knox County would adapt cover crops, flooding would decrease and our bottom farmland would be more profitable
- I just enjoy green fields



For Cover Crop Establishment Top Fifteen Must Do's

14. Quality Seed

- No VNS seed(prefer certified)
- Inoculate all legumes
- Blend or cocktails are better for seed establishment in case you have bad luck
- Plant in rows to cut seed cost
- Try to learn variety differences for your area
- Plant plots to learn how seed might work for you
- Take pictures of seed tags



For Cover Crop Establishment Top Fifteen Must Do's

15. Have faith that Mother Nature will bless you and your farm



Weaseling





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Thursday, January 17, 13



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Bean Stubble Spring Oats





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Corn Stalks Cereal Rye





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CCS Annual Ryegrass





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Thursday, January 17, 13



Thursday, January 17, 13



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Handling Seed





Thursday, January 17, 13



Thursday, January 17, 13

CCS Fall Cereal Rye

LOT NO: 030812GUI

NET WGT. 2000 lbs (907kg)

<u>PURE SEED</u>	<u>ORIGIN</u>	<u>GERMINATION</u>	<u>TESTED</u>
99.08% Fall Rye	Canada	91 %	23/08/12

OTHER COMPONENTS:

0.00% Other Crop Seeds - Noxious weed seed per pound: NONE

.92% Inert Matter

0.00% Weed Seeds

In CA, DE, IL, MD, NH, NJ, OH, PA, VT sell by 09/2013

NOTICE TO CONSUMER: We warrant that seeds we sell will conform to the label description required under state and federal laws, within recognized tolerances. We make no warranties, expressed or implied of merchantability, fitness for purpose, or otherwise, which would extend beyond such descriptions, and in any event our liability for breach of any warranty or contract with respect to such seed is limited to the purchase price of such seeds. This seed is not for human consumption. The seed laws of several states including AR, CA, FL, GA, IN, MS, ND, SD, SC, TX and WA require arbitration or conciliation of disputes involving the quality or performance of seed before litigation. A complaint (sworn for AR, FL, IN, MS, SC, TX, WA, signed only in CA, GA, ND, SD) must be filed with the Commissioner/Director/Secretary of Agriculture, Seed Commissioner or Chief Agriculture Officer within such time as to permit inspection of the seed, crops or plants by the designated agency and the seller of the seed. A copy of the complaint must be sent to the Seller by registered mail.

AMS 6632

www.CoverCropSolutions.com

COVER CROP SOLUTIONS, LLC

509 West Penn Avenue, Suite 10

Robesonia, PA 19551 - 1.800.767.9441



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Red Robin Seeds
Dane Oats

Purity	99.89%	Germination	90.00%
Inert	0.07%	Date tested	8 /2012
Weed seed	0.01%	Net weight	2240 lbs
Crop seed	0.03%	Lot	SP917
Noxious weed	none	Product of	Wisconsin

Schumitsch Seed Inc.
1-800-533-3410

420 Wausau Road
Antigo WI 54409

CCS Fall Cereal Rye

LOT NO: 030812GUI

NET WGT. 2000 lbs (907kg)

PURE SEED
99.08% Fall Rye

ORIGIN
Canada

GERMINATION
91 %

TESTED
23/08/12

OTHER COMPONENTS:

0.00% Other Crop Seeds - Noxious weed seed per pound: NONE

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Robesonia, PA 19551 ~ 1.800.767.9441



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**NO-TILL
FARMER**





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