

# THE AGMAG

Chatham-Kent's Agriculture and Outdoor Living Magazine | Winter 2018 - Issue 7



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a perfect symphony"*  
- Unknown

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Chatham-Kent 4-H!** pg. 6

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# Welcome...

Welcome to the 7th issue of **The AgMag!**

As we dig into 2018, we can all look forward to a new year of planning, growing, and, with Mother Nature's cooperation, Chatham-Kent anticipates a bountiful harvest.

We look ahead with great expectations this year, to the **2018 International Plowing Match** that is being held right here in Pain Court on September 18th thru to the 22nd. Together through the hard work of the 2018 IPM board members, local volunteers, and generous sponsors, the community plans to promote Chatham Kent as a gracious host for this huge event.

In 2018, **Abstract Marketing celebrates 10 Years in Business!** We are grateful for all of the support from our customers and everyone who has assisted us along the way allowing us to reach this milestone anniversary. When turning the pages of this publication, you will see that many of the businesses within are also celebrating special milestones. It takes hard work and exceptional teams of people to succeed, and we congratulate all of them!

**BIG THANKS** again to everyone who made this publication possible. We hope you, the reader, will enjoy this issue and put it down saying, "I didn't know that about Chatham-Kent!" We wish you all a Healthy, Happy, and Prosperous 2018!

Sincerely,

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## ***Learn to Do by Doing with Chatham-Kent 4-H!***

***4-H is a non-profit positive youth development organization that has been working to build youth as leaders within their communities and assets to the world.***

With roots in rural Ontario, today's 4-H is open to all youth, rural and urban. In 4-H, youth ages 6–21 learn about selected topics through fun hands-on activities and mentorship. In addition to club activities, there are many "extra" activities like provincial camps, conferences, competitions, and national and international travel opportunities. 4-H provides youth with a place they can be involved, accepted, valued, and heard while developing valuable leadership and life skills.

We are fortunate in Chatham-Kent to have a dedicated group of 53 screened leaders who volunteer their time, leading almost 40 different clubs for over 200 youth members. The Cloverbud program is geared for our youngest members aged 6 to 8. In Chatham-Kent, Cloverbuds runs for most of the year and members have the opportunity to explore multiple 4-H topics, so that once they turn nine years old, they already know what topics interest

them most. Once youth turn nine they are welcome to join as many 4-H clubs as they are able for the year. We offer the traditional clubs, like Dairy, Beef, Poultry, Sheep, and Plowing clubs but have multiple non-traditional clubs as well. Members can join a Sugarbeet, Veterinary, Canoe/Kayak, Lego Robotic, Cycling, Leadership, Farm Toy, or one of the many other club topics if they want. At the conclusion of each club every year, an Achievement Event is held where parents, family, friends, and community members are invited to come out and learn what the members have accomplished.



While clubs are designed to teach members about a specific topic, all of clubs aim to further develop skills in leadership and self-confidence. In Chatham-Kent, the Public Presentation night and the Judging Competition are county-wide events designed to promote both public speaking skills and self-confidence. This year we are also hoping to put Chatham-Kent 4-H on display when the world comes to visit our county during the International Plowing Match! In addition to the multiple clubs offered and Provincial 4-H opportunities, we, as a county, offer several award and scholarship opportunities to our members.





## Two of our prestigious awards are the top male and female 4-H members of the year.

These awards are presented at the Rural Urban dinner and our 2017 recipients were Molly Sayers and Matthew Vermey. As you can see from the following brief backgrounds about Molly and Matthew, both are active community members! (Presenting this award (center) is Cheryl Johnstone from CFCO representing Blackburn Radio.)



### Molly Sayers—2017 Top Female Member

Molly is an outstanding example of the 4-H program and how it helps to build young leaders. Molly has been active in Chatham Kent 4-H for the past six years, completing more than 24 projects. Her interests are wide ranging from Veterinary to Dairy and Lifeskills to Heritage clubs. She has taken on executive roles such as president and secretary. Her organization, time management, and conflict resolution ability show that she has been honing her leadership skills. It is no wonder that Molly garnered multiple nominations for this award from her various 4-H leaders.

In addition to her very full 4-H schedule, she also is an active volunteer in the community, assisting with church activities, playing sports, and acting in Ridge Player productions. She currently attends Ridgetown District High School in Grade 11. Molly truly embraces the 4-H motto of “learn to do by doing.”

### Matthew Vermey—2017 Top Male Member

Matthew is a passionate, committed and enthusiastic Chatham-Kent 4-H member. He has completed twelve projects over the eight years that he has been active in 4-H. More recently, Matt has taken on the role of president and Youth Leader for the last two years with the Veterinary 4-H Club. He has been instrumental in leading team-building activities and in reaching out to engage new members who are quiet or shy.

Matthew has also been active in his community – playing sports, and volunteering at church and at the Chatham Kent Veterinary Hospital.

Currently, Matt is in his first year at the University of Guelph and continues to apply the message given in the 4-H pledge to “use my head to clearing thinking, my heart to greater loyalty, my hands to larger service and my health to better living for my club, my community and my country.”

*This article was submitted by: Chatham-Kent 4-H (Kris McNaughton, President)  
Photography submitted by: Stephanie Campbell, Marcia Vermey & Allison Stirling*

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# Looks like issues of The AG MAG continue to “sprout up” in unique destinations!

Let's continue to promote our community to the world by taking along a copy of this issue wherever you travel and pass it forward ... It's a great way to let everyone know who we are and what we grow!



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# RBC Talks About...



## The Surprising 5% Rule that Leads to Higher Farm Profits

This article was submitted by:  
Lorna McKercher, Vice President Agriculture  
Southwest Ontario, RBC

Just like anything in life, it's the little things that count when it comes to the farming business—where even small changes can have a big impact on output and revenue. By following the 5% rule, a philosophy of making small

logistical or logical changes to an operation, farmers can add net profit to their bottom line and ensure business is sustainable in the long term.

There's an important mental shift for farmers to make, and that's adopting more of a management role where they are really working on the business rather than in the business.

Adopting a holistic management strategy is a great way to start. This can be as simple as reframing the cost per acre to cost per bushel, considering input costs rather than just revenue, or incorporating new habits and ways of thinking. But farmers also need a solid financial management strategy, one that's easy to develop and follow.

## HERE ARE SOME PRACTICAL TIPS:

**1. Write it down:** Put pen to paper and jot down the goals you need to achieve each quarter. For example, in the first quarter finalize your budget. In the second quarter, analyze your repairs and maintenance. Take a course on futures puts and calls for your marketing strategy. And in the fourth quarter consider meeting with your accountant to discuss ways to improve things next year.

**2. Do the numbers:** Ensure your internal accounting system is on an accrual basis. Compare your actual results to your budget quarterly.

**3. Prioritize:** Make a list of which tasks need to get done to achieve your goals each quarter and identify what's really important versus what just makes you busy.

While it's easy to hope for success, hope is not a plan. Even small changes can help ensure your business is sustainable for the long term.

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# One Common Goal

## ***What happens when you bring two companies together...***

### ***with passionate people from each company working on a project that has a common goal?***

You get results and a project that has been worth all the sweat, effort, frustration, complications, delays, and everything in between. The results are two Chatham companies who have collaborated to reduce their environmental footprint, while making their operations more productive and competitive.

***For those living in or even driving through Chatham-Kent, one of the landmarks that is readily seen would be the tall stack with the large plume of steam from the GreenField Global (the new name of the company) ethanol facility on Bloomfield Road in Chatham.***

The GreenField ethanol plant requires 400 acres worth of locally grown corn each and every day to its facility. That works out to 19 million bushels of corn per year! GreenField is the leading specialty alcohols producer in Canada, with a focus on corn-based bulk industrial alcohol, packaged alcohol, and fuel ethanol, as well as associated agricultural co-products.

GreenField Global has a leading market share of industrial alcohol and is also the largest ethanol producer in Canada, with an export

business in grain neutral spirits. They also manufacture and sell co-products of the alcohol production process, including Dried Distillers Grains with Solubles (DDGS), Wet Distillers Grains (WDG), corn oil, and carbon dioxide (CO<sub>2</sub>).

All ethanol plants have an exhaust stack to serve the driers used to dry the distiller grains that are then sold as livestock feed to many local farmers. The visible “white plume” coming from the steam stack is the excess heat that comes from the driers – essentially steam, or vapour. Similarly, the odour of drying corn (which is similar to popcorn or baking bread) also comes from the driers.

Realizing this waste heat was really a potential profit going up the stack and lost into the atmosphere, GreenField began looking for a partner for this heat in 2001. The venture required an innovative company committed to making its operations more productive and sustainable.

In 2010, Greg Devries and Hilco Tamminga who worked together at Cedarline Greenhouses began discussions with GreenField about utilizing their waste steam to heat a greenhouse operation. The Devries family established a pepper greenhouse operation outside of Dresden in 2003 and their farming operation had sold corn and purchased DDGS from the GreenField plant. From this solid relationship, the vision of building a long-term, profitable joint venture between the two companies was born.

A partnership was developed with three local Chatham-Kent families and land was purchased across the street from the



GreenField facility where Truly Green Farms was born. In 2012, they began a greenhouse development which consisted of four phases of 22.5 acres of tomatoes for a total of 90 acres. So far, 45 acres have been built and have been growing a variety of tomatoes. The third phase will be built in 2018 and the final phase is planned for some time in the future.

Plants use CO<sub>2</sub> during photosynthesis, the process whereby the plant converts the energy from the sun into a chemical carbohydrate molecule. Plants use this carbon chemical to grow. Increasing the concentration of CO<sub>2</sub> that a plant is exposed to (artificially) can increase the yield and growth of the plant. Of the three major greenhouse vegetable crops, those being tomatoes, peppers, and cucumbers, researchers have shown that tomatoes respond best to elevated levels of CO<sub>2</sub>. According to Greg Devries,

*“Sustainable agriculture improves the food we eat, the air we breathe, and the jobs in our communities. Truly Green has developed an innovative partnership with GreenField to use waste heat from its ethanol process to boost the production of our greenhouse tomatoes. This investment is helping us become the first greenhouse of its kind to be warmed by waste heat. It will also make us one of the most energy-efficient greenhouses in North America.”*

Conventional greenhouses use natural gas-fired hot water boilers for heat to maintain a certain climate inside the greenhouse. The hot water, heated to a temperature of 90°C, is distributed through a series of pipes to the greenhouse to create radiant heat.

The greenhouse also uses the CO<sub>2</sub> that is produced by the boilers during the heating process. The plants can use the higher levels of CO<sub>2</sub> during the summer months when the light levels are the highest and there is optimum growth period.

While the greenhouses use the boilers in the summer to generate some heat for humidity control, there's not enough CO<sub>2</sub> to maximize the growth potential. By tapping into the CO<sub>2</sub> produced during the ethanol process, Truly Green has access to a constant supply. The largest demand for CO<sub>2</sub> is in the summer, which is also the time of the lowest demand for heat. That problem is solved by working with the GreenField plant, which can supply the greenhouse with all the CO<sub>2</sub> and most of the heat it requires all year long, which will be able to heat 60 acres of the greenhouse 85% of the time.

With the CO<sub>2</sub> matter solved, the next opportunity was the excess heat, which is going into the atmosphere via the steam plume. This was a technical challenge in many ways, but with their efforts focused on research and innovation, resulted in a new technology that will condense stack heat through a series of exchanger systems, allowing the ethanol plant to supply hot water to the greenhouse. The water will then be returned to the ethanol plant through an expanded cooling water loop. “Once this project is finished, our energy footprint will be significantly reduced, so it's a win-win,” said Angelo Ligori, who recently retired as the Plant Manager at the ethanol facility.



GreenField has begun the gradual ramp-up of the new waste-heat recovery project, which will take a few months to complete, since this is new science to everyone involved. It is not a matter of just flicking a switch on. There are many scenarios they have to explore. When they have this figured out, the condensed steam plume will slowly reduce in size, and the corn odour is expected to decrease as well. The reduced plume reflects the fact that all of the heat in the steam will be used to make hot water that is then pumped over to the greenhouse.

The total cost of these two opportunities has cost both companies multi-millions of dollars in terms of the requirement of additional technology and equipment. This obviously helps the greenhouse, but it also creates an extra revenue stream for the GreenField, as Truly Green will pay them for the CO<sub>2</sub> and hot water. This project will help GreenField's bottom line and has additional benefits including creating jobs and making the ethanol plant more environmentally friendly.

Truly Green also will become more energy-efficient and reduce their carbon footprint. They hope to be able to receive a premium in the marketplace for their “greener tomatoes.”

When all four phases of the greenhouse are completed, there will be up to 400 direct and indirect jobs. It will also lower their heating costs for the greenhouse by 40 percent and increase tomato production by 5 percent.

Both Angelo Ligori and Greg Devries agree this entire project, the strong relationship between the two companies, and the technological hurdles that have been overcome “has been an amazing story.”

The strong work and dedication has proven this concept works and could develop into partnerships between other ethanol facilities and greenhouse operations in the future. This entire project has been a shining example collaboration at its best! It is something from which all of us can learn.

*This article was submitted by:*

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[www.wegrowfortheworld.com](http://www.wegrowfortheworld.com)





## *The Science of Agriculture*

### *Agriculture is a mainstay of life here in Ontario*

It is the art and science of growing plants and other crops, and the raising of animals for food and other human needs.

In today's world, the science of agriculture is quite advanced, especially in the areas of soil and crop science, genetic engineering, molecular diagnostics, and in many other sectors of agriculture.

Many of today's farmers still use the same basics as their forefathers: watching nature's signs in spring, rotating the crops, being good land stewards so that they protect habitats, and preventing soil erosion and degradation. Advancements in science have allowed land owners to determine what crop is best to be grown in an area. Ultimately the farmer makes the decision on what and when to plant and when it is necessary to better manage their crops. Timing can be everything, and Mother Nature often has the final say.

Our farming community needs government support now more than ever. They face increasing hardships in many areas, including the disbanding of marketing boards, a sharp minimum wage increase, rapid changes in labour laws, College of Trades making it tough to get skilled trade labour, and, of course, it doesn't end there.

American President Eisenhower put it best when he said "farming looks mighty easy when your plough is a pencil, and you're a thousand miles from a corn field."

***This is why things need to change in Ontario. The Liberal's cap-and-trade cash grab is hurting rural Ontario, especially in our greenhouse industry. Greenhouses are being forced out of business and out of Ontario.***

Growers are being courted every day to move their business south into the U.S.A. and Mexico. This is what I heard this summer when

I toured greenhouses in my riding and spoke to members of the Ontario Greenhouse Vegetable Growers Association.

An Ontario PC government would scrap the cap-and-trade program and replace it with a revenue-neutral carbon price (keep in mind it is the Federal Liberal Government who is forcing a carbon tax) and give relief to the greenhouse industry as British Columbia and Alberta have done by way of an 80% rebate of the carbon price paid by greenhouses.

The recent passing of Bill 148 increases minimum wage to \$14.00. This became effective Jan. 1, 2018 and the restrictions of working hours could be detrimental to growers in the height of planting and harvesting.

Now, don't get me wrong. Life has become less affordable under the current government, so I'm all for higher wages. But the current plan is too much, too soon. The PCs voted against Bill 148, but the Liberals (who have a majority) passed the bill. The PCs plan is to raise the minimum wage from \$14 to \$15 an hour in a responsible manner, phasing it in over four years. It is essential that any changes to minimum wage be supported by a cost benefit analysis or an economic impact study. The current government has done neither.

According to the Auditor General, Ontario's existing Risk Management Program current cap of \$100 million a year often pays farmers with little regard to individual needs; only half of those who received payments between 2011-2015 actually reported a loss or drop in income. Patrick Brown and the Ontario PCs will increase the Risk Management Program by an additional \$50 million and allow unused portions to rollover to the next year.

The PC Party will never ignore the plight of farmers, and we will always listen to your advice and concerns.

Rick Nicholls is the PC MPP for the riding of Chatham-Kent-Essex and also serves as the Deputy Speaker in the Ontario Legislature.

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*This article was submitted by: Rick Nicholls*



# Gillier Drainage Contractors

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Gillier Drainage has been in the drainage tile industry for almost 50 years. Since our inception in 1969, we have grown from a small private business to a reputable company within the farm drainage community. We perform our drainage services for private and commercial jobs alike including farm drainage for individual land owners and construction services for large scale projects. Over the last decade in particular, Gillier Drainage has contributed to the renewable energy sector as we provide water-redirection, reinstatement, and reclamation for several different major wind farms spread across Southern Ontario.

*We aim to provide our clients with efficient and time-saving work practices by using the best equipment and materials available.*

For design, mapping, GPS procedures, and site planning, we utilize Trimble navigation. This has allowed us to collect GPS data quickly while maintaining sub-centimeter accuracy. This technology goes hand-in-hand with our in-field equipment including two Bron drainage plows, which help us save time while increasing production. When it comes to the tile we put in the ground, we take advantage of ADS products as they have helped us create efficient drainage networks that meet our expectations and keep the customer satisfied.

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*Above all, Gillier Drainage aspires to be at the forefront of the drainage industry.*

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Please visit us at [www.waddickfuels.com](http://www.waddickfuels.com) to learn more about Waddick Fuels and the products / equipment that we supply to our customers, or visit us at the Chatham-Kent 5<sup>th</sup> Annual Farm Show. You can also contact one of our sales staff listed below to discuss your needs further.

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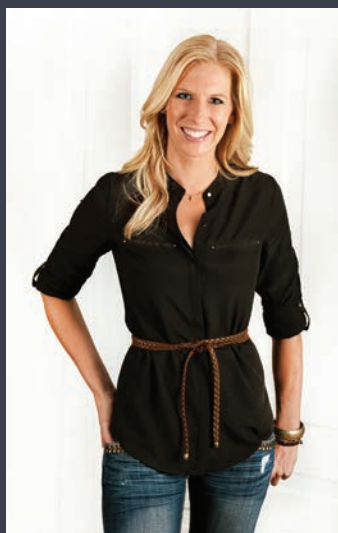
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# About the Cover



## Krystle VanRoboys Photography

**Agriculture | Commercial  
Equestrian | Rodeo**

The cover shot was taken by Krystle VanRoboys.

Since our 3rd issue of The AgMag, Krystle has taken all of our cover shots. Her love of photography clearly shows in all of her photographs, but in this particular shot it's amazing how she captured these two beautiful horses dashing through the snow, all while having their eyes fixed right on her.

Having spent multiple years working in Calgary, Alberta, Krystle had the opportunity to take photographs at livestock shows and rodeos. It was surely there that she gained the experience, and the courage, to get up close and personal with these amazing animals while they were in this entertaining state!



Krystle now offers her photography transferred onto wood. Whether it is Agriculture, Commercial, Equestrian, or Rodeo, with her photography "anything rural goes!"

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## ***BMO Bank of Montreal*** ***Celebrating Ontario's Agricultural Roots***

*We know Canadians everywhere benefit from the great skill of our farm families and the quality products they continuously produce through their businesses.*

Their efforts literally help to feed both our nation and countries around the world and there's nothing that could be more important than that kind of business.

That's why BMO is privileged to partner with the Ontario Plowmen's Association to recognize outstanding Ontario farm families.

In 2012, we introduced the BMO Ontario Farm Family Awards to promote a renewed urban-rural relationship and recognize Ontario farm families who best typify the value of the family farmer to our society. This program was created to celebrate a group of very special people — whose spirit, purpose, and commitment are an example to us all.



*Jennen Family | Jennen Family Farm, Thamesville, Chatham-Kent*

To date, 61 families have been recognized. All of these families are fine examples of the values and hard work that built, and continue to build, Ontario's rural communities and agricultural economy.



*Kniaziew Family | Orangeline Farms Ltd. Leamington, Essex County*

***On Saturday, September 22nd , we will be honouring more families at the Chatham-Kent 2018 International Plowing Match & Rural Expo.***

We will also be bringing back the popular BMO Kids' Day on Saturday. The event allows BMO and its employees to bring good family fun and entertainment to the IPM. Children 16 years and under will receive FREE admission and a FREE pancake breakfast at the BMO tent from 8:30 a.m. – 10:30 a.m. (Adults accompanied by a child 16 years and under also receive a free pancake breakfast.) The BMO Kids' Day breakfast show will please all young guests with entertainment and BMO the Bear!



*BMO the Bear | IPM2017, Walton, ON*

***Join us on Saturday, September 22nd at the IPM to help us honour outstanding Ontario Farm Families and for BMO Kids' Day.***





## Jennen Family Farm Market

### Celebrating 25 years

The Jennen family farm story started 25 years ago when Peter and Ellen Jennen married in 1993. Peter had immigrated from Holland as a teenager with his parents back in 1986, and farmed with his parents on a farm near Turnerville. Peter and Ellen started their own first generation family farm which would later become Our Home Farm - In Wabash in July 1993.

As both of us grew up on family farms, we knew that we had the knowledge and experience to leverage for success together!

With our three children we farm over 700 acres including processing tomatoes, grain corn for ethanol, soybeans, and high tunnel strawberries.

Since establishing this very diverse farm, we have gradually expanded the operation, adding new property, equipment, and buildings to increase production and capacity. While trailing many different diversifications around 2007 - we came about being very

interested in extending seasons of different crops in what you would call a "cold frame" greenhouses. By combining research about fresh market crops, with the new technology of "high tunnels", which was just being developed in Southwestern Ontario by Tunnel Tech in Delhi – we started farming five tunnels, (just over an acre and half ) of strawberries this way. We were able to produce very high yielding, long season, strawberry crop from May to November, much to the surprise of customers at our farm gate market.

We spent much of the next three to four years attending markets to promote our new product , as so many customers thought these must certainly be "imported" from California!

This strawberry production that we use requires the use of day-neutral varieties, allowing for a six month season. The high tunnels promote early growth, protect from frost in the shoulder seasons, and eliminate damage from hail and rain while still being technically "in the field," not a full greenhouse.



By 2012 we had expanded to over 45 tunnels (12 acres) of strawberries for the commercial market and many local vendors. We continue to farm 12 acres of high tunnels, growing some new specialty peppers that our son Mitchell Jennen has started, realizing that many



of our fresh markets crops like to be grown in high tunnels, not just strawberries.

With many of the buzzwords circling around agriculture today – such as the 100-Mile Diet; Buy Local, Buy Fresh; and FoodPrint – we are concerned with the environmental impact of food production.



*We are very proud of our award -winning achievement of this sustainable way of producing strawberries in high tunnels over a six-month season. This high tunnel technique allows us to produce high quality local food with decreased chemical use, efficient use of water, and a minimal carbon footprint.*

*Consumers are now more aware that local food can be available for a much longer time than ever before, and we like to think we helped make it more of a reality.*

We love to tell our story at our farm gate retail market located at Our Home Farm where we sell strawberries by the flat at a great wholesale price. We love to tell our customers when they come to our farm in October and ask us, "Where do these strawberries come from?" We point out to our tunnels and say "right here!"

*Our innovation has not stopped, we are currently doing trials for substrate grown berries and adding value to our seconds by making wine! So stay tuned for our next adventure as we continue to innovate!!*

 @Jennen Family Farm Market

*This article and photography was submitted by: Jennen Family Farm Market*



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# Cabbage Rolls

BY: ADA HELLERMAN  
CHATHAM, ON

Featured in A Taste of  
Chatham-Kent Cookbook,  
pg. 134

- 12 large cabbage leaves
- 1lb ground beef
- 2 medium onions, diced
- 1 cup uncooked rice
- Dash of Worcestershire
- 1½ tsp salt
- ⅛ tsp pepper
- 2 cloves of garlic
- 2 cups of tomato juice or meat stock
- bay leaves (1-2)
- salt, to taste
- pepper, to taste
- sugar, to taste

Mix first seven ingredients well. On each cabbage leaf, place some of the meat mixture and roll leaf over filling, turning in ends to secure. Place in a greased casserole dish. Add 2 cups tomato juice, or meat stock to just cover rolls. Sprinkle with salt, pepper, and a little sugar. Place 1 or 2 bay leaves on top of rolls. Cover. Bake 350°F for 1½ to 2 hours.



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## Chatham-Kent's IPM 2018 Update

*Only 8 months to go...Mark your calendars!*

**Do you want to volunteer for the IPM 2018 but haven't signed up yet? There is still time!**

We have a variety of volunteer opportunities available, currently we are looking for volunteers to help us out on the following committees:



**Souvenirs** is looking for individuals to help coordinate the events we should attend in the community as well as work shifts at a kiosk selling souvenirs.

**Parking** is looking for people to help direct guests where to park when they are visiting the match to keep things flowing and organized. Volunteers will be required to be on their feet for the majority of the time.

**Wagon Tours** is looking for people to drive tractors with people mover wagons to pick guests up from the parking lots and bring them to the gates. Volunteers are also needed to assist people with getting on and off the wagons.

The **Volunteer** committee is looking for someone experienced in using Excel to help manage the volunteer database.

**Gates & Tickets** is looking for people to sell admissions tickets and welcome guests to the match.



**VOLUNTEERING TO SPREAD  
 SOME *holiday cheer***



***If you would like to volunteer, the 2018 IPM will find a spot for you, your family, or your organization. Don't let the opportunity slip by – BECOME A PART OF HISTORY!***

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