

Scaling Stewardship: Synergies of Soil, Science, and Spirit



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Stewards of the Land

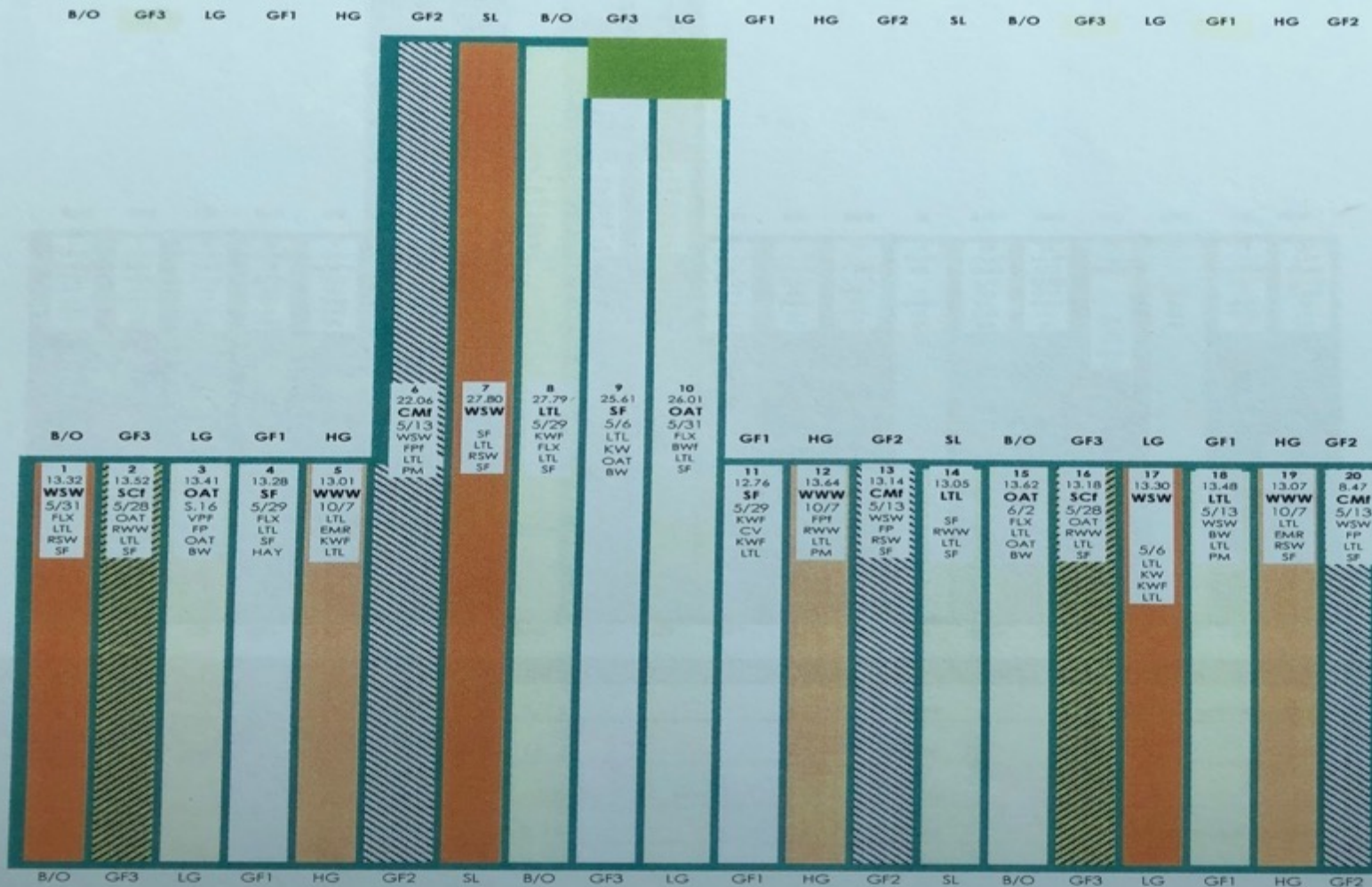
- **12,600 acre organic dry land specialty crop farm**
 - **54% harvested for seed/sale (15 crops for harvest)**
 - **20% green manure cover crops (14 crops incorporated)**
 - **26% of land base in non-crop conservation**
 - **Native rangeland**
 - **Conservation Reserve Program**
 - **Field Borders & Conservation Strips**
- **5 and 7-year crop rotations, with a perennial phase**
- **Grazing integrated into the cropping system**
- **Over 3,000 acres transitioned to Organic**
- **Another 2,400 acres started transition in 2021**



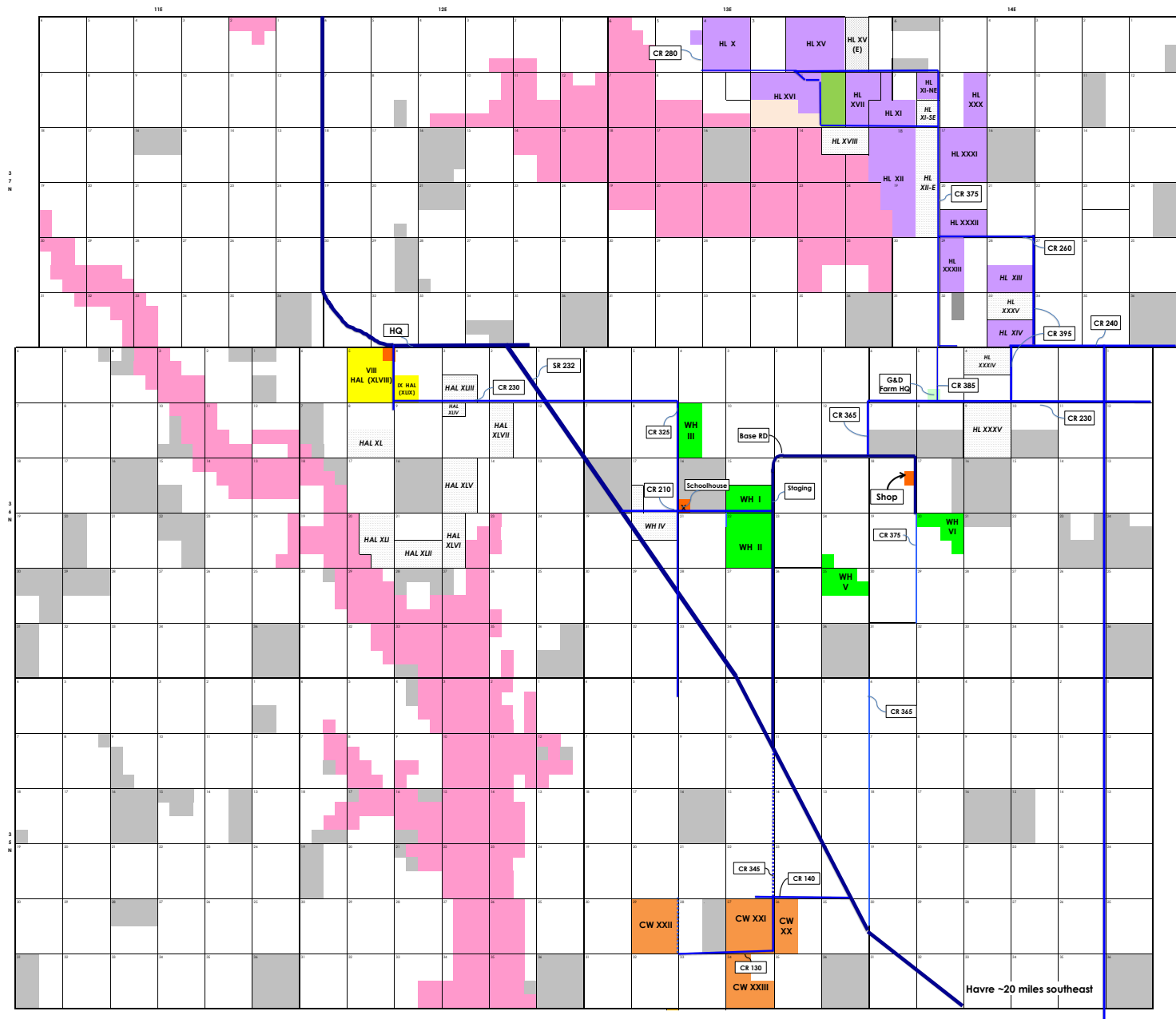
Seeking a more sane system = lower input costs + higher crop prices + less reliance on technology = greater rewards to management













Growing New Agrarians



Contracts as an Instrument to Shape Relationships



VILICUS FARMS CROP PLAN 2022

CROP	USE	Intercrop/RELAY	NOTES	Wild Horse	ACRES / UNIT		High Line	Cottonwood	TOTAL ACRES	BUYER(S)
					Halverson (HQ)					
Building Sites				-	25.11		18.14	14.62	57.87	n/a
Border Strips	Buffers/Pollinators/Wildlife			129.67	43.40		717.01	154.18	1,044.26	n/a
CRP	Conservation			65.60	54.21		1,008.98	-	1,128.79	USDA
Wetlands	Conservation			-	-		131.39	-	131.39	n/a
Rangeland	Conservation			355.66	-		400.61	135.41	891.68	n/a
1a Sweet Clover	Green Manure	Millet	underseeded in 2021 incorporate in 2022	105.09	-		188.63	236.47	530.19	n/a
1b Sweet Clover	Intercrop	WSW, RSW	underseed in 2022, incorporate in 2023	67.79	136.80		226.17	176.45	607.21	n/a
2 Alfalfa	Sod	n/a	Left-standing in 2021	83.65	-		-	-	83.65	n/a
3 Sainfoin	Sod/Graze	Oats	Fall-seed in 2021, graze 2022-24	42.20	-		-	-	42.20	n/a
4-5 Barley-Pea Forage	Forage/Green Manure	n/a	Graze or Hay	-	-		-	215.12	215.12	n/a
6-9 Grazing Mix	Forage/Green Manure	OAT/BLY	Graze or Hay	-	-		593.75	-	593.75	n/a
10 Oat Fallow	Green Manure	n/a		-	-		212.79	-	212.79	n/a
11 Cocktail Mix*	Green Manure	n/a		-	-		94.72	-	94.72	n/a
12a Chickling Vetch	Green Manure	OAT		90.12	129.78		154.68	-	374.58	n/a
13 Red Winter Wheat	Sale	n/a		101.78	118.40		52.83	283.67	556.68	Bay State
14 Rye	Sale	n/a		177.77	-		42.33	127.72	347.82	ViVA / ALS*
15 Lentils	Sale	FLX		49.58	120.82		231.96	-	402.36	HB/TS
16 Yellow Peas	Sale	OAT		245.86	-		563.69	191.11	1,000.66	Puris
12b Chickling Vetch	Seed	OAT		-	-		173.99	-	173.99	n/a
17 Green Peas	Sale	OAT		-	-		197.97	-	197.97	Belle Pulses
18 Red Spring Wheat	Sale	Sweet Clover (OGB)		81.69	-		749.28	339.87	1,170.84	Bay State/OMM
19a Oats	Sale	Sweet Clover		103.49	122.77		40.22	-	266.48	HB
20 Hulls Oats	Sale	Sweet Clover		54.39	-		-	-	54.39	GPF
19b Oats	Seed	n/a	TRANSITION (NOG)	-	-		68.32	-	68.32	n/a
21 Barley	Seed	n/a	TRANSITION (NOG)	-	-		77.27	-	77.27	n/a
22 Durum Wheat	Sale	Sweet Clover (OGB)	TRANSITION (NOG)	-	-		1,011.62	-	1,011.62	Pasta MT
23 Einkorn	Sale	n/a		-	10.00		-	-	10.00	CCM
Soft White Spring										
24 Wheat	Sale	Sweet Clover (OGB)		-	-		484.42	-	484.42	HB
25 Barley	Sale	Sweet Clover (OGB)		67.79	136.80		-	-	204.59	Hidden Valley Co
26a Mustard	Sale	n/a		73.42	-		70.03	153.36	296.81	Olds
26b Mustard	Sale	n/a	TRANSITION (NOG)	-	-		202.14	-	202.14	MMSM
27 Camelina	Seed	n/a	TRANSITION (NOG)	-	-		115.80	-	115.80	Sustainable Oils
28 Buckwheat	Seed	Millet	TRANSITION (NOG)	-	-		64.13	-	64.13	n/a
29 Flax	Sale	LTL		39.95	-		361.48	-	401.43	HB / MHO
17 Crops Harvested for Seed and/or Sale:				995.72	508.79		4,507.48	1,095.73	7,107.72	57%
12 Crops Incorporated as Green Manure / Cover Crops:				321.06	129.78		1,244.57	451.59	2,147.00	17%
Non-Crop Area for Conservation (borders/buffers, CRP and Rangeland)				550.93	122.72		2,276.13	304.21	3,253.99	26%
TOTAL AREA MANAGED:				1,867.71	761.29		8,028.18	1,851.53	12,508.71	d 4/3/22

* Cocktail Mix = Chickling Vetch, Forage peas, Barley, Oats, Radish, Turnip, phacelia, safflower

transition crop (harvested)

1,795 * not contracted

Existing Contracts

- Production off of agreed to acreage, set price per bushel
- Act of God Clause
- Quality Specifications, can be challenging to meet with variable growing conditions
- Transportation
- Usually 5-10 pages focused on protecting the buyer
- Concerned about commodification of organic
- Lots of hosting



An Ideal Contract

- Acreage based
- Long term (5 years + renewing)
- Risk Sharing (pay for seed upfront, revenue sharing with a floor, pay for synergistic practices such as cover crop)
- Delivery timing & storage fees
- Separate the story from the product
- Power dynamic of price setting
- Ability to apply 'surcharges'



Looking at yourself and your biography...asking yourself: what is it, why am I facing this challenge, what is this situation inviting me to learn?

- How to speak out about the farm reality in way that others can understand?
- Connect more directly to the consumer.
- How to develop processing that we control?
- Define products - more than just food
- Leading me to develop our community supported stewardship agriculture...
Stable farmer income.

