

Three Keys To A Successful Public-Private Conservation Program Partnership

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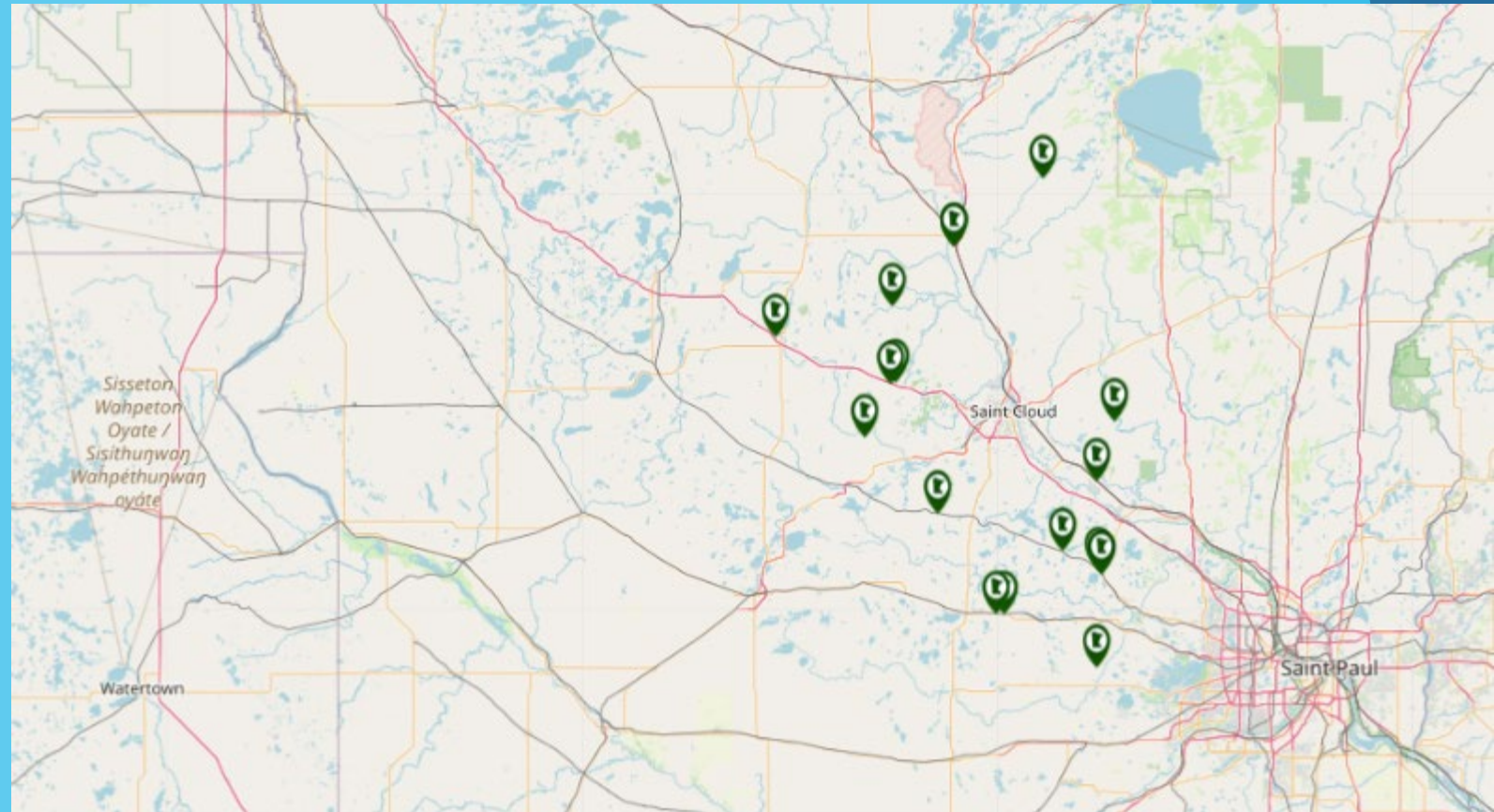
Celebrating 100 Years; 1922-2022



The Centra Sota story began in 1877 when farmers joined together to market milk and butter through a local creamery. In 1922, Producers Coop Creamery was formed and became the first cooperative to produce Land O Lakes Sweet Cream Butter. Since the 1940s, we have grown and acquired other cooperatives in central Minnesota, resulting in the name change to Centra Sota Cooperative.

Our Vision: The Partner You Can Count On, Providing Real Solutions For Today and Tomorrow.

- Agronomy, Energy, Feed, Country Stores, Community Lawn Care
- 175 full-time employees
- 80 seasonal employees
- 300,000 acres served across central Minnesota
 - Alfalfa, corn, soybeans, small grains, edible beans, potatoes
 - Beef & dairy cattle, poultry, swine





- Born & raised on a dairy operation in Central Minnesota
- Founded the CSC Environmental Service Department
- NRCS-TSP Licensed
- Focus on nutrient management, cost share assistance, and soil health implementation

Minnesota



Conservation: Why Is A Retail Agriculture Cooperative Involved?



Sustainability is at the forefront of our customers demands.

- ▶ Increased demand
 - ▶ Government
 - ▶ Industry
 - ▶ Producers
 - ▶ Consumers
- ▶ Future of Cooperative Producer Offerings
 - ▶ Seed, Chemical, Fertilizer is not profitable anymore
- ▶ Expanding our clientele
 - ▶ Local public partnerships
 - ▶ Company partnerships



Partnerships: The Future On Practice Adoption





Partnership Vision

Partnerships are **NEEDED** to move the conservation needle forward!

Partnerships - Key 1: Connections



Current Centra Sota Conservation Partnerships



MORRISON SOIL & WATER
CONSERVATION DISTRICT
<https://morrisonswcd.org/>



Zimmerman Manufacturing LLC



Partnerships - Key 2: Communication



Conservation Agronomist Position



MORRISON SOIL & WATER
CONSERVATION DISTRICT
<https://morrisonswcd.org/>



Kolby Beehler



WRIGHT SOIL & WATER CONSERVATION DISTRICT

311 Brighton Avenue South, Suite C, Buffalo, MN 55313 | Phone: 763-682-1970 or 763-682-1933 (ext. 3), Fax: 763-682-0262 | Office Hours: Monday - Friday 8:00 a.m. - 4:30 p.m.

Partnerships - Key 3: Management & Education



Management & Education Steps We Are Taking

- ▶ Local Crop Advisor Education
 - ▶ Conservation Basics (Cover Crops & Tillage)
 - ▶ USDA-NRCS/SWCD Cost-Share Expectations
 - ▶ Internal Conservation Guide
- ▶ Producer Education Events
 - ▶ Winter Conservation Meetings
 - ▶ Local Field Days
- ▶ General Public Education
 - ▶ Cover Crop Of The Month Publications In Local Papers/Social Media
- ▶ Continue To Build Our Environmental Services Team
 - ▶ New Crop Advisors To Be Hired In A Conservation Agronomist Position



 **CONSERVATION EDUCATION**
COVER CROPS SERIES, ISSUE 3

BAYOU KALE

Bayou kale is a great addition for forage, cover crops, and even for food plots. This cold tolerant brassica makes it a favorable forage and cover crop specie as we move into northern regions.

AT A GLANCE

- Excellent cold weather crop
- Nutrient scavenging brings nutrients up through the soil for crops.
- Taproots reduce soil compaction

PLANTING DETAILS

- Bayou kale should be planted by the first part of October.
- Rates vary due to the intended use of this specie but will range from 2-6 pounds per acre.

GROWING CONDITIONS

- Termination happens at 14 degrees, which makes it one of the longest living brassicas into colder weather.

BENEFITS

Soil Compaction

The taproot makes it an excellent crop to aid in the reduction of compaction.

Nutrient Scavenging

Bayou's long tap roots scavenge for nutrients deep into the soil profile bringing those nutrients into the root zone for crops.



CENTRA SOTA COOPERATIVE
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Summary

Connections

Communication

Management & Education

Thank you!

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