

Technical Issues At A Comprehensive Manure Management Business

Mike Evans - Agronomist
Christensen Family Farms
Sleepy Eye, MN



Evolution of Christensen Farms

- 1974 - Two bred gilts
- 1980 - 140 head farrow-to-finish operation
- Today - 140,000 sows



Evolution of Christensen Farms

- **Contracts with over
350 farm families**
- **Operations in:**
 - MN, IA, NE, SD and Illinois
- **Employs over 1,000 people**



Sleepy Eye Office



CHRISTENSEN
FARMS

Sleepy Eye Feedmill



Christensen Farms

- **CF – Manure valuable resource**
 - Market has not always had that view
- **Business Development**
 - Started marketing value in 1994



Christensen Farms

- **Marketing is a key to successful comprehensive nutrient management**
- **Agronomy Department**
 - created in 1998



Agronomy Department

Provide uncompromising environmental stewardship for CFF and its stakeholders by delivering value in products, sound agronomic advice, complete regulatory compliance and by identifying and responding to community values.



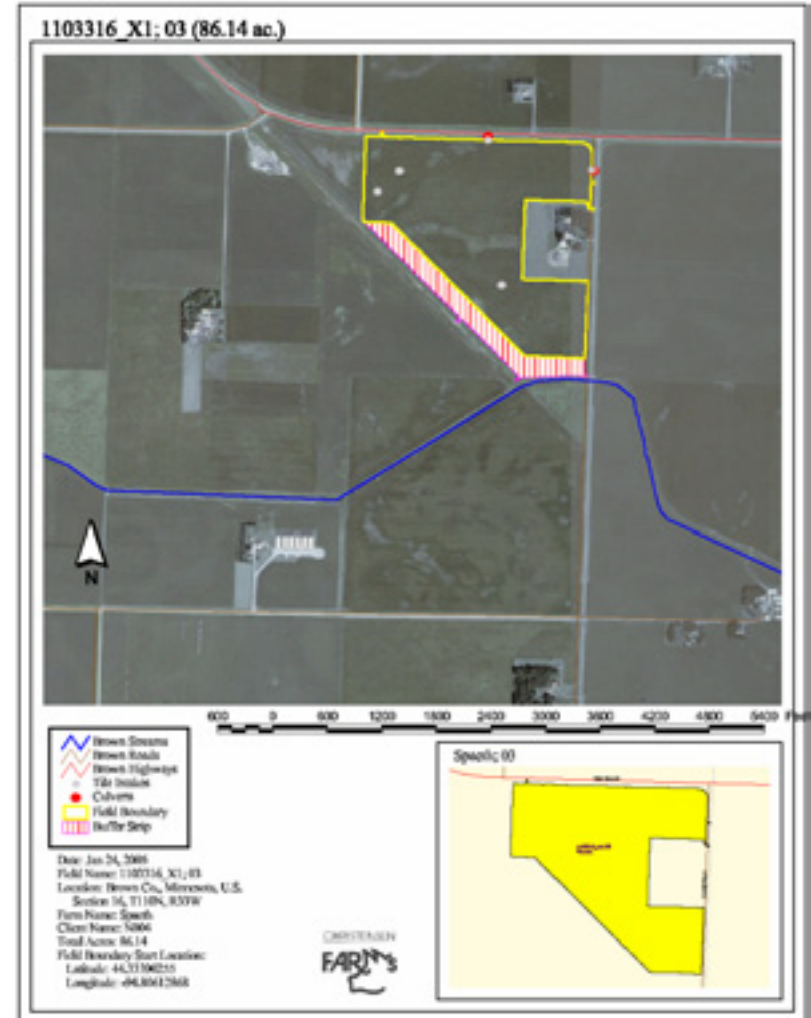
Nutrient Resource Management

**CF dedicates substantial resources to
Environmental Stewardship:**

- **Staff – 7 Agronomists**
- **Technology – GPS / GIS systems**



Technology



Nutrient Resource Management

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- **Research**
 - University of Minnesota
 - National Soil Tilth Lab



Research



Nutrient Resource Management

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- **Technology – GPS / GIS systems**
- **Research**
 - **University of Minnesota**
 - **National Soil Tilth Lab**
- **Education**
 - **In house Custom Applicator Training**
 - **Field days for producers/cooperators**



Field Days

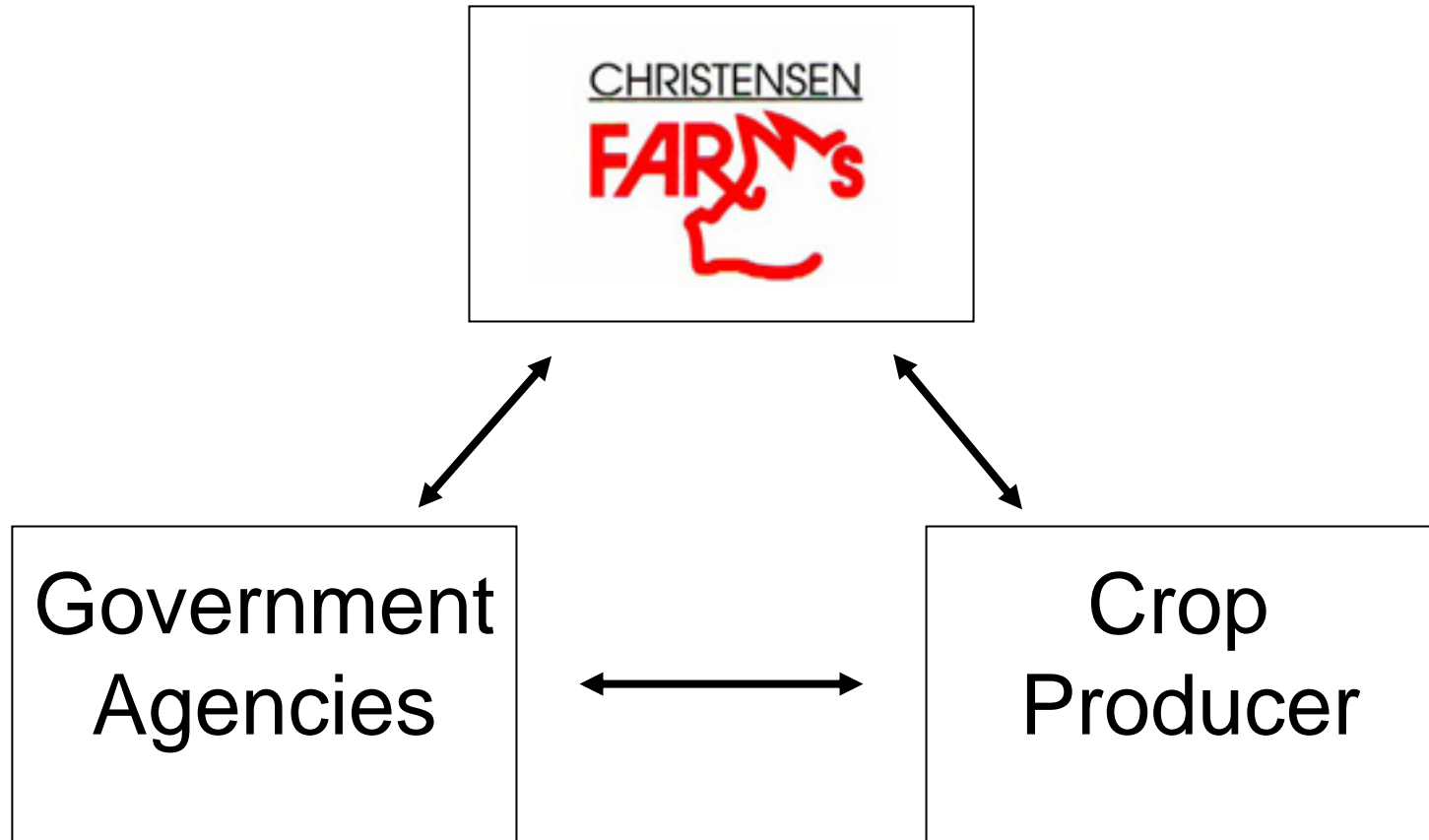


CF Agronomy Business Model

- Manure Value = Sound Agronomic Use
- Sound Agronomic Use = BMP's
- BMP's = Environmental Stewardship



Competing Interests

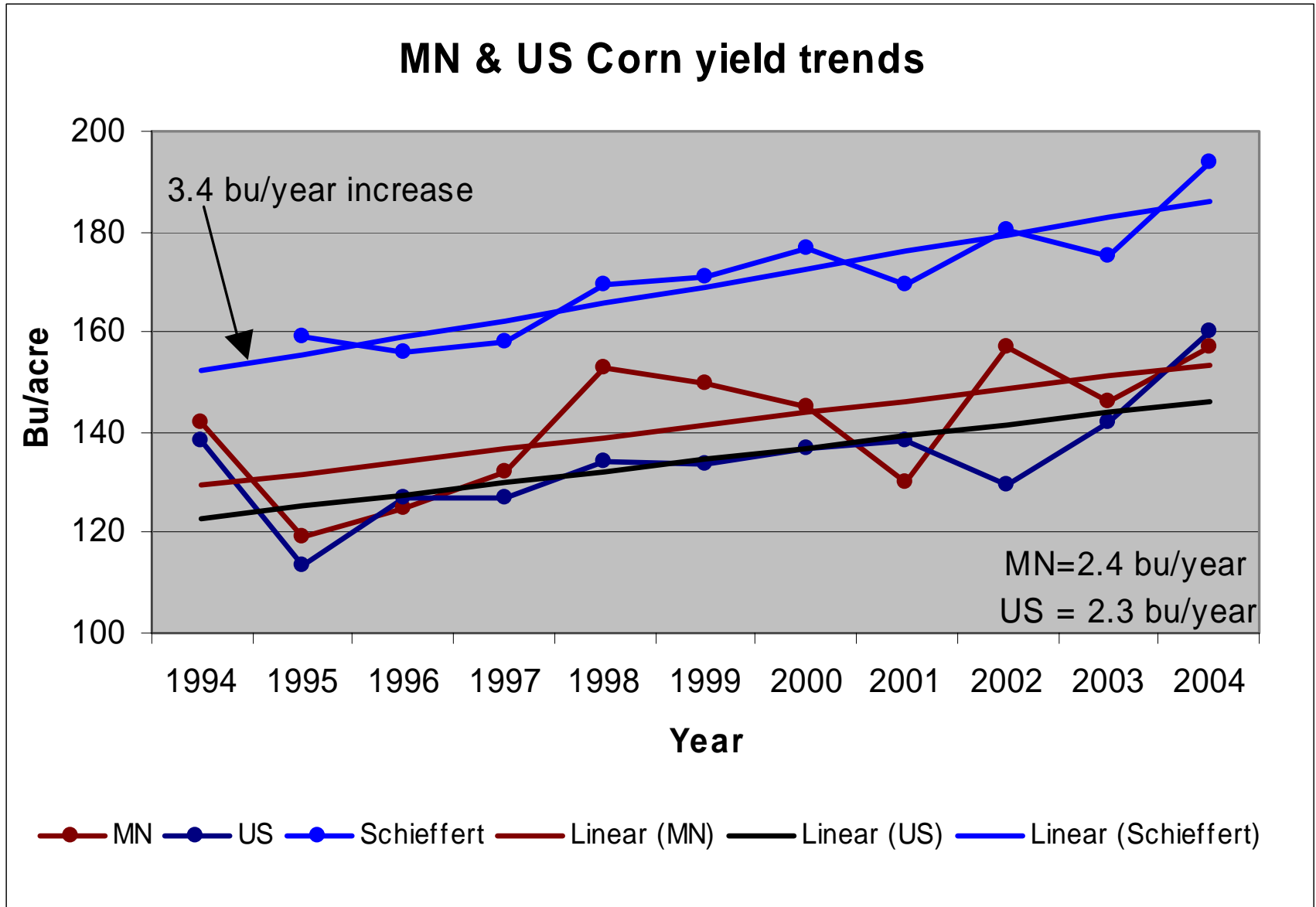


Competing Interests

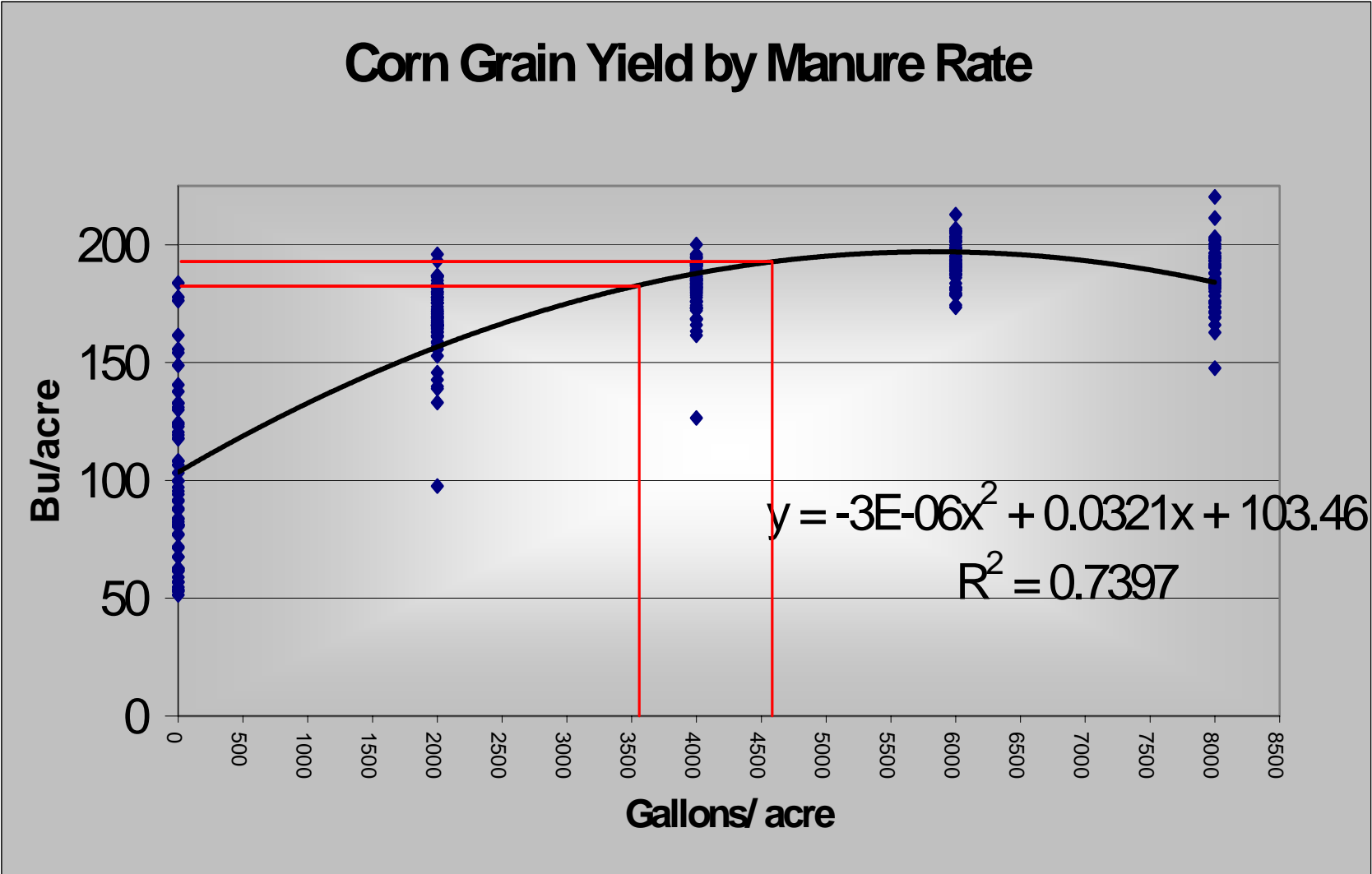
- **Christensen Farms**
 - Economics / Compliance
- **Government Agencies**
 - Broad Brush Approach
- **Crop Producers**
 - Site Specific / Value driven



What data do we use?



CF & U of MN - 1999 Plot



Summary

- Manure is a valuable resource.
 - Lets not return to a “waste disposal” mentality

National Hog Farmer

February 15, 2002

The Pork Business Authority

Cashing in On Manure Value

CHRISTENSEN
FARM'S
SLEEPY EYE

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